

**Notice on the Implementation Opinions on Accelerating the Construction of Glass
Fiber Export Base in Tongxiang City**

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The towns' people's governments, sub-district offices, municipal government departments, and municipal units:

The "Implementation Opinions on Accelerating the Construction of Glass Fiber Export Bases in Tongxiang City" has been approved by the municipal government and is now issued. Please implement it carefully.

July 19, 2011

**Implementation Opinions on Accelerating the Construction of Glass Fiber Export
Base in Tongxiang City**

Tongxiang City's glass fiber industry was recognized as the first batch of "Zhejiang Export Base" by the Zhejiang Provincial Department of Commerce and the Zhejiang Provincial Department of Finance, and the first batch of "Zhejiang Province" was issued for the implementation of Zhejiang Business Union and Zhejiang Provincial Department of Finance. The spirit of the "Notice of the Provincial Export Base" Confirmation List further enhances the overall development level and international competitiveness of the glass fiber industry, and actively transforms the city's economic development mode. The following opinions are proposed to accelerate the construction of the glass fiber production and export base:

First, fully understand the importance of accelerating the construction of glass fiber export bases

As an emerging material, glass fiber materials are widely used in automobile and motorcycle, electronic information, petroleum, natural gas and chemical industries, and the market prospect is extremely broad. The development of Tongxiang glass fiber industry has become an important part of Tongxiang's industrial economy. The industrial development is at the forefront of the country and is the largest glass fiber production base in the world. By the end of 2010, Tongxiang had more than 20 glass fiber production enterprises with an annual output value of 3.878 billion yuan, accounting for 4.1% of Tongxiang's total industrial output value, of which exports were

303 million US dollars, accounting for 16% of the city's export share. Jushi Group is the world's largest fiberglass production capacity, with a capacity of 930,000 tons at the end of 2010. During the “Eleventh Five-Year Plan” period, Tongxiang glass fiber exports have maintained a leap-forward growth momentum, with an average annual export growth rate of more than 30%, much higher than the export growth rate during the same period. The rapid growth of glass fiber exports has driven the rapid development of foreign trade in our city.

From the perspective of the development of the glass fiber industry in our city, it faces both development opportunities and fierce challenges. On the one hand, China's GDP will continue to grow at an annual rate of 8 to 9%, which will significantly stimulate the demand for glass fiber for composite materials widely used in consumer products and construction products, and national strategic infrastructure, energy conservation and emission reduction. Further promote the rapid development of glass fiber composite materials, and has shown some strong momentum and market potential, the domestic glass fiber industry market has great potential. At the same time, the international market still has a large room for expansion. The composite materials in the main application fields of glass fiber have entered a high growth period, thus promoting the rapid development of the international glass fiber industry. Our city has a good foundation and obvious advantages in leading enterprises, supporting collaborative production capacity, and talent and mechanism construction. Leading companies led by Jushi Group already have a number of “core technologies” with independent intellectual property rights and world-class standards. On the other hand, the development of the glass fiber industry in our city is also facing the severe situation of intensified competition in the industry, rapid changes in market changes and international trade frictions, facing the test of transformation and upgrading. The construction of glass fiber export base has positive promotion significance for the development of Tongxiang glass fiber industry. The construction of glass fiber export base is an important measure to promote the development of glass fiber industry to international modern industrial cluster, and it is to enhance the international competitiveness of glass fiber industry. An important platform is an important carrier for promoting independent innovation, cultivating regional export brands, and regulating export order. It is also a realistic choice for accelerating the transformation and upgrading of the glass fiber industry.

Second, accelerate the development of glass fiber export base construction ideas, development principles and objectives

Development ideas: Thoroughly implement the scientific development concept, expand the scale of the glass fiber industry and international market share in accordance with

the overall requirements of the “Twelfth Five-Year Plan for Tongxiang National Economic and Social Development”, accelerate industrial technology advancement, optimize and upgrade, and enhance the development of foreign trade. Quality and level, achieve sustainable development of foreign trade exports, and comprehensively enhance the international competitiveness of the glass fiber industry.

