

2013/03

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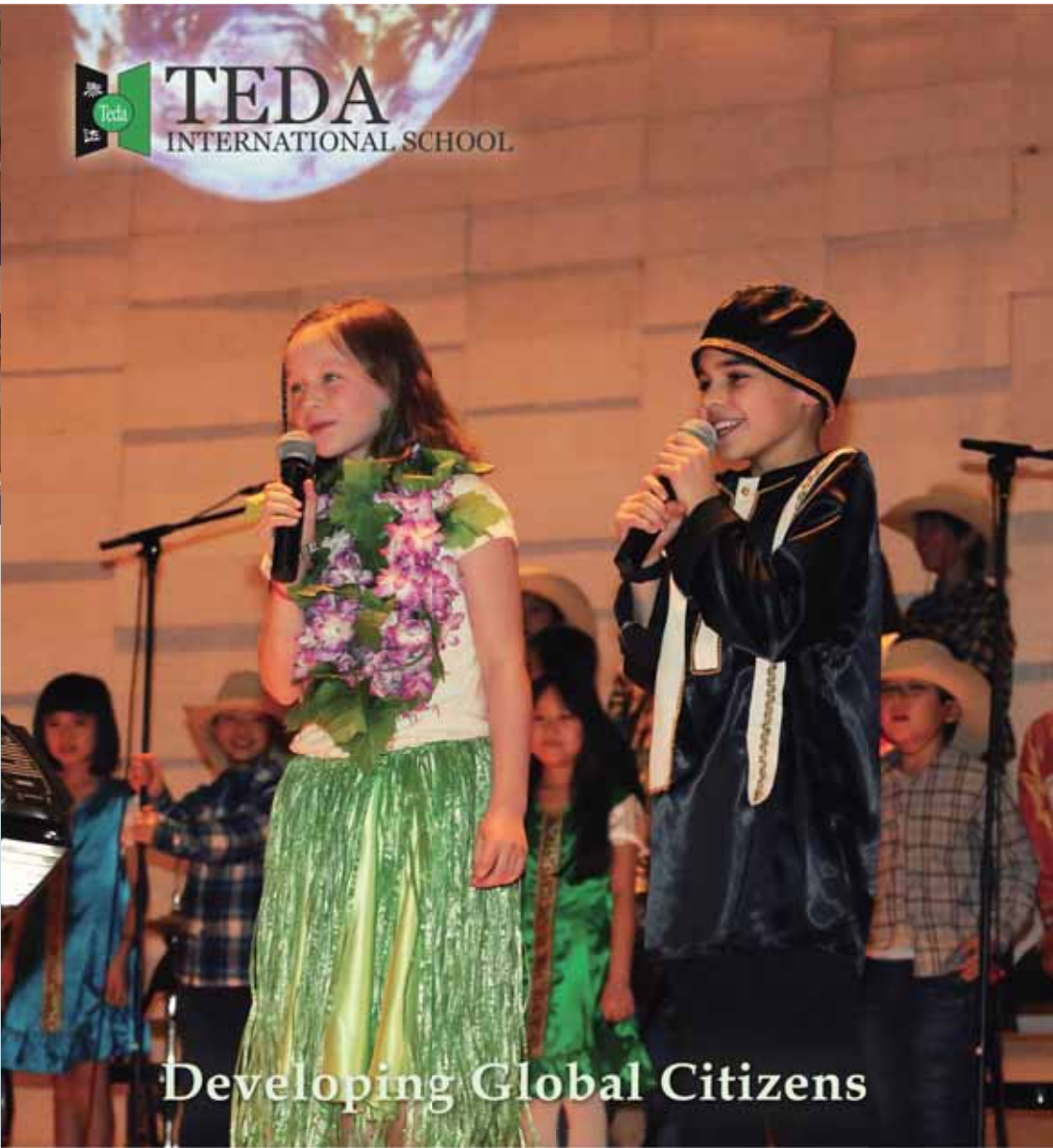
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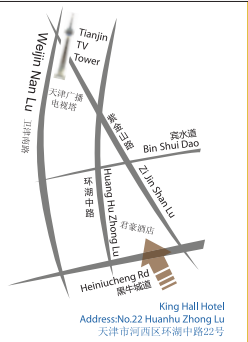
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以上荣誉顾问按姓名首字母顺序排列, 排列不分先后。

Letter from the Editor

As I write this, it is warm and clear outside. Nothing is more special than a smog free day like today during our long, and cold winter. Sadly, although many people realize just how bad air pollution is in north China and may have let off a few less firecrackers than usual during the Chinese New Year, Tianjin was still shrouded in a smoky mist during the peak firecracker times. The deteriorating air quality in north China has been making this winter particularly hard for us all. Fortunately, winter has almost come to an end and spring is waving its green branches in welcome. In addition to the green seeds sprouting, a new wave of matchmaking is also coming to a head. Traditionally, matchmaking is banned in the first month of lunar year, so now after having just got over the stress that family gatherings can cause during the Spring Festival holiday, singles are now being confronted with proposals of enduring love from matchmakers.

In this March issue, we talk about the pressures of being single in China. Being single can be a real balancing act. On the one hand, singles don't want their life to be interfered with by others and don't want to be in a situation where they have to accept someone just to make their parents happy. On the other hand, many do want to get married but the problem is that the right person has just not showed up yet.

In 2013 there are many diverse ways to find a partner. The internet and smart phones are innovative and powerful tools that can be used to find yourself a date. If you don't mind blind dating, you can take the initiative and search for someone that meets your own standards. If it doesn't work out you won't feel too embarrassed and you can quickly move onto your next encounter. True love is true love and what does it matter how you met?

We want to wish all our single friends our desire that they will find a perfect partner with whom they will happily spend the rest of their life. Furthermore, why not also give single people more space to live a life in which they themselves make the important choice of a life partner?

此时此刻，窗外晴空万里，阳光明媚。在这漫长又阴霾的寒冬里这是多么难得啊！这个冬季，大家都见识了雾霾天气的厉害。虽然春节期间的炮声比往年少了很多，但仍然让天津上空的雾霾难以散去。

日益恶化的空气污染令这个冬天非常难熬。还好，春天已经向我们招手了！在这个季节里，除了吐绿的嫩芽，新一波相亲攻势也即将来临。按照习俗，正月不做媒，所以3月份的单身男女会非常的忙碌。

本期主题我们就来说说单身男女的压力。一方面，他们不希望别人干涉自己的生活或者为了让父母高兴而随便找个人结婚，另一方面他们并不是打定独身主义的，只不过真命天子还未现身。

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我们希望每个人都能找到自己的另一半，同时这个社会也应该多给他们一些空间。

Monica W



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What's hot on Weibo...

► **Divorce Rates Climbing Over Last Seven Years**

The traditional idea of the indivisible family unit in China has recently taken a battering. A recent survey showed that the divorce rate in China has been climbing for last seven years with the majority of those divorcing being in the 22 to 34 age group. In the larger cities like Shanghai and Beijing, the divorce rate for all couples is now more than one third. The number one cause of these marital splits is extra-marital affairs.



► **Luxury Goods Retailers Ripping Off the Chinese**

CCTV news has exposed the astonishing profit that retailers in China are making from the high demand for luxury products. For example, a bag that sells for 23,000RMB in France, will cost 37,500RMB in China. Since the luxury brands have pinpointed rich Chinese consumers as major purchasers of their prestige products, the prices here are much higher than in other markets.



► **Boy Taught a Lesson in Discretion**

A boy of 10 who collected 4000RMB in gift money during Chinese New Year and then flashed it about has learned the hard way that discretion is often a good idea. He showed his gift money to four children in a supermarket who, presumably, were a little jealous of his good fortune. As the boy made his way back home, the four children attacked him in a backstreet and made off with the money.



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Tianjin's Dagu Forts a national AAAA scenic spot

■ **天津大沽口炮台升级4A景区**

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Recently, Tianjin's Dagu Forts was awarded the national AAAA scenic spot status by the National Tourism Administration of China.

It is the second 4A scenic spot in the Tianjin Binhai New Area, the first being the Aircraft Carrier Theme Park.

The Dagu Forts are 60 kilometers (37 miles) southeast of Tianjin City and were built in 1816 to protect Beijing during the Qing Dynasty (1644-1911). They are a heroic symbol of China's fight against foreign invasion. The base is considered one of the three treasures of Tianjin by its citizens.

The Dagu Forts have had 2 million visitors since they were opened to the public in 1997. The government has invested more than 74 million yuan restoring the forts over the last 10 years.

More than 5 million yuan has been invested to build a new 3D movie theatre, to upgrade the service centre, to expand the memorial square and to develop a rest zone for tourists.

Tianjin's Binhai New Area reports shortage of skilled workers

■ **滨海新区2013年紧缺工种公布，技能工人最缺**

近日，《2013年度滨海新区技能工人紧缺工种参考目录》正式公布，共有55种技能人才榜上有名。对比2011年度的参考目录，新版的紧缺技能人才目录对20%以上的紧缺工种进行了更新。如：电子信息领域的电子仪器仪表装配工，机械、汽车及装备制造领域的机修钳工等等，其中航空航天领域的更新比例最大。



This year Tianjin's Binhai New Area has a shortfall in more than 50 categories of skilled workers. These areas include safety inspectors and home appliance fixers, according to a list of technician shortages that was recently released.

According to the website enorth, the skill shortages are in mainly ten fields, including electronic information, mechanics, automotive manufacture, petroleum and chemicals, aeronautics and astronautics, textiles and ship building. Technicians are urgently needed in twenty-nine areas.

Some new vocations required by local industries, such as aircraft system fitters and aeronautical radio workers, are additions to the list since 2011. The need for more safety inspectors and domestic appliance maintenance workers also has not previously been listed.

Vocational training institutions in Binhai are being encouraged to offer training sessions to provide skilled workers in the areas that the companies need.

Tianjin to build 5 new Metro lines by 2017

■ **2017年天津将建成5条地铁线路**



天津城投集团党委书记、董事长马白玉在接受记者采访时表示，到2017年，本地地铁将建成1、2、3、5、6号线等5条线路，通车里程将达到246公里。

Tianjin Metro will build five new lines by 2017, which will add 246 kilometers to the network, according to Ma Baiyu, the president of Tianjin Infrastructure Investment Group.

Currently, Tianjin has 79 metro stations that handle 700,000 passengers a day. The network has 131 km of track across downtown Tianjin.

The five new lines include Line 5, Line 6, an extension of Line 1, an extension of Line 2 to the airport and the support project of an extension of Line 3 for the Beijing-Shanghai Express Railway at Tianjin South Station.

Tianjin boosting food checks to ease public concern

■ **天津将加强食品安全检查力度**

天津食品药品监督管理局透露，今年将把现有的食品安全检测站数量再增加一倍以减轻民众对食品安全的担心。据介绍，今年的食品安全检查将覆盖超市、水产市场、各大医院和餐馆。

Tianjin will nearly double food safety monitoring sites this year to ease growing public concern about food safety, an official said.

Lin Lijun, the director of Tianjin's Food and Drug Administration and a deputy to the city's people's congress, said the number of monitoring sites will increase from 660 to 1,200. They will now cover supermarkets, wet markets selling aquatic and agricultural products, major hospitals and restaurants.

Food samples will be tested on a regular basis for pesticide residue, heavy metals and other contaminants and hospitals will be required to deliver regular reports on food borne diseases, Lin said at the Tianjin legislature's meeting.

The Ministry of Health is expected to release upgraded food standards in June which set a limit on the quantity of contaminants and residues acceptable in food, according to its website.

Vice-Premier Li Keqiang, who leads the State Council's food safety committee, has urged government departments to strengthen their technological research to help improve food safety supervision.

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中国瑞士商会

Tianjin Grand Theatre

Culture Center, Pingjiang Dao, Hexi
Tel: 83882000

**2013 Symphony Concert:
Masterpiece of Beethoven by
Tianjin Orchestra**

贝多芬全集
—天津歌剧院交响乐团系列音乐会
Mar 03
Sunday 16:30
Price: 380/280/180/150/120/80

Tianjin Grand Theatre

Culture Center, Pingjiang Dao, Hexi
Tel: 83882000

Classical Concert

穿T恤听古典音乐—音乐中的自然法则
Mar 09
Saturday 14:00
Price: 30

Tianjin Grand Theatre

Culture Center, Pingjiang Dao, Hexi
Tel: 83882000



**Piano solo show
by Alexander Taho**

亚历山大·塔霍钢琴独奏音乐会
Mar 09
Saturday 19:30
Price: 380/280/180/120/80/50

Tianjin Grand Theatre

Culture Center, Pingjiang Dao, Hexi
Tel: 83882000

Modern Drama

荒诞黑色幽默话剧《驴得水》
导演: 周申、刘露
演出: 郑磊、任素汐、富冠铭、田雷、韩彦博、董天翼等
Mar 15 & 16
Friday & Saturday 19:30
Price: 380/280/180/120/80/50

Tianjin Grand Theatre

Culture Center, Pingjiang Dao, Hexi
Tel: 83882000

**American Jefferson Youth
Dance Group China Tour**

舞的盛宴
—美国杰佛逊青年舞蹈团中国巡演
Mar 24
Sunday 19:30
Price: 380/280/180/120/80/50

Tianjin Grand Theatre

Culture Center, Pingjiang Dao, Hexi
Tel: 83882000

**Monodrama: my whole life
By Ming Xi Fang Drama Studio**

独角戏《我这一辈子》
Mar 29 & 30
Price: 220/180/120/80/50

Tianjin Grand Theatre

Culture Center, Pingjiang Dao, Hexi
Tel: 83882000

**Modern Dance: The Name of
the Rose by Beijing 9 Modern
Dance Group**

现代舞《玫瑰之名》
April 13
Saturday 19:30
Price: 180/120/80

Tianjin Grand Theatre

Culture Center, Pingjiang Dao, Hexi
Tel: 83882000

**Modern Dance: Moth by
Beijing 9 Modern Dance
Group**

现代舞《蛾》
April 14
Sunday 19:30
Price: 180/120/80

Western Shore Museum

No. 3, Youyi Beilu, Hexi

**String Instrument Concert by
Western Shore New Classical
Symphony Orchestra**

春之序曲: 喜迎新春弦乐重奏音乐会
Mar 01
Friday 20:00
Price: 100RMB

Western Shore Museum

No. 3, Youyi Beilu, Hexi

**Jazz concert
by Yellow Rose Jazz Band**

醉迷爵士: 摇摆爵士专场音乐会
Mar 02
Saturday 20:00
Price: 100RMB

Western Shore Museum

No. 3, Youyi Beilu, Hexi

String Instrument Concert

魅力女人心: 弦乐音乐专场音乐会
Mar 08
Friday 20:00
Price: 100RMB

Western Shore Museum

No. 3, Youyi Beilu, Hexi

Peking Opera

杨派老生京剧专场
Mar 09
Saturday 20:00
Price: 100RMB

Western Shore Museum

No. 3, Youyi Beilu, Hexi

**String Instrument Quartet
by Dandelion Music Band**

一缕芬芳, 献给你: 弦乐四重奏主题音乐会
Mar 15
Friday 20:00
Price: 100RMB

Western Shore Museum

No. 3, Youyi Beilu, Hexi

Folk Music Concert

丝竹之音: 民乐重奏音乐会
Mar 16
Saturday 20:00
Price: 100RMB

Western Shore Museum

No. 3, Youyi Beilu, Hexi

**World Famous Music Concert
by Western Shore New classical
Symphony Orchestra**

音乐的旅行: 世界名曲弦乐四重奏音乐会
Mar 22
Friday 20:00
Price: 100RMB

Don't Miss

Starwood Asia Pacific Recruitment Day @ Tianjin
On 6th March, 2013 5 Starwood hotels in Tianjin, including The Astor Hotel, A Luxury Collection Hotel, Tianjin, St. Regis Tianjin, The Westin Tianjin, Sheraton Tianjin Hotel and Sheraton Tianjin Binhai Hotel will hold a joint recruitment for the Starwood Asia Pacific Recruitment Day.
Venue: Victorian Lounge, 1st Floor
The Astor Hotel, A Luxury Collection Hotel, Tianjin
No.33 Taier Zhuang Road, Heping District, Tianjin, China
For more information or to inquire the vacancies, please call 86 22 2331 1688 ext. Human Resources Department



Don't Miss



**English-speaking Community of Xikai Catholic Cathedral
2013 LENT APPOINTMENTS**

- Tuesday, March 26th: Penitential Service and Confession in the Chapel at 07:00pm
- Thursday, March 28th: Holy Thursday Mass on the Fourth Floor at 07:00pm
- Friday, March 29th: Good Friday Liturgy in the Cathedral at 07:00pm
- Saturday, March 30th: EASTER VIGIL MASS on the Fourth Floor at 07:00pm; light snack at 09:00pm after Mass
- Sunday, March 31st: EASTER SUNDAY MASS in the Cathedral at 11:30am; potluck after Mass

St. Joseph's Cathedral (西开教堂)
9 Xining Dao, Heping District 天津市和平区西宁道
English Mass every Sunday @ 11:30 am, celebrated by Fr. Eko Prasetyo from Indonesia.
Email: xikaicathedral@gmail.com

Don't Miss



Intensive English Summer School, 4 week program starting July 8, 8am to 12pm, free bus. Register by March 15 for Early Bird Discount.
Tel: 8371-0900 for more details.
Admission Testing, April 20. Phone today to book a seat.
Tianjin International School
No.4-1 Sishui Road, Hexi
河西区泗水道4号增1号

Don't Miss

An Inspector Calls
Tianjin Rego International School students will perform the play 'An Inspector Calls' by JB Priestly on Thursday 11th April in the school auditorium at 6:30pm. Members of the public are invited to come. No tickets are required but further information is available at this telephone number: (22) 8816 1180.



Ever since it was first performed in 1946, this play has thrilled audiences with its emotional intensity, unfolding drama and chilling suspense. Set in 1912, in the home of the prosperous Birling family, a peaceful dinner party is shattered by the unexpected arrival of Inspector Goole, and his investigation into the suicide of a young woman. As he begins to force each family member to disclose their secrets, their combined revelations shake the foundations of their lives, and force people to consider their own consciences.



