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Cc: Fenton, Tim[tim.fenton@thermofisher.com]
From: Fenton, Tim
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Subject: Story on Thermo Fisher's air quality business in China

Hi Ryan & Samantha – During Dan Shine’s meeting with the administrator last week, he talked a lot about the importance of US leadership in air quality to American companies’ overseas sales – especially in China.

Chemical & Engineering News’ current cover story is about that issue, and they talk extensively about Thermo Fisher’s growth in China. The [whole story is here](#), and here’s a few highlights from the head of our air quality business. – Tim

“Our sales have been growing at double digits in China for at least the past decade,” says Ben Zhou, the Beijing-based general manager of Thermo Fisher’s environmental and process monitoring business in China.

The main buyer of Thermo Fisher products in China is the government, Zhou says. The China National Environmental Monitoring Center, in particular, operates more than 1,000 air-monitoring stations throughout the country. In addition, Zhou says, more than 600 Chinese cities measure their air quality, up from 100 as recently as 2012. For Thermo Fisher, this increase in local vigilance represents a lot more units sold, because some cities may have as many as 50 monitoring stations. The company typically supplies SO₂, NO_x, CO, O₃, and particulate analyzers to fit the monitoring stations.

Strong Chinese demand for technologies that monitor or improve air quality is motivating foreign firms to increase their manufacturing and R&D footprint in China.

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