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MAGAZINE

**今日天津**

国内统一刊号：CN12-1262/Z

TIANJIN TODAY 2013/06



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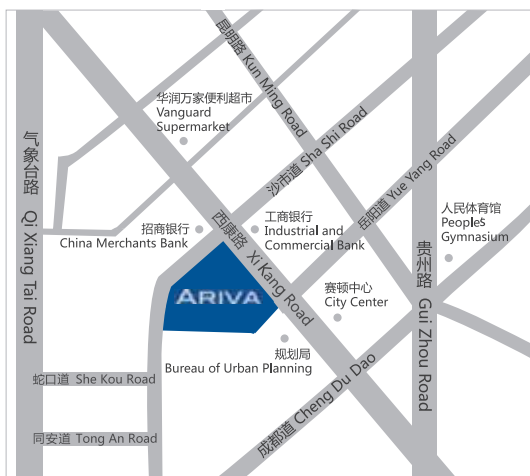
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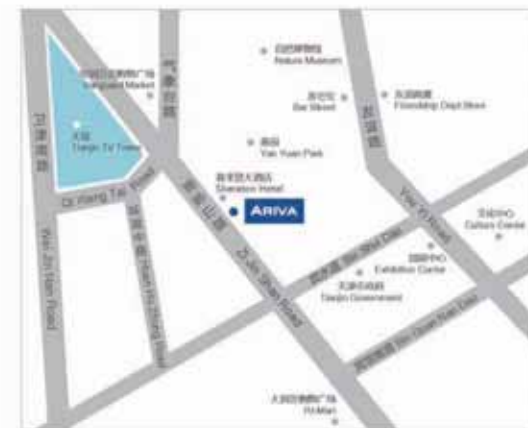


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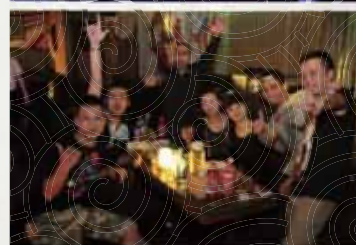
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# CONTENTS

## People

### We Make Good Sandwiches and Money

做三明治和赚钱，我们都是专家！

28



22

## Feature

### Stress an Ongoing Problem

你压力大吗？

56

## Lifefeature

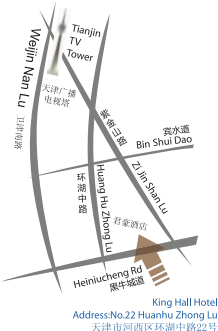
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Please contact Scott Carlson with any questions:  
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## INVESTMENT

Looks are deceiving! 32  
眼见不为实!

## EDUCATION

Roommates from hell 42  
室友：是敌是友

## CULTURE

When is a foreigner NOT a foreigner? 44  
外国人，我怎么称呼你？

## EXPATS HISTORY IN TIANJIN

Two former municipal buildings 52  
--managing the foreigners 原天津英法租界内的市政大楼

## FOLK

Root Carving: make dead tree roots alive again 46  
天津根雕艺术

## TRAVEL

The waterfalls of the Nanling Forest Recreation Area 58  
广东南岭国家森林公园

## SPOTLIGHT ON TIANJIN

The Samaranch Memorial 60  
萨马兰奇纪念馆

## PARTING SHOT

Mai Piao! Mai Piao! Buy Tickets! 66  
门票之殇

## Ads Index

### Hotel 酒店

Ascott Serviced Residence  
Hotel Nikko Tianjin  
Holiday Inn Binhai Tianjin

### School 学校

Tianjin International School  
Tianjin Rego International School  
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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

June is a month that gives people mixed feelings. It is the beginning of summer and in Tianjin, where the change of seasons lacks transition, heat comes all of a sudden and it can dry out one's energy completely. For students, it is the exam month, which means intense preparation and some overnight study. For the working class, it is time to review the first half of the year and adjust plans for the next half so endless reports and presentations are waiting ahead. However, it is like the darkness before dawn and summer holiday is waving to us!

So it is very easy to feel stressed out this month as all things come together and it is important to always adjust yourself if tension mounts up. Many Chinese people think that foreigners in China live an easier life than they do in their own country. They make multiple times of salary than local people, privilege in many places, police don't go hard on them and pretty young girls like them. It is hardly believed that they have any stress. However, we know it's not true, at least not to all. Everyone has his own problems to solve.

We will talk about the stress problem in the Feature and we just found that those who pursue perfection are the most vulnerable ones to stress. Our brain is like a machine that is sometimes out of our control. When it reaches its limit, something will go wrong in our body. Just like one of the interviewees said: "If I can figure out how to turn off my brain, I will be a lot better off."

When we start to feel breathless with all the stress, why not just let go? Take a break or cry it out! You must have your own outlet to relieve stress. Why not share with us?

六月总是个让人又爱又恨的月份。在季节交替缺少过渡的天津，燥热的暑气会突然降临，烤得人措手不及。学生们要迎来考试月了，紧张的复习在所难免。各大公司也到了年中总结的时候，各种报告、PPT搞得人焦头烂额。好消息是，暑假在向咱们招手！

当所有压力一股脑袭来时，人就容易焦虑，这个时候调整心态也变得特别重要。很多中国人觉得外国人在中国生活得很轻松，挣钱容易、办事容易、谈恋爱都容易！“压力”这个词似乎与他们无关。但其实不是这样的，每个人都有自己的难题。

本期的主题我们就来说说压力。调查中我们发现，完美主义者最容易感到压力。我们的大脑就像一部机器，有时会不受我们控制。当它运转到极限，我们的身体就会出毛病。其中一个被访者就说：如果我知道怎么把大脑关掉，我会好受很多！

在压力面前，我们最好学会放手。休息一下或者把压力大声喊出来。其实，每个人都能找到适合自己的解压方法。如果你有好主意，不如分享给大家！

Monica W



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### Extension to Tianjin Metro Line 3 to open this year

#### ■ 3号线南站延长线年底试运营

天津南站配套交通工程正在稳步推进中。年底前地铁3号线南站延长线将实现试运营。届时，乘客可以通过地铁直达天津南站这一综合性交通枢纽，实现高铁与地铁之间的换乘。天津南站坐落于本市西青区张家窝镇，已经开通运营的京沪高铁在此站停靠。地铁3号线延长线建成后，天津南站将成为集国铁、地铁、公交等多种交通方式于一体的综合性交通枢纽。

The construction of the new subway line to Tianjin South Railway Station is on schedule. Extensions to the Tianjin Metro Line 3 will open for trial operation by the end of the year. Passengers will be able to travel to Tianjin South station by subway and transfer to the high-speed railway.

Tianjin South Station is located in Zhangjiawo Town, Xiqing District, and is one of the stops on the Beijing-Shanghai high-speed railway. After completion, Tianjin South railway station will become a fully integrated transport hub which will include high-speed rail, subway, bus and other modes of transport. The Metro line 3 extension will run from Huayuan industrial park station to Tianjin South station. The 4 km of new track will have three stations and will be a major improvement to public transport in Tianjin.

### 2013 China (Tianjin) Tourism Industry Expo to be held in September

#### ■ 高水平办好2013中国旅游产业博览会

从5月7日召开的2013中国旅游产业博览会新闻发布会获悉，由国家旅游局和天津市政府共同主办、联合国世界旅游组织特别支持的中国旅游产业博览会将于9月5日至8日在天津梅江会展中心举办。



Organized by the China National Tourism Administration and the Tianjin Municipal Government, the 2013 China Tourism Industry Expo will be held from September 5th to the 8th at the Tianjin Meijiang Convention and Exhibition Center.

With a theme of celebrating tourism and cooperation, the Expo will focus on innovation and development in the manufacturing of travel products and promote the blending of tourism and industry. It will demonstrate the technological level of equipment available and provide ideas and support for eco-friendly and low-emission tourism. The Expo will showcase innovative tourism products and promote regional alliances and international cooperation. It will further enhance the reputation of the Tianjin and Chinese tourism industry. Furthermore, the Expo will promote Tianjin as a tourist destination and ensure the tourism industry's continued growth.

### Tianjin Haihe Culture Development Foundation Signed New Cooperative Contracts for 2013

#### ■ 天津市海河文化发展基金会2013年新闻发布会

天津市海河文化发展基金会是2009年7月成立的公募基金会。今年，为了更好地推动天津市民文化生活的建设，使各项专项基金充分发挥作用，该基金会于5月22日在西岸艺术馆与中国文物保护基金会签署战略合作协议，并设立“海河文物保护专项基金”。同时与天津市文化产权交易所、凤凰网、西岸艺术馆等多家单位形成战略合作伙伴关系。并推出“美丽中国-海河文化全球推广计划”，将每年向外推出一项文化项目，让天津本土文化走向世界。



On May 22nd, Tianjin Haihe Cultural Development Foundation announced several cooperative programs designed to promote cultural exchange and the preservation of cultural relics. At the press conference the partners signed strategic cooperative contracts.

With the China Cultural Relics Protection Foundation, the Haihe Cultural Development Foundation has set up a special foundation to protect cultural relics along the Haihe River. Amazing China, a global promotion program for Haihe culture, is focussed on introducing our local culture to the world. Other partners include the Tianjin Cultural Assets & Equity Exchange, iFeng Net and the Xi'an Art Gallery. In addition, there are seven other programs that also welcome public donations.

### Germany firm & Tianjin college join hands to cultivate MICE professionals

#### ■ 德国圣客与天津高校合作开设会展专业

首家参加津洽会的跨国会展专业机构——德国圣客国际会展中心在本次津洽会上与天津轻工职业技术学院签订了合作协议，共同设立展览设计专业，合作培养会展专业人才。作为首家进入天津会展业的跨国专业机构，德国圣客国际会展中心将通过培养会展专业人才、嫁接世界知名展会、引进先进办展模式等多种方式在天津会展产业占据一席之地。

On May 11th Schenk International Exhibition Ltd. signed a cooperation agreement with Tianjin Light Industry Vocational Technical College to establish a major exhibition aimed at cultivating MICE professionals and promoting international competitiveness and improving the overall strength of Tianjin's MICE industry.

According to the agreement, modern educational techniques will be introduced in Tianjin to help train international exhibitors. As part of the students' training, it will help them achieve the goals of cultivating pragmatic and innovatory talents. It will also promote their chances of university employment and develop the students' exhibition training careers.

Schenk International Exhibition Ltd. is an international corporation specializing in exhibition operations management, conference organization and planning and exhibition training. It is the first Chinese exhibition enterprise to make personalized booths in Germany.



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# WHAT'S ON

**Tianjin Grand Theatre**  
Culture Center, Pingjiang Dao, Hexi  
Tel: 83882000  
天津大剧院 河西区平江道文化中心

6/6

The Philadelphia Orchestra  
Chamber Ensembles  
Visit Communities

费城交响乐团室内乐进社区  
(首届天津国际室内音乐节11)

6/10

14:00-16:00  
Opera Duke Bluebeard's  
Castle & Pantomime Ballet The  
Miraculous Mandarin Lecture

光怪陆离的世界，两性永恒的对立  
——解析巴托克独幕歌剧  
《蓝胡子公爵的城堡》与舞剧  
《神奇的满大人》  
天津大剧院小剧场

6/15

14:30-16:00  
Opera Lecture Series No.3

《帷幕升起——西方歌剧艺术  
赏析》古典主义时期的歌剧  
天津大剧院小剧场

6/29

14:00-16:00  
Opera Lecture

匈牙利国家歌剧院歌剧讲座  
天津大剧院小剧场

6/30

14:30-16:00  
Opera Lecture Series No.4

《帷幕升起——西方歌剧艺术  
赏析》浪漫主义时期的歌剧  
大剧院小剧场

**Western Shore Museum**  
No.3 Youyi Bei Lu, Hexi  
西岸艺术馆 河西区友谊北路3号

6/1/20:00

Piano Solo Concert  
吴克忌钢琴独奏音乐会



6/2/14:00

Charity Concert  
爱与希望慈善音乐会



6/7/20:00

String Instrument Quartet Concert  
宫崎骏动漫主题弦乐四重奏音乐会



6/14/20:00

Wooden Pipe Quintet Concert  
木管五重奏音乐会



**Western Shore Museum**  
No.3 Youyi Bei Lu, Hexi  
西岸艺术馆 河西区友谊北路3号

6/15/20:00

Classic Movie Theme Song Concert  
经典电影主题音乐会

6/21/20:00

Jazz Music Concert  
爵士乐专场音乐会



6/22/20:00

Piano Solo Concert  
阿淮钢琴独奏音乐会



6/28/20:00

String Instrument Concert  
古琴专场音乐会



6/29/20:00

Charity Concert  
如雪童话慈善音乐会



## Don't Miss



### 2013 China Tianjin Hai He River Dragon Boat Contest

Associated Starwood Hotels and Resorts Tianjin Region, Hai He River Dragon Boat Contest will be held from June 8 to 12 and racing area is between Hai He Jiefang Bridge and Da Guang Ming Bridge. This will be the first time for the Starwood Tianjin Hotels and all the players are the hotel employees or Starwood SPG members.

## Don't Miss



### Maserati Metropolitan Polo Classic 2013

Tianjin Goldin Metropolitan Polo Club has announced that "Maserati Metropolitan Polo Classic 2013" will take place during the Dragon Boat Festival holidays from 9 to 12 June 2013. The tournament draw, conducted by the Club's Director of Polo Operations Mr. Derek Reid, was held at the Golden Hall of the Tianjin Goldin Metropolitan Polo Club Hotel today.

Organised by Tianjin Goldin Metropolitan Polo Club, Maserati Metropolitan Polo Classic 2013 is the highest level invitational tournament ever to take place in China. The four 24-goal teams, sponsored by Maserati, FICOFI, FIPA GROUP and Fortune Heights, consist of world-class players Argentina, Chile, England, Italy, New Zealand and Spain and they include celebrated names such as Tomas Pieres and Sebastian Harriott.

## Don't Miss



### The International School of Tianjin Annual Farmers Market and International Community Festival '2014: Saving the Earth's Last Wilderness'

On June 5th, 2013 from 10:45am to 1:45pm, the International School of Tianjin will host a Farmers Market and International Community Festival with the theme of '2014: Saving the Earth's Last Wilderness'.

### 6/7 IST Grade 5 Transition Ceremony

International School of Tianjin  
Weishan Nan Lu, Jinnan District, Tianjin  
Tel: 2859 2001  
www.istianjin.org

## Bin Hai International Exhibition Center

No. 29 Shishang Dong Road, Binhai New Area  
滨海国际会展中心  
滨海新区时尚东路29号泰达时尚广场内  
(泰达大街东海路口)  
Tel: 65302888

6/1/8/15/22/29

2013 Tianjin Binhai Middle and High Class Recruitment Fair  
2013天津滨海中高端小规模专场招聘会

6/8-12

2013 Tianjin Binhai International Car Exhibition  
2013天津滨海国际汽车展

6/25-28

China (Tianjin) International Health Industry Expo  
中国(天津)国际生物医药产业暨技术装备展览会、中国(天津)国际医疗器械展览会、中国(天津)国际健康产业博览会

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# STRESS

## AN ONGOING PROBLEM

by Paula Taylor, Parker Barriball, David Wong



### 你压力大吗？

你压力大吗？这是现在人们容易问到的问题。压力是当代人无法回避的难题。因为压力过大而罹患心理疾病甚至自杀的事例比比皆是。虽然适当的压力可以把人的潜力发挥到最大，但是很多时候人们却无法有效控制这些压力，以至于让我们的身心不堪重负。

我们采访了一些外国留学生和外国员工。对外国员工来说，来自客户和上级的高期望值总会给他们带来压力。这一点我们不难理解：保持工作上的良好业绩已经不容易，在中国工作还要和中国员工不断沟通。语言固然是个障碍，两种文化不同的做事方式也时常让人感到力不从心。而对于习惯了按规则行事的外国人来说，最为担心的就是有人不守规矩。一些人的自私行为，总是会毁了别人的良辰美景。

留学生的压力自然来自学业，学成之后的前途问题也会让他们烦心。有人说：如果上帝能告诉我一个把大脑关掉的办法，那我就不会有压力了。

那么我们应该如何缓解压力呢？既然很多时候这些压力都是自身引起的，那么我们就学会说“不”！也就是说，在适当的时候学会婉拒，可以让你避免承受过大的压力。另外，我们要认清自己的压力类型，是来自工作、人际关系、疲劳还是身体病痛，对待每一种类型都有不同的方法。

我们还特别要推荐一个舞蹈疗法。Salsa舞蹈是一种拉丁舞，火辣的舞步和动感的节奏极富感染力。Salsa老师张矛介绍说：拉丁舞可以让身体和精神都得到放松，在热闹的气氛中，人们很快会结交新的朋友。

总之，我们不妨活得潇洒一些，达不到的要求就降低一些。让生活简单一些，量力而出，不杞人忧天，过好此时此刻！

Stress – it can ruin our health, it can ruin relationships, and it can ruin our life. Because of stress people have even committed suicide. People suffering from work related stress sometimes resign. Because of stress some people simply choose to disappear, cutting themselves off from friends and family rather than deal with the stressful situation they face.

Yet a certain amount of stress is good for us. You can probably testify that being under stress has at times resulted in your best work, your best performance. You found reserves of strength and resources that you didn't know you had. In life-threatening situations, stress has enabled people to perform feats that on the face of it seemed from a human standpoint to be impossible. Stress can generate the adrenaline that gives us the impetus we need to propel ourselves forward.

Problems result, however, when stress becomes unrelenting and our bodies fail to relax. Managing stress is vital. If we let stress manage us, it could possibly become the number one threat to our health and well-being.