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Family is everything and children, even grown up ones are communal property. Everybody in the family will have a say about what goes on in everyone else's life. Forget the idea that "It is my life and I will make decisions affecting me". That concept is not known here and would not be acceptable.

Single Status

By Paula Taylor

单身行不行

是保持单身还是步入婚姻殿堂本是个人的选择，别人无权干涉，但在中国却行不通。如果你年近三十还没找到对象，你就会被认作是“剩男”或“剩女”，感受无处不在的压力。即使你自己的人生计划，享受单身的状态，你的家庭和朋友也不会放过你。他们会苦口婆心地劝诫你早结婚、早生孩子，并且不停地帮你做媒。

单身男女的父母感受的压力更大，因为在中国，30岁被看做是很老的年纪了。随着儿女年龄的增长，这些父母不断降低标准为子女招亲，但这也让孩子们很伤自尊。

我们和一些被当成“剩男”“剩女”的朋友们聊天，他们其实很清楚自己要什么，没有觉得目前的生活有什么不好。他们不愿意为了所谓的“孝道”而找一个父母满意但自己没有感觉的人结婚。其实这些父母的担心也并非毫无理由。养儿防老的观念在中国仍然根深蒂固，尤其是现在的养老体系还不健全，独身的老人可能会面临无人照料或经济困难的情况。但我们还是希望社会和家庭多给单身人士一些空间和尊重，以包容开放的心态和他们相处。

Is it ok to be single? Yes of course it is - if you are not in China, that is. You will no doubt be well aware of the three mandatory questions your Chinese friends and acquaintances "need to know" about you, i.e. your age, salary and marital status. The first two I can easily get away with not answering, but the third one is a little tricky, as anyone over the age of 26 who is not married or planning to get married will be viewed with suspicion and this situation will give rise to many more questions. Why are you not married? Don't you want to be married? Do you want to have children? Aren't you worried that you are getting long in the tooth and that your sell by date is rapidly approaching? After that you won't find it so easy...etc. etc. etc. The question I really love is "Do you want a Chinese boyfriend? I can

introduce you to one". I find the idea of being introduced to a complete stranger with the motive of making him my boyfriend extremely strange, it has nothing to do with nationality. It seems everybody is a matchmaker, or knows someone who is. The problem here is that they worry about "left over men and left over women", i.e. people no-one wants to marry, presumably because they are "old".

My friend Mary, who you should all be familiar with by now is 26 and unmarried with no immediate plans to change this situation. This is a crime for which I am being blamed for. Her family say that I am a bad example, and whilst once they welcomed me into their home, I am now banned. They told her she has got these wild new-fangled western ideas from "that foreigner" and it will lead to her

ruination. What new-fangled western ideas has she got from me? Maybe it is because I asked her to do something outrageous, like go to Hong Kong for a holiday. They think that she does not want to get married, so it is my fault. Actually she has never said that she doesn't want to get married, she has just told them that she will find her own husband and doesn't need their help to set her up with anyone. Why doesn't she need their help? Because the people they have introduced as suitable, in their eyes, that is, Mary wouldn't want to spend one hour with, let alone a life time. After one particularly memorable blind date, she met me and described the guy as looking like a monster! She actually shuddered as she described his peculiar behaviour.

After him they found another hopeful candidate, Mary was told excitedly by her grandmother that they had found someone that was "willing" to see her as she fit his criteria. Grandmother said "He wants someone at least 1.6 metres tall, he wants someone who graduated from university and then went on to get other qualifications, he wants someone from the same home town as him..." This guy's list went on and on, and grandmother said "Only you fit all his descriptions so therefore he wants to meet you!". Grandmother was really delighted as the young man had a good job, came from a good family, and, ...er, well... he wanted to get married". After listening to her grandmother extolling the virtues of the

would-be suitor, Mary just had one question to ask her "What about me? I have my requirements too you know, I am not interested, I don't like the sound of him, why should he be willing to meet because I fit his description without even wanting to know what I want, forget it!" Grandmother and the rest of the family were shocked. They had gone to great trouble to secure the agreement of this

guy and Mary refused to even meet him.

An old man is holding an ad, seeking for a potential partner for his son.



Parents of singles are checking a bulletin board to find a suitable dating candidate for their children.



Last year when Mary went back home there was a giant row. She said she didn't want to get married until she was 30 – this simple statement was like she had lit the blue touch paper to giant rockets and from that point on chaos ensued. Grandmother started crying and said she would soon be dead and wouldn't be able to see Mary's husband and children. Her brother told her that she didn't have to worry, if she ended up being an old maid, he would look after her, which probably just made things worse. Her aunt tried to reason with her and said "If you are 30 when you find a boyfriend it will be two years before you get married, then you will be at least 33 or 34 before you have a child. It is too old!" There was absolutely no point in me telling her that she wasn't too old and that she still had plenty of time to meet Mr. Right and settle down. The advice I was able to offer her was of limited comfort. She was not worried herself about her marital situation, she was mostly worried about disappointing her family.

Family is everything and children, even grown up ones are communal property. Everybody in the family will have a say about what goes on in everyone else's life. Forget the idea that "It is my life and I will make decisions affecting me". That concept is not known here and would not be acceptable.

I have friends older than Mary who are also not married, not because they don't want to be, but because they have not found a suitable match and do not want to settle for just anyone. One friend who is 32 has all but given up, she thinks it highly unlikely that at that great age anyone will be interested in her, the aiyis who arrange introductions have told her as much. They say things like, "You are not pretty and your work is not that great, and also you are old, it will be difficult to find someone for you". Even if they successfully introduced her to a guy, the chances are his family would not welcome an "old woman" to the fold, taking childbearing into account.

Another friend told me that as she is 27 she must find someone soon, she has already factored in the time spent getting to know someone and getting married, so immediately after marriage she must have a child. I asked her "If you did get married to someone nice, wouldn't you like to spend some time with him first before starting a family?" After all everything will change with the addition of a baby. She said "No time, I am getting old and must have a baby quickly once I get married". It seems the idea of being

married to someone you love and just being with them is not something that many people can afford to think about here. After all a marriage doesn't just affect the couple, it influences the whole family. Therefore suitability is not dependent on love, it is dependent upon what the bride and groom can contribute towards the family setup. An unmarried person – what exactly can they contribute? As far as we are concerned, this question is nonsense, but let's look at it through Chinese eyes for a moment.

Another main question Mary's family put to her was "If you are not married and do not have a child, who is going to look after you when you get old?" Although her brother already nominated himself for the job, in reality it is doubtful that should Mary remain unmarried, her sister-in-law would be prepared to put up with a spinster in the house. This sounds defeatist, as if Mary is already over and done with, written off at 26! However the question is a valid one, the social benefits system in place here is not adequate to cover all eventualities, the number of people make that impossible. Pensions for retired people are quite low and lots of people take on little jobs after they retire to keep themselves afloat. We may or may not agree, but here it is thought that an aged woman on her own would fare rather more badly than a man on his own.

I did a quick survey of some other singletons and they pretty much confirmed what my friends have said. These are the questions I asked them;

1. As far as your family is concerned, at what age should you get married?
2. Do you agree with this?
3. At what age do you want to get married?
4. Will you definitely get married?
5. If you decide not to get married, would you be able to tell your family?
6. Do your family pressure you to get married?
7. Do you already have a partner?
8. If your family help you to find someone but you decide you are not compatible, will you for the same of peace in the family get married to them?
9. Do you think that there are some people get married to anyone just to make their family happy?
10. Do you think that being married will automatically bring you happiness?

Robert (28) said "My family think I ought to have get married at 26 but I don't agree, I think from 28-35 is a more realistic age. I will definitely get married, but if for some reason I decide not to, telling my family this would be of no use. The pressure would come in never ending waves until I agreed to get married. They are already giving me a lot of pressure, not just my family but other relatives that are not so close and also friends. Now they are arranging a lot of meetings about this, but I really don't want to go. The topic is always the same, they ask me when I am going to get married, when I am going to find a partner as I don't even have one at the moment. In fact my relatives were just waiting for spring festival to end and now they have organised a lot of blind dates for me. I would not get married to someone my family arranged just to make them happy, if I thought we were not suited. I have people around me who have done this and it leads to great unhappiness and ultimately to divorce. The children of these marriages are particularly unfortunate and their childhood is ruined. A friend of mine tells me often that he will have to get married to keep his parents happy. They are quite old and as long as they are happy he will just have to endure, he feels that this is what a filial child should do. To me marriage is a set of circumstances that bring legal benefits. If two people get along really well then of course marriage can make one happier, but if not, then marriage is like a tomb.



Lee (39) says "As far as I am concerned age is already not important, they want me to get married immediately, however they know that at the moment it is not possible. I know they are really worried about this but I will get married sooner or later, once I meet someone I like. I don't want to marry just for the sake of being



Worried single people are active in participating in various kinds of dating events.

married and they understand that we have to rely on ourselves for everything, so I will work hard at this. Before they gave me pressures, but now due to our family financial situation they understand. I haven't got a girlfriend at the moment and I wouldn't get married to someone that my family found for me just to preserve the peace. That is not facing up to my own responsibility and it would be like going out to work each day and coming home to face more hard work, like hitting a wall. My friend got married to someone his family recommended, but I definitely would not. I think being married would make me happy. Actually one of the fears about marriage is that the two families joined together by the marriage would clash.

Lena (41) said "My family think that I ought to have been married by the age of 35 but I don't agree". Actually this is quite late, so if they do have this opinion Lena already has quite a lot of latitude. She went on to say "I think I ought to get married when I find a suitable partner, it has nothing to do with age. I definitely want to get married, but if it doesn't happen then I guess that is my destiny. My family gave me a lot of pressure about this before, but now they do not. At the moment I do not have a boyfriend. If my family found someone for me but I decided that we were not suited, I would not marry him just to keep my family happy. I would have no peace. It is true that some people get married just to make their family happy, but I definitely would not. I think that being married may make me happier". At the moment she is remarkably relaxed about it but that may change once the family pressure starts to build up

I can now give you an update on Mary's situation as she has just come back after spending Spring Festival at home. Before Grandmother told her "You must get married, but you can only marry someone from our home town". Then it changed to "You don't only have to marry someone from here, if he is from Tianjin that is good enough". Then she extended the boundaries "As you long you get married to a Chinese, that is ok, you definitely cannot marry a foreigner". After that she said "Even a foreigner is ok, I beg you just get married". Mary asked her "How about if I get married to a 50 year old man?"

"That is also ok" was Grandmother's reply. Grandmother must really be desperate for Mary to get married if she will even accept a foreigner, and an old one at that! Mary really suffered this holiday as they piled on the pressure and wheeled out the relatives to help. Of course my name was mentioned. I don't want to be blamed for her being a left over woman!

Thanks to modern technology, there are far more ways to get a date that can make you feel comfortable. Multiple methods, both old and new, are always made use of at the same time to achieve that goal.

Just Get Married by Whatever Means

By Monica Wang

结婚大作战

俗话说男大当婚女大当嫁，即使到了21世纪，年轻人还是迫不及待地赶在步入“剩男”“剩女”行列之前解决人生大事。科技和经济的发展让人们有了更多寻找伴侣的方法。除了传统的相亲，网络社交、大型联谊会等方式也日益受到青睐。

A man should get married on coming of age, so should a woman. It is right and proper in the Chinese social system. It is also deeply believed that any romantic relationship not targeting on marriage is immoral. Getting married is a big obligation that one should fulfill at the right time of his/her life. It is considered a family and social responsibility that cannot be avoided. If someone wants to have their life supposedly on the right track, they should initiate the campaign of looking for a spouse and getting married from the ages between 23 to 28.

In the old days, say 40 or 50 years ago, when people's lives were well organized from birth to retirement by the social system, people all seemed to be on the right track. If someone was single at the required marriageable age, it was not difficult to be set up with a proper partner by the organization you worked for, because the organization was fully trustworthy at that time. However, half a century later, even reserved Chinese have begun to pursue personal freedoms. Young people cannot accept an arranged marriage anymore. However, the sense of urgency to tie the knot is hardly relieved.

Thanks to modern technology, there are

far more ways to get a date that can make you feel comfortable. Multiple methods, both old and new, are always made use of at the same time to achieve that goal.



Blind date

Matchmaking is one of the oldest professions in China. In ancient times when all

marriages were decided by parents, a matchmaker had her valid status in a formal marriage ritual, just like a lawyer in a heritage distribution lawsuit. Matchmakers are highly respected because what they do is considered to bring benefit to all in Chinese Society. That is why so many people are keen to play the role of matchmaker in order to accumulate merits by doing good deeds.

A matchmaker is supposed to connect two people with similar backgrounds, education and social status because drastic differences between two people are enemies of a harmonious marriage. A potential candidate introduced by a matchmaker who, incidentally is always a family member or an acquaintance, is always considered reliable since the matchmaker has grasped all necessary information about this person.

Since the social circle is small for many young people, they have to rely on matchmakers to find a reliable candidate to wed. Currently in China, matchmaking still has a high success rate for people who want to establish their own family. Although love is tricky and hard to predict, people find matchmaking has the least risk in a love affair.



Parent representatives

Chinese parents like to represent their children, even in the matter of dating. A child being single is always the biggest headache for parents, who blame for themselves for not fulfilling their parental obligations. They believe that their life experience can help their children to find the best spouse. So they must be part of their children's love affair.

When young people always complain about having no time to date, their parents take the responsibility, volunteering to search for their son or daughter-in-law personally. In Central Park Tianjin, you'll see a big crowd every weekend. They are parents looking for partners for their children. There are bulletins full of "partner wanted" ads pasted by these parents. If two parents find their children could make a suitable match, they will pass the information to their child and arrange a date for them. A lot of young people find it unacceptable and they don't want to be represented. So they won't see anyone their parents encountered in the market.

Dating agency

Dating agencies were considered to be helpful due to their large resource pool. However they have got a bad reputation in recent years due to untruthful operations and even defrauding people. Some small agencies fake candidate information to attract new member and after the fee is paid, the service declines dramatically. After recommending one or two candidates, they never call again. In some other cases, the customer is induced to pay more to see some higher quality candidates who are not really partner seekers but lures. People who choose unapproved agencies will face the risk of throwing their money into a dark hole. So it is not the choice of the majority.

Dating websites

Compared to blind dates, people have more initiative on dating websites. Before this kind of website got popular, people tried their luck in online chatrooms, which was aimless. On modern dating websites, your every requirement can be met by completing all search conditions including age, height,



profession, income, estate and religion. Serious dating websites require members to upload photocopies of their ID card, diploma and anything that can prove the authenticity of their personal information. The more documents you upload, the higher your credit level gets.

Upon asking around it is possible to hear some successful stories on such websites and some finally get married and live a happy life. Jiayuan, the biggest dating website in China so far has got 73 million registered members. More and more single people have bet their luck on dating websites.



Social events

In China, such events are called 联谊会 (lian yi hui), with the aim of partner seeking. Universities, public service institutions and mass media are the main force of organizing lian yi hui. Events for a specific group of people are more popular because it is easier to find the target amongst those who have already been screened by admission conditions. In universities, there are social

events for postgraduates who have been preoccupied in study and remain single in their late 20's. It is a chance for them to find a partner with an equivalent degree.

In lian yi hui, the organizer always arranges some interactive games to play and participants have the chance to show their talents. There is also social time for people to introduce themselves and start a conversation with the one that catches their eye. Compared to one-on-one blind dates, participants have less pressure and can have more fun.

Dating shows

Since last year everyone has been talking about You Are the One (非诚勿扰) because it is the hottest TV dating program in China. A lot of singletons have been advised to go to You Are the One to try their luck. Actually, it is an entertainment show in the first place and it has been proved successful in that sense. However if everything was presented realistically, it may end up not being that entertaining. You can imagine how much authenticity remains in such shows.

However, it is a good stage to show your personality to the whole country and your family and friends will be proud to see you on that stage. It may also bring you luck in the real world.



Socializing app

The prevalence of smart phones in cities has been dramatically increasing and socializing apps are also thriving. Besides helping users to keep in touch with old acquaintances anytime and anywhere, these apps have developed power functions for hooking up with strangers. By making use of LBS (location based service) provided by telecommunication operators, the apps can find strangers within 100m who are using the same app at that moment. Users only need to shake the phone, and a list of strangers within reach will show up. By completing your personal information and adding tags of your interest, you're more likely to be chosen by strangers. Maybe, your Mr. Right is right in the building you're in and you'll never miss him again.

I feel that many people have an idea of what love, and marriage should be, and little idea of what a marriage turns out to be.

Things You Need to Know before Falling in Love

By Parker Barriball



恋爱之前要知道的事

有些人能够成功找到真爱，有人却屡战屡败。似乎在通往婚姻的这条路上有太多的障碍和难题。只有一克服解决才能最终抵达幸福的彼岸。固执且陈旧的婚姻观、巨大的生活和经济压力、日益升高的离婚率所带来的心理阴影都会让人的心态产生偏差。虽然每个人情况不同，但都希望大家能够回归爱的本质，不要急功近利，也不要抱不切实际的幻想。这样，你的真爱也许会来得更快！

“What is love? Baby don't hurt me, don't hurt me, no more”

So some of us succeed in our pursuit of love, some of us don't, at least not at first. But before we talk about success or failure, we have to determine what love, success, and failure mean. Which culture, Western or Chinese, are we considering and evaluating. Let us start with stereotypes. The good the bad and the ugly.

Chinese and Western stereotypes about Love and Marriage:

Chinese men just want a woman to stay home and rear children.

Chinese men want a woman that will put up with infidelity, the outside world is his, the home life is hers.

Chinese women just want a house, maybe a car out of their marriage.

Chinese women look at foreign men as a plane ticket and a green card.

Chinese young people just want their parents off their back, get married.

Western men come to China on a sex holiday.

Western men see a successful marriage as a trophy wife to show off at parties.

Western women just want to be loved, want an equal footing in the household.

