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**THE US-CHINA BUSINESS COUNCIL**  
美中贸易全国委员会



**USCBC President Craig Allen  
Remarks at USCBC Gala  
December 5, 2018**

Ambassador Cui, Ambassador Hills, secretaries, Chairman Greenberg, excellencies, directors, friends, and guests:

My name is Craig Allen and I am the, still relatively new, president of the US-China Business Council. Welcome to this 2018 Gala Reception and Dinner for the US-China Business Council.

Please allow me to give a special welcome to a number of dignitaries, including Representative Rick Larsen and his wife, Tiia Karlen; Ambassador for APEC Matt Matthews; China Center for International Economic Exchanges Vice Chairman and CEO, and former National Development and Reform Commission vice chairman, Zhang Xiaoqiang; Acting Assistant US Trade Representative for China Affairs Terrence McCartin; Economic and Commercial Affairs Minister Zhu Hong; General Representative of the China Council for the Promotion of International Trade Zhao Zhenge; Ambassador John Negroponte; former representatives Charles Boustany and Charlie Dent; friends from the embassies of China, Japan, Korea, Australia, the European Union, and the Hong Kong Economic and Trade Office; and past USCBC presidents, Dr. Robert Kapp and John Frisbie.

We are especially grateful that each of you are here on this national day of mourning for a great American hero—President George H. W. Bush.

George H. W. Bush must be remembered for many things; among them, his contributions to US-China relations were monumental:

- In 1974 and 75, he served as the chief of the U.S. Liaison Office in Beijing.
- In 1976 and 77, he was the director of central intelligence.
- Between 1981 and 89, he was vice president, and
- during the important years between 1989 and 93, president.

For more than 20 years, he was the US government's chief practitioner of US-China diplomacy.

And I am pleased to note that, tonight, we have two of George H. W. Bush's most important Cabinet members, both of whom played key roles at critical times in US-China relations: former Secretary of Commerce Barbara Franklin, former United States Trade Representative Carla Hills, and former Secretary of Defense William S. Cohen, who, while not serving in the Bush Cabinet, was a close friend of the late President.

Secretaries, Ambassador, please accept our condolences for the loss of your friend. We mourn with you.

It is reasonable to say that, as much as any other American, George H. W. Bush was one of the key builders of the modern US-China relationship; and we honor him here tonight for his contributions to what-has-become the world's most important bilateral relationship, bar none.

The late President Bush was a good friend of the US-China Business Council. He attended and spoke at a number of our meetings.

In your March 2003 edition of the *China Business Review*, you will find a letter from President Bush that says, and I quote:

“US business has played an increasingly important role in helping China shape its economic future. At the center of this success has been the US-China Business Council, providing American companies support and guidance in helping to expand the economic contacts between our two countries.”

I am proud to say that, while the context has changed dramatically, the USCBC is still 100 percent dedicated to helping American companies to “expand the economic contacts between our two countries.” This has not changed and it will not change.

Also, we are dedicated and committed to following President Bush's legacy of bilateral engagement, mutual respect, compromise, and peaceful resolution of differences. These are the enduring principles that guide the US-China Business Council.

Please allow me to thank all of our members who have contributed so generously to this fundraising gala.

I am delighted to inform you that in 2018, we have received support well in excess of any previous year—breaking every record. Thank you for your generosity. Your gifts allow the Council to advocate on behalf of American business.

Indeed, the function of the US-China Business Council—advocating for American business in China—is more important today than ever before. The trade and investment relationship between our two countries has always been the foundation upon which the bilateral relationship rests.

Today, that foundation is unsteady; there are deep cracks and fissures appearing in the concrete. Those structural defects need to be urgently mended and not papered over. We are therefore encouraged by the announcements in Buenos Aires on Saturday of last week.

But, as we have all seen, there were notable differences in how the US and Chinese governments characterized the outcomes of the presidents' dinner. These differences are matters that need to be clarified as part of robust negotiations over the next 90 days that, hopefully, will lead to robust outcomes that create a level playing field in China for American—and indeed all foreign—companies.

There is no time to waste. We wish our negotiators, diplomats, and statesmen well as they begin the process of bringing home a strong, durable, and long-lasting agreement that addresses the concerns of American companies that wish to expand in China.

It now gives me great pleasure to introduce a gentleman who was “in the room where it happened” on Saturday when President Trump and President Xi met in Buenos Aires, Argentina.

Ambassador Cui Tiankai is one of China's most senior negotiators, diplomats, and statesmen. He is a graduate of Johns Hopkins School of Advanced International Studies. He served at both the United Nations and as the Chinese Ambassador to Japan. And, he has served as China's Ambassador to the United States for five years. Ambassador Cui is not a stranger to the USCBC. Indeed, he was our honoree on this evening two years ago in 2016.

Ambassador, we are very grateful for your presence tonight and your reflections on what must have been a very interesting evening on Saturday, as our two Presidents dined in Argentina. Ambassador Cui, we welcome your remarks.

*Ambassador Cui addresses Gala attendees*

Thank you, Ambassador Cui. I am now honored to introduce the chairman of the USCBC Board, Mr. Evan Greenberg. Chairman Greenberg is the chairman and chief executive officer of the Chubb Group. He is also the vice chair of the National Committee on US-China relations. Chairman Greenberg was also appointed by President Trump to be a member of the United States Trade Representative's Advisory Committee for Trade Policy and Negotiations. Chairman Greenberg, can I welcome you to the podium to introduce USCBC's 2018 honoree?

*Chairman Greenberg introduces Ambassador Carla Hills and [Amb Hills addresses Gala attendees](#)*

Congratulations to Ambassador Hills.

In our discussions with the Ambassador concerning tonight's celebration, she made it clear that she was not exactly pining away for another trophy or plaque. And so, tonight, in Ambassador Hills' honor, we would like to make a donation of \$10,000 to the US-Asia Institute's Rule of Law program for the purpose of continuing the bi-national education of the next generation of Chinese and American lawyers. Can I ask US-Asia Institute Chairman, Glenn Lau-Kee, and Matthew Szymanski, who runs the Institute's US-China Law Student Exchange, to please stand up?

In short, our hope is that by supporting the US-Asia Institute's US-China Law Student Exchange, we can contribute to the next generation of Carla and Rod Hills. The US-China Law Student Exchange educates young lawyers, current and future leaders of the United

States and China, about each other's culture and system. The groups of law students are small, selective, and bilingual, to enable maximum participation in each event, whether meeting with a Supreme Court justice or attending a backyard barbecue. If any company in this room wishes to host a meeting or event, or provide needed donations, please contact Matthew at the US-Asia Institute. You will find more information about the program in your program.

Matt and Glenn, on behalf of Ambassador Carla, and Rod, Hills, congratulations. We are happy to support you.

Finally, please allow me to ask you all to stand and raise a glass to President George Herbert Walker Bush who shaped the US-China relationship and taught us to cooperate and collaborate where ever possible; and when we need to compete, to compete in a fair and rules-based—and always respectful—manner.

*Gala attendees stand and toast*

In his *China Diaries*, President George Herbert Walker Bush wrote,

“I love the Chinese people. One of my dreams for our world is that these two powerful giants will continue working toward a full partnership and friendship that will bring peace and prosperity to people everywhere.”

No one could have said it better.

To George Herbert Walker Bush—may we cherish his memory forever. With this, please enjoy your dinner. Thank you.