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MAGAZINE

# 今日天津

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IN TODAY 2014/02

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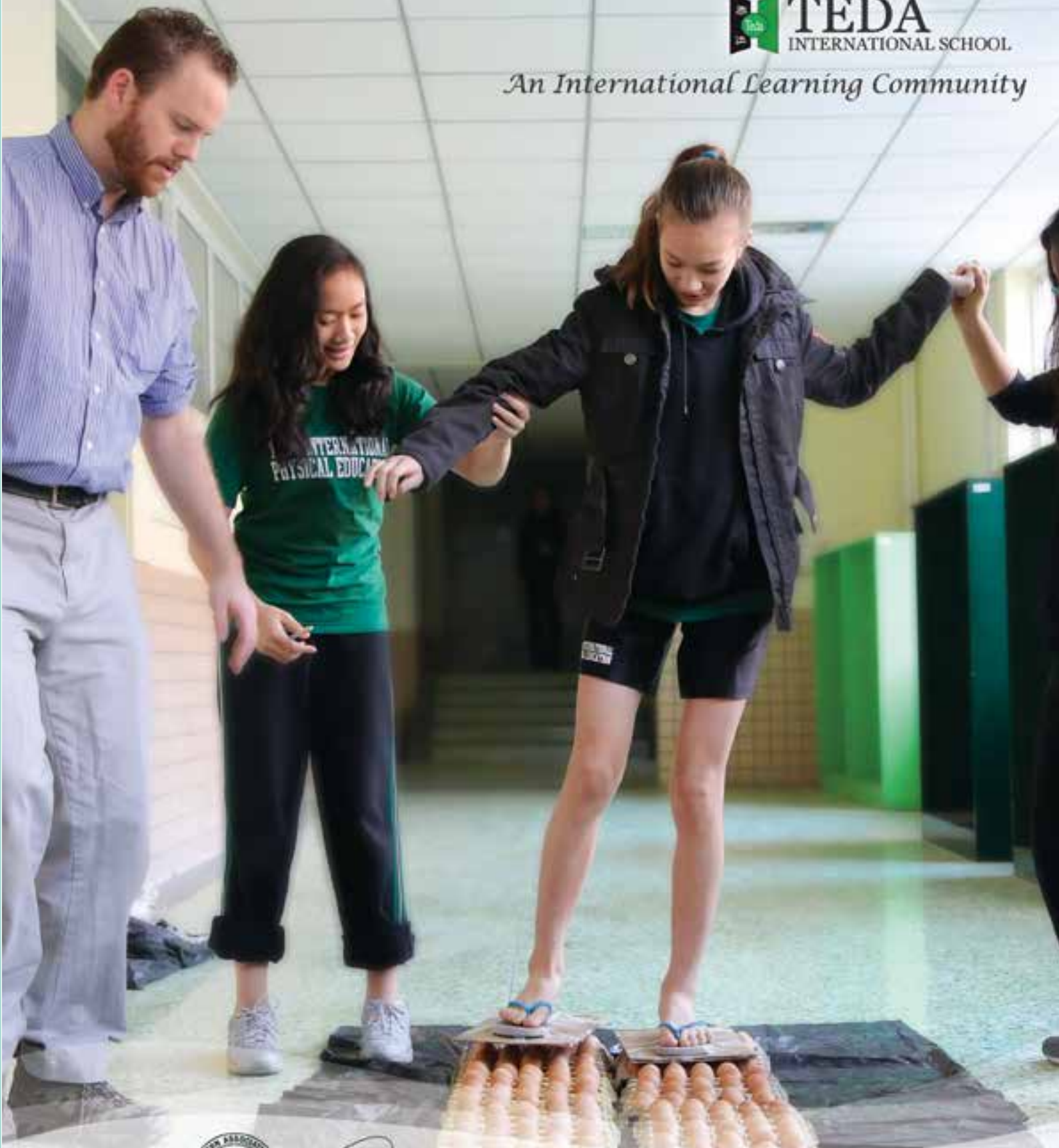
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这就是春节

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New Tianjin Location Starting November 4th at King Hall Hotel

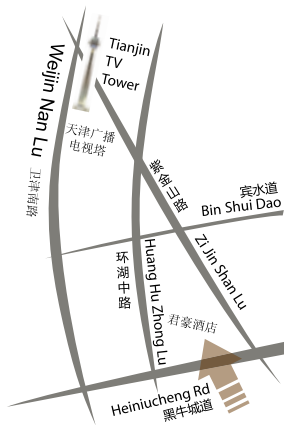
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# Letter from the Editor

It is the last busy day before a long holiday and I can't wait to forget all about work and prepare for Spring Festival. The festive atmosphere is getting intense as the vendors selling firecrackers and festive decorations have showed up in the streets. The supermarket is getting more crowded and the waiting time at the cashiers is longer than usual as everyone has filled their cart full. People show better understanding and patience in waiting because they know it should be like this or they've got a satisfactory year-end bonus.

You may feel angry when your Chinese colleagues or partners become absent-minded before the holiday. Or you may feel idle when they're busy with the preparation, like cleaning the house, ordering train tickets back home, or buying food and presents. Please don't complain! Your understanding and being easy will be very much appreciated!

Although many Chinese have admitted that the Spring Festival is much less interesting than it used to be, no one really gives it up. The seven short days to be with family back in hometown always pass quickly. The roads are quite empty compared to usual days as non-Tianjin population has left. So people can take the opportunity to visit more places and have fun. Long-time-no-see friends finally have time to see each other.

But for adults, annoyance and pressure don't take holidays. Single people will have to face endless "greetings" like: have you got a girl/boyfriend? I know someone who suits you. I'll set you two up for a date. Prepare enough red envelopes to send out to every kid you encounter in family and friend visit. Your year-end benefit will die in this way.

Well, every coin has two sides. This is the typical Spring Festival for Chinese. What is your story in the seven days? We look forward to hearing it!

今天是过年前最后一个忙碌的工作日，而我已经人在曹营心在汉了，恨不得马上丢下一切工作开始为过年做准备。当卖吊钱和烟花爆竹的小贩们渐渐出现在大街小巷，你会发现春节真的快到了。超市里挤满了为过节大采购的人。虽然结账的等待时间变长了，但是人们都表现出理解和足够的耐心，因为过年来就应该是这样又或者是因为年终奖拿的不少，心情也变好了。

作为一个外国人，你可能会因为周围中国同事或客户在上班的时候开始心不在焉而感到郁闷。而当他们都忙着扫房、买火车票或大采购的时候，你可能无所事事。但请不要抱怨，如果你能理解这种过年前的忙碌，他们会很感激你的！

虽然很多中国人都觉得现在过年没有以前有意思了，但年年还都是要过。七天对于离家在外，只有过年能回一次家的人来说似乎太短。因为外来人口都回家了，道路也没有那么拥堵了，所以人们可以尽情出游。平常很难有时间见面的朋友也终于可以借这个长假坐下来聊聊了。

但是在成人的世界里，烦恼和压力不会放假。单身男女必定会被亲戚朋友逼婚，然后被安排各种相亲节目。你好不容易拿到的年终奖可能在给不完的红包中灭亡。

凡事都有两方面，这就是中国人的典型春节。你的春节有什么故事呢？不妨给我们讲一讲！

Monica Wang



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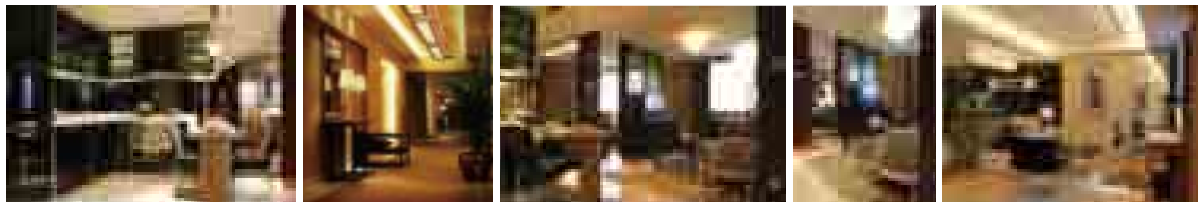
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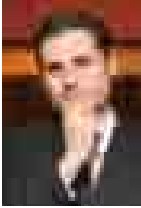
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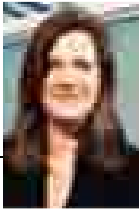
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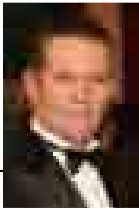
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## TIANJIN NEWS

### Tianjin Goubuli to Slash Bun Prices to Attract More Customers

#### ■ 狗不理2014年主打“便民牌” 将增设50个便民店

由于近日“并购美国咖啡连锁企业”而备受关注的狗不理集团1月18日宣布,将通过增设外卖窗口、建立狗不理便民店、走进居民社区等手段,让百姓更便捷、实惠地吃到“大众化”的狗不理包子,预计年内将在商场、超市、居民社区建设50个狗不理便民店。

天津狗不理集团董事长张彦森表示,从今年开始,狗不理将经营重点集中在两个方向,一是在面对商务、旅游人群消费需求时,继续当好天津市名片;二是在面对百姓日常消费需求时,成为民生消费的一部分。此外,狗不理还将在天津20多家直营店中,有条件的全部增设外卖窗口。

Tianjin-based Goubuli, an eatery chain famous for its steamed stuffed buns, announced on 18th it will be slashing its prices in hopes of reaching a bigger market, according to the Xinhua News Agency.

Goubuli, also known as Go Believe, has long positioned itself as a high-end Chinese food brand, but this has probably prevented it from gaining many potential customers as well.

With the announcement, the eatery is eyeing a makeover, Xinhua reported Saturday.

The prices of steamed stuffed buns sold in Goubuli's more than 20 stores in Tianjin will be halved to 48 yuan (\$7.93) per half a kilo.

In addition, Goubuli plans to open 100 convenience stores in Tianjin by the end of 2015, according to the announcement.

The price cut came shortly after Goubuli's revelation of its plan to buy a famous American coffee chain. Without revealing the name of the coffee chain, Goubuli said on January 8 that the deal is expected to take place in the first half of the year.

### 4G LTE Covers Beijing Tianjin Intercity Train

#### ■ 京津城际全线能用4G 下载一部2G电影约需10分钟

今后搭乘京津城际列车可用4G网络上网了。实时下行速率33Mbps,这是记者在时速约每小时271公里的京津城际列车上体验到的4G网速。目前,京津城际全线均已实现了TD-LTE 4G网络覆盖,成为国内首条全线贯通4G网络的高铁线路。

Passengers are now able to use 4G LTE on Beijing Tianjin Intercity Train with a simultaneous download speed of 33Mbps. The railway is the first high-speed railway in China to have 4G LTE coverage.

On a trial use on the train, playing an online movie with a cell phone is proved to be smooth and it takes only 10 to 15 minutes to download a file of about 2G. According to the engineer from China Mobile Tianjin, the speed can reach about 50Mbps at peak and the average speed is about 20Mbps. Passengers' demand of watching video, playing game, browsing webpage or using email can be met.

According to Yang Tong, Vice General Manager of Tianjin Mobile Network Optimization Center, it is always difficult to develop mobile telecommunication in high speed trains because the shielding effect of the coach is strong. China Mobile has used various technical means to upgrade the network and enhance the signal penetration. The 110 signal bases along the railway will support the coverage of 2G, 3G and 4G network.

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。



## Kenneth Clarke on Mission to Export NHS expertise to China

### ■ 英国内阁大臣：愿与天津展开医疗养老多项合作

“天津是一座令人激动的城市，虽然这是我第一次来，但天津在医疗卫生领域的发展给我留下了深刻印象，双方在医疗卫生、养老等领域将有很大的合作空间和前景。”在津访问的英国内阁大臣兼首席贸易特使肯尼斯·克拉克日前在接受采访时表示。

克拉克说，近年来中英双方在医疗卫生领域的交流合作不断拓展，成果显著，天津的医疗、养老水平投资规模大、水平高，特别是在养老方面与英国所遇到的问题有很多相似之处，英方在现代化医疗技术、病例档案管理、人员培训等方面的经验将会对天津提供有力的帮助。克拉克向记者表示，此次的访问团中有很多英国医疗卫生领域的知名企业和专家，双方通过进一步研讨和洽谈，将在老年护理、医疗技术、医疗管理、医疗信息数据化等方面加强合作与联系，开拓中英卫生合作的新局面。

Kenneth Clarke, the former health secretary, who introduced the internal market into the NHS, is to "export" elements of the NHS to China in a trade mission in mid January. The minister without portfolio was taking a 50-strong delegation of health experts from the NHS and the private sector after the government identified the Chinese healthcare market as a "high value opportunity".

Clarke visited five Chinese cities in as many days and stayed in Tianjin on Jan 14th. He was impressed by the development of the healthcare system in Tianjin. According to Clarke, the healthcare system in Tianjin has many similarities to that in the UK. From building a hospital to training the staff to building the IT and management systems, the UK has the expertise that China needs as it builds a healthcare system that is projected to be spending a trillion dollars every year by 2020.

As he left the UK for China, Clarke said: "The British healthcare system is the best in the world, and there will be important export opportunities as China invests huge sums of money in its healthcare system over the years ahead. Healthcare and life sciences are among the strongest sectors of the British economy and our standards are held in high regard overseas."

## Office Building Rent Expected to Drop due to the Buyer's Market

### ■ 天津写字楼处于买方市场 预计未来租金将下降

从仲量联行获悉，2013年天津写字楼市场“净吸纳”量约49000平方米，高于2012年的42500平方米。全年的旺盛需求推动甲级写字楼的空置率相对于2012年下降了4个百分点，同时使得乙级写字楼的空置率在大量新增的条件下保持平稳。

According to Jones Lang LaSalle, the net take-up of Tianjin's office building market in 2013 was about 49,000m<sup>2</sup>, higher than it was in 2012. The high demand had pushed down the vacancy rate of A-class office building by 4% compared to 2012. At the same time, the figure for B-class office buildings remained stable in contrast to the new rise in demand.

The rent for Class A and B office buildings was stable too in 2013. The yearly rent for Class A offices rose 1% to ¥5/m<sup>2</sup>/day while the rent for Class B offices rose 1.5% to ¥3.9/m<sup>2</sup>/day. In 2013, the average price for office buildings in the six districts of downtown area was ¥18,742/m<sup>2</sup>. It was estimated that in 2014, the average price for the office buildings in downtown area will approach ¥20,000/m<sup>2</sup>. Specialists also pointed out that by the end of 2013, the vacancy rate of the office buildings in Tianjin was 14%, which means that it is still a buyer's market. 2013 is likely to be the last year for rise in rent and the future supply-demand pressure will force the rent to go down.