Western women are too forceful, don't know their place.

I would argue that a 'successful' marriage in China, regardless of gender, is based around stability. That means economic stability, and a home that is harmonious. Chinese parents have a much larger say in the private lives of their children than their Western counterparts. A Western ideal marriage might include things like lifetime fidelity, an equal partnership, and as little interference from the

in-laws as possible.

So why do so many people, Western or Chinese, have such a hard time finding love? Are the desires of one gender too high for the other to ever meet?

People are feeling unfulfilled, and in China the pressure is on full bore. Between men needing to have a house to marry, and women being expected to live up to traditional standards of conduct in a quickly evolving social environment, finding love is not small task. I feel for Chinese women, by 25 my single Chinese friends already consider themselves old, by thirty a career woman is considered a 'leftover woman'. James Brown was right, this is a man's world. Though women have to consider economic prospects of future mates, men have to deliver that economic promise, or else. Neither position is an exciting one. Add to that parents and extended family offering 'advice' at Chinese New Year on your love life and the search for love in China looks more like work than a romantic endeavor.

Traditional views on marriage in China are admittedly different from those in the West. Fidelity is not prized in the same way. Even the word for mistress, xiao san, (the little third) implies an inclusion in the household equation. In ancient times gifts were exchanged between the first wife, the lady of the house, and the other women in a man's

life. What that translates into today varies, but it is safe to say that the issue of fidelity is an unresolved one. But does this wider definition (compared to more Western ideals) hinder a successful marriage? Probably not, many Chinese are able to look the other way as long as material needs are still met. I know a Chinese businesswoman who has a great career, a husband and child, and a lover. She told me that as long as personal health and discretion are maintained between her and her husband (meaning it's not obvious that either of them may or may not have 'little third') then things are still harmonious. Does that mean that fidelity, or at least an aspiration to it, is the right way?

If you break down what breaks up many American marriages, infidelity is a top cause, along with money issues. But fewer Westerners are willing to look the other way when it comes to this particular issue of fidelity. The women's liberation movement has pulled women from the house into the public sphere and there is a level of equality, both social and economic, that is non-negotiable in the minds of many Western women. No office wants to deal with a sexual harassment case. The laws are pretty strict. But here you can post a wanted ad with a line like 'women need not apply'. The issue of equality among the sexes is a big one in both cultures, albeit with a different definition in each.

We all know people with happy marriages, but most of us know more people that have been divorced. It's worth mentioning that divorce rates in the US hover around 50%, while Chinese rates are only about 20%. But since the liberalization of divorce law in the PRC divorce rates have increased by about 7% every year according to a report by the Ministry of Civil Affairs. In both countries the increase in divorce rates corresponded with a move away from traditional values. In post 1960's America divorce rates grew at a faster rate, maybe it was all the hippies and free love. In China it has corresponded with Reform and Opening starting in the late 1970's, and a simplification of both marriage and divorce requirements in 2003. Whatever the cause of these trends, the result has been that many people in both countries are at a loss as to define, much less participate in, a successful marriage. Maybe in the West it is that our first examples, our parents, are getting divorces and shattering the illusions we had as kids. Perhaps it is the ridiculous standards of love we see portrayed in the movies. Maybe for China it is the intense societal and economic pressure to fit into a mold, albeit a rapidly changing one. Although hidden below the surface, traditional concepts of marriage are certainly still in effect.

Luckily, this is not a Dear Abby column

and no one has asked for my relationship advice, because I do not have any. I will say that a romantic relationship is hard work and regardless of where you live there is plenty going against it. I feel lucky for being a foreign man in China, no one back home is pushing me to marry early and no one here is holding me to the 'have a house have a car, get a wife' standard. My personal choice is to wait on marriage, but my little brother in the US is getting married later this year. I am happy for him and proud that my brother has found his love, but that does not put me in a rush to the aisle. All that to say that what works for one is not necessarily what will work for another, and that applies across cultures. I feel that many people have an idea of what love, and marriage should be, and little idea of what a marriage turns out to be. Standards may not be very realistic. I am not advocating lowering one's standards, my meaning is that if your standard of love comes from a Jennifer Aniston romantic comedy, or an ancient Confucian view of love and you live in the modern era, you are going to have a hard time finding love. You won't find love by waiting for what someone else has decided is ideal; it's only through knowing what one actually wants, and a bit of luck, that any of us will really find the "L" word.



Reviving the City's Memory in a Hotel

By Amy Chung — Photo by David Lee

唤醒城市记忆的酒店

永远30岁，是天津海河英迪格酒店总经理潘伟杰的座右铭，而且他自己就是这一座右铭的优秀实践者。潘总这样形容英迪格酒店的客户群：年轻、内行并且永远保持好奇心。

天津海河英迪格酒店坐落在曾经的德国租界地，每一套客房都是一栋独立的别墅，设计灵感来自德国传统建筑风格。在天津的这家英迪格酒店里，我们能看到以瑞士林创始人Albert Kiessling命名的餐厅，蓝天使啤酒屋的名字来自第一部在中国拍摄的德国有声电影。酒店九幢别墅内96间风格迥异的客房，分别以老式电影院、海河河畔及欧洲奢华风格三种主题呈现。分别反映了天津是中国第一个放映有声电影的城市、海河在城中蜿蜒而过，以及租界时期留下的欧洲建筑。这是一个过往历史和现代时尚完美结合的一个典范。

面对越来越多的五星级酒店在天津开业，潘总认为总会有一些客人希望获得一些特别的体验，对他们来说，酒店不仅仅是休息的地方。

Hotel Indigo Tianjin Haihe's general manager Ringo Poon is a living representation of his motto: Forever 30.

Youthful, savvy, and forever curious, is how Poon would describe the guests that stay at Tianjin's latest boutique-styled hotel.

Launched in September 2012 by InterContinental Hotels Group, Tianjin is the company's third location after Shanghai (2010) and Xiamen (2012).

Poon, a Hong Kong native who has spent

over two decades with the company and previously managed their other brands such as: InterContinental, Holiday Inn and Crowne Plaza in Hong Kong and Beijing, says Indigo is far from your typical cookie cutter hotel.

"You will not find another Indigo that is exactly the same," he said, adding that the boutique style is not about cut and paste duplicates, but providing a novel look and experience altogether.

The inspiration for the hotel's modern

and playful design is through the city's neighbourhood stories. Located in Tianjin's former German Concession, the courtyard style villas pay homage to traditional Germanic architecture with its red brick facades and cupolas. The villas house 96 guestrooms, including 10 suites designed in three distinctive styles: Old Cinema, Haihe Maritime Riverfront and European Luxury.

Each room is modern and detailed, offering a peek of old Tianjin through its wallpaper murals, tableside books, and modernized Chinese antiques.

Sitting at the hotel's main restaurant Albert's, named after Albert Kiessling, who opened Tianjin's first foreign restaurant, you're transported back in time.

Poon is pointing at the old photos of Kiessling's family displayed in the glass cabinets around the room, "We want to make you feel you're in [Kiessling's] living room."

That's exactly how you feel when you sit on the plush brown leather couches surrounded by remnants of Tianjin's history as

a cornerstone port city that has preserved its European past.

Its Tianjin's European past, particularly its German influence here, that has inspired Indigo's design. The hotel's beer house and eatery, Blauer Engel, named after the first German sound film to be screened in China, is a double-storey pub that has barrels of liquid gold running out of its taps and a film projector on its top level to screen movies.

"Neighbourhood stories, fresh designs and inspired service," are quintessential words that Poon hopes to convey at Indigo.

The hotel is a capsule of Tianjin history tailored in a modern framework offering guests with a truly local experience.

"There are customers out there that are not satisfied with what the market is offering ... for some people, they really want to have something extra, something special and want to stay away from the traditional" explains Poon, adding that there are some travellers out there who are not just looking for a place to sleep, but experience something niche and unique.

"More and more people are talking about being environmentally friendly, about being green, about experiences. They may not be satisfied with what's out there, but they want to go to a hotel, not just in terms of sleeping but to explore more," he said.

At Albert's, the staff are equipped to tell you where your meal is coming from, along with its sustainable roots. This ranges from the organic meat, seasonally selected produce to the fair trade coffee.

Poon says there is an increasing number of customers who are looking to enrich their travel by having their accommodations to be part of that experience versus a standard sleep eat and go regiment offered at other lodgings.

Asked why Tianjin was selected to open the third Indigo location versus neighbouring Beijing, Poon said that Tianjin is currently being molded as North China's most important port city; hence, a golden opportunity for hoteliers to expand.

Tianjin is currently China's fastest-growing city with a 200 billion yuan project underway to transform the former fisherman's wharf of Yujiapu in Binhai New Area to become a financial hub to mimic Manhattan by 2020. Thus, the city has a lot of marketplace share for the hospitality industry in the coming years.

"I can only compare Tianjin and Beijing because that's where I spent most of my time," said Poon, explaining that Beijing's

architecture has thousands of years worth of heritage, citing popular monuments such as: The Great Wall, Tiananmen Square and Summer Palace, that are a significant part of China's national and cultural history. In contrast, Tianjin's historical spotlight is exemplified in its European inspired architecture influenced from the 1920s and 1930s by early European settlers.

What is striking is how much detail and thought firm Silverfox went into designing the hotel, fusing the European and Chinese elements together and contrasting it with a modern punch.

This is exhibited from the restaurant to its contemporary, yet vintage, inspired suites. The lobby's lounge space - Me Space and Indigo Library is dimly lit, but accented with bright coloured upholstery that sets a posh and relaxing mood. The room is also stocked with Mac computer portals, the latest design books, newspapers and magazines from around the globe. In the basement is FIT, the hotel's state-of-the-art gym and a 20-metre indoor heated pool whose skylight is the villa courtyard's glass centerpiece that looks like a

rendition of the Parisian Louvre glass pyramid.

Poon, who graduated from the Hotel Institute Montreux in Switzerland, built his career in Hong Kong and the Chinese Mainland and has a deep understanding of what the domestic clientele want - something that foreigners here try to grasp. However, he says, there isn't much difference between domestic and foreign clientele.

"The expectation is the same ... to me, the customers, they might go to see the web comments, do some research, but [domestic and foreign clients] would do that," said Poon.

Poon, who has been living in Tianjin for a year says Hotel Indigo is one-of-a-kind. So far, it's a boutique hotel in the city and offers clients an upscale, authentic experience that incorporates Tianjin's historic, cultural and natural elements.

On his off time, Poon enjoys a game of golf and spending time with his wife and eight-year-old daughter.

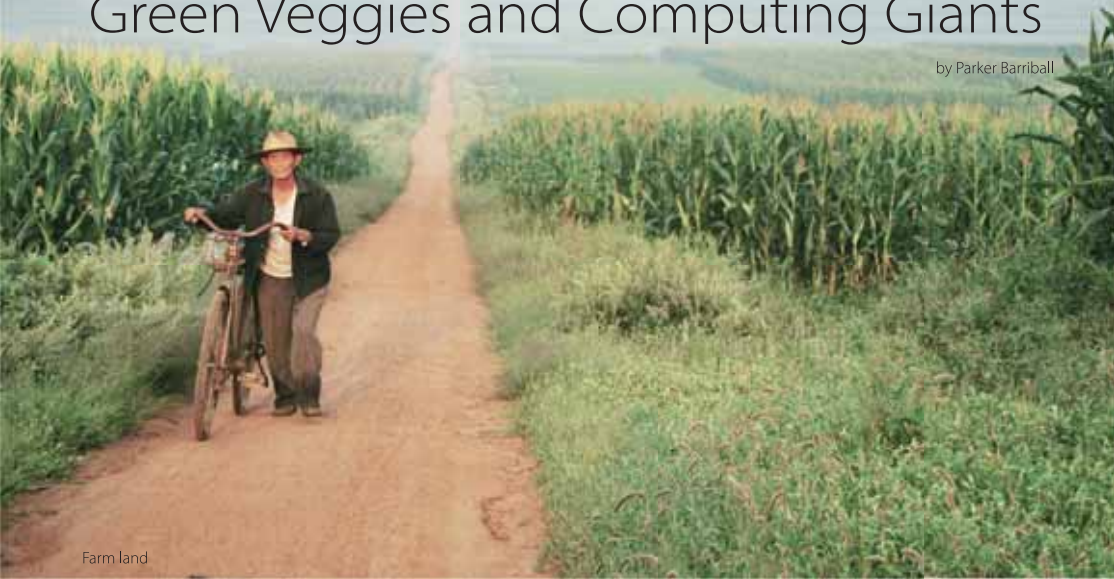
If you're looking for a refreshing hotel experience, take a stroll into the Hotel Indigo Tianjin Haihe and indulge in a piece of Tianjin's past.



Ringo Poon in Blauer Engel Bar

Chinese Agriculture: Green Veggies and Computing Giants

by Parker Barriball



Farm land

China has traditionally been an agricultural society, even the Chinese Lunar calendar, the one that puts new year in February, uses a character associated with agriculture and farmers, 农。 China is also home to 22% of the world's population. And while the Chinese have thousands of years of farming experience behind them, the mainland is only endowed with 7% of the world's arable land. This makes for huge amounts of foodstuffs imports and while these imports are a necessity for such a large population, the domestic agricultural industry is seeing some significant changes.

In China agriculture has traditionally been controlled from the top down since the Mao era and government investment continues to persist. In the last decade government investment in the sector increased over 15 percent. While the government has declared that it wants to help modernize the key sector, it is clear that

蔬菜种植业与外来投资

总体来讲，中国确实是世界农业大国之一，而且农业经济在人们的心中地位很高。甚至中国人根据多年耕种劳作，总结出一套独立的月份规划体系，并称之为农历，目的就是便于农业生产发展。保守估计，中国有3亿多农民。为了将农业发展推上新台阶，中国不仅要实现农村剩余劳动力的转移，更要把农村劳动力培养成现代产业工人，在劳动技能和知识的掌握上也要实现提升。同时，吸引有实力的外商投资、引进现代化设备用于农业发展。但是提高中国农业水平，不仅仅是一个农民收入提高、剩余劳动力转移和城乡统筹问题，更是一个农民和剩余劳动力的教育水平、文化水平、劳动技能实现跨越式发展的问题。而且对于外商企业投资者资质的考量和检验也是一项极富挑战的任务。

it will be no easy task considering how under developed current practices are in Chinese agriculture. In comparison with the West, China lacks the modern machinery and infrastructure that makes for high yields per acre. Central planners are aware of the limitations of such a model and have begun to encourage private sector investment. While such a hungry market, private firms are more than happy to oblige.

Most of us associate companies like John

Deere, International, and Monsanto with big agriculture. But in China investment is coming more and more from surprising sectors, like IT. You've probably never heard of Chen Shaopeng but he is Legend Holdings' (parent company of Lenovo) golden boy of sales and emerging markets. He is now leading an initiative into modern agriculture. Legend has invested heavily in both fruit and pork production. And Legend is not alone. Real estate tycoon, Wang Jianlin, (Dalian

Wanda) has been eyeing the fields. Wang's company has been planning a large farm northwest of Beijing earmarked for organic fruit and vegetables. The site capacity is estimated at 1,200 tonnes of organics per year. Figures from theZeroIPO Research Center, a private equity consultant, show that in 2010 investment in agriculture reached a new peak: 47 investments were made to the tune of US\$891 million (5.7 billion yuan). For a bit of perspective, that is more than half the worth of all previous investments in the sector put together. With such heavy investment one must wonder why the rush to the fields, and what's going to make the return on investment?

Much of the new investment is coming from firms who have had little to nothing to with agriculture in the past. Firms like Legend Holdings and other tech companies are betting that their well trusted brand names will lend well to consumer confidence in food safety. Food safety is a real problem here in China, and gaining consumer confidence is key for organics producers who want to charge a premium price for their produce. tech companies are also relying on their advanced supply chain solutions as agricultural products are by nature perishable. Agriculture is risky business regardless of how much machinery you have at your disposal. Drought and flood, both consistent problems and China can wreck havoc on family and industrial farms alike. Not to mention lost yield from pests, distribution times and infrastructure issues, and any number of unforeseen challenges that can damage or wipe out a very fragile product.

One of the main challenges for Chinese agriculture lies in its outdated models. During the Mao era everything was done by hand, via small scale farms. But this just is not the most efficient way of bringing food from seeds to the dinner table. Modernization is not just about bringing in tractors and harvesters, it's about connecting large tracts of land, innovating irrigation, creating economies of scale not available to small farms, and ensuring timely delivery of produce. Produce shipment in China is generally not refrigerated which makes for huge losses if shipping to distant locations (something to be expected with large scale farms). Currently, a lack of information and communication between farmers and end users of produce in big cities makes for even more inefficiency in

the sector. for example there are several middle men between farmer and consumer. Farmers have very little information about which produce will be in highest demand from year to year. So many times they look at what was priced high last year and grow that crop this year. The problem is an oversaturated market and lower prices on what farmers expected to be a good seller. Another common feature of companies and businesses in China is an over abundance of employees and workers. Surely you have observed 8 workers watching the two digging a hole in Tianjin. This is precisely the thing that modernization, and introduction of technology could eliminate. But as with most things in China, it's not that simple.

As stated earlier, China has always been an agricultural economy and therefore has a large number of farmers. An estimated 300million Chinese are farmers, which is about the population of the entire US. The question is whether or not the government has the stomach to allow industrialization of agriculture to eliminate the need for many of these people. While on the one hand it is a matter of dollars and cents, gains in efficiency etc. The human element is an important one. The Chinese farmer holds a special place in the mind of the Chinese. While it is certainly not a desired profession today (in fact calling a city dweller a farmer in Chinese is quite insulting), the farmer was the backbone of the new China that came to power under Mao. The country was built on the effort of a peasant workforce and a peasant army. For the government to appear to forsake their roots would be a damaging to the image of government as a champion of the people. However, not feeding the people has its own set of negative consequences. How do you take the main symbol of morality and national pride, the Chinese peasant, out of the equation? Programs to relocate and compensate peasants has met with mixed results and many complain their level of compensation for their land is too low. Illiteracy in China's



Harvest

farming villages in significantly higher than in the booming cities. Urbanization is already a huge problem here on the mainland, and an influx of farmers with skills that do not readily translate to an urban environment will be a strain on any city.

