

Insight Into a Changing Tianjin

BUSINESS MAGAZINE **TIANJIN**

津衛商務

**BUILDING
FOR A
GREENER
FUTURE**

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China Head of Knauf



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◀ China's Regulated Market Economy

Inflation is a big worry in China now, as are banking concerns and housing price unrest, and there is always the Western business slump to stew over. In recent years Chinese Officials have spared no effort to control the business environment. They favored this approach rather than Western models. Businesses within the provinces habitually cultivate close relationships with political authorities, usually in the hope of influencing favorable policy decisions. See P26



▲ TEDA Volunteer Association Chairman

The TEDA Community Service Volunteers Association (TCSVA), is held every Friday evening at the TEDA Library. Some 40 to 80 Tianjin residents turn up here to improve their English and make friends every week. Zhang Huilin, Chairman of TCSVA, gets started in the volunteering sector from helping to deliver food to her classmate's mother and she has also received help from volunteers. Therefore, Zhang wants to make a difference in volunteering. See P30



▲ Bestown Economic Area

Located between the national grade Tianjin Economic-Technological Development Area (TEDA) and Tianjin Eco-city, the Bestown Economic Area (BEA), changes with each passing day. In the near future, the BEA will become an international venue and renowned tourist attraction. By 2015, the Economic Area will enable its residents to enjoy economic prosperity and live in fully social and ecological harmony. See P50

Internet Query ▶

Websites of service suppliers based outside of China are sometimes inaccessible in China, which can prevent those companies from marketing products and supplying services to the Chinese market. So who or what ministry is responsible for determining if and when a foreign website should be blocked in China? And what is the process for implementing a restriction on a website? How does the relevant entity determine whether an entire website should be blocked or only services or content deemed illegal? See P85



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Business Tianjin

December 2011



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Dear Reader,

This decade has seen enormous changes in the global economy, including China's rise to become the world's biggest exporter and second-largest economy. Our correspondent attended the conference "The 10th anniversary of China's WTO Accession: China's Learning Curve" in Beijing last month, and shares his insights on the event's stimulating discussions in this issue.

Located between TEDA and Tianjin Eco-city, the Bestown Economic Area boasts a fishing village with more than 600 years of history. It was one of the construction and development campaigns undertaken after the establishment of Binhai New Area. By 2015, the Bestown will realise its diverse objectives of becoming a magnet for new businesses to create a vibrant enterprise area whose first-rate facilities, housing and living conditions will enable its residents to enjoy economic prosperity and live in full social and ecological harmony.

Also in this issue, Real Estate expert CBRE analyses the third quarter real estate market in North China and Tianjin's office, luxury residential, retail and logistics market.

December 2011 marks our fourth anniversary serving greater Tianjin. We at *Business Tianjin* would like to thank you, our community, for your continued readership, your steady support, your honest feedback and your valued contributions. We wish you the best of business and leisure in 2012, and will strive to help you optimise both.

As always, we welcome your feedback and inquiries. If you have questions, comments, or would like to contribute to a future issue of *Business Tianjin*, we would love to hear from you. We can be reached through our contacts listed on this page.

Happy Holidays to you all,

Yours Sincerely,

Wang Na

Senior Editor – Business Tianjin Magazine

Correction:

In the November issue feature story, "School of Thought", the information published about Tianjin International School (TIS) being founded in 2000 was incorrect. TIS was established in 1986. TIS is the first international school in Tianjin following the economic reform period and the second oldest in all China. We apologise for our error and any misunderstanding we have caused.



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TIANJIN NEWS

Airbus (Tianjin) Logistics Company opens for business



A ceremony was held on 18 November to mark the opening of Airbus (Tianjin) Logistics, attended by Chinese government officials, representatives of Airbus and its partners, and other aviation industry professionals. By establishing the company in Tianjin, Airbus aims to optimise all transport and logistics activities related to Airbus in China as part of its worldwide supply chain. "Airbus (Tianjin) Logistics will provide strong support to all industrial exchanges between China and the rest of the world, which are needed as a result of our expanding industrial activities in China. This centre is another step forward in our cooperation with Tianjin, where we already have the A320 Family Final Assembly Line and Delivery Centre," said Laurence Barron, Airbus China President.

"This improvement in our logistics set-up will also support the production of the A350 XWB, which will see five percent of its airframe manufactured in China".

- *Business Tianjin, 18 November*

Tianjin holds 2nd International Eco-city Forum & Exhibition



The 2nd China (Tianjin Binhai) International Eco-city Forum & Exhibition has closed. Around 60 thousand people, including representatives of domestic and foreign enterprises and members of the public attended. Initial figures show the series of supporting activities reached a total of 47 cooperation, and intention agreements, involving up to 2.8 billion CNY.

- *Business Tianjin, 1 November*

Lisheng Pharma to acquire related party

Tianjin Lisheng Pharmaceutical plans to spend 501.07 million CNY to buy a 100%

stake in Tianjin Central Pharmaceutical to strengthen its main business, it said in a report. Of that, 435.38 million CNY comes from funds raised in the company's initial public offering. Lisheng Pharmaceutical will acquire a 49 percent stake in Tianjin Central Pharmaceutical from Tianjin Pharmaceuticals, and a 51 percent stake in Tianjin Central Pharmaceutical from Tianjin Zhongxin Pharmaceutical.

- *CapitalVue, 2 November*

IKEA Experience Centre opens in Tianjin



The world's largest homeware retailer IKEA's Tianjin experience centre opened in Wanda Plaza, Hedong District at the beginning of November. The centre is made up of three areas including IKEA sample rooms, a members' registration section and consumer interaction area,



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aimed at educating Tianjin citizens about IKEA and the homeware style of Northern Europe. Reports say the centre will be open for around two months. "Tianjin Mall will demonstrate IKEA's style and management concept to bring more inspiration to the family life of Tianjin people and improve their living environment. " Haojia, manager of Tianjin IKEA said, "Tianjin IKEA is the 10th mall in China, whose comfortable shopping environment enables consumers to enjoy a new "one-stop" shopping experience.

- *Business Tianjin*, 3 November

2012 Summer Davos to take place in Tianjin

Representatives of the World Economic Forum and the Tianjin Government, People's Republic of China, have announced that the World Economic Forum's sixth Annual Meeting of the New Champions (also known as the Summer Davos) will take place in Tianjin from 11 to 13 September 2012. The Meeting will be hosted in partnership with the government of the People's Republic of China, represented by the National Development and Reform Commission (NDRC).