### Where does your stress come from?

Our stress obviously comes from different sources at different times. Students of course suffer from stress related to their study load and exams. Wives and mothers have stress related to their homes, children and husbands. If they also have to work as well as looking after their family, that is another source of stress. One cute five year old told me that her mother is lazy because all she does is enjoy herself. I can hear thousands of mothers chorus "As if!" Husbands and fathers usually shoulder the load as far as supporting the family is concerned, hence they not only have to deal with work related stress, but also the responsibility of providing for their own. Where does your stress come from?

Personally speaking, my stress comes from meeting tight deadlines, although I think this is a good kind of stress as it enables me to work at a more frantic pace. I don't have time to think about whether or not I can meet a deadline – there is no question, I have to meet it. Sometimes as well as burning the midnight oil, I am also up before the sun shows its face. I can confirm that when I am under pressure, I often produce my best work.

I also have a certain amount of stress from living here. Trying to get on a bus and not get trampled in the stampede stresses me out. Worrying about if I will get across the road in one piece is another source of stress. Wondering if it is time to put my mosquito net up, (which makes me boiling hot and unable to sleep), or trying to get through another night without getting a visit from the mosquito mafia stresses me out. Sometimes I am unable to fall asleep for imagining they are just waiting for me to turn the light out before they come for me. Attempting to pay for my goods in the supermarket whilst trying to make sure that no-one pushes in front of me stresses me out. I could go on, but I am getting stressed just thinking about everything that causes me stress.

It is important to be clear about where your stress comes from and identify whether or not it really stress, as that is the key to managing it. We asked several types of people about their stress and it was interesting to get the different points of view.

### The stress of business

David Wong interviewed some business people and this is what he found.

Paul said "Early this year, while I was completing my Master's degree in Hotel Management, the vast majority of stress stemmed from my school work. Now I am working, my stress mainly comes from my job. Expectations to perform are high and come from both guests and superiors". No doubt the Managers of the wonderful hotels in Tianjin can confirm that their jobs are really pressurised. However this must be offset by the extreme job satisfaction they get. A hotel is like a small city, its -residents all coming from different places. Their different needs must be catered to, whilst maintaining the general high standard. The Managers also have the pressure of adequately communicating their standards to the staff, which is not easy if they do not speak Chinese. In this respect Paul goes on to say "Some pressure is definitely self-inflicted. However, because of the gap in my ability to communicate and be understood by Chinese colleagues and customers, this situation can sometimes cause me stress". Many of the Chinese staff at the hotel speak some English and most General Managers have very capable



Heavy work load and tight schedule stress out business people.

assistants that are fluent in English. However language is just one barrier. As we all know things are done differently here, and sometimes there is a conflict between what the staff think is ok and what the Manager finds unacceptable.

Denis, who is Swiss, highlighted something that we can all relate to, other people not following the rules. He told us "I was brought up following laws and regulations. My main pressure comes from situations where I believe people are not complying with them in China".

This is also where a lot of my stress comes from. I often go for a walk at 6.30 a.m. in the park, which is really beautiful at the moment, the flowers have all opened and the scent is heavenly. However interrupting my perfect scene was a man who, despite the fact that there are signs everywhere saying "Please don't walk on the grass", was not only walking on the grass but was pulling handfuls of the plants up. I was disgusted and asked a passing woman what the man was doing. She wasn't as incensed as me but she did tell him "You should be careful, if the security guards see you, you will be in trouble". His reply was "Oh they don't care, I do this often". He was pulling up the plants that had not yet flowered and he said he wanted to eat the leaves. Whenever he pulled up a flower by mistake, he just tossed it aside. I said to the woman "The flowers are for everyone to enjoy, if people pull them up there will soon be nothing". She told me not to worry and went about her business. I went on my way fuming and muttering about how selfish people are, so what should have been a peaceful stroll turned into a teeth gnashing experience. I was stressed out, particularly as I started to remember other occasions whereby people just thought of themselves and their own desires. You may think I would do better if I just minded my own business – I wish I could mind my own business, my stress would immediately reduce by half!

Back to Denis who says "Being self-employed and having to feed a family of 5 puts much pressure on me. To be able to finance the school fees of our 3 boys, keep a certain lifestyle for everyone and still build reserves for the time when I am too old to work is continuous pressure". No doubt all the dads and mums will be able to empathise with Denis on this point. As his life is so pressurised, where does he get his strength from? That was an easy question for him to answer "I would say that very little pressure comes from my family. My wife is great and my sons, although sometimes demanding, are not really difficult to be with. After all I can identify myself with many situations when I was younger. My no. 1 counsellor is my wife. The infinite wisdom of my woman helps me in most of the cases to calm down and gain a better understanding as to the next step in respect of corrective action".

### Student Stress

Some students gave us their points of view, but I must emphasise that the stress faced by foreign students here is totally different to the stress faced by Chinese students. In fact the answers that these students gave made me laugh out loud, so as they were able to be so humorous I am wondering if they are stressed. Or maybe their attitude is they have to laugh or they will cry. My question was "Amongst your circle of family and friends, who would you say has the most pressure?" One student's answer was "The only person with less pressure in my family would be our adorable Jack Russell Terrier, Cookie". I personally think that some of the dogs here have a lot of pressure. Some of the outfits they are forced to wear would give any self-respecting canine stress. I saw a doggie the other day with a denim jumpsuit complete with hood which had a huge pink bow on it. It was a boy dog and I am sure he was hanging his little doggie head in shame.





Stress from study makes people crazy

To the question "What method do you use to release stress?" another student replied "Watching movies and drinking. If I can figure out how to turn off my brain, I will be a lot better off". Please, I beg you, if you ever figure this out be sure to let me know. Actually I think sometimes my friends already know how to do this. A case in point is when I was being bitten to death by mosquitoes, Mary decided to help me out. She went to my house before I got home and told my roommate that she could solve the problem. She closed the doors and windows and sprayed a whole can of RAID in my room. You will no doubt be familiar with this product, it clearly says it is dangerous and has chemicals in it that can cause cancer etc. As soon as I opened the front door, I was overwhelmed by the fumes and had an asthma attack. I was so ill that I could not move and spent the night on the sofa. The problem was that I was due to fly back to England a day later and I seriously wondered if I could make it onto the plane. "Did you not read the instructions on the can?" I wheezed and spluttered. Mary said "We always use this to kill insects and as you had so many mosquitoes I thought it would be best to use the whole can. You have to admit it has killed all the mosquitoes". "Oh yes, it has killed all the mosquitoes it has nearly killed me too!" I shouted – well croaked at her. Yes having helpful friends is indeed stressful.

Another student had this to say; "Most of my pressure of course comes from school and from not knowing where I will be in the next year or so". Yes that is where some of my pressure comes from too. I don't know how long I will be here. Each year that I go home to England I check what my family situation is. I really want to stay here for the time being, but I also feel guilty as my parents are getting older and I am so far away. One year my mother was seriously ill and was taken to hospital. My family did not tell me until the

crisis was over as they did not want to worry me. The problem is now that whenever they call me and I ask how everything is, they tell me it is ok, but I don't know if that is true or not, and so the anxiety of not knowing the true situation causes me stress, the very thing they

wanted to avoid. This student went on to say "Most, if not all of my stress is from my projection of what I should be doing, the stress I feel from my family only concerns my desire to take care of them as well as myself. When I am in pressurised situations I withdraw into myself. My solution is to read books in my bed with a cup of tea or take a quiet nap. I also recommend to my friends who are feeling stressed that they have a quiet night either by themselves, or to have a talk with another friend over coffee or a drink". There is a lot to be said for having a quiet night in. The experts say that lack of sleep naturally affects our ability to deal with stress. When I am tired, everything is too much trouble, little problems explode and become major catastrophes.

**STRESS RELIEF**

Sometimes we have to honestly examine ourselves and ask if the reason we have stress is self-inflicted. Trying to do too much is a problem for many people, so just say no! I find that a lot of my stress comes from overscheduling. Not wanting to let someone down can mean that we have too many commitments and cannot fulfil all of them. Sometimes I run around like a headless chicken and then get nothing done. Therefore if you lighten your load you will find that you lighten your stress too.

My Chinese friends suffer from this kind of stress because they will do anything for their friends, even if it means great inconvenience to themselves. I am sometimes staggered at what they are prepared to do for friends. I often say "I would never ask my friend to do that". One friend asked me to bring something back from England for her. I pointed out that I was only allowed 20 kilos and since I wouldn't be going back for another year, that 20 kilos was very precious to me, hence I asked her "Do you really need this?" She said "Oh my friend asked for this". I was quite annoyed and asked her why she was asking me to do something that would inconvenience me and it was for someone I barely knew. She then made the situation worse by telling me, the item was actually for her friend's friend, someone she didn't



To reach a balance is important in stress relief

even know either. If I can't help, I just say so. It makes me a little unpopular – but nevertheless stress free as far as this particular situation is concerned.

Entertainment can also be a source of stress, particularly if you are spending large amounts of time on it. It is said that entertainment should be like the dessert course, not the main meal, a little goes a long way. If someone goes out every night, then something will have to give, that time spent on entertainment has been bought out from somewhere else. Students particularly suffer in this area because as they are a social bunch, and study and homework requirements are heavy. Some find to their cost that they have attended one party too

many and their school work has suffered. Trying to catch up causes them untold stress. Just say No! This is good advice for everybody, and if you feel you cannot turn someone down outright, tell them you will get back to them once you have checked your schedule. You can also ask yourself 'Can I really afford to invest the time and energy needed for this activity?'

**LET GO**

Are you a control freak that needs to manage everything and everyone? If you are, no doubt you will be extremely stressed out. One person admitted that "even the stress from friends is self-induced because I start trying to micromanage things". I have a friend that is really, really kind, she thinks about everyone but herself. However this causes her great stress as she worries too much and tries to think for everyone. I asked her recently "Do you really have to deal with this, can't you let them work it out for themselves?" My question shocked her, because as I said Chinese people will do anything for their friends and would rather suffer themselves than let a friend suffer. However she agreed with me that there comes a time when the help she gives is more of a hindrance, as it means that people rely on her to run their lives and do not take responsibility for themselves. When my friends ask me for advice and I give them a good solution, if they ignore it and get themselves into more trouble, I don't help them to resolve the situation. My father's mantra when I was growing up was "Who can't hear must feel". This meant if we disobeyed his directions/orders, we would feel his wrath and he "would teach us a lesson we would never forget". I now find myself quoting "who can't hear must feel" all the time, as my darling friends think that my advice is not suitable for them as only another Chinese person can understand them, so having asked me, they go on to ignore me. If a Chinese friend has given them different advice they take that, regardless of whether it is good or not. In that case, whatever the result I just let them get on with it. Just let go! This is my unprofessional opinion, but the experts were also on hand to give us good advice as to how to deal with stress.

**Dealing With Stress the Expert Way**

Liz Li is a PhD candidate at Peking University and a writer. She says "There is a distinction between tension and stress. Tension can be good and bad and on a bell curve, we need the tension to go right up to our limit, but we do not need it after it goes "over the top" (OTT). OTT is when hyper-tension could set in over a long period of time if there is no resolution. Before it goes to the OTT stage, tension is creative and motivational, so it is necessary to distinguish between types of stress i.e. work stress, emotional and relationship stress, fatigue stress, (for people who are enjoying themselves too much but no time to rest), and physical stress. People who work out too much, but do not realize or admit the rest of demands it is making on the body and do not get adequate rest fall into this category. There is also mental stress which affects those who use the brain too much and boredom stress - those who don't use their brains suffer from this'. (I will have to show this to Miss Mosquito Buster).

"All of these different types of stress will cause dysfunctions in personality sooner or later - the balance of these factors will be important even if it is consecutive rather than simultaneous. Causes are so varied that for a person's problems to be analysed, a specialist would need the specifics so that the right treatment can be identified". It was quite interesting to find this out, I didn't know there was a difference. Next time I lose my temper and start going crazy I will try to identify what I am suffering from, tension or stress. It might help me to control myself and calm down!



Lance is teaching a salsa lesson.

**Dance your stress away**

Lance, who founded the Lance Culture and Art Centre, Tianjin's first and only professional salsa dance culture institution, told us "Not only will dancing reduce stress, but taking our classes is a great way to socialise and in addition we have organized a variety of activities. I hope the Centre can be used as a place to share special moments. I also hope that visitors can think of the Centre as a home".

I asked "If someone told you they had a lot of pressure, for example, pressure from work what kind of suggestions would you make?" His reply was "Pressure can be from a workload that is too heavy, but on the other hand it may be from the burden of psychological pressure. I would recommend that they first pay attention to their diet and make sure that they get enough rest time. Proper exercise can help improve sleep quality and improve the ability of the body to restore itself. However I think that the exercise need not be too vigorous, and therefore salsa is perfect. Also, I would recommend taking part in some fun activities, find a new environment, meet some new friends, chat, and drink coffee or tea, and listen to music. It is important to refresh yourself, do not always be caught up with work that is too intense".

Another question I asked was "Exactly how does dance relieve stress?" His reply was "My personal understanding is this; in primitive society dancing was something that they did even before the emergence of language. People used to express their inner feelings by the way they moved their limbs. Dance also had different meanings and purposes, for instance for worship rituals, social, performances and games, it wasn't just for physical exercise. This is not surprising, as dance still plays a lot of different roles. Actually not all dance can reduce stress". This is absolutely true, think about war dances. Also can you imagine if the New Zealand Rugby team performed a "relaxing" Haka before a match? The Haka is a traditional Maori dance and chant which has many forms, but the one the Rugby team perform is a war dance to psyche themselves up for the impending 'battle' - the last thing they want to do then is to relax! Also whenever I hear pumping techno music, particularly in a gym, of course the aim is not to relax but to exert oneself rigorously

Lance continues "Salsa, on the other hand can reduce stress. Latin music and dancing is not only exciting, it is contagious and gives us the opportunity to make new friends. In turn this has both physical and psychological benefits. It is a great way to relax". This is the kind of stress relief that I like (I also find that eating lots of chocolate instantly makes me feel better).



# FEATURE

## Personal Advice

Parker Barriball has things to say about stress:

### WORKOUT

I cannot stress this point enough, your body and mind work better when they have an outlet for the overstimulation of living in a city like Tianjin. Any city provides more than enough noise and light pollution than what we are designed to handle. Rather than take that stress out on someone smoking in the lift, which I've been tempted to do more than once, I take that stress to the gym. Tianjin is full of options when it comes to finding a gym, and they vary in price so even students can afford them. However, a gym is not the only way to work out stress. You would be amazed at how good you feel with a quick morning workout consisting of pushups, sit-ups, and a jog. It kick starts your mind and body for the rest of the day and you are less likely to snap under the pressure of narrowly missing being spit on while walking down the street.



### Multiple Circles of Friends

As a foreigner I have several very distinct sets of friends. I have fellow laowai friends, many of which are older than me, Chinese friends, and a mix of student friends. When I need to vent in a safe environment, its off to the pub with foreign friends. When I need to understand the latest dramatic episode involving local coworkers, I value the insight of my Chinese friends that can give me a peek into the thinking of the Chinese. And, when I need to get the perspective of friends who are in a similar situation as me, I hang out with my student friends. I am lucky in that my home university, Florida State University, has tons of alumni here in Tianjin. It's nice to have the option to speak with those who know exactly where I am coming from, but can see things more objectively. The good part about having circles of friends with little overlap is that you get to speak a bit more freely when you are stressed without worry of offending someone. I am not advocating talking poorly of others behind their back, it's just that getting things off your chest is important and you don't want to worry about what gets back to whom. A word to the wise though, in two years I have found that regardless of being over 12 million strong, Tianjin can seem like a very, very small town, and with that comes the trend of everyone knowing everyone else's business.



### Get Out

If you are a foreigner, no matter how assimilated to the local environment you fancy yourself, you will at some point need to get out of the country to keep yourself sane. I like Tianjin, and plan to stay here for the foreseeable future, but that doesn't mean that I don't look forward to spending a summer or Christmas back in the States. Even if you don't go home, catch a plane to Thailand or Vietnam and experience something other than the daily grind.



Stress is a part of life, and if you can successfully use it to help you excel at a given task, be that work or play, you will find living in Tianjin much more rewarding. If you don't, you may belly up to the bar and never leave; I have observed both in the foreign community here in

Tianjin. If you are feeling stressed and your usual methods are proving ineffective, get outside of comfort zone and try something new to stay sane.

### Just Do It!

Another thing that can cause stress is procrastination. Yes the old proverb is definitely true, "Don't put off until tomorrow what you can do today". We all have to do things that we do not like to do but putting these tasks off just leads to more pressure and stress time-wise. I have a method, if I have something on my plate that I do not like to eat, I eat that thing first and get it out of the way. That way I can safely enjoy what else is on the plate. If I leave it until last, I will be too full and it is not easy to then force it down. However I find that whenever I have something to eat that I really like, I can eat it until it is coming out of my ears. Applying this principle in my life is beneficial, I do the tasks I like least and get them out of the way. Then when I have jobs to do that I like, I can whizz through them. So getting started early, even if you don't finish something is the key to eliminating stress from this particular direction.

Simplify your life. We all collect far too much stuff. Stuff equals stress. Disposing of possessions we no longer use or need, or even want results in less to do. The more stuff we have, the more work we have to do to maintain, clean and repair it etc.

Control your spending. Overspending results in stress, therefore spending less money means less stress. Identify whether you really need something, or whether you just want it. Needs and wants are two different things. Don't let your wants control you.

Our body reacts in a marvellous way to stress, we all have a wonderful stress response system that is designed to help us. Stress in manageable doses can make life enjoyable and exhilarating, providing us with the stimulus to be creative, productive, enthusiastic, and healthy. Therefore Stress can become an enemy or a friend, depending on how you manage it. When we let stress manage us, that is when we start to have problems.

Sometimes we worry about the future, which stresses us out. Some good questions to ask yourself are these; 'What do I fear most? How likely is it that this fear will become a reality? How much energy do I expend worrying about what may or may not happen?' Sometimes we worry needlessly and then our fears prove to be groundless. Worry about solving today's problems today and deal with tomorrow when tomorrow actually comes. Maybe tomorrow will have its own trouble, but sometimes the problem has resolved itself and we have worried and given ourselves stress for nothing. If you are suffering from stress, resolve whatever problems you can by yourself, and get help when you can't. A good support network is vital and as they say, "a problem shared is a problem halved".