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02/01-28

Li Wenliang Calligraphy  
exhibition  
文心春晖——李文亮书法展

No.79 Jie Fang Bei Lu, Heping  
Tel:022-23303255  
西洋美术馆  
天津市和平区解放北路79号

02/03

Violin Recital by violinist He  
何枢聪小提琴独奏音乐会  
20:00

Western Shore Museum  
No.3 Youyi Bei Lu, Hexi  
西岸艺术馆 河西区友谊北路3号  
Tel: 022-23263505



02/03

Hank's Super Bowl



February 3, 2014, Monday 06:00am  
Tel: 13821611049/13920614814

02/04

The flying dreams -- Agueda Higuera Saviska Flute Concert  
飞翔的梦—阿格达·伊格拉斯-萨维斯卡长笛音乐会  
19:30  
长笛: 阿格达·伊格拉斯-萨维斯卡  
钢琴: 陈琳  
Price: 180/120/80/ 50

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

02/05

The flying dreams -- Agueda Higuera Saviska Flute Concert  
飞翔的梦—阿格达·伊格拉斯-萨维斯卡长笛音乐会  
19:30  
长笛: 阿格达·伊格拉斯-萨维斯卡  
钢琴: 陈琳  
Price: 180/120/80/ 50  
No. 88, Jianshe Road, Heping  
和平区建设路88号 Tel: 2332 0068

02/08

The city of sky-- Joe Hisaishi  
and Hayao Miyazaki Concert  
天空之城  
——久石让与宫崎骏作品音乐会  
19:30  
演出: 北京音乐家协会青少年爱乐乐团  
Price: 280/180/120/80

No. 88, Jianshe Road, Heping  
和平区建设路88号 Tel: 2332 0068

02/10-11

Chinese and foreign prose and  
poetry musical reading  
再别康桥——中外诗歌散文撷英音乐  
朗诵会  
19:30  
天津大剧院 歌剧厅  
Price:580/380/280/180/120/80  
Culture Center, Pingjiang Dao, Hexi  
Tel: 83882000  
天津大剧院 河西区平江道文化中心

02/11

Piano Solo Show by Pianist Chen  
钢琴家陈蕾独奏音乐会  
20:00



Western Shore Museum  
No.3 Youyi Bei Lu, Hexi  
西岸艺术馆 河西区友谊北路3号  
Tel: 022-23263505

02/14

Eternal Love - Yuko Hirose  
violin and piano concert  
永恒的爱——盛中国濑田裕子小提琴  
钢琴名曲音乐会  
19:30  
天津大剧院 音乐厅  
Price:380/280/180/120/80/50  
Culture Center, Pingjiang Dao, Hexi  
Tel: 83882000  
天津大剧院 河西区平江道文化中心

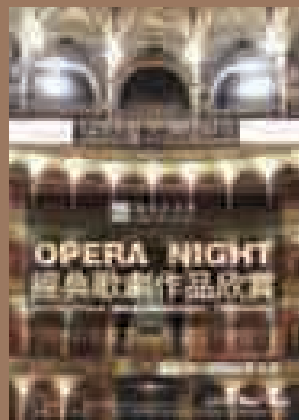
02/16

Plateau Cantabile Series II -  
Dongzu concert  
高原如歌系列之二——侗族大歌  
19:30  
Price: 280/180/120/80/50

No. 88, Jianshe Road, Heping  
和平区建设路88号  
Tel: 2332 0068

02/17

Opera Night  
经典歌剧作品欣赏  
20:00



No.3 Youyi Bei Lu, Hexi  
Tel: 022-23263505  
西岸艺术馆 河西区友谊北路3号

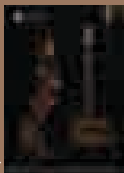
02/22

New Year concert for the folks  
茉莉花——老百姓的故事新春合唱音  
音乐会  
演出: 北京春之声合唱艺术团  
Price: 180/120/80/50/30

No. 88, Jianshe Road, Heping  
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Tel: 2332 0068

02/22

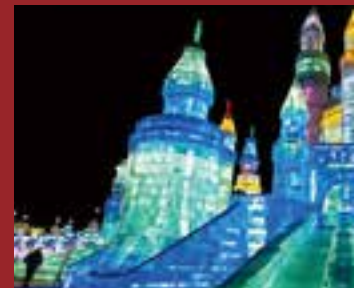
Classical  
Saxophone  
Solo Concert  
古典萨克斯独奏音乐会  
20:00



Western Shore Museum  
No.3 Youyi Bei Lu, Hexi  
西岸艺术馆 河西区友谊北路3号  
Tel: 022-23263505

02/17

2014 Ice Age of Snow World  
in Tianjin Olympic Stadium  
2014·水滴大型“冰河世纪”  
主题冰雕大观园  
Price: 120RMB (Adult) 50RMB  
(children)  
Validity: till Feb. 17, 2014



Tel: 022-23820298  
Bin Shui Dao, Nankai District  
南开区宾水道奥林匹克中心(水滴)



**Hank's**  
Sports Bar & Grill



**02/04**

Chinese Ancient  
String-instrument  
solo concert  
禅意四季古琴雅集  
20:00



Western Shore Museum  
No.3 Youyi Bei Lu, Hexi  
西岸艺术馆 河西区友谊北路3号  
Tel: 022-23263505

**02/07**

Chinese Guqin Masters  
Gathering  
琴汇——中国古琴大师雅集  
19:30  
天津大剧院 歌剧厅  
Price:280/180/120/80/50

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

**02/14**

Songs from the past - '200  
classic foreign songs' concerts  
往日情歌—《外国名歌200首》精选  
音乐会  
19:30  
演出: 首都经典合唱团  
Price:180/120/80/50  
No. 88, Jianshe Road, Heping  
和平区建设路88号  
Tel: 2332 0068

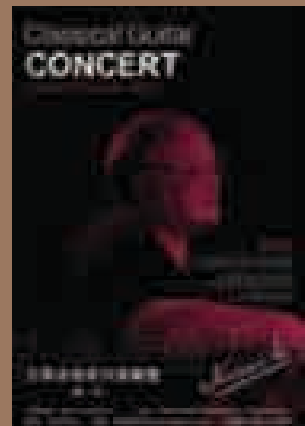
**02/15**

Baroque Music Concert Part 3  
古典音乐飨宴系列之三——巴洛克时期  
的代表音乐  
19:30  
演出: 天津爱乐室内乐团  
Price:50

No. 88, Jianshe Road, Heping  
和平区建设路88号  
Tel: 2332 0068

**02/21**

Classical Guitar Concert  
古典吉他音乐会  
20:00



No.3 Youyi Bei Lu, Hexi  
Tel: 022-23263505  
西岸艺术馆 河西区友谊北路3号

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A strong festive atmosphere in Ancient Cultural Street

# Spring Festival 101 for the Beginner

By David Wong, Carmen King, Ashton Weiss

## 这就是春节！

很多外国人都知道春节是中国最重要的节日，但是在这段时间都会发生什么事，你的生活会受到哪些影响，恐怕初来乍到的外国人还不那么清楚。了解一些中国人的过年习俗，让你的中国朋友感受到你的春节祝福也是很重要的。

每年春节都有超过5亿中国人加入春运大军，对很多离家打工的人来说，这是他们一年中唯一一次回家探亲的机会。无论是铁路、民航还是大巴都要加大运力满足这一个多月的庞大出行需求。如果你要趁这个时间出游，不但是要提前几个月做好计划、预订机票，还要做好对抗拥挤的准备。

学校在春节前都已经放假了，成百上千万的学生都纷纷踏上回家的旅途，享受一个月的假期。中国的学生都是如何度过春节的呢？

Ashton是天津师范大学的一名外教老师。她发现，她的学生们早就开始为回家做准备了。期末考试刚刚结束，他们就背起行囊往家赶了。过年回家成为他们的责任和义务，他们要回去帮家里人过年做准备。在家里，他们有的复习功课，有的彻底放松，但几乎没有人会出去旅游，因为在家过年是雷打不动的规矩。

像她这样的外籍老师在放假期间是没有收入的。但是一些社会上的培训机构却在这段时间对老师的需求特别大，因为本地老师都回家过年了。所以在这段时间，这些外籍老师可以赚到不少外快。有些不太缺钱的老师会利用这段时间旅游，他们大部分都会选择邻近的亚洲国家，因为那里不会像中国那么拥挤，但价格会略高一些。

今年的大年初一是1月31号，中国人习惯在除夕夜也就是30号吃团圆饭。现在越来越多的人选择去外面的餐厅吃这顿一年中最重要的饭，所以通常人们在几个月以前就要预定座位。可能在春节这几天，你平常最爱去的中餐馆都要爆满了，所以你还是做好在家做饭的准备吧。

如果有中国朋友请你到家里过节而他们家又有小孩子的话，你务必要为孩子准备个红包。这也是中国一项特别重要的习俗。红包里的钱数最好是偶数，而“6”或“8”尤佳。如果朋友家没有孩子，你也不要两手空空去做客。带上一个果篮是最起码的礼节。



没有炮竹的春节不是春节。过年放炮每年都能产生几百吨的炮屑，我曾经看过有人一次就买了几千块钱的鞭炮。人们相信爆竹可以赶走厄运，带来好运。但是，燃放鞭炮的时候一定要注意安全。保持安全距离，或者通过窗子看别人放炮，因为烟花可能会走火或不按既定方向爆炸。如果不幸被炮竹炸伤，先要清洗伤口，然后马上到就近的医院处理伤口。现在很多人也意识到过年要少放鞭炮，因为这严重的雾霾天气已经覆盖了整个中国。我们不妨减少鞭炮的预算，用来多买点元宵或给朋友的孩子包点红包。

现在过年的方式和以前已经很不同了，常规的项目就是看央视春晚、逛庙会、吃饺子。初一在夫家过，初二回娘家。正月十五闹元宵。

以上我们说的是普通人家的春节。那么春节对商业有什么影响呢？春节不能不提到春运，所以运输业在这段时间一定是最忙碌的。铁路交通还是人们的首选。2014年春运期间，预计铁路系统将运输超过30亿人次的乘客。中国人在春运期间的出行花销将是一个十分可观的数字。

过年期间走亲访友必然要送礼，于是就带动了零售业的繁荣。但是中国人购物的重点不像西方人那样集中在电子产品上，而是更喜欢买些吃的喝的。另外，春节

期间米、面、油这些生活必需品也会迎来销售高潮。各大餐馆的生意也是异常红火，早在几个月前年夜饭就已经预订满了。

对于外企来说，各个行业都会受到一些影响。一位物流企业的外籍员工就提到，春节期间订单量会增加，但是员工们却要提前回家过年，所以年前就会异常的忙碌，要把所有的订单赶在工人回家之前完成。一位咨询公司的员工说，春节期间的公司收入会降低，因为客户的管理团队一般要在节后才能做出决策。所以除了旅游、酒店和零售业以外，大部分行业的业务都会下滑。虽然有些人的收入会因此受到影响，但是庆祝春节的兴致和热情却丝毫不会减退。

今年是马年，如果2014减去你的出生年份恰好是12的倍数，那按照中国人的说法，你就是属马的。据说，属马的人注定一生漂泊，往往很早就离开家。他们不喜欢受到束缚，骨子里有很强的叛逆性。他们非常热血，但同时也容易头脑冲动，缺乏耐心。属马的人也有些自我，与自己无关的事很难让他们产生兴趣。属马的人是实干家，善于理财。虽然他们自我，但在两性关系中，他们却是弱势的一方，愿意为对方做任何事。

**T**o many foreigners, it is known as Chinese New Years but in China, it is called Spring Festival, Chūn Jié 春節. This is the most important holiday in the year for the Chinese people. For many migrant workers, this is the only time in the year, which they will go back to their homes and celebrate the holiday after being separated from family and sometimes their children. It is important that as a foreigner and guest in this country, you understand some of the customs and show respect, which the locals will appreciate.

Every year it is estimated that over 500 million Chinese will travel during this holiday. Trains, busses and planes will allocate extra vehicles to accommodate this exodus and travel plans are usually made months in advance. For the uninitiated, if you are planning your own holiday within China, be prepared for incredible crowded circumstances and make sure you pack extra patience and tolerance. I usually stay at home and enjoy the reduced traffic and quiet pace, interrupted only by the blare of fireworks at night.



People rush home for the festival.

In recent years, the government has decided to eliminate highway tolls during this period in an effort to speed up the driving process and allow the public to drive to destinations. This loss of revenue amounts to several billion yuan but is made up by increased spending in other travelling expenses of fuel and accommodation and



College students can't wait to go home immediately after final exams.

**For the uninitiated, if you are planning your own holiday within China, be prepared for incredible crowded circumstances and make sure you pack extra patience and tolerance.**

gifting. The government has realized that tourism spending is a huge injection into the economy and has expanded other holidays such as Labor Day in May to allow the masses to travel. These expanded holidays usually last 7-8 days as workers will work weekends

prior and after the holiday in order to have a long break.

School is recessed just before the Spring Festival and the millions of University and College students will make their way home to enjoy the month long family holiday. How do the students and remaining teachers spend this holiday?

Although it is my first Spring Festival in China, I have noticed several things. Firstly, is that all university students plan a mass exodus to their hometowns. This begins immediately after the many final exams that the students are required to take.

Many of these students don't view this holiday as a "vacation," but more a necessity. They cannot imagine not going home, and view it almost as an obligation.

They must go help their parents prepare for the celebration, by cooking and preparing to meet with their families.

Many do not have a reprieve from their studies and receive several hours worth of homework that they are required to complete before they return to school. Many are given work for each day of the holiday, and thus, it becomes even less of a restful break for them.

When asked, many of my students have replied that they will use the time to sleep or watch movies; they are excited about the time off from school, but almost none of them choose to travel for pleasure during this time. It is almost mandatory for them to be at home with their families.

"[Chun Jie is] less and less interesting these years," said one student.

One of the main concerns of students is the overcrowded transportation methods. These can hardly be avoided and cause much anxiety in those students who aren't used to traveling alone.

Foreign teachers can also be put in a difficult situation, because some schools will not pay them for the extended break that they are not working. This can cause them financial difficulties. Many other foreign teachers use the opportunity to travel around China and the rest of Asia, because they have many weeks off from work.

Still other educational centers are in desperate need of teachers during this time, because many local teachers take this time off to go home to their families.

Chun Jie can be the time for foreign teachers to make extra money, because they have more time to take on private tutoring lessons. There are opportunities for intense one- or two-month tutoring, if the teacher can find them.

If the teacher has private tutoring sessions with local Tianjiners, then he or she will be able to make money on those who are staying in the city.

For foreign teachers who decide to travel, it becomes very difficult to visit cities or places within China, but other Asian countries aren't nearly as difficult to get to. These outside destinations can sometimes be more expensive because of the high demand.

The Spring Festival is an interesting time for students and teachers and is approached in many different ways by those connected to education. Some teachers will travel, some will make extra money, and some will make less money. And to the students, it can simply be more time to study or to catch up on sleep.

This year, Spring Festival falls on January 31, which is New Year's day. There are several important days during this holiday. January 30 is New Year eve and it is usually celebrated as a family dinner. However, as the income levels and living standards are higher in China, many families now decide to have the family dinner



Red envelope

**The number 8 is considered lucky (for its homophone for "wealth"), and 800 is commonly found in the red envelopes for close family members.**

in a nice restaurant. Reservations are usually made several months in advance. So if you plan to have dinner at your favorite restaurant during this period and do not have a reservation, better plan on a home cooked meal. Although the event is supposed to be the traditional evening for this family dinner, because restaurants are so overbooked, the eve dinner is now spread through the week depending upon availability of restaurants.

Another important custom is the gifting of red packages or red envelopes during the New Year holiday. Red packets, *Hóng Bào* 红包 almost always contain money, usually varying from a couple of hundred yuan to several thousand. Per custom, the amount of money in the red packets should be of even numbers, as odd numbers are associated with cash given during funerals. The number 8 is considered lucky (for its homophone for "wealth"), and 800 is commonly found in the red envelopes for close family members. The number six (六, liù) is also very lucky as it sounds like 'smooth' (流, liú), in the sense of

having a smooth year. It is common for married persons to give these money gifts to children. It is also common practice for bosses to give red packages to their staff or *ayi*. Gifts are usually brought when visiting friends or relatives at their homes. Common gifts include fruits (typically oranges, and never pears – which is a homonym for separation), cakes, biscuits, chocolates, candies, or some other small gifts.

No Chinese New Year is complete without fireworks. In previous years, during this holiday, there was over 500 tons of garbage from the burning of fireworks. Although there have been greater controls put in place ever since the disastrous fireworks fire at the new Beijing CCTV tower in 2009. Fireworks cannot be sold unless through licensed dealers and there are restrictions if near larger buildings but even with tighter controls, there is basically unlimited use during the holiday. I have seen individuals spend several thousand yuan for one evening. The custom is derived from the ancient belief that the fireworks will drive away the bad spirits and bring in good fortune for the coming year.

However, there is dangerous negative side of the use of fireworks. Every year, there are serious injuries and even deaths linked to the use of fireworks and poorly made fireworks. *Jin* magazine hopes that everyone will use fireworks safely and supervise young children around fireworks. Do not allow small children to set off the fireworks on their own and don't stand too near the fireworks.





Some of the fireworks are very powerful and may misfire and instead of going straight up, may shoot off to the side.

Every one likes the excitement and the colourful explosion but you can experience this from a safe distance and best if you are able to be indoors and view from a large window. Some of the fireworks are very powerful and may misfire and instead of going straight up, may shoot off to the side. In the event that there is a fireworks accident, try to keep the wound clean and call a local hospital and go immediately to their emergency ward.

Although, fireworks are an important part of the Spring Festival celebration, everyone's health and safety is the major priority. Tianjin and other cities in China have been experiencing serious high levels of pollution in the past year and I would not be surprised if there may be a public announcement to curtail the use of fireworks if the pollution index is high during these holidays.

But even if there is no public announcement and if pollution levels are relatively low, wouldn't it make sense for



Children love playing firecrackers.

citizens to reduce the use of fireworks? I think for reasons of possible injury from fireworks and the added pollution it causes, we should think twice about it. Besides the money we save, we could buy more Yuan Xiao 元宵 dumplings and give more red envelopes, Hóng Bāo 红包 which the kids would appreciate.

One interesting outing during the holiday would be visit a Temple Fair, Miao Hui 庙会. Again be forewarned that the crowds will be incredible so be prepared and probably best to take public transportation, as parking will be restricted. There will be public performances, snacks and all kinds of food and souvenirs will be sold. Most of the temple fairs will be held at public parks and open from dusk till dawn.

Another must do during the holiday is everyone watches the CCTV New Year Gala television special. Since the first broadcast in 1982, this show now draws over a billion viewers throughout the world. Starting at 8pm on New Years Eve, it will run for four and a half hours till after midnight. The variety show is packed with singers, comedy, skits and movie stars. Last year, Canadian singer, Celine Dion was the special guest. Canadian Mark Roswell DaShan 大山 who is a famous Chinese comedienne in China got his introduction and became famous from his 1989 performance on this gala. If you miss the live show, don't worry for the rest of the holiday week; previous 4-hour shows will be rebroadcast.

As you should know, food is very important to the Chinese and different types of food have special significance, especially during this holiday. Traditionally, many families will have dumplings JiaoZi 饺子 at midnight on New Year's Eve. Eaten historically

in northern China because the preparation is similar to packaging luck inside the dumpling, which is later eaten. The dumpling resembles a silver ingot, or money and a symbolism of prosperity. By contrast in south China, the symbolic New Years staple is glutinous rice cake, niángāo 年糕 it literally means New Year Cake.

