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TIANJIN TODAY 2013/08



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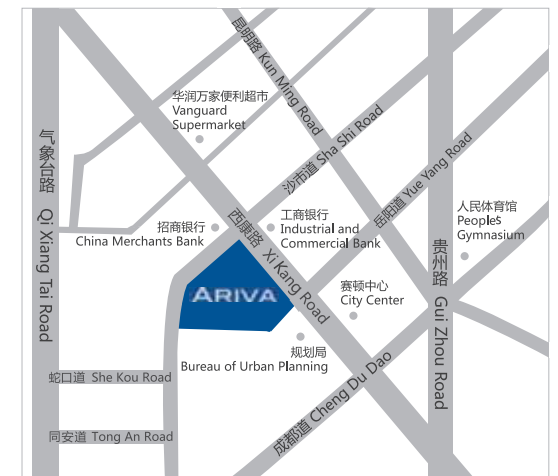
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Apartment 公寓

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SOMERSET

Letter from the Editor

While most of you are enjoying the sunny summer holidays, there is an enormous number of new graduates running around in the heat attending job interviews and fairs. Because the number of university places has been increasing every year, more and more students now get to go to college. However, the value of a diploma has decreased reciprocally, and its value in the job market is now much lower than what it used to be.

When I graduated from college almost ten years ago, I found the job market very competitive. Every time I found a suitable position at a job fair and prepared to hand in my resume, I would see several of my alumni ready to do the same. Even the positions that were regarded as just average, because they were less demanding in skills and experience, had attracted loads of resumes which I could see piled up behind the desk. I felt nothing but desperation. Fortunately, I qualified for my Master's degree and so was able to postpone my entry into the job market for another three years.

Sometimes, it seemed that three years of work was more valuable than a Master's degree. Many of my old classmates have worked their way up to important positions. In China, young people can get promoted very quickly since they're more energetic, ambitious and flexible. They are often assigned important tasks by their superiors. Many, by their early 30's, have achieved positions such as manager or even director.

As you can see from the cover, there are young professionals seeking work opportunities in Tianjin. They are determined to fulfill their dreams and in the process have experienced joy and bitterness in their pursuit of their future career. They have lots of things to share with us.

Everyone has huge potential. Never underestimate or overestimate yourself. If you're lucky enough to survive to the final round of interviews in a world Top 500 company, cherish the opportunity and prepare yourself for some hard work. But if it is only a small company that wants you, don't feel frustrated. The chances are you won't be stuck there forever. Both you and the company have the possibility to grow. Just do your best and never lose faith!

当你在享受阳光暑假的时候，有很多年轻人还在烈日下奔波于招聘会和公司面试之间。他们就是高校毕业生。随着每年大学的扩招，这张毕业证书的价值却日益走低。

大约10年前我从大学毕业的时候，招聘市场的竞争就已经很激烈了。每次在招聘会上发现一个适合我的职位时，我都会发现周围有许多校友也在跃跃欲试。哪怕只是一个对技能和经验要求不高的普通职位也会吸引成百上千个应聘者。每次看到招聘单位的桌子后面堆积的简历，我都感到非常绝望。幸好我考上了研究生，把这样的就业压力又向后推了三年。

有时候，我觉得三年的工作经历要比一张硕士文凭更有价值。我的一些老同学现在都已经身居要职。在中国，年轻人的提升非常快。他们更加诱惑力、有野心，也更懂得变通。他们经常被委以重任。很多人在三十岁左右就坐上了经理甚至总监的职位。

我们这期杂志的封面就是一群在天津寻找就业和创业机会的外国人。他们执着于自己的梦想，在追求的过程中经历了喜悦和痛苦。他们有很多经验可以和同龄人们分享。

每个人都有自己的潜力。永远不要妄自菲薄，也不要盲目自信。如果你能幸运地进入世界五百强的公司，那就珍惜这次机会并准备好进入高强度的工作状态。但如果只有一家小公司向你抛出橄榄枝，也不要气馁。你不会永远困在这里。你和这家公司都有成长的空间。重要的是尽力而为，永不放弃！

Monica W



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Tianjin reports China's highest economic growth rate in first-half of 2013

天津领跑全国上半年GDP增长

天津市人民政府新闻办公室发布天津市2013年上半年经济数据。上半年天津市生产总值6579.01亿元, 按可比价格计算, 同比增长12.5%。增速继续保持在全国前列。从拉动天津市经济的三驾马车看, 天津市经济仍以内需拉动为主, 外需呈现恢复性增长。上半年, 全社会固定资产投资增长19.1%, 比一季度加快0.5个百分点; 社会消费品零售总额增长13.3%; 外贸出口增长1.5%。从出口市场看, 对东盟、南非等新兴市场出口增速强劲, 分别增长30.2%和57.2%。

Tianjin's economic statistics for the first half of 2013 were released on July 18th. With a 12.5% growth in GDP, Tianjin has taken the leading position in the country according to the Tianjin Municipal Government News Office.

Domestic demand is still the main driver of the fast growth, while market demand from overseas also grew. Fixed assets investment increased 19.1%, 0.5% faster than in the first quarter. The total retail sales of consumer goods rose 13.3%, while export growth was 1.5%. Exports to ASEAN countries and South Africa have also seen a drastic increase - 30.2% and 57.2% respectively.

Revitalized Xiannong Courtyard

先农文化商旅区——用时光见证一座城的蜕变

经过7年精心打造, 天津先农文化商旅区即将于10月对公众开放。先农文化商旅区位于民园体育场以北。一期项目由近百年历史的先农大院和山东孟氏旧居组成。项目建成后, 先农文化商旅区将成为集餐饮娱乐、时尚购物、文博展览等于一体的体验式综合社区, 成为天津又一文化生活聚集地。

After seven years of reconstruction, Tianjin's Xiannong Culture and Business Area will open to the public in October. The project is located in Wu Da Dao, north of Minyuan Stadium. The first phase of the project is composed of the Xiannong Courtyard and the Meng's House, which are both historical relics. Currently, there are six high-end restaurants setting up branches within the area, including Igosso Italian Restaurant, In&Out Lijiang Themed Restaurant and Starbucks. As well, several cultural and creative brands will be opening. It is planned that the area will become a comprehensive focal point for the community integrating dining, recreation, shopping and exhibition facilities.

City Card Upgrade Starts in August

天津市城市卡押金卡8月起升级 网上实名注册

天津市一卡通有限公司了解到, 市民乘公交、地铁所用的“城市卡”押金卡即将升级换代。持卡市民需要在8月1日至31日上网实名注册新卡, 并从9月起陆续将原卡统一更换为符合中国人民银行标准的美加汇卡。原有的“城市卡”押金卡, 将于今年年底停止使用。

The public transportation City Card will be upgraded in August and, by the end of the year, the old cards will be invalid.

All cards will be upgraded to the Mei Jia Hui Card, which can be used not only to pay for public transport but also in department stores, supermarkets, restaurants and recreation facilities. New cards have to be registered in your name and you can log on at www.meijiaclub.com to register from August 1st to 31st. Users can get their new cards from the Mei Jia Hui Card network points around the city at the end of September.

The names of the honorary advisors are listed according to the alphabetical order of the first name initial.

以上荣誉顾问按姓名首字母顺序排列, 排列不分先后。

2013 Tianjin Int'l Helicopter Expo of China to be held in September

首届中国国际直升机博览会金秋天津举行

首届中国国际直升机博览会(简称“直博会”), 将于9月15日在天津滨海新区举行。

记者从15日召开的新闻发布会上获悉, 此次展会地点为天津滨海新区空港经济区, 展区面积9.4万平方米, 其中室内展馆面积1万平方米。展品包括国内外直升机整机、发动机、航电系统、机载设备等。

The second Tianjin International Helicopter Expo of China will be held from September 5th to the 8th at the Airport Economic Zone of Tianjin Binhai New Area.

According to reports, the Expo exhibition area covers 150,000 square meters, including an indoor exhibition area of 20,000 square meters. Exhibitors will include companies and institutions such as production and ancillary providers of helicopters, engines, avionics systems and airborne equipment; helicopter sales and service providers; management providers for airports and air traffic control operations; aviation financial leasing suppliers; general aviation operators; helicopter users; pilot training institutions and associations of the helicopter industry. As expected, there will be nearly 300 aviation enterprises exhibiting and visiting, including Eurocopter, U.S. Sikorsky Helicopters, Russian Helicopters, Italian Agusta Helicopter Company and Bell Helicopters. Nearly 40 of the latest helicopter models from home and abroad will be on static display or demonstration flights.

Tianjin asks to be China's 2nd free trade zone

天津申请建立中国第二个自由贸易区

据媒体报道, 天津已经向国务院提交关于在天津建立自由贸易区, 希望成为继上海自由贸易区之后中国第二个自由贸易区。

天津计划把现有的东疆港由自由贸易港区升级为自由贸易区。市政府将投资600亿元, 在五年内把现有的港区扩充40平方公里。

Following the recent approval of Shanghai's free trade zone, a plan for a free trade zone (FTZ) in Tianjin has been submitted to the State Council, according to the 21st Century Business Herald.

Tianjin is planning to upgrade its existing Dongjiang Free Trade Port Zone into an FTZ.

The local government will invest up to 60 billion yuan (\$9.73 billion) in the next five years in reclamation work to expand the area of the Dongjiang zone by 40 square kilometers, the report said.

The establishment of an FTZ is expected to boost the local economy, with particular benefits for the financial services sector, shipping and trade businesses, Liu noted.

Liu said creating an FTZ in Tianjin is expected to help in further opening up the market, similar to the effects of the Shanghai FTZ.

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WHAT'S ON

Tianjin Grand Theatre

Western Shore Museum

Tianjin Concert Hall

EXPO

Don't Miss

8/1-4

Experimental Art Exhibition to Contemporary Young People

当代青年艺术实验展



London*Beijing*Tianjin
Date: 8/01-04
Venue: Tianjin Contemporary Art Center, XIAN NONG, intersection of Hu Nan Road and Luo Yang Dao, Heping

天津当代艺术中心
和平区湖南路与洛阳道交口

8/2

Violin solo concert
天堂的颤音-王惠小提琴独奏音乐会

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

8/2-3 Spirit of Broadway Musical

Price: RMB 80, 120, 180, 280, 380, 580
Time: 19:30
Venue: Jin Wan Grand Theatre
百老汇之魂世界风情歌舞晚会
天津津湾大剧院



8/2-3

Drama Leftover Woman
小剧场话剧《剩女郎》

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

8/3

Vocalist solo concert
单纯时刻——思琳专场音乐会

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

8/1-10

Hawaii Romantic Month Party



HEBE Restaurant & Lounge Club
No. 1, North Gate of Tianjin Olympic Center Stadium, Binshui West road, Nankai
Tel: 2752 1068/186 2229 1068

8/16-17

Drama Copenhagen
小剧场话剧《哥本哈根》

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

8/17

Seven-stringed plucked instrument concert
且行且歌-古琴独奏音乐会

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

8/20-25

Ballet on Ice The Sleeping Beauty
冰上芭蕾舞剧《睡美人》

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

8/30

Vocal music concert
华美的咏叹调-声乐专场音乐会

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

8/30-31

Abridged Version of Der Ring des Nibelungen by Richard Wagner
The Commemorate Wagner's 200th Anniversary
纪念瓦格纳诞辰二百周年
匈牙利布达佩斯艺术宫和天津歌剧院
歌剧《尼伯龙根的指环》精华版
Culture Center, Pingjiang Dao, Hexi
Tel: 83882000
天津大剧院 河西区平江道文化中心

8/31

Stringed instrument concert
仲夏夜之梦-弦乐四重奏音乐会

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

8/31-9/1

Drama Being A Superstar
小剧场话剧《一个演员的自我修养》

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

8/2-4

Ballet Midsummer Night's Dream
芭蕾舞剧《仲夏夜之梦》

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

8/10

Piano solo concert
白与黑-温雨川钢琴独奏音乐会

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

8/9-10

Drama Ba Wang Ge Xing
小剧场话剧《霸王歌行》

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

8/16

Buddhism music concert
琴韵莲心——佛乐欣赏专场

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

8/24

Hayao Miyazaki cartoon theme song concert
天空之城-宫崎骏动漫主题音乐会

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

8/24-25

Drama Go Up, Go Down
小剧场话剧《向上走, 向下走》

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

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Graduation to the first job -still a long way to go

by Paula Taylor, Ian Weissgerber, David Wong

毕业到就业，路依然漫长

根据教育部的统计，今年将有大约700万高校毕业生走出校园，比上年增长2.8%。很多人来不及体会毕业的喜悦就被推向了残酷的招聘市场。很多毕业生的家长都盼着自己的孩子能早日自食其力，回报家庭。当所有的家长都抱有相同的期望，这个期望就变成了奢望。

我身边的一些朋友都是刚毕业一两年的年轻人，他们都来自普通或贫困的家庭。求学期间，他们每月只靠四、五百元生活费度日，毕业求职的过程中又屡屡碰壁，到现在还没有正式工作。他们有的与五六个人合租在一间单元房，每月房租只有200块，有的甚至只能居住在朋友家的沙发上。他们离家人的期望相差甚远，所以目前压力很大。

而现在中国的劳动力市场又增加了新的竞争者—海外军团。我们这里说的不是归国留学生，而是真正正的老外！由于西方国家的经济最近几年连续低迷，这些外国应届毕业生纷纷把目光转向中国，希望能找到更好的机会。

但是很多人来到中国后发现，现实依然很骨感！天津YPT俱乐部的几位创始人都属于来中国闯荡的外国人，他们对中国开始职业生涯都有很深的体会。

首先，中文是敲门砖。对很多人来说，学好中文要花几年的时间。但这并不意味着马上就能找到高薪的工作。

其次，不要认为第一份工作会决定你未来的职业走向。你可以先找一份自己感兴趣的工作，当你的能力和经验积累到一定程度，自然有更好的工作和职位找上门来。

另外，“关系”在中国很重要。一些雇主相信朋友或家人推荐的人选，一方面比较可靠，另一方面被推荐者会碍于这层关系不会轻易辞职。

缺少工作经验怎么办？哪怕你是外国人，这也是你的劣势。一方面你可以注册专业的培训课程，另一方面你可以为公司义务打工而积累经验。我们不建议兼职性质的零散打工，而是像正式员工一样每天工作8小时，这样你才能深刻了解公司是怎么运作的。

Most of my friends are university students whose families are either in the normal income bracket, or who are quite poor. Mary's family is just a normal family, not rich, not poor. When she was at university her father

gave her a 500 yuan a month allowance which enabled her to live quite a comfortable life, as university restaurants are very cheap and she lacked for nothing. However a foreign friend told her he had money

problems and asked her to give him a loan until his father could transfer some funds to him. Mary gave him her 500 allowance, which meant she had nothing to live on. Aware that she could not tell her family, another friend, who was also on a 500 month allowance used her money to support them both. For the entire month both of them lived on what amounted to bread everyday. Imagine two people trying to live on this small amount for a month, and food only represents part of their expenditure. Mary only told me when the foreign friend again asked to borrow money and she didn't know what to do. I told her he was a conman and under no circumstances was she to lend him money again. She never did get her money back. The reason I am telling this story is so that you know what kind of sums of money students generally have to survive on.