Do you have procrastination?

# SEVEN DAYS GROUP

## Seven Days Group since 2002

A classy western cuisine corporate from Japan with four outlets in Tianjin



SEVEN DAYS  
天津经济技术开发区第二大街62号伊势丹2号店地下1F  
-1F, ISETAN Store 2, No.62, 2nd Avenue, TEDA  
OPEN 11:00-22:00



SEVEN DAYS  
天津和平区南京路108号天津伊势丹7F  
7F, Tianjin ISETAN, No.108, Nanjing Road, Heping District, Tianjin  
TEL 2781-8384  
OPEN 11:00-22:00

The two Seven Days restaurants in Isetan downtown and Isetan Binhai serves authentic western food as well as a large variety of desserts, which are ladies' favorite.



SEASONS  
天津市河西区平江道与绍兴路交口天津博物馆1F  
1F, Tianjin Museum, Intersection of Pingjiang Dao and Yuexiu Road, Hexi District, Tianjin  
TEL: 8388-3017  
OPEN 11:00-22:00

SEASONS restaurant is situated in Tianjin Museum in Tianjin Cultural Center. The 8m high space is a wonderful venue for various parties. In March, Tianjin Japanese School held its graduation party (about 150 people) in the restaurant.

FLAG restaurant located at Xiao Bai Lou, the CBD of Tianjin. It is most popular among business people. The large selection of wines is a highlight.



FLAG by Seven Days  
天津市和平区天津南路和开封道的交口1902欧式风情街G-1号  
No. G-1, 1902 European Style Street, intersection of Da Gu Nan Road and Kai Feng Dao, Heping District, Tianjin  
TEL: 2338-8428  
OPEN 11:00-22:00



# Making Good Sandwiches and Good Money

by Paula Taylor



Todd Mischke

## 做三明治和赚钱，我们都是专家！

在中国生活的这段时间，我看过很多人试图在这里创业。有些人成功了，于是很多人一拥而上复制他的模式，但通常复制的只是表面的东西，但却未能复制到他成功的根本。如果你手里有些资金，在寻找从商的机会，不妨选择连锁加盟。我们采访到了赛百味天津区的开发商Todd Mischke先生，他会给你一个复制成功的机会。

作为一个全球知名餐饮品牌，赛百味在天津的扩张可谓神速。我们不禁要担心，以这种增长速度下去难道不会供过于求吗？Mischke先生解释说，赛百味是一个国际知名品牌，倡导健康饮食，中国的消费者十分认可。赛百味没有直接的竞争对手，在同样价位的快餐里，赛百味三明治总是具有竞争力的。另外，赛百味在天津对门店位置有严格的把控。

Mischke先生介绍说，赛百味的加盟体系是一个成熟的体系。只要找到好地点，严格按照赛百味模式做事，即使你没有出众的商业头脑也会取得很好的利润回报。对于手里有些闲钱想要投资却缺乏经验的人来说，加盟赛百味是风险最小的选择之一。

makes any money here, as once someone has a good business idea, everybody else copies it and then they all go bankrupt. Sometimes when I am out and about and see yet another coffee shop opening in a small area where there are already numerous coffee shops, or an English school where there are already several, I explain again the rule of supply and demand to my friends. Mary said that her father had a thriving business making doors in their village. As he was making quite a bit of money lots of other people decided that they wanted to make doors too, now there are five people doing it in the same small village and they are all just eking out a living. "Supply has outstripped demand, why did they all jump on the bandwagon?" I asked her. "Because my father had a good idea, he has made a lot of money. He is quite clever so other people copied him" she said proudly and without rancour. "They are just cutting everyone else's throat and dying themselves at the same time" I say, so part of the problem is that imagination is lacking. Chinese people like to do business for themselves, but some don't think it through. A friend recently ran a business idea past me, it sounded good on the surface but when I said to him "You have to have enough money to last you for a year, just in case you don't make any money immediately" he was horrified. Hence just as soon as many businesses open, they close.

The Subway franchise system may be ideal for China and here's why. It is an instantly recognized and trusted international brand, known for healthy eating options. Chinese people tend to trust imported things and ideas. Let's face it, if you are going to buy a sandwich, there is only one famous name, so the brand has cracked the supply and demand requirement - there is no other competition.

you will know it is not easy. It sounds good, being your own boss, calling your own shots, making your own decisions etc., but the financial outlay, responsibility and worry that it brings, surely must be overwhelming. Having a franchise can ease some of the pain, and as I listened to what Mr. Mischke had to tell me, I thought having a Subway franchise must be fool proof.

I have often wondered how anyone



Todd Mischke with JinHui SUBWAY team

The initial outlay is relatively modest, overheads are low, staff training is relatively quick and easy so even if a franchisee loses some of his staff, training new ones is a breeze. This is all down to the very simple idea that is behind Subway, what you see is what you get - sandwiches that you design yourself, no fancy schmancy thrills and kicks. If somebody has 550,000 rmb to invest, this will get him a relatively simple shop, if he has 850,000 that will get him a more complicated shop. Investing in this business does not require a high degree of business acumen, it is a tried and tested model and Subway will hold his hand all through the process. They get a shop fitted out and ready and will even make the first food order for the franchisee.

I wanted to know how they maintained the high degree of quality and hygiene that we expect from the brand. Their method is genius. Subway leases the premises from a landlord and then sub-leases it to the franchisee. Every thirty days they go into the shop and do an inspection to make sure that things are being done as they should - there are 18 sections to the inspection. If there is any kind of problem at all, warnings are given, if there is the same problem three times in a row, Subway will simply begin the process to evict him. It is not a one way street, if the franchisee wishes to sell his business, it is can be very easy to do, the whole business can be transferred very efficiently and quickly. One

thing Mr. Mischke was anxious to make clear, is that if a franchisee finds a good location, plays by the rules and works hard he has a great chance to be successful. Of course no business is without risk, but really this is not rocket science and is perfect for a person who has money to invest but no business experience in this field.

Mr. Mischke has been in the franchise business for most of his life, and he was involved in the Dairy Queen franchise in China. The Subway system is quite interesting, franchisee's can then go on to become developers in the business, that is quite a unique idea, job enlargement and promotion whilst being a franchisee. This is what Mr. Mischke is doing now, although he has four Subway stores to his name and plans to open two of his own stores every year. That's a good enough endorsement, the fact that he is confident enough to invest quite a lot of his own money.

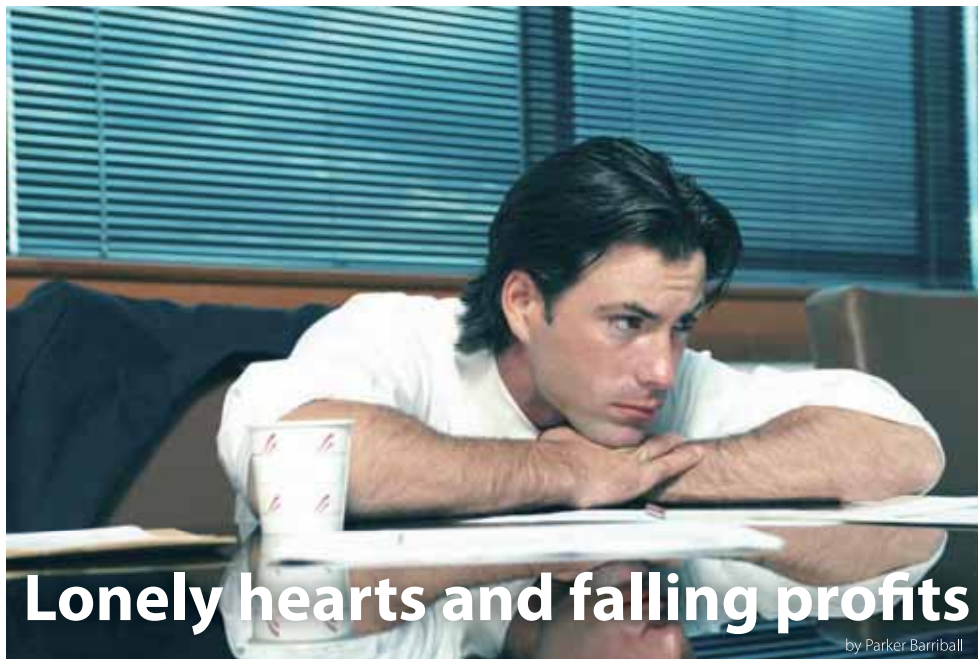
There are 37,000 Subways worldwide, but I was still surprised to see it in Tianjin, however the statistics are impressive. I was told "There are now 21 Subway stores in Tianjin and there are plans to open a new one each month. Franchisees need to work hard and have a good attitude, ultimately personality is more important than experience. Of course no business is risk free, but this is one of the lowest risk investments in the industry. Somewhat surprisingly,

Tianjin has the highest average store sales figures in the whole of China. The franchisees that do well are the ones that are very involved in the running of the business".

I wondered how potential franchisees got to know about this business opportunity. There is information in the store, but also there are plans to put the information on the tray liners. Mr. Mischke says "I find that cold calling here does not really work, it is better if the growth is organic". As the stores are so successful, what about over supply? It seems that Subway has thought of this too. They have policies to ensure that all new locations will not negatively impact existing stores. In fact, a franchisee of a current store can require that Subway do a market survey to demonstrate that the new store will not hurt their sales. With this good business strategy, small outlay and overheads, professional handling and an international brand on offer, it seems like a perfect business opportunity.

I really liked a story about the founder of Subway that was related to me. He was asked at a business meeting "Where do you see Subway in 40 years, what will we be selling?" The founder's reply was "We will be selling sandwiches". If it ain't broke, don't fix it. A sandwich business that sells sandwiches - not a jack of all trades, but a master of one. Mr. Mischke told me that he was quietly confident about this business and I fully understand why.





# Lonely hearts and falling profits

by Parker Barriball

You are one in a sea of over a billion, work is stressful, your free time is short, parents and grandparents are constantly asking, or pushing, for a date when you will be getting married. Welcome to the stereotypical life of many young, unmarried Chinese. As we have discussed in past issues, dating in China is complicated to say the least. Societal pressures and norms are enough to drive young, eligible suitors crazy, much less divorcees or those that otherwise fall outside of strict definitions of desirable. Add to that the time demands of a job and finding a mate becomes even harder. One answer to this problem has been the proliferation of online dating sites that aim to help people find a mate, and avoid wading through the deep sea of potential soul mates. Interestingly though, many of the large Chinese dating sites are losing money in a big way.

In the great Chinese tradition, these sites are essentially copies of western models like Match.com. Despite being a profitable business model in the West, Chinese sites are still posting less and less impressive numbers. In fact one of China's largest dating sites, JiaYuan, posted a 34% loss in profits in 2012

## 中国婚恋网站内忧外患

目前, 中国婚恋网站的运营模式几乎都是照搬美国的既有模式。比如, 世纪佳缘、缘我网等都是以前MATCH.COM为模板, 而百合网等提倡专业的心灵匹配, 是走EHARMONY.COM的路子。而纵观中国婚恋网站发展, 基本都是在内忧外患中求生存。首先, 婚恋网站庞大的用户基数其实并不能在短时间为企业带来真金白银, 因此婚恋网站的盈利状况普遍不佳, 甚至有的面临亏损。

其次, 婚恋网站的用户粘性普遍较低, 尤其是有些注册过的用户, 可能会在使用期间通过网站本身或者是其他渠道找到合适的恋爱对象, 那么就不在关注这个网站了, 各家婚恋网站一直为此绞尽脑汁。世纪佳缘交友网总裁周忠孝表示, 与国外婚恋网站一样, 国内同类网站也不断受到外来事物的冲击。比如微博和人人网等SNS网站。“微博和SNS网站用户粘性和可信度更高, 而且真实的用户身份可以有效杜绝婚恋网站上的欺诈现象发生, 因此一旦微博和SNS综合网站启动此类功能, 那么整个市场即将面临冲击和重塑。

compared to the same period of 2011. The reasons for these losses stem from several different areas, some of them market driven, like increasing advertising costs, some of their natural idiosyncrasies of the locals, like a strict aversion to paying for online services. The profit model as it stands is to allow users to register and maintain a profile for free, but with limited access to full features. If users want access to full features they must spring for a subscription. Users can also send virtual roses for real RMB which potentially adds to

site revenues. JiaYuan's own reporting shows that most people leave after six months. Ironically, when their product works, users finding a match, customers no longer need the service, so naturally the better the site works, the faster the site loses customers.

Sites in the West like Match.com use advanced algorithms to matchup potential dates. One complaint of Chinese users is that the algorithms of Chinese sites like BaiHe are not advanced enough to be useful. The potential mates suggested by the site among



Lonely Hearts

its millions of users are generally a bust for many users. Many users go through the initial steps of making a profile, but are quick to stop using the site when they don't find success right away, rather than pay for full access and put in real effort.

### Rising Costs

The lifeblood of sites like the ones mentioned above is a high volume of users paying on a subscription basis for access to the site. A Large volume of new users is a key as users will leave the service if it works. In order to attract sufficient numbers, these sites rely heavily on advertising across media outlets. Even though sales in the online dating industry are expected to grow from 1.3 billion RMB in 2012 to 2 million this year, the top the dating sites, Baihe, JiaYuan, and Zhen'ai have been experiencing and are expecting continuing losses due to soaring marketing costs. However, balance sheets are not the only challenge facing the industry.

### Fraud

Surprise, surprise, dating sites in China have been hit hard by fraudsters. While it is sad that the spamming of these dating sites render them almost useless, one must admire the creativity of some of the scammers. One common tactic of bar owners is to hire people to maintain online profiles and set up first dates at their own bar, which is more or less harmless, but there is a darker side to the fraudsters. One high profile case involved a woman who was duped by a suitor she met online. Xiao Fang, a Chinese woman who met a man that she wrongly thought was a high level executive of a company, had his child and gave him hundreds of thousands of RMB and only discovered afterwards that the man was in reality peasant from the countryside. She later sued Baihe for not protecting her

from the fraud. While I agree that sites have an important responsibility to protect against fraud on their sites where possible, in this woman's case one must ask just how good a trickster the guy was and just how naïve this woman was. Regardless of the lack of common sense of users, dating sites have been investing heavily in cleaning up their sites and report fraud to the authorities via small armies of monitors. Perhaps another reason for failure lies not in the structure of the sites but in the expectations of users.

The VP of JiaYuan, Zhou Zhongxiao, has been quoted in China Weekly of online date seekers, "Too many people want to seek a date that is out of their league. Why can't they be more realistic?" It's not the most glowing attitude to have towards one's customer base, but he may be on to something. In the West there is still a fairly negative stigma associated with online dating, but in China having an intermediary make introductions on behalf of potential couples is certainly nothing new. However the big difference with the traditional 月下老人 (Chinese matchmaker) was generally an aging spinster rather than an algorithm. Maybe people are over estimating their online profiles, only a small snapshot of a personality, to attract Mr. or Mrs. Right. I wouldn't advocate 'settling' when choosing a mate but how much can you really expect from an online site to both understand and recommend someone in regards of the heart, and/or wallet, when it's such a complicated process regardless of cultural background.

### Solutions: Outside the Box, Offline

One solution that JiaYuan has explored is the ever-profitable wedding market, but

the industry is already fraught with competition. Despite 24 million potential customers annually, market share is highly divided so big dating sites have altered course again and refashioned themselves into headhunters for high earners. And this is a service that does not come cheap. Wealthy Chinese pay for the service for a set amount of time, around 8 months, with the minimum cost starting out at 40,000RMB. Package prices go up steeply if the potential suitor falls outside of desirable norms. For example, there is an accepted height ranges for both men and women, and women over 35 have to pay a hefty fee for the increased difficulty their age brings in finding a mate. Divorcees will also feel a sting in the wallet as their desirability falls through the floor as social stigma is highly negative towards those who have already married. The record headhunting contract that JiaYuan has landed totaled up to 5 million RMB. Chinese Millionaires are certainly a profitable option but as one might imagine, it is a highly niche market.

These solutions however, still do not get with the basic model of dating sites. If Chinese sites cannot capture the necessary volume and future users that their Western counterparts do at a reasonable cost, they will have a hard time staying in the black. Perhaps the local conventions just are not suited to the model. It may also prove that costs on the advertising side are simply too high when all is said and done. Regardless of the factors working against the industry, the future of these sites will prove bleak if they cannot turn their losses around.



Too many people want to seek a date that is out of their league





## Looks ARE Deceiving!

### 眼见不为实!

在选择合作伙伴的时候，我们经常会有这种感觉：虽然一切看起来都很完美，但就是感觉哪里不对劲。有时候，眼见并不为实！过度推销和包装是最常见的伎俩，但有一种伎俩更具迷惑性，那就是建立在私人感情基础上的公关营销，这背后经常隐藏着危险的陷阱。

我有一个客户想要在有限的预算范围内选择一个供应商。经过层层筛选，我们帮他定下两个最终候选公司。这两家公司在技术水平、生产能力和费用上都不相上下。这个时候，你的直觉就要起决定性作用了。

我们对两家公司都做了实地考察。第一家公司的生产设施还算不错，但是他们至今还没有获得ISO质量认证。他们对此的解释是，他们正在努力达到ISO所规定的各项指标，将来一定会获得这个认证。让我意外但高兴的是，他们没有骗我说已经获得认证而是实话实说。因为，有的企业的ISO认证是通过不正当手段获得或是伪造的。

第二家企业以五星级的标准招待了我们，CEO亲自陪同。他们的设备非常先进，厂区内一切井然有序。

但看到样品的时候我惊呆了。这不是我们竞争对手生产的产品吗？只不过被贴上了另外一个牌子。面对我的质疑，他们给我解释了他们复杂的贴牌体系。这在我脑海里敲响了警钟，他们明显地侵犯了我竞争对手的知识产权，然后贴上自己的标签。

虽然第二家企业让我们享受了皇帝一般的待遇，但是我们还是选择了那个条件相对弱一些但仍然诚实的企业。所以，千万不要被糖衣炮弹蒙蔽了自己的判断力。

You know when you're in the middle of discussing business with a potential trading partner and you get this feeling that something smells fishy even though everything seems legit and looks outright perfect? If you're working in an emerging market, then most probably, your gut feeling is right.

