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# Suqian City ' s Exporting of Goods: Competitiveness and Survival Analysis amidst Challenges

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## ABSTRACT

In 2020, in the face of the sudden impact of the new coronavirus pneumonia epidemic, Suqian's economy has withstood the test of the epidemic, showing a good situation of "rapid stabilization and gradual recovery", and the "13th Five-Year Plan" has come to a successful end. In the year of 2020, when the Sino-US trade war has not ended and the new coronavirus epidemic is raging, Suqian's foreign trade can achieve such good results, which is worthy of affirmation. However, while affirming that Suqian can still achieve such excellent results in the export of goods in such a severe situation at home and abroad, we should also see that there are still many shortcomings in the development of Suqian's foreign trade.

Based on this, this paper firstly analyzes the current situation of Suqian's goods export from four aspects, such as the scale of goods export, export goods, export trade mode and the export situation of goods in each sector. Secondly, the paper analyzes the existing problems of Suqian's export of goods. The main problems are: the gap between Suqian and southern Jiangsu, the unbalanced development of various sectors, the unreasonable structure of export of goods, etc. Thirdly, from the internal and external environment, this paper analyzes the reasons for these problems in Suqian's goods export. The internal reasons include: inter-regional industrial transfer, insufficient level of industrial development, and insufficient location advantage; The external reasons are as follows: the impact of the COVID-19 epidemic, Sino-US trade friction, sluggish international market demand, the impact of international industrial transfer and trade barriers have weakened the competitiveness of Suqian's export goods; Finally, from the two levels of government and enterprises to improve the problems of Suqian goods export countermeasures and conclusions.

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*Keywords: Suqian, exports, export structure, forms of commerce*

14 **1. INTRODUCTION**

15 Foreign trade is an important part of China's open economic development, one of the  
16 three carriages of economic development driven by the demand side, and an important  
17 driving force of national economic development. It has been more than 40 years since the  
18 reform and opening. In the past 40 years, China's foreign trade has made great  
19 achievements, its economy and society have achieved sustained, healthy, and high-speed  
20 development, and entered a new historical stage of development. In such an era, the  
21 development of the regional economy should involve more economic participation and make  
22 full use of both domestic and foreign markets in order to promote the development of  
23 the local economy.

24 Jiangsu is located in the eastern coastal area, with natural regional advantages. Since  
25 the implementation of the reform and opening up of the development strategy in China,  
26 Jiangsu has actively seized this historical opportunity to promote economic development,  
27 focusing on the development of an export-oriented economy and taking this as an opportunity  
28 to promote the economic development of the whole province. Especially since the 1990s,  
29 Jiangsu's foreign trade has made great progress. Its foreign trade level has been at the  
30 forefront of the country, and the degree of internationalization has been increasing.  
31 However, as far as the development of Jiangsu itself is concerned, its economic  
32 development is very unbalanced, and its foreign trade development also presents a stepwise  
33 development pattern of decreasing from south to north. According to its geographical  
34 location, Jiangsu can be divided into three parts: southern Jiangsu, central Jiangsu and  
35 northern Jiangsu. The development of southern Jiangsu is the best, followed by central  
36 Jiangsu, and northern Jiangsu is the most backward. As one of the five cities in North  
37 Jiangsu Province, Suqian's foreign trade development level is not only at the bottom of  
38 Jiangsu Province, but also relatively backward compared with the other four cities in North  
39 Jiangsu Province. Therefore, although the reform and opening up have promoted the  
40 development of foreign trade in north Jiangsu, they have further widened the gap between it  
41 and southern Jiangsu, and seriously restricted the pace of Jiangsu's comprehensive well-off  
42 life and modernization.

43 In recent years, with the profound adjustment of the global economy, international  
44 market demand have been sluggish, the tide of anti-globalization is rising day by day,  
45 unilateralism and trade protectionism are on the rise, and due to deepening reform and  
46 expanding opening-up, China's reform has entered a period of overcoming difficulties and a  
47 deep-water zone, and the space for economic growth urgently needs to be expanded. In  
48 2013, China proposed the Belt and Road Initiative (the New Silk Road Economic Belt and  
49 the 21st Century Maritime Silk Road) to strengthen interaction and cooperation between the  
50 East, the West and the East and raise the level of open economy in all regions. All regions in  
51 China should seize the opportunity and actively participate in the wave of the Belt and Road  
52 Initiative. As a node city of "the Belt and Road", Suqian is also adjacent to Lianyungang,  
53 which is the first node city of the new Eurasian Land Bridge economic corridor, the strategic  
54 fulcrum city of Jiangsu Belt and Road, and the strategic center city of Jiangsu coastal  
55 development. 2 Since the "One Belt and One Road" strategy was put forward, Suqian has  
56 taken advantage of various favorable conditions to actively participate in international  
57 economics and trade, and its foreign trade has grown rapidly. However, compared with other  
58 regions in Suqian province, there is still a big gap. This paper collects the relevant data on  
59 goods export in Suqian city in recent years, tries to analyze the development status of goods  
60 export in Suqian city in recent years in order to find out the existing problems of goods  
61 export in Suqian city, and tries to put forward countermeasures and suggestions to solve  
62 such problems.

63  
64 **2. LITERATURE REVIEW**

65 As for the foreign trade and economy, the relevant foreign research contents mainly  
66 include:

67 From the prevalence of mercantilism in the 16th to 17th centuries, international trade  
68 theory has been developing. After entering the 21st century, the international trade theory  
69 into the era of "new new trade theory", people on the basis of the new trade theory, the  
70 research perspective to the allocation of resources between industry, and even the internal  
71 allocation of resources, and in which, more representative of meriz (Melitz) "heterogeneous  
72 enterprise model", "Antras" internalization theory and then Helpman of the first two theory.

73 1. The relationship between foreign trade and economic growth.

74 The development of foreign trade plays a great role in driving and promoting the  
75 economic growth. Feder (1978) established a model to show that export trade has strong  
76 external effects<sup>[1]</sup>. GE.Helpman (1990) believes that foreign trade can optimize the  
77 allocation of factors between domestic resources and material production sectors, thus  
78 promoting economic growth<sup>[2]</sup>. Grossman (1989) believes that foreign trade makes economic  
79 activities more transparent and uses resources to production activities to promote economic  
80 growth<sup>[3]</sup>. David H McCormick (2007) believes that trade opening can improve the domestic  
81 investment rate, promote the formation of capital, and relieve the pressure of capital needed  
82 for local economic growth<sup>[4]</sup>.

83 2. The diffusion of international technology in foreign trade.

