

China

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export assistance, and Nicholas Bisaccia of Bingaman and Son Lumber Inc. offered their views during the session's question and answer portion.

Matt Rousu, dean of the Sigmund Weis School of Business at Susquehanna University, served as moderator.

Rousu and the panelists largely concurred with an audience observation that the current regime of the People's Republic of China had adopted more hardline stances on trade. It was noted that over the last 10 years, its government had moved away from support of free markets.

Bisaccia, who does export sales for Bingaman, said it is easier for now to do business with companies fully owned or backed by the Chinese government.

"They have given them relief on any type of retaliatory tariffs," Bisaccia observed. "It has actually freed up a little

bit more of our business with those government-backed companies."

But Bisaccia conceded "as an American capitalistic organization," it was a difficult landscape because conditions could change in an instant. He cautioned, for example, that a sale to a more private company in China could get held up.

"We could send a container which is on the water for 35 days, and it arrives but customs won't clear it," he noted. "What do you do then? Send it to Vietnam (or) Indonesia? They won't pay for that."

Stoltzfus, whose company builds agricultural machinery and other products, related similar experience with exports.

"We've had stuff sitting in a port for 120 days. They are insisting on a bribe," Stoltzfus said. "We take the position we are not going to do that."

He maintained holding ground in support of ethical

business practices, but admitted it was a challenge which could result in a lost sale.

"I don't know where the balance it," Stoltzfus added. "We've had people who wanted a washing machine and dryer thrown into the container to get the order. We don't do it."

Long recommended dealing with reputable companies via a worldwide network of Pennsylvania trade representatives. She cautioned falling for bribes or misclassifying items or value on an invoice could jeopardize a company's privilege to export.

The panel, hosted by the Greater Susquehanna Valley Chamber of Commerce and the Central PA Chamber of Commerce, was at Country Cupboard, Lewisburg. It was sponsored by Geisinger Health Systems and Evangelical Community Hospital.

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PROVIDED

Carl Phillips is shown sitting on his front porch steps in Wellsville, N.Y., prior to shipping out to the Pacific Theatre during World War II.

Phillips

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island.

"One day I was told to report to heavy equipment," he remembered. "I was right where I wanted to be — a mechanic on heavy equipment."

Phillips joked he was one of the few in the military that got assignments he wanted. He looked forward to assisting with equipment such as bulldozers and graders.

Danger was never far away. Snipers posed a threat, especially during transports. Phillips remembered just such an incident.

"A truck driver was shot," he said. "A sniper was laying along the side of the road somewhere. We were told to lay down in the back."

He remembered the heat and humidity that accompanied life in the Philippines. He also remembered having to test anything he and his fellow Seabees repaired or serviced prior to having it used in the field.

"Anything we got ready, I had to try it out," he said.

At one point, he and some fellow Seabees found themselves just ahead of an Army unit, which engaged Japanese soldiers.

"I asked, 'How do we sleep with them shooting?'" Phillips said. "I was told, 'Do your best.' I remember seeing the tracers. It was pretty dangerous."

From time to time, the men had to make the trek to Manila for parts or supplies. They would drive the big military trucks — commonly known as deuce-and-a-

halves.

"We were looking for a place to stay overnight," remembered Phillips. "Anything not locked would be towed away (by the local government). Those trucks didn't have locks. We woke up and found out the trucks were gone."

They later found the trucks — which had been taken to a local dump of sorts. Armed with the keys, the men jumped in the three trucks and made the trek back to camp. There, locks were installed on all trucks.

After about a year, the war ended in August 1945. Men were relieved to hear the news, especially when they learned that enemy troops were amassing to their south.

Phillips was assigned to oversee the parts department before getting word he was headed home. The long ship ride to the Pacific coast was followed by a long train ride home.

Carl and Jeanne had four children: Carla, who died in 2010; Janet, of Vermont; Jack, of New York; and Myrton, of Florida.

Phillips and his wife relocated to this in 2009. Jeanne passed away in January 2017, breaking a marital union of 77 1/2 years.

Phillips still misses his wife and noted his children "have been so good to me."

Chris Brady is managing editor at The Standard-Journal and author of three Vietnam-related books, "Remembering Firebase Ripcord," "A War We Can't Forget" and "We Answered the Call." He can be reached at chris@standard-journal.com..

Local 5-Day Forecast

SUNDAY NOV. 17	MONDAY NOV. 18	TUESDAY NOV. 19	WEDNESDAY NOV. 20	THURSDAY NOV. 21
42/31	43/32	47/33	47/34	49/37
Partly cloudy	Showers	Cloudy	Partly cloudy	Partly cloudy
Sunrise: 6:56 am Sunset: 4:48 pm	Sunrise: 6:58 am Sunset: 4:47 pm	Sunrise: 6:59 am Sunset: 4:47 pm	Sunrise: 7 am Sunset: 4:46 pm	Sunrise: 7:01 am Sunset: 4:45 pm

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