When it comes to deceiving looks, many examples come to mind but there are some that left me with a bitter taste in my mouth that I'd like to tell you about so maybe you can avoid being fooled as most new comers to

the market have been.

The most common type of misleading agendas you'd meet in an emerging market are related to your trading partner's endeavors to oversell themselves to you. This by itself can be considered an over-marketing issue if not for the sinister intentions that lay beyond.

One such example is a manufacturing facility trying to look busier that it actually is like the one I told you about in a previous article. Another example is a supplier trying to convince you that they can't meet your

requirement in time and that they will have to treat you as an express customer if they are to produce your product promptly. Of course this express treatment is much more expensive than fair price but suppliers who take this approach usually know that you don't have a lot of options and that you'll most likely have to work with them any way. I've also told a story about such a monopoly in a previous article.

The other type of misleading stunts are PR based and those in my opinion are more sinister. The reason is that they rely on personal emotions and enforcing impressions that can be labeled as confidence tricks by connen or fraudsters. In big business, these are more common than you think or want to believe.

The story started when a client to whom I offered consultancy services had a need for an outsourced product to be made within a limited budget and came to me to help decide on which production facility was the best choice for the project.

As usual, the technical specs were laid out and those suppliers who believe they can meet then were picked from the rather long list of possible manufacturers. The next round of qualifications were focused on choosing those who can produce the product in time for the planned market penetration campaign. Pre-final round resulted in a list of just two suppliers who could meet the tight budget when it came to the quote.

So how do you choose between two suppliers who had the same technical capability, production timeframe and price range? Well, you go to meet both and decide based on the perception you get from both. This here is the most critical phase since it is mostly subjective and feelings as you know can't be easily quantified. How do you rate the attitude you FEEL from the supplier's team and how do you calculate the personal impression you end up with after meeting with a CEO?

The issue becomes more dangerous when working in emerging markets as previous work records are shady at best and can be easily forged for the right price. These are the days when you truly value the efforts of consumer protection bureaus in advanced economies where the government databases provide valuable insight in the true abilities and intentions of said supplier.

Don't get me wrong, I am not saying that

the business system in advanced economies are perfect but at least you have SOMETHING to rely on when deciding who would be the best supplier to manufacture your product when everything else is more or less similar.

In any case, we started our trip to the first of the two suppliers and as we arrived to the town we were met by the company's team who tried to make us feel at home as much as they could. We found the usual meet and greet routine to be acceptable and the team to be quite easy to talk to and communicate with.

After a plant tour, we could easily say that we were satisfied and were happy to know that they have in fact been trying to achieve an ISO quality accreditation and would soon be able to receive it. What I took notice of, it that they didn't falsely claim being already accredited by the international organization and rather stated that they were currently working on implementing the ISO codes what will enable them to get it in the near future.

Now keep in mind that they didn't need to say that in a part of the world were ISO certificated can be bought or –even worse– forged with a few connections and some free flowing funds into pockets of a few officials. This made their claim worthy of notice and gave me a good indication of things to come.

I felt that the facility was OK and that the team met all our requirements concerning communication skills and clarity. I ranked the supplier as being a very good potential business partner and I was now looking forward to see how the other supplier would fare in the same evaluation procedure so I can

make up my mind as to which one is a better choice.

One week later, we arrived to the other supplier's location and before we could say "Hello" we felt that this visit was going to be a very special one. We had already booked our hotel and wanted to go to leave our luggage and rest for a while before having lunch with the supplier's team and discussing business. However, and in a very welcoming move, the supplier informed us that they have already booked us a hotel room.

We politely refused since we already had a confirmed booking but they insisted that will drive us to the room they booked for us. Outside the station, there were a couple of high-end Mercedes limos waiting to take us to our host-chosen hotels. We were also informed not to worry about our initial booking and that they would take care of it.

As we arrived to the hotel, we found it to be a super-luxurious five-star palace-like residence catering to the elite of the business society of the town. Furthermore, as we followed our luggage we discovered that we checked into a pair of Imperial suites at the top floor of the hotel. This was certainly not a common move by a supplier but we were quite happy about it.

As you'd expect, the banquet wasn't any less flashy, as a historical dining room was booked for us came with a professional catering team, a superb meal and several expensive bottles of wine. What matters even more is that the supplier's CEO was personally there to host us and talk serious business.

As the dining room was huge, we got a chance to meet several of the team we would

be working with in a round table environment that gave us a very positive experience from all the company's departments. Even more enticing, was the unexpected English language level that the team demonstrated along with highly developed communication skills.

Next, as we toured the facility, our hosts could tell that we were impressed by the quality, effectiveness and order illustrated all around. We were even driven around in one of those golf carts seen in multinational owned production facilities to cover the grounds faster and with less effort.

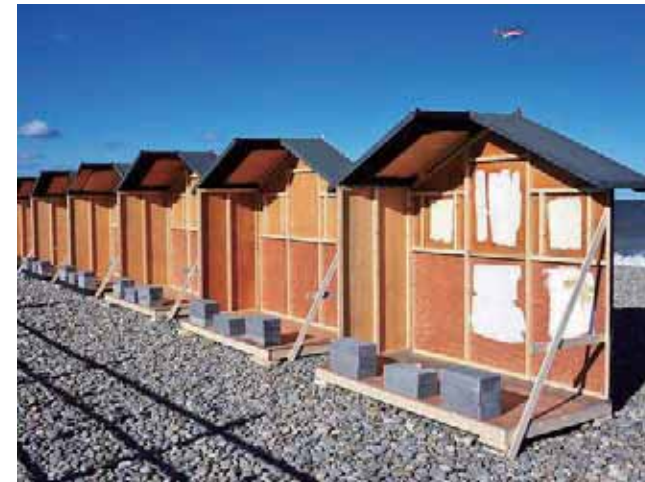
When we arrived to the warehouse, I asked if I can see some of the stored finished products and they were very happy to hand some very carefully packaged components for me to inspect. I had recognized the product as being one of our competitor's and it was truly well made BUT to my surprise, it had been labeled with a different brand. When I enquired about it, I was informed that this brand belonged to the supplier itself and that they manufactured for external clients like myself and at the same time had their own brand but the brand was registered through a third party so it was not directly affiliated with the manufacturer.

This raised many red flags in my mind as I was sure that this design belonged to one of our competitors whom I know produced their products at the same facility. This meant that the supplier has been stealing our competitor's intellectual property and re-branding it with their secretly owned brand. Of course I didn't tell them that I noticed the theft but I knew that THIS was the catch. "There is always a catch to being ENEXPECTEDLY treated like royalty" I thought to myself.

They were welcoming us like kings because to them we were golden-egg laying chicken, as business partners AND a source for free research and development results. This was not going to work for us so I informed the head of our team about the issue and it goes without saying that we decided to choose the other supplier. It was a more humble but more honest one. And that for me was more important than a flashy hotel and a royal meal.

Always take a probe deeper and take another look into business deals that appear too welcoming and proceed with caution on these frontiers. Have a good profit hunt.

Please send your comments and questions to Moe via [moghareeb@gmail.com](mailto:moghareeb@gmail.com)



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.



# Renewal and rejuvenation – new life comes to The Westin

## 焕然一新

by Paula Taylor

用“蓄势待发”来描述一家酒店确实有些少见。但是在我参观过天津君隆威斯汀酒店，并且与新任总经理乌李甘布先生交谈之后，这个形容词自始至终一直在脑中浮现。酒店员工们个个精神抖擞，面带微笑，时刻准备为客户提供贴心服务；酒店设施齐全、环境一流。如果只从酒店建筑外部观察，绝对无法想象到其内部空间非常宽敞，客房结构设计合理。而且更加吸引客户纷纷选择入住威斯汀的原因在于：你其根本不用走出酒店就可以给自己找到娱乐放松的好地方。比如，位于酒店二层的Q吧会定期举办女士之夜或萨尔萨舞之夜这样的活动。作为酒店的管理者，乌李甘布先生非常鼓励员工的创新意识，并且坚持快乐工作的原则，因此常常发挥自己独特的幽默感和员工们开开心心玩耍。选择这样一家优质酒店作为旅途的休息站或工作之余的休闲场所，保证让你有焕然一新、精力充沛的感觉。

**E**ffervescent seems like a strange word to use to describe a hotel, but that is exactly the word I would use to describe the atmosphere at The Westin, it is exactly the word I would use to describe the new GM, Ugur Lee Kanbur, Lee for short, in fact I would also use it to describe the newly reinigorated staff and the big plans that Lee has for the hotel. I think it is a very exciting time to be involved in The Westin, from the staff's point of view, and from the guests' point of view. More good news is that you don't have to stay at the hotel to take advantage of some of the best deals in town, for instance, Ladies' night at the Qba, where ladies are offered free cocktails and there will be salsa ladies.

If you have never been to the hotel, it is a rather intriguing place, much bigger than it looks from the outside and there are hidden treasures within. Lee has created a unique dining experience, in the form of a food safari, where diners can sample the food in one restaurant, for instance the Chinese Restaurant, and then go to the Italian Restaurant etc.

Regarding the staff, everyone is an expert in their own field. We drank some wonderful wine, and a very knowledgeable young lady gave us chapter and verse on it. The chef came out to explain each dish we ate, he told us how it was prepared and what was in it. When we ate Tiramisu we were given a short history of how and where it originated. We visited the Qba, which is an authentic Latin bar and grill (you have to see this place), and the Bar Manager expertly prepared the best Mojito that I have ever tasted. Even as we drank coffee and ate some rather delicious biscuits, the chef conversed with us. The food, by the way, is divine.

Lee's style of management no doubt has surprised his staff, he is wonderfully informal and humorous, whilst at the same time not compromising his high standards. His background is truly interesting, his parents are Turkish, he grew up in Australia and his wife is Malaysian. I get the feeling that he laughs and coaxes high performances from his staff, rather than bellowing orders at them. It seems like a fun place to work, and it definitely is a fun place to stay. Lee said "We work hard, but we have fun whilst we work". The staff I met on that occasion had already done a long day's work, but they told me it didn't seem like it.

I would definitely recommend a visit to the Qba, the restaurants, the gym – oh in fact I would recommend the whole place. Stay if you can, if you take advantage of everything that is on offer, you will come away feeling like a new person.



Ugur Lee Kanbur  
General Manager



## 人力资源供应商大会亮点频闪

5月10日，中国天津人力资源服务展示暨第二届人力资源供应商大会在人力资源发展促进中心盛大开幕，成为今年天津洽会的一大亮点。本届大会邀请到任仕达Randstad、ADP、DDI、中智CIIC、万宝盛华ManpowerGroup、中国国际、智联招聘、国家人才网等88家国内外知名人力资源服务机构参加，展示服务和企业形象，推介各类新型服务产品，与本市各类企业开展人力资源外包/招聘、培训/咨询、员工福利、外籍服务等人力资源服务洽谈对接，力求更多地宣传人力资源服务业发展情况，促进天津市人力资源服务业的发展。大会吸引来自人力资源经理俱乐部（HR CLUB）、天津外企协会、欧盟商会、德国商会、企业联合会、开发区工会会员公司以及天津各企业的相关负责人参加，参会人数达到近千人。

# Human Resource Supplier Assembly Kicked Off

**C**hina Tianjin Human Resource Service Industry Exhibition & the 2nd Human Resource Supplier Assembly opened in May 10th at HR Development Promotion Center of Tianjin Hedong District. More than 88 famous national or international HR company representatives attended the opening ceremony and exhibition event to present their company culture, enterprise image, and new product, such as Randstad, ADP, DDI, CIIC, Manpower Group, China International,

Zhi Lian Recruitment, National Talents. Moreover, it was also a great opportunity to find the business opportunity during the event and even work together with potential business partners in the future. The HR CLUB, Tianjin Foreign Enterprise Association, European Chamber, German Chamber, Enterprise League, and Development Zone Union Member also participated in the exhibition. Therefore, the visitor to the event was more than 1000.



Please check out the official website of HR Manager Club: [www.tj-hrclub.org](http://www.tj-hrclub.org)



# 12th AmCham China, Tianjin and BT Eagle Group Annual Charity Golf Tournament

10:00AM – 9:30PM, Saturday, May 18th – Tianjin Binhai Lake Golf Course



**AmCham China**

T I A N J I N

中国美国商会·天津

About 50 golfers came out to join in the AmCham China, Tianjin and BT Eagle Group 12th Annual Charity Golf Tournament on May 18th. This is a traditional charity event that Amcham sponsors in order to help out the community. The greatest form of help was through our major sponsors, BT Eagle Group and Tianjin Custom Wood Processing. These sponsors were the people that made the entire charity golf tournament possible with the greatest support to this great event.

In addition to the major sponsors, other sponsors such as Renaissance Tianjin Lakeview Hotel, Taylor Printing, Cintas, Northern Lights, Hank's Sports Bar and Grill, United Family Hospital, Jones Lang LaSalle and Rex Group, and many others were able to give other forms of donations that helped create a successful night.

The tournament was held at Tianjin Binhai Lake Golf Club. Afterwards, attendees enjoyed an outdoor BBQ dinner at the Renaissance Tianjin Lakeview Hotel, awards, prize drawings, auction, and live band. The event raised over 110,000RMB for the Jian Hua Foundation, an organization that provides community outreach through education, medical aid, occupational therapy, and much more. We would like to sincerely thank all of those who came out to golf, join in the dinner, and contribute to such a wonderful cause!



Address: Room2918, Exchange Tower 2, No. 189 Nanjing Rd, Heping District, Tianjin 300051

TEL: 86-22-23185075 Contact person: Amanda He amandahe@amchamchina.org Website: www.amchamchina.org



Charity auction



Amcham team



Longest drive winner: Chase Webb (middle)



Children of JHF are performing



Sylvia Kim and Gene Brewer



Anders Axen & John Whalen



Patrick Lim & Jeffrey Yeo



Li Wenzhong & Jim Berry



Jeffrey Yeo, GM of Renaissance Tianjin Lakeview Hotel



Donation for JHF

**Winners:**

- 1st place: Tim Beagle and Mark Francis 73
- Patrick Lim and Jeffrey Yeo 73
- 3rd place: Chase Webb and John Klinkerman 74
- Longest drive: Chase Webb
- Most accurate longest drive: Chan Tran
- Nearest to Pin: Patrick Lim (7#)
- Jeffrey Yeo (12#)
- Winner of Putting Contest: Mark Francis







# EUROPEAN CHAMBER IN TIANJIN

## Human Resource Directors and Managers and their role as "Strategic Growth Partners"; 27 March & 17 April



Co-organized with Invision, the European Chamber Tianjin Chapter hosted this two series interactive workshop which is best targeted to HR Managers and Directors and Line Manager individually on Mar.27th and Apr.17th, 2013.

## GM Briefing: Future of RMB - Prescriptions for Trade and Investment, 18 April

The experts from AZ Investment discussed the issues of where the RMB stands in terms of value, how to use RMB for trade settlement purposes, how to hedge RMB exposure in trade and investment, and how to benefit from RMB liquidity during GM Briefing dinner event. Additionally, this event also provided all participants an overview of new regulations and market trends on the evolution of the RMB's internationalization – a potentially significant new trend that has repercussions for global trade and investment flows.

## Invest in Finland-Case Turku, 10th May



City of Turku delegation from Finland organised Invest in Finland - Case Turku seminar on 10th of May in co-operation with local CCPIT within the framework of Tianjin Trade & Investment Fair.

The topics of the seminar were technology properties in Turku Region, maritime industry expertise and cooperation opportunities, offering of higher education trainings and smart city planning. The seminar and the discussion was quite lively between the Chinese participants and the Finnish speakers in the cocktail after the seminar.

If you are interested in the topics, please be in touch with Turku Region Tianjin Office:  
turku@european-chamber.com.cn, tele: 022-58387603.

## The 2nd China (Tianjin) Human Resources Supplier Exhibition and Forum, 10th May & 11th May

In collaboration with Tianjin HR Club, Tianjin HR Development Center and other Chambers and Organizations, the European Chamber successfully hosted the 2nd Tianjin HR Supplier Exhibition and Forum on May 10th and 11th.

The main purpose of the conference is to facilitate the mutual communication for member companies, to learn the managerial expertise from HR suppliers, to discover and select the excellent HR suppliers, and to help member companies save costs, improve efficiency and reduce risks. Around 100 strictly-selected suppliers are invited to participate in this exhibition which including the HR recruitment, labor dispatch, training, management consulting, salary research, management software, conference services, travel agencies, commercial insurance, medical, expatriate services. Experienced professionals from the HR, Administration, and Procurement domains of well-known companies also delivered speeches concerning various topics of the evaluation and management of HR suppliers.



## Tianjin Historical Walking tour, 11th May

The annual concession tour for new comers to Tianjin hosted on May 11th, the 3.5-hour morning tour of Tianjin provided all participants a panoramic introduction to the past 100 years of history, which occupies a central place in modern Chinese memory. This year the tour was led by Douglas Red, General Manager and Tour Impresario, whom with three decades in China and Asia, a banking career, a degree in Asian Studies and fluent in the Mandarin language.