84 Deng.H.L. And Rong.W.D. (2004) In the existence of "threshold effect" in the promoting  
85 effect of foreign trade on economic growth, foreign trade promotes economic growth by  
86 affecting technological progress<sup>[5]</sup>. Cui s L (2004) found that the import of high-tech products  
87 had a great spillover effect on the technology imitation and innovation of developing  
88 countries<sup>[6]</sup>. Huang J Z (2004) studied foreign trade to promote technological progress and  
89 improve total factor productivity, that is, international technology diffusion<sup>[7]</sup>. IRodrik D  
90 (2006) believes that the economically less developed countries (or regions) can imitate,  
91 introduce and innovate the economically developed countries (or regions) in the process of  
92 foreign trade, so as to achieve the catch-up of technology and economic level<sup>[8]</sup>.

93 3 International competitiveness of industries in foreign trade..

94 Alcala F And Ciccone A (2004) proposed that industrial international competitiveness  
95 Under international free trade conditions, a country (or region) specific industry has higher  
96 productivity than other countries (or regions), thus the ability to achieve profitability<sup>[9]</sup>.  
97 Balassa B (2005) believes that the formation of specific industries in a country (or region) is  
98 influenced by production factors, market demand and structure, supporting industries, and  
99 enterprise competition strategies, etc<sup>[10]</sup>. Feder Alex (2006) proposed that foreign trade  
100 promotes the optimal allocation of domestic resources between the material production  
101 sector and the production sector of knowledge product elements, so as to improve the  
102 international competitiveness of local industries<sup>[11]</sup>.

103 4. Human capital development in foreign trade

104 Feenstra R (2003) proposed that the differences in human capital endowment among  
105 countries are strengthened through international trade, which contributes to the economic  
106 growth of countries with more abundant human capital endowment<sup>[12]</sup>. Goldberg S And Klein  
107 W (1999) believe that human capital directly affects both domestic technological innovation  
108 and the ability to learn on the other hand from abroad<sup>[13]</sup>. Harrison A (2000) believes that in  
109 the process of foreign trade, the effect of technology transfer in less developed countries (or  
110 regions) is not obvious, mainly due to the lack of sufficient absorption and innovation of local  
111 human capital<sup>[14]</sup>. Keller W (2002) When the accumulation of human capital in a country (or  
112 region) matches the technological transformation, the growth effect brought by foreign trade  
113 can be produced<sup>[15]</sup>.

114 1.2.2 Domestic Research Dynamics

115 Domestic scholars focus more on the contribution of foreign trade to the perspective of  
116 developing countries, and correspond to the practice of foreign trade, especially on the  
117 economic growth of the region. At present, the domestic research on foreign trade mainly  
118 has the following aspects:

119 1. The impact of foreign trade on economic growth.

120 Hao Yan (2007) believes that the expansion of import will bring about the upgrading of  
121 industrial structure, and guide the gradual transfer of production factors from low-efficiency  
122 industries to efficient industries, and then promote the optimization of economic structure  
123 and the improvement of factor efficiency, so as to promote the continuous growth of the  
124 whole national economy<sup>[16]</sup>.

## 125 2. Countermeasures for foreign trade development under the US financial crisis

126 Yin Jianyong (2008) put forward that under the impact of the financial crisis, it is  
127 necessary to scientifically understand and correctly understand the changes of the domestic  
128 and foreign environment, accurately find the breakthrough, effectively promote the  
129 transformation of foreign trade growth mode, and promote the transformation of foreign trade  
130 export from quantity to quality and efficiency<sup>[17]</sup>. Li Mingfu (2009) proposed that all foreign  
131 trade enterprises must establish a correct risk awareness, strengthen the analysis of the  
132 market environment and changes, rationally use financial means to avoid import and export  
133 risks, and improve the ability to prevent and adapt to external risks in an all-round way<sup>[18]</sup>.  
134 Qiu Weiqian (2012) believes that in the face of the impact of the financial crisis, China  
135 should effectively increase the strength of local industry associations and effectively use the  
136 dispute settlement mechanism stipulated by the WTO to solve international trade disputes<sup>[19]</sup>.

## 137 3. Industrial upgrading and optimization

138 Sukewu (2011) proposed to further strengthen the construction of industrial  
139 agglomeration area, give play to the function of agglomeration and cooperation of  
140 enterprises in industrial clusters, realize the effect of scale economy and then promote the  
141 optimization of industrial structure<sup>[20]</sup>. Zhang Hongjie (2010) believes that in the "post-crisis"  
142 era, the two major themes of promoting economic development are the optimization of  
143 industrial structure and the transformation of development mode, which are also the basic  
144 factors affecting the structure and efficiency of foreign trade<sup>[21]</sup>. Yang Fang (2011) believes  
145 that it is necessary to continue to expand the scale of foreign capital utilization by using  
146 foreign capital to solve the technical and capital problems of expanding reproduction, so as  
147 to meet the needs of industrial structure transformation<sup>[22]</sup>.

## 148 4 Transformation in the development mode of foreign trade

149 Dian-min liu (2010) pointed out that the transformation of the pattern of foreign trade  
150 development involves system, structure and economic growth mechanism, from local  
151 resource conditions, regional characteristics and industry conditions, strengthen the  
152 comprehensive planning accurate guidance, highlight the strategic focus, joint arouse the  
153 enthusiasm of all aspects, and to promote the transformation of the pattern of foreign trade  
154 development<sup>[23]</sup>. Liang Dan (2010) believes that all government departments should change  
155 their views and practices of over-relying on foreign investment attraction and technology  
156 introduction, and pay more attention to the technological progress and industrial upgrading  
157 of local enterprises, and cultivate the independent innovation ability of local enterprises<sup>[24]</sup>.  
158 Ma Xiaoli (2012) proposed that to improve the competitiveness of foreign trade, we should  
159 not only continuously expand the scale of foreign trade, but also further change the  
160 development mode of foreign trade. We must find the breakthrough point of foreign trade  
161 development from the three aspects of industry, products and enterprises<sup>[25]</sup>.

## 162 5. The development of processing trade under the industrial transfer

163 Zhang Xiaomei (2010) believes that "OEM production" enterprises pay physical costs,  
164 while brand holders pay only intangible assets. Compared with the two, production  
165 enterprises face more and greater market risks, while brand holders occupy a larger profit  
166 space<sup>[26]</sup>. Lin Juan, Zhang Ji, Zhou Xudong (2012) proposed to speed up the construction of  
167 export processing zones for high-tech industries and provide a platform for the transfer and  
168 undertaking of foreign high-tech industries<sup>[27]</sup>. Zhang Yongsheng (2008) believes that  
169 through the extension of the industrial chain, the local procurement proportion of processing  
170 enterprises should be continuously increased, so as to play the radiation driving effect and  
171 promote the improvement of the added value of products<sup>[28]</sup>.

## 172 6 Development of trade in services

173 Song Xiaoshu (2011) believes that in the continuous development and progress of  
174 trade in goods, the great opportunities for the development of service trade are contained in  
175 them. Service trade is bound to become a new growth point of foreign trade, and the  
176 opening field of service trade should be continuously expanded<sup>[29]</sup>. Lu Yi (2009) believes that  
177 service outsourcing does not rely on transportation, and does not cause time difference,  
178 transport distance and other costs, which can effectively alleviate the disadvantage of inland  
179 geographical location<sup>[30]</sup>.

