

## Northeast Asia Regional Program



**Solomon Cai Chenyu** | Shanghai, CHINA  
CEO & President, Globelink China Investment Limited

Over the past 13 years, Solomon Cai has invested in the Supply Chain management industry, including businesses that focus on logistics services and financing, e-commerce, and investment and trade promotion. He transformed Globelink China Logistics from a small logistics firm into a global group of supply chain management companies, opening more than 30 offices in mainland China, Hong Kong, Britain, and the United States. Prior to Globelink, he was the General Manager at several logistics companies. Simultaneously, Mr. Cai invested in six container terminals and operated more than 10 container feeder services by railway, connecting inland Chinese cities with the world by multimodal transportation for the first time. Looking forward, he is committed to promoting trade and investment between the U.S. and China. While on his fellowship, Mr. Cai examined best practices in U.S. foreign direct investment policy; explored investment opportunities for Chinese private equity; studied business-to-business logistics and supply chain management concepts; examined strategies to improve competitiveness and access to supply chains for U.S. and China small- and medium-sized enterprises; and learned more about the IPO process in the U.S.

Fellowship visits with government trade officials, business leaders, and EF Trustees and friends afforded Solomon the opportunity to discuss trade, immigration, government regulations, and supply chain issues from a variety of perspectives. Having already established several relationships in St. Louis prior to the fellowship, Mr. Cai spent several days solidifying his preexisting relationships and creating new ones with members of the EF network in St. Louis. While there, he met with EF Trustee Ed Monser, after which he remarked that he gained a better understanding of leadership. In Miami, where he was on a panel at the Air Cargo Conference, he met with EF Trustee Ambassador Charles Cobb. Through Ambassador Cobb, Solomon met with the director of the airport, the director of the Port of Miami, and several other influential figures involved in trade in the Miami area.

A highlight of Mr. Cai's fellowship was his trip to Los Angeles where he was hosted by EF Trustee Ming Hsu. Ming Hsu invited him to attend the Asian Pacific American Legal Center (APALC) dinner, chaired by MacArthur Foundation Fellow Stewart Kwoh. Included among the 1700 guests at the event, Solomon met U.S. Congresswoman Judy Chu, California Supreme Court Judge Ed Liu, and many California politicians. Other meetings that she arranged for him were with the Regional Director of the Federal Maritime Commission and officials at the Port of Long Beach.

Mr. Cai returns home with a long list of projects he hopes to implement and ideas to explore. Among his top priorities are to examine corporate restructuring possibilities for his business in order to meet public listing requirements, to study the feasibility of a "green port operation" for Chinese ports, and to develop a successor and mentor coaching system at his corporation based on the Boeing Leadership Academy model. In addition to business-related initiatives, Mr. Cai concluded at the end of his fellowship that he has to focus his attention on creating a work-life balance that addresses the demands of his family, his interest in developing personal interests outside of his business, and the requirements of his business. Of his fellowship, he noted, "I now have a clear understanding about leadership – this will change my life and career. I know what to do and how better I can contribute to this world and other people."

**Leaders bettering the world around them.**