Other foods that are common during the New Year are dishes with fish. The pronunciation of fish (yú) makes it a homophone for "surpluses" (yú). Uncut noodles represent longevity and melon seeds show abundance and are popular during this period.

During the first day of the New Year, families will visit the husband's parent's home and wearing some part of clothing that is red. During the second day, the same homage is done for the wife's parents. Some also believe that this day is the common birthday for all dogs, so make sure your pet also get a special treat.

The fifteenth day is known as the Lantern Festival YuánXiāoJié 元宵節 this is the final day of the new-year festival and it is the first new moon of the New Year. The Chinese love "homophones" and use them a great deal in conversation and idioms. These idioms and couplets are written on red banners and strung at the entrance of homes to bring luck for the coming years. Homophones are words that sound the same but written differently and have different meanings. For example, Yuan Xiao 元宵 the words for the Lantern Festival and the word Yuan is the olden time name for moon and Xiao meant night.



CCTV Spring Festival Gala



Festive decoration business will see a soar in this month.

## For example, the transportation industry, most especially the China railway system

Why Lanterns? There are many different legends and versions for this and my favorite is from the Han dynasty about the Emperor's maid, Yuan Xia who pretended to be a red fairy from the God of Fire who threatened to burn down a village, so the people prepared the sweet dumplings and decorated the village with lanterns to fool the Fire God. Here in the north, the dumplings are called Yuan Xiao and in the south, they are called Tang Yuan. Both are made from glutinous rice and usually have sweet fillings of peanuts or sesame. The northern version is made from flour and water with a pinch of filling and rolled in a large basket with flour until round, whereas the southern version is made by rolling in your palms. I can't tell the difference, they are both yummy.

We have mentioned many aspects of the holiday and cultural and family life, but what about business? It is a common belief that all debts should be settled before the start of the New Year. The home and office should be cleaned and swept of all the old garbage and begin the New Year with a fresh start. In fact, do not do any cleaning during the holidays for fear of sweeping out the good fortune.

There are those that look forward to the Spring Festival for business but some do not.

The Chinese Spring festival a.k.a 春节 is

not just a social affair in China. It is big business. From many angles the Spring Festival in China is one of the biggest business events of the year.

For example, the transportation industry, most especially the China railway system, there is no other time of year like the Spring Festival that business will be busier. In Chinese they even have a phrase "chun yun" 春运 to describe the mass movement of people during Spring Festival. The two characters broken down in English mean "chun" 春 for "chun jie" 春节 which means spring and "yun" 运 for "yun shu" 运输 which means transport. Thus this phrase "chun yun" 春运 captures in but a few words, the simple truth, Spring Festival has a major impact on business in Tianjin and throughout China.

If you want to know the extent of the business impact of the Spring Festival in Tianjin and China, nothing speaks louder than the stats, as the numbers don't lie. According to Baidu, China's main online search engine and internet information resource, it is estimated that the transportation system will have to accommodate altogether more than 3 billion people travelling throughout China during the roughly 40 day period of time before, during, and after the 2014 Spring Festival. This 40 day time period for 2014 is January 16 through February 24 as noted by the China Railway Company. If you want to even begin to imagine what the movement of more than 3 billion people looks like in such a short period of time just Baidu "chun yun" 春运 and browse the related photos! Or, if you are brave and local to Tianjin, go to the Tianjin Train Station and see a bit of the action live!

From the transportation business point of view, the train continues to be the primary mode of transportation for Chinese going

home to celebrate the Spring Festival. Of course plane and car are options, but sometimes these are cost or time prohibitive. Thus, one of the major impacts Spring Festival has on China and Tianjin business is an increase in travel spending. Major money will go from consumer to company during the 2014 Spring Festival.

Outside of travel, you must consider gifts. Yes, what would a festival be without gift giving. For the Chinese it is not only mandatory to "go home" 回家 during the Spring Festival, but of course you should come bearing gifts. After all, who likes an empty handed visitor even if you are family?

Retail businesses in Tianjin will see a spike in sales due to gift buying. Interesting too is what makes the Chinese gift giving list during the Spring Festival. Common gifts are not just the typical personal electronic items such as many expats accustomed to celebrating Christmas might expect. Rather, the giving of edibles and drinkables is highly welcomed!

Eating is big business in China. The Chinese love to eat, love to drink and love to celebrate. Therefore, bags of rice, jugs of cooking oil, bottles of alcohol, boxes of eggs and milk are all acceptable gifts during the Spring Festival. You will see many folks toting around these items as they go visiting their friends and family in Tianjin. Without question, super markets and malls throughout Tianjin are busy and packed with Spring Festival shoppers stocking up on gifts to give.

Next on the list of businesses impacted by the Spring Festival in Tianjin is restaurants. Many Chinese love to have large meals with family and friends not just at home but out and about. Therefore you better get dialing and make reservations well in advance if you plan on eating out at a well know or high end restaurant during the Spring Festival in Tianjin. Hotel restaurants and other fine dining establishments will be geared up and ready to handle the herds of hungry holiday guests.

What about the personal side of the business impact of Spring Festival in Tianjin. How will expats working and living in Tianjin be impacted financially by the Spring Festival?

An expat working in a Tianjin based logistics company mentioned business leading up to the Spring Festival will increase, as you must get all orders processed before the Spring Festival begins. This is to prepare for the massive slow down in business activities in general throughout Tianjin and China, as employees will take time off to celebrate the Spring Festival, likewise related overall revenue during the holiday season may slip.





Visiting Spring Festival market is a big fun for tourists.

**Being born a Horse, there are many contradictions in their character.**

An expat working at a Tianjin pharmaceutical company speaks on the impact the Spring Festival has on business, stating items need to be pre-stocked to anticipate the time off during Spring Festival, this will lead to a slight peak in business before the holiday. However, deliveries scheduled during the Spring Festival should be avoided due to staff being out of the office. Shipping is best to occur before or after the festival.

An expat working at a Tianjin consulting company expects revenue to dip during Spring Festival due to management teams delaying decisions until after the holiday, as they too will be out of the office and/or travelling.

Last but certainly not least, is the feedback from a local Tianjin taxi driver on the impact the Spring Festival will have on business. They expect a drop in income. This is due to two factors: one, in general terms there will be far less people in Tianjin during the Spring holiday as so many return home to be with family during this festive time; second, they themselves will work less, as they too plan to personally take time off to be with family and visit friends.

To sum up the business impact of the Spring Festival in Tianjin, a few things should be noted. First, outside of the travel, hospitality and retail sectors, businesses may actually see a dip in revenue during the Spring Festival. This is largely due to most workers taking time off. Second, on a personal level like the companies they work for, perhaps earning will be less, but this reduction in pay doesn't reduce their excitement and enthusiasm for the Spring Festival.

Several references have been made to the New Year calendar and some refer to the Chinese New Year as the Lunar New Year. The official calendar in China is the Gregorian

calendar but for several Chinese traditional holidays, the Lunar calendar is used. In addition to the Spring Festival, there is the Dragon Boat Festival 5th month 5th day, Mid Autumn Festival 8th month 15th day and Tom Sweeping Day - Qing Ming 4th month 4th day. Many Chinese birthdays use this calendars and especially in the countryside. Therefore it is common for your Chinese friends to have their ages wrong or unsure when you ask.

It is more common for them to remember their astrological sign and will often indicate what is their sign. This can lead to an error of twelve years older or younger but unlikely and excuses the rude question: "How old are you?"



A paper-cut horse

2014 is the year of the Horse 马 Ma. Chinese believe that because horses are born to race or travel, all Horse people invariably leave home young. The Horse despises being pressured to act for the good of the group or made to feel guilty. No matter how integrated they seem to be, a Horse's

inner self remains powerfully rebellious. Although they have boundless energy and ambition, Horses have a hard time belonging. The Horse is hot-blooded, hot-headed and impatient. Horse people are a bit of an egoist, selfish sometimes, and it is rare for them to interest themselves in any problems except their own. And though this egoist works only for themselves and for their own success, their work nevertheless benefits everybody.

The Horse is a worker, adepts at handling money and a good financier. But unfortunately, they are also famous for suddenly losing interest on something. In their relationship with the opposite sex, the Horse is weak. They will give up everything for love.

Being born a Horse, there are many contradictions in their character. Horses are proud yet sweet-natured, arrogant yet oddly modest in their approach to love, envious but tolerant, conceited yet humble. They want to belong; yet they are burdened by their need for independence. They need love and crave intimacy yet often feel cornered, pressured. But the truth is, the Horse is an individual, who depends only on their own wits and labor to get what they want.

So enjoy the Spring Festival and when you meet your friends, the greeting should be: Xīn Nián Kuài Lè "Happy New Year" 新年快乐 or Gōng Xī Fā Cǎi "Congratulations and be prosperous" 恭喜发财 (which is not really appropriate for a civil servant, especially with the recent crackdown on public corruption) so stick to the first phrase or this final one: Wàn Shì Rú Yì - "May all your wishes be fulfilled" 万事如意. The latest greeting in the Year of Horse should be "mǎ shàng yǒu..."; which means wishing you have something at once.

If you wish upon something, write it down and put it on the back of a toy horse, your wish may come true. Mǎ shàng is "on a horse" and also means at once when put as a word.

Remember no housecleaning, no yelling or scolding the kids, do not get into arguments and have a great year of the Horse.



Have money at once

## 请叫我“中国达人”

来自美国的Darren 给自己起了一个非常牛气的中文名字--“达人”。这个名字不但和他的本名读音相近，而且也很符合他在中国的经历。大多数外国人来中国无非就是学习、工作或旅游，但是“达人”不仅仅满足于此，正是通过各种折腾，他才修炼成真正的“中国达人”。

他第一次来中国的经历还真是奇特！他本来要订一张从英国到美国的机票，但是几个星期都订不到。于是他问航空公司还有什么其他转机路线，结果他被告知可以从英国先到北京，然后到香港，最后再到美国。这个绕了半个世界的大圈子让他第一次踏足中国的土地。后来他的合作伙伴决定到中国发展，于是他们在天津成立了咨询公司，一干就是6年。

经营公司之余，“达人”还热衷表演，经常在中国的影视剧里客串。虽然外国人在中国大多只能跑跑龙套，但“达人”一点也没有懈怠过。在片场枯燥地等待几个小时已经是家常便饭。有一次，导演要求他拍一个下河游泳的镜头，结果他在水里一泡就是五个小时。他没有抱怨，而是感叹做演员的不易。“我就想，当初拍《泰坦尼克号》的演员们不知道在水里泡了多长时间！”达人不禁唏嘘。

“达人”在中国已经度过好几个春节了。令他印象最深的就是放鞭炮。他说，比起西方的新年，中国的春节要热闹的多。大街小巷到处都能听到炮声。初一早上打开窗帘，街道都被染成了红色。不过，一想到花了那么多钱最后都烧成了纸屑，还是让他感到有些心疼。

在网络通讯工具方面，“达人”也是个达人！他的QQ和微信上有1900多个好友，而且大部分都是他曾经见过的。不过，“达人”看中的是QQ广大的用户数量，这对他的生意十分有帮助。

说到为什么要留在天津，“达人”说：“天津正经历着飞速的发展，而我就是想借这个东风。另外，天津人十分友好，他们总是竭尽所能展现这个城市最好的一面”“达人”还特别喜欢开车，因为在天津开车特别刺激。“你不知道什么时候会突然窜出来一个行人，或是发现马路上有个无盖井，你必须及时做出避让反应，这有点像跑酷游戏！”

I was once asked if I can swim shortly before filming once. My role for that film required that I abandon a sinking ship. Luckily, I could swim and swim we did...for about 5 hours.

**M**any foreign people come to China each year just to study, do business or to visit. One person has done this and even more. 达人 A.K.A. Darren (his English name), has been in China for many years since his first arrival in Beijing in 2004. Lets take a moment to meet with him and got a sense of how local he really is.

### Where are you from?

I'm from America and I have homes in Hawaii, Georgia and California to name a few. These areas have some of the finest beaches in the world. I love sitting next to or on the beach and enjoying the view and fresh air.

### What brings you to China?

Originally, I came to China because the plane landed here. I was planning to go from England to the U.S.A but the plane was full for several weeks so I asked if the other way around the world was open and they said yes and that I could connect in Beijing and then on to Hong Kong, etc. and then over to the U.S.A. So I got a visa and went to Beijing. After a several months, my partner in the America decided China would be a good base of operations and an investment & consulting company was setup over here in Tianjin. That was over 6 years ago. In addition to this company, I also run an I.T. company in the U.S.A. that makes software for small and very large companies. I also ran a cafe for a while, but sold it as it is hard to make money on a cafe since the surrounding area can change very quickly as Tianjin develops. And let' face it, no one gets drunk-over on coffee.

### What does your company in Tianjin do?

I am the boss of a consulting and investment company that helps other companies understand cultural and language differences between China and other nations

# How Local Can a Foreign Person Be?



Darren is posing in front of a camera



they do business with or expect to have their staff travel to. We consult with our clients to give business tips and tricks to make them fit the international quality requirements. We also help with Investment services for firms desiring to invest in China and others desiring to invest in America. Our website is HRK-ENT.com



Darren with Chinese actors in a movie shooting site

### **I see you are doing acting now. Can you tell me how it feels to be a foreign actor in China?**

Yes, I have been involved in a few acting gigs and now you will see me appear in some documentary films on Tianjin TV and other TV channels as well as a new drama coming out in Hunan TV next year called Si Shi Jiu Ri Ji (四十九日祭) which stars Zhang Jia Yi (张嘉译) and a few other famous Chinese celebrities. I am also on some commercials, web-based marketing and I have been used by several companies for voice-overs.

I enjoy acting tremendously. Acting allows me the opportunity to be another person for a period of time. Sometimes I wait for a few hours while things are being prepared or for the extras to arrive. But once the shooting begins, I really never know what will be asked of me. There are always surprises. For example, I was once asked if I can swim shortly before filming once. My role for that film required that I abandon a sinking ship. Luckily, I could swim and swim we did...for about 5 hours. We were either in the water or completely soaked. That lead me to ponder what the shooting was like for the actors in the filming of Titanic – it must be much more extreme for them.

### **Now is the Chinese New Year. What do you think of our festival?**

I have been here for many years and I must say that there is no New Years festival quite like the Chinese New Years. In New York, New Years Day is just singing and confetti; however, here in China, New Years Day seems much more alive – fireworks are everywhere and I can hear crackling and popping all over the place. I now

know where the saying “paint the town red” comes from – the streets of China looks literally red the next morning. I am glad that I do not have to clean up the trash the next day. It is difficult, for me though, to think about all the money spent on something that is so quickly burned up in smoke.

Now lets talk about those new years dumplings...I have to say, that was quite an experience. It so happened that I was ask to participate in a very traditional Chinese dumpling making ceremony as an honored



Darren Grosvenor

guest. We chopped, mixed, minced and stuffed all the while enjoying a lighthearted conversation. Finally, the time came and the opportunity to taste the dumpling arrived. It was delicious – definitely contrary to what I imagined since the mixture wasn't very appealing to the eyes. Reflecting back, I believe the dumpling skin served not only to hold the contents together, but to cover the unappealing look of the mixture.

### **I have heard you have a lot of QQ and wechat friends, is that right?**

Yes, I now have over 1900+ QQ/Wei Xin chat friends. 90% or more of them I have met personally and still remember. 9% or so added me but I am not really sure why. And the final 1% are usually those that add me directly to sell Tea or other exciting things that really just should not be on QQ. I do business extensively on QQ since there are 748 Million approximate QQ members in China, it is figured by me that most business people have it even if they have not used it in a while. Usually about 5 to 10 people a day chat with me which is not too hard to handle. QQ usually translates from Chinese to English so it makes it easy for me to communicate. Some people might think QQ is for gaming or just for fun, but when you have a community of that many people together, it is a future opportunity which has yet to be determined and I want to be a part of it. According to the Wiki site the website of QQ.com is the 9th most visited website in the world as of March 2013. My Wei Xin / QQ # is 860508435.

### **So if you could be anywhere in the world, why do you stay in Tianjin?**

Tianjin & China is growing leaps and bounds and I desire to be where the growth is. Making money is my prime objective. Relaxing and enjoying is my second. Also, the people are really friendly in Tianjin. They will really try their hardest to show the best Tianjin has to offer. I also enjoy driving my new car here since you never know when a person will dart into the road or a big hole will open up in the road and you have to avoid it. It is like an obstacle course. The air quality is about the only thing that really needs some fixing.

### **What are your plans for the future?**

First, I will collect the money that is owed to me by a few people here in Tianjin. Second, I will grow the business here in Tianjin and get more clients. Third, I am planning my next Fiji, Thailand and Round-The-World trips.