A friend with a good job asked me why I didn't go to Western restaurants often. I can afford them but my friends can't. Therefore I have to make a choice, eat alone in a nice restaurant or eat with my friends - they are not comfortable with me always treating them so I have to go to where they want. I nearly

always choose my friends but once when Mary wanted to eat at a place that was absolutely awful, I refused and told her I would get a hamburger. I spent around 30 yuan, Mary spent 3 yuan on something that was almost inedible. I asked her how she could eat it and her reply was "I can't spend 30 yuan on one meal, that money would keep me going for several days." Her conscience would not allow her to waste her father's hard earned money. This is just another of the humbling experiences I have had here.

I have other friends who come from really poor families who have made a huge sacrifice to send their child to university. It is expected that this sacrifice will pay off when the student graduates and finds a good job, therefore the students are all under enormous



Thousands of applicants for one position

pressure from their families. Wang Jing has graduated and she found a temporary job as a waitress just to make a bit of cash until she found a decent job. She comes from a country family of five children so it was difficult for her to be able to go to university. Once her family knew she was working in a restaurant, they went crazy and told her she would have to leave Tianjin and come home immediately. This was not what they planned and she is not free to make her own decisions. She has to get a good job and start sending money home. She is heartbroken as she wants to stay here.

Finding a job is just one of the problems graduates face, but there are many more. One such problem is that they suddenly find themselves without a place to live and have to immediately find accommodation upon graduation.

Xiao Lan said "I plan to go back to my hometown in October but first I want to stay here and find a temporary job, as I can earn more in Tianjin. As I have already graduated the school wants me to move out. It is difficult as my parents expected me to find a good job immediately, but so far I haven't

One such problem is that they suddenly find themselves without a place to live and have to immediately find accommodation, the universities close.

found anything suitable so am still financially dependent on them." After years of financial support, parents look forward to the time when their child will start paying them back, but the problem is that there are too many graduates looking for work at the same time.

After graduating Xiao Hong was temporarily sleeping on a friend's sofa, but when her other friend also had accommodation problems, she could not bring her along too as it would have abused her host's hospitality. She could have just let her friend find her own place, but Chinese people are very loyal to their friends and if one suffers, they feel they also have to suffer.

Meanwhile I have a spare sofa, but who do I help? My friends are mostly in the same boat and if I offer to help one, the others will feel slighted. I asked Mary "If I say Xiao Hong can come here, but not her friend, who I don't know, do you think she would be willing?"



A young man looked lost at a job fair

Mary said "No, she has to help her friend and anyway if you help her, what about....." She went on to list several other people that I know in the same position. I said "I can't help everybody." Mary said "How can you choose who to help when most of your friends have the same problem?" I gave up.

Yet another problem students face is being ripped off by bogus employment agencies. Jing Jia said "I found a job advertised on the internet, it was through an agency. I went for the interview and they kept me waiting for two hours, I was just sitting there. Finally I asked them when the interview was going to be. They told me that if I didn't have time to wait I could come back, but first in order to arrange the interview I would have to pay a fee. I know this is a scam so I told them to forget it as many of my friends have paid over money and there has been no job at the end of it." It is common here to pay a fee to job agencies to register, which I find strange, as in England it is the company seeking employees that has the contract with the agency and so the financial responsibility is theirs. There are honest agencies here but it is like walking through a minefield trying to find them.

I hope this has given you an insight into the many difficulties faced by the graduates here. Of course graduates everywhere face job seeking pressure, but students here face special difficulties. Life for them is truly not easy and unless they find their holy grail - that all important great job with great prospects, life will continue to be difficult.



Michael Hart and YPT members (Payton, Parker, Akio and Ilyana)

CHINA, we want it, but does it want us?

Every year a new wave of students from around the world walk across a stage and receive college degrees. Their hope and dreams and whole lives are ahead of them, eager to start earning money and creating their own path in life. However, as determined as these individuals are many quickly find out the world is crueler than once thought. The economy of the world is not as prolific as in the past for the United States went into one of the worst economic recessions in history during the first decade of the 2000's, and now Europe is becoming increasingly worse. With unemployment rates high in the West many have seen possibility in the East; China. However what many do not realize is that things are done a certain way in this great nation, and the key is figuring out how. For in China, it truly is who you know not what you know.

When I first came to China, I thought I would study Chinese, become fluent, and find a job. However, after about my first month in China I realized it was going to be a lot more difficult and different than I had originally thought. I began to realize that online applications are not so prevalent, rather expanding ones social circle(s) is more vital establishing relationships and finding potential job offers. In Tianjin there are many opportunities to network with individuals from different countries and business sectors. One group in particular within Tianjin whose primary purpose is to bring individuals from all backgrounds to network on a monthly basis is the group "Young Professionals of Tianjin" or simply "YPT"

The Young Professionals of Tianjin was founded by expatriates in China who came

and have been working here for the past few years. These individuals know the importance of networking skills, and what employers are actively looking for in a candidate. In a world where unemployment is high, and jobs are scarce these types of groups are very imperative for job seekers.

Mr. Akio Tajiri hails from Calgary Canada and boasts a degree in Commerce from the University of Calgary, Haskayne School of Business, and has studied business in Sweden. His experience includes work in Consulting, Human Resources, Marketing, Business Development, and Entrepreneurial ventures. He has been in Tianjin for 3 years, is a founder of and the coordinator for Young Professionals of Tianjin.

Mr. Payton Huhta hails from the United States has been in Tianjin for the past four years, and is fluent in Chinese. He is a co-founder of YPT and is the Director of Business Development for Kazia Li Design Collaborative, an architectural design firm based out of Tianjin. He is known for mentoring recent graduates in China on career and network building through his speaking engagements throughout the city.

I was able to sit down with both of these individuals and ask them questions about the challenges new job seekers face when in China. Their answers were based off of their past experiences, and what they have found to work in China. Finding jobs is a very hard task, and it is especially daunting when in a foreign country.

JIN (IAN): *In your own words, what were your thoughts about the job market in China before arriving, and what were your biggest*

realizations about the job market in China once you arrived, and how were you able to adapt to adversity?

PAYTON: On the one hand I had all my uninformed relatives and friends saying that if you knew Chinese you would be guaranteed a six figure income starting out. I knew this couldn't be true and that succeeding in China would take a lot more than just financial incentives to keep me motivated. So I focused on Chinese language and culture for the sake of myself. I made goals like making new friends who would hang out with me based solely on my personality in Chinese and not other reasons. This goal ended up taking several years to complete but was well worth it.

After living here and being a part of the job market, I realized how many opportunities there are here for foreigners to develop their careers. Note that these do not directly translate to immediate high salaries. There are many opportunities to take on higher levels of responsibility and more directly interact with upper leadership in a company than if you had stayed in your hometown.

JIN (IAN): *What do you believe is the biggest misconception about the job market in China for recent graduates, and why?*

AKIO: In my opinion, one big misconception here in China is that you choose an industry and position, and then you have to stick to it for life. It has been my experience here in China that any position can mold and adapt around you, and that higher level management, especially in smaller companies will often create positions based on the talent and abilities of the individual, as opposed to the other way around. One of my mentors, a former business-case writer for Harvard business school, once told me, "You need to find your first position in anything that interests you, and then do everything in your power to be the best. It won't always be in your dream industry, but when you're starting out, you have to take what's been given to you and make the most of it. Show people you can excel, and other paths will open for you." For students who are able to speak a good level (communication level) of Chinese, there are companies such as Atlas (<http://www.atlas-china.com/>) which can help place recent graduates transition directly into the workforce. These types of resources provide a tremendous amount of aid within China as well.

JIN (IAN): *Throughout the world many recent graduates are applying for jobs through on-line job postings, in China it is done more through networking or "guanxi".*

Why is it done this way in China, why is it effective, and what do you think the best way is for those without "guanxi" to get it?

PAYTON: The Chinese job market is extremely liquid. If you think about hiring an employee as an investment for a company, you want their salary, training, benefits and time it took to find the employee to generate value for which to justify the cost. Many young persons, especially in China, switch jobs several times a year which makes them a repeated failed investment for the company which they leave. Guanxi, some companies believe, helps to guarantee the longevity of an employee by making the relationship more than just financially based. Some clever employers even hire through guanxi to keep employees in line through social pressure. For example, hire a friend's son so that if an employee gets out of line you can call up the employee's father who got the job for him. This is especially effective in China where giving your father and his friends due face is something a young person can often not ignore.

In addition to guanxi, I feel that Chinese people are extremely adept at seeing through to a person's true character and intentions. Many Chinese business people have learned this intuition about people over many years and trust it even more than hard facts. If you are sincere and honest in your work relationships and generally care about people and express that in your work relationships honestly, many Chinese will pick up on this even more than westerners would. This can be a wonderful advantage just as useful as guanxi during a job search in China.

JIN (IAN): *How is the job market for recent Chinese graduates vs. recently graduated foreigners who are coming to China in search of jobs? For example, are firms (both international and domestic) beginning to hire more Chinese people in order to cut costs, or is the notion of a company having a foreigner working for them a sense of prestige still prevalent?*

AKIO: In every case, the job market is extremely competitive. Recent Chinese graduates have to compete with a huge amount of their classmates, all of which are willing to work long hours for little pay. Recently graduated foreigners, do have a small edge in many of the jobs available, however there are also no shortage of applicants for those same jobs. Many entry-level positions are hired straight out of University job-fairs, and/or transferred from overseas, which leaves the domestic job market for foreigners something to be desired. Having worked for an HR search and

If you know anyone like this and you are interested in their company, I highly recommend offering them to work for free for 40 hours a week for three months or until they realize your value enough to hire you outright.

placement firm, I realize that a large number of jobs found here in China are found through headhunters and various other HR firms. Although prestige is usually not an issue, having a foreigner who can connect to other foreigners on the same level (language and culture-wise) is still very real, and will continue to be as long as people continue to do business with emotion. Business is often based on excellent communication, and who better to communicate with than a fellow countryman. Although this is not enough on its own, combined with a fantastic soft-skill set (see my advice to read Knock'em Dead, everything is contained in there), and some experience, this is often enough to break the ice, and start a conversation which can lead to your first job in China!

JIN (IAN): *One of the common problems for those without jobs is lack of experience, or transferable experience. In your opinion, what is the best way for individuals to gain experience in China that will provide significant skill sets that they may use to transfer to other jobs, and what are those skill sets.*

AKIO: Everyone has their own advantage and set of skills, and the one thing which can really help us realize what our specific advantage (or skill set) might be is a coach. Professional coaching is used by the most successful people in the world, including the military, Olympic athletes and famous movie stars. One on one coaching is truly one of the best ways to make SMART goals and follow

through with them. LDI (Leadership Development International) did a coaching seminar for my group (Young Professionals Tianjin), and from that point onward, I have been a real advocate of coaching. If you are feeling lost, and not sure what to do, this is truly a great place to start.

PAYTON: China is a great sandbox for foreigners to improve themselves and develop their careers.

The most important part when first starting out is to find people who truly believe in you to work for. These people will take you under their wing and help you grow. If you know anyone like this and you are interested in their company, I highly recommend offering them to work for free for 40 hours a week for three months or until they realize your value enough to hire you outright.

Going further, if you tighten your belt for those 3 months, tutoring and odd jobs can sustain you for that period of time. If the 3 months does not lead to long term employment by itself, then it at least gives you job experience and skills that you can take to your next opportunity. It's also a great story to tell at a job interview to show how dedicated you are to your work. The most important thing to keep in mind is that if you are going to do the 3 month intern/trial is to put in full days of work without being flaky. I see way too many young grad do internships at companies but because they do not dedicate enough time to it they never understand the ongoing situations of the business and become a nuisance rather than an asset. You should hold yourself to the same standards and hours as a paid employee. Only then will you have the chance to gain the trust of the leadership and get the experiences that real employees get. If you think it's not smart to work for nothing then just think of all the money you would spend going back to get a masters or an MBA. This 3 month period, like school, will also bring you closer to your dream job, take a fraction of the time, not put you into debt, and give you practical real world experience.

Overall, finding jobs is not an easy task; it is a time commitment, and requires work effort. China is a great melting pot of opportunities where networking is key and where Visas are becoming increasingly difficult to come by, nevertheless when a job seeker has established a relationship with a future employer the possibilities of future employment may increase drastically and the Visa easier to attain. For the world is changing fast, and China is one of the key facilitators of that change, and for recent graduates seeking jobs we must be able to keep up with those changes.



Are you ready for the job interview?

Listen to the employers

The Chinese Ministry of Education reports that about 7 million students will graduate from Chinese Universities this year, an increase of 2.8% from last year 2012. Where I live in Beijing is Tong Zhou Logistics Hub area and many of the warehouses for large companies are located here. During the summer, I see hundreds of students lining up in the morning for temporary labor jobs in these warehouses.

This shows that getting a job is not so easy. A recent survey indicated that there was only a 35% average employment rate for graduates holding a bachelor's degree, between October to April, a decline of 12% from the same period last year.

We interviewed four local businesses to get their perspective how new graduates can be more successful at finding work.

Mr. WANG Shuxin, Chairman of TEDA Biomedical Engineering Co. Ltd. Tianjin.

Mr. Wang indicated that students need to focus on skills, having a general degree or attitude of willing to do anything is not sufficient in this age where specific skills are needed by companies such as BioTeda where they have 8-900 employees.

Mr. Wang sympathized with today's students, indicating that when he was a graduate, a degree was not so common and he was able to find work easily. Another reason that he suggests that students try to have a special skill in the ever-demanding competition for jobs now.

Bio Teda will be hiring 80-90 employees due to normal retirements and expansion.

To learn more of BioTeda see their website: www.bioteda.com

Mr. Brian Trendel, President of TAK International, a WOFE Wholly Owned Foreign

Enterprise in Tianjin headquarter in Canada.

- Show up on time for interviews – if you can't be on time then show up early.
- Research the company you are interviewing with
- Make sure your goals match the opportunity with the company you will be interviewing by.
- Dress neat, clean and conservatively.
- Shake hands (strong grip) with those you are introduced to
- Stay calm when asked questions – if certain questions cannot be answered right away ask if you can get back to them (make sure you do respond shortly thereafter).
- Bring references
- Try to know something of the job being advertised.
- If you approach the company for a job make sure your resume and such are tailored to the company so they can see value in you.
- Be humble – be prepared to give your strengths and weaknesses
- Smile

Mr. Jason Zhang, General Manager of TAK in Tianjin.

- Make Eye contact
- Answers should be right to the questions. If the question is not clear, it would be better to ask than provide answers that may not be correct
- Make a phone call before the appointment time if you cannot make it on time or try to reschedule rather than showing up late
- If you have received an offer, and you are not going to take it, please notice the employer right away

Mr. LI Da, President of DeYa Tech in

Beijing and President of the University of Alberta Alumni Association – Beijing Chapter.

Is it harder now to find a job compared to when you graduated?

I think it was harder to find a job when I graduated. However, I think the jobs were better. Even with an entry-level salary, it was enough to live. Now, the jobs are easier to come by. However, the salaries have not kept with cost of living. So I think the young graduates have it much tougher, especially in the first tier cities.

How many new employees will your company hire in the coming year and how will you recruit?

We probably will have 4 positions open this year.

Is it harder to find a job in China or is it harder to find a job in Canada?

As a new graduate, I think it is harder to find a sustainable job in China. Many new graduates get out of university and work in jobs that do not pay enough to cover their expenses. There are many jobs like this. It is harder to find jobs with a good pay.

Any advice for new graduates?