Saturday, June 29, 2013

## AmCham China, Tianjin Annual US Independence Day Celebration

@ Courtyard of Qing Wang Fu

doors open 4:30pm \* dinner 6:00pm

### Tickets

Member adults: RMB220  
Non Member adults: RMB360  
Children between 4 -12: RMB120  
Children under 4: Free

Buffet Dinner \* Drinks \* Ice cream \* Live Music \* Games \* Lucky Draw

### Sponsorships now available

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Kids' Corner Sponsor: RMB5,000 or in-kind equivalent  
Booth Sponsor: RMB3,000

Send an e-mail to [amandahe@amchamchina.org](mailto:amandahe@amchamchina.org) or call Amanda He at 022-23185072 to book tickets.



## Past Event



### Day of Logistic 2013 - Visit of Siemens Electrical Drives (SEDL) in Tianjin Wednesday, April 18, 2013

The Tianjin Office of the German Chamber in China – North China, in cooperation with the German Logistics Association BVL, invited to visit Siemens Electrical Drive Systems (SEDL) on April 18, the "Day of Logistics". The Day of Logistics has been organized since 2008 and more than 400 events take place on that day in cooperation with companies, institutes and universities worldwide, in order to create a valuable communication platform for logistics professionals and exchange latest information, ideas and know-how. After the factory tour, the CFO of SEDL, Christoph Salentin, provided first-hand experiences about the supply chain management at SEDL, which was followed by an in-depth discussion about the modern and china-specific challenges for logistics today. About 40 logistic professionals participated in the event, which aimed to help companies to optimize processes, reduce costs, and establish an effective supply chain management.

### German Night in Tianjin Saturday, May 18, 2013

On May 18, 2013 the German Chamber of Commerce invited to the German Night in Tianjin at the 3 Kronen Brauhaus. The German Night is the major social event for the German Community and everyone interested in German culture and already took place for the third time in Tianjin. More than 100 participants enjoyed the casual evening in a typical German atmosphere with German buffet, beer and lucky draw. DJ Marcel Rick alias TJ Electro entertained the crowd with German classics and party music from the 1920s until today. The purpose of the event is to bring together the German community as well as Chinese colleagues and friends to contribute to German-Chinese friendship and teambuilding. The German Chamber thanks all participants, sponsors and helpers for a memorable night!



### Upcoming Events March 2013

June 5, 2013: Kammerstammtisch Binhai – Delights Bar and Restaurant TEDA  
June 14, 2013: German Film Night: Tatort, Paulaner Brauhaus Tianjin  
June 19, 2013: Breakfast Seminar: Business relevant data management for companies, Westin Hotel  
June 26, 2013: Kammerstammtisch Tianjin, Drei Kronen 1308 Brauhaus Tianjin



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- Be informed about current business issues
- Join our events to give your company exposure as a speaker or member and share your knowledge

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- Receive a free membership directory

**Services:**

- Key contacts and networking opportunities
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- Translation and interpretation
- Event consulting and venues search

Contact the Swiss Chinese Chamber of Commerce:

<p><b>SwissCham Beijing</b> Address: Room 1502, Global Center, Building No. 1, 309 Nanjing Road, Nankai District, Tianjin Tel: +86 22 8787 9249 Email: info@swisscham.org</p>	<p><b>SwissCham Shanghai</b> Address: Room 902, Jingan Silver Center, No. 1288 North Siping Road, Road Shanghai Tel: +86 21 6343 8333 Email: info@sh.swisscham.org</p>	<p><b>SwissCham Guangzhou</b> Address: The Plaza, Guest Street, No. 228, Tianhe Road, Guangzhou Tel: +86 755 8528 1000 Email: info@swisscham.org</p>	<p><b>SwissCham Hong Kong</b> C/O Consulate General of Switzerland in Hong Kong Address: Suite 1206/12 Central Plaza, North Harbour Road, Wanchai, Hong Kong Tel: +852 2524 0500 Email: info@swisscham.org</p>
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# 中寶

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# ROOMMATES FROM HELL

by Paula Taylor

## 室友：是敌是友

不久前，中国四川省雅安地震发生时，四川师范大学男生一人抱着六台笔记本，背着三台单反，手里还拿着一只小乌龟冲出宿舍，拯救了全寝室财产。该男生的事迹受到众多网友及名人的关注，更亲切的称呼他为“中国好室友”。大家对于此前有关“室友”的一系列负面报道带来的消极情绪也被一扫而空，纷纷表示又开始相信友谊。众所周知，中国大学的宿舍非常狭小拥挤。通常是好几个彼此完全陌生的同学住一个小房间里，这样自然会产生无数大大小小的问题和摩擦。这些孩子大多数是独生子女，在家都过着衣食无忧的生活。突然开始过独立的生活，当然会感觉非常茫然。除了完成大学的学业，还要学做家务，比如洗衣、打扫卫生等，更加重要的是学习如何与人相处。

One of the obvious drawbacks of having to live with a stranger is that you never know what you are going to get. On rare occasions students have been driven to suicide by their roommates - or even to murder. In China dormitories are generally small and crammed with people, it is common to have eight students in one room. Forcing several complete strangers to live together naturally creates myriad problems, but add to the mix the background of many of these students, who are generally from single child families where they have been treated as princes and princesses, and it

makes the situation potentially explosive. They, for the most part, have been used to being waited on hand and foot and then suddenly they are expected to clean up after themselves. They have been used to their families doting on them and making them feel important, and suddenly no-one is taking any notice of them. They are not used to having to consider anyone else and suddenly people are objecting to their behaviour. They cannot express themselves and they cannot accept that there is anything wrong with what they do.

My own experience is this; when I first

came here to study Chinese I lived in the Foreign Students' Dormitory. There were two types, one type was an apartment with three bedrooms and the other type was one room to be shared with another person. I opted for the apartment thinking it would give me privacy. Unfortunately I was sharing it with two 17 year old girls that were away from home and country for the first time, and they made good use of their freedom. They would go out nightclubbing until the early hours and then I would be woken up by them coming home, as my room was next to the front door. I tried not to mind too much, telling myself that I was their age, once. However, what I could not overlook is that they often brought guys back with them and more than once when I needed to go to the toilet in the middle of the night, I felt I could not leave my room as there were strange men in the living room. One night in reception a guy said hello to me and asked me where I was from etc. I made polite conversation for a few minutes and then excused myself. A few

minutes later the same guy knocked on the door. I was completely unnerved, but he told me he was looking for his friend. His friend turned out to be one of the girls, who promptly invited him in. Shortly after that there were embarrassing sounds coming from her bedroom and it was obvious that they were more than just friends.

The other girl was an absolute princess who did not do anything to keep the place clean. Our kitchen area was so filthy when I moved in that I could not use it until I had decreased it all, but a few days later it was back to its original filthy condition. As for the state of the bathroom and toilet....don't get me started on that. I had paid the rent for three months, but in the end I lasted less than six weeks, I moved out. It was truly an unforgettable experience - for all the wrong reasons.

Well that was my experience, it wasn't the end of the world, but for some people having the wrong roommate has led to tragic circumstances. A student here was at his wits end with his roommate's loud snoring. He filmed him and posted the video online in an attempt to shame him. Quite why he thought this was a good tactic to stop the snoring is anyone's guess, after all his roommate was surely not doing it deliberately. After the video was posted online their relationship naturally deteriorated into open hostility. Eventually the exhausted student couldn't take it anymore and stabbed his roommate to death. As the video was posted online and many people were aware of it, was there no-one

that could have stepped in to help? Could the students not have been given new roommates? Could the killer not have confided in the university authorities? Maybe the desperate student had tried to get help, but maybe there was no other room for him to move to. Well whatever the case, one of them is dead and the other one will either face life imprisonment or worse. Two families have been ripped apart by this tragedy. This is certainly a situation that could have been avoided and a solution could have been found, but unfortunately the killer student found a permanent solution to what was a temporary problem.

Top causes of stress between roommates are noise and dirty habits. Other experiences that I checked out were people planting video cameras in the room and covertly filming their roommates' sex lives.

A tried and tested method to resolve conflict is to have an open and honest dialogue with a roommate about any difficulties. Being honest about one's own shortcomings is also useful, as although we sometimes expect perfection from others, we ourselves are not perfect. Being paired with somebody of a totally different background and culture is not necessarily a recipe for disaster, in fact it can be an enriching experience if both parties concede there is more than one way to do something, and that their way may not necessarily be the best way. Give and take and mutual respect will go a long way to smoothing over difficulties.

My roommate and I are polar opposites



China Best Roommate: Huang Yu Zhou from Sichuan Normal University saved roommates' property during Ya An earthquake

and I learned the hard way, and much to my surprise, that the English way of doing things has not been universally adapted! Every time I get annoyed with her over a perceived fault I remind myself of my own flaws. This method quickly takes the heat out of my anger - and brings me back to earth with a bump.

If there are small matters causing friction why not let it go. Covering over, or not broadcasting small faults is really an act of love and shows that the offended person is genuinely interested in pursuing peace. There are enough stresses outside the front door, so my view is that my home should be a peaceful haven, not a battle zone.

Another piece of good advice is not to go to sleep angry, but resolve differences as they occur. If someone goes to sleep on an argument, in the morning they will not have cooled down, but will in fact be even angrier. As usual, motive is an important factor, if you are having problems with your roommate, what solution do you want to achieve, do you want to separate or are you interested in resolving the situation amicably? Splitting up is sometimes unavoidable and even advisable in some cases, but if the situation can be remedied easily, you know what they say....better the devil you know. Some people are lucky to be paired with the perfect roommate who then becomes a friend for life. Finding a good roommate is a very precious thing, if you have one please cherish them.



Study together



# WHEN IS A FOREIGNER NOT A FOREIGNER?

By Paula Taylor



## 外国人，我该怎么称呼你？

对很多中国人来说“外国人”的英文就是“foreigner”，这是他们在书本里学到的唯一一个能表达这个意思的单词。但是，也有一些外国人讨厌“foreigner”这个词，而更喜欢称自己为“expat”。这就让我们的中国朋友们犯了难，到底该怎么称呼你们呢？

确实，在外国人里对这个问题也存在很多分歧。这很正常，毕竟大家来自不同的国家。即使是英美这两个常被误认为同根同源的国家也存在很多差异。我自己最讨厌被叫做“老外”，虽然我的中国朋友一再和我解释他们这么叫并没有恶意，但我知道这其实并不是一个礼貌的称谓。每次有人向我投来猎奇的目光并大声喊着“老外！老外！”的时候，我都特别愤怒！结果，我有一次特别郑重地和一位中国阿姨说：我特别不喜欢别人叫我老外！这个阿姨的表情一下子就僵住了，然后一个劲儿地向我道歉。最后她问我：那我应该叫你什么？

天啊！这个问题就像刀子一样刺中我的心，于是我说：叫我外国人就行了。这个答案简直太愚蠢了！之后好几天我都觉得对不起这位阿姨，她真的没有恶意，而且这可能是她第一次和外国人说话。如果人家无心冒犯，我为什么非要较真呢？

要是我早悟到这一点，我能省去多少烦恼？所以我奉劝各位，这些事情还是不要太放在心上，否则也会伤害到我们的朋友。

When writing an article recently, I came across an unexpected problem. Some people objected to being called foreigners and preferred to be called expats. It was extremely difficult to find a term that encapsulated everybody who is not Chinese, as it was not possible or practical to name every single nationality that makes up the foreign population here.

Where do you stand on this issue, do

you object to being called a foreigner? I personally have no problem with this term as that is what I am. I am living temporarily in a country that is not mine. I do not consider myself to be an expat as I have only put down tenuous roots. I would describe an expat as someone who intends to stay ad infinitum, i.e. maybe they have married a Chinese person, or bought a property etc. In fact large numbers of foreigners here are not

expats, being students who will mostly definitely go home when their studies are finished.

The biggest single foreign nationality here are the Koreans, they outnumber everyone else. Whole families come here because the father is working for a Korean company. There are some that have been here long term, but usually they only stay for three or four years and then they usually go

back to Korea. They would not describe themselves as expats.

I personally really object to someone calling me a Laowai. If you ask your Chinese friends what this term means, they will not want to hurt your feelings and will tell you it is a friendly term. However if you can find someone that is willing to be honest, you will discover that this is generally an insulting term. I say generally because it is not always meant as an insult and I will explain a bit more about this later.

Yesterday I walked past a man in a market, and he shouted out in a very loud voice “Whoaaaaa!!” I knew he was going to say something stupid because as I approached him, his mouth dropped exaggeratedly. I stopped dead in my tracks and turned around and stared at him, making him think that I thought he had called me. He was terribly embarrassed, as having caught my attention, he then did not know what to do. Instead of getting annoyed, I laughed out loud because he obviously didn't expect me to react. He is the type of person that usually shouts out “Laowai!”

Last week when I was waiting on the platform in the metro a child suddenly came over from the other platform to me, examined me, ran away and shouted to her father “Yes she is a Laowai!”. The father then shouted in his equally loud voice “Is she, is she a Laowai?” which of course made me the centre of attention, when I was just quietly waiting and didn't particularly want to be put under a microscope. Another time I walked past a bunch of teenagers and they took delight in shouting out “Laowai!” at the tops of their voices and then sniggering. Usually when I hear this term I am provoked to fury. However when I recently interviewed a Westerner, he referred to himself as a Laowai. He obviously has no problem with this term at all. Since we all have different reactions, this just confuses Chinese people even more. Obviously every language has disrespectful terms to refer to foreigners but I would never use any of the English ones to refer to anyone.

I started to wonder, are we giving Chinese people a problem? How are they supposed to address us? One Chinese person who speaks English very well had not heard of the term expat before, it simply is not a term that is taught in schools. I looked up the term foreigner and it gives the explanation as someone who comes from another country. Chinese people cannot tell the difference between the different nationalities and actually it makes no difference to them. People quite often ask me about American things and when I tell them I have no idea, they are puzzled. They try to talk to me about certain American TV series, and I am sure they don't quite believe me when I say I have never seen them. They think that American and English culture is the same. Of course there are some similarities, but there are also many differences. I think I am now in a position to explain what grits are, (for you English readers, I am not talking about what they put on the road when it snows. Your homework is to ask an American).

Something happened recently which helped to clarify my mind on the matter. I was with a Chinese friend and a woman came along. She pointed at me and asked my friend “Is she a Laowai?” In my best Chinese I told her I was really not comfortable hearing her calling me a Laowai. She was mortally embarrassed and kept apologising, she had not meant to offend me and had not realised that I could understand her. She then asked a question that was like a knife to my heart “What am I supposed to call you?” I felt extremely foolish as I replied that the term foreigner is ok. Then I felt ashamed. I told my friend that I had just made a big mistake and she said “That woman did not mean anything bad. You are probably the first foreigner she has ever seen and spoken to”. I felt uncomfortable for days thinking about the look of horror on her face as I told her I was insulted. Hence my decision is I won't necessarily get offended if someone calls me a Laowai, I will first think about their motive

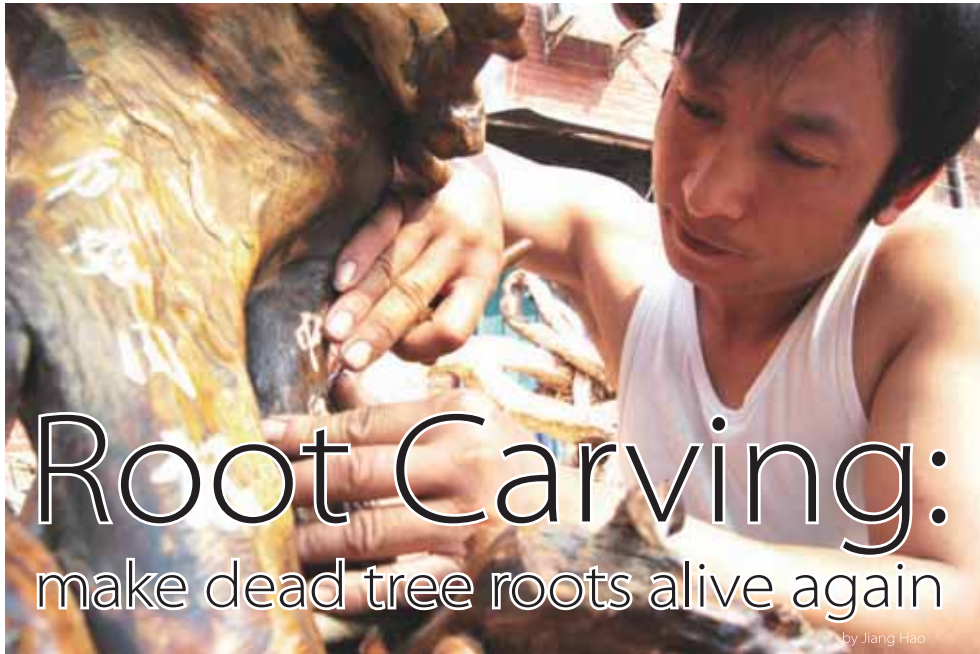
for doing so. If there is no bad motive, why should I waste my energy getting angry about something so trivial.

If I had reached this decision a lot earlier in my life here I would have saved myself a lot of heartache. I can't tell you the amount of times I have been reduced to the shaking, furious mess because yet again someone on the bus announced to everyone “Laowai” in his best and biggest voice. If you ask me what I dislike most about being here, I can honestly say it is being referred to as a Laowai. No doubt some of you will think that there are more important things to get upset about, and now I agree. I won't let it spoil my life here anymore – at least I will try not to let it spoil my life here.

So let me ask you again, what term offends you? What should Chinese people call you? Another pertinent question is what should we call ourselves, as we are not all expats? I am not going to make things difficult for my Chinese friends by taking offence when there is none meant. Motive is all important, if they are referring to you as a Laowai simply because they don't know how else to address you, maybe you can consider letting it pass.







# Root Carving: make dead tree roots alive again

by Jiang Hao

Root carving is a traditional art in China. Integrating ingenuity and skillful craft, root carving not only employs ways of expressions similar to wood carvings, sculptures and stone carvings, but also demonstrates the unique features of root carving by absorbing the techniques exhibited in the creation of other carving arts. Root carving preserves natural beauty. Ancient artists created lifelike and vivid works by a special technique, using expression based on the roots' natural forms. This kind of creation is not completely artificial, but is created by both human beings and nature.