- *People's Daily*, 17 November

FIP Snow Polo World Cup Invitational Tournament 2012 to be held in February 2012



The inaugural FIP Snow Polo World Cup invitational tournament will be held from 4 to 12 February 2012 at Tianjin's Goldin Metropolitan Polo Club ("Metropolitan Polo Club"), China's most extensive polo facility. The 2012 Snow Polo World Cup team draw also took place at a press conference to announce the date. FIP's Founder and former President, Mr. Marcos Uranga; FIP's Tournament Director, Mr. Peter Abisheganaden were joined by representatives from Tianjin Municipal Government and the Tianjin Sports Bureau announced the date. Mr. Harvey Lee, Vice Chairman of Goldin Group (parent company of Metropolitan Polo Club) said: "We are delighted to host the 2012 FIP Snow Polo World Cup here in Tianjin. I am very confident that the FIP Snow Polo World Cup will become an annual event, and I hope to see many more events of this kind at Metropolitan Polo Club which will fur-

ther raise Tianjin's international profile." - *Business Tianjin*, 2 November

Tianjin TEDA to sell subsidiary for 315m CNY

Tianjin TEDA, a company which generates about half its revenue by selling chemical products, plans to sell its 100% stake in Tianjin TEDA Garden Construction to effective controller, Tianjin TEDA Investment Holding, for 315.18 million CNY, it said in a report. Tianjin TEDA said the aim of the disposal was to focus on its main business. It will invest the proceeds to increase the capital of Bohai Securities.

- *CapitalVue*, 4 November

China Resources Gas and Tianjin Gas to launch JV

China Knowledge has reported that China Resources Gas Group Ltd has signed an agreement with Tianjin Gas Group to set up a joint venture in Tianjin with a total investment of 6 billion CNY. Subject to the agreement, Hong Kong listed China Resources Gas will inject 2.45 billion CNY into the JV, which will have a registered capital of 5 billion CNY to hold a 49% stake. The remaining 51% stake will be owned by Tianjin Gas.

- *Xinhua News*, 4 November




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Holiday Inn Tianjin Aqua City Opens for Business



With the National Anthem playing and a flag raising, Holiday Inn Tianjin Aqua City opened for business. Well-known Tianjin companies and celebrities attended in the ceremony. Hotel General Manager Collin Zhang delivered his opening speech. Holiday Inn Tianjin Aqua City is located on Jieyuan Road, Hongqiao District, next to the Tianjin West Station, ideally located for shopping, leisure, food, and entertainment. The hotel has 263 modern suites and pillar-less banqueting hall capable of hosting 400 people at the same sitting. There are 7 different sized multi-functional halls suitable for various types of business meeting. Food from all over the world is available on the 2nd floor all-day-dining restaurant.

- *Business Tianjin, 8 November*

Multinationals flourish in Tianjin after China's WTO entry



In the ten years since China's accession to the World Trade Organisation (WTO), Tianjin has opened itself up to international companies, benefiting both the coastal northern city and its foreign investors. Tianjin is famous for its steamed stuffed buns called "Goubuli", or "Go Believe", which are held in high esteem by both locals and foreigners. Looking ahead to the next 10 years, Tianjin will better illustrate the connotation of "win-win" cooperation between China and the world. Just like what "Go Believe" denotes, Tianjin is and will always be a "believable" market for global businesses.

- *Xinhua News, 8 November*

Tanggu sets up 6 million CNY "Angel Capital" to subsidise SMEs



Tanggu has held its 2011 annual meeting to decide applications for the second round of its Tanggu High-Tech Small Medium Enterprises (SMEs) Angel Capital Project. The first batch, which includes 26 enterprises, will get more than 6 million CNY of Angel funding and will be provided with financial support for each project.

- *Enorth, 9 November*

Astor Hotel Tianjin introduces "Historical Menus"

What was the 'Eight-fingered General' Huang Xing served when he dined at The Astor Hotel in 1914? What did Canadian adventurer Aloha Wanderwell crave on a stopover in Tianjin in 1924, on her way

Dec 24th Christmas Eve dinner buffet
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to becoming the first woman to drive around the world? What were the most popular dishes on celebratory menus at The Astor Hotel during the first two decades of the twentieth century? The chefs at The Astor Hotel, a Luxury Collection Hotel, Tianjin have dug deep into the restaurant archives to revive several classic menus from yesteryear.

- *Eturbonews, 4 November*

Rotterdam in negotiations to form JV in Tianjin

Rotterdam, Europe's largest port measured by throughput, plans to form a joint venture with a company in the Tianjin Economic-Technological Development Area to provide management services for Nangang port, said Hans Smits, president and chief executive officer of the Port of Rotterdam Authority. The proposal is at an initial stage and has yet to receive government approval before it can proceed. If it comes to fruition, it will be the first time a European port has invested in China, according to the Rotterdam team.

- *China Daily, 9 November*

Westin Heavenly Bed show held at Tianjin Lotte Department Store



The Westin Tianjin held a Heavenly Bed display at the Tianjin Lotte Department Store in early November. Guests experienced the company's luxury bed, took photos with it and uploaded them to Westin Official Weibo microblogging site for a chance to win a free night's accommodation at Westin Presidential Suite and two breakfasts. Westin's sumptuous 10-layer Heavenly Bed has become a cult favourite among more than 75 million hotel guests including US Presidents, Hollywood royalty and professional athletes. More than 60,000 beds and 100,000 pillows have been sold over the past decade – together with 32,000 sheets, and 13,000 shower heads.

- *Business Tianjin, 4 November*

Premier Wen visits Asymchem's Tianjin facility



Chinese Premier, Wen Jiabao has visited Asymchem Life Science (Tianjin) Co.'s GMP R&D and manufacturing facility. Asymchem is a leading research-based contract manufacturer of intermediates, API's and Drug Products for the pharmaceutical industry with sites in the US and China. Premier Wen, a member of the Standing Committee of the Political Bureau of the CPC and Premier of the State Council, visited the plant during his investigative trip to observe the development of Tianjin Binhai New Area where Asymchem is based. Premier Wen was accompanied by Mr. Zhang Gaoli, the Tianjin Municipal Committee Secretary.