When you get into a company, try to stay at least one year. During the first year:

- do as much work as you can
- don't be selective on what work you get, who you work with
- get as much exposure as you can with different people, different departments
- don't be affected by stories of classmates or friends who are working at a higher-paid job. Jumping to another company in the first year won't help you in the long run.

Jin Magazine passes on its best wishes and good luck to graduates and students in their search for employment.



ISETAN Binhai New Area Shop SPECIAL INFORMATION

ISETAN
www.isetan-tianjin.com



The high level Japanese executive chef in BUNT Japanese Restaurant will provide excellent Japanese food with seasonal fresh ingredients, such as typical Sushi, Sashimi, and SUKIVAKI made of supreme wagyu. The facilities in the restaurant are well-equipped so that it is an appropriate place to hold all kinds of banquets.

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- A Set**
Includes Salad + B.B.Q Dishes + Soft Drink = ¥ 158 / Per Person
- B Set**
Includes Salad + B.B.Q Dishes + Soft Drink & Tsing Tao Draught Beer (All You Can Drink) = ¥ 198 / Per Person
- C Set**
Includes Salad + B.B.Q Dishes + Soft Drink + Paulaner Draught Beer (All You Can Drink) = ¥ 258 / Per Person

ADD TEDA MSD No.62 2nd Avenue TEDA Tianjin
Tel:6527-1111 Hrs:11:00-21:00(Restaurant 11:30-22:00)

志愿先锋

在天津生活过一段时间的人一定都知道建华基金会这个慈善组织，该组织一直致力于帮助患有唐氏综合症、脑瘫以及孤独症的孩子和他们的家庭。我们采访到建华基金会英语教师培训项目经理Carol Woodford女士和建华特殊教育项目经历王培静女士。

Woodford女士从小就是爱好广泛，尤其喜欢体育运动。大学时期，她学习的是新闻学，并且一直从事记者这一职业。四十多岁的时候，Woodford又重新回到校园，获得了语言学和教育专业的硕士学位。之后，她就开始从事英语教师的行业并且由此来到中国。

Woodford在建华的主要工作是培训教师。能够看到青年教师逐渐成长，她感到十分有成就感。她觉得，通过这些教师，她可以影响很多的中国学生。

建华基金会可以为外国人提供学习中文的机会，同时也招募英语教师、医疗专家、工程师、农业和商业专业人才等志愿者。

Pioneers in Volunteering

By David Wong



Carol Woodford

Last month Jin Magazine attended the monthly Am Cham event in Tianjin and was moved to hear a presentation about the Jian Hua Foundation which is a charity organization providing help to local families with children affected by Downs Syndrome, CP Cerebral Palsy or Autism and provide hope and love to local families in China. Jin Magazine arranged a visit to Jian Hua to learn more about their work. We met with Ms. Carol Woodford, Cluster Leader and Ms. Wang Peijing, Special Education Program Manager.

The work of Jian Hua foundation that is probably most publicized is their help with parents and children of Downs Syndrome 唐氏综合症 Tang Shi Zong He Zheng and Cerebral Palsy 大脑性麻痹 Da Nao Xing Ma Bi and Autism 孤独症 Gu Du Zheng. Ms. Wang Peijing is the manager for this program that

provides training and support to the parents of these special needs children. It was good news that over the past decade, the Chinese government has provided more support and attention to this area through the Ministry of Civil Affairs Bureau, at the federal level and the Tianjin Disability Federation at the municipal level. Jian Hua will interview each family individually to determine individual needs and capabilities and every effort is made to provide a program that answers the requirements.

Jin Magazine was able to learn more about Carol from the following interview:

Jin Mag: What were your childhood interests?

Carol: I loved reading as a child,

spending many happy days with a book, and I dreamed of becoming a writer. I also liked music; I took piano lessons and played the trumpet in my high school band. I enjoyed sports, especially swimming and baseball. I'm still a big baseball fan!

Jin Mag: Tell us about your family and siblings.

Carol: I was the third of four children, but the older two both died at a fairly young age, so for most of my life I've had only my younger brother. He lives in Atlanta with his wife and four children. My parents have both passed away, and I'm divorced with no children.

Jin Mag: What about your education?

Carol: I graduated from the University of Georgia with a bachelor's degree in journalism, after which I worked for 28 years as a journalist. In my late 40s, I went back to school and earned a master's degree in Applied Linguistics and TESOL (Teaching English to Speakers of Other Languages) from Georgia State University. I then changed careers and became an English teacher, which brought me to China.

Jin Mag: What are your hobbies and interests?

Carol: I still love reading and baseball, although I don't get to watch as much baseball as I'd like. My favorite team is the Atlanta Braves, and I occasionally watch the Tianjin Lions of the CBL. I also love walking in Xigu Park, which is near my home in the north of Tianjin, and being with my friends.

Jin Mag: What are challenges of your work, and rewards?

Carol: I find great reward in training English teachers, which is the part of my work I most enjoy. I love seeing a young teacher blossom and develop in confidence, and I know that I'll affect many, many Chinese students through the teachers that I've trained.

I feel the same kind of joy when I see the teachers and children in Jian Hua's Special Education Program grow and blossom. Although I'm not directly involved in that project on a day-to-day basis, I feel a sense of satisfaction in knowing what Jian Hua has done for these children and their families. I'm very proud of our Jian Hua special education teachers and volunteers.

Jian Hua also has a wonderful project

called Bright Future, which educates university students in HIV/AIDS prevention, sex education and life values.

There are many challenges in the administrative work of Jian Hua. But when I see the results of these projects, I know the effort is worth it.

Jin Mag: Thank you.

As Carol mentioned, the Jian Hua Foundation is much more than these special needs programs. Jian Hua was founded in Hong Kong in 1981 by a group of Chinese businessmen and was named Jian Hua "build China". Jian Hua is a Christian association, but does not preach religion; their vision is to serve the communities of China with hope and love.

They presently have 124 Associates from 17 countries working in a wide variety of professional fields in 14 cities/provinces in China. Jian Hua's main areas of involvement are in education, medical services, community development, social services and business. It is a registered charity organization in Hong Kong and a recognized NGO non-governmental organization in China.

I love seeing a young teacher blossom and develop in confidence, and I know that I'll affect many, many Chinese students through the teachers that I've trained.

Jian Hua can offer foreign professionals the opportunity to learn Chinese, either on an individual basis with one on one tutoring with a professional teacher or in a traditional classroom group setting. They even have husband and wife packages and can include accommodation and meals. Packages can be short-term immersion or longer term up to 2-3 years. Their programs not only provide language training but exposure to cultural and life style while in China and would ideal for those foreigners planning to enter into a



Jian Hua children and teachers performing in a charity event

long-term commitment in living in China.

For those that are interested in providing a service to Jian Hua Foundation, there are openings for different professionals in several areas: teachers of English, medical professionals, engineers, agricultural and business professionals. Jian Hua will arrange all visa and work permits as well as accommodation and travel requirements to successful candidates. I found the information and application process very detailed in their website.

However as Carol Woodford indicated, if someone is planning to earn lots of money, Jian Hua is probably not the place, but if someone is looking for a wonderful experience to give and helping those in need and make a difference, sounds like this is an excellent opportunity. This is reflected in the Jian Hua Foundation terminology. They refer to work as "serving"; staff as "associates" and offices as "clusters".

The Tianjin Cluster is one of the largest clusters in China with over 20 associates. Their teachers are working at Tianjin Ai Di School, Tianjin Medical University, Lucky International School, Tianjin University, Tianjin Polytechnic University, Tianjin Foreign Studies University and Senior Citizen's University.

I was very impressed with the dedication

and commitment of the staff and the foundation towards their goal of helping China and working with local families so they can help themselves and others. In speaking with Carol Woodford, I learned that she has been in China for 11 years. She came directly to Tianjin, from her hometown of Atlanta in Georgia, USA, teaching English to Chinese students at an international school. She has been with Jian Hua for the past four years. When I asked her how long she intends to stay in China, I could tell that she would like to stay as long as she can and enjoys the work and the people.

If you would like more information about the Jian Hua Foundation, you can visit their website: www.jhf-china.org or you may want to call Carol at 022-2392-6614.

You may want to call to use their services or if you have an interest to be actively involved or provide volunteer help, Carol would love to speak with you. I certainly enjoyed my time at the Jian Hua Foundation and wish them continued success in the future.

保健品市场领头羊

天津阿尔发保健品有限公司成立于1994年，是天津泰达生物医学工程股份有限公司的全资子公司。目前专注于无糖低热量健康食品的开发与生产。由于团队强大的研发技术力量、一流的生产设备以及雄厚的资金实力，已经被国家五部委认定为“国家级新产品”称号。阿尔发开创了国内无糖、低糖食品市场的先河，更加细分食品市场和消费群体，成为全国快速发展的新兴行业。系列无糖产品在大型超市内销售，而且还曾出口东南亚、日本、美国等国家。据了解，阿尔发食品生产的原材料全部严格挑选、检验，外包装质量达到出口标准，从多个方面确保食品的安全性。另外，为了提供更加便捷的营销方式，各大知名网络销售渠道也已开启。

Front-runner of Health Food Market

by David Wong



Mr. Zhou Jian Ke

Alpha means “number one” or the “first” and when Tianjin Alpha Healthcare Products Co. Ltd. was started as a Tianjin company in 1994; it was one of the first companies with an idea to develop food products for people with diabetes. Now 20 years later, it is very successful and marketing eight food types including beverages, cookies, noodles and candies that are non sugar and still targeting diabetics in the Chinese market. Alpha also has a health food product line that is comprised of teas, milk and drink powders and cereals. The market for Alpha products seems to be growing as Chinese consumers are becoming aware of being overweight.

Obesity in the world is growing at an alarming rate. In North America, the rate is now over 30%. In China, obesity is a recent development with double digit economic

growth in the past 2 decades, China's economy has become the world's second largest economy. However, with this growth, there have been consequences. One of these negative factors is related to a significant change in diet and sedentary life style. In the 70's, China's population was over 80% rural and now it is almost 50% and the urban percentage is expected to further increase as more opportunities become available in the cities. Overall obesity in China is estimated at 5% but exceeds 20% in some Chinese cities.

The eating habits in China have also changed significantly with adults and children eating more processed foods and fast foods. The most recognized western style fast food outlets are: McDonalds, KFC and Pizza Hut. These brands presently comprise a small percentage of existing Chinese fast food market but are expected to grow. McDonalds

indicated that they will increase their investment in China by 50% and added 200 new stores last year to their existing 1,400 outlets.

The eating habits in China have also changed significantly with adults and children eating more processed foods and fast foods

BMI Body Mass Index is one of the common international measurements of body fat (which relates to obesity) for persons aged 20 -70 years old. If your BMI is between 19-25 your weight is within the acceptable normal and is considered healthy. Anything between 25 -29 is considered overweight; if your BMI figure is over 30, you are officially obese. The formulae for calculating BMI is your weight divided by the square of your height or kg/mxm, for example, if I weigh 110 kilograms and stand 1.8 meters tall, your BMI is $110/1.8 \times 1.8 = 34$, which means I am obese. A detailed explanation of BMI and an easy to read chart can be found at this wiki website: http://en.wikipedia.org/wiki/Body_mass_index

The increased obesity in our populations have resulted in an alarming increase of adults developing Diabetes2 糖尿病 Tang Niao Bing. It is estimated that approximately 10% of China's population has diabetes but the scary part is 60% of these cases are undiagnosed and it is estimated that 148 million adults to have pre-diabetes, meaning they are overweight and likely to develop diabetes.

Diabetes is a very dangerous condition and can lead to many other serious health problems such as: high blood pressure or hypertension, cardiovascular disease or hardening of the arteries, retina problems or impaired vision even blindness and foot ulcers that could lead to amputation. So you can see that this is a serious problem and should not be ignored. If you think you may be a diabetic or have pre-diabetes, see your doctor and have a blood test for a diagnosis. If it is Diabetes2, you can control or even reverse the condition with proper diet, weight loss and exercise.

In North America, this is well know and if you go to any supermarket, you will see the



No more processed foods

food sections have many choices of non-sugar drinks and non-sugar confectionary items. In China, diabetes is still not recognized as a major health problem by the public and as mentioned earlier, largely not diagnosed. Therefore the non-sugar choices are few. If you ask for a diet coke at a local restaurant, it is unlikely that they will have it or even know that such a drink exists.

Alpha has recognized this need and since 1994, and have developed a line of non-sugar drinks and cookies that are available in all 31 provinces, cities and autonomous regions. I can attest that their products enjoy an exposure in faraway markets. Last year while I was in Harbin, I was in a local supermarket and found Alpha in a prominent display.

We spoke with Mr. Zhou Jian Ke 周剑科, General Manager of Alpha and Mr. ZHAO Ting Ying 赵挺颖 Deputy General Manager. It was very impressive how serious the company undertakes procedures to ensure food safety. All ingredients have strict company guidelines and are inspected on a continual basis. Even the raw materials have specifications and their packaging is rated for export quality. Their products are certified by the government, and meet the blue Health Care product certification. Where their

products are manufactured under OEM by independent factories, after meeting a strict quality assurance, Alpha will staff key positions to ensure that continuous standards are always met.

In addition to meeting Alpha's standards, the product must pass government requirements and certification established by China's Health Standards, this whole process usually requires 2 years. This high standard of excellence has resulted in Alpha products being placed in all major supermarkets such as Wal-Mart, Carrefour, Tesco, Jusco, RT-Mart and local supermarkets; a total of over 40 different companies. Since Tianjin is the headquarters of Alpha, you should be able to find their products easily.

Alpha products can also be purchased electronically on the major on line marketers such as: Jing Dong Shang Cheng 京东商城; Yi Hao Dian 1号店; Tian Mao Shang Cheng 天猫商城 and Tao Bao 淘宝.

When I asked Mr. Zhou about their expectation and reaction to competition towards new competitor products in the expanding diabetic food market. I was surprised to hear him state that he looks forward to new high quality products and more choices of diabetic healthy products. In this way the sector will grow and he hopes

that this will eventually become a high standard sector.

I was also surprised to hear that Mr. Zhao is a diabetic. I can tell that he is dedicated to expanding Alpha's product line and he is a testimony to the products and his breakfast is made up of completely Alpha products. His breakfast is comprised of oatmeal, milk powder and biscuits. Mr. Zhou encourages everyone to pay attention to their health and be careful of their diet. He also hopes that people will consider regular exercise, he walks 40 minutes every morning to work.

Alpha is part of the parent group: Tianjin TEDA Biomedical Engineering Company Ltd. Which was listed in the Hong Kong stock exchange in 2000. Alpha continues to exchange and its product development team are bringing new products to market depending upon consumer demand. In September, look for Alpha non-sugar moon cakes. I have placed my order. You see I am also a person diagnosed with Diabetes2. I am glad that I have found a new snack that fits my diet.

If you want to learn more about the company, you can visit their website: www.tj-alpha.com unfortunately, it is only in Chinese but you can see their extensive product line.