180 To sum up, it can be found that the current research on foreign trade can be said to be  
181 both comprehensive and in-depth, both from the national perspective and specific provinces  
182 and cities as the research object, and the research perspectives and methods are also  
183 diversified and in-depth. However, the existing research results few Suqian foreign trade as  
184 the breakthrough point research, the research of central city like Suqian how to effectively  
185 use their own comparative advantages and backwardness advantage to develop the  
186 analysis of foreign trade development space, in the central region dynamic comparative  
187 advantage and resource advantage into economic advantage still has improvement.

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### 189 **3.BASIC IDEAS AND METHODS OF RESEARCH**

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191 This paper mainly studies the current situation of Suqian's export, including the  
192 achievements in foreign trade, existing problems and the analysis of these reasons. This  
193 paper focuses on the problems existing in the foreign trade and export and the causes of  
194 these problems, so as to put forward some feasible countermeasures and programs.

195 The research methods adopted in this paper mainly include:

196 (1) Literature analysis method through the careful reading, classification, analysis and  
197 comparison of domestic and foreign foreign trade books and literature, and understand the  
198 development state of this kind of topic, and on this basis to form the research direction of this  
199 paper;

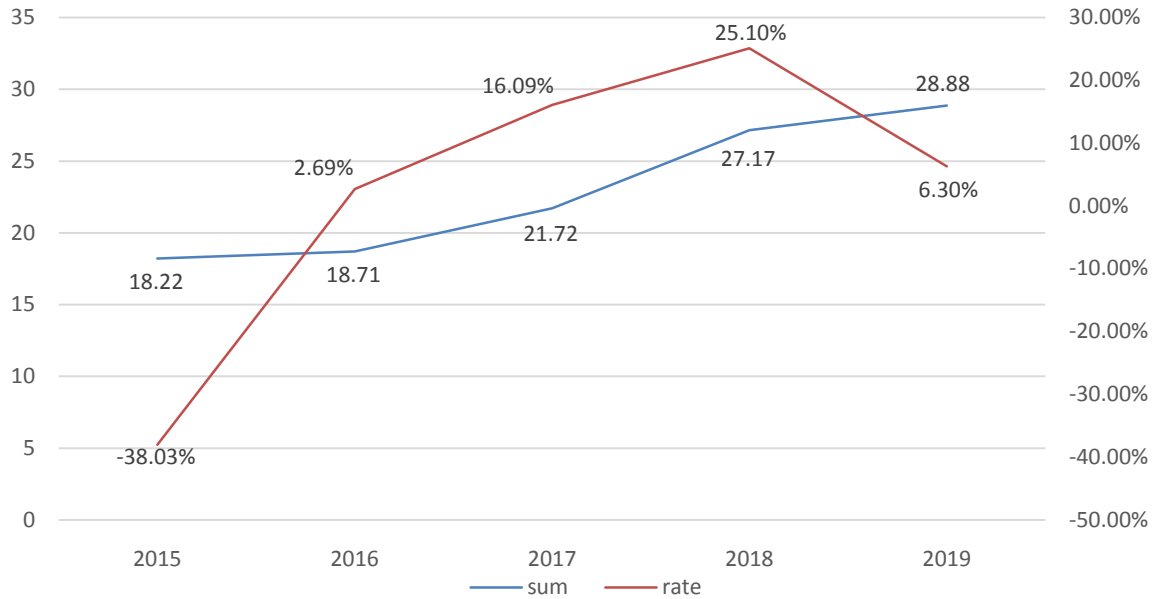
200 (2) Data analysis method through the Suqian Statistical Yearbook, Jiangsu Province  
201 statistical Yearbook, more detailed, in-depth understanding of the current situation of  
202 Suqian's foreign trade;

203 General analysis and individual analysis method since the reform and opening up,  
204 China's economy after the eastern coastal opening and the western development, has  
205 formed the general law of foreign trade development, especially the "Belt and Road" strategy  
206 and "difference" development plan is put forward, China's foreign trade will achieve further  
207 development. This paper combines general analysis with individual analysis, and focuses on  
208 the current situation and development of Suqian goods export under the guidance of the  
209 general law.

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### 3. THE CURRENT SITUATION OF GOODS EXPORT IN SUQIAN CITY

#### 3.1 ANALYSIS OF GOODS EXPORT SCALE



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Figure 1 Export volume and growth rate of Suqian goods from 2015 to 2019  
Note: The data in this figure is collated from the Suqian Statistical Yearbook 2020

As shown in Figure 1, the total export of goods in Suqian showed an overall upward trend from 2015 to 2019, and the growth rate was accelerating from 2015 to 2018. However, from 2018 to 2019, the growth rate of the export value of goods declined for the first time, from 25.10% in 2018 to 6.30% in 2019. But at the same time, when we see the decline in the growth rate of export, we should also consider that in 2019, the Sino-US trade war broke out, which had a huge impact on the development of China's foreign trade, and the export of goods is facing great challenges. However, Suqian can still maintain a growth rate of 6.3% in such a severe and complex international situation. It shows that Suqian's export of goods still has great resilience. While the Sino-US trade negotiations continue to make progress, it can be predicted that the export of goods in Suqian will get better development, and the export growth rate will also increase again.

serial No.	Time	2009		2019		
	Town	Amount of exports	ranking	Amount of exports	Ranking	Growth rate per annum
1	Suzhou	1140.87	1	1920.40	1	6.0%
2	Wuxi	259.87	2	554.60	2	8.8%
3	Nankin	184.59	3	435.33	3	10.0%
4	Changzhou	108.62	5	252.41	4	9.8%
5	Nantong	111.75	4	248.90	5	9.3%
6	Xuzhou	15.15	11	112.88	6	25.0%
7	Taizhou	42.14	6	95.32	7	9.5%
8	Yangzhou	40.13	7	83.65	8	8.5%

9	Zhenjiang	35.41	8	78.67	9	9.3%
10	Yancheng	18.64	10	64.12	10	14.7%
11	Lianyungang	19.50	9	38.89	11	8.0%
12	Huai'an	10.41	12	33.80	12	14.0%
13	Suqian	5.35	13	28.88	13	20.6%

Table 1 Comparison of export of goods by cities in Jiangsu Province in 2009 and 2019

Note: The table data are collected from Jiangsu Statistical Yearbook 2020

As shown in Table 1, the export volume of 13 cities in Jiangsu Province has maintained a good growth trend in the past ten years. In terms of goods exported value, Suzhou has always ranked first in 2009 and 2019, while Suqian has been at the bottom in this decade. However, in terms of annual average growth rate, Suqian's annual average growth rate of goods export is second only to that of Xuzhou, ranking second in the province. This shows that although the total amount of goods exported in Suqian is still in a very backward position compared with other cities in the province, the export of goods in Suqian has a strong momentum of development and a lot of space for development.