- *Bloomberg, 11 November*

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Binhai New Area to lead the creative industry in North China

The Party Committee of Binhai New Area's publicity department says, according to the city's 12th Five-Year Plan to Develop a Culture Industry Binhai New Area will develop its culture industry based on an ocean culture industry, putting an emphasis on scale, brand and characteristics, developing supportive policies for culture industry development, and striving to build a zone to lead the creative industry in Northern China.

- *Business Tianjin, 10 November*

Tianjin Pipe Corporation successfully settles in US

After five years of selection and tough negotiations, global seamless steel producer, Tianjin Steel Pipe Corporation has finally settled in the US state of Texas, highlighting the win-win strategy of building a plant on the other side of the Pacific Ocean.. The project is planned to occupy 1.44 million square meters and produce 500,000 tonnes of seamless steel after beginning production in 2014.

- *Steelguru, 14 November*

Foreign Investment in Binhai New Area accelerates, exceeds national average, first 6 months of 2011



The United Nations Trade and Development Organisation has issued a "Global Investment Trends & Policy Trend Monitoring Report" showing that in the first half of this year, China's foreign investment increased by 18.4% compared with the previous year. The amount of foreign investment of Binhai New Area in the first half of this year increased by 20.2%.

- *Business Tianjin, 15 November*

FINANCE

Goldman said to sell 1.1b USD of stake in ICBC



Goldman Sachs Group Inc. (GS) raised 1.1 billion USD selling shares of Industrial & Commercial Bank of China (601398) Ltd., trimming an investment first made in 2006 after the stock posted its biggest monthly rally in two and a half years. Goldman Sachs sold 1.75 billion ICBC shares at 4.88 HKD (63 cents), two people with knowledge of the matter said, asking not to be identified because the details are private. That's 6 percent below the Beijing-based bank's closing price in Hong Kong the previous day.

- *Bloomberg, 10 November*

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China's October CPI eases to 5.5%

China's Consumer Price Index (CPI), a main gauge of inflation, eased for a third consecutive month in October. China's CPI fell to 5.5 percent in October, due to falling food prices, said Yuan Gangming, a researcher at the Institute of Economic Research under the Chinese Academy of Social Sciences. According to data from the Ministry of Commerce, the wholesale prices of 18 staple vegetables fell 2.2 percent during the last week of October, while prices of pork and eggs dropped by 1 percent and 0.6 percent, respectively.

- *Xinhua News, 7 November*

China CCB plays down BofA share sale impact

Bank of America Corp said the planned sale of most of its remaining stake in CCB would generate a gain of about 1.8 billion USD after taxes for the cash-strapped bank in its latest move to boost capital levels. In a statement on its website, CCB said Bank of America's decision to sell most of its remaining shares reflected "market behaviour that stemmed from its own needs and will not have any impact on the bank's business and development".

- *Reuters, 15 November*

LAW & POLICY

Can Chinese compete abroad?



Speakers at Disrupt, a conference held by Techcrunch at the China National Convention Center in Beijing, discussed topics ranging from unlicensed Angry Birds merchandise to Internet censorship, Google's Android troubles in China and the international ambitions of Chinese companies. Google's John Lagerling, Director of Global Partnerships, Android at Google, wouldn't give any insight as to when the company's application store, Android Market might be launched in China (currently, Android phones shipped officially here have application stores from handset makers or third parties pre-installed instead).

- *WSJ, 1 November*

China 'Ready' to Let Foreign Firms Sell Shares



China is "basically ready" to allow foreign companies to sell equity in the world's second biggest stock market. The exchange has finished working on listing and trading rules, while the technological, regulatory, and system requirements are "basically ready," Xu Ming, executive vice president of the Shanghai Stock Exchange, said. While there is no timetable for introducing the board, it should start "as soon as possible when the time is ripe," he said.

- *Bloomberg, 14 November*

China's Trade Surplus Falls Short of Expectations

China's cumulative trade surplus reached 124 billion USD in the first ten months,

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17% below the number from last year and a 6.6% drop compared to October. We expect the surplus to further narrow with exports to be outpaced by imports. We reiterate our view that the CNY/USD exchange rate will likely appreciate to 6.3 by the end of this year, but if the trade surplus continues to narrow, the pace of appreciation may slow next year. – Daxue Wang, Shuang Ding and Minggao Shen, Citibank.

- WSJ, 11 November

China Foreign Investment rises at faster pace

Foreign direct investment in China grew at a faster pace in October, signalling corporate spending is holding up amid the global financial turmoil. Investment rose 8.8% from a year earlier to 8.33 billion USD, the Ministry of Commerce said in a statement in Beijing. The gain was 7.9% in September. Inflows in the first 10 months of the year increased 15.9% the ministry said. China's outbound non-financial investment rose 14.1 percent in the first 10 months from a year earlier to 46.3 billion USD, the ministry said.

- Bloomberg, 16 November

LOGISTICS

Chinese fast trains to resume service



China will put back into service 54 bullet trains recalled over safety concerns in the wake of a deadly July collision following "modifications and repeated tests," according to state-run media. But it was unclear how the trains have been fixed or modified, adding to questions that continue to surround China's high-speed train network, once a proud symbol of the nation's fast growth and increasing technical prowess. Officials at China's Ministry of Railways didn't respond to requests for comment.

- WSJ, 15 November

China Sea levels rise up to 130 mm in 20 years



A national scientific report estimates that China sea levels will rise up to 130 millimeters in the coming two decades, due to global warming. The Second National Assessment Report on Climate Change, a joint work of the Ministry of Science and Technology, the China Meteorological Administration and the Chinese Academy of Sciences, noted that rising temperatures would lead to a continuous rise of sea levels by 80 mm to 130 mm in 2030 compared with 2009.

- Xinhua News, 16 November

31b USD govt stimulus to revive railway projects

The Ministry of Railways is expected to get more than 200 billion CNY (31 billion USD) worth of financial support to pay off the dues and avoid liquidity, after lack of cash brought most railway projects to a

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地点: 酒店2楼 Venue: 2F

日期/Date: 2011年12月24日(Christmas Eve, 2011)
时间/Time: 晚6:30至晚11:00 (星期六) / 6:30 p.m. - 11:00 p.m. (Saturday)

天津海河假日酒店 Holiday Inn Tianjin Riverside

天津市河北区海河东路凤凰园广场“天津之眼”摩天轮旁 电话: +86(22) 2627 8888
Phoenix Shopping Mall, East Haihe Road, Hebei District, Tianjin (Nearby Eye of Tianjin) T: +86(22) 2627 8888

standstill. Official sources have confirmed that the ministry will get more than 200 billion CNY to pay off bills and continue key railway projects, Xinhua News Agency reported that CSR Corp Ltd, China's biggest train manufacturer, has received payment of trade receivables of nearly 6 billion CNY from the Ministry of Railways.