开创新项目容易吗？

开创新项目不是一件容易的事，尤其在制造业和供应链管理方面。毕竟，开发一个零部件需要设计、测试和加工等步骤。假设你已经建立起完善的内部或外部销售管道，你应该如何开始新零件的制造呢？如何应对过程中会出现的问题？

所有的一切都是从外部购买零件还是自己制造这个决定开始。现在大部分企业都采取外部采购的方法，这样可以降低成本。如果你决定自己生产，那你要有一支强大的团队，能包办从设计到销售的所有工作。还有一种可能是把其中几个步骤分包出去，比如设计或生产。这样风险会增加，你要做的就是做出正确的决定来减小可能的风险。换句话说，就是你一定要盯紧你的供应商，保证他们按你的要求工作并且杜绝一切占你便宜的可能性。

样品生产出来之后，你要找一家靠谱的第三方测试公司，最好是异地的，这样可以避免你的供应商和测试方的过多接触。

在进入大规模生产之前，你需要考虑的就是制造地的人工成本和物流便利程度。比如，投向北美的产品可以选择在墨西哥生产；投向亚洲的产品则可以选择马来西亚为产地。在产地选择上，你需要综合考虑当地的政治、经济和治安环境。

How easy is it to start?



Starting a new project is never an easy task. This is especially true in case of manufacturing and supply chain management projects. After all, making a component means a lot of drawings, tests and processes. So assuming that you have an internal or external sales pipeline, what do you do to start manufacturing a new component and how easy is it to get over the common issues that we usually face in those situations.

So let's go back all the way to the decision of buying or making the component. It depends on how equipped you are to make the component and whether you will need to make a large capital investment or not. In most cases these days, any component that is deemed outside of the main focus of the company is usually contracted or outsourced while the company focuses on its core competencies to avoid large overhead costs.

Outsourcing a part means that you

either buy it readymade or at most you buy a slightly modified but mostly market-ready part. This is possible when you need a mainstream part that does not require major modifications. However, you will usually need to get tailor made parts that satisfy your exact parameters and specifications. This will need to be contracted to a manufacturer who specializes in making the component you require.

If the component is made internally, then you'd rely on your team from design to shelf. This situation gives you complete control over the whole process but requires the largest investment. If the component is easily available and will be directly purchased, then your purchasing team will source it directly for a fixed term and quote which is also an easily managed situation. The most delicate situation is when you need a tailor-made part that is neither readily available nor easily manufactured internally

due to time or cost considerations.

In this case, you will either design the part yourself and contract the manufacturing process, or contract the design process along with manufacturing or provide a prototype to the manufacturer so copies can be made. Internal design is always the better option as it gives the manufacturer an easily reproducible blueprint and allows for easy quality control over the product. Contracting the design is a good idea when your team is stretched thin and does not have the time to complete the design in time. Both of these methods however put you at a risk of design leak as the design will most certainly find its way to competitors. Therefore, a reproducible prototype might be the best scenario you have for contract manufacturing as it allows the manufacturer to follow clear specs while the exact details are still not revealed.

There are specialized companies that manufacture prototypes (usually using CNC and other advanced prototyping techniques) and I would advise that the prototype is manufactured in a very far part of the world from the serial manufacturing facility to avoid any information leak. Once this is done, you need to find a contract manufacturer who is capable of making the part at the right time, cost and quality. This is usually the supply chain team's job along with operations, purchasing and quality supervision.

Once identified, the facility has to be audited and their production and quality processes tested to ensure that they are up to the task. The equipment must meet the required specs and the operations team must be well versed in the processes needed to produce the part. If all these conditions are met and mutual satisfaction is achieved, the contract will be written to include a specific production timeline along with technical and organizational agreements.

During the preparation phase, it's always advisable to visit the facility frequently to make sure that there is no delay and to support the supplier in solving any issues they might face. After all, this is your part they're making. It's also highly recommended that you include in the contract a clause that allows going on unannounced audit visits to give you complete visibility over the whole process and to remove any chance of hidden agendas a supplier might have. In some cases, we've seen suppliers giving highly favorable quotes only to discover later that they are intending to get a second revenue source by selling the same product under their own name in the market at price better than ours.

After the first batch of production, it's a

good idea to pause for a while and to test the product at an external testing facility. Large international labs are recommended and if at all possible, a lab in a different city than the manufacturing facility is a better option to avoid frequent interaction between suppliers and testing labs. It's always best to keep distances between third parties who deal with your products as too much interaction might give some of them ideas of "revenue development" by joining forces to advance their interests ahead of yours. Since this is your project, your interests should be the ones held at the highest importance and given the most priority.

Therefore, a reproducible prototype might be the best scenario you have for contract manufacturing as it allows the manufacturer to follow clear specs while the exact details are still not revealed.

If tests are negative for any reason, then it's a good time to solve the issues you're facing and re-evaluate the processes you're following. Once the root causes are identified, it's always easy to correct them at this early stage before you go into the full mass production phase. If however your tests are flawless, then you can proceed into serial production and ramp up production capacity.

Once you have a finished product, you can then move on with your process into supply chain management, storage and logistics and/or sales if the component is marketed separately. Of course you'll need to secure a competent logistics partner and if the part will be shipped internationally, then you'd also have to secure a trading partner to export and later import the component into the market of use. There are some important issues to take note of while securing a contract manufacturing partner that I would like to point out.

One is the relationship between market



of use and location of manufacturing. For example, in many cases, a product manufactured for use in North America is better manufactured in Mexico (or Latin America in general) where you can utilize a more efficient labor cost along with easier logistics, transport and most importantly, supervision over manufacturing processes. Same goes for European used products being manufactured in the Middle East and Africa. On the other hand, a product made for use in Asia is best manufactured in Malaysia or Indonesia as they provide easy access to the region while providing a safe environment when it comes to industrial espionage.

I would advise you to not be fooled by industrialists who bend-over-backward to convince you to work with them or make the entry barrier too low (such as requiring very low or no minimum order size, lead time or down payment) as they sometimes tend to be the ones with too much baggage and working with them may incur additional challenges in the future. On the other hand, I would not advise you to work with suppliers who seem too confident, large or busy to care about a smaller client (in case you are one) or at least will not give you the customer service level you would expect. Finding the correct partner would certainly have a beneficial

effect on your supply chain when it comes to meeting strict quality, time and cost restrictions.

Another important issue to consider when choosing the country of production (other than proximity to the market of use) is the political, economic, infrastructure and security situation. For example, tread carefully when working in Latin American countries and make sure that you have a strong connection network. In Asia, make sure that you cleverly challenge the political climate well to successfully complete your goals without getting on the wrong end of a political situation. When working in Africa, be very vigilant to the security situation and be prepared to change plans often as the political situation will surely change a lot within a short time span.

There are many challenges to be navigated to successfully work in the contract manufacturing field and for most new-comers to the field, it is obviously a large task to work around the issues faced in the initial phase but the largest of them all is to develop a mutually beneficial relationship with suppliers who are willing to work with you in long lasting partnerships.

Please send your comments and questions to Moe via moghareeb@gmail.com



EUROPEAN CHAMBER IN TIANJIN

Updating on Implementation Rules of Labor Law June 18th, 2013



A series of laws, regulations and policies in respect of HR Practice and Management have been promulgated in 2013, in particular, "Regulation on the Several Issues regarding the Implementation of 'Labor Contract Law' of the Municipality of Tianjin", "Interpretation (IV) of the Supreme People's Court of Several Issues on the Application of Law in the Trial of Labor Dispute Cases", "Labor Contract Law (Amendment Bill)" are greatly influential on HR practices and management in corporations.

Upon request by our members, Attorney Mr. Xu Yongge was kindly presenting a lecture regarding the above topics, by such to assist our HRs in terms of accurately understanding the core of the laws, hence to avoid legal risk and promote efficiency in management.



GM Briefing - Launch of Business Confidence Survey 2013 June 20th, 2013



The leadership of the European Chamber presented the major findings of the survey and answered questions members raised during the launch of 2013 Business Confidence Survey on June 20th

The survey was conducted in March 2013 and has taken place annually since 2002, allowing it to highlight patterns and examine the impact of the Chinese government policy and global economic trends.

The Business Confidence Survey 2013 brings together the input of over 700 senior representatives of the European Chamber's member companies to provide an annual overview of their performance and outlook from within the Chinese market. How are European companies performing, what are their plans and what are the real challenges?

Tax Seminar: Secondment or Service? Latest development in relation to the income tax treatment for non-tax resident enterprises providing services by deploying personnel to work in China June 21st, 2013

In the last few years, many multinational groups have been facing increasing scrutiny from the China tax authorities on their secondment arrangement in China. This is because secondment arrangements were often suspected to be set up to cover up the services provided by the foreign home entity to the host entity in China. Therefore, previously the home entity may be taken as having created an establishment and place (E&P) or permanent establishment (PE) in China and subject to China Corporate Income Tax in accordance with the relevant provisions in the Corporate Income Tax Law and Circular Guoshuifa [2010] No. 75.

The State Administration of Taxation recently released a long-awaited tax circular Public Notice [2013] No. 19 (PN 19). It provides



more technical guidelines for the assessment of the nature of secondment arrangements. PN 19 also introduces practical guidelines on the specific factors that need to be considered and detailed documentation related to secondment arrangement.

In this seminar, experts of PwC shared the key development of PN 19. Also, they shared their practical experience of dealing with challenges related to secondment arrangement and their views of how to manage the various risks to strike a right balance.



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Past Event

Breakfast Seminar-Business relevant data management for companies Wednesday, June 19, 2013

In the current technology age, the amount of data has a strong impact on daily working life as well as on strategic decision making processes. The vast increasing amount of data is pushed by current trends like mobile usage of networks, cloud computing, IP based communication, social media, etc. and is expected to increase in enterprises by over 40% till the end of 2014. During the German Chamber Breakfast Seminar on June 19, our expert Markus Tenelsen provided practical solutions (e.g. efficient reporting on tablets with the help of ERP Software like SAP) and tips and tricks (how to minimize the "human factor" in data security) to show how to deal with the challenge of data management. Moreover, the seminar presented ways of getting the right information out of data and clarified the most common questions about data security, mobile data management, and enterprise data management.



GM Roundtable: The Chinese Trade Union Policy - How to Deal with Trade Unions in International Companies Monday, July 1, 2013



Recently, many international enterprises have been approached by the All-China Federation of Trade Unions (ACFTU) and development zones, requiring them to set up their own trade unions. In order to inform and discuss how to deal with trade unions in international companies, the Tianjin Office of the German Chamber of Commerce - North organized the GM Roundtable on July 1, 2013. In the presence of Advisory Council Member Uwe Birnbaum, General Manager of Jean Mueller Electrical Systems (Tianjin) Co., Ltd., the Roundtable highlighted in current trade union policy from both a legal and a practical point of view. After legal expert Catherine Shen introduced the relevant regulations, nature and rights of unions in China, Dr. Zhang Li, the elected Chairman of the trade union at Siemens Ltd., China since 2008, provided first-hand experiences regarding his work at the Siemens union. The experts offered insights into the latest development and characteristics of Chinese trade unions and discussed its impact on international companies together with the participants. The GM Roundtable is a quarterly German Chamber event in Tianjin that provides the opportunity to openly discuss current issues that are important for international companies on a manager level.

Upcoming Events

August 7, 2013: Kammerstammisch Binhai, Delights Restaurant & Bar



Blue-collar Salary Survey of Enterprises in the Year 2013 is now in full swing.....



"Fiery Ongoing": witnessing to symposium on the policy implementation of high temperature allowances

On 4th July, about 40 HR managers from various enterprises have developed a symposium with regard to the implementation matter of new policy on high temperature allowance. The subjects in discussion covered questions such as how to define high temperature, how to grant allowances to shift employees, how to manifest the allowances on the list of staff's pay and so on. Through deeply interaction, the knowledge related to management these HR managers have got has been strengthened and the connections plus understanding among these enterprises have been promoted.



Successful holding of The Third HR Management Elites & Nankai Forum



On 28th June, The Third HR Management Elites & Nankai Forum along with the Engagement Ceremony of Part-time Instructor and Students Career Development Consultant of Nankai Commercial School has been held successfully inside the commercial school of Nankai university. The forum aims at creating platforms for interaction among management elites from enterprises, specialists in human resources industry and also college students so as to share opinions about the new era of human resources development.

The forum has attracted almost 60 HR managers to be present, and leaders including deputy party secretary and subdecanal of Nankai University Commercial School Liu Lixin and another subdecanal named Cui Xun have attended the ceremony. Co-organizer Sina (Tianjin) and The Daily News (Tianjin) have covered reports about the activities.

Service-sharing and health-sharing: Physical and Psychological Health Management Salon for Career People



On 21st June, HR Managers' Club has organized a salon session themed on Physical and Psychological Health Management for career people. The

Club has launched the collective procurement platform among club members which is a combination of miscellaneous advantages. The salon has extended its communication to items such as Enterprises' Commercial Insurance Platform, Mental Health Examination for Employees, Management on Employee's Training and several others.

AmCham China Tianjin's Annual US Independence Day Celebration

4:30 - 8:30 PM, Saturday, June 29, 2013 – Qing Wang Fu



On June 29, 2013 AmCham China, Tianjin held its Annual US Independence Day Celebration, marking America's 237th birthday. The event was held at the courtyard of Qing Wang Fu and involved an afternoon of delicious food, cold beverages, live band, lucky draw and fun games for the kids. It was a great opportunity to hang out with old friends and meet new people.

We would like to thank all our sponsors for helping us celebrate the US Independence Day in a memorable fashion. A sincere thank you to our major sponsors: Jones Lang LaSalle, Schneider Logistics, Northern Lights, Wellington College International Tianjin, Taylor Printing and Jin Magazine and all the lucky draw prizes sponsors. And also thank Qing Wang Fu for the delicious food, good services and nice venue.



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BUSINESS

Tianjin & Taiwan team up to build platform to boost trade efficiency

Businesses in Tianjin and Taiwan are joining hands to build a platform for both sides to improve cooperation in the fields of logistics and customs clearance.

At a briefing conference in Tianjin lately, Taiwan's Trade-Van Information Services Co., Ltd. formed a strategic partnership with a Tianjin-based supply chain management company.

The two companies will set up a business platform to provide integrated services and resources related to logistics, customs clearance and storage facilities for businesses, which can improve trade efficiency for small- and mid-sized enterprises.

"The platform is of great significance because it will provide a convenient and secure trade channel for businesses on the mainland and in Taiwan," said Hu Chengli, an official at the Taiwan affairs office in Tianjin.

The platform can make Tianjin serve as a Taiwan products distribution center for other regions in the mainland, including Beijing, Hebei, Henan and Shandong, Hu added.

Tianjin Binhai International Airport opened new terminal

Tianjin Binhai International Airport (TSN), one of the busiest airports in North China, opened its new terminal 2 on June 2014. On May 30, the main body project of Terminal 2 was finished, and its expansion project will be completed by the end of this year.

According to Tianjin Airport, covering a total area of 248,000 square meters, the new terminal is expected to handle 30 million to 50 million passengers and 1 million tons of cargo & mail annually after it is completed and put into operation.

Source: money.cnn.com

I love the man that can smile in trouble, that can gather strength from distress, and grow brave by reflection. 'Tis the business of little minds to shrink, but he whose heart is firm, and whose conscience approves his conduct, will pursue his principles unto death.

我喜欢笑对困境、变压力为力量、在思索中日渐勇敢的人。只有卑微渺小的心灵才会退缩，意志坚定、凭良心做事的人会坚持原则，至死不渝。
——托马斯·潘恩 (Thomas Paine, 英裔美国思想家)

Tell me and I forget, teach me and I may remember, involve me and I learn.

告诉我也许会忘了，教给我可能会记住，让我实际参与才能掌握。
——本杰明·富兰克林 (Benjamin Franklin, 美国著名政治家、科学家)

If enterprise is afoot, wealth accumulates whatever may be happening to thrift; and if enterprise is asleep, wealth decays, whatever thrift may be doing.