Summary: In the past few years, the export value of goods in Suqian has maintained a good growth trend, and its average growth rate in the past ten years ranks the second in the province, although the export value of goods in Suqian is still in a very backward position compared with other cities in the province. However, judging from the outbreak of Sino-US trade frictions in 2018, the export of goods in Suqian still achieved a 6.30% growth rate, which shows that although the export of goods in Suqian has been impacted to a certain extent, it still has strong vitality. As the Sino-US trade war negotiations continue to make progress, it is foreseeable that Suqian's exports of goods will always maintain a stable and high-speed growth. The gap with other cities in the province will also gradually narrow.

### 3.2 Analysis of export goods

Classification of exported Goods	Absolute number (100 million yuan)	Year-on-year increase (%)	Percentage (%)
Mechanical and electrical products	119	222	41.10
High and new Technology products	95.3	415.6	32.90
Plastic products	47	44.8	16.23
Plywood and multi-layer similar boards	6.7	-22.4	2.3

Table 2 Main export goods of Suqian in 2020

Note: The data in this table are collated from Suqian (release date: 2021-01-27)

In the face of a severe and complex economic situation at home and abroad and the impact of COVID-19, the export of goods in Suqian city in 2020 will be significantly better than expected and continue to recover rapidly and steadily, bringing a successful end to the "13th Five-Year Plan" foreign trade. As shown in Table 2, Suqian's export of goods in 2020 is mainly mechanical and electrical products and high-tech products. The export value of mechanical and electrical products and high-tech products accounts for 74.00% of the city's total export value of goods in the whole year. In addition, Suqian exported 4.7 billion yuan of plastic products in 2020, up 44.8%, accounting for 16.23% of the city's export value, and 670 million yuan of plywood and multi-layer similar boards, down 22.4%, accounting for 2.3% of the city's export value. This shows that Suqian has made good progress in the

262 transformation of the structure of goods export, and mechanical and electrical products and  
 263 high-tech products have become the supporting products of Suqian's goods export.

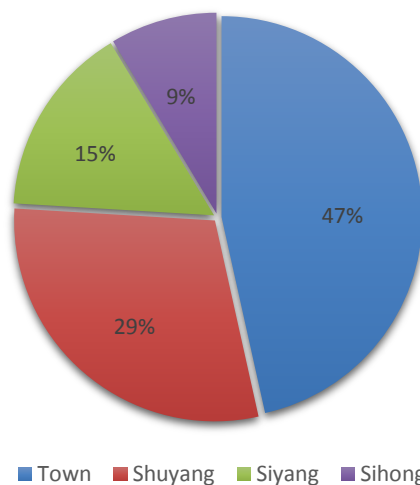
264 **3.3 Analysis of export trade mode**

Mode of trade	Amount (100 million yuan)	Increase over last year (%)	Percentage (%)
General trade	311.6	44.9	93.7
Processing trade	20.8	-0.3	6.3

265 Table 3 Suqian goods export trade mode  
 266 Note: Table data collected from Suqian website (release date: 2021-01-27)

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 268 As shown in Table 3, from the perspective of trade mode, among the goods exported  
 269 by Suqian in 2020, the export value of goods exported by general trade accounted for more  
 270 than 90% of the total export value of the city, and **achieved** an increase of nearly 50%  
 271 compared with the previous year. Meanwhile, the export value of goods exported by  
 272 processing trade was 2.08 billion yuan. At the same time, the export value of goods exported  
 273 by processing trade only accounted for 6.3% of the total export value of goods in the whole  
 274 year, and compared with last year, the export value of goods exported by processing trade in  
 275 Suqian in 2020 showed **negative** growth. Among them, the decline in the growth rate of the  
 276 export value of goods exported by processing trade has a great relationship with the  
 277 outbreak of COVID-19 at the end of 2019. However, under the impact of COVID-19, the  
 278 export value of goods exported through processing trade in Suqian only decreased by 0.3%.  
 279 This shows that the processing trade of Suqian has **good resilience**. With the continuous  
 280 control of COVID-19 in the world and the promotion of the normalization of epidemic  
 281 prevention and control in China, the export value of goods exported by processing trade in  
 282 Suqian is bound to achieve positive growth. In 2021, China's economic development will  
 283 step into the "14th Five-Year Plan" development stage. In the new economic development  
 284 stage, the processing trade of Suqian will achieve further development, and the trade mode  
 285 of goods export will be constantly optimized.

286 **3.4 EXPORT OF GOODS IN EACH SECTOR**



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 288 FIG. 2 Proportion of goods export value by sector in Suqian in 2019  
 289 Note: The data of sector statistics are collected from Suqian Statistical Yearbook 2020  
 290 As shown in Figure 2, there is a large gap between the export value of goods among  
 291 counties and districts in Suqian City in 2019. The export value of goods in Suqian City  
 292 (including Suyu District and Sucheng District) accounted for 47% **or** nearly half, of the total

293 export value of goods in Suqian city in 2019. Shuyang County takes **second** place with 29%.  
 294 Siyang County and Sihong County accounted for the smallest proportion, 15% and 9%,  
 295 respectively. One of the reasons for such a large gap in the export value of goods among  
 296 sectors in Suqian city is the number of economic development zones owned by each sector.  
 297 Among them, Suqian city has four development zones: Suqian Economic and Technological  
 298 Development Zone, Suzhou Suqian IndustrialPark, Sucheng Economic Development Zone  
 299 and Suqian High-tech Industrial Development Zone, while Shuyang County, Siyang County  
 300 and Sihong County only have one development zonerespectively.

## 302 **4Problems of goods export in Suqian City**

### 303 **4.1 There is a big gap with South Jiangsu and Central Jiangsu**

304  
 305 There are obvious regional differences in the development of Jiangsu's open economy,  
 306 which show three gradient levels from south to north. Among them, because of its superior  
 307 location conditions, the **exports** of southern Jiangsu **have** always occupied a large proportion  
 308 of the foreign trade **exports** of Jiangsu Province, which is an important pillar of the  
 309 development of Jiangsu's open economy. At the same time, in order to promote the  
 310 coordinated development of various regions in Jiangsu province, Jiangsu Province has also  
 311 introduced a series of measures to promote the coordinated development of various regions  
 312 in Jiangsu Province. One is to let the cities with bettereconomic development in southern  
 313 Jiangsu and central Jiangsu help the cities with worse development in central Jiangsu and  
 314 northern Jiangsu. To promote the economic development of the regions with better  
 315 economic development in the south and central Jiangsu, while promoting the economic  
 316 development of the regions with worse economic development in the central and northern  
 317 Jiangsu. For example, Suzhou is the supporting city of Suqian. Suzhou promotes  
 318 Suqian'seconomic development by cooperating with Suqian to establish economic  
 319 development zones and open branch factories, so as to promote Suqian's export of goods.  
 320 However, because Suqian is located in the north of Jiangsu Province, its geographical  
 321 position is somewhat marginalized compared with the various areas in southern and central  
 322 Jiangsu Province. Meanwhile, due to the limited radiation scope of the Yangtze River Delta  
 323 Economic Zone, its radiation and driving **effects are weak**. Compared with the Yangtze River  
 324 Delta Economic Zone, the open economic development of Huaihai Economic Zone is in a  
 325 backward state both in terms of speed and quality. Therefore, although Suqian has the help  
 326 of Suzhou, there is still a big gap between the development of its goods **exports** and that of  
 327 other cities in Jiangsu province. This difference can be seen from the development trend of  
 328 total import and export volume **in** Jiangsu cities in Table 4.

