



JZW
INTERNATIONAL



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JENNIFER ZHANG – PRESIDENT

05/17/2017

2017 MITA's World Trade Conference

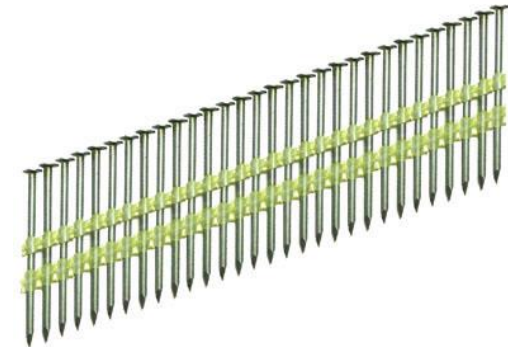
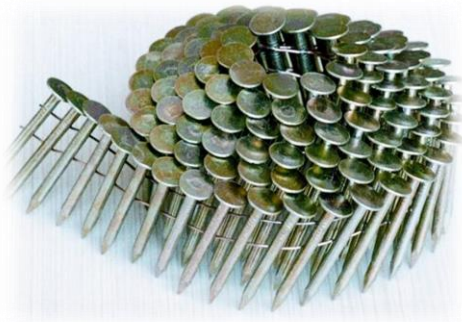
Agenda



- Company Background
- Problems and Challenges
- Keys to success
- State of Nebraska Representative to China



Company Background



Beacon Roofing Supply



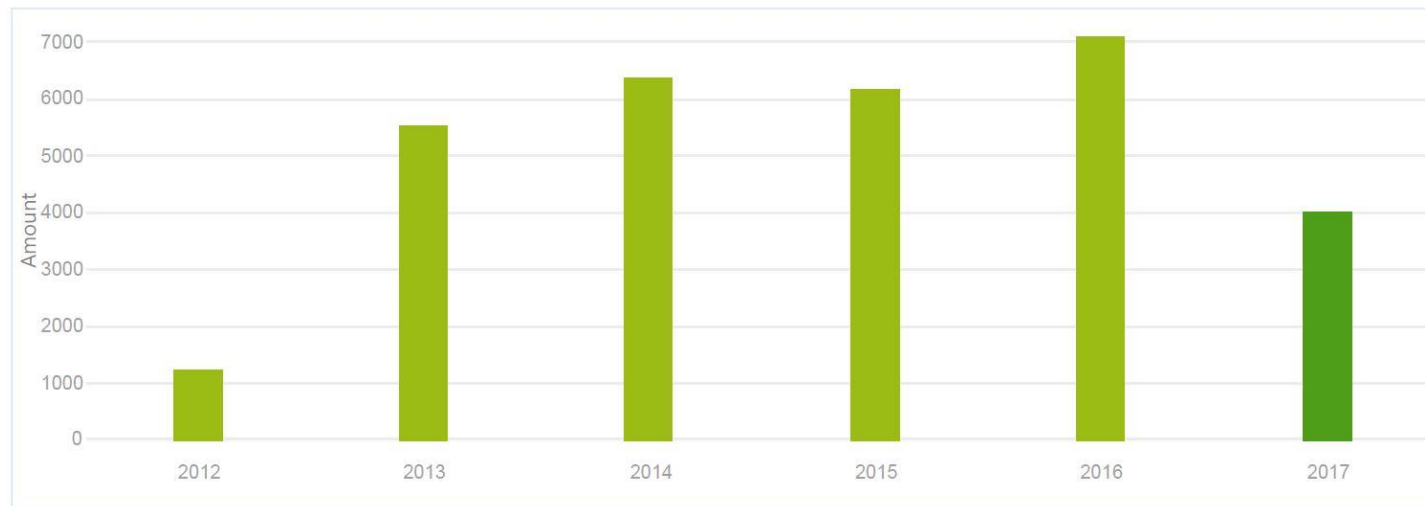
Company Background



Prev Year Income Comparison

All Accounts | Yearly Comparison

Accrual Basis



In 1,000s

■ PRIOR FISCAL YEAR(S) ■ CURRENT FISCAL YEAR

Problems and Challenges



- ❑ Freight Increase during Peak Season
- ❑ Custom Hold for Examine Purpose
- ❑ Raw Material Price Unpredictable
- ❑ Complex Order Process
- ❑ Customer Service

Prev Year Income Comparison

All Accounts | Yearly Comparison

Accrual Basis



In 1,000s

■ PRIOR FISCAL YEAR(S) ■ CURRENT FISCAL YEAR

Keys to Success



- Consistent products, services and good price
- Have a trustworthy relationship
- Productivity > Time
- Team > Employees
- Happy employees as a good team to make a successful company

State of Nebraska Representative



- ❑ Recruit Successful Chinese business to invest in Nebraska
- ❑ Support Local Business to export to China
- ❑ Provide Chinese Resources to businesses in need
- ❑ Engage Chinese students to Nebraska for better education



Nebraska China Center



Jennifer Zhang 张洁

State of Nebraska Representative to China

Cell: 402-719-6969

Email: jennifer@nebraskacenterchina.org

Linda Lu 陆颖

Nebraska China Office Business

Manager

Cell: 8621-64221574

Email: linda@nebraskacenterchina.org