## 外国人在津求职的建议

如今,许多外国人将目光转向经济飞速发展的中国,试图来此寻找就业机会。据悉,苹果、高盛和微软等公司都已经宣布,他们将增加在中国的员工数量。花旗集团也公开表示,将在未来三年内使在中国的员工数量增加三倍以上。而且,几年前《纽约时报》上的一篇文章似乎表明,即使不太懂汉语或不了解当地的文化,外国人也可以在中国找到工作。但现实果真如此吗?答案当然是否定的。在中国工作可能是一种极好的职业经历。在这里,年轻管理人员肩负的责任比在本国更大。随着中国逐渐成为英特尔、迪斯尼和星巴克等一些大型公司的增长引擎,拥有中国工作经验的高管很可能变得更抢手。然而,在中国工作也有很多严肃的问题,需要三思而后行。

与几年前不同的是,会说英语,或有海外工作经验,如今已经不会自动让你获得优势。在过去的三十年里,有近百万中国人在国外留学。近年来,因为海外就业机会有限,美国的工作签证政策严苛之极,近30%的留学生已经返回中国。天津某知名大公司在过去两年的雇员中,近80%曾在美国和英国留学。因为,企业往往喜欢聘用这些回国的留学生,他们可以在中国和西方商业环境之间转换自如。鉴于符合该条件的中国留学生规模,外国求职者必须更加努力地工作来证明自己的价值。

同时,中国政府也使外国人很难获得工作签证,除非他们已经证明自己是金融和IT等行业的专业人士。而有幸找到工作的外国人也应该做好心理准备,那就是在中国的工资比在本国要低。即使在金融危机之前,在中国的企业就已开始逐步取消外籍员工的汽车、司机和房屋津贴——最高层管理人员除外。除非外籍员工能够证明他们为中国业务增加了价值,否则他们的报酬将只相当于本国工资水平一小部分。

值得注意的是,最好的工作机会往往出现在规模较小的公司,这些公司的管理人员可以让你学会中国商业世界的窍门。他们更有可能培养你,并有可能支付你想要的高薪。大的跨国公司往往喜欢从总部调派人手,派驻中国几年,因为这些人通晓公司的文化。因此,最成功的在外籍雇员往往从一份低薪的工作开始。在证明自身价值的两三年间,他们学会了普通话,编织了关系网,然后最终达到了他们希望得到的薪酬标准。尽管薪酬较低且挑战众多,但在中国工作仍可能是一种极好的经验和跳板。

Some expats leveraged their existing relationships, namely the company they worked for had a branch in Tianjin, thus they successfully found a job in Tianjin.

you can find that job of your dreams, or at the very least, a job that pays the bills!

Now as to those "expat success stories" related to finding a job in Tianjin, lets begin:

First we have a Canadian male who successfully found work as an English teacher at a Tianjin High School. How did he find this job? He emailed a fellow Canadian working in Tianjin, asked if they knew of any job opportunities, that friend thereafter heard from a student of the school in need of a native English speaker, and like the good friend they are, relayed such information to our Canadian expat in need of a

# The advice for job hunters in Tianjin

by Carmen King

At some point or another, we all will find ourselves looking for a job. Perhaps back home, we feel finding a job isn't that big a deal, we've done it before we can do it again. However what about finding a job in Tianjin? Especially for expats, a few tips from those who are already here in Tianjin and successfully found a job, are likely welcome.

Lets get a quick lay of the land here in Tianjin. First, there are estimates that about 30-40k expats call Tianjin home. Currently, the majority of these expats are from Korea and Japan. Naturally, as Korea and Japan geographically speaking are not far and culturally speaking are similar in several ways. For example, China, Korea and Japan all typically use chopsticks to eat and use symbols or characters in their written languages. So too all three countries highly value family, social conformity, and social status. The other expats in Tianjin come from western countries or those outside of Korea and Japan. In terms of how this affects finding a job in Tianjin, put simply, being non-Chinese but asian has its advantages and disadvantages. Likewise for the "western" looking expats, comes some good and some bad. As you hit the streets looking for a job in Tianjin the more you know the better, and hopefully the sooner





job. End result, job found. The job includes a base salary, reasonable teaching hours and a paid flight home for the holiday. Note, our Canadian pal studies Chinese personally as a hobby, and it does not appear essential to the job.

Second we have a Korean male who successfully found a position as a Branch manager in an international company with a location in Tianjin. How did he find this job? The key lies in his working for this company in their overseas office. Having gained valuable intra-company job experience, when it came to needing a branch manager in Tianjin, he was a prime candidate. Note, this expat speaks Korean, English and Chinese, which is required for the successful completion of the job, which has him mainly working with and managing local Tianjin employees.

Third we have our American chap. This fellow found less than great results in his job seeking efforts. Two major issues were encountered, either the pay was too low, or he lacked the required educational background, such as a college degree or a specialized certificate. Thus finding a job turned into making a job by virtue of starting a business in Tianjin. Actually not just in Tianjin but throughout China expats have found that when no one wants to hire you, hire yourself, start a wholly owned foreign entity or create a partnership with a local Chinese. Either way, starting your own business may be your best route to finding a job in Tianjin. Note for this American, speaking Chinese was essential to the business start up process.

Fourth we have another Korean male. This man having a bachelors degree in English and a certificate in teaching Korean found their teaching job via zhaopin.com. Zhaopin.com is one of many job related websites in China, some expats, especially those with solid credentials related to the desired position, find finding a job online via this type of website effective. The man ultimately got a position at a private language school teaching Korean, and was paid very well. Note, in addition to English and Korean, they could also speak Chinese.

Fifth we have an American female. This young lady successfully found a job teaching English at a premier university in Tianjin. How did she do it? Back home in the states while attending college, she learned of a teacher placement program for those interested in working in China. It is estimated that the college she attended successfully arranges 15-20 professors per year to work in China immediately after graduation. It is worth noting, she has a



**The means by which expats find a job in Tianjin may vary, but one thing remains the same, you need to be proactive and look for job opportunities wherever they may lie.**

bachelors in journalism and holds a specialized certificate for language instruction. The college she works for in Tianjin had some of the highest job requirements for their foreign teachers when compared with other schools in China, however speaking Chinese was not one of them and not essential to her finding a job in Tianjin.

Sixth we have a Polish pal who successfully found work in the Tianjin branch of a pharmaceutical company. How did he do it? Like the Korean Branch Manager noted above, a transfer from the overseas location was the key. As an existing employee, finding a job in Tianjin via an intra-company transfer was both efficient and effective. Note, it does not appear that Chinese language skills were a major requirement for this job.

Six expats, six success stories. Some expats

leveraged their existing relationships, namely the company they worked for had a branch in Tianjin, thus they successfully found a job in Tianjin. Others, came to Tianjin first, then used local Chinese based websites to find a good job with good pay. Yet another found career success via their home country university having an existing relationship with a Tianjin college. So too another teacher got the job they were hoping for via a referral from a fellow expat from their home country also living in Tianjin. Not to be forgotten is the option of finding work by working for yourself via starting a company in Tianjin, be it on your own or with a local Chinese.

The means by which expats find a job in Tianjin may vary, but one thing remains the same, you need to be proactive and look for job opportunities wherever they may lie. Don't wait for friends to tell you about a job, rather take the initiative and ask all of your friends if they know of any jobs in Tianjin. If you are just visiting Tianjin at the moment and want to come back and work here, have no fear, when you go back home check with local universities and companies, as maybe they will have a branch in Tianjin or an established relationship with a college here. As for the internet and all those job placement agencies, they have their time and place, just be aware it has been estimated that in many cases only about five percent of job applicants found their job via the web. Lastly, while it may not be required, to the extent possible learn Chinese. Chinese skills will only help and not hurt your chances of getting a job in Tianjin.

## 中国是制造型企业的乐园吗? (一)

进入新的一年,很多企业都开始重新制定年度目标。我被问到最多的就是在中国投资的利弊。这次我就来说说个人的观点吧,仅供大家参考。

首先你要清楚,把制造基地转移到中国并不意味着可以高枕无忧地坐收其成。很多在进入中国之前没有认真研究中国投资环境的企业家最后都以失败告终。所以,在作出决定之前,你必须先从以下几个方面进行研究。

首先是做一份完整的流程检查,确保你的供应链不会发生滞后或延误。之后,你要进行组织战略研究,在人员配备上满足生产需求。

这些都做过以后,你如果还是想要移师中国,你就要充分了解中国的真实商业环境。坦白地讲,在中国经商会有各种可能性。所以了解其中的利弊十分重要。

中国的有利条件显而易见,比如较低的运营成本,尤其是人力成本。但值得注意的是,随着生活成本的不断提升,人力成本也在水涨船高。原材料费用灵活性大,只要你找到适合的供应商,你能在这方面省不少钱。资本投资也是节省成本的方法,因为制造机器市场的竞争激烈,你很容易能采购到优质廉价的设备。

中国最吸引海外投资者的还是这里庞大的市场规模。但这也是一个全新的市场,你必须因地制宜地制定一套完全不同的营销方案。

当地政府会对你的投资非常欢迎,因此他们会为你提供很多优惠的条件和支持,比如税收方面的减免。

但同时,在中国投资也会面临一些弊端,比如基础设施、土地、法律、政府、语言、安全、经济等方面,这将是我们下期将要讨论的话题。

As the new year marches forward and many firms start positioning themselves to start reaching their yearly goals, many firms ask about the advantages and/or disadvantages of investing in China. So I'd like to shed some light on the issue. Now I know this might be highly subjective and many would disagree, so please note that this is my own personal point of view.

First of all, please understand that moving your manufacturing base to China is not the lazy man's easy profit making card up the sleeve. Many manufacturers have moved to China before only to fail to navigate the Chinese environment correctly and thus had to shut operations here. So before you jump to the conclusion that you need to relocate your manufacturing operations, you have to go through some exercises to ensure that your organization is as flexible as possible.

The first thing you need to do is to conduct complete process reviews to make sure that you are not losing money due to lags and delays in your supply chain. This would be best done through a total Lean Manufacturing study and a Lean environment project implementation. Afterwards, you should conduct a Total Quality Management study followed by a quality assurance and control Six Sigma DMAIC implementation ensuring you cut your losses due

# Manufacturing in China: Why, why not and how?

by Moe ElGhareeb



Furthermore, nationalism would certainly play to your benefit if you have actual manufacturing facilities in China and the Chinese government would deal with your product as a locally made product without need for importation fees, taxes and tariffs

Tianjin has provided advanced facilities and favorable conditions for manufacturing investors.





Many foreign manufacturers are interested in establishing factories in China

to manufacturing faults and quality issues.

Later, a complete Organizational Strategy study should reveal any faults in the organization from the Human Resource point of view and its compatibility with the organization's targets and an HR division project should put your human capital and talent level in accordance with your needs through recruitment, selection, compensation, benefits, training and development campaigns.

If after all this you still think you need to move your manufacturing operations to China because of your customer base being located closer to China than to your Western hub, or because of clear competitive advantages you see that can be made use of in China, then you'd have to go through the process of understanding the real environment in China and what-if anything-it can offer you, your team and your company.

Now frankly, working in China is tricky. It can yield great riches or lead to dismal ruins. You have to understand that clear advantages and disadvantages of working in China before you set yourself on the path to move your investment to this ancient, competitive, and complicated land.

Let's start by stating the obvious!

China's most sought after advantage is the possible -read: possible if approached correctly-reduction in operation costs. The most famous of which are labor costs (wages and salaries) which are significantly lower than comparable level Western workforces. However, these costs are gradually (and sometimes sharply) increasing due to the increasing costs of living.

You can also make savings on your raw material bills if you're sourcing materials that are freely priced (there are no real savings for commodity type materials like copper for example) and given that you are successful in finding yourself a suitable supplier.

Capital investments are also a target for cost savings in China as the machinery and manufacturing equipment market here is pretty competitive and there is a large chance for your

sourcing team to be able to get your required production line requirements with less costs. However, make sure that you generally do not skimp on capital product costs as China is famous for its "you get what you pay for" market condition and cheaper machinery might cost more on the long run during its lifespan due to outages, service costs and spare parts.

Taxes are also a little less in China than in most of the Western hemisphere and through tax agreements you can find yourself saving significant sums on your tax invoices.

One of the less noticeable advantage points for investment in China is the flexible environmental conformity laws which can be a little more lenient especially than Western European environmental regulations which might be a decisive factor for highly polluting industries.

Another major reason for moving your manufacturing operation to China is the huge market size. After-all, China IS the largest country in the world population wise and thus presents a lucrative target for market expansion by introducing your product into a new market of such size. Just keep in mind that you will require a whole new marketing plan to be able to reach a very different population.

A highly lucrative advantage to working in China is something that you'd only understand when dealing with the Chinese people. They just prefer to deal with you face to face! If you have a Chinese team working with you specially on sales and purchasing, you'd surely benefit from the hank-shaking agreements that you'd find yourself attending here.

Also keep in mind that your penetration of the Chinese market will become significantly easier with the less complicated supply-chain and easier connections with both your suppliers and customers. One of the direct results of this is less lead time for your raw materials and less delivery time for your products which is key to the younger generation of customers in Asia.

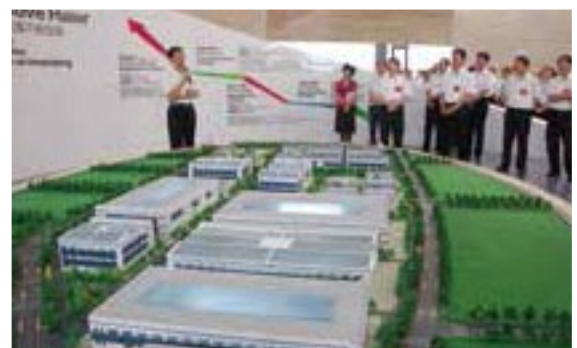
Furthermore, nationalism would certainly play to your benefit if you have actual manufacturing facilities in China and the Chinese government would deal with your product as a locally made product without need for importation fees, taxes and tariffs. Also from time

to time, you'd benefit from the economic activation packages and support given by the government to encourage higher growth rates and other economic measures targeting less inflation rates. In general, China is a country where the government intervenes a lot to ensure smooth sailing of macro and micro economies.

Finally, working in China gives you a foothold in Asia and with ASEAN countries along with Easter Asian countries all creating booms with double digit growth and growing GDP and PPP for the past decade, you'd be stationed to take advantage of such lively and demanding business environment.

Now when we speak of China, we usually mean Asia in general, and apart from a few key differences -that we mentioned before in previous articles about differences between ASEAN, East Asia and South Asia- this holds true. However if for some reason you think that you're not looking forward to the more complex Chinese market with its many challenges and risks, you can always look towards Malaysia as a stepping stone into Asia as it has most of China's advantages and avoids most of its disadvantages.

But what exactly are those risks and disadvantages of working in China?



Tianjin has provided advanced facilities and favorable conditions for manufacturing investors

Why and how can issues such as utilities, land, property, laws, government, employees, language, safety, economic, currency, tariffs, taxes and "extra" costs be such a disadvantage that can render all the advantages of working in China useless unless these challenges are treated very carefully and maneuvered with the necessary experience and skills?

That is the topic of our next article where we provide an early warning and give a heads-up to investors coming to China so they can come ready for the very different economic, political, financial and competitive climate here. Stay tuned and until then, have a happy Chinese New Year.

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

## Upcoming Events

### Tianjin Monthly Executive Breakfast Briefing

7:15-9:00 AM, Thursday, February 20 – The St. Regis Tianjin

AmCham China, Tianjin would like to invite you to the first monthly executive breakfast in 2014 on January 16. This event is a great opportunity to meet the members of our 2014 Executive Committee and to become involved in the Tianjin professional community. Network and share information with your fellow members, while enjoying a delicious breakfast at a great price.

Stay tuned for more information about the guest speaker for this month's breakfast.

#### Venue:

Riviera, 1F, the St. Regis Tianjin  
天津瑞吉金融街酒店1楼蔚蓝海餐厅  
No. 158 Zhang Zi Zhong Road, Heping District, Tianjin, 300010  
天津市和平区张自忠路158号  
Tel: 86-22-58309999

#### Program:

7:15 - 7:30 AM Registration and networking  
7:30 - 9:00 AM Briefings with breakfast

### Tianjin Monthly Women's Professional Committee (WPC) Executive Lunch Speaking the Five Love Languages

12:00-2:00 PM, Thursday, February 27——Hotel Indigo Tianjin Haihe

AmCham China Tianjin invites you to the WPC's monthly executive lunch, an excellent networking opportunity for female senior executives. The WPC aims to reach out to women in Tianjin as we hope that through strong mutual support and friendship, we will make Tianjin a better place to work and live in. Through such regular get-togethers, AmCham China Tianjin chapter hopes to strengthen ties among women in Tianjin.

Our guest speaker this month will be Ms. Andrea Klopper, Intercultural Training Consultant at LDi Training. She will talk on 'Speaking the Five Love Languages'. This will be based on the seminal work of American Gary Chapman who is an internationally respected marriage and family life expert. His book on the five love languages that he has identified has been translated into some 36 languages and has been applied to various contexts such as marriage, children and teenagers. It could no doubt help make our workplaces more convivial places too!

