businessfocus 15

Interns: It's what you make of it, say some

FROM PAGE 13

She was not the only one to be cheated. More than 200 Chinese students working in a local chocolate factory were all deceived by overseas internship agencies to work there during the same summer vacation. But they were able to walk out or go on demonstrations, being so many. The agencies were forced to pay back all the money to the students and take them traveling around the US, Xu recalled.

It was impossible for the four of them working in the laundry to go on strike. Therefore, Xu quickly quit the job and found waitress work at a local restaurant, which paid her at \$3 an hour. Together with tips, she could make more than \$50 a day and made enough money for a two-week trip within 18 days of working," she said.

"I do not care too much about the 15,000 yuan, which was a waste of money. And I did not go to the US in the hope of adding something great to my resume. But what I am really unhappy with is the university's indifferent attitude toward such unqualified agencies scattering flyers or brochures around the

campus all the time. They cannot just sit there and let it go on," she added.

Not all internships or agencies are so dodgy.

Zhou Zongmin, 22, majoring in radio and television science at Shanghai International Studies University, said it is possible to apply for overseas internships without the help of agencies.

Of course it will take some time and effort, but as long as you are willing to go through dozens of "want" ads, fill in the lengthy application form online, hand in all the required documents such as transcripts, writing samples and reference letters — hey presto! — you are put on the shortlist for overseas internship programs without being asked for a penny, said Zhou, He was successfully enrolled into a three-month overseas internship program co-conducted by George-

town University and WUSA television station — an affiliate of CBS television network via — called The Fund for American Studies.

He didn't pay an agent and was able to carry out handson work such as producing and purchasing pictures and

videos and writing and editing news in the digital content department at the television station. On top of that he was offered a \$3,500 scholarship.

Zhou did stand out from his peers, being top student in his class, scoring 107 out of 120 in the Test of English as a Foreign Language exam and getting the highest mark in English among all candidates for the 2009 college entrance examination in Shanghai. He says he was the only student from the Chinese mainland to be enrolled in that

internship program. "Washington is a place where power converges. As I am hugely interested in the US presidential elections and the political system of this country, it is the best place for me to build my social network. Moreover, I am thinking of studying for a media-related master's degree in the US. This internship can help to develop something," said Zhou. "I did not apply for the

internship in the hope of adding color to my future resume. If that happens, I would rather say it was the outcome of my internship," he said.

Zhou Qinnan and Li Xiuhui *contributed to this story.*

GAO ERQIANG / CHINA DAILY

A woman painting a paper folding fan at a Suzhou-based small workshop while her daughter sleeps beside her. A paper folding fan in the Ming Dynasty (1368-1644) style can cost as much as tens of thousands of yuan with customers mainly from China and Japan

Profits: Still a viable business

FROM PAGE 13

The bamboos need to be stored for eight years before being used in the framework so that weak or cracked ones can be picked out. The rice paper should be carefully selected and painted with a special paint formula to ensure good permeability of water and high strength. Wang and his apprentice mainly make fans in spring and autumn when, at 20 degrees Celsius, the temperature is optimal.

Because of his ideals and low output, it is impossible to serve ordinary customers. The few he makes each year are mostly to order or snapped up by artists



The gold painted fan technique was passed down from generation to generation by only one family in Suzhou city since the Ming Dynasty (1368-1644)."

WANG JIAN, A WELL-KNOWN MING DYNASTY-STYLE PAPER-FOLDING FAN EXPERT IN SUZHOU

and collectors.

The turnover, however, is not low: A Ming Dynasty-style gold-painted paper-folding fan is worth more than 60,000 yuan.

"The gold painted fan technique was passed down from generation to generation by only one family in Suzhou city since the Ming Dynasty," Wang said, adding he is devoted to

keeping the traditional techniques alive.

When he left his former employer, Suzhou Fan Factory, in 2000, Wang did not expect his own business would thrive. The factory relocated due to lack of orders. As a fan maker who started to learn the craft when he was 18, Wang knows little except how to make fans.

"Making fans is the only thing that I am capable of and interested in. And I want to make the real beautiful Chinese fans, not rough ones," he said.

In a society in which industrial production has destroyed almost all handicraft businesses, Wang is evidence it is still possible to preserve some ancient skills while making considerable profits.

"Usually, people believe that only older people like fans. But I can tell you that more and more young people are also interested in this art form," said Jiang Xiaoming, 35, who organizes an informal association of fan collectors in Suzhou

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