The shifting of the traditional agricultural model to a modern one will no doubt have its growing pains. The fact that private big business is interested in entering the industry is a good start, but managing that transition will be difficult. Central planners must find a balance between new automation and technology and the interests of those that have traditionally worked the land for so many years. It's not a choice I would want to be responsible for making. With careful planning and perhaps a bit of good luck the introduction of private business can improve the industry and make for a safer food supply for everyone.

Marketing or FRAUD?

营销还是欺骗?

很多投资人都曾被“创意营销”蒙骗，说白了就是被人忽悠了。我也曾有过这样的经历，它让我学会了擦亮慧眼，明辨真假。

一次我为了寻找供应商而对一家工厂进行实地考察。工厂负责人先是请我吃了一顿丰盛的大餐，然后带我参观了他们的厂房。一切都是那么完美、专业，让我暗暗下定决心要和这家工厂合作。在商谈阶段，我提出要让第三方验证机构对这家工厂进行检测。于是厂长脸色大变，显得十分为难。他很不愿意接受这个条款。但是，如果真如厂长所承诺的可以按时、保质、保量完成订单，他何须如此担心？后来我派司机向工人们打听内情。只过了15分钟，司机就打来电话，说我们参观的生产线其实只是个“展示厅”，实际的生产线要落后很多。

过渡营销和欺骗只有一线之隔，但是只要有足够的专业知识和追根溯源的态度就能分辨真假。



For those who consider investing in emerging economies through imports/exports or contract manufacturing, navigating through the never ending maze of bureaucracy and a complicated supply chain may seem like a daunting task and in all honesty, it really is. However, you need to make educated decisions regarding entry boundaries that can make your endeavor a lot easier.

Since many investors have an inherited fear of fraud or "creative marketing" as it's called in many emerging markets, supply chain management looks like the logical point at which to start. I'll go about this in a raw unedited format by narrating some of the notable situations I've witnessed myself and mention the lessons I learned the "hard way" so that fellow managers can avoid falling in the same pitfalls in the future. Here we go:

It all starts with a board of directors-of my corporation working in the advanced engineering industries field- decision to venture into Southern China to find a cheaper supplier for advanced industrial chemicals that can produce essentially the same materials we currently use, for much less cost.

Once the search by the purchasing department narrowed our target to a few suppliers, it was time for me to make sure that the suppliers can provide the required quality at the required amounts and costs.

The first thing I did was to contact the supplier to set a date for an audit visit. Once confirmed, I traveled to the location and waited with my team to be picked up by the supplier. After a long drive through an ever changing landscape, we reached the plant which at the first glance seemed to be an above average facility that looked promising regarding size and capability. Initially, we were offered a luxurious lunch banquet (refer to my previous articles for more information about business lunches/dinners in China).

Afterwards, we asked for a guided tour in the production line. Here's where the magic happened. We were asked to wear face and hair covers in addition to hospital style coats. They seemed to be very concerned about hygiene and both personal and industrial safety. This was all fine and made me proud in my purchasing team's success in finding such a sophisticated manufacturer.

As we ventured further into the facility,

we noticed how professional the operators seemed, we also were told that the factory only hires the best of the best in the advanced chemicals field to ensure the strictest of quality control schemes. I did however note that they are that we were touring was a bit smaller than I anticipated. I reckoned that this can't be all of it. Apparently, the rest of the factory area was still being expanded as I have been told.

Although the factory was more or less manual -much of the processes that are usually done by machines and robotics in Europe were done here by hand-I was under the impression that the factory might actually be capable of producing my product in the required amounts -since emerging market working hours are usually longer than European ones- and I also believed that with a few modifications I can develop this factory to be part of my highest quality supply chain.

I inspected all stages, from formulation, to processing all the way down to packaging and storage. I did ask again at that time if this was all the factory and if this one production line will be capable of producing all the amount I am going to order. The answer was

a strong YES! I assumed they will be working a 24/7 schedule to be able to produce the required amount using one production line but I didn't mind as long as I get the AMOUNT I want at the TIME I want with the QUALITY I want and of course the COST I want.

With everything seemingly in order, I thought that it's time to sit and talk about money. We drank some hot tea and discussed pricing and quantities that can be produced per month. I was promised that they factory will ensure that my orders meet the specifications that my engineering team will send them. This remark sounded a bit vague and because the contracts I sign with suppliers always include a clause about quality, I thought this was only a clarification.

However, when I brought this point to the discussion, I felt the conversation taking a sharp turn. I told the supplier's team that I will instruct an external 3rd party testing lab to take random samples from each batch received to confirm the product quality before payment is made. This was met with a very doubtful look on the hosts' faces. They argued that sometimes testing labs provided incorrect results, so I answered that they can choose any lab approved by a worldwide German accreditation firm.

Again, they looked worried and with that I also started to get worried. I didn't understand why a factory with such potential would worry that much about a random check on each batch. This sparked my doubt as I felt that I need to get to the bottom of this. So I told the supplier that our company had a supply chain policy that included two very important clauses; one of which was the external testing clause and the other was a permit to visit the factory at anytime with NO warning.

It's my understanding that any good supplier should not worry about surprise visits to their production facilities nor should they worry about a random test to be made on their product. So I was in extreme shock and dismay when I was informed that refuse both rules and that I have to pay for a product in all cases as they are not ready to accept any losses. My argument that there will be no losses if the product met the specification went down the drain.

That's when I decided that this supplier must have something to hide and I had to ask directly about what they are worried about. They told me that they are not worried but they have their reputation to preserve. I didn't believe a word of it of course because

common sense dictates that their reputation would only gain if they allow their customer to test the product before buying.

I was sure that they are lying to me and I don't like being lied to. And since this was not common practice in reputable business circles, I had to resort to uncommon precautions to make sure that I am on the safe side. So when the time came for our early dinner, I asked our driver to snoop around and have a chat with some of the operators who were on a smoking break to find out what's really happening here.

To my utter shock, it only took 15 minutes till the driver called my assistant and gave us a clearer picture of what was really happening. One of the operators told him that the factory only recently received back a shipment of chemicals from another client due to severe contamination and an incorrect formula. "But the facility isn't that bad" I said. That's when I was told that "what I visited was not the actual production facility! It was a small part of the facility called the MARKETING room.

The actual facility was described to me as "an old and run-down" facility with decades old production lines. I understood then where my chemicals were going to be manufactured and how the factory was going to be able to produce the required amounts. I was being fooled by the "marketing room" and although the factory owners were very good hosts, I now had a strong opinion against working with them.

It seems that "over-marketing" can reach the level of exaggeration in China and other emerging markets. Sometimes it can even reach the level of outright fraud. However, I believe that with the needed information, knowledge, background, experience, team and a strict checks-and-balances system, you can pull through.

It might not be as easy as working in developed markets, but it sure is cheaper, and as long as the customer keeps chasing cheaper products and services, we will all have to hunt for profits on these frontiers. As for my chemicals supplier, I chose to proceed with a different supplier who accepted my rules and proved to be more cooperative.

The Profit Hunter Diary continues next month with Moe "The Profit Hunter". Until then, please send your comments and questions to: moghareeb@gmail.com



Certificate No: C991013



In this new series, Moe "The Profit Hunter" provides a real, raw, unedited guide for business and technology managers and entrepreneurs working in emerging markets and rising economies.



European Chamber
中国欧盟商会

EUROPEAN CHAMBER IN TIANJIN



Jan.31st, 2013

GM Briefing: From "Dragon" to "Snake", what do we have in hand and ahead?

As the year of Dragon is coming to an end, the year of Snake is at door. Is China's economy also changing from a flying "dragon" to a crawling "snake"?

Or maybe it has already changed? With European economy stuck in recession, European multinationals are clearly counting on China to deliver more.

Beyond the headlines about China's growing weight in the world, what does China now mean for multinationals? Especially when even China now is in economic downturn? What are the top changes that multinationals need to cope with? What are the top challenges they have to tackle? And what are the opportunities that they cannot afford to miss?

During this month's GM Briefing event, Mr. Gabriele Castaldi, the Local Chair of European Chamber Tianjin Chapter presented the results of "Economic Downturn" survey conducted by end of year 2012. Invited speaker Mr. Eric Goujon, Lead Partner of European business in PwC China also shared his observations and insights from his 18 year experience in advising multinationals in China. All the top executives found the survey analysis and informative figures from the speakers are very helpful for them to work out and adjust the strategy for year 2013. The European Chamber Tianjin Chapter will further follow up the suggestions and comments collected from the survey by organizing more direct dialogue with government officials on a working level and other related activities with powerful speakers.

Opening up Announcement, Turku Region of Finland, Tianjin Office



Finland Turku Region Tianjin Office is based on the Sister City relationship with Tianjin Municipal City since 1999 and the establishment under the umbrella of the European Union Chamber of Commerce in China.

The idea is to utilize the excellent relations between the two Friendship Cities, Tianjin and Turku, to promote the mutual business between the regions. The leaders of

both cities, after more than 12 years of friendship and cooperation between the officials and universities, warmly supports the Turku Office in Tianjin and its operations. The service of the Office includes finding contacts for business and media relations.

For more information of the Turku Office in Tianjin, please don't hesitate to contact:

Turku Region Tianjin Office
Alex Gu, turku@european-chamber.com.cn, tel: 022-58387603
Turku Region Development Centre
Megumi Hayashi, megumi.hayashi@turku.fi



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Past Event

Breakfast Seminar: Keys to Building Trust and Communication



The majority of business difficulties are a result of communication problems. What is said is not always equal to what is interpreted by our partners. Meanings depend on language and cultural backgrounds and words are naturally interpreted through our own values, beliefs and our past experiences. In our German Chamber Breakfast Seminar the communication experts Dan Paulson, CEO of InVision, and Ruth Lycke, COO of InVision in China, shared their expertise on how to communicate effectively in companies and intercultural environments. The interactive seminar included role plays and advised on how to improve communication skills through verbal and nonverbal expressions such as body language in order to build trust among managers, employees and business partners.

Upcoming Events March 2013

- I.LHR Seminar: Unscrambling the new Labor Contract Law Regulations 2013 解读《劳动合同法（修正案）》及《劳动争议司法解释（四）》新变化, 13:30 – 17:00, 01 March 2013, GCC North China – Tianjin Office
- II.German Chamber monthly Get-Together in Binhai (Stammtisch Binhai): 17:30 - 21:00, 06 March 2013, Tianjin La Seine French Restaurant (Binhai New District)
- III.IPR SME Helpdesk: What's in a Name? Branding and Trade Mark Protection in China, 14:00 – 17:00, 26 March 2013, Radisson Blu Plaza Hotel Tianjin
- IV.German Chamber monthly Get-Together (Special Kammerstammtisch Tianjin): 27 March 2013, Drei Kronen 1308 Brauhaus
- V.Breakfast Seminar: to be confirmed
- VI.Event in International School Tianjin: to be confirmed

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Tianjin's total volume of foreign trade hit US\$115.62b in 2012

According to Tianjin Customs, the total volume of foreign trade in Tianjin hit US\$115.62 billion in 2012, an increase of 11.8% year on year.

The statistics showed that the total volume of foreign trade in Tianjin Binhai New Area reached US\$79.42 billion in 2012, an increase of 13.5% year on year, accounting for 68.7% of the total volume of foreign trade in Tianjin.

The export volume of foreign trade in Tianjin reached US\$48.31 billion in 2012, up 8.6%, and the import volume of foreign trade hit US\$67.31 billion, up 14.3%.

The electronic products and electrical appliances in Tianjin saw an increase of 9.5% in export volume with US\$20.36 billion, accounting for 44.7% of total export volume.

The electronic products and electrical appliances in Tianjin saw an increase of 13.1% in import volume with US\$18.31 billion, and the transport machines saw an increase of 40.6% in import volume with US\$12.08 billion.

Time-honored Sea-Gull Watch seeks young customers' attention

Wang Jun, a salesman for the Tianjin Sea-Gull Watch Group Company, is proud of the watches his company manufactures, even if they aren't as well-known as their Swiss counterparts.

"Older Chinese watch brands like Sea-Gull have started to attract more attention from consumers," Wang said, adding that the shoppers tend to range in age from those born in the 1950s to younger customers who were born in the 1980s.

The People's Republic of China had no watch manufacturers in the early years following its founding in 1949. It was not until former Premier Zhou Enlai called for the creation of such companies that China's watchmaking industry began to take shape.

Four workers from northern city of Tianjin manufactured the first Chinese watch in 1955. Three years later, the Wuyi Watch Factory was founded, changing its name to Sea-Gull in 1973.

"Sea-gull has witnessed the progress of China's industrial prowess and represents precision machining," Wang said.

While most of Wang's customers are older people who have nostalgic feelings for the company's timepieces, younger people who wish to buy high-performance watches are starting to trickle in as well.

Source: money.cnn.com

Life is a shipwreck, but we must not forget to sing in the lifeboats.

生活是条沉船，但我们不要忘了在救生艇上歌唱。
—伏尔泰 (Voltaire, 法国启蒙思想家、文学家)

Don't let your ego get too close to your position, so that if your position gets shot down, your ego doesn't go with it.

不要让自尊被职位高低所束缚。这样即使你不在高位，你的自尊依旧。
—科林·鲍威尔 (Colin Powell, 美国前国务卿)

People often ask me if I know the secret of success, and if I could tell others how to make their dreams come true. My answer is, you do it by working.

人们时常问我是否晓得成功的诀窍，能否告诉别人怎样使他们的梦想成为现实。我的回答是：身体力行。
—沃特·迪斯尼 (Walt Disney, 美国实业家、迪斯尼乐园创始人)

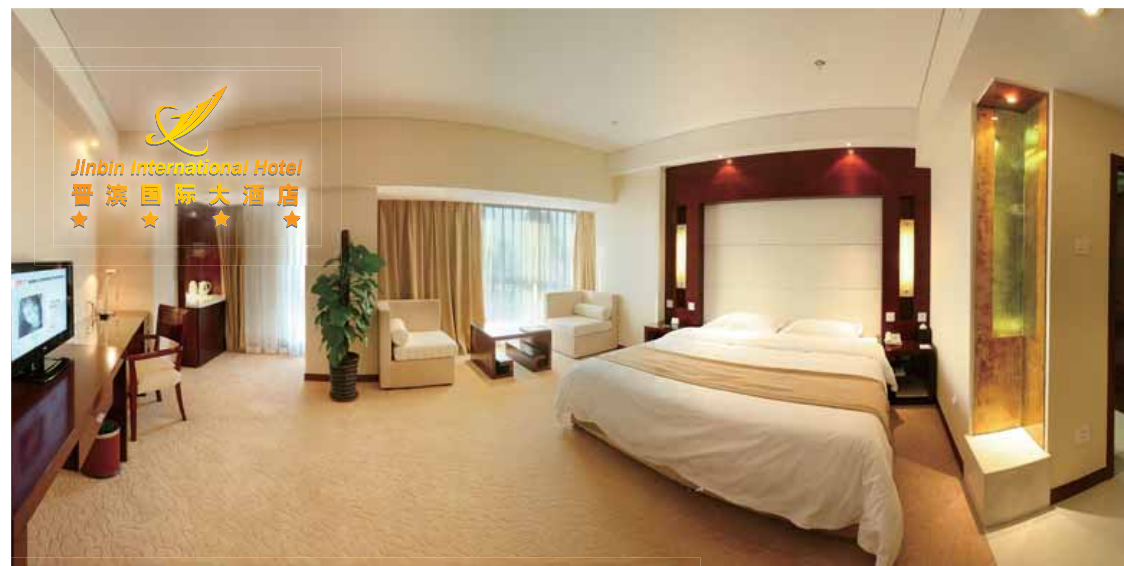
Success is a lousy teacher. It seduces smart people into thinking they can't lose.

功是一位差劲的老师。它会诱导聪明的人觉得：自己不能失败。
—比尔·盖茨 (Bill Gates, 微软公司创始人)

People do not start out with the search for facts, they start out with an opinion.

有效的管理者都知道一项决策不是从搜集事实开始的，而是先有自己的见解。
—彼得·德鲁克 (Peter Ferdinand Drucker, 现代管理学之父)

Source: Fortune China



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GOOD NEWS FOR CHINESE STUDENTS - (MAYBE)

by Paula Taylor

Recently the news regarding the gaokao, the feared Chinese university entrance exams has brought a tentative happiness to the millions of Chinese students who are yet to face this gruelling test. The central government has been concerned that the children of migrant workers face more difficulties than local students.

All Chinese citizens have to have a hukou – a residence permit. These hukou bring benefits to big city dwellers that the rather less developed country areas cannot offer. For instance, of course everyone would like to get into the university of choice, the best one, Beijing University, or failing that Qing Hua University. Naturally all the good universities receive tens of thousands of applications each year, and because of this restrictions have to be in place. Should entrance be limited to the best and most high achieving students? One would think so, however big cities like Tianjin, Shanghai and of course Beijing face criticism because they give preference to local students, rather than non-locals. It is a conundrum that is really difficult to resolve.

Whatever the rights and wrongs of this, it

放宽异地高考限制

最近，中国主要城市推出了放松高考限制的方案，并且把农历新年作为最后期限，完成这项任务。中国人向来对子女教育非常重视，高考是中国的高校入学考试简称，一直以竞争激烈著称。为了让农民工子女获得进入优秀学府的平等机会，中国国务院设定出台了异地高考措施的最后期限。此举旨在保障进城务工人员随迁子女受教育权利，对于维护社会和谐具有重要意义。

目前为止，没有本地户口的学生必须回到户口所在地参加高考。而回到户口所在地高考将让他们在高考中处于劣势，因为大型一线城市的精英学府一般会倾向于录取本地考生。农民工基本上都没有本地户口，这让他们根本无法享受当地的福利。但是网友们激烈讨论的问题在于，没有户籍改革就不可能有真正的高考改革。对户籍改革的讨论似乎越来越热烈。而户籍制度由来已久，属于中国特色之一，所以想要从根本上解决这一问题不能一蹴而就。

seems perfectly natural to me that a city should first want to extend benefits to those that belong there. We have local governments or councils in England that provide housing and schooling based on this very concept. When I lived in London I had a local government apartment. It is quite big, with two bedrooms. My rent was around 3,500 yuan a month, whereas my friend who was not a Londoner and therefore had no right to local government housing had to rent privately. She had a bedsit which cost 7,500 yuan per month. Schools, doctors' and dentists' surgeries all give priority based on

addresses, so if you have lived in the catchment area for some time you can avail yourself of their services, but if not you will have to make other arrangements.