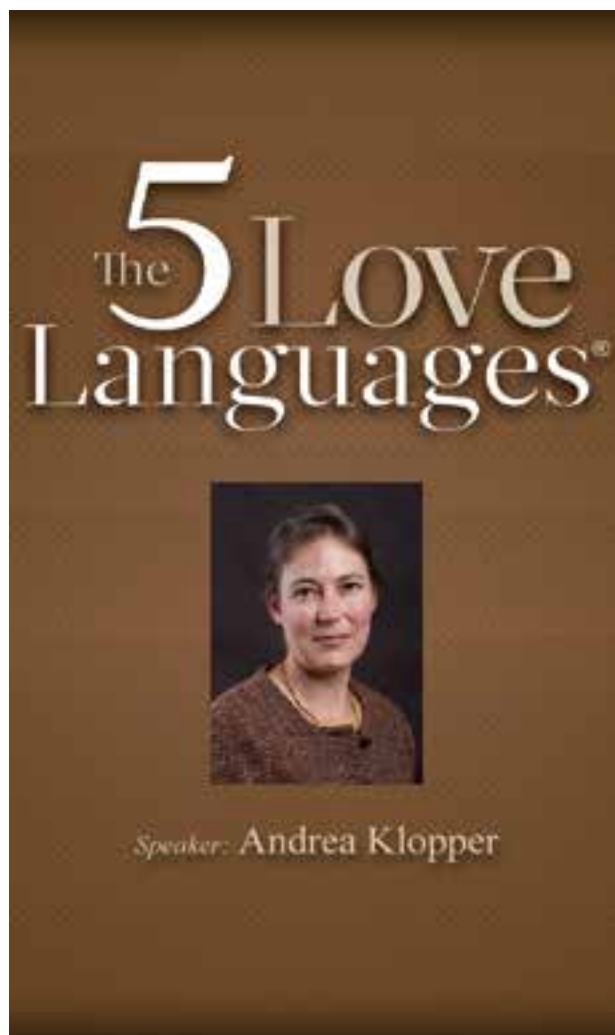
Andrea has had a varied teaching career in South Africa, the UK and China teaching school students, university students, and adults. Her experiences in three continents have been enhanced by wide reading and various intercultural studies added to her B.A. Hons., Post-Graduate Diploma in Education, M.Sc. Education, TEFL Diploma. She has more recently added coaching to her raft of skills. Cycling around Tianjin and exploring the fast-disappearing historical parts are also what she enjoys as well as opportunities to make local friends.

#### Venue:

TJ Club, 3F, Hotel Indigo Tianjin Haihe  
天津海河英迪格酒店3楼天津汇  
No.314 Jiefang South Road, Hexi District, Tianjin  
天津市河西区解放南路314号  
Tel: +86 22 8832 8888

#### Program:

12:00-12:30 PM Registration and Networking  
12:30-1:20 PM Lunch  
1:20-2:00 PM Presentation









## Past Events

### Neujahrsempfang 2014 in Tianjin

Friday, January 17, 2014

The German Chamber of Commerce cordially invited its members in Tianjin to an exclusive New Year Reception at the St. Regis Hotel on January 17. The welcoming speeches were held by Ms. Alexandra Voss, Executive Director of the German Chamber of Commerce - North China, and Mr. Christoph Kaiser, Member of the German Chamber Advisory Council Tianjin. Both reviewed the successful work of the German Chamber in the past year, having welcomed nearly 100 new Chamber members and having organized more than 180 events with over 6000 participants in North China, and presented an outlook on the projects and activities in 2014. The well attended Reception was the first high-level get-together of the year along with dinner buffet, drinks, live music, and networking opportunities.

The German Chamber looks forward to continuing to support our members in 2014 and wishes everyone a happy and successful (Western and Chinese) New Year.



## Upcoming Events

**February 26, 2014: Kammerstammtisch Tianjin, Drei Kronen 1308 Brauhaus Tianjin**





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RMB150/for 2 people

30,31/JAN & 1/FEB 11:30~13:30 (LO) 14:30 CLOSE

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Seafood Stone Rice Bowl

**72元/1人份**

RMB72/for 1 person



**4F**

TEL: 022-6554-1036

11:30-14:30 (LO: 13:30)  
17:30-22:00 (LO: 21:00)



**Valentine's Day Chef's Specials**

Service Time: February 6<sup>th</sup> Thur. ~ 14<sup>th</sup> Fri.

.....Roast Beef and Seafood RMB521/for 2 people.....

开胃前菜:

玫瑰芝士盒牛油果海虾沙拉

汤: 海鲜浓汤

主菜: 进口澳洲小牛排佐深海福气鱼卵

甜品: 巧克力鲜果布丁佐玫瑰花瓣

Starter (Share):

Avocado & Shrimp Salad in Cheese Box

Soup (for two): Mixed Seafood Chowder

Main Course: Grilled Prime Beef Tenderloin Steak

& Swordfish Fillet

Dessert (for two):

Chocolate Fruit Pudding W

/Rose Flower

**4F**

TEL: 022-6554-1037

11:00-22:00 (LO: 21:00)



**Valentine's Day set meal**

情人节双人套餐

**RMB168/for 2 people**

厨师长沙拉 chef recommended salad 海鲜拼盘 seafood plate

辛口海鲜炒饭 seafood fried rice 香煎鸡扒 fried chicken breast

红菜汤 beet soup

冰柠檬茶2杯 ice lemon tea 2 glasses

卡布那拉面 Kapoor noodle

Service Time:

February 6<sup>th</sup> Thur. ~ 14<sup>th</sup> Fri.

**B1F**

TEL: 022-6554-1039

11:00-21:00 (LO: 20:00)

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

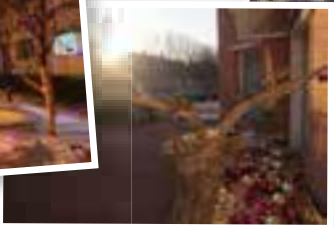




# 2014 Winter Camp Gratitude Tour



The most important aim of this winter camp was to educate children to appreciate their parents' hard work and love. During the camp, the mysterious but friendly Bruno Bear, led the children into a nursing home to help them experience what is involved in caring for other people. Later, everyone went to the Fairy Tale Ice World to take part in many challenging games in the snow. The exciting outdoor winter activities gave the children a meaningful and unforgettable winter camp experience.



## 华兰国际幼稚园2014冬令营感恩之旅

教育孩子用一颗感恩的心去对待父母，用一颗真诚的心去与父母交流，用心去体会父母养育我们的艰辛，为他们做一些力所能及的事情是本次冬令营的重要课题！我们的神秘朋友——小熊布鲁诺在本次冬令营中带领孩子们走进敬老院和比如世界，让孩子们在亲身的体验和角色扮演中去体会父母以及他人的关爱。同时，我们还将畅游冰雪童话世界，挑战极限滑雪运动！丰富的活动一定会让孩子们度过一个意义非凡的难忘冬令营！



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# An Educulture

by Ashton Weis

## 美国大学与中国大学的区别

作为一名刚刚从美国大学毕业就马上申请来中国大学任教的年轻教师，我发现中美大学生生活之间存在许多明显差异。这对于准备赴美留学或是来中国求学的留学生尽快融入大学生生活非常关键。由于中国和中国的教育背景、学生数量不同，因此，班级的制度和分工也是不尽相同的。在中国老师上第一堂课进行自我介绍后，首先要推出一位同学做班长。但是，在美国来说却不是这样的，学生们的行动基本是自由的，没有分工或头衔。比如，美国学校里几乎没有“学生干部”、“书记”、或班长、班委和小组长们等。当然，更没有中国式的“学生会主席”。而且，美国大学里几乎没有“同班同学”的概念，这是因为基本上所有课程实行灵活的学分选修制，学校不可能把每个人固定分配在一个班集体里，所以教室里的同学流动性很强。不过，美国的大学校园并不是“无组织、无纪律”的一盘散沙，校长、老师们从来也没有“人心都散了，队伍不好带”的忧虑。学校里也有“学生领袖”级的人物，这些“学生领袖”大多是在学生独立社团活动中自发涌现出来的，每个人都是自由的，可以自由地去想，可以自由地表达，可以自由地判断，可以自由地选择你认为正确的社团。其次，美国大学的宿舍不是以系科来划分居住的，学生住得很分散，同专业的学生常常不住在一起。但是在中国大学上学，基本上不用担心生活问题，住在学校宿舍，吃学校食堂，只要专心学习就够了。这一点让我感到十分羡慕和嫉妒啊！

As a recent US graduate turned Chinese professor, I have noticed some huge differences in the educational systems of China and America. One of the most glaringly obvious differences, and perhaps the one I am most envious of, is the idea of community behind Chinese education.

Educators and administrators of Chinese universities really strive to create a niche

community for students to have a feeling of belonging in schools that have huge populations. I am a professor for Tianjin Normal University (TNU), and it alone has 20,000 students and is not the only large university in the city.

To deal with these large populations, the schools create class sizes of about 30 that will travel through most of their studies together, all the way until graduation. This group is supposed

to be your personal community. It is where you can find help and support with your education, and although they don't always work perfectly, the idea is to be able to build a support system amidst thousands and thousands of students.

In this little micro-community, there are three student-selected “monitors;” there are the students who are the go-betweens from students to professors. It is their job to make sure that the students get all the information from the university. There are three types: a teacher-relations monitor, a study monitor and a personal monitor. Each one has different responsibilities and things they are in charge of.

Because the monitors are student selected, they usually do a good job of making sure that the information gets dispersed to all those in the class in a timely fashion. Chinese universities also do a much more stringent job of promoting safety and security. Many times, the gates to the universities will close and lock at 11:00 pm on the weekdays and 12:00 am on the weekends, if you are out after this time, you will not be able to enter the campus. In many dorms, the students are not allowed to have any outside guests, including their parents.

Most dorms sleep six to a room, and it is important to the school to protect those other five members of each room. Due to the sheer



population of China and its universities, six to a room is necessary, although it seems overcrowded to an American, who generally encounter two or three to a dorm. The sexes are also divided by building, instead of my experiences of a division by room.

Chinese universities try to take in the needs of all the students; an example is the fact that the lights and Internet will cease to work at 11:00 pm on the weekdays. Because many students wish to sleep at that time, the university attempts to make it easier for them to do so.

Often, students do not use their rooms for anything but sleeping, and the libraries are much more important here than in the United States. Many students will also use empty classrooms to study for exams or write papers.

A college education is much cheaper in China than in the United States, but the students have hidden fees. They must pay for the Internet access and hot water for their showers. Another interesting piece of campus life is that many times the showers are located in a different building than where the students sleep. They must go outside to shower.

Dining halls are much larger and offer a wider variety of food on Chinese campuses, because students do not have kitchens in their residence halls. They do not use the "meal plan" system common in America, but instead load money onto cards to use in the dining halls.

Although students spend a lot of time with their personal "classes," there isn't the same campus-wide comradeship as in America. It is common to see many students and professors wearing clothing to support their school in the States, such as sweatshirts, sweatpants, coats, hats and even carrying mugs. I have not noticed a similar trend at TNU. I have found hardly any clothing or other souvenirs with the school's logo on it that are available to purchase.

To the same end, there is not such a focus on

athletics. To my knowledge the school does not have any athletic teams, other than club teams that are created and perpetuated by the students. There are many organizations and clubs to belong to, similar to the States, but they are not as prevalent or visible as their Western counterparts.

The Chinese campuses are much more focused on academia and to this end, offer many individual and group academic competitions that inspire learning and school pride. The students get much more support from the professors and administrators to participate in these type of events, and these help to bring recognition to the school, the teachers and the students.

An example of these competitions was an English speech competition, which I was asked to judge. The English major students who wished to participate were asked to devise and give a speech centered on the idea that Confucius and Socrates met and had a conversation. The top students were asked to present their speeches at the prestigious Nankai University.

I was awed by the level and command of English these students possess, if I were to give a speech in Chinese, it would be an unmitigated disaster, not to mention that these students were discussing two of the greatest philosophers in the

world.

Because there is such a focus on academia and excellent education, the students have little time for outside work. Many US students have part time jobs to combat the high cost of university. Chinese students do not need to work through their college careers, but instead many take 15 to 17 classes a semester. Their classes only meet once a week, but it is still an incredible amount of work for these students.

The students also have intense nationwide exams that they must prepare for. The Chinese education system is much more focused on exam scores than the American one. This can be both an advantage and a disadvantage. It is an advantage, because it allows for large bodies of students to be able to show their learning. It is a disadvantage, because many students don't excel at memorization and may receive grades that they don't deserve.

There is also a big difference in teaching styles. Many Chinese teachers profess their lessons to the students and then expect them to learn it, which is quite the opposite from the more discussion-based style learning of Westerners.

The last piece about TNU that I find very fascinating and different is the fact that the campus could be considered its own town. The

**Educators and administrators of Chinese universities really strive to create a niche community for students to have a feeling of belonging in schools that have huge populations.**



students have no need to leave campus for anything. There is a post office, banks and every conceivable store and restaurant within walking distance. This is one aspect that I am jealous of because a car was necessary for my attending the university. It would have saved me a lot of money if I hadn't needed to drive.

Population plays a large role in the differences between the United State and China, and this difference is especially noticeable in the education systems. China attempts to create communities out of thousands of students. They have devised ways to do so that make the two systems diverse.



The food looks tempting but the dining process may surprise you

# Dining Surprises

By Ashton Weis

I'd been in China for about two weeks when I was warned by a Chinese friend to be careful of added charges while dining. She shook her head at the pre-packaged dishes on our table. I asked what she meant. She gestured toward the dishes and explained that in China, this plastic packaging is sometimes the burden of the consumer. The cost of proven cleanliness is something that many restaurants force upon their customers. Shocked by this seeming absurdity, I began to notice several other "hidden" costs and things that I considered "strange" while dining.

Chinese restaurant owners hide many fees inside items that are inedible. I started noticing that many times my bill for a restaurant is four or five RMB higher than expected.

Many things that are considered complimentary in Western countries, like the plate wear mentioned above, come at a price in China. Some other examples include the wet towels that are connected to the

necessary chopsticks. Upon opening said chopsticks; one is obligated to pay for the wet towel. In essence, the customer is paying for their silverware.

Water is usually given to most diners in the West and without being requested. This is not the case in Chinese restaurants, and many diners have discovered that drinks are the most costly portions of their meals. The Chinese believe that is their right to bring

**They will not attend to the table unless asked for, and then any one of the workers will help you, because they do not have a tip system like the United States**

## 中国餐馆里的消费门道

我刚到中国两个星期的时候，我的中国朋友就提醒过我要注意餐馆里的隐性消费。她指着桌子上一套包装好的餐具跟我说：“看，这样的餐具是要收费的，因为这是经过消毒的。”我对此十分震惊。渐渐地，我发现除此之外，中国的餐厅还有很多奇怪的规矩。

除了这些消毒餐具，包装好的筷子、湿巾也要收费。但是中国人可以自带酒水去餐厅消费，因为餐厅里卖的酒水贵的离谱。但在西方，这样的顾客一定会被赶出去！

米饭这样的主食相当于西餐中的面包，在美国面包是免费供应的，但在中国米饭都要卖2-3块钱。同样需要收费的还有打包餐盒。如果你想像样地把剩菜打包带走，你就得花钱买塑料餐盒，就像在超市你要花钱买塑料袋一样。否则，你的剩饭就要混在一起装在一个免费提供的塑料兜里，看起来非常恶心！

另外还有一些我觉得奇怪的事情，比如结账的时间。有些餐厅是点完菜就结账，开始我不知道他们为什么还站在那，令我无所适从。虽然这在西方不常见，但是顾客可以选择随时离开而无需等待他们的账单。另外，在中国，很多时候你需要叫服务员来为你服务，而不会主动过来问你想吃什么。由于中国人没有给小费的习惯，你可以就近找任何一个服务员为你服务。如果你不断地向服务员催菜，他们也不会觉得你不礼貌。

还有一件令我不习惯的事情就是用餐后狼藉的桌面。中餐里有很多菜含有不能吃的部分，比如骨头和鱼刺，所以你必须把它们吐出来。最后的桌面看起来像是一群小孩子吃的饭，到处都是残渣。其实，如果你的餐桌看起来特别整齐，那说明你吃饭的方式不对。

最后一个我不太理解的是中国人对包间的热衷。正因为如此，这些包间往往设立至少500元的最低消费，并且这500元不包括酒水。现在甚至有些西餐厅也开始收包间费，这让我很郁闷！

不过也有一些让我感到方便的地方。很多西式快餐比如麦当劳和肯德基都提供送餐服务，网上预订十分便捷，这让我对垃圾食品更加依赖了。而且在这些地方，你不用自己收拾餐盘，因为有服务员会在你离开后过来打扫。

最后说一件傻事吧！我天真地以为只要是中餐厅都会有幸运曲奇，但是在中国我从来没吃到过。

their own drinks, because the ones sold by restaurants are so vastly overpriced. Such an action would surely get any Western diner thrown out of a restaurant.

Because many Chinese people combat these overpriced drinks, it is acceptable to bring outside drinks into a restaurant. I love the fact that anywhere I go, I can bring drinks or even food that the restaurant doesn't serve. It doesn't make all restaurant workers entirely happy, but is nevertheless a socially acceptable practice.

Rice and noodles are the staple foods in China and are usually eaten with every meal; the equivalent in the States is bread, which is usually free. Rice usually runs the customer another three RMB and must be requested.