如果企业在发展前进，不论节俭与否，财富都在增加；如果企业停滞不前，就是再节俭，财富也在衰减。
——约翰·梅纳德·凯恩斯 (John Maynard Keynes, 英国经济学家)

The difference between a successful person and others is not a lack of strength, not a lack of knowledge, but a lack of will.

在其他人和成功人士之间，区别不是缺乏力量，不是缺乏知识，而是缺乏意志。
——诺曼·文森特·皮尔 (Norman Vincent Peale, 美著名牧师、演讲家和作家)

Success can be only one ingredient in happiness, and is too dearly purchased if all the other ingredients have been sacrificed to obtain.

成功只能是幸福的一个因素，如果为了获得成功而牺牲其他幸福的因素，那就未免得不偿失了。
——伯特兰·罗素 (Bertrand Russell, 英国哲学家)

Source: Fortune China



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条条大路通罗马

对于中国学生和家来说，高考绝对是人生中的里程碑，同时也伴随着一段苦不堪言的时光。不知道你注意没有：今年夏季高考举行当天，各大学校门口挤满焦急等候的学生家长，一时间马路交通更加拥堵。有的考生家长甚至在人行横道上支起椅子、桌子并摆满食物，准备打一场持久战；有的家长则默默举着禁止鸣笛的标志牌，希望尽可能为考生创造出安静的考试环境。而我作为一名外国人，一边忍受着家长们嫌弃的目光、尽量快速的从他们的营地当中穿过，一边深深为中国家长和考生感到担心。我也明白：高考取得一个优秀的成绩确实是一把开启美好未来的金钥匙。因此，众多中国家庭对此格外重视。但是，许多事情往往过犹不及，大强调其重要性就会产生极大的心理压力。影响考生正常发挥，同时也不利于健康。西方有句名言：条条大路通罗马。通向未来的路也不仅只有高考一条。

DEADLY IMPORTANT EVENT

(if you are Chinese, that is)

by Paula Taylor



GaoKao Day

I was on the bus which was happily winging me to my journey's end when we stopped abruptly and couldn't go any further because of the traffic. It was the middle of the day and so there should have been no reason for the delay, unless there was an accident. Someone wanted to get off at the stop but although the road was a four lane road, the bus was in the outer lane and so the passenger had to literally cross three lanes of traffic to get to the stop. I realised that the other three lanes were in fact stationary cars, people had just parked as they liked, reducing a four lane road to a one lane road. I couldn't

believe it and when someone explained why, I was even more incredulous. It was the time of the fearsome test, the Gaokao, and parents had dropped their kids off at the test centres and just stayed hanging around until it was over. Only I was fuming, everybody else understood, after all they were Chinese and had gone through the same thing themselves, either as a student, or as the parent of a student.

Gaokao is a really big deal, and is the most important event in young person's life here, in fact it is no exaggeration to say it is a life changing event. Getting a good Gaokao

score opens doors to the finest universities, which in turn opens other doors. Conversely, getting a bad score closes doors and is in fact a disaster. Therefore parents are keenly interested in actively helping their children - short of taking the exam themselves, they do everything for them.

It is not unusual for mothers to give up their jobs the year before the test. They move into a room with their child to be nearer to the school. Whilst the student concentrates on studying, the mother ensures her child doesn't have to lift a finger to do anything else. Besides entrance to a good university, a good Gaokao score has other far reaching benefits. It is taken for granted that a good university education will lead to a good job and that will mean that the child of the family can then start contributing to the family's finances. It will be payback time for the all the sacrifices the rest of the family has made over the long years, nurturing that precious child who is their investment for the future. The whole family getting involved in this important milestone in their child's life is therefore understandable.

All the Gaokao students are told about the man who said "As long as there is life in me, I will take the Gaokao". He meant if he failed he would just keep trying until he succeeded. It seems that Gaokao really is promoted as the golden key that opens all doors, with a good gaokao score, it is access all areas. However, the students are issued with dire warnings that if they get a bad score, their lives will be ruined.

I went past one school and there were hundreds of parents camped out on the pavement. They took up so much room that it was necessary for pedestrians to walk out in the middle of the road, which caused more teeth gnashing from me, I can tell you. They had brought chairs, and small tables with which to play card games or Mah Jong, they had brought food and drink and other things necessary for the "long siege".

What I still don't understand is that by waiting outside what can they achieve? They can't actually hold their child's hand whilst the test is going on, although I am sure if it were permitted, they all would. Some fathers have even scaled school walls in order to try and spy on their child's progress. Also it must be more nerve wracking for them just hanging around, why don't they just go off and do something else to take their mind off it.

Do you know that at this time, it doesn't matter how bad the traffic jams are, nobody is allowed to toot their horns. In some places the traffic is stopped in the areas around the schools so as not to disturb the students, and there are signs everywhere warning residents to be quiet. Now this is one development I



Test Paper

approve of, everybody being as quiet as mice, no raised voices, no horns beeping incessantly, everybody just quietly proceeding on their way - well around the school areas anyway.

It seems that Gaokao really is promoted as the golden key that opens all doors, with a good gaokao score, it is access all areas.

I asked a friend if her parents did anything special for her. Apart from giving her better food, they asked her if she wanted them to accompany her. She told them not to bother but found out years later that they had been hurt by her decision. She overheard them discussing it and they tried to comfort themselves by telling each other "If we go with her, she will have more pressure". That

was ten years ago. Nowadays parents will not ask their child if they want them there, it is taken for granted that the parents will go. As some students obtain very high scores, the pressure is being felt in all quarters, hence for a long time now there have been calls to simplify the test, but the problem of quite how this can be done has not yet been resolved. Maybe the test should just form part of the overall mark, and the coursework and smaller tests throughout the year could form the main part of the score. Is this a good idea? Maybe, maybe not, I am sure they have already thought of this, and anyway, they have been doing the Gaokao for a long time without my "help". Gaokao has long been ingrained in Chinese academic life and many students, although it is a difficult period in their lives, think in some ways it is a wonderful part of Chinese culture and that they should go through it

Of course after the test has been taken, there is also the terrible long wait to find out the scores. In the intervening period, the students are consumed with making their plans, albeit only tentatively, because should their score be bad, then, as far as they are concerned, nothing is worthwhile. Obviously some have to face the stark reality that they will not be able to go with their best options.

Is there life after a bad score? Indeed there is, if there was not, nobody could live because of course many students will get a bad score. There are some who believe that the test is not a measure of ability and that the pressures it brings about can also contribute to a bad result, so therefore it is not fair. When we faced tests as students, we were in no way under the same pressure as Chinese students, and we knew that should we do badly, we still had plenty of other options.

Although Gaokao is a great milestone in their lives, no doubt Chinese students and parents will remember it as a time of worry and pressure.



Prepare for Gaokao

仿画

作为2006年首批获得批准的国家级非物质文化遗产之一，荣宝斋木板水印技艺集绘画、雕刻和印刷于一体，根据水墨渗透原理显示笔触墨韵，既可用于创作体现自身特点的艺术作品，也可逼真地复制各类中国字画。

“纸墨良好，铁印精工，近时少见，明鉴者知之矣。”这是鲁迅先生对荣宝斋复印明代版画—《十竹斋笺谱》的评语，也侧面印证了木板水印精湛的工艺。而后齐白石、张大千、浦心余、吴待秋等诸多大家参与木板水印的创作，更凸现出这一技艺的艺术影响力。

拍卖会上出现的木板水印书画作品价值逐年攀升。荣宝斋复制的《韩熙载夜宴图》，2006年在北京中安太平迎春拍卖会上成交价为16万元，而不久前在北京泰和嘉成拍卖公司的春拍会上竟突破了170万元大关。

“完成一幅木板水印作品，所费时间往往不亚于画家创作。”荣宝斋天津分店木板水印负责人秦晓鸥解释了其价值不断攀升的原因，她以《韩熙载夜宴图》举例说明，雕版1600余套，费时8年有余，套印6000多次，最终只得30幅，这幅作品印制内容之繁杂，水平之高，在中国雕版印刷史上都是绝无仅有的，单就仕女裙一处就需要56块套版加以印制。

“木板水印不能简单地定义为复制品，它是实至名归的艺术品，因为纯手工制作，每一幅作品都不尽相同，且量少稀有。”秦晓鸥介绍，物以稀为贵，这是亘古不变的集藏之道，为了保证作品价值，每幅木板水印都会限制印刷数量。此外，随着许多曾经的木板水印大师逐渐淡出一线，旧的木板水印作品比新印制作品更具收藏魅力，且更难求、价格更高。

“就木板水印作品来说，普通作品市场价在千元左右，稀有精品可达到上百万元。”秦晓鸥表示，初入门者可以将自己喜爱的书画家精品作为收藏起步点，逐渐由点带面，以山水画、花鸟画、人物画等分类作系列收藏。然后再作细致归类，包括古代书画、近现代书画、纸本画、绢本画、册页、手卷等。“成系列收藏，有助形成自己的收藏特色。”

Imitation Painting

by Jiang Hao



Qin Xiao Ou

As the one of the first batch of national artistic cultural heritages, Rong Bao Zhai (荣宝斋) wood plate painting contains many traditional skills, such as painting, carving, and printing. According to the principle of ink penetration, wood plate painting skills can be used to create artworks with their own specialty, and also realistically replicate all kinds of Chinese calligraphy and painting. Therefore, it has earned the reputation "almost as authentic as the real piece."

Once one of the most famous Chinese authors, Lu Xun, appraised the Ming Dynasty

wood block paintings with positive comments, which also reflect the skillful techniques applied. Moreover, the price of artworks of wood blocks in auction is rising year by year. In 2006, the closing price of the "Han Xi Zai Night Banquet Painting" from Rong Bao Zhai was 160,000RMB at the Beijing Spring Auction; and lately the price has even risen to 1,700,000RMB.

"Usually, it takes a lot of time to complete a wood block painting, in actuality just as much time as is taken by an artist creating one." The manager of Rong Bao Zhai Tianjin chain store, Qin Xiao Ou, said. She took "Han Xi

Zai Night Banquet Painting" as an example: more than 1600 sets of block carvings; 8 years in total to complete; only 30 pieces were selected from 6000 samples. The painting content is complicated and detailed so it requires higher skills and is absolutely unique in the engraving painting history in China.

Wood block painting cannot be seen as a simple duplicate and is actually real art work

Qin Xiao Ou explained "Wood block painting cannot be seen as a simple duplicate and is actually real art work. Since the plank watermark is purely handmade, every piece of work is not the same. When a thing is rare, it becomes precious." This is a golden rule for collectors. In order to ensure the value of each wood block painting, the number of printing is limited. In addition, since many wood block painting masters have retired, the value of old masterpieces for collections is getting even higher.

"In terms of wood block painting, the price of the ordinary one is about 1000RMB and the rare high-quality masterpieces can be more than 1,000,000RMB," Qin Xiao Ou said. The beginner can take his favorite artist's painting as a starting point for a collection and gradually move to landscape painting, flower/bird painting or figure painting, etc. After that, a detailed classification is a must-do for senior collectors, such as ancient calligraphy, modern painting and calligraphy, paper painting, silk scroll painting, album, hand scroll, etc. To form a series in a collection indicates your own collection's specialty and value.



Imitation Painting

Creative Cowboy Day

牛仔“Cowboy”，来源于西班牙语。在西方国家，每逢牛仔日，在街头上，我们都会看到大牛仔和小牛仔的身影，他们带上乐器，演奏着流浪音乐或是帅气地挥舞起马鞭，一举一动无不展示出他们“独立、自由、豪迈”的个性。本次荷兰国际牛仔日，我们鼓励小朋友和家长一起动手，发挥无限的创造力DIY制作出彰显自由本性的牛仔服装，在体验亲子快乐的同时，感受西部小牛仔的豪迈情怀。下面就请我们的小牛仔们闪亮登场吧！

The word "Cowboy" comes from Spanish. In some western countries, you will see big and little cowboys on the streets during every cowboy day, carrying instruments or waving whips. The personality of independence, freedom, and heroism will leave a deep impression. At the Hopeland International Cowboy Day, all the children were encouraged to design their own unique cowboy costume with their parents' help. Everyone experienced a period of parent-child happy time and felt the little Western cowboy heroic style.

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2006	1200	200	2012
2012	500	100	2006
2012			2006

世上还有浪漫的事吗？

最近，我惹恼了我的中国朋友，因为我对流传久远的中国浪漫爱情故事产生了质疑。这主要是因为，在我的理解中，为爱牺牲并不是件浪漫的事，有时甚至是“愚蠢”的决定。

我朋友给我讲过一个望夫石的故事。那个女人等了丈夫一辈子，最后变成一座石像。我问她：“最后她丈夫回来了吗？”我朋友说：故事没讲。这样的浪漫难免让人产生疑问。

我的中文课本里有这样一个故事，一个教绘画的教授抛弃原配，与女学生在一起了，因为这个学生一直鼓励他举办自己的画展，而原配夫人从来没有给他这样的激励。但是画展的反响并不好，也没有卖出任何作品。后来突然有个神秘买家买了他很多画，这个教授也因此一夜成名。后来这个神秘人说是他的原配夫人拜托他来买这些画，他的夫人得了不治之症，并把角膜捐献给这个买家的家人，唯一的愿望就是能看到他丈夫功成名就。这样的浪漫实在叫人心里堵得慌！

其实我不仅仅是觉得中国的故事不浪漫，西方的爱情故事也经常被我不吐不快。有一个发生在泰坦尼克号上的真实故事曾经让我有那么一点感动。那是一对老夫妇，船在沉的时候，丈夫要牺牲自己把救生船的位置让给妻子。但妻子却要要和丈夫死在一起。他们都算是老年人，所以两个人都能优先登上救生船。只不过丈夫想要把机会留给船上的妇女儿童而放弃自己的位置，最后两人相拥而死。这又是一个为爱而死的故事。没错，这确实是真爱！但我多么希望真心相爱的两个人能够永远幸福地生活在一起，直到生命最后一刻。这样的浪漫未免太悲壮。其实浪漫是一种感觉，无论你是否承认，它每天都在发生，只不过愿望总比现实更精彩。

ROMANCE IS NOT DEAD – YES IT IS!

by Paula Taylor



Yet again I am in trouble with my friends for “insulting” Chinese culture and literature. Last month I wrote about the famous general Zhang Xue Liang, who when staying at the Astor Hotel was introduced to a beautiful young woman who comforted him over the death of his son. At that time I dared to express the opinion that the man was a cad who left his grieving wife for his girlfriend. My Chinese friends were annoyed with me as they find their story romantic. It is not the first

time I have, as far as they are concerned “insulted” Chinese culture and history.

When I was at University here studying Chinese, the teacher told us a famous story about two lovers who were prevented from marrying. The woman killed herself and the man went to her grave on their wedding day and smashed his head on her tomb, which opened, he entered and out came two butterflies, supposedly them. The teacher told us “They will be together forever”. I can still

remember the look of horror on her face when I dismantled her romantic ideas by saying “Why did she kill herself because she couldn’t marry him? He would have seriously injured himself by hitting his head on the tomb. This isn’t romantic, more like a horror story, who on earth would go into a tomb that opened? Anyway butterflies can’t be together forever, they only live for one day and then they die”. She was furious and told me that as I didn’t understand Chinese stories, I would never understand Chinese people. She said this was China’s most romantic story and was disgusted that I said it was like a horror story. I don’t find this story romantic.