The central government set a deadline of New Year's Eve for loosening the restrictions on gaokao, but there are fears that they do not go far enough. The previous rules were that if students did not have a local hukou they would have to go back to their hometown to sit the exam, and from there apply to their university of choice. So naturally these students were initially pleased about this news and critics of the existing

gaokao rules were delighted that the playing field was seemingly being levelled, as they have always asserted that some of China's highest potential students have limited access to the best universities. However upon examining these new rules, it becomes apparent that they are still severely limited, so no doubt those feelings of elation will give way to disappointment.

Meanwhile those possessing local hukous are in favour of keeping the restrictions. One can't really blame them for this. For Tianjin residents, if their child has a chance to go to Nankai or Tianjin University, of course that is much better than going to some less prestigious and less well known university down the other end of the country. If their children go to local universities they still get to see them every weekend, rather than just once a year at Spring Festival. Also they believe that because of the competitiveness of the gaokao, their children are already under enough pressure as it is, so any little edge over the competition is of course welcome.

In a statement made in August, the State Council promised "The move aims at ensuring the education rights of the children of migrant workers, and is crucial to maintaining social harmony". Putting it like this, both sides seem reasonable to me. However according to the Beijing Municipal Bureau of Statistics, in Beijing nearly 37% of residents do not have a local hukou, so you can imagine the strain on local resources should they be able claim the same rights as locals.

In actuality, what is being offered is not wholesale access to all the benefits that locals enjoy, nor is it actually saying that children of migrant workers will be offered the same chances at gaokao as the local students, it is merely saying that the rules will be loosened.

So what actually does a loosening of the rules entail? As far as Beijing is concerned,



Chinese Students

commencing this year, if migrant workers have had full time jobs and have contributed to social insurance schemes for three years consecutively, their children will be entitled to "additional access to education". Other stipulations are that students must have studied in middle school in Beijing for three years. After fulfilling these criteria, students will be qualified to take exams for secondary vocational schools – still no automatic entrance to Beijing's finest establishments upon getting high scores in the exams though.

In 2014 the benefits for these students will increase, although they will still not be able to attend the local gaokao. Hence it seems that these rule changes will not fulfil the migrant workers' dreams that their children will be given the same chances as local children. The children of migrant workers work extremely hard at their studies and as far as exam scores are concerned, they are often in the top percent of the country. This is because they well know of the great sacrifices that their parents have made to get them to school.



Hard working before Gaokao

Beijing aside, other provinces are determined to extend as much help as they can to migrant workers. In Guangdong, where more than a quarter of people living there are not local and therefore do not have a local hukou, the children of highly skilled workers will be able to gain

credits towards taking a gaokao, if they meet the three year study proviso and also their parents fulfil the three year work and insurance criteria.

In Shanghai they are looking to use a credit system based on someone's educational status, employment or business status, and of course contribution to the social insurance scheme. They however have not specified just exactly how many credits are required to qualify for the local residency

Other provinces have their own ideas as to how to resolve this problem, but many believe that the problem is not with the gaokao, but is with the hukou registration system instead, and there are calls for this to be changed. Vice Premier Li Keqiang has already made a statement "In order to push forward urbanization, we must take migrant rural workers and gradually change them into urban residents. This requires that we push forward household registration reform".

Whatever happens, the following truth was uttered by the Beijing education commission "It is very difficult to effectively balance the interests of students with and without a Beijing hukou". Indeed it is difficult to please all the people all of the time. They have an unenviable job here trying to find policies that will suit everyone, it is impossible, but the number of people here naturally means that the number of people unhappy about the current gaokao situation runs into the millions. Chinese people face challenges in society that we have little idea about. It is at times like these that I really have to commend their fortitude.



Hopeland International Kindergarten Winter Activity --the Lunar New Year chapter



华兰国际幼稚园冬令营——农历新年篇

传统意义上的春节是指从腊月初八的腊祭或腊月二十三的祭灶，一直到正月十五，其中以除夕和正月初一最为热闹。在春节期间，各种各样的活动更是多姿多彩，带有浓郁的中华民族特色。结合“农历新年”的活动主题，华兰国际幼稚园的外籍小朋友们和外教也一起体验了过中国春节的乐趣，活动围绕着辞旧迎新、迎福接福、祈求丰年的主题展开，更通过包饺子，唐装秀等一系列传统的迎新春活动，让他们充分了解中国独特的民族文化，从而增进了中外文化的交流与发展。



Traditionally, Spring Festival starts from the 8th of the twelfth month of the lunar year or the Kitchen God Worshipping Day, the 23rd of the twelfth month of the lunar year to the 15th of January on the lunar calendar, the Festival of Lanterns. Out of these dates New Year's Eve and the 1st day of January on the lunar calendar are the busiest time for Chinese people, with many different traditional activities. Therefore, the foreign children and teachers from Hopeland International Kindergarten experienced the fun of Spring Festival together by making Jiaozi and presenting Tang suit in order to help them know more about Chinese culture and accelerate the communication and development between east and west.



GEMS World Academy Tianjin: Little GEMS International Pre-school Leading the way in Early Childhood Education.

Professor Pat Preedy (Chief Academic Officer: Early Childhood Education)

We are privileged and excited to be opening our first School in Tianjin Eco- City. Little GEMS International will be the Pre-School for GEMS World Academy - Tianjin. I have been working in education for over forty years, the last twenty specialising in early childhood education. I have combined many years of experience and research into developing the curriculum for LGI. Currently, as well as being Chief Academic Officer, Early Childhood Education for GEMS Education, I am a lead inspector for the Independent School Inspectorate, a university lecturer and school adviser.

I am thrilled to bring the Little GEMS International (LGI) curriculum to China. Currently I am working with the staff at GEMS World Academy - Tianjin LGI to ensure that important aspects of the

Chinese culture are embedded within the LGI programmes. This will provide LGI children with an educational experience which respects and instils Chinese values, whilst exposing them to a truly international learning environment.

The thing that really separates us from other providers is our unique specially written LGI programmes based upon research into how young children learn and develop. Learning is multi-sensory to ensure it appeals to all learners. Through the use of SPARKLE (sensory, physical, auditory, real, kinesthesis learning experiences) along with high quality resources including information technology, children are able to gain independence whilst undertaking activities which help them to explore and learn at their own pace.



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▶ Minju Oh – Wellington College's Korean Intern



A unique feature of Wellington College International Tianjin is the strength of its links to its UK partner school, the prestigious Wellington College in Berkshire. This is no better illustrated than by the Internship Programme offered to former pupils of Wellington UK. Each year, several interns, or "gappies" as they are often fondly known, thanks to the gap between school and university in which they are

taking the internship, come out to Tianjin to work in the school for between three and six months.

This term Wellington Tianjin has been delighted to welcome its very own South Korean gappie, Minju Oh. Soon to be 19 years old, Minju left Wellington UK in 2012 with a very impressive 42 out of 45 score in the IB Diploma Programme. Having lived in South Korea until she was nine, Minju then moved with her family to South Africa, before heading to Wellington UK with her brother in 2007, where they both boarded full-time. In her last year, Minju was Deputy Head of her boarding house, helping to look after some 60 girls.

▶ Korean Pianist, Sonja Park, to Perform at Wellington College's Festival of Education

Wellington College International Tianjin will be holding its first Festival of Education at the College on Friday, 8th March and Saturday, 9th March. While Wellington College in the UK holds an annual educational festival, this is the first time such an event will be held in China. The theme of the Festival will be International Education and its Developing Role in China.

Korean Pianist, Sonja Park, will be performing a recital at the Education Festival on



the evening of 9th March. This will be Ms Park's first visit to China. Her recital programme at Wellington's Seldon Theatre will include works by Mozart, Beethoven, Chopin and Schumann.

Entrance to Wellington's Festival of Education, including Sonja Park's piano recital on Saturday, 9th March, is free of charge, but places are limited and should be reserved in advance. For further information, please email edfest@wellington-tianjin.cn.

▶ Wellington Celebrates the Year of the Snake

Wellington College celebrated Chinese New Year on Friday, 8th February, starting the festivities with a performance in the Seldon Theatre featuring folk dances and music from the Operatic and Dance Society of Tianjin and from a group of Wellington's own very talented pupils. These included a folk dance called Spirit of Purple Bamboo and a traditional Chinese erhu instrumental performance of Spending Time Amidst The Peach Blossoms. The results were then announced of the Year of the Snake poster competition which included some stunning winning designs from year groups throughout the school. The performance was followed by a mini fun fair featuring traditional Chinese games and activities including dumpling making, shuttle cock kicking, origami, tangram, gobang and participating in a tea ceremony.





By Paula Taylor

You probably know by now that television dramas are very popular here, particularly historical and war dramas. Last year the most popular show by far on Chinese TV was Legend of Zhen Huan, an historical drama set in Qing Dynasty (1644-1911). The story centres around the power struggles in the Emperor's court, namely between his concubines. It was phenomenally successful and was exported to Taiwan and other Southeast Asian countries like Singapore and Malaysia. What does this have to do with you, you may ask. The Chinese grapevine is buzzing with the news that it is set to be aired in America. I have my reservations as to whether or not the news is true and if so, how well will it translate and be received by American audiences.

Although the director of the show, Zheng Xiaolong said "It is expected to be broadcast on several US television stations in about six months", I could find no confirmation on American news websites. The show depicts a fictional power struggle between the concubines of the emperor. The word "fictional" is of vital importance, for those history buffs among you, the lack of actual

中国的电视剧出口会成功吗？

最近有新闻说，红遍亚洲的《甄嬛传》即将登陆美国荧屏。很多中国的“甄嬛迷”们都为之欢呼雀跃，但是我却怀疑这部剧在美国是否真的能成功。

首先，后宫争斗是西方人陌生的题材。虽然，女性在全世界范围内都曾经处于男人的从属地位，但是欧洲的皇室从来都是一夫一妻制。英国的古装剧例如《唐顿庄园》也曾在美国取得成功，那是基于剧中的情节与美国的历史有交集。

其次，残酷的斗争和死亡不是西方观众喜欢看到的结局。我发现一些亚洲的电视剧，角色会突然患病死亡，而前面并没有任何铺垫，也许亚洲的观众喜欢悲剧化的结局。另外，台词的翻译是否能够准确到位也对播出效果有很大影响。

我认为，在历史背景、伦理关系、思维模式都不尽相同的情况下，《甄嬛传》很难被美国观众接受。

historical validity may annoy you. I used to watch a lot of Kung Fu films and central to the story were the wicked Manchu (Qing) Dynasty usurpers being overthrown and the Ming Dynasty being re-established. Once I started to study Chinese history I could no longer swallow such gung-ho nonsense. Although of course the Qing dynasty was overthrown, it had nothing to do with the Ming dynasty. If you are in blissful ignorance of Chinese history, and if this drama is aired in America will it appeal to you?

I personally think it is doubtful. For one thing this idea of an Emperor having lots of concubines is completely alien to westerners. Of course we all know that before, women, wherever they came from in the world had no status, and were completely dominated by men, so this idea we can accept as fact. However the power struggles between the various concubines have absolutely no connection with our lives. The minutiae of life at court for these women will be largely lost on us. I love costume dramas such as

Pride and Prejudice and a recent successful import to America from England is a series called Downton Abbey, which is set in the early Edwardian era. Part of the reason it is so successful across the Atlantic is that although it is set in England, it has reference points that cross both English and American history, so viewers are able to connect with it. For instance the first episode was based on the Titanic and how the featured family lost loved ones when the ship went down. It also features the effects of World War I and the Spanish flu pandemic, events that we are already familiar with.

Naturally Chinese people have received the news of the airing of Legend of Zhen Huan in America with great excitement, they are keen to find out what Americans think of their dramas. Before they get too excited, here is a direct quote from the director: "The US company watched Legend of Zhen Huan with English captions and were satisfied with it," Zheng told the Global Times in a phone interview, but he refused to disclose the name of the US company or the local television stations that will broadcast the show. "They will re-edit the opera into six episodes". The original drama is 76 episodes long, so even if it does air, it is manifestly not the same drama at all. I really don't know why Asian dramas have so many episodes. I am a fan of Korean dramas but I prefer the ones that only have 16 episodes, as if they go over this, the plot becomes more and more nonsensical. It is much easier to maintain a realistic storyline if the plot is not too convoluted. The baddies in these dramas tend to take on pantomime proportions the more wickedness they do, until they become almost caricature-like. How much will they have to cut out in order to fit the story into six episodes? If this really is the case then surely a lot of important scenes are going to be lost, which will hamper understanding.

There is another reason why I think this drama will not take off in America. The director said "It is not a simple ancient love or idol story. It reflects the cruelty of feudal society including a tragic end for almost everyone in the opera including the emperor himself (who was cheated by his concubine and raged to death)." With this one sentence the director has unwittingly identified a major difference between western and Chinese tastes. A tragic end for almost everyone in the opera is not what western audiences want to

see. The good guys have to win for us, but in Asian dramas, the death toll is quite high and if the good guys die it is considered to be tragic – and great! I find Chinese dramas melodramatic and bloody and violent. We don't want to see heroes and heroines dying wholesale. Also the director says that the "Emperor raged to death". Quite often in Korean dramas when (grown-up) children do not do what their parents or grandparents want, the elders have a heart attack or collapse and are hospitalised. This is really unacceptable for western audiences. For this to happen, we need to know that the person already had a pre-existing heart condition, people cannot just collapse for no reason. We do too much analysing and things have to be realistic.

This seems to be basically a family drama, albeit the Emperor's family, with a bit of politics thrown in. Asian families have a completely different set up and hierarchy to western ones, so all the intrigues and power playing, once again will be largely lost on western audiences. Will this teach us about Chinese history? Not really as it is by its own admission a fictional account.

There are also concerns that the language will not translate well at all. Chinese idioms are heavily used and are very subtle, many times there is no direct English translation. A friend told me that when she watched a Chinese show that had English subtitles the meaning was totally different. She said two people were discussing a Beijing Opera, but were subtly using the story to covertly verbally attack each other. However the subtitles only conveyed them describing the opera and the deeper meaning was lost.

Asian audiences have been raving about this drama because of the high quality acting, costumes and authentic feel etc. Many of the elements are familiar to them – but not to us. How do you feel when you see a songbird being kept in a tiny cage? I feel terrible, I cannot bear to see it and wish the bird could escape. When Asian people see this they just want to hear the bird sing, they don't think about the condition of the poor little creature. My point is our thinking is totally different. I don't know whether this drama will air or not, or if it does whether it will be successful.



Jessica Marie Alba



Beyonce



Natalie Portman



Kristen Stewart



Angelina Jolie

Two Tientsin Bakers of Kiessling

百年老店起士林

By Andrea Klopfer

对很多天津人来说，起士林这个品牌是一个值得骄傲的名字，是天津本土品牌的骄傲。这个品牌以其创始人Albert Kiessling来命名，最初坐落于原德国租界（今解放北路）。起士林最初以德式糕点而闻名。对当时居住在天津的欧洲人来说，这里有很多他们最甜蜜的回忆。曾在天津生活过的名人都曾在自己的回忆录里提到过这家店。后来，起士林把分店开到上海、南京等外国人较多的城市，生意蒸蒸日上。在岁月的变迁和历史的变革中，起士林已经改变了最初的模样。但作为天津的知名老字号，市政府一直在努力恢复其往日的风采，继续作为天津历史的名片。



Today's Kiessling (Photos from <http://www.ujayou.com/product.do?method=detail&id=3374>)

Easter was a great occasion for business for the renowned bakery of Tientsin—Kiessling and Bader. It was named after these two German gentlemen: Karl Albert Kiessling (1879-?) and Friedrich Bader (1884-1967).

As early as 1901, Albert Kiessling and his wife opened a Western German-style restaurant with bakery-confectionary in the French concession of Tientsin on the Rue de France (Daku Lu), opposite the French Club. Story has it that at the time of the First World War, there was a contre-temps when some French men talking loudly on the doorstep provoked other clientele enjoying a meal, with the result that the French municipality gave Kiessling three days to move his premises elsewhere. They moved to the German concession on Kaiser Wilhelmstrasse (Jie Fang Lu). Kiessling took on his brother-in-law, Herr Bader, as a shareholder. For an alternative creative story of the start of this partnership, you can read Adam Williams's story "Tientsin: The True Story of Kiesslings" in MaLa—Chengdu Bookworms Literary Journal vol 1 issue 1 June 2010 at www.mala-literary-journal.com/MaLa_issue1vol1.pdf.

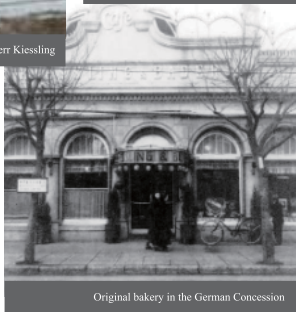
It expanded to become a European restaurant staffed by Chinese waiters and confectionary shop styled on the Viennese



Herr Kiessling



The Kiessling Family
—Emmy, Albert, Maria and Werner.



Original bakery in the German Concession

konditorei or French patisserie staffed by white-coated White Russian girls. One such was Nina Tarasov who started her employment there in the 1920s at \$30 a

month with full board which included breakfast, lunch, afternoon tea and dinner. There was an hour's rest after lunch in an upstairs room, plus one day off each week. The staff were friendly and cheerful, the bosses considerate and the overall look of the establishment was "stylish and professional" (Nash page 66-67).