- Xinhua News, 2 November

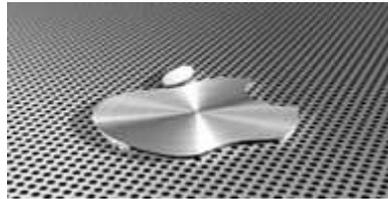
TELECOM & TRANSPORTATION

China Mobile Skirts Apple to add 5M iPhone users

China Mobile Ltd. (941) failed to get Apple Inc. (AAPL)'s cooperation to make iPhones for its proprietary 3G network. That didn't stop the carrier from signing up almost 5 million users of its smartphone in four months. Its trick: Offer Wi-Fi instead. The world's biggest carrier by subscribers touts the iPhone 4 in advertisements on the Beijing subway and in its shops, and offers gift cards worth as much as 2,800 CNY (441USD) to customers prepaying for Wi-Fi service to surf the Web. The company plans to roll out 1 million new Wi-Fi hotspots across China in the next three years.

- Bloomberg, 1 November

China now second largest App market



Since January, the world's most populous country has been rapidly downloading and using mobile applications, according to mobile analytics firm Flurry. China now ranks behind the United States in app usage. This comes as no surprise to anyone who has followed the excitement surrounding the Apple iPhone's foray into China via Apple stores—both real and fake. And yet Apple is only a bit player in China, owning just 16% of the smartphone market and 3% of the overall mobile phone market, according to Gartner.

- WSJ, 4 November

Inside Taobao, China's online marketplace

In 2005, when the scrappy Chinese e-commerce company Taobao was locked in battle with eBay for control

of the lucrative China market, Jack Ma, the former English teacher who founded Taobao parent company Alibaba, confidently predicted that victory would be his: "Ebay may be a shark in the ocean, but I am a crocodile in the Yangtze River. If we fight in the ocean, we lose — but if we fight in the river, we win." He was not only right, he underestimated his company's potential.

- Time, 3 November

China's Huawei in Android patent talks with Microsoft

Chinese telecoms giant Huawei has confirmed it is in talks with Microsoft about its use of Android software. Microsoft claims that Google's Android operating system infringes its intellectual property rights. It has already convinced Samsung, HTC and others to pay it patent royalty fees. Huawei Device's chief marketing officer, Victor Xu, said the discussions are "in progress". He also revealed that the firm plans to open a new design centre in London. Huawei has picked the UK as the launch point for its international roll-out of smartphones and tablet computers.

- BBC News, 8 November

天津海河假日酒店
Holiday Inn Tianjin Riverside

American Delights

Café Venice (2F)
Promotion Time: 16th November—31st December

Welcome to our American food promotion at Café Venice, enjoy our Executive Chef creations. Delicious Buffet Selection with: Pumpkin Rice Wine Soup, California Almond Chocolate Bread Pudding and more.

Come and feel the American Delights at Holiday Inn Café Venice!

GEBA

December Japanese Hot pot
GEBA Japanese Restaurant (3F)

It's getting colder outside, as winter is approaching. Our chef prepared spicy seafood hot pot this month. Take your seafood soup with different condiments that will tempt your taste buds.

Enjoy this authentic Japanese food with your friends and family, do not miss this chance and come to taste it in our GEBA Japanese Restaurant.

Riverside Chinese Restaurant (3F)

December Lamb

You gain a lot of benefits when eating lamb. Lamb is good for health especially in winter. Eat lamb with vegetables such as winter melon, sponge gourd, spinach, etc. Lamb provides you the dual effect of nourishing and keep your body warm, lamb is eaten in northern-China as nourishing winter meat.

Steamed Abalone with Shark's Fin and Fish Maw in Broth

During the Tang Dynasty, there was a monk who went to the Fujian province to preach, Near temple there was a restaurant, often had a delicious smell of food came over the wall. But leaving the temple was forbidden. One day the monk climbed over the wall and tasted the dishes he always smelled, as a result, he broke the rules.

天津海河假日酒店 Holiday Inn Tianjin Riverside

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Insight into a Changing Tianjin
BUSINESS TIANJIN

GENERAL

Luxury Properties Showcase Beijing 2011 ends.



The 2nd International Luxury Properties Showcase Beijing has closed successfully at the Legendale Hotel in Beijing. Statistics show more than 4,500 guests visited the 3-day showcase, and more than 65 well-known real estate firms from more than 30 countries took part. More than 20 professional seminars and forums, and three exclusive events including an opening ceremony, welcome cocktail party and banquet were held. The next Luxury Properties Showcase will be held at the Legendale Hotel, Beijing on 20th-22nd April, 2012.

- *Business Tianjin*, 6 November

China to expand English language TV service



China's state-owned broadcaster has launched an aggressive international push to extend the country's influence, opening a new headquarters in Washington that will broadcast English-language programming from the heart of the US capital. China Central Television, which produces the ruling Communist party's news shows and other programmes, is constructing a studio in Washington which will serve as its US broadcasting centre. It aims to begin broadcasting from the site by the middle of 2012 and produce up to six hours of original programming a day, according to people familiar with the plans.

- *Financial Times*, 8 November

PetroChina climbs into top 5 energy ranks

Chinese oil giant PetroChina is now fourth in a ranking of the world's top 250 energy companies, making it the first Asian firm to join the top five ranks. The 2011 Platts Top 250 Global Energy Company Rankings, compiled by energy information provider Platts is based on the performance of the companies last year in terms of asset worth, revenues, profits and return on invested capital. PetroChina's assets increased almost fivefold to 255 billion USD in 2010 from 52 billion ten years ago.

- *China.org*, 4 November

China's subsidizing and prices



Recent land auctions in Chengdu, Jinan and Nanjing have delivered disappointing results, with no bids at some and only low prices offered by buyers at others, Xinhua News Agency reported. That gels with residential land sales data collected by real estate agency Soufun from local land bureaus. Average price per square metre was 1,384 CNY (218 USD) in October. That's way down from a peak of 2,307 CNY in September 2009. Weak sales volume as developers cut back on purchases suggests prices have further to fall.