However, root carving is quite different from engraving. It combines peculiarity with ingeniousness. Although its aesthetic principals share common ground with engraving, at the same time they are applied uniquely. The common ground is that they share expressive techniques of wood carving, sculpture, stone carving and so on, and overcoming weaknesses by acquiring other strong points. The difference lies in the natural shape of roots. During the creative process, root carving mostly maintains the natural form of the root, adding some artificial polishing. In other words, root carving is guided by the inherent qualities of the root, rather than by shaping images merely through carving.

In the eyes of root carving artists like

## 天津根雕艺术

在根雕艺术家庞国星的眼中，树根是有生命的。特别是经过他的精心雕琢，枯死的树根又一次“活”了起来，成为不失灵动之感的艺术品。几千件根雕作品，基本上都是七分天成，三分人工。他将几十年从土里刨出的宝贝归纳整理，并且建造了一座私人博物馆。他会用后半生来守护这些珍宝。

从上世纪七十年代开始，庞国星便开始了自己的根雕创作生涯。北到大兴安岭林区，南到福建、广西的大山脚下，年复一年，庞国星披星戴月寻找奇特根雕原材，成为他生活中重要内容，以至于和很多地方的村民成为好朋友。村民发现好的树根，也会在第一时间告诉他。

从选料到雕刻都亲力亲为的庞国星制作的每一件作品都是孤品，这让他倍加珍惜。现在他的博物馆的藏品已达1800多件，并获得了两项根雕收藏数量最多的吉尼斯世界纪录。为了好好的保存所藏根雕，并让更多的人了解根雕文化，因此建立了“根屋”博物馆，还聘请专人管理。为了让每一个根雕得到养护，“根屋”内甚至有一座鱼池，这样就可以保持室内湿度。而且，游客们可免费参观，兴之所至时庞国星还会主动讲解、普及根雕文化。庞国星认为，每一个雕琢出来的作品都是有生命的“活物”，需要细心养护，它们才会大放异彩。

Pang Guo Xing, the roots are alive, especially after his dedicated carving work. The dead roots come to life again and become exquisite artwork. In his private museum, thousands of root carving artworks are designed according to their natural shape. He said he will spend the rest of his life guarding and accompanying them.

Pang started his root carving career in the 70s, and since then has been looking for great material for carving across the whole country, including many remote areas. After years of hard work collecting materials, he made a lot of friends in some remote villages. Once they find good roots, they immediately inform Pang to come and have a look.

From selecting materials to carving, Pang is always in charge of every detail and he

makes each carving by his self, hence every piece displayed in his private museum "ROOT HOUSE" retains its uniqueness, and that is why Pang cherishes them so much. Now his collection in the museum is more than 1800 pieces and he has been awarded two Guinness World Records for root collection. In order to maintain the artworks in good condition and help more people to get to know about root carving art, he established his private museum, hired someone to manage it and even built a pond to maintain the humidity for the roots. What's more, visitors can get free entrance and Pang will explain the history or culture for you if you are lucky. Pang insists that every carving work is a "creature" with life so they need the most careful maintenance to shine brilliantly.



## A fun filled Summer Fayre at Wellington College International Tianjin!

Following in the footsteps of last year's hugely successful event, Wellington College International Tianjin once again opened its gates to over eight hundred pupils, parents and friends of the school for their annual Summer Fayre, on Saturday 11th May.

Based almost entirely outside under marquees and tents erected especially for the occasion, the Fayre began with a feast of instrumental pieces, singing and dancing from both Junior and Senior pupils, including the winners of the House Talent shows. The Summer Fayre was then officially declared open by the Master of Wellington College, Mr David Cook.

Individual nationalities were represented across the arena in the shape of our International Food Hall, featuring delicious foods and sumptuous cuisines hailing from the North and South America, China, Korea, France, Germany and the UK, thanks to fantastic efforts from our parents.

An impressive array of activities and games were on offer catering for all ages. The Sports Hall hosted an enormously popular bouncy castle and play area for younger children, whilst outside, fun for all the family could be had at a great range of games stalls, offering such delights as Bat the Rat, Ring the Bottle, Guess the Number of Sweets, Flog a Frog, Toss the Beanbag, Hook the Duck, and Balloon Burst among others. One of the star attractions was the opportunity to throw wet sponges at teachers, including both the Master and the Deputy Head – perhaps unsurprisingly, this was a real crowd-puller! For those wishing to relax, there were masseuses and nail artists too. A striking highlight was a vibrant performance from a troop of traditional Chinese stilt walkers, who put on an excellent display of dance routines to ethnic music.

Events were wrapped up with an award ceremony for the Summer Fayre t-shirt and poster competition, where the winners and runners up were presented with their original designs in a frame. An auction of specially-prepared Summer Fayre baskets followed, along with the raffle draw, with chances to win wines, cheeses, restaurant and hotel vouchers, Chinese antiques and iPad Minis!

The event was made possible by the hard work of not only the Wellington staff, but most significantly by the growing international parent and pupil community at Wellington. Everyone in the school is extremely grateful for the dedication and enthusiasm that went into making this year's Summer Fayre a resounding success.







## TIS Middle School Students Serve Their Community

On May 6 the middle school students at TIS assembled in their Houses to tackle a giant - a paper and plastic giant. It was like battling the Transformers from the trash heap and the students won! The students worked with the neighborhood committee in order to collect paper and plastic in the morning. After lunch, amid hot temperatures, the students returned to provide the neighborhood with a musical concert from our band and choir. They sounded great, and the residents smiled and applauded!

How did it go? The answer to that is hidden in each individual's heart. In the morning the response from the residents was gracious and appreciative. They were surprised that we cared. But when the concert time came and people gathered to listen, we listened too, to them. What we heard was very encouraging. We did this service event as a thank you to our community for being accepting of so many new foreigners to their neighborhood. Now their community has become ours.



Why do we do a service day? It is because service helps shape us as people. Service is often harder than we expect it to be so when we overcome these obstacles in service, we will not collapse when we face obstacles in our life. We have been there and we know we can make it! Service removes our focus off of ourselves and on to other people. There are some who are standing a little taller today because they have taken pride in their work, and they know they have accomplished something. Just look at the 125 trash bags lining the courtyard. Service can help us become more patient, gentle, understanding, and stronger. Service is related to sacrifice. One of the great Kings of Israel's history said this, "I will not offer what has cost me nothing." (Paraphrased) There was an unexpected cost. It was the hottest day of the year, and everyone paid with their sweat!

They crossed the street. They crossed the fence. They crossed generations. They crossed cultures. They crossed the boundaries and touched the heart of our neighbors. This day of service has touched the hearts of the students as well.

The ACAMIS Middle School Cultural Convention 2013 took place at the International School of Tianjin (IST) in last month. Students from all over China and Mongolia participated in this exciting event. Eleven workshops were offered which covered all the major arts disciplines. Some workshops were run by outside professional presenters and others run by some of the very experienced IST Arts Department staff.

This middle school event was open to all grades from 6-10. Special guest presenters included Pete Churchill, a famous jazz practitioner, educator and professor at the Royal Academy, London, he ran a jazz choral workshop that was really invigorating for participating choirs.

Professor Pete Churchill has been working as a composer, pianist, singer and teacher for over two decades. Originally trained in Canada he has been based in England since 1985. Recently completing almost twenty years teaching at the Guildhall School of Music, Pete is now Professor of Jazz Composition at the Royal Academy of Music in London whilst running the jazz choir at Trinity College of Music.



Professor Pete Churchill

# Music keeps inspiring



Group Photo

### What is the impact of music (or art) for a student's academic performance and future life?

If you can sing, that's the cheapest way of making music and singing is one of the most expressive arts. Since I spent a lot of my time working with children, specializing in singing, I think singing basically is a whole body activity that uses your mind and other body functions. You will learn how to express yourself from singing.

I should say that we live in a world in which people seem to acquire information effectively but some of them don't know how to express information. I used to work not only in music schools, but also in business schools teaching marketing and business students how to communicate.

I know there has been a lot of research into CEOs from different companies. They would rather hire arts graduate students and teach them about business, or hire business graduates and teach them how to communicate. As an excellent employee you have to improvise, be creative and think outside the box.

I think music is the central to everything, including improving students' scores in school.

### What is the main purpose for the music professor to come and join in the school musical event this time?

When I worked in Australia, I was teaching people to sing choir by ear in harmony, I met the music director of IST and personally got invited by him. It is common for artists to travel a lot and meet different people in different places. This is my first time to visit China. It is very exciting for me.

My task is that I am going to work with a group of students and make them into a choir over two days. At the end of two days, we are going to perform on the stage. I like to do things like this because it is intense and there is no distraction. The process of teaching by ear is also like a live performance every time. It is interactive, corresponsive and involves constant communication back and forth. I will try to create the music atmosphere and the

way I work is different from a classical choir.

### What kind of benefit can students gain from musical events at IST?

First of all, even if students just learned to breathe properly, that could benefit their physical health. Moreover, singing can make them articulate which will definitely make them succeed in job Interviews in the future.

Secondly, during the music course, students will learn to communicate with teachers effectively and study very well in the class.

So if you are still lingering outside the door of music, my advice is just join in a community or school choir and meet new people. Singing is something you will remember forever, pass on to your children and share with your family members in the future.



Interacting with students in the class



# 6.1



风儿吹着美丽的裙摆在阳光下摇曳，云儿带着梦幻的故事在空中吟颂，小朋友带着欢乐的歌舞微笑着向我们走来！六一的歌是甜甜的，唱出了我们心中的快乐；六一的舞是美美的，放飞着我们心中的梦想。

2013年5月31日，华兰国际幼稚园在滨湖剧院举办“托起梦想，童心闪亮”大型庆六一活动。在这个属于自己的盛大节日里，让我们共同见证孩子们的成长与喜悦，让我们一起快乐起航！

## 华兰国际幼稚园

Every child has a dream about Children's Day; wearing beautiful clothes, running in the sunshine, listening to the birds singing in the sky, and dancing together with friends. Yes, the singing on Children's Day is sweet and expresses joy and the dancing is wonderful to set dreams free. On May 31, 2013, Hopeland International Kindergarten held a large scale Children's Day Celebration Party in Bin Hu Theatre to witness the growth and joy of every child.



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# Two former municipal buildings --managing the foreigners.

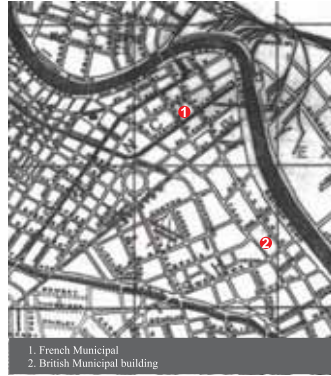
By Andrea Klopfer

## 原天津英法租界内的市政大楼

从1860年开始，陆续有9个国家在天津建立租界地。这其中每个国家都会在自己的租界里建立一个市政委员会以显示其对该地区的管理和控制。各国租界中最大的两个市政委员会分别是英国和法国。

1889年，英租界的市政大楼建成。这个建筑气势宏伟，是由苏格兰和德国的设计师共同设计的。建造这座大楼共耗资三万两千两白银，这些都是时任海关总长的德璀琳筹集的。市政大楼历时一年建造完成并举行了隆重的启用仪式。戈登去世后，与之私交甚好的李鸿章提议把这座楼命名为戈登堂，并在大楼入口处悬挂戈登的巨幅肖像。但很多人也批评这座大楼华而不实，是令人遗憾的浪费。

戈登堂除了是英租界市政委员会处理政务，召开会议的地方之外，还兼具娱乐休闲功能。每周这里都要举办各种各样的聚会、舞会，而且吸引了很多其他国家的人来这里娱乐。从1897年到1903年，戈登堂及其周边设施被不断完善。解放后，这里曾经是天津市政府的办公地（2011年政府搬入河西区）。戈登堂在1976年地震中曾遭到严重破坏，目前仅存原始建筑的一部分。



1. French Municipal  
2. British Municipal building

With the partition of land beyond the Chinese city of Tientsin in 1860 after the Second Opium War, the various nations began to establish themselves. One mark of their control was the formation of municipal councils which regulated their concessions. The two biggest were the French and British Municipal councils, housed in impressive buildings.

### The British Municipal Building – Gordon Hall.



"...a worthy monument to the energy of the handful of foreigners who built it." (Drake 1864: 3)

The British concession was originally laid out by General Charles Gordon of the Royal Engineers. It was decided that a municipal building would be located where a high city wall stood. This was pulled down and in 1889, some of the stones used to construct a large hall in the 'Scottish baronial style'. Among those who designed it were a Scot who described it as 'Victorian Tientsin' and a German baker, Herr Franzenbach, who had been a stone mason in his youth. It had two rounded towers, Gothic pointed windows and doors, a battlemented skyline and bombproof catacombs underneath. Funds for building – some 32 000 taels of silver – were collected by Gustav Detring of the Imperial

Customs . It took a year to complete with a grand opening in 1890. Following the shocking death of General Gordon at the hands of the Mahdi in the Sudan, Li Hong Zhang who had a long-standing relationship with Gordon proposed it be aptly named. Gordon Hall. Li Hong Zhang presented a large portrait of Gordon which hung over the inside entrance door to the main hall as well as some superb curtains and embroideries from various parts of China. The decorations and the name stuck, despite the building being criticized as a 'white elephant' and 'woeful waste'.

The Municipal Council had their offices here and held meetings such as those for land renters and the annual general meetings. Initially there was also a police station located there and law courts. Occasional field nights of the Debating Society took place in the hall. There was also a Municipal Library containing some 8000 volumes and subscribing to some 24 periodicals in the early 1900s. Formerly this library had belonged to the Customs' Club who handed it over to the Municipal Council in 1889.

A large entertainment hall was used for social functions and balls. The Peking and Tientsin Times shows how farewells for significant people in the community were held here, for example. The hall was in particularly large demand during the winter months with weekly dances or 'Kettledrums', 'Smoking Concerts', fancy dress parties. They drew an international crowd and this mix was evident on the British Municipal Council itself with a German, Russian and three British members in the late 1800s. Generally the settler elite and expat businesses dominated on the council. In about 1892, a stage was built so some theatrical entertainments were put on with Gilbert and Sullivan proving popular and starring many local figures. Generally though it was the third-rate companies that did well there according to an Astor House hotel pamphlet 1907 which suggested, "It would pay a good company with a liberal repertoire of light comedy to come here...during the months of April and May". Clearly a little levity was needed for the foreign community!



Interior of Gordon Hall - the main hall.

In 1900, the Hall was a centrepiece in the Siege of Tientsin by Boxers during the Boxer Uprising. It had provided a refuge for the women and children in the British concession who had been able to camp in the basement area as heavy shelling broke out. Subsequently memorial tablets to those soldiers and sailors of the different nations who died were

placed around the main audience room.

At some stage, the British Volunteer Brigade had their headquarters here and it was they who dealt with any outbreaks of fires, having sounded the alarm using a huge bell that was placed in the adjacent Victoria Park in 1900. The bell had been presented to the Chinese authorities by the Krupp Iron Works and had been originally located at West Arsenal (Hai Guan Si).

The British Municipal Council held sway over the settlement which was extended in 1897, and again in 1903, with a full range of utilities and services (paved roads, sanitary system, electric lighting, telephones, police force). These appealed to the wealthier Chinese who moved into houses in the concession despite restrictions on ownership. In 1919, a Chinese representative was elected for the first time and by 1930, the vice-chairman was Chinese with minutes of the annual meeting of ratepayers published in both Chinese and English. The country's turmoil was held at bay to some extent in these enclaves but the society was increasingly displaced and the municipal character changed despite the building remaining. It became the offices for the Tianjin City Government but was severely damaged in the 1976 Tangshan Earthquake. A newer building replaced the main portion of it until removed in about 2011 to the HeXi district. The new grandiose and somewhat overbearing Carlton Ritz is in its place, perhaps as imposing as the original building may have felt! All that remains of Gordon Hall is a small grey brick section complete with crenellations along Jie Fang Lu.



Remains of Gordon Hall 2011 (photograph courtesy of Eric Boogaard). Even less remains today.



In 1931 (from Concession Francaise de Tientsin, n.d. Baidu).

### The French Municipal Building

This was located on Rue de Verdun (now Cheng De Dao). The French Municipal Administrative Council met here to deal with local affairs. It was built in 1924 and was the hub for management of the French concession. A small French library with books, magazines and journals was to be found here.

For part of the Second Sino-Japanese War and Second World War, the III Amphibious Corps of the US Marines had their headquarters in the building. It was outside it that a formal ceremony of the surrender of 50000 Japanese troops in the Tientsin-Tangku-Chinwangtao area was conducted on 6 October 1945. General Rockey acted for the Chinese Central Government. Today the building houses a Cultural Centre.



Japanese surrender to the Americans on Rue de Verdun (now Chengde Lu) outside the French Municipal Administrative Council building, recognizable by the distinctive lamps.



Once again, the old buildings of Tianjin conceal much history in their stonework providing some insights into this city's development.