Photos showing white-robed staff back in the 1920s.

By 1925, it was described as "a credit to European Tientsin and a source of great pleasure to its inhabitants". Desmond Power referred to it as "that incomparable gem of a restaurant" (1996: 112). A number of autobiographies associate it with pleasant memories of ice cream treats (Isabelle Maynard) and special outings. Brian Power recounted how, as a boy, his mother would take him there after church:

"Herr Kiessling, a fat man with two chins, strutted up and down inside the entrance to his café. My mother's friends were impressed when he greeted her in German and showed her to a table by the window. ... While we sipped hot chocolate and ate pastries, a trio seated by some potted palm trees played waltzes by Strauss and Weber. The violinist and leader of the trio was Herr Schneider, a short pale-faced Austrian with a small moustache and sad, dark eyes. He also played in the orchestra at the Empire Cinema. When Herr Kiessling thought that his trio were taking a little too long over their interval, he would go and stand beside them with his hands behind his back and give Herr Schneider a sly look out of the corner of his eye. Herr Schneider would sigh, take up his bow, place a small cushion on his shoulder, settle his violin on it with great care and begin to tune each string in preparation for the next waltz". (1984: 39-40)

A particularly busy time was Easter when there was a large volume of orders, not only from Tientsin. Kiessling's koolichi (a sweet yeast-risen cakey bread usually containing raisins, nuts and candied citrus rind in a tall cylindrical shape with icing), paskha (heavily pressed cottage cheese studded with raisins and brandied fruit shaped into a pyramid), and chocolate eggs were well-known.



Left: Koolichi Right: Paskha

In the Russian Orthodox community, Easter was an especially significant festival with paskha breaking the traditional dairy-free fast of Lent and the koolich exchanged as gifts with friends as well as taken to cemeteries to be given to deceased relatives (not unlike Chinese making offerings at Qing Ming Jie). People would be attracted to the elaborate window exhibitions such as this one for Easter:



Attracted by the window display, which changed to fit the seasons and events.



The confectionaries appealing to the Russian Orthodox community – left is a koolich and right is a paskha with prominent Chi Rho symbol XP (these are the first two letters of the Greek word for Christ whose resurrection is celebrated at Easter).

The bakery grew to cover a larger area, include a dance hall and outdoor eating facility. Branches were established in Shanghai, Nanking (Nanjing) as well as in Peitaiho (Beidaihe - still there in 2005) to cater to the foreign population that descended there for the hot summer months. Deliveries were made by bicycle and produce could be bought by the roadside, as this shows:



Kiessling & Bader

The successful business maintained its name but changed owners after 1933 when Bader returned to Germany. Its new owners were Herr Walther Reichel (German) and Herr Robert (?) Tobich (Austrian, married to Albert

Kiessling's daughter, Emmy). Reichel had been working in the Kiessling factory and became the man-behind-the-scenes production manager. Tobich, newly arrived from Europe, was the up-front manager who was very people-oriented and a good manager, spending time getting to know his employees and seeking their input. Business continued after the Japanese occupation but after 1949, management was taken over by the Tianjin People's Municipal Government. In 1954, Kiessling amalgamated with the Victoria Café (formerly Yi Shun De). It had started up in the 1920s, expanding in the 1940s when the present art-deco building in Xiao Bai Lou was designed by the French architectural firm of Hunke and Muller. Its predominantly Russian menu came to include British, French, German and Italian dishes. The name Kiessling was retained and it continued to specialize in Western baked goods, candies and chocolates.



The Victoria Café in Xiao Bai Lou circa 1920s? (source: <http://www.flickr.com/photos/10233546@N00/518208533/show/#photoset821>)

During the Cultural Revolution of 1966-76, it was known as the Tianjin Restaurant with workers, peasants and soldiers dining there. In 1970, the staff united to write a letter to Zhou En Lai requesting that the long-established brand name be restored and a week later, approval was given. Branches opened up on Dali Dao and in Shi Pin Jie, and the Qin Huang Dao branch resumed business. A foreign visitor in the early 1980s observed that it was "a dirty noisy proletarian joint" [Minford, J. Draft Sketches from a Tientsin Journal 1980-82. China Heritage Quarterly, March 2010, No.21].



Restaurant in the early 1980s. (source: http://www.chinaheritagequarterly.org/stories.cfm?topicno=02_storyno=1&issue=021)

On 5 July 1990, the name was formerly changed with restaurant, guest rooms, dance hall and Karaoke developed. A new branch was opened in 1998 in Beijing. The Tianjin branch has been remodelled and resurrected.



Gracious eating once more.

The bakery stands tall today, albeit somewhat dwarfed by modern high-rise buildings, having withstood floods, Japanese occupation, warfare, earthquakes and modern city development.



Still serving customers – visited January 2013 (Photo copyright Andrea Klopfer)

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The Rise of the Phablet

by Parker Barriball



One of the most popular big screen smart phones

The evolution for the cellular phone is a strange one. At one point in the 1980's your cell phone could not only make calls for a mere 4USD per minute, but in a pinch it could double as a weapon. US citizens were once required to register them for concealed weapons permits. Then, as technology progressed phones naturally shrank. Most of us will remember the old Nokia 'brick' phones that fit comfortably in your palm, featured Gameboy style graphics, and were as close to indestructible as plastic gets. After people got tired of flip phones inevitably breaking, there came the rise of the

大屏手机迅速崛起

还记得当年我们使用的小屏幕手机吗？那时的手机屏幕不及两指宽，但是看着上面的图案是彩色就觉得满足了。毕竟还有很多都是黑白屏。这样的记忆恐怕很多人都有，那时谁也没想过几年之后的手机屏幕能做到如今的4英寸、4.6英寸、4.8英寸、5英寸甚至6.1英寸。而且手机的功能也是越来越强大。以前你只能用来打电话发短信，强大到现在你几乎能用来干任何事。现在手机功能是强大了，屏幕也越来越大了，但我们有没有想过在这种更大更强的背后是否有一些不便的因素存在呢？不可否认，大屏触控屏智能手机已经成为了手机的发展趋势，屏幕尺寸也越来越受到消费者的重视。拥有了相对较大的屏幕，无论看电影还是玩游戏都会有更好的体验。可是大屏与操控手感是一对天然的“死敌”，大家需要在它们之间找到最合适的平衡点，选购到最适合自己的使用款式。

smart phone.

While PDA's were around in one iteration or another long before the smart phone of today, these devices lacked the computing power, high definition screens, and a market that demanded constant connection with the internet. One of the strong trends in the cell phone market today is the rise of the large display screens. By now you either own one, or have been shocked by watching someone hold a Samsung Galaxy Note, or HTC Nexus to their ear and wondered, what the hell is that thing?

It's easy to look at large display phones and scoff. I have one myself and was not sold on the hulking design at first. My Galaxy Note can be cumbersome when messaging with one hand, and pockets have to become dedicated real estate when I am on the go. Protective cases and screen covers for such devices are ubiquitous, so keeping your new toys scratch and damage free is relatively easy. Because smart phones do serve so many functions, phone, web browser, E-reader, calendar, and all around assistant, protecting your phone is certainly worth it. And with bigger screens and bigger price tags, the sting of breaking or scratching a smart phone is also increasing.

If there is one leader in the trend of reversing phone size it is Samsung. Their original Note boasted a 5.3in display, while the newest iteration, the Note 2 has a 5.5inch display. Samsung is not the only company pumping out large screen phones; HTC likes to keep pace with its new big screen models, and Chinese brand Huawei waited for CES 2013 to showcase its new Ascend line that boasts an even larger screen than the Note.

The Huawei Ascend Mate has an impressive 6.1-inch HD display, which is really starting to creep into tablet territory, but the device is still marketed as a phone. It has an 8-megapixel camera, a front-facing camera, and a microSD card slot. The biggest spec on the sheet, though, is the whopping 4050mAh battery, which Huawei claims can provide 48 hours of power, that would be impressive, but I'll believe it when I see it. This battery capacity, by the way, smashes industry records. Up until now, Motorola's Droid Razr Maxx has been the reigning champ with a 3,300mAh battery. Taking a tip from the Samsung playbook, the Ascend mate is optimized for one hand use by shifting the keyboard around. As screens grow and

processors demand more and more juice, batteries will have to work hard to keep pace.

Sony is trying to make strides in the market after a disappointing last year, their Xperia Z has a 5 inch screen, 13 megapixel camera, and runs the latest Android software. Just to really spice things up Sony made the phone water resistant for those of us who are tough on devices. It's not exactly water proof, but a spilled beer should be no problem for the device.

Reactions to Big Screens

Shipments of smartphones with screens 4.6 inches or larger grew to 82.7 million units last year from 1.8 million units in 2011, says New York-based market-research firm ABI Research. The trend does seem counterintuitive since phones have been shrinking since their birth. However, phones are becoming more than just a device to make calls. As media becomes more and more important to cell phone consumers, displays get bigger and crisper, see Apple's Retina Display devices; so named because in theory it is the highest resolution the human eye can perceive. But just because our phones' utility and size are increasing, does not necessarily mean their convenience is. Too big a phone can literally be hard to handle.

For sake of example let's look at a Galaxy Note II user, Jeremy Roche. According to the Wall Street Journal Online, Mr. Roche lives in the UK and travels frequently to San Francisco. In the UK larger screen phones are growing in popularity, as in Asia, but the trend is slower to catch on in the US. When traveling in California Mr. Roche observed, "I would say most days when I'm out and about people remark on the size of my phone. It did feel weird at first to hold this big phone for calls, but now I love the ample screen."

While getting a few extra stares is no big deal to the average expat living in Tianjin, there are other shortcomings to owning such a large phone. Pockets are not always big enough to handle something the size of a Hershey's chocolate bar. This makes for easier grabs for pickpockets in some situations and always checking pockets in a

panic. Unless you have the hands of an Amazon you may find one-handed texting and typing a bit too awkward to attempt. Trust me, trying to do so on a crowded elevator will not end well when you drop the phone into a crowded mass of people packed like sardines in a tin.

As mentioned, Europe and Asia have grown accustomed to larger screens faster than the American market. Maybe the right celebrity endorsement has not hit the US market, or Americans have not learned to cope with the extra size. Apparently, the extra hassle of large phones is not a big enough concern to keep Asian consumers away. As a solution some Korean women have been spotted carrying a larger 'phablet' phone in their purse and a more accessible and smaller phone in a coat pocket. Personally, this seems like overkill but if you just have to have the tech gear, this is one way around big phones and small hands. Despite the nay-saying critics of the new phablet category, Kevin Packingham, Samsung's chief product officer, has this to say, "We are actually proud that we have created the category."

Regardless of your current phone choice, you may want to take one of these for a test run for yourself. The clumsiness of the size is not insurmountable, and the displays of the newest models of large screen phones are only getting better. I like that I can start an article on my large screen, upload it to a cloud service like Dropbox, and edit on a traditional laptop before submission. It's another way that large screens are increasing overall utility of our phones. While some may think that the large screen is the next big thing, it is not for everyone. So if you are in the market, look at both sides of the oversized coin before rushing into a purchase.



Waiting for iPhone 5



Get over the problem of staying up late during the vacation

by Chao Lee

Staying up late at night or even all over the night can lead to a serial of skin problem. You may notice the terrible complexion with loose skin, wrinkles, pimples, and dark circles in front of mirror at your bathroom in the morning. Since the Spring Festival Holiday this year is just passed, many of us must have had a lot of parties, drinks or KTV nights with friends to celebrate together. Therefore, lack of sleep can cause the skin problem even worse.

Honestly, while it is not a regular topic for guys to start talking about during football games or exercising in gym, it doesn't mean it is not important. For most of Chinese people, good looking didn't matter so much in the past because everyone would just assigned a basic job after graduation, the one which didn't get involved anything to do with their passion or enthusiasm and would perhaps marry someone they barely knew. (I know it sounds so insane to the young generation nowadays.) However, now things are increasingly competitive when you are trying to find a good job or a good person to be with. Therefore, if you want something more than the average, you have to push yourself beyond the average from the inside to outside. Now it sounds fair and makes sense.

Actually, the clean, smooth, modern appearance of the urban male is quite attractive the opposite sex. Of course major

cosmetic companies are right behind to support. Recently, one of the famous men's skin care brands, LAB SERIES, moved into SEPHORA, the well-known cosmetic chain store. LAB SERIES is ideal for the on-the-go guy who's seeking an all-in-one skincare product. And great for after-shaving and moisturizing specially. It delivers younger looking skin while reducing shine, a great solution for single step skincare, which makes skincare so much easier, faster and more effective.

Please don't ever try your girlfriend's toiletries because they are too creamy and heavy to men's skin. Once I applied some famous brand eye cream for women on my long and thin eyelids, my eyes were getting stinging and tearful. Therefore, men should use gentle products that won't strip or irritate the skin to clean their skin every morning and evening. You may need an oil-controlling cleanser to remove excess oil from the skin's surface.

A mistake many men make is to shun moisturizer, thinking it will trigger spots. The truth is that even oily skin needs hydrating, especially if you are using other oil-control products. Choose one that is light, thin, and labeled "non-greasy", which means it won't block pores. By the way, you should speak to a skin specialist before purchasing products designed specially for acne. It might be that your skin is simply prone to congestion and an acne range might prove too harsh, making things worse.

男人要面子

春节假期，大家都免不了熬夜参加各种庆祝活动。但是隔天早上看到自己面容越发憔悴，难免让人心烦意乱。许多男士往往有“病”乱投医，使用女友或太太的护肤品急救，却常常事得其反，越用越糟。

来自于雅诗兰黛集团的LAB SERIES是世界首个男士专属护肤领导品牌。自1987年创立以来，长期致力于研究男性皮肤生理学和分辨男性特定护肤需求，为各种男性保养需求提供最好的对策，创造出简约适用、极具成效、专门为男士精心设计的一整套完整系列，涵盖从清洁、剃须、修护到头发和身体产品。目前，LAB SERIES男性护肤产品已经全面登陆中国市场，各大城市丝芙兰专门店均有出售。

Editor's Pick

Oil Control Face Wash 125ml/230RMB	Water Lotion 200ml/260RMB
Electric Shave Solution 100ml/200RMB	Age Rescue Eye Therapy 15ml/330RMB
Oil Control daily Hydrator 50ml/370RMB	

SPRING COSMETICS FESTIVAL 3/7 (Thu) ~ 13 (Wed)

Store Manager Recommendation



<p>ESTÉE LAUDER 雅诗兰黛 Advanced Night Repair Synchronized Recovery Complex ¥940/50ml ¥650/30ml</p> <p>Top sales of Estee Lauder with the purchasing rate over 95% from the customers on counter sales. It repairs on DNA level to fade the black spot caused by time passing out with repairing the invisible injury to the skin at the same time in powerful nourishing. The skin will be tender and bright day by day with full moisture so as to send out the glorious youth confidently.</p>	<p>Kiehl's 科颜氏 Clearly Corrective™ Dark Spot Solution ¥520/30ml</p> <p>This new product mainly promoted this year, 2013. It includes pure level-Vc so as to effectively diminish dark spots to impart overall radiance and luminosity to the skin.</p>
<p>ORIGINS 悦木之源 Plantscription™ Anti-aging Serum ¥720/30ml ¥880/50ml</p> <p>Best for anti-aging of Origins. It contains with the essence of Elm Tress of Africa to effectively stimulate the produce of Fibrillin microfibrer structure so as to support and fix the elastic tissue under skin and help reduce the appearance of wrinkles. Skin's youthful look of bounce is improved. And skin looks & feels smoother.</p>	<p>BOBBI BROWN 芭比波朗 Long-Wear Even Finish Foundation SPF 15 ¥520</p> <p>It is the natural foundation that is suitable for all skins with the liquid foundation like the second skin.</p>
<p>episteme 媛碧知 Intensive White Serum ¥1080/18g</p> <p>This new essence will be mainly promoted this year, it directly acts on the process of reducing spots with intensive care. The most essence integrates with and permeates the skin.</p>	<p>SHU UEMURA 植村秀 Cleansing Oil ¥300-320/150ml ¥700-740/450ml</p> <p>It has been evaluated as the top one of cleansing oil by OnlyLady Fashion Awards and honored as the Father of Cleansing Oil.</p>
<p>benefit 贝玲妃 the PORE fessional PRO balm to minimize the appearance of pores ¥310/22ml</p> <p>It is the make-up product with best sales since brand opening in lovely packing with bright color. It quickly minimizes the appearance of pores & fine lines for smoother-than-smooth skin in oil-free formula complements! It is much-loved make-up of young girls.</p>	<p>MAKE UP FOR EVER 专业彩妆 Face & Body Liquid Make Up ¥460</p> <p>The super popular product is only in this top-selling formula. This waterproof, ultra-light, water-based gel contains no emulsifiers and provides a totally natural satin finish. Ideal for normal skin-types as well as for fine lines and large pores. Gives skin a uniform tone without accentuating imperfections.</p>
<p>LANCÔME 兰蔻 Genifique Yeux ¥680</p> <p>It is second to Genifique and achieved the second rank in Lancome counter. More 40 bottles are sold weekly. The first Lancôme eye-illuminating serum, engineered with a unique rotating and massaging applicator to reach even the most inaccessible eye areas. Experience a 360° eye contour transformation above and below the eyes for smoother, more luminous, younger looking eyes.</p>	<p>CLINIQUE 倩碧 Moisture Surge Intense ¥340/50ml ¥450/75ml</p> <p>It is the top sales in CLINIQUE counter. This rich, oil-free cream-gel instantly rehydrates. Skin stays comfortably plumped, even 24 hours after you put it on. Daily use helps fortify and repair skin's moisture barrier to keep moisture in and environmental irritants out. A better barrier means happier skin.</p>
	<p>CLARINS 娇韵诗 Double Serum Complete Age Control Concentrate ¥680/30ml</p> <p>Weekly sales volume is more than 30 bottles. Powered by 20 pure plant extracts and potent, high-tech molecules, Double Serum's innovative, dual chamber system combines two age-defying formulas into one groundbreaking serum that reactivates skin's vital functions. It makes skin firmer, reduces the appearance of wrinkles, produces a more even skin tone, and minimizes pores.</p>
	<p>FANCL 无添加 Deluxe Tense up ¥368</p> <p>The top sales of FANCL with the monthly sales in 540 boxes. The collagen supports the youth and beauty of skin in enriching the skin to be lubricant and full as well as compact and fine.</p>

Business over Lunch

By David Wong

把握午餐时间

在民以食为天的中国，饭桌上是促进人际关系的绝佳时机。请来访的客户吃一顿快捷丰盛的午餐是一种基本的礼节。根据客人的重要性、级别决定用餐规格也是一种学问，既要有面子还要考虑成本。很多餐厅都有特别的商务午餐菜单，你可以根据自己的需求进行选择。

The business lunch is an opportunity to network, develop and promote relationships – “GuanXi”关系。

In China where food is such an important part of the culture and there are so many choices, there are many options. Chinese or Western cuisine?