- *WSJ*, 15 November

China web users seek closer read on pollution

Tens of thousands of Chinese are using an online vote to push for more accurate air-pollution measures, illustrating how the Internet is challenging Beijing's hold on information. The vote appears to represent small, but significant, progress for quiet efforts by the US—whose Beijing embassy has Tweeted its own air readings since 2008—to use social media to reach out directly to Chinese citizens and to pressure Beijing to address the true scale of China's environmental problems.

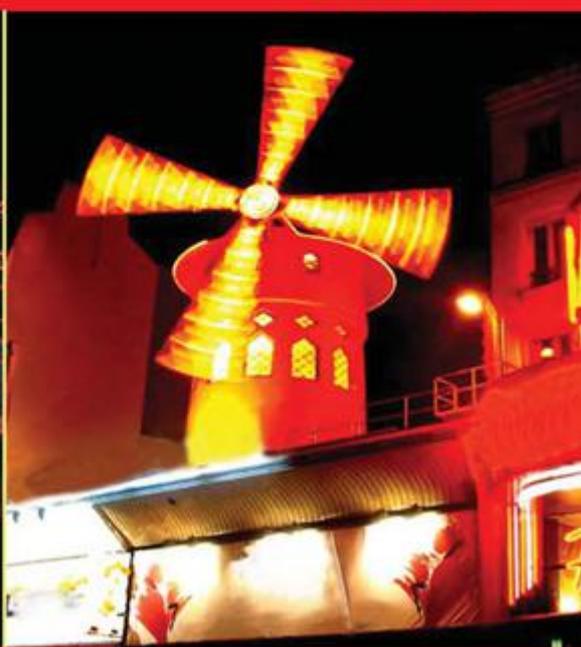
- *WSJ*, 9 November

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Gala Christmas Eve

“Temptations 2011”

The Sheraton Tianjin Binhai Hotel presents “Temptations 2011” where exotic dancers from Europe, live band, artistic décor inspired by can can dancers and the Moulin Rouge paired with fabulous selection of seafood, desserts, grills, wines and a chance to win the exciting lucky draws including hotel accommodations in Sanya, Shanghai, Laha or Jiuzhaigou to the latest 3D home television to the latest MacBook Air.

Date: 24th December, 2011

Time: 6 - 10pm

Venue: Bohai Ballroom, 5F

Price: Premium Adult Seat at RMB **1888** net per person

Regular Adult Seat at RMB **1688** net per person

Children RMB **1188** net per person, 3 - 12 years old

All the guests who buy the Christmas Tickets in every restaurant, can enjoy one night stay in our deluxe room with RMB**599⁺**, up to 2 breakfasts only at Christmas Eve.

Hotel reserves the right to discontinue this offer at any time and final right to explain.

For more information or reservations, please contact 86 22 6528 8888

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Numbers

14th

Tianjin's total sales on e-commerce site Taobao Mall on Singles Day (Nov. 11) were 3.36 billion CNY, around four times more than last year, ranking Tianjin's the 14th highest in the country. The figure also highlights the fact that online shopping is the main driving force in the city and China's growth in consumption.



10

China's central government Scientific studies show 10 foods such as deep sea fish, bananas, shaddock, whole wheat bread, spinach, cherries, garlic, pumpkins, low fat milk and chicken can help fight depression.

315.5

Preliminary figures from the State Statistics Bureau, show Tianjin's GDP reached almost 315.5 billion CNY by the end of June, up by 0.2% on the first quarter.

7.32

The longest python, measuring 7.32 metres, at an Ohio zoo, has been recorded by Guinness book of World Records. Fluffy is known as the "longevity star" of captive pythons.



31

A Canadian, who has changed 31 jobs in 31 weeks, has become the most active job-hopper in the world. He has so far worked as a radio DJ, waiter, and yoga instructor.

12

China's first pure electric and gas powered buses have made their public debut at the Changchun International Automobile Exhibition. The 12-meter-long electric, and ten-metre-long gas bus have been developed by China FAW Group.



21.7%

More than 20 provinces and municipalities including Beijing, Tianjin, Shanxi had raised their minimum pay rates by the end of September by an average of 21.7%. The minimum monthly salary is highest in Shenzhen, at 1320 CNY, while the minimum hourly rate is highest in Beijing, at 13 CNY.

163

China's Central Bank released 163 billion CNY into capital markets after three weeks of withdrawing currency from circulation last month, a sign of an easing in fiscal policy.

18.7%

China's logistics costs surged 18.7% year-on-year from Jan to Oct to 6.4 trillion CNY (1.01 trillion USD), rising in tandem with rapidly increasing transport costs.

200

More than 200 functions have been updated on iOS 5 system, including the one-key iCloud and Siri, a voice control function used on Apple's iPhone 4S. It allows users to ask about the weather and read messages. Siri can also learn to change various tones and pronunciation.



8.5%

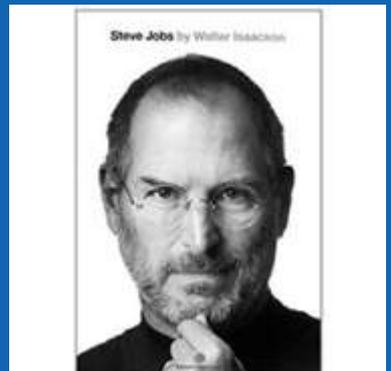
China's economy is expected to grow 8.5% in 2012, a slower pace than this year, an official from a government think tank said.

30%

The number of domestic and international passengers taking a cruise on Tianjin's Haihe River reached 300,000 this year, a 30% increase on last year.

379,000

Nielsen BookScan, says "Steve Jobs: A Biography", by Walter Isaacson, topped the bestseller list in its first week with total sales of 379,000.



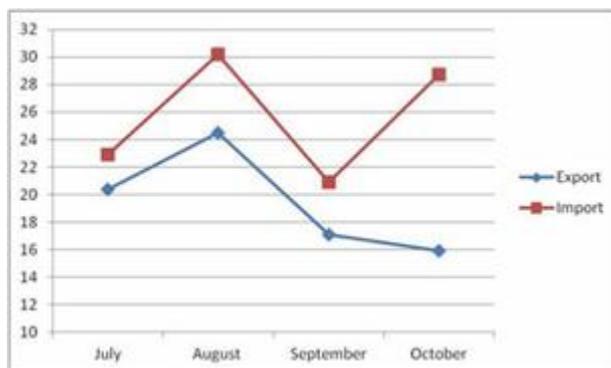
December Chinese Economy Report

By Daniel Kenneth

Chinese exports moderate and imports rebound strongly

Due to a sluggish recovery in global demand, exports grew by 15.9% in October year-on-year down from 17.1% in September. Import growth rose to 28.7% in October year-on-year compared to 20.9% in September, mainly due to a mild loosening of monetary policy.