The last hidden fee that I have noticed is the doggy bag fee. If the diner would like to take some leftover food home, they must purchase the plastic box in which to put it in, similar to paying for the plastic bag at the supermarket. The customer can forego this



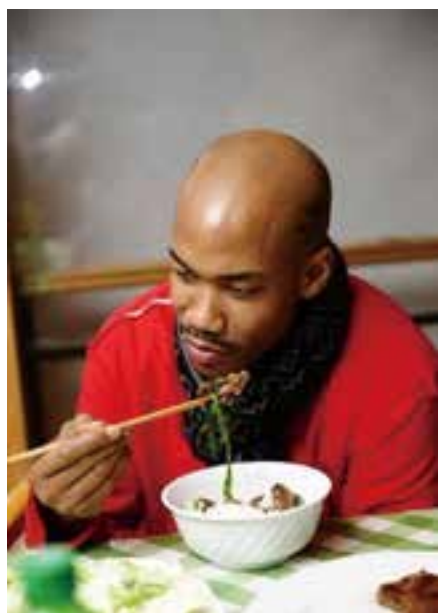


Did you notice the wet towel charge in the receipt

cost, and the waiter or waitress will simply put the leftovers into a plastic bag free of charge. This last option can be a little gross, because all of the food gets mixed together inside the plastic.

There are several other oddities, that aren't necessarily hidden fees, that I have noticed while dining in China, one that I have been unable to get used to is the time to pay. Many waitresses or waiters expect to be paid immediately after the customer orders. They will stand next to the table and wait, and often I am confused as to what they are waiting for.

Paying before you are completely finished is unusual for a Western diner, but it allows the customer to choose their own time to leave, as they do not have to wait for



the staff to present them with a bill. Be wary of this expectation though, because it is not always the case in every restaurant. Many require to be paid when the meal is finished.

When I was a China newbie and eating alone, sometimes I waited an extremely long time for the waitress or waiter to take my order, only to realize that they were waiting for me to request them. This makes dining in China a much more private affair, because there are no unexpected interruptions from the staff asking how everything is going. It can also sometimes make it difficult to receive help, because there is no one around to ask for something.

The wait staff also operates under very different ideas about dining. They will not attend to the table unless asked for, and then any one of the workers will help you, because they do not have a tip system like the United States. This has both disadvantages and advantages. On the one hand, the customer can ask any of the workers for something; but on the other hand, the wait staff can be very slow.

If that is the case, it is also perfectly acceptable to ask them to hurry with the food. When out with Chinese friends, this has happened on several occasions, and the staff doesn't seem to be offended in the slightest.

It is also not unusual to make a complete mess out of the table. Chinese food is served with many of the little bones and other inedible pieces of the food intact, and it is necessary to spit out these items. At the end of a Chinese meal, the table usually looks as messy as if the food had been consumed by a bunch of small children. If your table does not resemble this mess, you're not doing it right.

Although it is not rude to spit out these undesirable pieces, it is almost completely unheard of to eat with your hands. I went out for some Western food, namely pizza, with two Chinese girls, and I did a lot of work to convince one of them to pick up her pizza with her hands.

The last oddity is the ordeal of booking private rooms. Beware of these rooms, as they

usually require you to spend at least 500 RMB on food alone. This means that no matter how many drinks, alcohol or otherwise, will not be included in the 500 RMB quotas. If you are playing on booking a private room, be sure that you are planning on spending that much money, otherwise you will face some angry staff workers.

Also in some cafés or other cases, they have private rooms that have different quotas. I was recently at a Western-style café, with a private loft, and I was told, with one other Chinese girl, that we were required to spend at least 200 RMB to occupy that space.

Fast food restaurants, although many are adopted from the Western world, have some interesting differences also. My favorite



RMB 1 per set

one is that many fast food places, like McDonald's or Subway, will deliver. Although it takes a bit of work to set it up the first time and probably requires the help of a Chinese person, after that initial time, it is relatively easy and way too tempting to get this junk food delivered.

And unlike America, it is not necessary to clean up after yourself in a fast food restaurant. Simply leave the tray and garbage on the table, and the workers will quickly take it away.

The last unexpected turn that I am both a bit embarrassed about and disappointed by, is the complete lack of fortune cookies. Fortune cookies are a staple addition to any Chinese food in the West, but not once have I run across fortune cookies in a real, traditional Chinese restaurant.





## 门上的春节

天津人过春节有许多讲究，早已形成了独特的年文化，其中体现在门上的“年味”，更是异彩纷呈、别具一格。简单说来，过去大多百姓生活在传统民居里，俗称四合院，大门与胡同相通，家门又与院子相连，按照民俗习惯，春节来临之际，大门必须贴上门神和对联，自家房门更要贴对联、吊钱儿、窗花、福字等，贴得越热闹，就越红火，表明户主对未来的企盼越强烈。挂吊钱儿有许多种叫法，如“门签”、“挂千”、“门吊子”等。它的来历，据说是和爆竹一样的，都是为了驱赶那个叫做“年”的怪兽，爆竹是以其声音来吓唬“年”，而挂吊钱儿则以其颜色来刺激“年”的眼目。天津的吊钱儿几乎全是红色的，偶有金色点缀，内容多为吉祥用语，当这些东西都集中在门上时，那扇陈旧的老门便会熠熠生辉。今年，想欣赏“门上的春节”，赶紧去天津以北的西沽老区，否则也将消失。



# When Spring Festival Knocks

By Zhang Jian

In Tianjin when it comes to celebrating Chinese New Year there are many traditions. Of course, the most obvious are the many decorations that adorn houses, particularly the doors. These date back to the days when most people were living in the traditional quadrangle courtyards (四合院). As Spring Festival approached, the doors of all the rooms and the front gates were decorated with various paper-cuts. For the front gate, images of Door Gods (门神) and hand-painted couplets (对联) were necessary.

Doors would be decorated with red paper-cuts (which included couplets 对联, diaoqians 吊钱, window paper-cuts 窗花 and the character for good fortune 福字). The more decoration on the door, the more likely the coming year will be prosperous. Diaoqians 吊钱 have different expressions in Chinese such as Menqian 门签, Guaqian 挂千 and Mendiaozi 门吊子. There is an old legend in the tradition of hanging Diaoqians on the doors. It tells of a beast called Nian (年) who would attack people. The one weakness of the Nian was said to be a sensitivity to loud noises and a fear of the color red. Therefore, in order to intimidate the Nian, firecrackers were set off and red Diaoqian were hung on the doors. Diaoqians in Tianjin are all in red except for some golden decorations. The Diaoqians, with their auspicious meanings, add color to the aged gates and doors and give them shine and sparkle. This year, you can enjoy 'the festive culture on the doors' by visiting the old XiGu area in the north part of the city.



## 弃婴岛是天使还是魔鬼？

大家如何看待关于弃婴的问题？是否应该有一个安全之地给那些被遗弃的孩子们。然而，这样安全的地方是不是会无形中鼓励这种不道德行为呢？无论我们身处哪个国家，总会有弃婴的问题。有些时候孩子们被包裹得严严实实的，放到容易被发现的地方；而有的时候他们却被无情地遗弃到隐蔽的垃圾箱里。

我们无法想象那些母亲是承受着何种压力和苦楚甘愿遗弃自己的亲生孩子。但是至少她们能做的最后一件事是把那些孩子放到能让他们活命的地方。最近天津的最热话题便是“弃婴岛”。弃婴收容所的概念在世界范围内早不算新闻，但是在中国确实是个新鲜事物。2011年石家庄设立了第一个弃婴岛、在南京和西安也各有一个。在欧洲，捷克有44个，匈牙利有26个，斯洛伐克有16个，立陶宛和意大利各有8个。直到去年，荷兰，瑞士，梵蒂冈，加拿大和马来西亚各有一个弃婴收容所。这种收容所的设立确实为弃婴提供了一个安全的环境；但同时是否会助长不负责任的母亲继续做这种一时冲动的决定呢？联合国儿童权益委员会也为此担心，害怕弃婴事件会因此越来越多。不仅仅匿名母亲会遗弃自己的孩子，父亲以及其它亲属也可能会在母亲不知情下遗弃孩子。据德国官方统计 这些弃婴岛平均每年会使用两次。

就弃婴问题，中国面临着三方面的困扰。第一、未婚生子的妈妈不被社会所接受。第二、在中国的许多地方重男轻女的思想严重，大部分的弃婴都是女婴。但是在天津，大家还都是喜欢养女孩子的，因为家里不用为女孩子而筹钱买房结婚，便省了不少开支。第三、城乡差异巨大，由于极度的贫困无法供养小孩。天津在全国来算是最顾家的了，所以他们会弃婴的行为嗤之以鼻。

但是，天津还是为可怜的弃婴提供及时的帮助和关怀。弃婴岛今年元月一日正式成立，当天下午三点接受了第一个弃婴——一个患有脑麻痹的五天大的女婴。孩子的父母可以把婴儿放到特定房间的保温箱里。父母如果决定离开便可以按下警铃，3-5分钟之后铃声才会响起，医护人员会来接孩子。

都说弃婴岛会鼓励弃婴行为，但是如果有人要遗弃自己的孩子，绝对不会因为有没有弃婴岛而改变。最近一些弃婴在垃圾箱里被冻死的事件频频发生，有些不负责任的家长就不想让弃婴被人发现。弃婴岛的存在，至少给孩子们一个安全天堂。

**W**here do you stand on the issue of abandoned babies, would it be better to have a safe place to leave them in, or do you think that this would encourage abandonment? It is a sad fact that whatever country we come from, there will always be abandoned babies. Sometimes the mothers leave them where they can be found relatively quickly, wrapped up against the cold. Sometimes they are simply left in trash cans and it is obvious the mother does not want the baby to be found.

Although we cannot begin to imagine what kind of pressures women are under that they feel it preferable to abandon their baby, what we can condemn is the heartless manner in which some of the poor little souls are left. At least if they do not want their babies, they can at least make sure that as one last motherly act they leave them in a condition that they at least can continue their little lives.

A hot topic in the news in Tianjin at the moment is arrival of what is termed "Abandoned Island", which is a safe place for mothers to leave their unwanted babies. I am a person of very strong opinions usually, but I must admit that this time I really do not know where I stand on this issue.

The idea of a place to leave new-borns is not new, although it is newish to China, with an Abandoned Island being set up in ShiJiaZhuang in

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# Abandoned Babies

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By Paula Taylor



An abandoned baby girl in an incubator



**Happily in Tianjin, families seem to prefer girls and they are actually becoming more desired than boys, because the parents of girls do not need to supply a house when they get married, whereas the parents of boys do**

2011. Nanjing and Xi'an also have one. As far as Europe is concerned, there are many such places provided and here are a few statistics; Poland has 45, Czech Republic 44, Hungary 26, Slovakia 16, Lithuania eight, Italy eight. As from last year, the Netherlands, Switzerland, Vatican, and also Canada and Malaysia all have one. I am torn between thinking that at least the place they are left in is safe and that the babies can be found in time, and wondering if these places will make it more likely that women will act on the spur of the moment and abandon their child, even thinking in economic terms that their child can have a better life with someone else.

Incidentally this is something that the UN Committee on the Rights of the Child is also worried about. They fear that because it is easier for mothers to anonymously leave their child, it may encourage fathers or other relatives to also abandon children, without the mother's knowledge. The UN reports that there are baby boxes across Europe and Germany has the most with 99 across the country. The German authorities say that the boxes are used twice a year on average.

There are three problems that China has to face. One, unmarried mothers are hugely stigmatised, it is still socially unacceptable for a woman to bear a child out of wedlock. When I ask my friends what would happen if they got pregnant without being married, they just shudder and say "Impossible", they would never be able to let their families know, hence abortion figures are high. Two, in many places, particularly the countryside, people prefer boys so the majority of abandoned babies are girls. This is a problem that the Government is actively addressing and there are huge advertising campaigns to discourage people from aborting and abandoning babies just because they are

girls. Happily in Tianjin, families seem to prefer girls and they are actually becoming more desired than boys, because the parents of girls do not need to supply a house when they get married, whereas the parents of boys do, so families are really under pressure if they have sons. Three, poverty, there is a huge disparity in wealth between town and countryside dwellers.

Tianjiners are amongst the most family oriented groups in Chinese society, so when they hear of abandoned babies, there is widespread condemnation. However again, like me, many are unsure as to whether the Abandoned Island is a good idea or not.

On the positive side, they are doing their best to ensure that poor little things are given immediate help. The Island opened on 1st January this year, and by 3pm of that same day it had already received its first baby. Authorities say it was a girl whose umbilical cord was not completely cut off, she was around 5 days old and

know where to find their child. After that the child will be taken to the local orphanage.

To silence the objections that the Abandoned Island will encourage people to leave their child without a second thought, the point was made in the local media that if someone is going to abandon their child, they will do so with or without the Abandoned Island being available. Indeed recently there have been reports of babies dying after they have been left in trash cans in the middle of winter without adequate clothing. Even though rescuers found them, they still ended up dying of hypothermia. Sometimes the abandoned babies are hidden away and it is obvious that the parent/s do not want them to be found, preferring that they just die and thereby leave no trace of their "guilty secret".

It seems as though much time and money has been spent on making Tianjin's Abandoned Island appealing and adequately equipped to care for abandoned babies, but I still feel very uneasy about it. Is Tianjin trying to keep up with the rest of the world in supplying these safe



The Safe Island in Tianjin

they think she is mentally disabled, as well as suffering from cerebral palsy. Poor little thing. Maybe the mother realised that there was something wrong with her and decided she didn't want to keep her, or maybe it was not that simple.

Here is how it works, the person who wishes to abandon their baby simply takes it into the special room, which is equipped with an incubator. There is a delayed alarm system installed so once the adult is ready to leave, they press the alarm and a bell will ring around 3 – 5 minutes later, leaving the adult time to make a quick exit. Once the alarm is heard the appropriate nurses/doctors will go along and rescue the baby. There is a cooling off period so that if the parent has a change of heart, they will

havens, or is it simply that there are so many abandoned babies that something had to be done? Incidentally a recent report states that there are currently 399,548 children living in foster care awaiting adoption in the U.S, and likely a similarly high number in England. I would really like to know how many babies are abandoned in Tianjin every year. Like most orphanages all over the world, the ones here are full.

Regarding the Abandoned Island, the reason I am so undecided in my opinion is, although I know that at least the Abandoned Island will provide the children with a safe haven, it just seems to be that the very existence of such places, the very fact that such places are needed just seems proof that our societies are failing. What do you think, are they a necessary evil?

## 中西方文化的碰撞：拥抱

拥抱作为一种表达思想、交流情感的手段，在中国的使用不多，因为中国人天性内敛、羞涩，有时甚至有些拘谨。彼此交流的方式更多地是用语言或表情，肢体语言多数也停留在握手而已。

网络热议的“抱抱团”活动崇尚与陌生人自由拥抱。而最早向世界推行这个活动的则是一个叫贾森·亨特的美国人。活动的灵感来自于他去世的母亲。5年前亨特在母亲的葬礼上听到许多关于母亲的事迹，得到过亨特母亲帮助关心过的人回忆从她那里得到的温暖，一方面受到母亲故事的感召，另一方面感觉自己需要借助他人提供的温暖来克服丧母的悲痛，于是亨特做了个写着“真情拥抱”的纸牌走上家乡的大街。出乎意料的是，第一个与他“真情拥抱”的人是一个路过的姑娘。从这一天起，“FREEHUGS”这个关于爱和分享的运动开始在全美国甚至全世界蔓延。

而“抱抱团”的出现，对中国这样民风传统的国家，到底有着什么样的积极作用呢？能带给他们所期望的那种美好感受吗？“抱抱团”的初衷是美好的，但连熟悉的家人都很少拥抱的中国人，可以从中学会拥抱带来的温馨愉快感受吗？我想在拥抱的那一瞬间，他们感觉更多的可能是尴尬和不自在，或许还有些对这种行为的不理解。不过，随着中西方文化交流的日益频繁，中国年轻一辈对于西方外来文化的接受程度普遍提高，逐渐会对此类文化差异有更深刻的认识。中国也有一句谚语：予人玫瑰，手有余香！

# Culture – Free Hugs

by David Wong

In a recent article in the China Daily, it was reported that an education program is in the process of measuring students "EQ" Emotional Quotient. The first homework assignment for the students in this group was to go home and give their parents a hug. It was felt that Chinese children have a lower emotional quotient than western students. This is probably true, as Chinese families have traditionally shied away from showing open affection and especially displaying physical intimacy such as hugging or kissing in public.

A hug is when two people put their arms around the neck, back or waist of one another and hold each other closely. If more than two people, it is referred to as a group hug and another similar version of hugging is cuddling, where two people will walk with hands intertwined. This is especially common among women in China and we will address this later.

In the West, initial greeting start with a simple handshake but as the two persons become more familiar, it can progress to hugs upon greeting and departure. This leads to a dilemma in Asian cultures because hugging is not so common and not as openly accepted, especially between a man and woman. The issue is compounded if the person giving a hug is a foreigner to a local Chinese lady.

Almost every native person I spoke to indicated that they were not comfortable receiving a hug but tolerated it because they recognize that this was an accepted custom in

the west. Again woman-to-woman, was no problem but when it comes to receiving a big crushing hug from a "lao wai" 老外, a foreigner, the seconds seem like hours and she will hope that no one she knows, is watching.