For Chinese, the history of Chinese cuisine stretches back for many centuries and produced changes from period to period and in each region according to regional climate, imperial fashions, and local preferences. Over time, techniques and ingredients from the cuisines of other cultures were also integrated into the cuisine of the Chinese peoples due both to imperial expansion and from the trade with nearby Asian nations states in ancient times as well as the Europeans during the modern period. This led to a variety of dishes and preparation in what could be called traditional Chinese food, leading Chinese to pride themselves on eating a wide range of foods.

Major traditions include Anhui, Cantonese, Fujian, Hunan, Jiangsu, Shandong, Szechuan and Zhejiang cuisines. One can make further distinctions by regional styles such as: Hong Kong, Taiwanese, Northeast “DongBei” 东北, Shanghai. The four main criteria for good Chinese food are: colour, aroma, taste and texture.

International cuisine is not as complicated but also has many options such as these “Western” styles: American, French, Russian, German, Italian and Spanish. I am not sure where to classify Indian, Singaporean, Japanese and Korean cuisines.

So you can see there are many choices and within these choices, one can select different price points. Do you choose fast

food, casual or fine dining? Lunch for most of us centers on the first two options, due mainly to time constraints. Most of us only have one hour for lunch and depending upon the pecking order of our job or customer or client we are entertaining, may stretch to one and a half hours.

A business lunch with colleagues or close friends will likely mean that the cost is shared by everyone or called “Going Dutch” in Canada or called “AA” in China.

“Going Dutch” is a term that indicates that each person participating in a group activity pays for himself, rather than any person paying for anyone else, particularly in a restaurant bill. It is also called Dutch date, Dutch treat.

There are several versions of AA’s origin. Several people indicate that it stands for

“Algebraic Average” averaging the bill, and originates from Hong Kong.

In the past, splitting the bill for lunch in China was unheard of and it was common for people to “fight” for the bill and not to “lose face” by having someone else pick up the tab. This has now changed as younger Chinese accept this western practice and costs rise, making it more practical for sharing the bill.

There now many restaurants that have special lunch sets, “tao cang” 套餐 or on-line specials that require advance payment but very reasonable prices. Most franchises have a VIP card that offers a discount or after a number of visits provides a free dish or rebate. Most have websites, although mostly in Chinese, you can view all the dishes and specialties on-line.



Where the lunch is a form of entertainment or promoting business discussion with a client and can be claimed as an expense, there is no thought of going Dutch. As the host, there are several etiquette points to keep in mind for a Chinese business lunch.

First, make sure you reconfirm the details of the lunch one or two days before the lunch. Again, related to face “mian zhi” 面子 – I have experienced the occasion when the Chinese client had agreed to having lunch but at the last minute, did not show up. The original agreement was given because he felt it was impolite to refuse “bu hao yi si” 不好意思。

Always arrive before the guest, make sure you have each other’s cell phone numbers in case he or she gets delayed or has problems finding the venue. By arriving earlier, you can ensure that the table location is not a problem and not located next to the public washroom or next to a noisy work station. This also gives you a chance to review the menu and see if

there are specials for the day or if time is tight, pre-order.

If there are several people in your group, always give the “seat of honour” to your guest. This seat is usually identified by the napkin which has been folded the highest; the restaurant staff can advise you. Even if you have pre-ordered, show the menu to the guest and ask him/her to order or add dishes – they will graciously decline.

Ask if there are any allergies or special diet restrictions. Depending upon your budget limitations, always try to include a fish dish. This is assuming that you have decided upon a Chinese meal. Otherwise in an International restaurant, each orders individual items and you should be prepared to make a recommendation to your guest since they will feel awkward on the price of the meal to be selected.

The same holds true for beverages for the lunch. If you have decided to have liquor, try to accommodate the guest. It is not uncommon

for Chinese lunches to include several types of liquor, from the casual beer (usually room temperature, in the winter, unless specified) to wine or local white liquor or a combination of all.

During lunch, be ready to initiate toasts (for Chinese, it is impolite to drink alone) and encourage your guest to the food. It would be a good idea to have serving spoons or chopsticks for the dishes. Depending upon the restaurant, you can ask that the restaurant staff do this.

This may all change in the future, as Chinese policy is now to tone down business hosting and to be more frugal. Also there is a push to try to have less waste by ordering less and not to leave any leftovers.

If all this all sounds too complicated, remember that this is China and food is central to their culture. There will be other times when you can just make it very simple and order in a box lunch “fan he” 饭盒 10-15 rmb that includes a hot soup and delivered to your office within minutes.

Firehouse at Renaissance Lakeview Hotel is one of the top-notch western restaurants in Tianjin. Treating your business partner at Fire House will definitely consolidate your relationship. The business lunch set menu gives you more choices but also cut your budget.

The two-course (RMB158) and three-course (RMB178) lunch sets include salad & soup, main course and dessert. In salads, they have Fire house chop salad with lemon prawns, Buffalo mozzarella with orange and beetroot carpaccio. The main course selection is fish enthusiast friendly as there is turbot fish, salmon, sea bass and of course, there are also other choices like beef, chicken and lamb.

Add: 1F, Renaissance Lakeview Hotel
Tel: 5822 3150 / 5822 3151



Smoked salmon, arugula, oven roasted tomato with lemon vinaigrette



Set G

Tao Li Restaurant of Hotel Nikko has been keen on meeting customers’ changing demands. The business lunch has seven menus with a price ranging from RMB80 to RMB150. Each menu contains a cold dish, a soup, a main course, vegetables and fruits. The dishes are popular ones on Tao Li’s menu, such as Spicy Chicken Szechwan Style and Marinated Beef Shank with Spicy Sauce. It is a healthy and decent choice to treat your guests.

Add: 6F, Hotel Nikko Tianjin
Tel: 83198888 ext. 3561

Shaoshan: the Hometown of Mao Zedong

by Kyle Knutson

韶山：毛泽东故居

韶山毛泽东故居位于湖南省韶山市，坐落在遍布苍松翠竹的韶山之中。距长沙市104公里，是一座土墙灰瓦的普通农舍，占地566.39平方米，总建筑面积472.92平方米，房屋18间。1893年12月26日，毛泽东诞生在这里，并一度度过童年和少年时代，直至1910年的秋天离开这里外出求学。从故居堂屋转过右厢房，卧室、廊檐和碓屋之间，可看到毛泽东的全家照，日常器皿和各种农具，以及毛泽东少年时期用过的扁担、水桶、锄头等。在毛泽东的卧室里，桌上摆着一盏油灯，少年时代的毛泽东经常在这盏灯下学习。屋前荷花塘和南岸塘相毗邻，绿水莹莹，风过之处，荡起层层涟漪。放眼望去，绿水、苍松和翠竹把这栋普通农舍映衬得生气盎然。虽然曾几经沧桑，它的修缮和扩建凝结着毛泽东的祖辈、父辈和兄弟的心血和汗水。

You've probably seen his convincingly amiable looking portrait, gleaming at you from one of China's government buildings. Or perhaps from one of his numerous statues erected upon many of China's major squares? If not, then just take a look at any of your RMB notes.

Mao Zedong, the first prime minister of China's communist party, had to be one of the most controversial political figures in the 20th century. And whether you love him or not, he was still one of the greatest political organizers in China's history, influencing the hearts and minds of millions upon millions of

China's masses to become one of the most recognizable images even to this day.

In central Hunan province, I had the opportunity to visit Mao's hometown of Shaoshan and his college at Changsha, the capital of Hunan province. About an hour or two by bus outside of Changsha's South Bus Station, I was dropped off at the new town of Shaoshan. It's a typical Chinese industrial town with hotels, small restaurants, a park or two and supermarkets. If you plan to spend the night, this is where you'll probably be.

You can take a bus or a taxi to the old town, past a few rolling hills and a lake, about

5km away west of town to see all the historic sites. Mao himself actually visited here twice while he was China's helmsmen. Loads of tourists have followed suite so be prepared to encounter shuttle loads of people, especially on holidays. Most of the lines did go quite fast though and thankfully, almost all of the major sites are within walking distance. The most popular place is Mao's family house which sits alone amongst the foot of a pleasant hill and a small lotus filled lake.

This pale yellow brown colored abode with its grey tiled roof is a typical southern style peasant home that you can see all throughout Hunan Province. It's a fairly cozy and spacious dwelling with a kitchen, eating rooms, storerooms and bedrooms. Because Mao's father had a successful stint in the military, Mao's family ultimately became wealthy peasants and moved into this larger than average home with 20 rooms. Nevertheless, his family still shared the house with his neighbors: 14 rooms belonging to Mao's family and 4 belonging to the neighbors. The remaining living room was used by both families.

Mao was born here in December, the day

after Christmas, in 1893. You can peek into his birth room and his bedroom. He had two brothers who helped out in the rice fields and vegetable gardens. Some of their recreated farming tools that they had to work with are on display. The family kitchen and bedrooms have also been renovated. After winding through a few storerooms and some well kept stables for farm animals, you'll exit the back of the house.

Just adjacent to Mao's house, literally a hop, skip and a jump away, is Nan An School, where Mao spent his primary school years. Most of the school is now a photo exhibition but there is one surviving classroom up in a loft as well as some bedrooms which were probably used by the teachers.

Across from the main road where his house is, is a small avenue of museums, souvenir stalls and restaurants. The biggest museum is the Mao Zedong memorial hall which hosts a collection of Mao's everyday items which include his books, spectacles, written implements, hygiene care products (including combs and toothbrushes) and some of his old clothes (even his pajamas). It was almost like a Mao Zedong fashion show. I was amazed at the amount of time and meticulous care that it took to collect and preserve all these items.

Outside and to the right of the hall, is the gargantuan main concrete plaza with a giant statue of Mao (the biggest one I've seen) holding a scroll and gazing down at the crowd of onlookers. Surrounding him are more yet to be built temples and halls in honor of his accomplishments. It's a pleasant place to congregate and a major waiting area where you can take a taxi to get back to the new town.

Adding to the majestic scenic background behind the statue is the beautifully shaped Shaofeng Mountain. Just barely within eye site from Mao's statue, you can see the pointed roof of the Shaofeng Temple which sits at the very top of the peak. To get to the mountain, you'll have to take a cab but if you have time, you can walk there in about an hour. The climb from the bottom to the top is about an extra hour with some steep stairs at the final leg of the climb. All of Mao's 50 poems, divided into the four segments of his life whence he wrote them include: his childhood, the Great Revolution, the Long March, and as the Helmsmen of China. They are all collected and on display in a separate forest grove on the mountain.

The restaurants back in town serve typical Chinese food but two of Mao's favorite



Mao Statue

specialties were "braised pork" and "the fried stinky tofu." Although they are indeed great tasty delights (I'll admit to being one of the few who likes stinky tofu), be sure to order a plate of vegetables to go with them because the braised pork is heart achingly fattier than what I'm used to.

The souvenir stalls are also noteworthy for their diverse collection of Mao stickers, pins, stamps, postcards, books, and statues. The often promoted but overly expensive Mao ZeDong Memorial Park is also about 500 meters back up the road to the new town.

With this kind of peaceful and simple village environment, Mao must certainly have had a pleasant and happy childhood. Eventually, as most would who yearn to learn more about the world, Mao moved out of his home when he turned 17 and joined the army to liberate China of the Qing government. By that time, however, it was already the year 1911 and the Qing Dynasty was ending. Mao ended up being in the army for only six months. He resigned after he felt he was no longer needed and started studying at the No. 1 teacher's college in Changsha city, the capital of Hunan Province.

You can visit the college, which parts of it, are still currently in operation. Basically, it's mostly just a historic structure with a minimum number of students attending. Mao's old dorm room is hidden around one of the courtyards, but walking around the old halls is an interesting experience in and of itself. After studying there, Mao left for Beijing and worked at a library before eventually returning to the college and landing a job there as a teacher for a few years.

It was at this school, that he started to become politically active, constantly reading

newspapers about politics, philosophy and different forms of government. Unhappy with the current state of China, he sent out a letter urging those interested to join him in his patriotic work. Some of China's most powerful political leaders, including the future president of the People's Republic of China, Liu Shaoqi, responded to his calling. And thus, the Chinese Communist Party started to take shape. Mao then went onwards to Shanghai to further develop his organization.

Nevertheless, Shaoshan and Changsha were the places where it all started and guided China to where it is now today.

Buses to Shaoshan's New town take about 1-2 hours and leave from the Changsha South Bus Station (长沙南汽车站 Changsha nan qi che zhan) on a regular basis. There are city buses that connect both the Changsha high speed railway station and the Changsha main train station (go south from the train station to a busy parking lot full of buses and restaurants) to the south bus station. Keep in mind that the Changsha high speed railway station is also known as the south railway station, which in no way implies that it's close enough to the south bus station to walk it. Finally, the traffic can be fairly congested on the weekends so make sure you give yourself enough time if you decide to visit Shaoshan for one day.



Grand view of the hometown of Mao



I first came to Beijing in 1986 and remember taking the subway, it was dark, cold and not very convenient. There were only two lines, Line 1 and 2. It was inconvenient and the trains were infrequent, it was a lot easier just to take a taxi. My, how things have changed in 26 years!

With the increased traffic congestion in Beijing, especially during rush hours and rain or snow, it is nearly impossible to hail a taxi, or getting one to stop and willing to take passengers; so more people are turning to use the subway. I am one of the 44% of Beijingers that use the mass transit system (highest in China).

Beijing now has the largest subway system in China with 442 kilometers and second largest in the world. Seoul, Korea has the longest network with 563 km. Beijing has plans to expand its subway by 2015, to 19 lines, and they will have a combined length of 561 kilometers and 1050km by 2020. The oldest subway system in the world is in

体验北京地铁6号线

我第一次到北京是在1986年，那个时候生活远没有现在便利。地铁只有两条线，所以出租车是我的主要交通工具。26年过去了，北京由首都变成“首堵”，出租车拒载现象严重，已经有44%的北京人选择大众交通工具，而我就是其中之一。

年初，北京又新开了一条地铁线路，6号线东起草房，西至海淀五路居，沿线包括南锣鼓巷、北海北和胡家楼都可以方便地到达北京著名景点和休闲场所。

London, referred to as the “tube”, it was opened in 1863. The subway with the most stations is New York, at 468. (Beijing has 262 stations and carries 20+million daily and 2.1 billion annually, 2011 statistics.)

Early in January 2013, Beijing opened Line 6 and now boasts 16 subway lines (including the Airport Express Line).

Line 6 will eventually be 52 km long and boast 32 stations, according to the Beijing Municipal Commission of Transport. This involves three phases, with the entire route

becoming operational by the end of 2015. This first phase is now 30.4 km long, with 20 underground stations, while the second will cover another 12.4 km, with seven stations.

The Tianjin Metro is the current mass transit system in the city of Tianjin, which was the second city (after Beijing) in China to operate a subway system. Opened in 1976, the system now has 4 operating lines and 67 stations spanning over a total of 109.5 km. The lines are jointly operated by two rapid transit companies, namely the Tianjin Metro



Group Co. Ltd and the Binhai Mass Transit Development Co. Ltd. The former mainly operates lines in the downtown, while the latter operates lines that serve the BinHai New Area and TEDA.

The Beijing Subway system is easy to use. The Beijing Subway's logo, a capital letter "G" encircling a capital letter "D" with the letter "B" silhouetting inside the letter D, was designed by Zhang Lide, a subway employee, and officially designated in April 1984.] The letters B, G, and D form the abbreviation for Běijīng gāosù diànchē 北京高速电车 or "Beijing high-speed electric carriage".

The fare is 2rmb per ride, single use tickets are available from Vending Machines or Cashier windows at each entrance. If you plan to use the system on a regular basis, I recommend buying a Stored Value Card, the minimum denomination is 20rmb with a 20rmb deposit.

Each line has the terminal stations listed in the signage. For example, Line 6 is CaoFang 草房 (Eastern end) and Haidian 海淀五路居 WuLuJu (Western end) so just make sure your destination station is in the right direction. The other thing to remember is to try and locate a landmark at the departure exit, it could be complicated with several exits in different directions.

The new Line 6 has several interesting stops.



Nanluoguxiang 南锣鼓巷 - or, literally, "South Drum Alley" is a must- see for the capital's residential buildings. Stretching

some 800 meters from north to south with several east-west hutongs胡同 or alleyways, Nanluoguxiang used to be where the wealthy lived. Nowadays, bars and dozens of specialty stores, including handicraft and clothing stores, have sprung up in this ancient thoroughfare. For those yearning for a real insight into the area, Nanluoguxiang is not to be missed.



Beihai North 北海北 is the next station lying west of the Forbidden City, Beihai Park 北海公园 offers everything you could possibly want for an ideal evening - live music, fine restaurants, lakeside scenery and creative shops, to name just a few. As one of the oldest and most authentically preserved imperial gardens in the country, the park is a classic combination of the magnificence of China's northern gardens and the refinement of its southern ones.

The park has become a popular venue for local residents to cool down and relax in the summer, while providing a magnificent natural skating rink in winter. For those longing to experience the country's oldest,

largest and best-preserved ancient imperial garden, this is a must.