Development principles: adhere to the principle of export orientation. Through the cultivation of export bases, the scale and intensive development of industrial clusters will be promoted, and the benign interaction between trade and investment will be formed, the export competitiveness of products will be enhanced, and the sustainable development of advantageous export commodities will be promoted. Adhere to the principle of "going out and introducing." Promote the concentration of industrial chains in response to the current form of international cooperation and the characteristics of exports. Encourage enterprises to “go global” and promote exports from a trade-oriented approach to a combination of trade and go-go, technology exports and capital exports. Adhere to the principle of optimizing professional services. The base should establish professional service mechanisms for consulting, training and information sharing for enterprises, and make good use of national and provincial preferential policies to provide convenient and professional services for export.

Development goal: Taking the construction of export base as an opportunity, we will develop in the direction of high technology, high-grade and multi-variety, and develop glass fiber deep processing products and downstream extended glass fiber products. Strive to achieve production scale of 1.4 million tons per year by 2015, and export growth of more than 20% annually, accounting for more than 20% of the city's export share. It has built the largest R&D center in Asia and has become the most complete export base for the world's glass fiber varieties. Form a group of export enterprises with independent intellectual property rights and strong core competitiveness, and cultivate more than 2 enterprises with exports exceeding US\$50 million. We will build a first-class export base that is in line with the international market, optimized for export environment, and promotes mutual promotion between industry and trade, and strives to become a national production and export base.

Third, the main measures to accelerate the construction of glass fiber export base

(1) Establish an organization. The municipal government set up a “Leading Group for the Construction of Glass Fiber Export Bases” (hereinafter referred to as the Leading Group), which will be headed by the leaders in charge, the Municipal Development and Reform Bureau, the Economic and Trade Bureau, the Foreign Trade and Economic Cooperation Bureau, the Finance Bureau (Local Taxation Bureau), and the entry and exit inspection and quarantine. Bureau, customs, etc. are member

units. Leading group responsible for developing and organizing the implementation of development plans export base to study and formulate policies and measures to promote the export of fiberglass and products, establish joint meeting system, coordinate and solve problems encountered in the construction of the export base. The leading group has an office (located in the Foreign Trade and Economic Cooperation Bureau), responsible for the day-to-day management of the export base. At the same time, the establishment of Tongxiang City Fiberglass "Export Base Association".

(2) Formulating development plans. According to the national new material revitalization plan, combined with the actual situation of industrial development and related characteristics, adhere to the development of specialization, intensification, ecologicalization and clustering, formulate the development plan of glass fiber industry, and determine the development goals and paths. In conjunction with the development of export bases, the development plan for glass fiber export bases will be formulated. On the basis of market orientation, we will cultivate key industries, accelerate the formation of clusters of key industrial enterprises, adjust and optimize the industrial structure and productivity layout, and promote the formation and development of advantageous industrial clusters.

(3) Increase policy support. The establishment of "special funds for the construction of glass fiber export bases" is mainly used to support enterprises to create public R&D service platforms, cultivate independent brands, and develop international sales networks. Promote the export credit insurance to adopt the base joint guarantee method, provide preferential underwriting conditions for the small and medium-sized member enterprises of the base, and strive to expand the coverage of the enterprise's export credit insurance. Priority support for base member companies to implement cross-border trade in RMB settlement.

(4) Exploring the international market. Support enterprises to expand traditional markets, actively explore emerging markets, and organize enterprises to participate in domestic and foreign professional exhibitions with "glass fiber export bases", adopt uniform installation methods for booths, highlight the overall image of base cities, unify group exhibitions, unify brands, Launched the "glass fiber export base" brand.

(5) Strengthening brand building. Promote enterprises to adopt international standards to promote the occupation of export products in the international market. Help companies learn and master the latest foreign standards and encourage companies to participate in various international standardization activities. Strengthen the basic work of self-export brand building, and encourage enterprises to apply for patents, overseas trademark registration, product certification, and international quality management system certification. Each year, we select a number of fiberglass

enterprises with strong brand awareness and strong brand-creating ability, and increase support through multiple channels, and strive to form a number of independent export brands with certain influence in the international market to enhance the overall level of brand construction of export bases.