This is due to traditional Chinese upbringing and very conservative education in the school system and at home. Sex education was only recently introduced into the Chinese system and still very basic and just in a form of presentation with minimal discussion, if any. This is changing as more Chinese are studying abroad and getting more exposure to international visitors and customs.

The key teaching of Confucianism is the spirit of benevolence, which values governmental morality, correctness of social relationships, justice and sincerity. People lived in clusters and smaller villages and were kind and supportive to each other. However with the rapid economic growth and people moving to mega cities where neighbors do not know each other and people you meet today, will not likely cross paths again, the old rules are quickly fading as new rules arise. The acts of kindness seem unnecessary and resulting in cases of public passing by fallen pedestrians hurt but unheeded. People are getting mentally disoriented and not sure how to react to these new morals.

The Chinese new youth, referred to those born after 1980, are in the midst of this change. Their children are openly hugging and

Almost every native person I spoke to indicated that they were not comfortable receiving a hug but tolerated it because they recognize that this was an accepted custom in the west.

comfortable with public physical intimacy such as handshakes and hugging. Some Chinese men are still struggling with giving a firm handshake instead of a limp fish, a wet one at that, since he is nervous and has sweaty hands.

The Chinese government is supporting this change with greater exposure to international programs. One of the most successful is the Confucius Institutes administered by the HanBan 汉办 which literally means the Chinese Language Department of the Ministry of Education. This







Hug your friend

program was introduced in 2004 with a main objective to teach Chinese to foreigners. But the program has now expanded to teach Chinese cultural programs and crafts.

I was involved with establishing one of the first Institutes in Edmonton, Alberta, Canada and it is now thriving with an extensive library and has several volunteer teachers from China. There are now over 1000 Institutes throughout the world and over 10,000 teachers spending 2-3 years in foreign schools. When they return to China, they bring back new ideas and

exposure to cultures. As this passes through the Chinese education system and students, China will become more comfortable with how to react to strangers and their sometimes-strange customs. This won't happen overnight but gradually and by the next generation.

As Madam Xu Lin, Director General of the HanBan emphasizes, the teachers learn as much as they teach and it is a mutually rewarding experience. There is an old Chinese saying: "When you give a gift of roses, the fragrance remains." The HanBan headquarters is just north of the second ring road at DeShengMen gate 德胜门. There is a wonderful interpretative center open to the public and children and adults can learn about the origins of Chinese calligraphy, musical instruments and cuisine. There is also a large selection of Chinese language textbooks and teaching aids.

Another example, of trying to adapt a more caring attitude is the introduction of World Kindness Day (November 13) to China. This event was introduced in Australia in 1994 and is picking up momentum and being recognized by several countries. World Kindness Day is to highlight good deeds in the community focusing on the positive power and

the common thread of kindness, which binds us. Kindness is a fundamental part of the human condition which bridges the divides of race, religion, politics, gender and zip codes. Kindness Cards are also an ongoing activity, which can either be passed on to recognize an act of kindness and or ask that an act of kindness be done. Approaches are being made to the United Nations by the peak global body.

In 2006, a young man in Hunan introduced World Kindness Day and it was picked up by the netizen and each year there appears to be more people doing kind deeds for strangers and giving more hugs to everyone. Trying to have everyone take some time out from his or her own selfish busy activities and try to pass some happiness to others.

Not only in China are there changes in the frequency of hugging. I polled several of my friends in Canada and they all made the same comments. Hugging is more visible and active now than when we were younger. We all see our children readily giving a hug in situations when we have a past relationship or become friends. Saying goodbye with a handshake seems too impersonal and we need the



Hug your family



HanBan Director General Xu Lin

physical embrace to express ourselves. My friends also say that hugging is more prevalent with younger girls and amongst girls versus boys, especially the teenagers. There is always a concern of sexual harassment so some schools actually banned hugging but I think that is going too far.

One of my other friends also thought this was a terrific subject and I am thinking of a way to use it as a research project in order to get more hugs with strange ladies, but I think that this is going too far. (My friend was a goalie on the University hockey team, I think before the use of protective headgear, so he was always thinking outside of the box.)

Again, quoting from HanBan Director General Xu Lin, "When you give a hug, you usually get one in return." Which sounds like a good idea, so why don't we all try it?

## 三峡游轮

此次行程主办公司是世纪游轮公司，我乘坐世纪传奇号游轮有142米长，7处甲板，两套电梯，两个餐厅，一个酒吧，健身房，美容沙龙，SPA甚至还有游泳池。可容纳400个乘客和150名工作人员，环境非常舒适。

六年前，我曾经参加过一次令人不快的三峡游轮之行。可以承载200人的游轮又脏又臭，船上的餐饮也难以下咽。虽然这三天行程甚至害得我食物中毒，但是三峡的美丽景色让我印象深刻。那时的三峡，因为没有大坝的缘故，所以水位比现在低很多。如今水位上升到70至110米，大的船只也可通行无阻，而且，景色依旧使人流连忘返。

三峡大坝工程最早是由孙中山提出，之后经毛主席、邓小平等国家元首的领导之下，经周密研究之后于1992年批准开工，历时17年。三峡工程耗资300亿美元，是迄今为止全世界最大的水力发电工程。同时，该项目在进行之初也饱受争议。因为，一些环境学家认为三峡工程会影响扬子江水流和水中生物链，还有可能造成淤泥滑坡；150万居民被迫移居；一部分历史古迹也被水淹没。但是，此项工程为中国提供了强大的电力能源保障并缓解洪涝灾害隐患起到举足轻重的作用。

扬子江游船之行是一个很棒的旅游方式来认识中国。乘坐邮轮顺流而下，只需四天三晚的时间就能从重庆到达宜昌，等到九天行程结束时，就已经抵达终点上海港口。沿途有28个景点分别是：白鹤梁、石宝寨、风都（鬼城）、张飞庙还有黄鹤楼等。途经主要城市有荆州、武汉、南京、上海等。船上还有各种各样的娱乐消遣活动、中医知识介绍和中国历史演讲等，因此你完全不会感到无聊。

It was finally completed in 2012 and the river had risen another 100 meters in some points. This took away some of the height from the dramatic views when I visited before but it is still quite spectacular. With the increased depth of the waterway, it is now possible for larger cruise ships to travel the Three Gorges. So when my good friend, Mark Wang at CTS China Travel Service, contacted me that there was a special voyage from Chongqing to Shanghai through the Three Gorges, I was very interested.

The Three Gorges Project 三峡 SanXia was

# Yangtze River Cruise

by David Wong

The normal cruise starts at ChongQing to YiChang taking 4 days and 3 nights downstream and one extra night at a slower pace going the reverse route upstream.

I went on the Three Gorges river cruise about six years ago and it was a dreadful experience. The boat was quite big holding 200 passengers but it was dirty, small and smelled bad. The food was terrible and I ended up with food poisoning during the 3-day trip. The scenery

was spectacular and the level of the Yangtze was very low in comparison to now, because the Three Gorges Dam was not completed at that time. Now that the depth of the Gorges has been raised an additional 70-110 meters, larger ships can make the journey.

first discussed by President Sun Yat Sun in 1919 and Chairman Mao in the 50's and Deng Xiaoping in the 70's but the project was finally approved in 1992 the National Congress and work started in December 14, 1994 and after 17 years, was completed in 2012. It is the world's largest electric



Obeservation Deck Night View



generation plant with a capacity of 22,500MW with 34 generators, making it the largest power generation plant in the world and completed at a cost of over 200 billion rmb or \$30 billion USD.

It is also a very controversial project. Some environmentalists say that it has a negative impact of the water flow and habitat and will create problems of silt deposits. It has displaced 1.5 million residents along the river and buried relics and historic buildings under the higher water levels upstream. Without commenting on the controversies, the project certainly adds a big boost to China's power grid and the dam must help control the future flooding problems. The cruise is an excellent comfortable way to see a large part of China. The displaced people have new homes.

The normal cruise starts at ChongQing to YiChang taking 4 days and 3 nights downstream and one extra night at a slower pace going the reverse route upstream. This special voyage took 8 nights and 9 days and ended at Shanghai. We travelled 2900 Kilometers and it was truly magnificent. This was the first time that this cruise company has travelled this route. They will review the results of this first voyage and decide whether or not to offer this a regular trip. At present, the 3 and 4-day ChongQing and reverse trips are offered every week. And they will likely extend this to WuHan. You can check their website: [www.centuryrivercruises.com](http://www.centuryrivercruises.com)

I hope that they decide to make this longer route available in the future to their customers; I think that it would become very popular. There are certainly enough to do during the trip, as there are 28 scenic stops and major cities on route. Scenic spots such as: BaiHeLaing, ShiBaoZhai, FengDu (Ghost City) ZhangFei Temple and HuangHe; and cities such as: JingZhou, WuHan, Nanjing, and Shanghai Also on board activities are numerous, with many lectures such as: Chinese Traditional Medicine, History, Movies and other entertainment.

The company is Century Cruises and the ship was Century Legend. The ship is 142 meters long with 7 decks and equipped with 2 elevators, 2 restaurants, a bar, exercise room, beauty parlor, spa and swimming pool. It can hold 400 passengers and has 150 crew. It runs very smooth and if you do not look outside, you would not know you were moving. It was completed in 2013 in ChongQing with Norwegian design.

Captain Chen Chang Xia 陈长侠 was in charge on my voyage and I had a chance to interview him. He is 50 years old and his home town is Gui Cheng 鬼城, one of the historic stops and off ship excursions during the first day of the



Spectacular scenery of the Yangtze

voyage from ChongQing. In fact, most of the crew is from the ChongQing area. Captain Chen has over 28 years of river navigation experience and has been a captain for the last 10 years.

I asked Captain Chen why he decided to drift to this occupation. His first job in was with a company that dealt with river transport and he found this interesting, also travel was an incentive. Those working on the river cruise, work everyday and they receive their holidays in 7-8 day periods so they are away for longer periods than normal. Captain Chen's hobbies are reading and getting together with friends when he is on home leave. He has one son who is 16 and wants to be a journalist.

I wanted to know if there were any special pressure or stress with the responsibility of being a captain of a large ship and so many people. He responded that he has a very experienced and capable crew and a ship that had the most modern equipment. The most dramatic moment was when the 142-meter ship passed through the 5 locks at the Three Gorges Dam site. At each lock, the ship was lowered 25 meters and the captain steered the ship within a meter of the wall and need to stop within a few meters of the boats in front that were also passing through the locks.

Captain Chen replied that it is just like driving and parking a car, after years of experience, it becomes a learned skill. I'm not sure how well he would fare in Tianjin rush hour traffic? A tour of the ship's control deck was also interesting. I was expecting an elaborate instrumentation panel but it was relatively simple with some radar screens, GPS locators and computerized mapping that provided river depth (the ship needs 3.5 meter depth) and location of other nearby ships travelling on the river.

There are traffic rules on the river.

Downstream has the right of way and the ships are in communication with a wireless walkie-talkie system and upstream traffic is on the left and downstream is right. At night, each vessel has high power lights and sounding of horns as each approach. During our journey approaching WuHan, our ship had to stop during a high fog stretch. I was curious that with all our modern technology, why did we have to stop. He replied that we would have no problem but most other ships are not as well equipped and would be dangerous in causing a collision, therefore all traffic is ordered to stop by local authorities. Makes sense.

Just a word of caution, don't expect to have Internet connection during the voyage through the Gorges; I suggest that you try to bring some portable Wi-Fi device and even that will be sketchy. Also read up on some diet books because the food is fabulous so what you lose in Internet connections, you will gain in weight.

The competition for river tours is growing, so expect to have many choices, as other companies will expand their fleets. For more information, you can contact my friend, Mark Wang at CTS, his email is [markwl.md@ctsho.com](mailto:markwl.md@ctsho.com) and he will be happy to steer you to the closest Tianjin office for a fabulous holiday.



Captain Chen and I

### 春节逛庙会，喜庆中国节

庙会是春节期间最具代表性的庆祝活动，是指在寺庙附近聚会，进行祭神、娱乐和购物等活动，是中国民间广为流传的一种传统民俗活动。在人们的娱乐生活还远不如现在那么丰富的时候，定期举办的庙会就成为华夏大地上最重要的休闲娱乐活动。现在，庙会主要在春节、元宵节和一些重大佛教节日的时候举办，是你能够集中感受中国传统文化的机会。春节期间，天津一些历史文化胜地比如天津古文化街、鼓楼商业街、食品街、二宫、大悲院等地都会举办不同类型的庙会，让民众感受浓烈的节日气氛。蓟县独乐寺庙会和葛沽的宝辇出巡则代表了天津本土民间文化，是中国其他地方看不到的。

# Spring Festival Temple Fairs

By Monica Wang and Chao Lee



**A** Temple Fair is always a great place to visit and experience during Spring Festival. Temple Fair is the English name given to gatherings, sacrifices and the entertainment and shopping activities that are going on around a temple. To be honest, the temple culture is not as rich and prosperous as it used to be when regular temple fairs were the biggest events in China. Nowadays, they are only held during the Spring Festival and the Lantern Festival as well as major Buddhist festivals. However, it is always a special event and also the only time when you can enjoy many traditional Chinese folk arts at the one time and place. Don't miss the fairs in some of the major traditional locations in Tianjin and

experience the real atmosphere of a Chinese New Year!

### Tianjin Ancient Culture Street 天津古文化街

What's the first place that comes to people's mind when talking about Temple Fairs? Naturally - Tianjin Ancient Culture Street. In December you can tell that Spring Festival is approaching because the shops in the street have already started selling festive decorations such as New Year paintings, paper-cut *diao qian*, couplets, calendars, lanterns, traditional clothes and hair decorations. These are the traditional festive commodities that Chinese people love to buy



to celebrate the New Year and so it is no wonder that people flock to Ancient Culture Street.

From January 31 until February 5 there will be celebrations every day, including gong and drum shows, a ceremony for welcoming the God of Fortune and a Jade Emperor tournament.

Add: 79 Gong Bei Da Jie, Nankai District  
地址：南开区宫北大街79号

### Drum Tower 鼓楼

The 2014 Drum Tower Temple Fair has six important components - food, games, sightseeing, shows, exhibitions and shopping. This year visitors will be able to try some local snacks, including the local favorite of dried fried nuts and, of course, the desserts. Children can try their hand with clay modeling, sand painting and other art and crafts activities. Then there are the magic shows, the dragon and lion dancing which are all interactive. For the fans of traditional Chinese arts there will be folk music and Peking Opera shows. Naturally, there will be many special Chinese handicrafts for all to buy as souvenirs or gifts.

### Make your New Year Wish at Da Bei Yuan Temple 大悲院

On the morning of the first lunar day of the new year most Buddhists will celebrate the spiritual ceremony for the new year - a new year that is full of hope for the unknown



future. Some people will gather outside the temple because they want to be the new year's first person to be blessed by the Gods. As soon as the temple's main gate opens, people will dash into the temple to insert their incense stick into the big container. The word is the winner gets a big red envelope and good luck from the temple.

Admission is about 5 RMB but be prepared to wait patiently in the seemingly endless queue. The most important thing is to remember to go through the correct gate to enter the temple yard and then exit from the other.

Add: Gulou Business Street, Cheng Xiang Zhong Lu, Nankai District

地址：南开区城厢中路鼓楼商业街

## Nanshi Food Street

南市食品街

If you are a big food fan, then don't miss the Nanshi Food Street. All the time-honored restaurant brands in Tianjin have outlets in the street. There you can eat Tianjin's three most famous delicacies: erduoyan - deep fried cake, hibajie - twisted fried dough and goubuli baozi. As well as these there are numerous choices for all tastes. Make sure you go with an empty stomach!

Add: Rong Ye Da Jie, Heping District

地址：和平区荣业大街

## Er Gong

二宫

Er Gong, which is short for Tianjin No. 2 Workers' Cultural Center, is a comprehensive center that includes recreation, entertainment, sports and fitness facilities and dining areas. In the park, there is the Spring Festival Temple Fair which has been held over the last ten years. The show is particularly well



Busy fair at Ancient Culture Street

known as it features the celebrations of ordinary Tianjin people. Visitors will see traditional shows performed by amateur enthusiasts, interactive games and can enjoy some local snacks. The lantern show, on the 15th of the first lunar month (Feb 15th), is one of the most famous in Tianjin and well worth seeing.

Add: Guang Hua Lu, Hedong District

地址：河东区光华路

## Dule Temple Fair

独乐寺

Dule Temple is located in the center of Ji County. Yuyang Ancient Street is the major tourism site of the area. As this is a historical county, the visitor can see authentic folk art, acrobatics, martial art and dances. Most of the shows are performed by local villagers. As well, there is also the "Treasure Chariot" Parade at nearby Gegu.

Add: 41 Wu Ding Jie, Ji County

地址：近郊蓟县城内武定街41号

## Gegu Town

葛沽宝辇

It is said that the legendary godmother returns to her palace on the 16th day of the first Chinese lunar month. That is why the "Treasure Chariot" parade will be buzzing with activity and excitement which will continue through the night. Actually, there are three processes involved in sending the godmother happily back to her palace. All of these involve pleasing the godmother and sending her on her way.