One of the lessons in our textbook was about a fifty something art professor who had a young student who idolised him. Eventually he left his wife of 30 years to marry the student who kept urging him to have an exhibition of his paintings. He was very flattered as his old wife had never encouraged him in this way. However as his paintings were very ordinary, he failed to sell any and the newspapers were disparaging about his work. On the last day of the exhibition an overseas buyer purchased most of the paintings and the newspapers started to praise him and say how fantastic his work was. One day a man came to see him and told him he was the secret overseas buyer. His mother had needed a cornea transport and the professor’s previous wife donated hers as she was dying. Her dying wish was to see her husband become famous as that would make him happy. This story made me really mad and I told the teacher it was a load of nonsense. What abandoned wife would help her rotten husband and his new young wife become rich and famous? I would want them to be destitute and living on the streets, begging me on their knees to forgive them. The teacher told me I had a problem and that it was very romantic. I discussed this story with a friend and she said it was romantic because the old wife, even on her deathbed worried about her husband. Yes I once again insulted Chinese sensibilities. I don’t find foolish sentimentality romantic.

Mary told me a story about a man who went away to work and his wife was waiting for him. She waited outside everyday hoping to catch a glimpse of his return. Eventually she turned to stone. My response was “Did the husband come back?” Mary did not know how to answer and asked “Why are you asking such a question?” I replied “Probably he didn’t come back, probably he ran off with another woman”. She also told me that I would never understand Chinese people as they think this story is also very romantic. I don’t find this story romantic.

Chinese people feel that if someone sacrifices all for love, including their lives, it is romantic. Hence beautiful love sick women committing suicide, frequently by throwing themselves in a well, is a feature of ancient stories. I don’t find death romantic.

I am a fan of Korean dramas but I don’t like it when because the hero fails in his attempt to woo the woman, he weeps. My friends also think this is very romantic but I cannot stand grown men blubbing like babies because they have been given the brush-off by someone they like. Is this a Western thing? I think so. You ladies think about it. If a man that you didn’t like proposed to you and then when you refused he burst into tears, wouldn’t you think he was a sicko? You would probably be worried about what he would do next, I would run for the hills and hide.

“Why did she kill herself because she couldn’t marry him? He would have seriously injured himself by hitting his head on the tomb. This isn’t romantic, more like a horror story, who on earth would go into a tomb that opened? Anyway butterflies can’t be together forever, they only live for one day and then they die”

My Chinese friends can rest assured as I am not just prejudiced against Chinese romantic stories. I remember as a child reading the “Little Mermaid” and thinking she was crazy to sacrifice her life for that no good prince, who had left and forgotten her at the first opportunity and got married to someone else.

Now I am going to insult English



literature by saying that I also do not find Romeo and Juliet romantic. All this talk of unrequited love and drinking poison, and stabbing oneself – well when all is said and done, Juliet was supposed to have been about 13 years old. I know that back then girls were married off early, but still I cannot accept that they had such strong feelings that death seemed a better option than separation. I don’t find tragedy romantic.

And whilst we are on the subject, I don’t find the Titanic story romantic either. I have never seen the film, but many of my friends have and cried buckets over it. One true thing that happened concerns two of the passengers, Isidor Straus the owner of Macy’s and his wife Ida. When it became clear that the ship was sinking, Isidor told his wife to get into a lifeboat. She refused and said that they had been married a long time. She is reported

to have also said “We have been married these 40 years and have never been separated. Where you go, I go”. They then both died together. OK this really is true love and it is very moving, even I can understand this, but what I can’t understand is that they were both offered a place in a lifeboat as they were elderly. Isidor refused as there were still women and children on board, in doing so he condemned both he and his wife to death. As noble as his feelings were, tragically most of the women and children in the third class section of the Titanic were trapped and could not get out, hence many lifeboats set off half empty anyway. I can’t help thinking what a waste of at least one life, he should have insisted his wife get in the lifeboat – but she couldn’t live without him. Wait a minute, this...is...truly romantic. Maybe there is hope for my cynical personality after all.

尽量拒绝“穷游

有很多外国人和我一样，来中国之前对于在周游全国这个计划，存在一些不切实际的幻想。比如，放弃原本完全可以负担的交通方式或酒店住宿条件，选择费用低廉的旅行攻略等。同时，心里还美滋滋的想着：我马上就能和当地人一样，通过行走的方式近距离了解真正的中国，这简直太棒了！但是，当你真的开始风餐露宿的穷游计划之后，会发现似乎高估自己的适应能力了。比如，颠簸的长途汽车、人声鼎沸的过夜火车，让你不得片刻安宁；同时还要忍受洗手间和卧铺的卫生条件；以及密闭空间内弥漫的各种奇怪味道，一切的一切全都在不断挑战你能承受的底线。相信我，那时你会明白：某些旅行经历真的没有也罢！

SLUM IT? NEVER!

by Paula Taylor



Western travellers

Before coming to China did you have all kinds of quaint and adventurous ideas like travelling along with the locals and experiencing the 'real China', instead of being in comfortable isolation, using the best method of transport and the best accommodation that you could afford? If so, you are not alone, although by now, if you have been here for some time you will have had your ideas adjusted, as I have.

My ideas have been adjusted for several reasons. One reason is that my Chinese friends questioned the fact that I wanted to travel with them by train, instead of flying to Hong Kong by myself. Mary gave me a good talking to, she said "You will not be able to stand a 36 hour train journey, why don't you just get the plane, you can afford it?" This was true but I replied "But you and our other friends can't afford the plane so we should all go together". She continued "Why? You don't have to suffer with us". I thought her reaction was strange and asked her "If you could afford

the plane ticket and I couldn't and had to go by train, wouldn't you give up the plane and come with me?" She thought for a while and then answered "Yes, but that is different". I didn't agree and said "No it isn't, I should be loyal to you". I felt pretty good at my self-sacrificing spirit, until she told me the real reason she was trying to persuade me to go by plane. "Please, I beg you, don't come with us on the train, you will do nothing but complain and we will not be able to stand it. It is dirty and noisy, you won't be able sleep or use the toilets. We find it difficult already so if you are there complaining all the time....." Me! Complain? I hardly ever complain.....Ok I got the message and went by plane. Hah! My friends know me too well. I consider myself to be adventurous but the toilets are an important factor for me. If they are too horrific my bladder dries up and my bowels refuse point blank to work.

Long distance buses are the same, the toilets on-board are unmentionable and you

will be sleeping on bedlins that probably hasn't been washed, ever. I think I have mentioned before how my friend's bed came with the addition of someone else's toenail clippings.

On both these methods of transport you will have to also put up with everybody else's habits at close proximity. The smells from the food consumed are quite pungent. If it was one or two smells mingled together it wouldn't be so bad, but as every area has their own specialities and people tend to bring them on board, the eventual result is olfactory hell.

Noise is also a problem. I am amazed at how loudly people speak here. I often tell my friends that they don't need to use their phones, they can just stand and shout and their friends will hear them wherever they are. Unfortunately the trains and buses mean that everyone can use their phones, and use them they do, at all times night and day.

As far as the trains are concerned, the ticket chaos and sheer number of people make it difficult to know as to who has and hasn't got a ticket, so sometimes it is a free for all. This means that all kinds of people can be wandering the train corridors.

My other piece of advice is get the very best that you can afford. It may be less interesting but some experiences are really not worth having

Enough of travel, how about accommodation? Whilst I have stayed in budget hotels, and even booked a stay in a hostel, I haven't gone for the very bottom rung of the ladder like some of my friends have. They all unanimously say that the reason they made their travel and accommodation choices was based on their poor financial situation. However if you choose well, budget accommodation needn't necessarily be bad. I booked a space in a youth hostel in Beijing. It was clean, convenient and only 60 yuan a night. The downside was that there were eight beds in the room and seven of them were occupied by Chinese men, who were



Trouble Sleeping

very startled at seeing me enter. I don't know who was more uncomfortable, me or them. I went back to reception and told them that they had made a mistake and I needed a room with women in it. They regretfully told me that there was no segregation. I was too nervous about this and elected not to stay. If there are several friends together, however, this is the perfect option, there are 8, 6 and four bed rooms so everyone can stay together. The youth hostels, if they are part of a bigger arrangement, tend to be quite decent and pre-booking is advised as the decent ones fill up pretty quickly. Also, you don't need to be a youth!!!

A word of caution, if you want to try some of the smaller hotels and hostels in the countryside, you must be prepared for two things:- Don't be surprised at what you get, cheap deals means cheap.....everything, cleaning may well be optional. My friends wanted a "rustic experience" but found that at their inn, they had to go out and buy their own cleaning materials and implements and do the job themselves. They were travelling China on a budget, they did indeed save money but their response was, had they known it was going to be so basic, they would have saved up some more and upgraded.

They said that the smell in their room was so bad that even after cleaning with bleach it didn't dissipate. Their final conclusion was that they would never again rough it. The second point is that what passes for the star system here in the cheaper hotels is generally lower than the standards at home, so if you stay in a two or one star hostel, you will probably be unpleasantly surprised.

Actually China is offering more and more choices for travellers, and although obviously if you stay in a remote area you will not necessarily be able to get five star luxury, you still should be able to find reasonable accommodation for a reasonable price wherever you go. Booking on the internet is still the best way to get great deals, as most hotels offer better prices for booking online. You can also speak to the hotel and ask for a better deal, more often than not they are quite flexible.

I have a couple of tips. What looks quaint and rustic in pictures sometimes translates as primitive facilities, no air conditioning and insects everywhere, therefore when looking for a place to stay don't have your romantic head on, put your practical head on. Check the reviews, particularly those of Chinese travellers, get your friends to translate if

necessary. My other piece of advice is get the very best that you can afford. It may be less interesting but some experiences are really not worth having. Remember the golden rules, you get what you pay for and watch what the locals do. Chinese people don't slum it unless they have to.



宛耘生活厨房

都说厨房是女人的战场，有人在此煎熬，有人乐在其中。宛耘绝对属于后者，她遗传了外婆和母亲对烹饪的热爱。最初在酒店工作的时候，宛耘就喜欢混在后厨，和大厨们学了不独门秘籍。为了更好地照顾家庭，宛耘辞职做了家庭主妇，这让她有时间研发自己的私家菜谱。宛耘的私家菜结合了从大厨那里学到的专业知识同时方便家庭制作。

真正改变宛耘生活的是在CCTV1举办的《中国味道》全国首届草根烹饪比赛中获得第二名。她的表现获得了评委们的一致肯定，这也大大增强了她的自信。其中一名评委是中国著名的烹饪大师屈浩，他对宛耘的表现印象深刻，在赛后正式收她为徒。

在经历过这次开阔眼界的过程之后，宛耘决定开办自己的烹饪教室，把她精心研制的私家菜谱与大家分享宛耘生活厨房位于塘沽区滨河公园的一个安静的中式院落内。宛耘也十分欢迎外国朋友来体验中国饮食文化。“我想要告诉他们真正的中餐是什么样子的。在中国，他们也可以吃到健康、无添加的食物。”

宛耘生活厨房可以容纳12个人同时上课，或举办四五十人的派对、沙龙。老师首先会为大家讲解当天所学菜品的制作流程并亲自示范。你一定要仔细看看并记住这些步骤，因为接下来你就要亲自操作了。

除了教授烹饪之外，宛耘还热衷于推广中国传统文化，她将不定期地推出中国艺术、戏剧、中医和手工编织等方面的讲座或文化沙龙。



Wan Yun on the cooking contest

Learn Some Cooking from Wan Yun



The kitchen is where most women go to work. For some it is a source of anxiety as they struggle for ideas to feed their husband and children, while for others, it is a wonderland where they can be creative and express themselves much to the delight of their family and their taste buds.

Wan Yun is in the latter category. She inherited her passion for food and cooking talent from her mother and grandmother. When she was younger and working in a hotel, she was always at the side of the executive chef eager to learn cooking secrets.

She quit this job ten years ago to better

take care of her husband and daughter. Her new role as a housewife gave her a good opportunity to develop recipes that incorporated what she learned from professional chefs but were still easy to do at home.

Very quickly, not only were her family happy at the dinner table, but she had lots of friends who loved to pay a visit to her kitchen to taste and learn from her experience. One of them happened to work for Tianjin TV and invited her onto a cooking show.

However, the event that really changed her life was an opportunity to participate in a nationwide televised cooking contest. The show, Chinese Cooking, produced by CCTV1, attracted cooking enthusiasts from all over China. Wan Yun survived all challenges and eventually won second prize.

The judges were impressed by her performance and one of them even decided to take her on as a protégé. This was an unexpected bonus and boosted her confidence no end.

After her life changing experience, Wan Yun decided to share her recipes and promote Chinese cooking using her traditional knowledge combined with her innovative skill.

She established the Wan Yun Kitchen, a cooking studio open to anyone who wants to explore her amazing culinary world.

She set up her studio in a quiet Chinese-style complex surrounded by plants and stone statues in He Bin Park in Tanggu. The sitting room of her studio has many elements from traditional Chinese culture, such as dyed table clothes, tea sets and paintings.

The Wan Yun Kitchen welcomes both Chinese and expats who want to know more about Chinese food. "I want to show them what real Chinese food is. In China, they can enjoy healthy and natural food."

Before the class starts, you'll be greeted with some herb tea prepared by the hostess, which will help you feel calm and relaxed. Her kitchen is big enough for ten people to have the class together. Each class starts with an explanation about the dish and the steps required. Then it is followed with Wan Yun's demonstration. You must watch carefully because then it will be your turn and you'll then be expected to do it all by yourself.

However, there is no need to feel nervous. As Wan Yun always says, cooking is not that hard. There is always a way to turn panic into fun. And after seeing her in action it is obvious that Wan Yun has the magic that all great teachers have.

Besides teaching you how to cook, Wan Yun is also eager to promote Chinese culture. She plans to organize lectures on Chinese medicine, painting and calligraphy, drama and handicraft weaving in the future.

There are different ways to join in Wan Yun's Kitchen. The first is to buy a membership card

that is valid from one to six months or you can book in for just a single class. This is handy if you want to learn some tricks to treat some VIP guests to a special homemade dinner. The studio also is planning some simple bakery classes for children who can make cookies and cakes with their parents.



Add: LingTong GongYuan No.5-5, Hebin Park, Fujian Road, Tanggu, Tianjin
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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.