(6) Prevent market risks. Strengthen the monitoring of glass fiber product prices and raw material prices and the relevant economic operations of upstream and downstream enterprises. Keep up-to-date with the latest foreign technical regulations, standards and conformity assessment procedures. Guide enterprises to actively participate in the case response, and encourage enterprises to carry out lobbying, negotiation, and defense work. Establish and improve the trade friction response mechanism that the government, the base association and enterprises participate in, and improve the ability to deal with trade frictions. Strengthen the relationship between the Base Association and overseas industry business associations, and promote exchanges and cooperation between domestic and foreign, domestic and foreign chambers of commerce.

(7) Increase investment in industry. Use the export base brand to lay out the investment card, package the base plan, facilities, services and enterprises to promote the overall promotion and attract investment. In accordance with the industrial development ideas of “big project driving, supporting enterprise follow-up, industrial cluster development”, the “industry chain” investment will be strengthened, and projects with large investment, good driving and strong correlation will be attracted to the development of the base. For key leading enterprises, give full play to their scale and technological advantages, attract upstream and downstream enterprises to support them, realize seamless integration of industries within the region, and build a strong competitive industrial chain.

(8) Supporting enterprises to “go out”. Promote the transformation of export from pure trade to trade and “going out”, technology export and capital output, and promote the establishment of overseas production, R&D and marketing network systems by powerful enterprises, expand export scale, and focus on cultivating one. Approved enterprise groups with strong independent innovation capabilities and core technologies.

(9) Increase the introduction of talents. We will improve the talent introduction policy, encourage enterprises to explore and implement various advanced flexible distribution mechanisms, and attract talents with inventions, patents, and proprietary technologies to base development through incentives such as technology shareholdings, focusing on the introduction of both proficient in professional technology and proficient in industrial management marketing. Compound talents will form an industry R&D team and academic leader as soon as possible.

(10) Improve tax refund services. We will implement various tax incentives, actively implement export tax rebate management, speed up export tax rebates, optimize tax refund services, actively guide export enterprises to regulate operations, and ensure good policies to prevent export tax rebates.

(11) Optimize the customs clearance environment. Enhance the level of customs management of glass fiber enterprises, promote the declaration of customs declaration and customs clearance at the port, effectively reduce the inspection rate of enterprises, and adopt targeted services to tailor the mode for foreign trade customs clearance and trade manuals. Further improve customs clearance efficiency and inspection and quarantine service efficiency, and reduce customs clearance costs. The time limit for corporate visas in the base is shortened to priority review, and priority is issued and issued on the spot.

(12) Strengthen public services. Improve “Tongxiang Glass Fiber Technology R&D and Achievement Promotion Center”, “Tongxiang Glass Fiber Product Performance Test and Quality Testing Center”, “Tongxiang Fiberglass Industry Training Center”, “Tongxiang Fiberglass Information Center”, “Tongxiang Fiberglass International Display and Purchase” Public service platforms such as the Center and Tongxiang Fiberglass International Logistics Center. For enterprises to build a platform for cooperation with universities and research institutes, and implement the "professional skills and talents quality improvement" project, etc., to effectively reflect the publicity and practicability of the service platform, and better serve the enterprises of the export base.

(13) Improve infrastructure. Combine the urban planning and development zone development plan, improve the infrastructure of the export base and the facilities of the industrial park, and improve the overall function of the export base. We will increase energy infrastructure construction with a focus on electricity and gas supply, and accelerate the construction of integrated transportation networks and ecological environment.

(14) Increase financial support. The base export enterprises will be included in the first batch of pilot enterprises for verification and verification, which will facilitate enterprises to handle the collection and settlement of foreign exchange, and enjoy the convenience and cost and resource savings brought by the reform. Further expand the corporate financing pipeline, and guide financial institutions within the jurisdiction to continuously innovate international settlement and international trade financing products to help enterprises effectively avoid exchange rate risks. Appropriately increase the credit line for glass fiber enterprises to meet the normal production and operation needs of enterprises. Explore the use of international financial derivatives to

actively promote enterprises to list domestically and overseas, and use capital market financing.