Item Year City	Total imports and exports (US \$100million)			Exports (USD billion)			Imports (\$billion)		
	2017	2018	2019	2017	2018	2019	2017	2018	2019
Nanjing	611.87	654.91	699.60	344.15	378.79	435.33	267.73	276.12	264.27
Wuxi	812.53	934.44	924.30	495.19	567.81	554.60	317.34	366.63	369.70
Xuzhou	78.01	117.44	135.19	63.34	97.08	112.88	14.66	20.36	22.31
Changzhou	312.66	343.86	338.35	229.39	250.72	252.41	83.27	93.14	85.94
Suzhou	3160.79	3541.14	3190.90	1871.61	2068.31	1920.40	1289.18	1472.83	1270.50
Nantong	348.20	385.91	365.71	249.38	254.53	248.90	98.92	131.38	116.82

Lianyungang	82.11	95.47	93.22	39.07	41.59	38.89	43.03	53.88	54.34
Huai'an	46.36	50.10	47.05	30.03	33.67	33.80	16.33	16.43	13.25
Yancheng	86.53	95.49	96.12	58.41	60.31	64.12	28.12	35.19	32.00
Yangzhou	107.99	119.93	113.05	78.68	85.42	83.65	29.32	34.51	29.40
Zhenjiang	105.36	118.39	112.03	69.85	79.80	78.67	35.51	38.59	33.35
Taizho	129.48	147.30	144.66	82.16	95.31	95.32	47.32	51.99	49.34
Suqian	29.48	36.01	34.25	21.72	27.17	28.88	7.76	8.84	5.38

Table 4 Total import and export volume of Jiangsu cities from 2017 to 2019

Note: The data in this table are collected from Jiangsu Statistical Yearbook 2020

According to the horizontal comparison of data in Table 4, from 2017 to 2019, the export value of goods in Suqian has been growing. Combined with the data in Table 1 and Figure 1, it can be seen that Suqian has achieved good results in the export of goods in the past few years, and the growth rate is also at the forefront of the province. However, if a vertical comparison is made, it can be found that the proportion of Suqian's exports of goods in the whole province is very small, accounting for only 6.0% in 2017, 6.7% in 2018 and 7.3% in 2019 respectively. Although the proportion has increased, it is still very small, which is a weak link in the development of goods in Jiangsu Province. Compared with southern and northern Jiangsu, there is also a large gap. In terms of the five cities in northern Jiangsu, Suqian's goods export is still in a relatively weak link, and there is a huge space for the increase of goods export.

#### 4.2 Unbalanced development of various sectors

As shown in Figure 2, there is a large gap between the export value of goods from various sectors in Suqian in 2019. The export value of goods in Suqian urban area (including Suyu District and Sucheng District) accounted for 47% of the total export value of goods in the whole year, nearly half, while the export value of goods in Sihong County only accounted for 9% of the total export value of goods in the whole year. The export value of goods in Siyang was slightly better than that in Sihong, accounting for 15% of the total export value of goods in the whole year.

#### 4.3 Unreasonable structure of goods export

In recent years, due to its location in the north of Jiangsu Province, Suqian has always been a less developed area in China's developed areas and a relatively closed area in the open areas. Compared with southern Jiangsu and central Jiangsu, Suqian has a very large gap, forming a sharp contrast. In 2019, the total export of goods from Suqian was 2.888 billion US dollars, accounting for only 7.3% of the whole province. Suqian's total export of goods is far inferior to that of Suzhou, Wuxi, Changzhou and other cities in southern Jiangsu, and its main economic indicators are relatively backward. Compared with the other four cities in northern Jiangsu, it is also relatively backward. The export of goods in Suqian is still in the stage of relying on the traditional labor cost advantage. Although there are some famous and excellent products (mainly in the tobacco and alcohol industry and textile industry), the main export commodities are still primary products and intermediate products, with relatively low profits. The export structure of Suqian's goods is not reasonable, and the quality of its products is not high. From the perspective of industrial structure, the economic development

368 of Suqian mainly relies on petroleum, chemical and other industries, and the contribution of  
369 the tertiary industry to economic growth is not enough. The layout of the service industry is  
370 traditional and single, and the producer service industry is relatively backward, lacking  
371 interaction with the advanced manufacturing industry. From the perspective of product  
372 structure, the technical force is weak, the high-tech products are few, and the products with  
373 high energy consumption and high resource consumption account for a large proportion.  
374 Product trade is mainly resource-intensive and labor-intensive products, with low technology  
375 content and added value, and weak brand awareness.  
376

## 377 **5 Analysis of the reasons for the problems in the export of goods in Suqian** 378 **City**

### 379 **5.1 Internal reasons**

#### 380 **5.1.1 Insufficient brand awareness**

381 Since the development of foreign trade in Suqian, although the export of goods has  
382 been constantly developed, the exported goods are mainly labor-intensive products and  
383 primary products. The development of foreign trade also relies heavily on the traditional  
384 stage of low labor cost advantage, and there is a serious lack of independent brands. And  
385 for a long time, Suqian has not given enough attention to the structure of export goods,  
386 which leads to the participation of foreign trade export enterprises, whose production of  
387 export products does not have enough brand awareness, thus ignoring the investment in  
388 technology research and development. At present, the low cost advantage of the labor force  
389 that Suqian exports depend on is constantly weakened. In order to promote the further  
390 development of goods exports, it is necessary to strengthen brand awareness.

#### 391 **5.1.2 Insufficient level of industrial development**

392 Nowadays, due to its unreasonable industrial structure and the overall level of industrial  
393 development, Suqian has increasingly become an important factor restricting the further  
394 development of Suqian's foreign trade exports. In recent years, although Suqian is  
395 constantly optimizing the structure of the tertiary industry, the optimization of the  
396 employment structure of the tertiary industry has also achieved some results, and the  
397 industrial structure has been further improved. The proportion of the primary industry has  
398 been decreasing, the proportion of the tertiary industry has been increasing, and the  
399 proportion of the secondary industry has increased first and then decreased. However, in  
400 general, the secondary industry in Suqian city still occupies a dominant position. Although  
401 the level of industrialization in Suqian is relatively high, the requirement for new  
402 industrialization is to continuously accelerate the development of the tertiary industry.  
403 Especially at present, China has entered the 14th Five-Year Development Plan stage, and  
404 the 14th Five-Year Plan has put forward higher requirements for high-quality development  
405 and innovative development. At present, Suqian has realized that in order to achieve  
406 development in the current international and domestic economic development environment,  
407 it is necessary to vigorously develop the tertiary industry, and vigorously promote the export  
408 industry to higher quality and innovative development.

