

在“全球贸易商在义乌的商贸活动及贸易路线”
国际学术会议上的讲话
(孟礁 9月5日 9:00 工商学院望道楼5楼智慧厅)

尊敬的各位领导、来宾：

上午好！

Honorable leaders and guests, good morning.

金秋九月，丹桂飘香，在这秋高气爽的收获季节里，我们迎来了“全球贸易商在义乌的商贸活动及贸易路线”国际学术会议的胜利召开，我谨代表义乌市政府对参会的国内外来宾表示热烈的欢迎。

The international conference of “Global Traders in Yiwu & Their Trade Routes” will be held successfully here in this bright September. On behalf of Yiwu Municipal Government, I would like to extend a warm welcome to all guests home and abroad.

两千多年前，张骞出使西域，开辟了贯通中西的古“丝绸之路”，那时，货物从中国运往欧洲需要长达一年时间。而今，一条铁路让古“丝绸之路”从沉睡中苏醒，“中国制造”只需14天就能到达遥远的伦敦。荣幸的是，义乌在这条“现代丝绸之路”扮演着重要的角色。

2 thousand years ago, Zhang Qian's mission to the West opened up the silk road linking China and the West. The cargo transport from China to Europe usually took a whole year at that time. Nowadays, a railway awakes the sleeping silk road, products made-in-China can arrive at London within only a fortnight. Yiwu has the honor to play an important role in this modern Silk Road.

义乌是中国改革开放的典型之一。三十多年来，义乌实施“兴商建市”战略，从内陆小县嬗变为世界“小商品之都”，

市场外向度高，形成了“买全球货，卖全球货”的国际化格局，每年到义乌采购的境外客商超过 50 万人次，有 100 多个国家和地区的 1.3 万多名境外客商常驻义乌。商品出口到世界 210 多个国家和地区，市场外向度达 65%以上。

Yiwu is a typical example of reform and opening up in China. For more than 30 years, yiwu conducted the strategy of “developing commerce and building up markets”, and has transformed from an in-land agricultural county to the commodity capital in the world. Yiwu enjoys a high market extroversion, and the market has formed an international pattern of buying and selling global goods. More than 500,000 global traders purchase goods in Yiwu every year, more than 13,000 foreign traders from over 100 countries and regions are permanent residents in Yiwu. Yiwu commodities have been exported to over 210 countries and regions in the world. The market extroversion rate of Yiwu is more than 65%.

在全球化不断发展的今天，义乌人从来不缺乏勇气和冒险精神，逾越跨越空间距离、突破心理疆界，用义乌的方式闯入新世界。商海大潮的荡涤，使越来越多的义乌人懂得用国际化的眼光和新时代的思维谋划未来，续写义乌的传奇故事。

With the development of globalization, Yiwu people have never been afraid in taking risks. Leaping over the physical space and psychological boundary, Yiwu people engage themselves in the new business frontier and start its own commercial legend with international vision and the ideas of new era.

自国家“一带一路”倡议提出以后，浙江尤其是义乌抓住了历史机遇，借助小商品贸易优势，依托国家贸易综合改革试点，设立了保税物流中心，建设成了国际邮件互换局和交换站，推进了义新欧班列常态化运行，着力打造丝绸之路经济带国际贸易重要地区和支点城市，取得了积极而明显的

成效。

Since the proposal of the belt and road initiative, Zhejiang province and Yiwu city in particular, relying on national pilot reform program of international trade and the advantage of commodity trade, has taken this historical opportunity to set up the bonded logistics center and the international postal matter exchange station. Yiwu has also promoted the routine operation of Yixinou China-Europe freight train. Yiwu has made positive and prominent achievement in building important section and pivot city of international trade along the silk road economic zone.

“义新欧”班列自 2014 年 11 月 18 日首发以来，开通了至马德里、伦敦、布拉格等 9 条运输线路，并在沿线设立了 5 个物流分拨点和 8 个海外仓，辐射 35 个国家。2017 年全年，班列往返运行 168 列，发送 14910 个标箱，比上年增长 84.3%。“义新欧”中欧班列已成为全国运行线路最多、市场化程度最高、运行效率领先的中欧班列。中欧班列是运行在铁轨之上的“丝绸之路”。它重绘了亚欧商贸版图，不仅便利了经济往来，也促进了中欧人民之间的相互了解。改变发生于方方面面，与民众息息相关的“柴米油盐”，都因为有了中欧班列的开行而变的食之有味，用之有味。