(15) Increase publicity and promotion. Use the investment promotion activities, the media, the survey report issued by the consulting agency, and the platform of the export base to increase the propaganda of the export base, enhance the visibility and reputation of the export base, create a cultural atmosphere, and establish a good image of the export base.

(16) Strive for support from superiors. The construction of the export base is the key work of the Ministry of Commerce and the Provincial Department of Commerce in the future and the key direction of financial support. The maximum for national, provincial support funds, public service platform for small and medium enterprises to explore the international market funds, subsidies and other high-tech research and development projects tilt base. On the basis of the provincial-level export base, the city will actively promote the export base to be upgraded to a national-level export base and receive special funds from the Ministry of Commerce.

桐乡市人民政府办公室关于印发《桐乡市加快玻璃纤维出口基地建设的实施意见》的通知

http://xxgk.tx.gov.cn/xxgk/jcms_files/jcms1/web2/site/art/2011/8/4/art_3592_20711.html

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各镇人民政府、街道办事处，市政府各部门，市直各单位：

《桐乡市加快玻璃纤维出口基地建设的实施意见》已经市政府同意，现予印发，请认真贯彻执行。

二〇一一年七月十九日

桐乡市加快玻璃纤维出口基地建设的实施意见

桐乡市玻璃纤维产业被浙江省商务厅、浙江省财政厅认定为第一批“浙江省出口基地”，为贯彻浙商务联发《浙江省商务厅、浙江省财政厅关于公布第一批“浙江省出口基地”认定名单的通知》文件精神，进一步提高玻璃纤维产业的整体发展水平和国际竞争能力，积极转变我市经济发展方式，现就加快推进玻璃纤维生产出口基地建设提出如下意见：

一、充分认识加快推进玻璃纤维出口基地建设的重要性

作为一种新兴材料，玻纤材料目前被广泛运用于汽摩、电子信息、石油、天然气化工等产业，市场前景极为广阔。桐乡玻璃纤维产业发展至今，已成为桐乡工业经济的重要组成部分，产业发展位于全国前列，是全球最大的玻璃纤维生产基地。截止 2010 年底，桐乡已有 20 多家玻纤生产企业，年产值 38.78 亿元人民币，占桐乡工业总产值的 4.1%，其中出口为 3.03 亿美元，占全市出口比重的 16%。巨石集团是全球玻纤产能规模最大的企业，2010 年底产能规模达 93 万吨。“十一五”期间，桐乡玻璃纤维出口一直保持着跳跃式增长势头，年均出口增长速度超过 30%，大大高于同期出口增长幅度。玻璃纤维出口快速增长带动了我市外贸的迅速发展。

从我市玻璃纤维产业发展看，既面临着发展机遇，也面临着激烈挑战。一方面，中国 GDP 以每年 8~9% 的速度保持增长，将明显促动消费产品和建筑产品中广泛应用的复合材料对玻璃纤维的需求，国家基础设施建设、节能减排等战略决策，将进一步推动玻纤复合材料更快发展，而且已经显示了一些强劲势头和市场潜能，国内玻璃纤维产业市场潜力巨大。同时，国际市场仍有较大拓展空间，玻纤主要应用领域的复合材料已进入一种高成长期，从而促进了国际玻纤行业的快速发展。我市无论在龙头企业、配套协作生产能力还是人才和机制建设都具有良好基础及明显优势。以巨石集团为首的龙头企业已经拥有一批具有自主知识产权并达到世界一流水平的“核心技术”。另一方面，我市玻纤产业发展也面临着行业竞争加剧、市场变化瞬息万变和国际贸易摩擦的严峻形势，面临转型升级的考验。玻璃纤维出口基地建设对桐乡玻璃纤维产业的发展具有积极的促进意义，建设玻璃纤维出口基地是推动玻纤产业向国际化现代产业集群发展的一项重要举措，是提升玻纤产业国际竞争力的重要平台，是促进企业自主创新、培育区域出口品牌、规范出口秩序的重要载体，也是加快玻璃纤维产业转型升级的现实选择。