#### 409 **5.1.3 Insufficient location advantages**

410 Suqian city is located in the north of Jiangsu Province, in the central belt of Xuzhou,  
411 Huai'an and Lianyungang, in the cross-radiation area of the Longhai economic belt, coastal  
412 economic belt and riverside economic belt, and it borders Anhui Province in the west. Since  
413 ancient times, it has been known as "looking to the north of Qilu and the south of the Huaihe  
414 River in the middle of the two rivers (namely the Yellow River and the Yangtze River) and  
415 choking the throat of the two capitals (namely Beijing and Nanjing)". 10 Although Suqian is in  
416 the cross-radiation area of the above three economic belts, the radiation effect of these three  
417 economic belts on the development of Suqian's goods export is small, and the development  
418 scale and radiation effect of these three economic belts are not as good as the Yangtze

419 River Delta economic belt. In addition, although the radiation range of the Yangtze River  
420 Delta Economic Belt is very wide, the radiation effect of Suqian is much weaker than that of  
421 other areas in the province due to its location factors.

## 422 **5.2 External causes**

### 423 **5.2.1 Impact of COVID-19**

424 At the beginning of the New Year of 2020, a sudden outbreak of COVID-19 swept the  
425 world and had a huge impact on the global economy. In order to cope with the novel  
426 **coronavirus** pneumonia (hereinafter referred to as "COVID-19"), provinces across the  
427 country have adopted extremely strict traffic and personnel control measures to minimize the  
428 movement of people. The accommodation, catering, logistics, tourism and other industries  
429 are almost "stationary", workers are delayed to resume work, factories are delayed in  
430 production, and export orders cannot be completed according to the original schedule. The  
431 supply of export products has suffered a direct impact. Since March 2020, the number of  
432 confirmed cases of COVID-19 in other countries (regions) has increased sharply, and the  
433 situation abroad has continued to deteriorate. In this international public health emergency,  
434 China has taken the lead in achieving a stage victory, and Chinese enterprises have  
435 resumed work and production. However, the epidemic situation in other countries (regions),  
436 especially major developed economies, is still not optimistic. The world economy has fallen  
437 into a deep recession, international market demand has shrunk sharply, and the risk of  
438 industrial and supply chain disruption has intensified, disrupting the order of international  
439 trade activities. The COVID-19 pandemic will continue to have an impact on China's export  
440 trade, and the export situation in 2020 and 2021 will be extremely severe. Under the impact  
441 of COVID-19, textile, clothing, toys and other labor-intensive products are the most affected,  
442 while Suqian's goods export products are mainly labor-intensive products, so in this case,  
443 Suqian's goods export has been impacted to a certain extent.

### 444 **5.2.2 Impact of Sino-US trade frictions**

445 The Sino-US trade war since 2018 has caused an unprecedented impact on China's  
446 export environment, and Chinese export enterprises are facing unprecedented challenges.  
447 Under the correct leadership of the CPC Central Committee and The State Council, the  
448 Chinese and US economic and trade delegations conducted 13 extremely arduous and  
449 "see-saw" economic and trade negotiations, and finally reached the first phase of the  
450 economic and trade agreement and opened the second phase of the agreement  
451 negotiations. 11 Although the trade war between China and the US has been eased to some  
452 extent, it is still too early for the trade war to come to an end. Chinese enterprises, especially  
453 export-oriented enterprises, still face many difficulties. In addition, the weak international  
454 market, high domestic costs, and the combined impact of COVID-19 have had a great  
455 impact on foreign trade enterprises, and foreign trade orders have decreased significantly.  
456 Under this situation, goods export enterprises in Suqian city have also been affected to a  
457 certain extent.

### 458 **5.2.3 Low demand in the international market**

459 At present, the shrinking demand in the international market is bound to have an impact  
460 on China's export trade, and problems such as the reduction of new orders in foreign trade  
461 have gradually emerged. The difficulty that our country foreign trade development faces is  
462 not optimistic. In the overall shrinking international market demand environment, and most of  
463 the goods exported by Suqian are labor-intensive products and primary products, the  
464 shrinking international market demand has a great impact on the demand of such products.  
465 In addition, with the continuous development of foreign trade in Southeast Asia, India and  
466 other countries or regions, In addition, with the continuous development of foreign trade in  
467 Southeast Asia, India and other countries or regions, it is also constantly delivering labor-  
468 intensive products and primary products to the international market, which leads to the low  
469 demand in the international market, the demand for such products in the international market  
470 will soon be saturated. The goods exported by Southeast Asia and India are naturally much

471 less competitive than those exported by Suqian because of their cheaper labor force.

#### 472 **5.2.4. High Trade Barriers**

473 Since China's entry into WTO, it is true that the tariff threshold for our exports has been  
474 lowered, but new trade protectionist policies have appeared again. The appearance of green  
475 barrier makes our country's foreign trade face the test. Especially in the international region,  
476 the inspection requirements for imported goods are extremely high, so China's export  
477 industry in the face of such high testing standards reflected an obvious inadaptation; a short  
478 period of time cannot adjust the phenomenon. In addition, in 2003<sup>12</sup>, the British government  
479 published "Our Energy Future -- Creating a Low-carbon Economy", which mentioned "low-  
480 carbon economy" for the first time. In 2007, the United Kingdom took the lead in introducing  
481 carbon labeling. In April 2009, Japan started a trial carbon labeling system. In July 2011,  
482 France announced that all products sold in the country must provide a "carbon footprint"  
483 label. In addition, these countries or regions also impose special carbon dioxide emission  
484 tariffs on imports of energy-intensive products. It can be seen that many Western countries  
485 have already taken vigorously developing green and low-carbon economy as an emerging  
486 economic growth point characterized by low energy consumption, low pollution and low  
487 carbon emissions. However, the United States and some developed countries in the  
488 European Union often set up low-carbon barriers to products from developing countries in  
489 the name of environment. These developed countries set up low-carbon barriers and impose  
490 carbon tariffs for the following purposes: to improve their competitiveness, maintain their  
491 economic hegemony, and weaken the manufacturing export capacity of China and other  
492 large developing countries; By imposing carbon tariffs, they safeguard their national  
493 economic interests; Shifting the responsibility and cost of environmental governance. This  
494 has seriously affected the rational and optimal allocation of resources around the world and  
495 runs counter to the WTO's principle of free trade. Suqian is a relatively weak area in the  
496 north of Jiangsu province. At present, its export products are mainly industrial products,  
497 which will inevitably reduce the competitiveness of Suqian's export products.