In an effort to offset the risk of a continued fall in Chinese exports, Beijing refrained from further monetary tightening and increased financial support for Chinese companies. While the global economic outlook remains weak, the fall in exports is not yet severe enough to justify drastic monetary easing and will support the case for further appreciation of the CNY.



In contrast, October's growth in imports was very strong compared to September on an annual basis. It is an indication of monetary loosening or at least expectation of loosening that has led to inventory restocking by Chinese manufacturers. Among imports by product, commodities showed particularly strong growth such as Crude Petroleum Oil which went from 25.8% in September year-on-year and 79% in October (a monthly increase of 53.2%). Copper waste and scrap went from 34.2% in September year-on-year to 57.3% in October (a 23.1% monthly increase), aluminum waste and scrap went from 8.8% year-on-year to 39.1% (a 30.2% monthly increase).

G20 makes no progress on stronger CNY

Since the beginning of this year, the CNY has risen in value against the USD by almost 3.5% by September. However, since September, the pace of CNY appreciation against USD has notably slowed. Amid heated discussion over global economic rebalancing, China's control over the



exchange rate of its currency is seen by the G20 countries as one of the key reasons for the global trade and savings imbalance.



As the European debt crisis continues to worsen and Chinese export growth remains slow, it is unlikely that we will see any substantial policy change over the exchange rate.

"They always say that over the medium term they will make their currency fully convertible and free the exchange rate, but there will not be anything now," one G20 official said of talks with China.

"They say their contribution to global growth in the short-term will be to ensure that growth in China does not slow down, even if they face the risk of inflation, through expansionary fiscal policy," the official said.

Economy

US trade and employment problems would not be solved by even a major appreciation of the CNY versus the USD, said Chinese President Hu Jintao according to Chinanews.com. At his meeting with US President Barack Obama at the Asia Pacific Economic Cooperation (APEC) group summit in Hawaii, Hu went on to ask Washington to relax restrictions on high-tech exports to China and make it easier for Chinese firms to invest in the United States, said Reuters.

Inflation finally falls below 6%

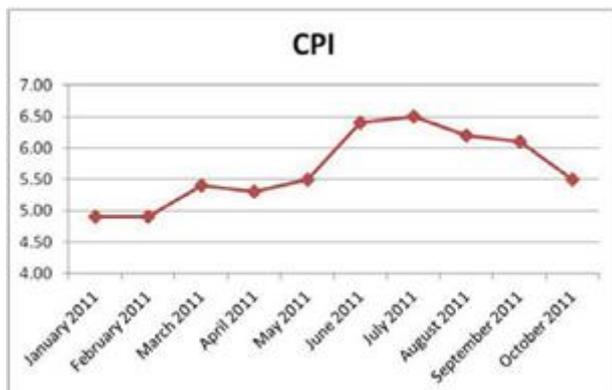
October inflation fell to 5.5% year-on-year down from 6.1% in September according to the National Bureau of Statistics.

The Chinese government praised itself of its ability to tame inflation. "The October CPI data showed that the government's price control efforts have started to pay off," said Zhang Liqun, a macroeconomic researcher with the Development Research Center of the State Council (China's Cabinet), Xinhua News reported.

In a breakdown of the CPI, food prices, which account for nearly one-third of the figure, rose by 11.9% in October from a year earlier but dipped 0.2% month-on-month basis, according to NBS data.

"This data should be quite positive to market sentiments. As inflation worries ease, the room for fine-tuning monetary tightening is getting bigger," wrote Lu Ting and three other Bank of America Merrill Lynch (BoAML) researchers.

Even though policymakers might still put taming inflation as a top priority, the BoAML team sees policies to be increasingly nudging towards pro-growth. "But we don't expect a major change in monetary policy stance or some high profile moves such as cuts of policy rates and reserve requirement ratio (RRR). We think the chance of a system-wide RRR cut is still quite small as an RRR cut could send a too strong signal of changing policy stance," said the BoAML team.

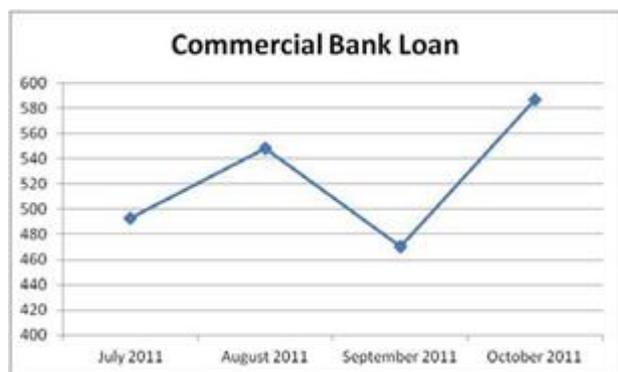


Monetary environment notably eases

Commercial banks extended 587 billion CNY in October up from 470 billion CNY in September according to the People's Bank of China. M2 growth came in at 12.9% in October compared to 13% year-on-year in September. M2 is measure of money supply in circulation and a key economic indicator used to forecast inflation. The speed of decrease in money supply in circulation slowed between September and October.



The fall of money supply in September reflected the People's Bank of China's firm policy stance on credit controls. As inflation was expected to fall, the Chinese monetary authority is expected to gradually ease the monetary environment. The fall of inflation plus the worsening of external demand will encourage Beijing to change its policy stance to expansionary one in late October and early November. Because monetary loosening usually takes some time to be fully reflected, we are likely to see a greater amount of credit supply in the last two months of 2011.



The other camp on Chinese monetary policy predicts expansionary policy less likely in the near term. While the inflation rates may have reignited chatter that authorities may take the brakes off tightening measures to focus on combating slowing global growth, Beijing will more likely adopt a wait-and-watch approach for now, CNBC reported.

"I think they're going to keep rates on hold for a while, watch to see what happens with external development," Brian Jackson, Senior Emerging Markets Strategist at Royal Bank of Canada, said. "Only if growth really starts to deteriorate sharply will they want to start reversing course and start cutting policy rates."