二、加快玻璃纤维出口基地建设的发展思路、发展原则和目标任务

发展思路：深入贯彻落实科学发展观，按照《桐乡国民经济和社会发展规划“十二五”规划》总体要求，扩大玻璃纤维产业规模和国际市场份额，加快产业技术进步和优化升级，提升对外贸易发展质量和水平，实现外贸出口可持续发展，全面提升玻璃纤维产业的国际竞争力。

发展原则：坚持出口导向原则。通过出口基地的培育带动产业集群的规模化、集约化发展，形成贸易与投资的良性互动，提升产品出口竞争力，推动优势出口商品的可持续发展。坚持“走出去、引进来”原则。针对当前国际合作形式和出口的特点，推进产业链集聚。鼓励企业“走出去”，推动出口从以贸易方式为主向贸易与走出去相结合、技术出口和资本输出相结合。坚持优化专业服务原则。基地应为企业建立专业的咨询、培训和信息共享方面的服务机制，用好国家和省市优惠政策，为企业出口提供便捷、专业的服务。

发展目标：以出口基地建设为契机，向高技术、高档次、多品种的方向发展，发展玻纤深加工产品以及下游延伸玻纤制品。力争到 2015 年，生产规模达到年产 140 万吨，出口年均增长 20% 以上，占全市出口比重的 20% 以上。建成亚洲最大的研发中心，成为世界玻纤品种最齐全的出口基地。形成一批拥有自主知识产权和核心竞争力较强的出口企业，培育出口超 5000 万美元以上企业 2 家以上。打造与国际市场接轨、出口环境优化、产业与贸易相互促进的一流出口基地，争取成为国家级生产出口基地。

三、加快玻璃纤维出口基地建设的主要措施

（一）建立组织机构。市政府成立“玻璃纤维出口基地建设工作领导小组”（下称领导小组），由分管领导担任组长，市发改局、经贸局、外经贸局、财政局（地税局）、出入境检验检疫局、海关等为成员单位。领导小组负责制定和组织实施出口基地的发展规划，研究制订促进玻纤及制品出口的政策措施，建立联席会议制度，协调解决出口基地建设中遇到的问题。领导小组下设办公室（设在市外经贸局），负责出口基地的日常管理工作。同时，成立桐乡市玻纤“出口基地协会”。

（二）制订发展规划。根据国家新材料振兴规划，结合产业发展实际情况和相关特点，坚持特色化、集约化、生态化、集群化发展，制订玻璃纤维产业发展规划，确定发展目标和路径。结合出口基地发展状况，制定玻璃纤维出口基地发展规划。在市场导向基础上培育重点产业，加快形成重点产业企业集群，调整和优化产业结构和生产力布局，促进优势产业集群的形成和发展。

（三）加大政策扶持。设立“玻璃纤维出口基地建设专项资金”，主要用于支持企业创建公共研发服务平台、培育自主品牌、发展国际销售网络等。推动出口信用保险采用基地联保方式，为基地中小会员企业提供优惠承保条件，着力扩大企业出口信保覆盖面。优先支持基地会员企业实行跨境贸易人民币结算。

（四）开拓国际市场。支持企业扩大传统市场，积极开拓新兴市场，以“玻璃纤维出口基地”统一组织企业参加境内外专业展览会，采取参展摊位统一特装方

式，突出基地城市的整体形象，统一组展、统一品牌，打响“玻璃纤维出口基地”品牌。

（五）加强品牌建设。推动企业采用国际标准促进出口产品占领国际市场。帮助企业学习和掌握国外最新标准，鼓励企业参与各种国际标准化组织活动。强化自主出口品牌建设基础性工作，鼓励企业申报专利、境外商标注册、产品认证、国际质量管理体系认证等。每年选择若干家品牌意识强、创牌能力强的玻纤企业，多渠道加大帮扶力度，力争形成若干在国际上具有一定影响力的自主出口名牌，提升出口基地品牌建设的整体水平。