#### 498 **5.2.5 Industrial Transfer**

499 In order to "use the remaining economic development capacity of the eastern coastal  
500 areas to improve the economic and social development level of the western region and  
501 consolidate national defense." In January 2000, The State Council set up the Leading Group  
502 for the Development of the Western region. Since the "Western development" policy was put  
503 forward in 2000, and through the strategic deployment of the "11th Five-Year Plan" for  
504 Western Development in 2006 and the "12th Five-Year Plan" for Western Development in  
505 2012, more and more industries and enterprises began to move to the west, mainly labor-  
506 intensive industries and resource-intensive industries. During this period, it is also the stage  
507 of the development of Suqian's export of goods. Suqian needs to rely on the industrial  
508 transfer of southern and central Jiangsu to develop its export of goods. In addition, Suqian's  
509 export of goods was dominated by labor-intensive products and resource-intensive products.  
510 Although in recent years, Suqian has also begun to optimize and upgrade its industrial  
511 structure, due to the slow development of this process in Suqian, the export of goods still  
512 relies more on labor-intensive products and primary products. Therefore, the industrial  
513 transfer brought by the "development of the West" has a great impact on the export of goods  
514 in Suqian. With the continuous promotion of "western development", the export of goods in  
515 Suqian will be greatly affected during this period.

516 With the continuous development of China's economy, the advantage of low labor price  
517 in China is constantly weakening. More and more enterprises begin to transfer their  
518 production to Southeast Asia, India and other countries with lower labor price, and engage in  
519 the production of products in these countries or regions. Because these countries or regions  
520 have cheaper labor, the products produced in these countries or regions have certain  
521 advantages in price, while the goods exported from Suqian may lack price advantages  
522 compared with it, which will lead to the decline of the competitiveness of the goods exported  
523 from Suqian, the decrease of orders, and then lead to the slowdown or even decline of the

524 growth of the export value of Suqian goods.

## 525 **6 Measures to improve the export of goods in Suqian City**

### 526 **6.1 Government level**

#### 527 **6.1.1 Seize the development opportunity of the Belt and Road to promote** 528 **industrial transfer**

529 As of January 30, 2021, China had signed 205 Belt and Road cooperation documents  
530 with 171 countries and international organizations. Under the guidance of the Belt and Road  
531 Initiative, China is committed to the connectivity of the Asian, European and African  
532 continents and adjacent oceans, establishing and strengthening connectivity partnerships  
533 among countries along the Belt and Road, and building an all-dimensional, multi-tiered and  
534 comprehensive connectivity network to achieve diversified, independent, balanced and  
535 sustainable development of countries along the Belt and Road. Once the "Belt and Road"  
536 strategy is successfully implemented, the Eurasian continent will be connected, and the  
537 transportation cost will be greatly reduced in all regions along the Belt and Road, providing a  
538 huge space for trade among various regions. As Suqian is located in an important position of  
539 "One Belt and One Road", it should constantly adapt to the situation, vigorously develop  
540 export-oriented economy, and actively participate in the construction of "One Belt and One  
541 Road" strategy.

542 With the deepening of the "One Belt and One Road" strategy, the construction of free  
543 trade area and the negotiation of multilateral trade agreement are in full swing. At the same  
544 time, the successful implementation of "The Belt and Road" will be conducive to the  
545 development of regional economy and regional economic integration in countries or regions  
546 along the Belt and Road. Countries around the Belt and Road have also shown considerable  
547 support, including the China-Pakistan Economic Corridor jointly built by China and Pakistan,  
548 the China- South Korea Free Trade Agreement signed between China and South Korea,  
549 The Asian Infrastructure Investment Bank (AIIB) specially established to support the  
550 implementation of the Belt and Road Initiative and the China-Mauritius Free Trade  
551 Agreement, the first free trade agreement signed between China and African countries,  
552 which took effect on January 1, 2021. The signing of these free trade zones and multilateral  
553 trade agreements have created extremely favorable conditions for the development of goods  
554 export in Suqian.

555 In addition, the successful implementation of the "Belt and Road" strategy will further  
556 promote the industrial transfer of countries and regions along the route. At present, a big  
557 problem faced by Suqian's goods export is the unreasonable structure of goods export. For  
558 some developed countries along the "Belt and Road", such as Japan and South Korea, they  
559 have a high level of development, but their economic development speed is also declining,  
560 so they need to seek new models to promote further development. While looking for a new  
561 development model, it will transfer some domestic technology-intensive and high value-  
562 added industries. Suqian should take advantage of this opportunity to actively undertake the  
563 transferred industries of these countries and promote the optimization of the structure of  
564 goods export. At the same time, China is also in the stage of economic structural  
565 transformation, and the development of the Belt and Road will inevitably transfer China's  
566 labor-intensive and capital-intensive industries to countries along the Belt and Road, mainly  
567 in Central Asia and Southeast Asia. Therefore, while undertaking the transfer of technology-  
568 intensive and high value-added industries, Suqian should also actively adapt to the domestic  
569 industrial transfer to the outside world, and drive its own industrial transformation and  
570 upgrading.

#### 571 **6.1.2 Strengthen the linkage with the cities in northern Jiangsu**

572 Since Suqian and the other four cities in northern Jiangsu are located in the  
573 Huaihai Economic Zone, it is necessary to strengthen the coordinated and overall  
574 development among the five cities in northern Jiangsu. 14First of all, we should make full

575 use of the East Longhai Line, take Xuzhou, an important node city of the "Belt and Road"  
576 Initiative, combine the resource advantages and characteristic industries of the five cities in  
577 northern Jiangsu, and strengthen the complementary advantages among regions, so as to  
578 solve the problems of scattered, small, chaotic and high cost in the transportation system in  
579 northern Jiangsu, and improve the construction of a modern logistics system. 15To enhance  
580 the integrity and coordination of the development of northern Jiangsu. At the same time,  
581 Suqian should speed up the infrastructure connectivity with the other four cities in northern  
582 Jiangsu, accelerate the construction of the Xulian Railway passenger dedicated line,  
583 XulianHuaiyan, Lianyan and other fast railways, actively promote the construction of  
584 Lianyungang new airport, accelerate the construction of the Lianshu and Lianxu Canal, so as  
585 to form a comprehensive three-dimensional transportation network closely linked with the  
586 "Belt and Road", and enhance the overall competitiveness of the region.