Yixinou China-Europe freight train first operated on the 18th of November 2014. Now the cargo train operates to 9 destinations including Madrid, London and Prague and has 5 logistics distribution centers and 8 overseas warehouses. It has an impact on over 35 countries. In 2017, Yixinou China-Europe freight train has operated 168 trains and delivered 14,910 TEUs which has increased by 84.3% as compared to last year. Among the several China-Europe freight trains that are currently operating, Yixinou has the most lines and the highest degree of marketization, as well as the leading operational efficiency. China-Europe freight train is a silk road on track and has re-painted the trade map between Asia and Europe. It provides economic convenience and promotes the mutual understandings between Chinese and European people. Even the daily necessities consumption has been changed

by the China-Europe freight train.

举办“全球贸易商在义乌的商贸活动及贸易路线”国际学术会议正逢其时，面对充满蓬勃活力的外贸市场，梳理外国贸易商在义乌经商、创业、采购的缘由、兴起、发展，探究外国贸易商开展跨国贸易的运行逻辑与贸易路径，对扩大义乌对外贸易规模、提升义乌国际化水平、推动义乌经济社会发展具有重要意义。

The international conference of “Global Traders in Yiwu & Their Trade Routes” is just in time. Faced with the vibrant trade market, exploring the business origin and the development of global traders in Yiwu and analyzing the internal logic and trade routes of global trading running by those foreign traders are important for promoting development of Yiwu trade business, and facilitating Yiwu globalization and boosting Yiwu economy.

2016年初，英国萨塞克斯大学亚洲研究中心与义乌工商职业技术学院签订合作协议，共同举行课题“中国的国际化都市：信任，全球贸易商和商品”的合作研究，项目研究聚焦义乌展开的跨国贸易活动、义乌商品出口的海外市场以及全球贸易商在把义乌链接到全世界中所扮演的角色。两年来，项目组英方成员先后有十余人次到访义乌，对义乌城市、市场、商品进行了持续、系统的调查研究。

At the beginning of 2016, University of Sussex Asia Centre and Yiwu Industrial & Commercial College signed the cooperation agreement to form a partnership in the project of Yiwu: Trust, Global Traders and Commodities in a Chinese International City. This project has focused on the cross-border trading activities taking place in Yiwu, the overseas market of Yiwu commodities and the roles of global traders in connecting Yiwu and the world. In the past two years, the members of TRODITIES have visited Yiwu for more than 10 times to conduct constant and systematic fieldwork and research on Yiwu market and commodities.

义乌工商职业技术学院一直致力于培养有国际视野和专业能力的人才，为义乌发展提供智力和人才支持；同时积极与海内外高校和智库交流与合作，开展义乌经贸发展相关研究，为义乌贸易产业发展提供学术意见和政策建议。

Yiwu Industrial & Commercial College works on providing intellectual supports to Yiwu development for years by cultivating talents with global vision and professional capacities, and providing academic suggestions and policy recommendations to trade business development in Yiwu through academic exchange and cooperation with universities and think tanks home and abroad.

英国萨塞克斯大学是一所研究型大学，在英国、欧洲和世界各大学排名榜中名列前茅。萨塞克斯大学亚洲研究中心是该校对亚洲从事跨学科研究的学术机构，有一批在亚洲研究方面的资深专家学者。该中心从整体、多元、互动的角度研究并理解亚洲，在亚洲多元文化发展及演变、亚洲国家政策研究、亚洲地区发展、欧亚比较研究等方面颇有建树。

The University of Sussex is a leading research university in Britain, in Europe and even in the world. Sussex Asia Centre has a lot of experts and scholars with expertise in interdisciplinary research on Asia. The Centre has contributed to the study of multi-cultural development in Asia, Asian countries' state policy, regional development in Asia and the comparative studies between Asia and Europe.

义乌是中国与沿线国家深化海陆贸易合作的“试验田”，是共建世界商圈的“探路者”，希望本次国际会议为“一带一路”建设贡献更多的思想力量，助力实现世界“小商品之都”的大繁荣。

Yiwu is a test field for deepening marine and land trade cooperation between China and countries along the Belt and Road, Yiwu is also a pioneer in building the world business circle. I hope this international conference can contribute more power of ideas to the construction of the Belt and Road and

help to realize the prosperity of the world's small commodity capital.

最后，祝愿本次“全球贸易商在义乌的商贸活动及贸易路线”国际学术会议圆满成功！

Finally, I wish the conference of Global Traders in Yiwu & Their Trade Routes a complete success! Thank you.