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## 整容风潮

近日，英国《每日邮报》报道了一则新闻，日本少女 Vanilla Chamu 在历经多次整形，花费约63万人民币，终于改变原来的普通形象，借助整形术变身“法国洋娃娃”。随着整形技术的迅速发展，整形风潮开始在全球盛行，越来越多的求美者加入到整形的行列中。在亚洲地区，一提到整形，韩国绝对首当其冲。韩国人热衷整形世界闻名，并且韩国整形技术也是位于世界前列。据了解，在韩国平均每千人当中就有十五个人接受过不同程度的整形，而韩国明星们更是无一例外。整形不仅在其他国家十分盛行，近几年在中国也渐渐掀起一阵整形风。据国际权威数据统计，中国的整形手术总量略低于日本，位列全球第四，甚至有媒体称中国即将成为继美国和巴西后的第三整容大国，越来越多的中国人开始热衷通过整形追求美丽。如果细心观察，天津已经慢慢出现好几家专业整形诊所。借助高科技优化自己的外形确实是一件提升自信的好事，但是像 Vanilla Chamu 那样一味改变、否认自己的作法就得不偿失了，毕竟任何手术都存在风险。



# PLASTIC FANTASTIC

by Paula Taylor

For the second year running Koreans have topped the list as the nation having the most plastic surgery per capita. Although America is still the home of plastic surgery, Korea is snapping at their heels, it is seen as very normal in Korea and there is hardly a star who hasn't had something done. Even the TV dramas often mention it. A recent Miss Korea was criticised as being unrecognisable from photos of when she was young. She defended herself by saying "I never said I was born beautiful". I showed some Korean friends a video of a famous British female singer, and the first question they asked me was "Has she had

plastic surgery?" I checked and my expert friends were right. Apparently this star had had her nose done but I hadn't noticed it.

Plastic surgery is of course a personal choice, but one thing I think is a shame, is that many Asian women are changing their features to conform to the Western idea of beauty, and the result is that many of them are starting to look the same - blandly beautiful.

A good, or rather bad example of this is a Japanese lady called Vanilla Chamu, who has totally changed her appearance. She no longer looks Japanese and definitely looks Western. Her parents are devastated, as looking Japanese is not good enough for her.

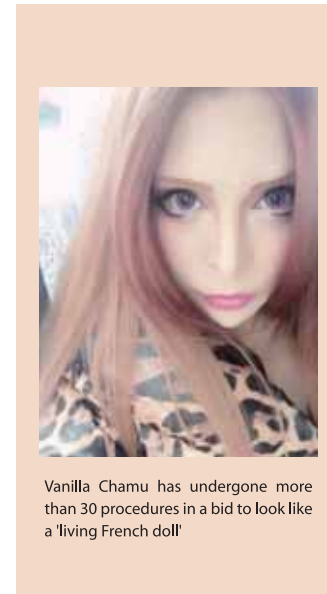
Do a search on her and you will see what I mean.

What has this got to do with China and particularly Tianjin? Plastic surgery is becoming more popular and acceptable and there are quite a few plastic surgery clinics here already. In fact there is one doctor who hails from Tianjin, of whom people are fond of saying "He has the fingers of God". He is famous for carrying out nose surgeries and Korean stars come here to get their operations done.

The most common procedures in Asia are nose jobs and double eyelid surgery. I really don't understand why this is so

important, but I have several friends that have had it done and they tell me it has made a big difference to the way they see themselves. I can't quite get to the bottom of how it is done, but it involves creating a fold in the eyelid, which makes eyes look bigger and more "Western". My friends tell me I can't understand as I have double eyelids. I never realised there was any other kind of eyelid until I came here and people pointed it out. "But this is normal where I come from, everybody has this kind of eyelid" I say. "Yes that is why you can't understand. We think they are beautiful so we want them too", my friends reply. If I say I really wish they would just be happy to look Asian, my words fall on deaf ears. They point out the numbers of Westerners (famous ones) who have had plastic surgery. I tell them that some people have the dubious privilege of fame just because they have had a lot of surgery.

The most popular surgery in the US is breast surgery. It is also becoming very popular in Asia. I think it is really strange as Asian girls are generally very petite and slim, so when they go under the knife in an attempt to have a more buxom figure, I think it is very obvious. Near to where I live there is a breast clinic, which I naively thought it was a health clinic, it is not! Even in some elevators there are adverts for this kind of operation.



Vanilla Chamu has undergone more than 30 procedures in a bid to look like a 'living French doll'

With "thanks" to the likes of stars such as Beyonce, Nicki Minaj and Kim Kardashian, it is now desirable to have a large behind. Hence women in the west are endangering their health by either having implants or silicone injections to make their behinds bigger. Recently a British woman died because she allowed someone with no medical qualifications to inject her rear end with industrial silicone. It was never meant for human use and hours after being injected, she passed away. In another case an American woman had huge implants inserted and they kept on turning inside out, giving her a hideous shape. She eventually had them removed and appeared on a TV show, displaying them. They were monstrous things.

Although Asian women have not gone down this desperate route so far, there is another strange development, which much to my delight, I can tease my friends with. There is now special padded underwear on sale here which can instantly give women a big behind - much cheaper and safer than surgery. This amuses me greatly because one of the things that Chinese people always marvel at is how big Westerners' behinds are. There is an advert airing on public transport which advertises this underwear at a special price of 200 yuan. I say to my friends "How is it that you criticise our bodies but now you want to boost your behinds?" My friends tell me they have no plans to purchase this underwear at present, but I shall be keeping an eye on them.

Joking aside, the lines are becoming blurred now between Western and Asian ideas of beauty. Whilst I believe that some things won't change, such as them liking white skin and us liking tanned skin, whereas once very girlish figures were all the rage here, they now want to cultivate a more voluptuous image and Western features.

Again I say people are interesting in part because of the differences between us. If we all start to look like each other it will be a boring world. Tianjiners cannot understand why I would rather go and look at a hutong than Italian Style Street. They find European styles interesting, just as I find Chinese styles interesting. The differences are what add flavour to life.

When two of my friends got their eyelids done they expected me to say how much more beautiful they looked. I didn't, it made little difference to their appearance anyway. I find this preoccupation with outward

appearances very tiring. I refuse to be moulded into somebody else's idea of what is beautiful, hence I will not starve myself to become skinny (although I have to do a little cutting down as far as the cakes are concerned), have surgery or worry about my appearance any more than is strictly necessary.

To my friends who are always accusing me of being an eyesore, I have two responses, "If you don't like my face, please do not look at me", or "Don't look at me, go and look in the mirror because I don't like what I see when I look at you either". I am just joking of course - I don't bother looking at them too closely.

Having plastic surgery may possibly highlight another perceived flaw, which will mean another operation to correct the new flaw and so forth. Therefore a much better way is to love yourself and allow other people to love you by showing them your beautiful inner qualities. You can also do what I do, consider yourself to be sooo beautiful that you don't need surgery anyway. Now where did I put my glasses?



Wang Rong: The 1st Chinese artist who admitted to public that she got her plastic surgery done in Korea





# The waterfalls of the Nanling Forest Recreation Area

by Kyle Knutson

## 广东南岭国家森林公园

南岭国家森林公园方圆273平方公里，汇聚了南岭植物种类的精华，是广东省最大的自然保护区，也是目前广东唯一保存完好的原始森林。森林公园内共有4个景区可供游览：亲水谷、小黄山、瀑布群和石坑崆。公园里的负离子含量为广东之最，特别是瀑布群景区的负离子含量约为每立方厘米10万个，其中“飞流瀑”达到每立方厘米17万个，绝对是一处纯天然氧吧。而且，南岭的水质属于低矿物质水，呈弱碱性，水分子体积更小，容易快速被人体吸收，加快体内新陈代谢，对现代人的亚健康体质有一定的疗效。近期被网友追捧的园区橙屋酒店，是南岭国家森林公园聘请香港设计师，将林业局招待所改造成一座酒店，让老旧建筑物焕发青春，重新接待各方游客入住。

Because of Guangdong Province's economic status as one of the most prosperous economic provinces in China, it is also become one of the most polluted. A long five hour trip to the fairly high elevated mountain ranges near the border of Guangdong and Hunan Provinces is the perfect getaway from the smog. Home to highest mountain in Guangdong Province, Shikeng peak at about 1,900 meters, the Nanling Forest Recreation Area was one of my highlights during my stay in Guangdong.

From Guangzhou, the South High Speed Railway Station had frequent trains to the town of Shaoguan. However, it's important to book tickets in advance just in case, especially on the weekends. After the two hour ride to Shaoguan, I took a bus to the Shaoguan city long distance bus station, near the train station. Be sure to arrive there before 1pm because the last bus to the Nanling Forest Recreation (the town of Wuzhishan) departs at 3:30pm. You will have to give yourself a whole day to get there from whatever major city you're starting from.

Once I boarded the bus, we were on our way up a steep mountain road. I was excited with anticipation. Suddenly, the bus stopped. Some talkative elderly ladies outside had flagged the bus down and wanted to get on. Because there were no seats, they had to stand in the aisle. Then, the bus stopped again, and more ladies got on. And then, yet again, this continued until there was barely any standing room. After about an hour, I was considering being a gentleman by offering my seat to one of the older ladies. Much to my annoyance, the bus stopped for a fourth and final time. I thought to myself, "We can't fit anyone else on here anymore!" And sure enough, one other person agreed with me. That individual was a stone faced police

officer wearing sunglasses (even though it was late evening), who sternly boarded the bus and beckoned all the standing ladies to disembark and walk. He took a photo of the entire inside of the bus for evidence and I fixed my hair to look handsome. I was lucky that I didn't give up my seat or else I probably would have been one of those stuck in the middle of nowhere. After working out whatever fines the bus driver had to pay with the police officers, which took an extra hour or so, the bus driver got back on the bus. He started the bus engine, drove up the road for about 1km and sure enough, the entire herd of women who were just kicked off the bus, were waiting to get back on. And there we were again in the same situation. We didn't get caught a second time.

Eventually it was nighttime and as I disembarked, I felt the temperature drop... BIG time. My body was shaking like electricity from the chilly air as I opened my backpack to get out my jacket. Fortunately, my hotel, the Orange House, was conveniently located just up the street. Although the Orange House is the best and possibly only hotel in the vicinity (for now), be prepared to use squat toilets because the village of Wuzhishan is quite remote. Nevertheless, after the policeman incident on the bus, my excitement was on the rise again for I would have a whole day to myself to explore the Nanling Forest Recreation Area.

The next morning, I ate breakfast and set off... only to find that the actual trails at the Nanling Forest Recreation Area were about another 8km from the ticket booth. Fortunately, there was a minivan for hire at the front gate and for once, I wasn't cheated. It was 10 yuan for me to be taken to the first of four major trails in the vicinity.

This trail, also known as the Water Valley Trail, was the easiest and a nice little warm up for what lay ahead. I started at the bottom of a small gorge and worked my way up some steps and bridges, following the clear turquoise river up the mountain. There were a number of other tourists on the trail but because of the remoteness of the area, there were thankfully not as many as at Zhaoqing, another more popular tourist town in Guangdong Province. I was able to focus my attention on the scenery and the more quiet aspects of the environment. Then, came the first waterfall, a sparkling shower of silvery glitter crashing elegantly into a pool. After witnessing it, I thought, "Well... that was great." And then suddenly, there was another and another and yet another waterfall. One



after the other they appeared along the winding snakelike contours of the river. Images of the monkey king's home from the classic Chinese story "Journey to the West" started to come to mind.

I was ready to traverse up the second and third trails (which were essentially connected together) so I called up the driver on my cell phone since I considered him to be honest. Boy was I wrong! As soon as he came, I told him where I wanted to go which I believed to be a mere 10 km. Then he wanted 70 yuan. With my eyebrows knitted in consternation, I instead decided to go only most of the way for 50 yuan. Well, it turned out that the total distance of where I originally wanted to go was not 10km but actually about 4km. The mini van taxi driver took me 3km, and dropped me off about 1km away from trails 2 and 3, for 50 yuan. I was definitely cheated this time and a bad mood started to settle within me.

Nevertheless, I thought about the original 10 yuan rate I paid earlier, calmed down and meandered over to trail 3. Little Huangshan, which is indeed named after its big daddy, beautiful Huangshan over in Anhui Province, was a big change of pace from the Water Valley Trail. It's a fairly steep climb, a far cry from the first trail, but still doable in a couple of hours. After passing through some blankets of pine trees, I emerged onto a ledge overlooking the first ridge. A white pagoda stuck straight up from the highest section of the mountain beckoning hikers to complete their journey. So I continued on even though I felt like I was about to die from the climb.

At the top, the stunning views of the rolling mountains made the whole trip worthwhile for my weary legs. And on top of that, the special pine trees that you can see at Anhui Province's Huangshan were also

present here, giving Little Huangshan its proper name. I must have spent about an hour up there absorbing the scenery until I finally started to head back down to trail 2, the Long Waterfalls Trail.

If you haven't had enough waterfalls from the first trail, you will definitely get more than your fair share here. There were at least a dozen, with each one being as picture worthy as the other, all distributed throughout the whole journey.

Upon reaching the bottom, my legs felt rickety and wobbly. I was about 8 km away from the entrance. I got out my phone and considered calling the minivan driver. And then, I decided against it, for I had no desire to use his services again. After about 4km walking back he spotted me on the road and offered a lift, but I still said "no". He drove on and another car stopped at about the 7km mark but I was already almost back to the hotel so I didn't bother.

Despite some inconveniences and the fact that I didn't have time to make it to Shikai Mountain, the fourth trail (which was yet another 15km taxi drive away from the other three trails inside the park), Nanling was like a breath of fresh air from the noise and chaos of China's economic development and furthermore, serves as a reminder that there are still places like these out there.

### TIPS

- From Guangzhou, the South High Speed Railway Station had frequent trains to the town of Shaoguan. However, it's important to book tickets in advance just in case, especially on the weekends.

- Be sure to arrive at Shaoguan city long distance bus station before 1pm because the last bus to the Nanling Forest Recreation (the town of Wuzhishan) departs at 3:30pm.





The memorial

# The Samaranch Memorial

## 萨马兰奇纪念馆

日前，坐落在静海团泊新城的萨马兰奇纪念馆举行了盛大的揭幕仪式，世界体坛的风云人物齐聚天津缅怀现代奥林匹克史上最最重要的人物之一，前国际奥委会主席萨马兰奇先生。筹备建造萨马兰奇纪念馆的吴经国先生是国际奥委会执行委员、国际拳击总会主席，与萨马兰奇先生私交甚好。出于对吴主席的信任，萨马兰奇的家人把他生前收藏的16,000多件纪念品全部交付给吴主席，作为该纪念馆的藏品。

胡安·安东尼奥·萨马兰奇曾担任国际奥林匹克委员会主席长达21年，他在任期内成功推动奥运会商业化，让国际奥委会脱离财政危机，对国际奥林匹克事业做出了卓越贡献，并长期关心和支持中国的体育事业，是中国人民的好朋友，深受世界人民爱戴。该纪念馆按照萨马兰奇一生的时间线设计布展，着重介绍了萨翁一生中几个重大事件并通过各种现代化手段增强了展览的趣味性和互动性。

Juan Antonio Samaranch is one of the greatest figures in the history of the modern Olympics. He was a reformist who led the Olympic movement into a new golden age and a true believer that sport should transcend all political boundaries. During his twenty-one years at the helm of

the International Olympic Committee, he promoted equal opportunity and fair play for all. His achievements, talents and contributions have earned him worldwide recognition and his influence will not be soon forgotten.

Although Tianjin had little to do with

Samaranch, we are proud to have the Samaranch Memorial in our city. However, according to Mr. Wu Ching-kuo, the Taiwanese president of the International Boxing Association and a good friend of Samaranch, Tianjin has an important place in the development of modern Chinese sport and the successful holding of the Beijing Olympic Games in 2008. He believes that Tianjin's rich cultural and sporting history deserves to be part of the history of the Olympic Games. Now, thanks to Mr Wu, Tianjiners can see many important possessions from Samaranch's life as a dedicated sports enthusiast. Appropriately, this is the city's second memorial to the Olympics, as there is an Olympic Games Memorial in Dagang District, Tianjin, which was also initiated by Mr. Wu.

The new memorial is located in Tuanbo, Jinghai District and has an exhibition area of



Replica of Samaranch's office in IOC



Olympic souvenirs in Samaranch's collection

3500m<sup>2</sup>. The main body of the memorial was designed by a team from Archiland International, led by the famous Danish architect Morten Holm. The design of the main building is based on the five Olympic rings and the building is in the shape of two linked rings, which form the figure eight. A beautiful Olympic garden surrounds the memorial, creating a quiet and peaceful environment where one can ponder the achievements of the great man.

All the exhibits came from Samaranch's private collection. Among the 16000 collectibles entrusted to Mr Wu Ching-kuo by Samaranch's daughter, 5000 pieces were selected for display and are presented in a timeline of Samaranch's life. The exhibit includes books and many stamps. There are also souvenirs and paintings that were gifts from leaders of the many countries he visited.



Samaranch's shoes and belt

As a sports enthusiast, Samaranch was an avid participant in various sports from his student days and his boxing gloves and hockey stick are also on display.

During his 21 years as the president of IOC, Samaranch successfully resolved several major crises. During the Cold War in the early 1980s, Samaranch dealt with countries in



Posts for 1992 Barcelona Olympic Games

conflict and, with his insistence that sport and politics do not mix, helped remove political obstacles that stood in the way of them competing in the Olympic Games. With his experience and talent in business, he promoted the commercialization of the Olympic Games and saved the IOC from financial crisis. As an advocator of fair play, he actively participated in the investigation of the scandal that tainted Salt Lake's successful

bid for the 2002 Winter Olympic Games. These events are highlights of the exhibition with many detailed and relevant displays. Furthermore, to enhance the experience of visitors and to facilitate their understanding, there are a number of high-tech interactive technologies employed.

As you would expect, a Spanish restaurant is ready to open at the site and the expected chef from Spain is expected to bring to it the authentic flavors of Samaranch's hometown. The souvenir shop is worth a bit of time and money as the many collectibles such as notebooks, mugs, key rings and T shirts are well designed and reasonably priced. Spanish imported groceries are also available and are sure to be popular purchases for the visitors.



A wall of IOC members

## Tips:

Transportation:

Zhong Shi You Bridge—Jin Lai Road—Tuan Bo Avenue – Sports Avenue

Tickets: RMB 60

Closed on Mondays



## Korean Air acquires stake in Czech Airlines

Korean Air and Czech Airlines formalized Korean Air's acquisition of 44 percent of the Czech airline's shares at a signing ceremony held at the office of the Prime Minister of the Czech Republic in Prague on April 10.