587 To develop a higher level of open economy, we should accelerate the transformation  
588 and upgrading of foreign trade, optimize labor-intensive export industries and traditional  
589 industries, encourage and support the export of high-tech industries, promote export brand  
590 of characteristic and advantageous industries, promote the cooperation between Suqian  
591 local enterprises and multinational companies, extend the industrial chain, improve the  
592 quality of Suqian goods export products, and encourage enterprises to "go out" in groups. To  
593 the west, we should actively deepen cooperation and exchanges with countries along the  
594 Belt and Road, especially in Central Asia, and expand markets along the belt and Road. We  
595 will actively build overseas economic and trade cooperation areas, make good use of the  
596 zero-tax policy of the China-Asean Free Trade Area, explore ASEAN markets in depth, and  
597 promote the development of cross-border e-commerce in Suqian by using the "Internet Plus"  
598 model.

### 599 **6.1.3 Improve the construction of modern logistics system and lay a solid** 600 **foundation for opening up**

601 We should make full use of the East Longhai Line, take Xuzhou, an important node city  
602 of the "Belt and Road" Initiative, combine the resource advantages and characteristic  
603 industries of the five cities in northern Jiangsu, strengthen the complementarity of regional  
604 advantages, solve the existing problems of scattered, small, chaotic and high cost of the  
605 transportation system in northern Jiangsu, improve the construction of modern logistics  
606 system, and enhance the integrity and coordination of the development of northern Jiangsu.  
607 At the same time, we should accelerate the infrastructure connectivity, accelerate the  
608 construction of the Xulian Railway passenger dedicated line, Xulianhuaiyan, Lianyan and  
609 other fast railways, actively promote the construction of Lianyungang new airport, speed up  
610 the construction of Lianshu and Lianxu Canal, form a comprehensive three-dimensional  
611 transportation network closely connected with the "Belt and Road", and improve the overall  
612 competitiveness of the region.

### 613 **6.1.4 Cultivating and introducing high-level talents to stimulate economic** 614 **vitality**

615 At the same time, in order to meet the requirements of high-tech development, Suqian  
616 city should strengthen the cultivation of high-level talents to provide intellectual and talent  
617 support for Suqian's integration into the "Belt and Road" construction. First of all, it is  
618 necessary to introduce innovative talents and teams, focusing on the introduction of  
619 scientists and innovation teams that are urgently needed to master key technologies and  
620 drive the development of emerging disciplines and strategic emerging industries. We will  
621 continue to improve policies on talent introduction, build platforms for talent innovation, and  
622 establish talent bases such as engineering (technology) research centers and pilot zones for  
623 scientific and technological innovation and reform. Second, we need to accelerate the  
624 cultivation of high-quality talents. We will cultivate professional and skilled personnel in a  
625 targeted manner, strengthen cooperation with domestic and foreign universities, cultivate  
626 highly skilled personnel, professional and technical personnel, and enterprise management

627 personnel through multiple channels through cooperation in running schools, exchanges and  
628 cooperation, and establish cross-regional human resources and training bases.

### 629 **6.1.5 Promote green development in an all-round way and give play to** 630 **innovation as the first driving force**

631 In strict accordance with the provisions of the Outline of the National Innovation-Driven  
632 Development Strategy and the 2030 Agenda for Sustainable Development, and based on  
633 the actual resource endowment and actual needs of northern Jiangsu, it is necessary to give  
634 priority to ecology and green development as the orientation, **take** innovation as the first  
635 driving force, and actively explore the creation of an innovation demonstration zone for the  
636 national Agenda for Sustainable **Development**. "The Belt and Road" also provides new  
637 opportunities for the sustainable development of Suqian. Northern Jiangsu should make full  
638 use **of favorable** policies such as the China-Pakistan Economic Corridor, the China-South  
639 Korea Free Trade Agreement and the AIIB, take the initiative to vigorously develop the open  
640 economy, develop green high-end technology industries driven by innovation, promote  
641 comprehensive innovation with scientific and technological innovation as the core, and  
642 achieve high-quality development.

## 643 **6.2 At the enterprise level**

### 644 **6.2.1 Increasing investment in technology R&D**

645 In order to further promote the development of the goods **exports** of Suqian enterprises,  
646 it is necessary to constantly adapt to the new rules of the game in developed countries. For  
647 example, the illegal implementation of low-carbon barriers and green trade barriers in  
648 developed countries has caused great challenges to the goods export enterprises in Suqian  
649 city. But from another aspect, low-carbon and green economic development is the trend of  
650 future global economic development. In order to catch up with the trend of economic  
651 development, Suqian export enterprises should plan ahead, seize the opportunity, and  
652 increase investment in technology research and development. Research and development  
653 of high low-carbon technology, so as to obtain more development opportunities.

### 654 **6.2.2 Adjusting and Optimizing the industrial structure**

655 Most of the goods export enterprises in Suqian are labor-intensive enterprises. With the  
656 continuous promotion of the "One Belt and One Road" strategy, labor-intensive industries  
657 are constantly shifting to countries along the "One Belt and One Road", and most of these  
658 countries have labor forces with advantages over Suqian. Therefore, it is more and more  
659 unfeasible for Suqian goods export enterprises to promote the export of goods by virtue of  
660 the advantage of low labor **costs**. In order to realize the continuous development of  
661 enterprises, foreign trade enterprises should actively adjust and optimize the industrial  
662 structure, accelerate the development of the **cluster-leading** industry, **improve industrial**  
663 precision and adhesion, promote the industrial structure from the low-end to the high-end,  
664 and further subdivide the development direction of the industry.

665  
666

## 667 **7. CONCLUSION**

668 Through the above research and analysis, it can be seen that the development of  
669 Suqian's goods **exports** has maintained a good momentum of growth since 2017- 2019.  
670 Although there are certain fluctuations in the growth rate of goods **exported** during this  
671 period, the total amount of goods **exported** is still on the rise **overall**. Especially under the  
672 dual influence of the outbreak of COVID-19 in early 2020 and the Sino-US trade war, the  
673 export of goods in Suqian has still achieved good results, which is worthy of recognition.  
674 However, while seeing the continuous development of Suqian's goods export, we should  
675 also see the problems existing in Suqian's goods export. For example, there is a big gap  
676 **between** southern Jiangsu and central Jiangsu, the development of various sectors is  
677 unbalanced; the structure of goods **exports** is not reasonable; etc. Of course, when we look

678 at the problems, we should also look at the internal and external causes of these problems.  
679 After an in-depth analysis of the status quo and existing problems of the development of  
680 goods exports in Suqian City, in order to further develop the goods exports in Suqian City, the  
681 government and enterprises need to make efforts to promote their development. It can be  
682 predicted that with the continuous promotion of measures taken by the government and  
683 enterprises to promote the export of goods in Suqian, the export structure of goods in Suqian  
684 will be more reasonable, and the gap between Suqian and South Jiangsu will be gradually  
685 narrowed, and the development of each sector will be more coordinated. With the coming of  
686 the "14th Five-Year Plan", the development of Suqian's goods exports will be further  
687 improved.  
688

689 Authors contribution

690

691 Author Chen Huan designed the study, performed the analysis, wrote the protocol, and  
692 wrote the first draft of the manuscript. Author WuHao managed the literature searches. All  
693 authors read and approved the final manuscript.

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