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TEL 8388-3017
OPEN 11:00-22:00



FLAG by Seven Days
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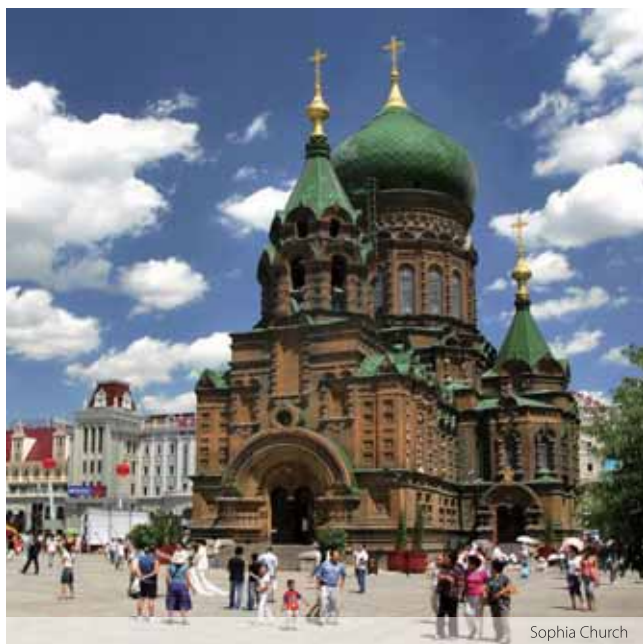
哈尔滨:不止是冰与雪

一提到哈尔滨,许多人首先想到的是冰雪节。没错,那些与真实建筑等大的冰雕作品着实令人叹为观止。但是近期我有机会去哈尔滨出了趟差,体验到盛夏时节的这座城市也同样别有一番风情。其迷人之处不仅在于众多的著名旅游景点,而且在城市的每一个角落你都可能遇见不同的哈尔滨。无论是气势非凡的博物馆,林立的高楼大厦,或繁华的中央大街,或浪漫的斯大林公园,又或是丽斯卡尔顿大厦顶端璀璨的夜景,这座城市总能给你惊喜。市区内的建筑风格中西合璧,格调鲜明;人文历史悠久,不仅荟萃北方少数民族的历史文化,而且是中西文化结合的名城;素来有着“东方小巴黎”、“东方莫斯科”的美名。

Harbin

-More than just Ice and Snow

by David Wong



Sophia Church

When anyone mentions Harbin in Northeast China, they think of the annual Ice and Snow Festival that starts in January and features incredible ice and snow sculptures, which are as big as buildings and light up the evening in -20 degree weather. However, I recently attended the annual Harbin Trade Fair in June and discovered that Harbin has many attractions that would make an excellent summer holiday.

Russian Influence

Harbin is the capital and largest city of Heilongjiang 黑龙江 province in Northeast China, as well as the tenth most populous city nationally. According to the 2010 census, it has over 10 million. Harbin serves as a key political, economic, scientific, and cultural and communications hub in the northeast.

Harbin, which is originally a Manchu word meaning "a place for drying fishing nets", grew from a small rural settlement on the

Songhua river to become one of the largest cities in the northeast. Founded by Russia in 1898 with the coming of the Trans-Manchurian Railway, today known as the Chinese Eastern Railway, the city first prospered as a region inhabited by an overwhelming majority of the Jewish immigrants. It is known for its bitterly cold winters and is often called the "Ice City." Harbin is notable for its beautiful ice sculptures in winter and its Russian legacy, and it still plays an important part in Sino-Russian trade today. In the 1920s, the city was considered China's fashion capital since new designs from Paris and Moscow reached there first before arriving in Shanghai. In 2010, Harbin was declared a UNESCO "City of Music".

It is known for its bitterly cold winters and is often called the "Ice City." Harbin is notable for its beautiful ice sculptures in winter and its Russian legacy, and it still plays an important part in Sino-Russian trade today

There are several Russian restaurants in Harbin, one that I would recommend is called Around the World. Another is at the Long Men Grand Hotel (龙门贵宾楼酒店). It is close to the Harbin Train Station. It has Russian food and also Teppenyaki style. The Long Men is over 100 years old and has guest rooms for rent, they only have 30 rooms and if you want to experience a bit of history, the costs is very reasonable, under 300rmb.

Tiger Park

Located near Sun Park Island, 太阳岛 Tai Yang Dao, this park has over 600 tigers which were the result of a ban on commercialized marketing of tiger parts at the turn of the century. The park features safari buses

travelling through the park where you can see the tigers up close. You can also buy a live chicken to send it to a gruesome snack for the tigers. (They must get complaints from animal rights organizations)

Sun Island Park

Other more human activities are available in the park, such as the North Pole Aquarium featuring penguins and other polar animals.

The park is quite large and a good place for a hike and having a picnic.

The core area of Sun Island Park covers 15 square kilometers and is featured by cultural attractions and natural landscapes. It boasts many famous sights, such as Squirrel Island which is the favorite of children, Deer Park, Swan Lake, and Flower Park, etc. In which, the Deer Park raises more than 30 tamed spotted deer. Besides, there are Russian flavor towns with Continental style, Russian Arts Exhibition Hall, and North China Folk Arts Exhibition Hall, as well as the world's largest four-season indoor ice & snow art gallery, flowery Lotus Lake, Sino-Japan Friendship Park and Japanese-style Resort, versatile indoor and outdoor tennis clubs. There is towering Sun Hill, beautiful Sun Lake as well as the famous Water Pavilion.

Long Ta TV Tower or Dragon Tower

Long Ta Tower is a 336 m (1,102 ft) tall multi-purpose steel lattice television and observation tower. Multi-purpose, the Long Ta is utilized for television broadcasting and telecommunication, transmitting FM-TV-broadcasting throughout the province of Heilongjiang.

In terms of height, the Dragon Tower, being the second tallest freestanding lattice



David Wong



steel tower in the world, tallest in Asia.

I was fortunate to have a clear day and could see the whole city and the surrounding Songhua River. Inside the ground floor of the tower, there is a display of the ancient legend of the "nine children of the dragon" 龙生九子 unfortunately the description is just in Chinese but they do have English guides available.

Other Attractions

Since there such a large history of European influence, there is a large Jewish synagogue and museum that is worth seeing and a Jewish cemetery.

Zhong Yang Street 中央街 (Central Street), one of the main business streets in Harbin, is a perfect remnant of the bustling international business activities at the turn of the 20th century. First built in 1898, The 1.4-kilometer long street is a veritable

museum of European architectural styles.

Another landmark is the Sophia Church, which is a Russian Orthodox Church, is also located in this central district of Daoli. St. Sophia took nine years to build and was completed in 1932. The 53.35-meter-high Church, which covers an area of 721 square meters, is a typical representative of the Byzantine architecture. It has now been made into a museum as a showcase of the diverse architecture of Harbin.

The Harbin sausages and Russian bread is famous and must be tried, everyone does, so don't be surprised when you get on the plane and it smells like a supermarket. There are several daily flights to Harbin and there is good train service. Although famous as a winter resort, there is plenty to do in the summer and fall when the landscape becomes a beautiful sea of colors.

TIPS

There are several Russian restaurants in Harbin, one that I would recommend is called Around the World tel: 0451 8233 2006. Another is at the Long Men Grand Hotel, 龙门贵宾楼酒店 tel: 0451-83117288 it is close to the Harbin Train Station. It has Russian food and also Teppenyaki style. The Long Men is over 100 years old and has guest rooms for rent, they only have 30 rooms and if you want to experience a bit of history, the costs is very reasonable, under 300rmb.

天津海魔方清凉开场

炎炎夏日，没有什么能比一个嬉水乐园更能让孩子们开心了。今夏开业的欢乐海魔方就是这样一个地方，能让你享受到阳光和清凉的一天。

欢乐海魔方是亚洲最大的嬉水乐园，可容纳30000人同时游玩。整个公园分为惊险滑道区、激情冲浪区、沙滩休闲区、魔幻漂流区、欢乐时光区和SPA水疗区。3米亚洲最大海啸冲浪，让您享受浪花强力冲击时的无限快感。1万米真沙滩让您轻松享有黄金海岸风情。2千米魔幻漂流河带来徜徉海洋的美妙乐趣。亚洲首台眼镜王蛇滑道等众多世界先进水上设备让您尽情领略跌宕起伏的海上探险。更有异域风情水上表演、滑板冲浪秀、互动主题游戏等精彩呈现。

Aqua Magic



Water slide1

There is nothing that pleases the kids more in the hot weather than a visit to a themed water park like Aqua Magic. The park, located in the Bin Hai New Area, is brand new and only opened this summer. In the park there are enough fun activities for the family to spend the whole day enjoying the sun and water.

The park, which can accommodate 30,000 people, boasts that it is the biggest of its kind in China. It is split into several areas which include water slides of various shapes, a man-made beach with real sand and simulated waves, two drifting water lanes that traverse the park, a happy-time play area and a sun spa area. Altogether there are 19 rides, more than enough to satisfy all members of the family.

The 10,000 square meter sandy beach is the biggest area in the park and is a great place for a sun tan. The park is close to the ocean, which is visible from the top of the water slide, so the pleasant breeze in your face

actually is from the sea. The waves at the beach can be as high as three meters and can feel a bit like a tsunami. There are nine levels of waves from small to high. The bottom of the wave pool is paved with anti-skid material to enhance its safety. To make you feel even safer, there are over 400 professional lifeguards in



Artificial Beach



Water slide2

the park ready to assist in case of any emergency.

The drifting water lanes have two levels, which make them the first of their kind in Asia. The upper level is 800m long and the lower level is 1200m. The two lanes intertwine and zigzag through the park. You can leisurely drift down them in a plastic tire. However beware, the water is not always as peaceful as it looks. On the way you'll come across undercurrents, unexpected tidal surges and even whirlpools, so hold onto the tire tightly in order not to lose it.

Water slides are always the biggest attraction in a water park and among the six slides in the park, it is the King of Cobra that is the standout. As you have probably guessed, it is in the shape of a huge cobra about 10 meters high with a body that is a big U. The rider slides down from the tail, which is a spiral tube, down along the U and then up to the cobra's mouth. As you career along, you move back and forth as if on a skateboard before you are finally shot out the mouth into the water.

Besides these exciting and, I must admit, even scary rides, you can also bathe at the spa pool. It is a shallow pool with some deck chairs set up in the water. The water from the overhead showers gushes down, washing



Pirate ship

Water slides are always the biggest attraction in a water park and among the six slides in the park, it is the King of Cobra that is the standout.

Aqua Magic is open in the evenings as well and that is when the party seems to really start up. The wave pool is all lit up and there is a dance show on the stage. Hawaiian, Brazilian and disco dancers really put on show and make the water seem even hotter!

The locker and shower rooms are at the entrance and are enormous but my one complaint is that they are set up separately. So if you need to get changed or take a shower, you have to take your gear with you from the locker room to the shower room. It would be a bit annoying if you forget anything important because you have to go back to get it! You are given a wrist strap key for the locker room. It also works like a wallet as you can deposit money in it since you cannot use cash inside the park. There are restaurants and souvenir shops where you can spend it. The rent for the locker is 30RMB plus 30RMB deposit.



Water slide3

and massaging your body. It is totally relaxing.

The children's play area is a fun place even for grownups. The fountains and showers are in the shape of cartoon characters which make the place seem like a wonderland for the little kids. There are smaller slides suitable for the younger ones and the interactive games are really fun for all ages.

Facts:

Opening hours: 10:00– 22:00 (July 18th to September 15th)

Tickets: 200RMB/ adult; 160RMB/children (1.2–1.5m); free for children below 1.2m

Travelling by car: Jing Jin Tang Express Way京津塘高速 - Teda Da Jie 泰达大街 - Nan Hai Lu 南海路 - Yong Ding Xin He Bridge 永定新河桥 OR

Jin Bin Express Way 津滨高速 - Jin Tang Highway 津塘公路 - Nan Hai Lu 南海路 - Yong Ding Xin He Bridge 永定新河桥

Train: Take Metro Line 9 and get off at Dong Hai Lu, then take a taxi for about 20RMB.

Korean Air Chairman & CEO re-elected to IATA Board of Governors

Korean Air Chairman and CEO Cho Yang-ho has been re-elected to the IATA(International Air Transport Association) Board of Governors for a three-year term at the 69th IATA Annual General Meeting (AGM) held in Cape Town, South Africa, on June 3.

This is his seventh election to the Board since 1996. In total, this year's service will be Cho's 14th year of membership on the IATA Board of Governors.

Having worked in the airline industry for more than 30 years since 1974, Cho has served as Chairman and CEO of Korean Air since April 1999.

Founded in 1945, IATA is the world's largest organization of airlines and represents some 240 civil airlines comprising about 94% of international scheduled air traffic. The Board of Governors acts as IATA's government and its 31 members are chosen among the representatives of IATA Active Member Airlines.

Its members exercise an oversight and executive role on behalf of the membership as a whole in representing the interests of the Association.



Korean Air signs MOU with Boeing for the purchase of cutting-edge aircraft



Korean Air aims to strengthen its position as a leading global carrier by introducing new cutting-edge aircraft.

Korean Air signed an MOU with Boeing on June 18 for the purchase of 11 new Boeing aircraft during the Paris Airshow held at Le Bourget exhibition center. Present at the ceremony were Walter Cho, Executive Vice President of Korean Air Corporate Strategy & Planning Division, Ray Conner, President and CEO of Boeing Commercial Airplanes, and many others.

According to the MOU, Korean Air will purchase five B747-8I(Intercontinental) and six B777-300ER(Extended Range) aircraft. Korean Air and Boeing will finalize the purchase through further negotiation and if the purchase is completed, the aircraft will be gradually delivered from 2016 onwards.

With this order, Korean Air expands its backlog for B747-8I to 10 and plans to start their operation in 2015.

Korean Air also plans to dispose its remaining 15 B747-400s until 2017 and replace them with efficient cutting-edge aircraft. Both B747-8I and B777-300ER show 14% better fuel efficiency than the B747-400s. This will enable Korean Air to strengthen its service competitiveness and to efficiently cope with the environmental issues.

"Korean Air has steadily built its reputation as an early adopter of new technology and innovation and Boeing airplanes have played an instrumental role in that strategy," said Ray Conner, President and CEO of Boeing Commercial Airplanes.

Korean Air plans to introduce 64 cutting-edge aircraft until 2018 which includes 10 Boeing B747-8Is, 10 B787-9"Dreamliners,"four Airbus A380s and 10 Bombardier CS300s.

Korean Air also aims to increase its fleet to 200 by 2019 to celebrate its 50th anniversary and become a leading global carrier.

Fourth 'Korean Air Dream Library' dedicated

Korean Air has recently presented a library to an elementary school in Liaoning, China, the fourth built by the airline for Chinese elementary schools under its "Dream Library" project.

The dedication ceremony took place at the Shuangchengzi branch school of Weiyuanpuzhen Central Elementary School in Liaoning on July 2, with the attendance of Korean Air President & COO Chi Chang-hoon and other related figures from Korea and China.

Also present at the ceremony were: Park Inche, head of the China Regional Headquarters of Korean Air; Chae Jin-won, Vice Consul-General of Korea to Shenyang; Zhang Peng, deputy secretary of the Communist Youth League of Liaoning Province; and Wan Xiandong, Chairman of Youth Development Foundation of Liaoning Province.

The Shuangchengzi branch school of Weiyuanpuzhen Central Elementary School is located in a rural area about 200km north of Shenyang, where the annual average household income is only about 3,000 Chinese yuan. The school did not have a library before.

Korean Air took an empty classroom and transformed it into a library with new bookshelves, tables, desks and chairs. It also presented 2,700 volumes of books, selected from a list of books recommended by the Chinese Ministry of Education for elementary students.

In addition, with the 100,000 yuan collected through a coin collection drive among its employees all over the world from February to June this year under its "With" campaign, the company presented the school with 15 personal computers, two all-in-one printers, and sports and gym equipment as well as a scholarship.

Korean Air started the "Loving Mind Project" in October 2008 as part of its social contribution campaign, and has donated books to elementary schools located in less affluent areas in China. As an extension of that project, "Dream Library" was launched in 2010 with the aim of building a new elementary school library every year.



Korean Air leads service quality and customer satisfaction

Korean Air has strengthened its reputation as a global luxury airline by winning a series of local and international awards related to customer service.