Taming inflation comes at high price

For the past several months, Beijing embraced a tightening monetary policy. With the help of lower global commodity prices, inflation number has finally come down in the last couple of months. With October's economic data out, many economists predict a hard landing for China unlikely and advocate that the fiscal initiatives by the government to promote growth will continue to support the economy, CNBC reported.

These favourable news headlines come at a high price. Taming inflation has done substantial damage on the broader economy and increased the possibility of a greater growth slowdown according to the Financial Times.

On the surface, most of the statistical evidence supports the view that Beijing has successfully engineered a soft landing. Inflation dropped sharply to 5.5 % year on year from 6.1% a month earlier. Investment, which drives the Chinese economy, held steady with a 24.9% a year increase. But serious trouble lurks in the banking system, the private sector and, above all, the property market according to the Financial Times. The worsening global economic environment in Europe and the US will diminish China's ability to sustain its robust economic growth.

"We have already seen the Chinese property market has a very high risk of entering a slump. Given that the external environment has deteriorated sharply, the People's Bank of China needs to take out an insurance policy and ease monetary policy immediately," said Liu Li-Gang, head of China economics with ANZ.

Wen Jiabao, China's premier, signalled that the government was ready to shift gears when he declared in November that it was time for "pre-emptive fine tuning". The Chinese stock market has since jumped about 10% in anticipation of easier monetary policy, but so far the government has not shown substantial policy change.

A record surge in commercial bank lending as part of 2008's stimulus package kept economic growth near a double-digit pace, but it induced banks to lend carelessly. Not only did inflation surge to a three-year record high, non-performing loans also increased to a dangerously high level which could threaten the stability of the overall Chinese economy.

Realising that the economy needs to slow, Beijing has raised interest rates five times since October last year, increased reserve requirements nine times and also ordered banks to cap their lending.

In order to fill the top-down lending quotas, Chinese banks have selectively lent to state-owned enterprises (SOEs) and cut lending to smaller private companies. SOEs were seen as almost risk-free because they are essentially backed by the Chinese government. However, this is hardly a desirable outcome for China. Small- and medium-sized enterprises generate about 60% of gross domestic product and 80% of employment, according to the Ministry of Commerce.

A wave of small-scale bankruptcies in Wenzhou, a hotbed of entrepreneurship in eastern China, sounded the alarm for the government. Steps to boost financing to private companies in the past month, including the creation of funding vehicles, have helped alleviate the cash crunch, reported the Financial Times.

China's property market's bleak prospects.

Keeping control of bubbling house prices is a must for the long-term health of the Chinese economy, but the government's heavy-handed tactics – for example, limiting the number of purchases people can make – are showing signs of precipitating a collapse rather than a gradual deflation reported the Financial Times.

In October, normally a peak month for home buying, real estate sales plunged 25% month-on-month, according to the statistics bureau.

"The risk from the housing sector is the number one downside risk," said Zhang Zhiwei, an economist with Nomura.

When Mr Wen first made his fine-tuning comments, real estate developers breathed a collective sigh of relief, reported the Financial Times. But he has since said that measures aimed at reining in housing prices will remain in force despite the developers' cries of pain – and he drove that point home after the release of the latest economic data.

"I particularly want to emphasise that we cannot have the slightest wavering in our real estate controls," he said in a statement on the government's website.

The Financial Times wrote that with a growth slowdown overtaking inflation as China's biggest risk, such inflexibility may prove dangerous. 



Over the next 20 years, China is set to build the equivalent of 10 New York cities as the share of its population living in urban areas rises from half to two-thirds. Minimising the impact of this shift on China's energy consumption and carbon footprint will need a significant improvement in the construction quality of Chinese buildings. The German firm Knauf, which has been in China for more than a decade and has four production bases here, including one in Tianjin, can help meet this need for eco-friendly materials. Mark Norris, the head of its China Operations, discusses the Chinese construction market and Knauf's role.



Building for a Greener Future

Interview with Mark Norris, China Head of Knauf

**Text by William Daniel Garst
Photo by Joy Zhou**



Why did Knauf decide to come to Tianjin?

Two reasons. First, Tianjin has an excellent port and is close to Beijing. Second, we can be close to Beijing without the hassle of trying to build a plant there. Cost is a huge element. When we bought our plant at the start of 2000, you could still use coal, and water was competitively priced. Now we're phasing out coal completely in favour of natural gas, while everyone has built water treatment facilities. The push here is to go green, which is all for the better, as Tianjin has become a very pleasant eco-city.

What about the Tianjin Government and labour force?

The entire local government has been very positive, particularly in the last three years. There's a real feeling of rolling up our sleeves and getting things done, so everyone has lifted their game. I'm not sure if it's the influence of the Bohai/Binhai Rim, but certainly interaction with the government is now much easier. We still face

challenges, but overall, things are very upbeat and exciting.

As for the workforce, our most stable one in China is here. Chinese workers typically change jobs within three years, but lots of Tianjin employees have been with us for 10 years. The drift to other companies is very small. I think this is mainly because they are mainly from around Tianjin, not migrant workers. We also try to give them a say in the plant. When several German guys visited the plant recently, they referred to the workers as "stakeholders." Like other Anglo-Saxons, I normally associate "stakeholders" with major investors in the company. It was refreshing to be reminded that ordinary employees are also stakeholders in the firm.

What is Knauf's position in the Chinese market and who are its major competitors?

We went straight for the premium market and have not moved from that, and remain strong within

it. Other foreign companies took different positions and now produce for the mass market. As for Chinese firms, like the SOEs, some claim to be in our market, but they are really looking at volume sales. I think there will always be firms trying to erode Knauf's market share, that's the nature of the beast, but we're well prepared to meet such competition.

How much of Knauf's business is generated by more stringent Chinese building codes vs. the desire of customers for high quality products?

It's a bit of both. If you look at the business, 30% is influenced by government policies and 70% is down to the brand and consumers becoming more quality-conscious. And to be perfectly honest, if the Government wants to be green and thermal, then it's only smart to follow that. In terms of energy efficiency, we're beginning to see a lot of customers realising that better thermal insulation will save money over the long-term. So I think energy

Dialogue

efficient buildings will soon start generating demand.

But Chinese businessmen often have a short-term mentality. How do you persuade builders to use Knauf's products?