For the third location, try getting off at HuJiaLou 胡家楼 station and transfer to Line 10 - 5 stops south to Panjiayuan 潘家园. South of the East Third Ring Road lies Panjiayuan Antique Market, one of the best known antique markets in the city. All kinds of antiques are on offer at thousands of stalls, including calligraphy, jade, coins, furniture, paintings and ancient calendars.

The market is particularly popular on weekends - but caution is advised. With counterfeits and copies in evidence, it is suggested that visitors simply have fun experiencing the market, rather than making an investment - unless you are an expert. Treat it like a huge "Flea Market" and have fun.

I learned first hand that the Beijing Subway looks after passengers with disabilities while writing this article. At CaoFang station, I was returning to downtown and saw a blind person struggling to enter the station, I helped him to the ticket desk and they had someone accompany him to the right platform. The blind man was Mr. Wang, and we rode together to downtown and I was impressed that Mr. Wang knows all the stations and related busses.

Just shows that we should appreciate our lives and make the best of it. Have fun using the subway, you never know whom you will meet.



Korean Air and KLM to jointly operate on the Incheon-Amsterdam route

Starting from Jan. 16th Korean Air and KLM will start a joint operation service between Incheon/Seoul and Amsterdam.

Customers booking tickets for this route with any one of the two airlines will be given a wider choice of tour schedules. Korean Air has been offering service on the Incheon- Amsterdam routes three times a week on Tuesday, Thursday and Sunday, while KLM has operated four times a week on Monday, Wednesday, Friday and Saturday. The new joint service means that customers of the two airlines will now be able to fly between Seoul and Amsterdam on any day of the week.

Korean Air flight leaves Incheon/Seoul at 2:25 p.m. and arrives in Amsterdam at 6:25 p.m. The return flight departs Amsterdam at 8 p.m. on the same day, arriving in Incheon at 2:50 p.m. the next day. KLM's B747-400 leaves Amsterdam at 5:45 p.m. local time, arriving at Incheon at 12:05 p.m. the next day. The return flight departs Incheon at 2:55 p.m. on the same day and arrives in Amsterdam at 6:35 p.m.

Joint operation of flights is a form of cooperation between airline companies under which an airline sells a certain amount of tickets of the partner airline under its own name. Such cooperation, in effect,

increases the number of available flights.

Korean Air's now operates joint flights with 28 airlines including Delta Air Lines, Air France, China Southern Airlines and Saudi Arabian Airlines. The company plans to expand joint operation with more partners to offer more diverse and convenient services.



Amsterdam natural landscape

Origin	Destination	Flight	Departure	Arrival	Day
Incheon	Amsterdam	KE925	14:25	18:25	2.4.7
		KL5925	14:55	18:35	1.3.5.6
Amsterdam	Incheon	KL5926	17:45	12:05+1	1.3.5.6
		KE926	20:00	14:50+1	2.4.7

Korean Air garners World Travel Awards 2012 for high-quality business class service

Korean Air's high-quality business class service has been repeatedly recognized worldwide.

The airline won the "Best Business Class Airline" award at the "World Travel Awards 2012" ceremony held in Shanghai on Jan. 9 under the sponsorship of the "Oriental Morning Post." A leading Shanghai-based newspaper, the "Oriental Morning Post" presents "World Travel Awards" every year to tourist destinations, airlines and hotels that are chosen by experts and its readers for excellent service.

The prize for Korean Air is in recognition of its innovative efforts to upgrade Prestige (Business) Class service. The upper deck cabins of the airline's six A380 next-generation jets are devoted exclusively to Prestige Class seating, which helps passengers feel as if they are on a business class only airliner. The Celestial Bar located in the Prestige Class cabin also provides premium service to passengers.

Experts and passengers also highly recognized Korean Air's Prestige Class Lounge at Incheon International Airport, which is with world's toplevel facilities, and high-quality in-flight meals. In addition, they appreciated Korean Air's operation of 29 routes to 22 Chinese cities all with advanced aircraft with individual AVOD (audio

video on demand), as well as its convenient service for Chinese passengers to transit to third countries in America, Southeast Asia and Oceania by way of Incheon.

Korean Air was chosen as the world's best business class airline in the "2012 World Traveller Awards Top 10" ceremony organized by "World Traveller," a major travel magazine of China, in December. In July, the company won the "Best Business Class Lounge" award of the "GlobeRunner Awards" given by "Frequent Business Traveler," a U.S. online travel media.



A380's Celestial Bar

About Korean Air

Korean Air, with a fleet of 148 aircraft, is one of the world's top 20 airlines, and operates more than 400 flights per day to 122 cities in 42 countries. It is a founding member of the SkyTeam alliance, which together with its 18 members, offers its 506 million annual passengers a worldwide system of more than 15,000 daily flights covering 993 destinations in 186 countries.

In 2011, Business Traveler named Korean Air the best Asian airline for the fifth consecutive year, while GlobalTraveler awarded the airline with best airline in northern Asia and best airport staff/gate agent. The carrier won the 2010 global travel catering distinction award by Pax International magazine while World Traveler magazine rated it as having the world's best inflight service. Travel & Leisure magazine readers say it is one of the world's top 10 international airlines and readers of Conde Nast Traveler magazine voted Korean Air one of the world's top ten global airlines.

More on Korean Air's programmes, routes, frequencies and partners is available at www.koreanair.com.

LOCALEVENTS

Origins Earth Month 2013

To celebrate Earth Month 2013, Origins is debuting four limited editions products that are powered by nature and proven by science. A pure world starts with a clean detoxified face; the Earth Month 2013 limited edition products provide the essential skincare prep needed for a fresh outlook. In partnership with American Forests' Global ReLeaf™, an education and action program that helps individuals, agencies and corporations improve the local and global environment by planting and caring for trees, Origins will plant a tree for each limited edition product purchased from April 21-28, 2013. By planting trees around the world, Origins helps restore areas damaged by wildfire, where critical wildlife habitat has been lost, and help clean our air and water. Since the launch of the Plant-A-Tree Campaign, Origins has aided reforestation projects globally by helping to plant more than 265,000 trees around the world.



Sheraton Tianjin Hotel Celebrating 2013 Spring Festival on the first day of Chinese New Year

On the early morning of the Lunar New Year's Day, the foreigners in Tianjin participated in the annual Spring Festival Lion Dance Show exclusively held by Sheraton Tianjin Hotel and enjoyed a happy get-together in the hotel to feel the lively local atmosphere of the Spring Festival.

Arranged and held by Sheraton Tianjin Hotel for their guests from all over the world, the wonderful performance of lion dance attracted almost all the hotel guests to get up early to witness this unforgettable moment and record it with the phones and cameras in their hands. In addition, a big surprise was given to the guests when they received the red packets given by the god of wealth with blessings. Moreover, Mr. Zhang Dawei, the chairman of JTG, also attended this grand event and painted the eyes for the lion.

Quite a lot of foreigners couldn't help themselves joining in the show by touching the lion's head, patting the lion's back and dancing together with the lion following the rhythm of the gongs and drums. At the same time, 'the god of wealth' was regarded as 'the Chinese Santa Claus' in the eyes of those foreign children, who kept being around 'the god of wealth' and waiting for red packets and sweet candies with the arrival of good fortune.

After watching this Chinese traditional lion dance show held by Sheraton Tianjin Hotel, the foreigners all gave loud shouts of applause for the artists' brilliant skills.



Top 10 Luxury Hotel Award

The celebration ceremony of Travel Awards 2012 & the 11th Anniversary of Travel & Leisure was held successfully in Beijing recently. The grand ceremony brought together more than 280 distinguished guests, including foreign ambassadors and counselors to the PR. China, representatives from foreign travel agencies and executives from international hotel groups, airlines, etc. Travel & Leisure magazine has been in the spotlight of a great number of travel lovers and travel industry by professional reports. The Astor Hotel, A Luxury Collection Hotel, Tianjin won the Top 10 Luxury Hotel Award. The Ambassador from Zimbabwe awarded the trophy to Ms Joyce Li—the Marketing Communication Manager of the hotel.



New leadership in Somerset



Mr Daniel Wee has recently assumed the role of Property Manager of Somerset International Building Tianjin. He will be responsible in leading and enhancing the business platform and service delivery of the hospitality-cum-commercial development. Having obtained his degree in Real Estate Management from the National University of Singapore, and with 17 years' experience in hospitality & property management, Mr Wee keeps his passion and seeks adrenaline in the ever challenging property industry. After joining the Ascott family in Shanghai a few years ago, the businessminded and level-headed manager, now hopes to bring his knowledge and expertise to lead the iconic Tianjin International Building to an even higher standard of service.

Airbus Factory Tour

Last month, Tianjin HR Association invited more than 40 HR managers from different local enterprises to visit the assembly centre in the Tianjin Airbus factory.

Meanwhile, the senior technical manager from Airbus was also invited as guest speaker to introduce the relevant knowledge, manufacturing procedure, and management method regarding the Airbus. Moreover, Mr. Yang Yi Feng, the HR Director of Airbus, gave insight on the unique employee benefits and promotion plan.



Celebration for the first day of Chinese New Year

10 February, 2013 The Radisson Blu Plaza Hotel Tianjin treated their guests to a lion dance performance during the first day of the Chinese New Year celebrations to attract the good luck in the new lunar year. The lion dance by the local professional lion dance club was performed at a specific time to usher in prosperity to the hotel.



Fortune Heights Snow Polo World Cup 2013



Grand Opening Ceremony For World's Largest Snow Polo Tournament Was Conducted For 2nd Year Running at Tianjin Goldin Metropolitan Polo Club.

Distinguished guests from around the world were welcomed today to the Fortune Heights Snow Polo World Cup 2013 ("Snow Polo World Cup") at the Tianjin Goldin Metropolitan Polo Club ("Metropolitan Polo Club"). The Snow Polo World Cup is one of the major events on the world polo calendar, and is the world's largest snow polo tournament. This is the second year running it is taking place at the Metropolitan Polo Club in Tianjin.

The tournament is hosted by China Equestrian Association and the Federation of International Polo (FIP), and is organized by the Tianjin Sports Bureau, the Hong Kong Polo Development and Promotion Federation (HKPDPF) and the Tianjin Polo Association, with support from various sponsors. Twelve teams are participating in this year's tournament with handicaps ranging from 14 to 16 goals, making this the world's premier snow polo event.

The teams, selected in cooperation with the Federation of International Polo, represent 9 out of the top 10 polo countries. Countries represented are: Argentina, Australia, Brazil, Canada, Chile, England, France, Hong Kong SAR, India, New Zealand, South Africa and the USA.

CBRE Wins Top Awards for Its Outstanding Services at Home and Abroad

CBRE, the world's leading commercial real estate services provider, heralded an auspicious start to the year of snake with two top honors recognizing its outstanding services in China and around the world.

CBRE was awarded the title of "The Best Agency for Commercial Real Estate in China" by SOHU Focus during the China New Version of Real Estate Summit held in Beijing on January 8. The recognition demonstrates CBRE's leadership position it has established over the years in China's real estate services market.

Meanwhile, The International Association of Outsourcing Professionals (IAOP) has named CBRE Group, Inc. (CBRE) to the 2013 Global Outsourcing 100 list for the eighth straight year. The list recognizes the world's best outsourcing service providers across all industries, and is based on applications received and evaluated by an independent panel of judges organized by IAOP.

Best Business Hotel in Town

The celebration ceremony of the Travel Awards 2012 and the 11th Anniversary of Travel & Leisure, which was co-sponsored by Travel & Leisure and Travel & Leisure GOLF, took place successfully at Swissotel Beijing on January 24, 2013. The St. Regis Tianjin was named 2012 China's Best Business Hotel during this distinguished awarding event and Mr. Paul Cunningham, the General Manager of The St. Regis Hotel accepted the award. As the top brand of the Starwood Group, The St. Regis Hotel is superbly located along the picturesque south bank of the Hai River in the prestigious Heping district. An exquisite sanctuary of unsurpassed elegance and flawless service, The St. Regis Tianjin is a most coveted address in the historic and cosmopolitan city. Experience uncompromising and bespoke service, the hallmark traits of the legendary St. Regis brand.



Hotel Indigo Tianjin Haihe was named 2012 China's Best Boutique Hotel

2012 Annual Travel Awards Ceremony & 11th Anniversary Celebration of Travel & Leisure was held at Swissotel Beijing, Hong Kong Macau Center on 24 January 2013. Hotel Indigo Tianjin Haihe was named 2012 China's Best Boutique Hotel. Ms. Tristan Zhang, Director of Sales and Marketing of the hotel accepted the award. Hotel Indigo Tianjin Haihe is the only boutique hotel in the booming coastal destination of Tianjin, just 27 minutes by bullet train from Beijing. It is also the only hotel in China that offers villa-style accommodation in a city centre locale.



Romantic Valentine's Day Dinner@ Albert's

Neighborhood restaurant Albert's prepared a four-course classic European style dinner for the couples on 14 February. The menu features an amazing array of quality fresh products including seared foie gras, Australian Wagyu beef tenderloin and a deliciously rich Chocolate parfait to share. Except delicious food, the couples also enjoyed BOB JENNIFER Cabernet Sauvignon Bin 688 from South Australia provided by the wine sponsor The Velvety Amethyst. The lucky draw section attracted guests' attention. The marketing director of the Velvety Amethyst, Ms. Wang Qing issued the second prize award of one bottle of wine and hotel sales and marketing director, Tristan Zhang issued the first prize award, a one night complimentary stay at Hotel Indigo Tianjin Haihe Superior Room.



The Ritz-Carlton, Tianjin appoints Charlie Zha as Hotel Manager



The Ritz-Carlton, Tianjin has announced the appointment of Mr. Charlie Zha as Hotel Manager to lead, coordinate and supervise daily operations of the entire hotel. Born and raised in Shanghai and educated in both Switzerland and USA, Mr. Zha has shown exemplary dedication and expertise in a number of the best hotels in the world. Starting in Movenpick, Switzerland his impressive career path took him to landmark hotels like The Ritz-Carlton Hotel Palm Beach, Florida, The Ritz-Carlton Hotel Marina Del Rey, California, The Ritz-Carlton Hotel Key Biscayne Resort, Florida and The Portman Ritz-Carlton, Shanghai. The Ritz-Carlton Hotel Company, L.L.C. aspires diversity in a work environment and as Chinese American Mr. Zha ensures employees of all origin and descent are valued and empowered to excel. During his successful professional endeavors in USA, Mr. Zha has realized his longing to come back to contribute to his homeland to inspire the new generation of hoteliers. The Ritz-Carlton, Tianjin is honored to have Mr. Zha join the team, bringing in a great deal of experience, knowledge and inspiration.



Think - Eat - Save

By David Wong

思考、就餐、节约

在民以食为天的中国，最近掀起了一场“光盘行动”，号召全民厉行节约，不浪费一粒粮食。这恰巧和联合国粮食与农业组织近期倡导的“思考、就餐、节约，减少你的碳足迹”不谋而合，消费者和零售者们将会使用创新的手段大幅减少食品浪费。

我最近在就餐的过程中会和餐厅经理聊天，问他们这个运动是否对他们的生意产生影响。经理们说，他们已告诉服务员提醒客人点菜量并建议他们餐后打包。希望大家都能放下面子的束缚，将吃剩的食物带回家，因为世界上还有很多人正在挨饿！

I grew up as a "Baby Boomer" referring to those born right after World War II in the 50's and 60's, which meant my parents lived through the "Depression" in the '30s, which saw droughts and famines. So it was natural for parents to encourage children to finish meals and not waste any food, there were few instances of leftovers, certainly none were thrown out. Until recently, leftovers were a common occurrence in China.

Food in China is an important cultural aspect of Chinese life. A usual greeting is "Ni chi fan ma?" 你吃饭吗? "Have you eaten? Also if you are hosting guests, it is important to provide more than enough food. To finish a meal and seeing empty plates, can be interpreted that guests are still hungry and a loss of "face" for the host.

This may all change now.

A campaign against food waste is sweeping across China, with government officials and netizens in full swing to fight extravagance in the world's second-largest economy, which still has 128 million people living under the poverty line.

The movement echoes Chinese leader Xi Jinping's call for frugal lifestyles, urging the fine Chinese tradition of "being diligent and thrifty."

In an age of excessive consumption and deficit spending, China's frugality campaign is also setting an example for the world.

The "Think, Eat, Save and reduce your footprint," initiative appeals to consumers and retailers to embrace innovative measures that could dramatically reduce food waste at all levels.

Figures show that there are more than one billion people living without enough food, 10 million of which die from hunger each year. www.thinkeatsave.org and www.fao.org/save-food.

"In a world of seven billion people, set to grow to nine billion by 2050, wasting food makes no sense, economically, environmentally and ethically," said Achim Steiner, UN under-secretary-general and UNEP executive director.

During my recent stay at different Tianjin hotels, I asked the food and beverage managers if this new policy had any affect on their operations? They all indicated that training was underway to food service staff to advise customers when they feel that they have ordered too many dishes and encourage customers to take "doggie bags" when there are leftovers.

Why is the container used for such leftovers called a doggie bag? It is speculated

that this derives from the pretense that the food will be given to the diner's pet (dog) rather than eaten by a person. In some places, people would frown upon a diner asking for a doggie bag, but with the recent positive media support, this should change.

Just remember to take the leftover out of the plastic containers when reheating in the microwave.

Some restaurants are offering discounts for patrons that finish their meals without leaving any waste on their plates. However, how will this policy affect buffet-style meals? Patrons will likely see signs or posters such as: "Take what you can eat - don't waste food." Venues will also use smaller plates and more serving stations to control portions.

I feel that this is a good thing. It was a shame to see such a waste at typical banquets in the past. Officials are now encouraged to be more frugal for official events and being more practical by taking leftovers home.

In Canada and the USA, there have been charity programs in place to donate leftover restaurant food for many years. It was also very common for families to take home doggie bags and now with the support of China's new leaders' policy, we can enjoy the benefits of smart eating in China.



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