Korean Air was named the No. 1 airline in the 2013 KS-SQI (Korean Standard Service Quality Index) survey conducted by the Korea Standards Association on June 27. On the same day, the company also won first place in the airline category of the GCSI (Global Customer Satisfaction Competency Index) survey sponsored by the Japan Management Association Consulting (JMCA).

Jointly developed by the Korea Standards Association and the Institute of Management Research of Seoul National University, KS-SQI is a service quality evaluation model that represents the overall quality level of the service industry.

Korean Air won first place in this year's survey for its upgraded customer service, including the introduction of next-generation jetliners, aggressive exploration of new markets and differentiated customer service.

The airline has proactively invested in the introduction of next-generation jetliners and improvement of facilities to realize its vision "To be a Respected Leader in the World Airline Community."

Meanwhile, the Global Customer Satisfaction Competency Index(GCSI) is the customer satisfaction measurement model of the multi-national consulting group Japan Management Association Consulting (JMCA). Korean Air has ranked first in the index for nine years in a row since 2005.

CELEBRATION CEREMONY AT THE DIKARA SPA



I am not usually a fan of ceremonies as they go on for far too long and are usually not that interesting, but the one at the Dikara Spa was an exception. It started with some very short speeches, a nice jazz band and then games for which spa prizes were offered. I was not tempted to try pulling the martial art expert over, but many did and one even succeeded. They also provided us with

a delicious selection of canapés, sushi and red wine. I want to go back and soon.

Dikara Spa at Crowne Plaza Hotel Binhai celebrated its one year anniversary on July 14th. Its long-term customers were invited to the event and enjoyed some fun games and lucky draws. John Wu, Cluster Spa and Fitness Director welcomed all the guests and extended his thankfulness for their support for the past year.

Inaugural Metropolitan Intersvarsity Polo 2013 Begins



Metropolitan Intersvarsity Polo 2013 began at Tianjin Goldin Metropolitan Polo Club in July 23rd, 2013 and was held from 23 to 28 July. Polo teams from the University of Cambridge, the University of Oxford, Harvard University and Yale University were invited to participate in this tournament to raise awareness of polo amongst the region's youth.

The Club hopes that such tournaments will widen the horizons of Chinese youth and allow them to experience the beautiful game of polo as well as instill in them the values being driven off the back of polo. To inspire and groom young people by promoting the sport of polo to the next generation has been the Club's polo development initiative.

Metropolitan Intersvarsity Polo 2013 also provides a convenient platform for academic, cultural and social exchanges among representatives from the four universities, local students, parents as well as alumni.

Westin Thanks Cocktail Party and Mooncake Launching



In order to reward the support from VIP guests and long-term clients, The Westin Tianjin held a wonderful Thanks Cocktail Party on the night of July 19. Moreover, the 2013 Mooncake Promotion launched at the same time. The Heavenly Mooncake and Prosperity Mooncake gift boxes are highly recommended for celebrating Mid-Autumn Day by the hotel GM.

GM, Mr. Ugur Lee Kanbur, expressed his appreciation to the guests by saying: "With clients' help and support, our hotel has been able to maintain our leading position in the market and is strengthening our advantage. We appreciate your trust in us, and will continue to strive to provide the best possible services to our valued guests."

Hotel Indigo Tianjin Haihe Terrace BBQ Buffet



It's that time of year again so Summer Night BBQ Season has begun. For most people, food and beer are the finest combination for a leisurely summer night. From now until September the German style terrace BBQ buffet has been well-prepared for you by the executive chef, Dick Lu, and his team at Hotel Indigo Tianjin Haihe every Friday and Saturday night. There are over 20 types of kebab, including grilled meat, sausage, seafood, and vegetables. Besides that, fresh salad, fruit, German bread and dessert are also served on exquisite plates for you to choose. Beer, kebabs, friends, and breeze...what a relaxing summer night!

Time: 6:30pm-9:00pm at every Friday and Saturday night; Price: 258RMB (unlimited beer and beverages); 15% service charge; Valid: August, 1st, 2013 to September, 30th, 2013; Terms & Conditions Apply; No. 314, Jiefang South Road, Hexi District, Tianjin; Tel: +86 22 8832 8888

New Manager, New Bartender, and New Drinks



As the senior bartender within the night club industry and with an international work background, Crom was appointed in June as the new manager at The Bar KEI. In order to celebrate his new position and a new era at The Bar KEI, he specially invited the famous DJ Eric Lee from WASABI SOUND to kick off the 2013 Tour in Tianjin with his trendy music style. If you are looking for a place to hang out with friends during the summer nights, The Bar KEI is absolutely the right place to go.

WASABI SOUND's core team, the founder Eric Lee, Shenyue and Sean.C, has presented many amazing parties, and in 2011, WASABI SOUND produced several wholly new concepts of party series, like "WASABI SOUND NIGHT", "Bright Side" etc., for merging more music forms and styles, and producing more amazing parties.

The Bar KEI (桂), 81 Tianjin International Building, No.75 Nanjing Road, Nankai, Tel: 23308118

QING WANG FU Roof Terrace Sunset Party



On July 20, when night fell, QING WANG FU held an opening sunset party on its roof terrace, so the first roof terrace bar in town is now officially open to the public. The night view from the roof terrace was wonderful, the music and drinks were all very impressive, such as Beer Margarita, Class Brass Monkey, and Beer Berry Bramble.

QING WANG FU is located at No. 55 Chongqing Road. This location belongs to the largest concentration area of historical buildings in Tianjin, which is called "Five Boulevards Historical Buildings Area". The building of QING WANG FU is also protected as both a Cultural Relic and a Historical Building.

The Best Characteristic Hotel of China Hotel Charisma Awards



The Astor Hotel, a Luxury Collection Hotel, Tianjin honored The Best Characteristic Hotel of China Hotel Charisma Awards which hosted by Life Style Academy & New Weekly. New Weekly is the mainstream life style weekly newspaper in domestic. The Best Life magazine paid close attention to the luxury hotels. They experienced hotels and recommended the most comfortable, fashionable and traditional hotels to readers. The general manager of hotel - Mr. Christian Metzner thanks the media and its readers sincerely. This is the second year hotel won this award.

The Wedding Fair at Tangla Hotel Tianjin



"Tangla Romance", A prestigious event concept for romantic occasions had made its first appearance at Tangla Hotel Tianjin in an elegant Wedding Fair. No matter if you are looking for a perfect venue for a romantic proposal, a dream wedding, an unforgettable honeymoon or a cherished anniversary Tangla Tianjin is the perfect venue for you. With a wide range of high end facilities ranging from an opulent ballroom to the highest bar and restaurant in Tianjin to luxurious guestrooms and suites,, culinary excellence and impeccable service recognized Internationally in its acclaimed "Six Star Diamond Award" from the American Academy of Hospitality Sciences (first Hotel in China to receive this award and only one of six in the world). The event was officially opened by Hotel General Manager Fintan O'Doherty and Queeny Managing Director Mr Alan Wang who simultaneously filled a spectacular heart shaped ice carving flanked by an ice Dragon and Phoenix with red wine revealing a Tangla Logo.

New Appointment of Tianjin Saixiang Hotel



Tianjin Saixiang Hotel has announced the new appointment of Mr. Kevin Zhang as General Manager of Tianjin Saixiang Hotel.

Mr. Kevin Zhang started his hospitality career from the Sheraton Tianjin Hotel, Sales & Marketing Department, in 2000. He served the Starwood Hotels & Resorts Worldwide more than 13 years, and gained the rich experience of hotel operation, which especially on Sales & Marketing. He has been appointed on various management positions of different Starwood hotels, he used to be the director of Sales & Marketing of Sheraton Changsha Hotel, Executive Assistant Manager of Four Points by Sheraton Beijing, Haidian and Aloft Beijing, Haidian. Before this appointment, he was the Executive Assistant Manager of The St.Regis Tianjin.

Mr. Kevin Zhang will lead the whole team by his professional experience and enthusiasm, to refresh and create new brand image for Tianjin Saixiang Hotel.

"FLOATING MUSEUM" CHINA TOUR



In July 2013, The Astor Hotel, A Luxury Collection Hotel, Tianjin launched 150th anniversary celebrations of the "Grand Dame" of China's luxury hotels with the official unveiling of a "Floating Museum" paying tribute to its heritage. The St. Regis and The Luxury Collection Asia Pacific Brand Manager Ms. Fay-Linn Yeoh, The Astor Hotel, A Luxury Collection Hotel general manager Mr,

Christian Metzner and media got together to celebrate the 150th birthday. The showcase of The Astor hotel's storied past sets-off on a 12-week "China Tour" to share the history of The Luxury Collection brand's flagship in China with sister hotels Twelve at Hengshan, A Luxury Collection Hotel, Shanghai and The Royal Begonia, A Luxury Collection Resort Sanya on Hainan Island. After the conference, almost 100 media and VIP guests enjoyed the historical cuisines in Buckingham ballroom and took part in the masquerade in the Victorian Lounge. The St. Regis and The Luxury Collection Asia Pacific Brand Manager Ms. Fay-Linn Yeoh, Vice President , Area Managing Director, North China, General Manager of The Westin Financial Street, Beijing - Mr. Stephen Ford and General Manager of The Astor Hotel, A Luxury Collection Hotel Mr. Christian Metzner cut the birthday cake for Hotel 150th Anniversary.

Min Yuan Xi Li Vintage Activity



Recently a vintage themed activity was held in Min Yuan Xi Li. The activity included three parts, such as secondhand goods exchange market, classic cartoon movie display and classic music performance. In addition, independent designers, collectors, and tour amateurs both from Tianjin and Beijing were invited to present their special items for exchange. In the near future, there will more cultural activities in Min Yuan Xi Li for tourists and residents to kill time during vacations.

Min Yuan Xi Li is composed of two houses, each having 17 individual buildings that are attached to each other. In 2009, the property showed up with a brand new image and function, as an art block in Wu Da Dao. With galleries, cafe and bar opening one by one, the section is gaining vitality as a unique scenic spot in Tianjin

Beer Garden at Renaissance Tianjin Lakeview Hotel



Summer has hit the city, the beer garden at Renaissance Tianjin Lakeview Hotel is blooming and here's what we have in store for YOU! The Beer Garden is located at backyard of BLD Café. It's so laid back and casual, the atmosphere is like no other, very easy to make new friends or to get a little loud with old friends. The notable German beer selection and authentic German food such as Farmer,

Charcuterie Plate, German Sausage Plate and Roast Pork Knuckle are all in a beautiful outdoor garden behind the lakeside. Come and join us to discover the best destination for social gathering at summer time!



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- 2. We also advise our clients on how to avoid infringement and proceed for registration in case similar/identical trademarks do appear on the Trademark Registry.

II. Trademark Filing & Registration :

- 1. Filing trademark application, preparing responses to office actions, filing opposition, responding to an opposition, attending opposition hearings.
- 2. We provide cost effective and efficient online trademark registration services.
- 3. We collaborate with our international partners to help our clients register their mark internationally.

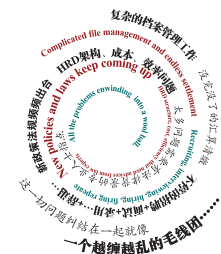
III. Trademark Renewal :

- 1. Our trademark renewal service includes preparation of a renewal instruction letter, which undergoes our quality review process.

IV. Trademark Watch :

- 1. We perform not only word-search, but also searches of phonetically and visually similar trademarks.

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PARTING SHOT

中国足球还能雄起吗？

中国人对足球的热情绝对可以排进世界前列。看看贝克汉姆访华时遭遇的热情围观吧！但是中国足球队的成绩却总是让人提不起气，而这一现状又不是靠超级巨星的几次到访就能转变的。

从人口数量上看，中国要比他的邻国日本和韩国多上好几倍。按照常理说，人口基数大，产生优秀球员的可能性也应该越大。但是，看看这些未来的希望们都在做什么！他们都在埋头苦练。

在中国，独生子女们是家长们唯一的希望。在中国，大多数父母都把体育看成是让孩子分心的邪恶活动。“既然成不了贝克汉姆，那干吗浪费时间踢球？”这是很多家长的真实想法。但这也不是他们的错，教育制度就是如此。另外，这些“小皇帝”们享受了唯我独尊的家庭地位，团队合作对他们来说确实有点难。

我们不能指望一架学习机器在20岁的时候突然变成超级球员。球星的养成一定是从小到大浸润在球场上，一步一个脚印走出来的，而不是用几千万欧元的年薪请一个大牌教练就能打造出来的。如果不能真正做到“从娃娃抓起”，中国足球很难雄起。

Chinese Football: Exciting Past Time, or Spectator Sport

By Parker Barriball



The Chinese, like every other country (except the USA) love a bit of football. It is the world's game and the Chinese are not immune to the star power of overseas talent like David Beckham, who is the new ambassador of Chinese football. The CFA (Chinese Football Association) recruited him to help the tarnished image of Chinese football after a series of match fixing scandals. But a bit of international superstar window dressing isn't really going to solve the problem of Chinese football when the middle kingdom tries to compete internationally. China lost every game in its first appearance in the World Cup in 2002 and has yet to make another appearance.

China's Asian neighbors like Japan and Korea have excelled in the sport, a feat that must look miraculous to some, considering those countries populations are much smaller than China's. Obviously, competing on the

world stage is not a quantity beats quality type of game. Why the deeper football talent pools abroad? I'll give you two guesses as to the underlying root of the mediocrity of Chinese footballers. Any takers? That's right, the one child policy coupled with the ever

Add to this the 'little emperors' being brought up today and you are looking at a football talent pool that is 1.3 billion wide but only about 3 inches deep

present specter of the Gaokao, or college entrance exam.

Most Chinese parents see sports as a distraction. Anything that takes away from their only child's potential study time is a negative influence. We could discuss the merits of becoming a well rounded person through sport, or the social skills developed in team competition, but chances are the response would be something to the effect of, 'Well there's just so much pressure to get a good score!' or 'My kid won't be the next Beckham, so it's a waste of time' or my favorite, 'This is China, foreigners just don't understand! Chances are you've been in China long enough to have had these conversations more than once. Not to be cynical, but defending the merits of an education system that is aimed at holistic development, rather than simple test scores is an argument you won't win with a Chinese parent.

In reality it's not really all their fault, I say this because the test focused system is really the culprit, and you would be hard pressed to find parents who think it is a good system. In fact most people look at it as a somewhat necessary evil that isn't going away any time soon. Regardless of the educational system, only children in any country may have a slightly harder time in teamwork environments, like say a football team. Add to this the 'little emperors' being brought up today and you are looking at a football talent pool that is 1.3 billion wide but only about 3 inches deep. You can't take a kid who was the center of the family's world and then expect him to be a good team player as an adult. Chinese national teams also suffer from a lower level of talent because they are expected to go from study machine to soccer aficionado at age 20. All the coaching and coaching salaries in the world can't replace a lifetime of being brought up in the sport. Take for example coach Marcello Lippi, of Italian World Cup fame, is reported to have a 37million USD contract for 2.5 years with CSL club Guangzhou Evergrande. Good for him. But until the talent pool on the mainland is fostered during childhood, Chinese football will remain a spectator sport.

There are millions of Chinese football fans and so many Chinese are patriotic, they would love to be able to root for the home team, but there's rooting for the underdog and then there's embarrassing yourself. Losing face on the pitch is no fun, but until sport is seen as something worthwhile in the development of Chinese children, things will remain the status quo.

Sorry Chinese football fans there's just no two ways about it.

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