Commemorating the moment were Cho Yang-ho, Chairman and CEO of the Hanjin Group and Korean Air; Chi Chang-hoon, President and COO of Korean Air; Cho Won-tae, Executive Vice President, Corporate Strategy & Planning Division; Prime Minister of the Czech Republic Petr Necas; Miroslav Dvorak, chairman of Czech Aeroholding; and several others.

By acquiring 44 percent of Czech Airline's shares, Korean Air becomes the airline's second-largest shareholder. Chairman Cho expressed his support of the transaction by saying, "We have known Czech Airlines for a number of years, during which we have both been part of the SkyTeam alliance. Our successful codeshare collaboration only confirms that our decision to become a strategic partner of the Czech national carrier, culminating in our signing of the contract, is the correct decision."

Founded in 1923, Czech Airlines operates 24 aircraft to 44 cities in 24 countries and is a member of the SkyTeam alliance, of which Korean Air is a founding member.

The acquisition of a stake in Czech Airlines will go down in Korean aviation history as it marks the first time that a Korean airline has taken a stake in a foreign airline.



Cho Yang-ho (fourth from left), Chairman and CEO of the Hanjin Group and Korean Air, Petr Necas (fifth), Prime Minister of the Czech Republic, and other officials pose for the camera at a signing ceremony for an agreement to formalize Korean Air's acquisition of stake in Czech Airlines.

Thanks to this acquisition, Korean Air passengers will be able to enjoy a wider variety of European routes. Passengers flying to European cities such as Berlin, Barcelona, Copenhagen, Milan, Brussels, Budapest and Warsaw can easily transfer at Prague. With its perfect location, Prague offers connections to these cities in less than two hours.

Korean Air plans to expand its network through Prague airport by increasing its codeshare flights and improving its connection schedules with Czech Airlines. Czech Airlines plans to operate direct flights between Prague and Incheon twice a week, providing their customers a wider choice of schedules.

## Korean Air honored with Boeing's Pathfinder "Supplier of the Year" Award



Korean Air was honored with the "Pathfinder Supplier of the Year 2012" award by Boeing, the largest aircraft manufacturer in the world, at a ceremony held at the Convention Center in San Diego, California on April 18.

Boeing's Pathfinder "Supplier of the Year Awards" are given to just 17 companies, selected from more

than 11,000 companies from 52 countries. The "Pathfinder" category is awarded in recognition of the exceptional commitment and improvement in cooperating with Boeing. The award is considered a significant honor among Boeing's aircraft related suppliers.

Korean Air began the manufacture of Boeing 747 wing parts in 1986, and is now supplying structure components for Boeing's 717, 737, 767, 777, 787 and 747-8 aircraft. Korean Air has showed its leading global capability with excellent technology, on-time delivery and quality to Boeing.

Korean Air's selection above many other advanced aircraft manufacturers illustrates the worldwide recognition of Korea's excellent technology and is a great achievement to both Korean Air and the nation's entire aviation industry. Korean Air was previously named "Supplier of the Year" by Boeing in 2001 and 2007.

The accolade is further endorsement of Korean Air's aim to take Korea's aviation technology to another level and become Asia's largest aerospace-aviation company.

## Regular flights to St. Petersburg reopened

On April 23, Korean Air resumed its regular flights to St. Petersburg, the "city of the midnight sun and the arts," which has been emerging as a new export base for Korean companies.

The Incheon-St. Petersburg route is served three times a week, on Tuesdays, Thursdays and Saturday. The flight departs from Incheon International Airport at 5:45 p.m. and arrives in St. Petersburg at 10:20 p.m. (local time) on the same day. The returning flight departs at 11:50 p.m. and arrives in Incheon at 1:35 p.m. the next day.

The A330-200 jet, which operates on the route, has a total seating capacity of 218 and is equipped with AVOD (audio/video on demand) entertainment systems in all classes as well as other facilities for passenger convenience. Korean Air became the first Asian airline to launch flights to St. Petersburg in 2004. St. Petersburg is the second largest city in Russia following Moscow and the center of the country's culture, arts and academics. Located near the three Nordic countries, it

serves as a gateway to Europe, and its importance as a base of Korea's exports to Russia and other European countries is increasing.

The city is also called the "Venice of Northern Europe" for its abundant cultural heritage, including the Hermitage Museum, which is one of the world's three major museums where Korean Air offers Korean language guide service, and the Summer Palace of Imperial Russia. With the midnight sun, which is a natural tourism resource, St. Petersburg is known as a summer resort worldwide.

The resumed direct flight service between Incheon and St. Petersburg will drastically increase convenience for both tourists and business passengers by enabling more flexible and diverse tour programs to Russia and Northern Europe.



A330 Aircraft

### 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 Global Traveler 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](http://www.koreanair.com).



## LOCALEVENTS

### Michelle Guo Appointed Director of Rooms of The Astor Hotel, A Luxury Collection Hotel Tianjin

Ms. Michelle Guo has been appointed Director of Rooms of The Astor Hotel, A Luxury Collection Hotel, Tianjin. Graduated from the famous Nankai University and studied Tourism & Hotel Management, she has more than 10 years working experience in the international hotels. Michelle is delight to join The Astor Hotel, A Luxury Collection Hotel, Tianjin. Hotel will celebrate its 150th Anniversary in this July, and looks forward to the entire team witnessing this memorable moment.



### Antique Porcelain at the Garden of Serenity

The Garden of Serenity held a China Antique Porcelain Exhibition during Labor Day Holiday. There were more than 50 pieces of porcelain displayed and each of them presented ancient people's aesthetic standards, customs, traditions, religious beliefs, and porcelain making skills. It is a precious opportunity to know Chinese ceramic culture development and history.

Located at No.70 Anshan Road, Heping District, Jing Yuan (the Garden of Serenity) is the former residence of Asin-Gioro Pu Yi, the last emperor of China. The manor, which was built in 1921, was originally named Qian Yuan before Puyi moved into the manor with his empress Wanrong and concubine Wenxiu in July 1929. He then renamed the manor 'the Garden of Serenity', to restore his noble spirit of peace.



### Hotel Indigo Tianjin Haihe welcomed Mr. Wu Xiubo



Famous actor Wu Xiubo attended Giorgio Armani Boutique Store opening ceremony in Tianjin Galaxy Mall on 9 May. Wu is greeted by Ringo Poon, General Manager of the Hotel Indigo Tianjin Haihe, during his stay at the hotel.

### The Astor Hotel, A Luxury Collection Hotel is honored The Best Hotel in North China



The 6th Annual TTG China Travel Awards 2013 Ceremony and Gala Dinner successfully finished recently in Shanghai. The Astor Hotel, A Luxury Collection Hotel, Tianjin won "The Best Hotel in North China". With ideal geographical location and surrounding environment, world class facilities and Luxury Collection featured service and glory 150 years history, all of these make the Astor Hotel become the unique luxury hotel in China. The general manager of hotel - Mr. Christian Metzner said: "Please allow me to thank you all for voting for our hotel to receive

this prestigious award. We are honored to receive your acknowledgement for our hotel and past work especially during such an important period for us. After the opening in 1863, The Astor Hotel Tianjin is going to celebrate its 150 years anniversary during the month of July 2013 which we hope we can celebrate together with all of you."

### Lee Chee Koon appointed as Chief Executive Officer of The Ascott Limited



CapitaLand Limited (CapitaLand) wishes to announce that its wholly-owned serviced residence business unit, The Ascott Limited (Ascott), has appointed Mr Lee Chee Koon as its Chief Executive Officer (CEO) with effect from 1 June 2013. He will succeed Mr Chong Kee Hiong who has resigned to pursue other opportunities.

Mr Chong will step down as Ascott's CEO and as a Non-Independent Non-Executive Director from the Board of Ascott Residence Trust Management Limited (ARTML), the manager of Ascott Residence Trust, with effect from 1 June 2013. Mr Lee will take over Mr Chong on the Board of ARTML, subject to approval from the Monetary Authority of Singapore.

Mr Lim Ming Yan, President and Group CEO of CapitaLand Limited said: "We thank Kee Hiong for his contributions to CapitaLand. The decision to leave is not an easy one for him and for us but we fully respect Kee Hiong's decision to pursue the next stage of his career. Kee Hiong has served the company for 12 years and has been instrumental in leading the growth of Ascott and Ascott Residence Trust."

### The Bar KEI. Surface 2013 Electronic Music Party



As the first stop of the Passphrase Agentur National Tour, The Bar KEI again held an exciting electronic music party on May 10. The DJs from Passphrase Agentur Company, which was founded in 2002, specialize in Tech-House and Techno Music. At this time, Passphrase Agentur sent 5 famous DJs to KEI to make sure that the music fans had a great night dancing and drinking until the dawn.

### New Spring Healthy Cuisine Menu at Sheraton

In Tianjin, people eat radishes, spring pancakes and spring rolls during spring time. Besides the traditional must-have foods, which ingredients without exception include vegetables and meat wrapped in a thin pancake to form rolls, the wisdom of traditional Chinese medicine lets people know what to eat to enhance energy and facilitate health.

Recently, the Tian Bao Ge Chinese restaurant of the Sheraton Tianjin Hotel added many more seasonal Tianjin dishes on the menu. The ingredients used are all selected fresh vegetables and seafood; the method of cooking uses less oil and sauce, which makes the dishes more healthy. Traditional Chinese wisdom also warns against foods with "cooling" functions such as mushrooms and green bean sprouts. Meanwhile, warming foods, such as ginger, onions and leeks, are good for this time of year. Now you can order these healthy local spring dishes at the Sheraton Tianjin Hotel.

### Sheraton Wine Tasting Event

Associated with the ASC wine company, Sheraton Tianjin Hotel launched an elegant western style wine tasting event at its Pan Shan Western Restaurant. 5 kinds of selected supreme imported wine were served to guests for free. Also there were also 5 exquisite western dishes to match with the different wines. The specially invited wine expert explained wine tasting knowledge and skills. All guests again had a wonderful night at the Sheraton.



### THE FERRETTI GROUP TAKES PART IN THE QINGDAO INTERNATIONAL BOAT SHOW 2013

The Ferretti Group, one of the world leaders in the design, construction and sale of motor yachts, with a unique portfolio of some of the most exclusive and prestigious brands worldwide, concludes its "tour" of the leading boating and luxury shows in China: after Hainan and Shanghai, the Group is now taking part in the Qingdao International Boat Show 2013, held from 23 to 26 May at the Qingdao Olympic Sailing Center, where it is displaying two of the most prestigious yachts in its fleet: Aquariva Super for the Riva brand, a 33 footer featuring soft and stylish lines, and the new Pershing 82 representing the Pershing brand, characterized by an even more streamlined and aggressive profile.

During the Qingdao Show a press conference was also held by Ferruccio Rossi, Ferretti Group's CEO, and Mauro Frattesi, President and CEO of Ferretti Group Asia Pacific, who illustrated the Group's development guidelines for the next few years to the owners and media of Northern China, where Qingdao is located. In 2013 the Group will also aim to create a strong local team as well as to open a series of commercial offices and show rooms in Hong Kong, Shanghai, Qingdao, Xiamen and Sanya.



### BANYAN TREE TIANJIN RIVERSIDE DEBUTS IN HISTORIC PORT CITY OF NORTHERN CHINA



Opening now in the historic yet vibrant city of Tianjin, Banyan Tree Tianjin Riverside sets a significant milestone as Banyan Tree's first luxury hotel in Northern China and the Group's tenth property in the country. Building on the group's unique urban resort concept, the property combines luxurious resort amenities and experiences with metropolitan living.

Banyan Tree Tianjin Riverside, located on the east bank of the Hai River and overlooking the urban cityscape, provides easy access to Tianjin's historical and cultural heritage sites. Staying true to the values of rejuvenation and modern Asian hospitality, the urban resort inspires guests with a new perspective of the vibrant port-side metropolis, through its rich history. Tianjin, which means "the place where the emperor crossed the river," allows travellers to journey back in time by following the footsteps of influential Chinese intellectuals and revolutionary figures that contributed to the city's unique heritage.

Located in the former Austrian concession district, the resort is adjacent to the Italian part of the city, a picturesque region of European-style villas, historic bridges, and churches. Guests may enjoy leisurely strolls along the many vibrant thoroughfares and waterfront, such as Hai River Promenade and Italian Street, to experience an exotic journey in Tianjin's urban centre. Additionally, the Mazu Temples built in the Yuan Dynasty add a sense of awe and wonder to every guest's journey.

### The Best Luxury Business Hotel



The 12th anniversary of the celebration ceremony of the China Travel & Meeting Industry Award 2013 took place successfully at Shanghai Hong Ta Hotel on May 8th 2013. The St. Regis Tianjin was honored as the Best Luxury Business Hotel of the Year (North China) during this distinguished awarding event. Mr. Paul Cunningham, the General Manager of The St. Regis Hotel accepted the award and said: "As the top brand of the Starwood Group, the St. Regis Tianjin is honored to provide an exquisite sanctuary of unsurpassed elegance and flawless service in the most coveted address in the historic and cosmopolitan city for the local and international travelers." This prestigious annual event honors stellar travel supplies and has been recognized as the best of the Great China's travel industry since 2002.



## PARTING SHOT



# Mai Piao! Mai Piao! Buy Ticket!

By Kyle Knutson

My first and foremost reason for traveling around China is to learn, appreciate and diversify my perception of the world. I know that I'm not the smartest guy in the room but I still consider myself to be a curious one. It's what drives me forward in achieving a more heightened perspective of the world. By living and working for an extended period of time in China for the past two and half years, traveling has been one of the best highlights of my time spent here.

Sadly, these opportunities are becoming harder as admission prices continue to rise. I traveled to Huashan two summers ago and the admission price was almost 200 yuan (round trip cable car not included). A sign was put up next to the ticket office proudly proclaiming that Huashan had a tourist satisfaction rate of roughly 95%. More recently, I've heard rumors that admission prices at many major tourist destinations have gone up by at least 30%. I wonder what that satisfaction rate would be now? Come to think of it, I don't recall ever seeing a suggestion box available for any complaints about the price. Oh, well. I guess if I wasn't so tired after the long climb at the end of the day, I would have tried harder to ask for one.

Despite my whining, though, I do believe that we, the visitor, should pay some kind of an admission price. After all, someone

has to maintain the site. Otherwise, would it even be there? Furthermore, the issue of historical and environmental preservation is an extremely important issue to consider. I'm happy to contribute to a fee or donation as long as it goes to protecting the site so the rest of the public can enjoy it. But how far is too far?

At the Yungang caves outside of Datong, they have a really spotless VIP Hilton like tourist center. But do most people use it? Well, I didn't. And all the empty chairs I witnessed that day suggested to me that most of the other visitors didn't use it either. The extended shopping street that all the visitors are forced to walk through before exiting with hawkers pressuring us to buy things certainly wouldn't be for everyone. Is this how that extra money is spent? Trying to transform what should be a site of historical interest into some kind of modernized tourist mecca actually takes away from the authenticity of the experience. Why not spend it the profits on more educational interpretive signs outlining some of the history and stories that's depicted from the cave art. They can also hire a foreign English editor to help make the English translation flow a bit better. Yungang certainly wasn't the only place with this problem. The Terra Cotta Warriors and the Huangguoshu Waterfall in Guizhou province are other examples.

## 门票之殇

我来中国的两年半时间里，四处旅游是我生活的主旋律。在中国，我开阔了眼界，丰富了我的世界观。但是，日趋走高的景区门票价格成为我旅途上的一个障碍。景区收门票我是认可的，因为毕竟需要有人管理维护，才能让游客有一个良好的游览环境。但是，有些门票钱就让我花的不是那么心甘情愿了。

我去年夏天去了华山，门票差不多是200元。售票处旁边的一个牌子上写着这里的游客满意度达到95%。之前我听说全国主要景点门票都上涨了30%，但我知道现在还有多少人对此满意。而且我没看到任何意见箱，所以就人们有意见，他们要往哪里投诉呢？

在云冈石窟，我在买完票以后需要经过一条长长的购物街才能到达景区。购物街的小贩们都会缠着游客招揽生意。这难道就是门票收入的用处吗？为什么不把这些钱用到增加景点历史背景的宣传或是请一个外籍专家好好校对一下英文标识呢？

另外一个让人不舒服的地方是，我们明明花高价买了门票，但还要为一些不必要的服务另外付费。把售票处设在离入口两三公里以外的地方，然后让你要么再花30块钱坐摆渡车，要么自己走过去。门票已经那么高了，车费不应该包含在内吗？

由于门票价格不断在上涨，我必须省吃俭用才能完成我环游中国的梦想。我认为，把门票降下来不但能让游客满意，当地的老百姓也会更加真诚地接待这些游客。

Another problem with admission prices is that you often times have to pay extra money on top of the price for services that you shouldn't particularly need. For example, at Mati Shan in Eastern Gansu province, the ticket office was deliberately built 2-3km from the actual site itself. Therefore, after buying your ticket, you'd have to either spend an extra 30 yuan to take an electric shuttle to the actual site itself or walk. Fortunately, I wasn't 70 years old or I would have complained. If the ticket prices are that high already, shouldn't it be for free? Yesanpo in Hebei Province, the Water curtain cave in Eastern Gansu and the Stone Forest outside of Kunming also do this.

On a final note, I would just like to say that I take great pleasure in helping out the local economies of the places I visit by spending money on accommodation, food, books and a souvenir or two. I often times think about whose hands my money is going to and I love it when it goes to someone who needs it. But now that the admission prices are continuing to rise, I've made more of a concerted effort to save. I have even been in situations where I've only eaten a bowl or two of noodles for the entire day. By lowering admissions prices, not only will it make visitors happy but also the local people who work hard to make our stay comfortable.



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