The treasure chariot parade will be held in Gegu in the Jin Nan District of Tianjin. It began when the area's main activity was fishing and shipping and has gradually evolved into a unique cultural tradition. The parade contains aspects of history, popular customs, art, religion, trade and other traditional cultural activities. It is now a special cultural heritage event central to the ancient town of Gegu.

In recent years, on the 16th day of the lunar year, the traditional activities have become even more popular. The local people have continued the performance and, now, run an accompanying flower show. It is no surprise, that Gegu was named a "Chinese Folk Art Town" by the culture ministry in 2003. If you get the time, despite Tianjin's busy Spring Festival calendar, you must go and check it out.

Route: Drive along Da Gu Nan Lu – Tian Jin Da Dao – Jin Gu Gong Lu

交通路线：大沽南路-天津大道-津沽公路



Dule Temple Fair

## Korean Air honored as one of the top 3 foreign airlines in China

Korean Air once again confirmed its status as a top airline serving on China routes.

The company was chosen as one of the top 3 foreign airlines at the “2013 Beautiful China Xinhuanet Travel Awards” ceremony held at the China World Hotel in Beijing on Dec. 22. Xinhuanet ([www.xinhuanet.com](http://www.xinhuanet.com)) is the online media of Xinhua News Agency of China.

Chae Jong-hun, Korean Air’s vice president for China, participated in the ceremony, which was attended by many Chinese officials, including Mei Zhenyu, vice president of China Association of Policy Science.

Xinhuanet gave awards in five areas, including “Best Foreign Airlines Top 3,” “Best Chinese Festivals Top 24” and “Best Islands for Travel in China Top 4.” The winners were selected through a screening process that lasted over two months. Korean Air was honored as the Best Foreign Airline in recognition of its diverse and continuous social contribution programs in China, its efforts to develop new routes, and the high quality of its

inflight service.

Since 2007, the airline has been creating the “Korean Air Green Ecological Park” in the Kubuqi Desert in China, one of the major origins of yellow dust. As a result, a 3.4 million-square meter area in the desert has been turned into a forest with 1.1 million trees. Korean Air has also built libraries in elementary schools in poor areas and donated computers under its “Loving Hearts Project,” which started in 2008.

Korean Air launched a route connecting Busan, Korea to Nanjing, China in July 2013. The company is also operating A380s, the world’s largest aircraft, on the Incheon-Hong Kong route since 2011, which has greatly contributed to upgrading services for passengers of the two countries.

Korean Air offers services to more Chinese cities than any other foreign airline, operating on 30 routes in 23 cities. To preserve its reputation in China, the Korean national flag carrier will continue its social contribution programs and offer high-class airline service.

## Sponsorship For Incheon 2014 ASIAN PARA Games



Korean Air has become a sponsor for Incheon 2014 Asian Para Games. In the above picture, Korean Air President and COO Chi Chang-hoon (right) poses for the camera along with Kim Sung-il, Chairman of the Organizing Committee for the Games, after a sponsorship ceremony at the head office of Korean Air in Gonghang-dong, southwestern Seoul, on Dec. 18.

## Korean Air Charity Café

Korean Air held a one-day charity cafe on Dec. 21 at Useful Space, a cafe near Samseong Station in Seoul under the theme “2013 WITH, Its Special Meaning to Sharing.” About 50 employees and voluntary workers recruited through SNS channels participated in the charity event, which featured a bazaar selling items donated by Korean Air employees, a photography lecture and a mini concert. The picture shows a scene from the mini concert presented by airline staff.





## Korean Air introduces traditional Korean 'table d'hôte'

Korean Air has recently announced that in response to the popularity of the Korean air cuisine served onboard its flights, it will introduce a traditional Korean 'table d'hôte'. The new 'table d'hôte' will expand the choice of Korean food served onboard, modified slightly to appeal to non-Korean palates.

Heather Cho, Executive Vice President of Catering & In-flight Sales Business Division/Cabin Service/Hotel Business, said: "Korean Air is pleased to offer our customers the chance to experience the tastes and textures and also enjoy the nutritional benefits of our Korean 'table d'hôte' in-flight menu. The dishes have been slightly modified so that people of all nationalities can enjoy Korea's traditional foods."

Korean Air's new Korean 'table d'hôte' in-flight meal marks a new initiative in onboard cuisine. Korean cuisine is known to reflect healthy eating principles and more and more nationalities are enjoying the experience and Korean Air is pleased to cater to its passengers' wishes. The airline has spent a year developing the Korean 'table d'hôte' with numerous trials and food tastings.

To make passengers feel more comfortable with the menu, the Korean 'table d'hôte' in-flight meal is served as a separate appetizer, salad, main dish and dessert — the previous way of serving the Korean inflight meals was for all components to be served together.

The Korean 'table d'hôte' in-flight meal will be launched with a winter season menu that has an appetizer of seafood salad with mulberry yoghurt sauce. Black rice and walnut porridge with salad and plum dressing will be served after the appetizer, followed by a choice of either braised pork and kimchi or

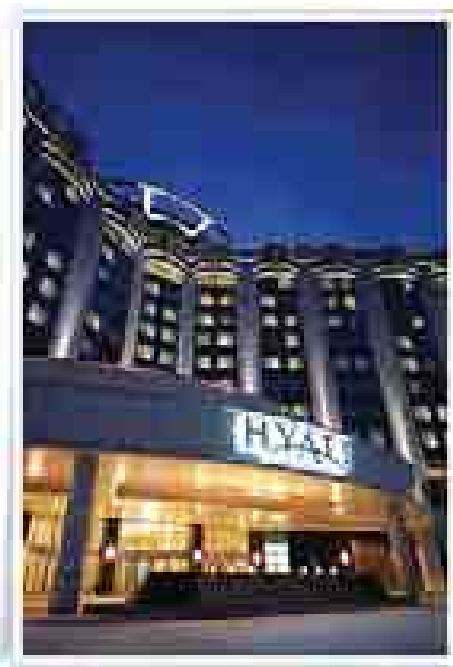
wrapped salmon with bean curd as the main course. Finally, cinnamon punch with dried persimmon will be provided as dessert .

Korean Air will serve Korean 'table d'hôte' in-flight meals to its First class passengers on the Americas, Europe, Oceania, Southeast Asia routes as from Jan. 1, 2014.

In addition to the introduction of the 'table d'hôte' since Dec. 2, 2013, Korean Air's First and Prestige class passengers on international routes have been enjoying one of the finest champagnes in the world \_ Perrier-Jouët (Belle Epoque, Bell Epoque Blanc de Blancs, Blason Rose, Grand Brut) and in keeping with the quality of the champagne it is served in elegant Riedel glassware.



## Hyatt Regency Incheon awarded 'Best Airport Hotel' by Global Traveler for second straight year



The Hyatt Regency Incheon has been named "Best Airport Hotel" by the American luxury travel magazine Global Traveler for the second consecutive year.

The award was given to the Hyatt Regency Incheon to show its reputation as a world-class international hotel. Global Traveler has been running the "Global Traveler Tested Award" for 10 years. More than 22,000 online and offline business and luxury travelers participated in the voting for 80 travel service areas including airports, hotels and airlines.

"It is a great honor to be awarded for two years in a row by this renowned world travel magazine," said Paul Wright, General Manager of Hyatt Regency Incheon. "It is a recognition for our 10 years of authentic hospitality, as we continue to provide better services and facilities for our guests to ensure a memorable stay, along with the great milestone of opening the West Tower in the hotel next July."

The Hyatt Regency Incheon is strategically located minutes away from Incheon International Airport. The hotel is also easily accessible from downtown Seoul and the Incheon Free Economic Zone and is in an ideal location for international conferences and meetings.



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# HELP SAVE THE 'WOW'

These points of the animal kingdom made King Kong a star, and cunning they are to catch and protect a life. For 50 years WWF has been battling poached animal products, but it's not enough to stop the killing. To protect the sophisticated animal products, we are working with governments to tighten law enforcement. We're also working with consumers to reduce the demand for animal-made products. Help us look after the world where you live at [panda.org/50](http://panda.org/50)



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## LOCALEVENTS

### Radisson Blu Plaza Hotel Tianjin wins Hotel of the Year award



Carlson Rezidor Hotel Group, one of the world's largest and most dynamic hotel groups, honored its top performing employees and hotels, in celebration of their extraordinary contributions and creation of bright spots for customers and guests. The awards ceremony was held at the group's annual Asia Pacific General Managers Conference 2013 at Radisson Blu Cebu, witnessed by more than 150 general managers and senior executives from Asia Pacific, US and Europe.

Radisson Blu Plaza Hotel Tianjin received the Hotel of the Year award, for its outstanding performance in the last 12 months. Located in one of the most competitive cities in Asia, and on the city fringe, the hotel had a challenging start following its opening. True to Carlson Rezidor's credo of "never ever giving up", general manager Clive Murray and his dedicated team rose to the challenge and in the last 12 months, has exceeded their Gross Operating Profit.

### Maxim's De Paris is now Open

Chinese cuisine has always been the most spectacular part of the Chinese culture. Probably only French cuisine could be compared with the Chinese in the food culture of the world. At Maxim, customers will enjoy our classic French dish--- foie gras and baked snails. The head chef Alain Le meur, who has been working in Maxim for over 20 years, will serve his specially made Bouillabaisse for Tianjin customers.



Bouillabaisse is a well-known french dish with a history of 2500 years. At first, it was a simple farm dish for the fishers, mixing fish, shrimp, shellfish together. But in a few years, Bouillabaisse had gradually become a famous dish for the French aristocracy instead of a home-cooked meal.

Mr. Alain Le meur was born in a family of great chefs in France. He has mastered the essence of French cooking in years of experience. He has worked Maxim restaurants in Paris, Monaco, and Beijing, while he was operating three-star Michelin kitchens at Pierre Gagnaire and Lucas Carton. Now he is the world executive head chef for Maxim. Mr. Alain Le meur said: 'we will cook every Maxim's dish in Tianjin as the way it does in Paris.'



### The Astor Hotel, A Luxury Collection Hotel, Tianjin won two awards

2013 Restaurant & Hotel Awards Ceremony of Jin Magazine were successfully held recently. 1863 Bistro & Terrace of The Astor Hotel, A Luxury Collection Hotel, Tianjin has been awarded The Best Authentic Western Restaurant in Tianjin. Meanwhile, the 1st China Best Hotel & Resort Awards ceremony of My Vacation Magazine was successfully held in Wuxi the same time. The Astor Hotel received its 20th media award - The Best Boutique Hotels of China in the end of 2013.



Established in 1863, with 150 years legendary history, The Astor Hotel overlooks the Hai River in the heart of the former British Concession. Throughout its proud history as a 'Diplomatic Hotel', it has hosted many global leaders and landmark events. Dr Sun Yat Sen presided over China from The Astor Hotel. The last Emperor Pu Yi and Empress Wan Rong used to dance in the hotel ballroom. In 1957, then Premier Zhou En Lai met the visiting Polish Premier here.

### Let the Games Begin: World's Largest Snow Polo Tournament Gets Underway in China

8 January 2014, Tianjin - For the third year running, the lush green polo fields of the Tianjin Goldin Metropolitan Polo Club were carpeted in crisp white snow, as China's premier polo facility hosted the Fortune Heights Snow Polo World Cup 2014.

Asia's first and only snow polo tournament and the largest of its kind in the world, the Fortune Heights Snow Polo World Cup is becoming one of the most talked about events in the international polo calendar, carrying on the prestigious tradition of snow polo first established on the frozen expanse of Lake St. Moritz in the 1985.

Bundled up in scarves and hats, spectators from around the world gathered for the opening ceremony and the traditional salute from the stars of world polo, wearing the colours of twelve nations and region: Australia, Brazil, Canada, Chile, England, France, Hong Kong China, Mexico, New Zealand, South Africa, Spain and the USA.

The 14-16 goal handicap teams will compete over ten exciting match days. During the group stage, every team will play three games of three chukkas each; four teams will be eliminated, with eight progressing to the quarterfinals. The grand final took place on Sunday 19 January.





## WANDA VISTA TIANJIN APPOINTED MS. YUKI DONG AS DIRECTOR OF SALES & MARKETING



Recently, Wanda Vista Tianjin announced the appointment of Ms. Yuki Dong as Director of Sales & Marketing, in charge of sales, marketing and communications.

With more than 10 years of profound experience in Sales & Marketing, Ms. Yuki Dong served many global re-known hotel chains including Accor, Intercontinental and Starwood. She has joined Wanda Hotels and Resorts since December 2013. Before this appointment, she was Director of Sales & Marketing of Sheraton Tianjin Binhai Hotel. With her rich and extensive experience and enthusiasm, Ms. Yuki Dong will guide the sales & marketing team to take Wanda Vista Tianjin to be the leading five-star plus hotel in Tianjin. At the spare time, she likes travelling and watching movies.

## Renaissance Tianjin Lakeview Hotel has been awarded at the 6th China Hotel Industry Annual Meeting



Renaissance Tianjin Lakeview Hotel has received 3 awards from the 6th China Hotel Industry Annual Meeting in Beijing at 31st of December, 2013, which are "Best Business Travel Hotel in China", "Best Wedding Hotel in China" and "TOP 10 General Manager in China".

The China Hotel Industry Annual Meeting has the high influence and strong reputation in the hospitality industry. The award has decided by industry experts and relative authorities, through the strictly classified selection and evaluation. They have given the highest compliment to the selected hotel brand and the best performance leadership.

Renaissance Tianjin Lakeview Hotel has very high commitment from the communities since the opening at the 10th of September, 2010, and in both hardware and software supply. As the most popular hotel between business and leisure travelers, we are very concern and listen to every guest's voice, and always to achieve guests' satisfaction in the first place. To be mentioned of that we are leading hotel of wedding market in Tianjin and also keep the best service to customize the guests' wedding, which to accomplished their dream and build eternity memory.

The General Manger Steven Yau has award of "TOP 10 General Manager in China", whom has the most qualified management skill and work experience, and always leading and guiding all the hotel staff to serve each guest in more caring and conformable ways.

## The Crew of "Peaceful Flourishing Era" filmed at Indigo

Directed by famous Chinese director Zhao Baogang, the crew of "Peaceful flourishing Era" filmed at the Hotel Indigo Tianjin Haihe on 9 January. Famous actor, Ren Zhong is pictured with General Manager Ringo Poon.



## Li Shengjie stayed at Hotel Indigo Tianjin Haihe



On 10 January, Taiwan's famous Princess of Love songs, Li Shengjie visited Tianjin and stayed at Hotel Indigo Tianjin Haihe. He is pictured with Blauer Engel Bar Manager Dylan Yang.

## 2014 Ice Age of Snow World in Tianjin Olympic Stadium



The Snow World Fairyland officially opened in January of 2014 in Tianjin Olympic Stadium. The giant ice sculptured castle has been built up for tourists to visit now, which the highlight of the whole amusement park, because it is 12 meters high, 50 meters long, 9 meters wide, equipped with 5 ice slide boards with different gradients and each of them are about 50 meters long and very exciting. Moreover, the opening hour is longer than usual, which is from 9am to 10pm. There are 200 exquisite gifts and photo albums sending to children for free and excellent live performances for visitors on each day.



# INTERNATIONAL SCHOOL OF TIANJIN 2014-2016 SCHOLARSHIP ANNOUNCEMENT

## APPLY NOW BEFORE IT'S TOO LATE!

International School of Tianjin (IST) is once again proud to announce its scholarship program for students in their final two years of school. The purpose of the scholarship program is to provide an outstanding educational opportunity every year for a limited number of students of exceptional talent. Successful candidates will be those who demonstrate a high level of academic potential and who have the ability to make a significant contribution to the life of the school.

Students who successfully complete the two-year program will be awarded the IST High School Diploma, with the opportunity to earn the full International Baccalaureate Diploma.

For more information, or to receive an application package, please visit the school website at [www.isttianjin.org](http://www.isttianjin.org), or contact the school directly at 022-2859-2001. The closing date for applications is Friday 14 March 2014 at 3:30PM.



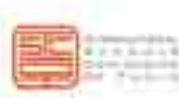
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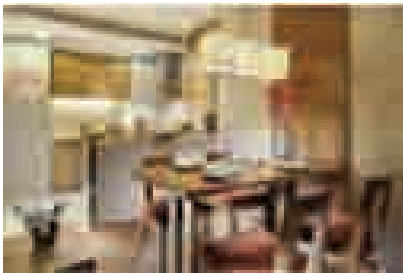
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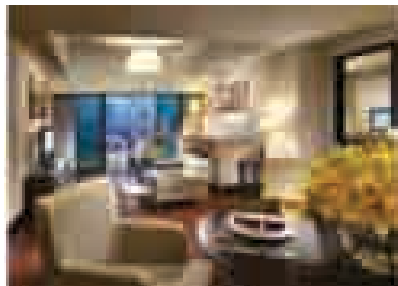




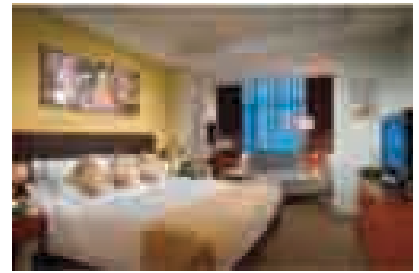
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