（六）防范市场风险。加强玻纤产品价格及原材料价格监测及上下游企业相关经济运行情况分析。密切跟踪国外最新的技术法规、标准和合格评定程序。引导企业积极参与案件应诉，鼓励企业开展游说、交涉、抗辩工作。建立健全政府、基地协会和企业共同参与的贸易摩擦应对机制，提高贸易摩擦应对能力。加强基地协会与境外行业商协会的联系，促进境内外、国内外商会间的交流与合作。

（七）加大产业招商。运用出口基地品牌打好招商牌，将基地规划、设施、服务和企业等打包进行整体宣传，提高宣传及招商效果。按照“大项目带动、配套企业跟进、产业集群发展”的产业发展思路，强化“产业链”招商，吸引投资大、带动性好、关联度强的项目进基地发展。针对重点龙头企业，充分发挥其规模和技术优势，吸引为其配套的上下游企业，实现区域内产业无缝对接，构筑强竞争力的产业链。

（八）支持企业“走出去”。推动出口从以纯贸易方式为主向贸易与“走出去”相结合、技术出口和资本输出相结合转变，推动有实力的企业设立境外生产、研发、营销网络体系等，扩大出口规模，着力培育一批具有较强自主创新能力、拥有核心技术的企业集团。

（九）加大人才引进。完善人才引进政策，鼓励企业探索实施各种先进柔性分配机制，通过技术入股等激励办法吸引拥有发明、专利、专有技术的人才到基地发展，着重引进既精通专业技术、又精通产业管理营销的复合型人才，尽快形成产业的研发团队和学术带头人。

（十）提升退税服务。落实各项税收优惠政策，积极推行出口退税分类管理，加快出口退税速度，优化退税服务，积极引导出口企业规范经营，把好政策关，防范出口退税风险。

（十一）优化通关环境。提升玻纤企业海关管理等级，推广属地申报、口岸验放通关模式，有效降低企业通关查验率，采取针对性服务，为企业量身打造适合

自身的外贸通关、加贸手册办理模式。进一步提高通关效率和检验检疫服务效率，降低通关费用。对基地内企业签证时限缩短为优先审核，优先签发、当场签发。

（十二）加强公共服务。完善“桐乡玻璃纤维技术研发与成果推广中心”、“桐乡玻璃纤维产品性能试验与质量检测中心”、“桐乡玻璃纤维产业培训中心”、“桐乡玻璃纤维信息中心”、“桐乡玻璃纤维国际展示采购中心”、“桐乡玻璃纤维国际物流中心”等公共服务平台。为企业搭建与大专院校、科研院所科技合作的平台，实施“职业技能人才素质提升”工程等，切实体现服务平台的公共性和实用性，更好地为出口基地的企业服务。

（十三）完善基础设施。结合城市规划和开发区发展规划,完善出口基地基础设施及产业园区设施，完善提升出口基地的整体功能。加大以电力、燃气供应为重点的能源基础设施建设，加快综合交通运输网络建设和生态环境建设等。

（十四）加大金融支持。将基地出口企业列入首批核销改革试点企业，方便企业办理收结汇，领先一步享受改革带来的便利和成本资源节约。进一步拓宽企业融资管道，引导辖区内金融机构不断创新国际结算和国际贸易融资产品，帮助企业有效规避汇率风险。适当增加对玻璃纤维企业的授信额度，满足企业正常生产经营需求。探索运用国际金融衍生工具积极推动企业在境内外上市，利用资本市场融资。

（十五）加大宣传推介。利用招商推介活动、媒体、咨询机构发布的调查报告以及出口基地网站等平台加大出口基地的宣传力度，提升出口基地的知名度、美誉度，营造文化氛围，树立出口基地的良好形象。

（十六）争取上级支持。出口基地建设是商务部、省商务厅今后一段时期的重点工作和资金支持的重点方向。最大限度争取国家、省的扶持资金，争取在公共服务平台、中小企业开拓国际市场资金、高新研发项目补贴等方面向基地倾斜。我市在省级出口基地的基础上，将积极推动出口基地升格为国家级出口基地，并获得商务部专项资金支持。