That's a good point. My answer is that the Chinese market is so big that you can be selective in looking for clients. You will get those who will pay more because they don't want to redecorate every three years. They want sustainability, projects that last, and a good reputation to build on, to attract families wanting to upgrade after a child is born or parents move in. And in China, even a niche market that is a small percentage of the total market is big in absolute terms elsewhere. Finally, people are beginning to be more demanding. We sold a project a little while ago and said "here's the thermal calculation for energy efficiency," but the guy replied, "I'd like to see independent data outside of China proving your figures." That's a first for us here. Locals now want the US LEED (Leadership in Energy and Environmental Design) stamp, so I think the days of creative standards reporting in China are now behind us. That's a huge step forward.

Energy efficient buildings will soon start generating demand.

Will the Chinese Government's measures to slow the real estate market adversely affect you?

We think our original expansion plans in China are less aggressive than our competitors. While it's not a wait and see—we're 100% committed to and focussed on the Chinese market, which is Knauf's second biggest foreign operation outside of Russia—we're always cautiously optimistic. As our Chairman told me last week during a visit to Germany,



China is a much harder call than the US or Australia. They go through cycles, whereas China is experiencing such massive urbanisation that we really have no model for it and don't know what will really happen.

Turning to hotels, Knauf has provided materials for several well-known 5-Star Hotels in Eastern Chinese first-tier cities. What about Western China and eco-hotels?

We certainly do big hotels, like Shangri-Las and Sheratons, out West and have recently completed projects in Chongqing, Lanzhou and Urumqi. We normally get the biggest stuff that demands performance, like a 55 Decibel wall. If you're a businessman spending 2,000 CNY a night, you don't want to hear the guy next door clearing his throat at two in the morning or breaking into karaoke; you want to sleep and be ready for the big deal the next day. So the 5-star

hotels are pretty tough and stringent clients. I think eco-hotels are grossly under-represented in China. Yunnan comes to mind, you go there, it's absolutely magnificent, foreigners are happily paying money, and you think, "Why has nobody built eco-hotels elsewhere, like in the desert along the Silk Road?" That's money for jam!

Closing on a local note, is Knauf involved in Projects like the Tianjin Eco-City?

We've actually supplied the Eco-City Service Centre and, as the project comes out of the ground, are in a good situation to support it with new plasterwood systems that keep out the cold. Most of this material is designed at specification stage by the designers. This demands very high reporting standards, so you have to prove your figures to these guys. ■

www.tjphaifeng.com

Haifeng Logistic Park Website:



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http://news.xinhuanet.com/politics/2011-05/25/c_121456858.htm

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E: wangxinjiang@tjphaifeng.com

A: Left side, 500 meters south of the 1st bayonet, Dongjiang Free Trade Port Zone of Tianjin.

(东疆保税港区一期卡口南行500米道路左侧)

China's Regulated Market Economy

By Daniel Mueller

China has had many things on its plate in the last several months. Inflation is a big worry, as are banking concerns and housing price unrest, and there's always the Western business slump to stew over. But underneath these several public worries lies China's regulatory environment, which is now coming under increasing scrutiny from global analysts.

When China began to privatize large sections of the economy under Deng Xiaoping, this was not privatization in the Western sense of the term. The Chinese government has, as yet, never decided to free business to operate the way it does in the West. China remains insulated, and its economic model is fundamentally different from the wider global economy in several important aspects.

What may superficially resemble a modern market economy in Shanghai or Beijing is not quite what China is, at least not if viewed against its Western counterparts. For starters, there are few private property laws—none in regards to owning land—and intellectual property laws are weak and unevenly enforced. The Chinese bureaucracy, despite significant paring down over the last few decades, is still large, perhaps unwieldy.

In recent years Chinese officials have stepped-up efforts to control the business environment. Chinese leaders have favored this approach and, indeed, consider it more effective than Western models. After the financial crisis of 2008, there is at least some evidence to support the position that society fares better if not left entirely to the vagaries of market dynamics. The Chinese are intent on a stable society, and the shockwaves that sometimes ripple through laissez faire business systems are not appealing. However, the extent to which the market system should be adapted to the Chinese system is still an issue of considerable debate within China.



STRUCTURED UNCERTAINTY

In a recent book, *Run of the Red Queen*, authors Dan Breznitz and Michael Murphree examine the Chinese market and conclude the current system has “structured uncertainty”. By this the authors mean that since the Chinese business system is partly market-oriented and partly not, and since the extent to which the market should be relied upon to produce continued economic growth within China is still not settled, the result is an ambiguity within the business environment in regards to policy implementation.

Disagreements within the Chinese leadership as to how to perfect the system have provided both incentives and obstructions to economic development. The development of the system has not been one of technocrats carefully orchestrating a comprehensive plan, but one of trial and error or, as Deng Xiaoping once famously remarked, “Crossing the river by groping for stones.” Experimentation to facilitate sustainable business growth has mostly taken place in the provinces of China, while planners in Beijing have tended to be more conservative. Since the implementation of successful outcomes relies on institutional support, which is centrally controlled, provinces have developed intensely competitive and varied business practices, most of which are of uncertain legitimacy. Without central endorsement, these different systems will need to change and adapt in the face of new regulatory initiatives.

Businesses within the provinces habitually cultivate close relationships with political authorities, usually in the hope of influencing favorable policy decisions. In some circumstances these relationships have been developed in the clear expectation of mutually beneficial results and, in the extreme, of illicit partnerships that extract rent from the local populace. In such an environment, intense competition exists not only between different businesses, but also between different layers of government, including provincial, county and city levels, all maneuvering to gain an edge on a competitor or rival. The results have produced

multiple types of business practices, with varying amounts of uncertainty in regards to policy correctness.

SINKING IN A SEA OF GOVERNMENT POLICY CHANGE

One recent example from Caixin magazine in September of this year concerns a company from Yunan Province. Yunan Urban Investment, according to Caixin, “is sinking in an unreliable sea of government policy change.” The company had invested heavily in urban development projects when local analysts, Guosen Securities, predicted in 2009 the company would have 11.2 billion CNY (1.6b USD) in profit over the next 5 years. But regulatory changes by the provincial government devastated the company. According to Caixin, local authorities sought to strengthen their control over valuable development projects. The company’s stock value has fallen nearly 75% since 2009.

In the automobile market, a number of high ranking Chinese government officials at a conference in early September this year alerted automakers in China to shift focus away from mass automobile production and begin making fuel-efficient vehicles, as reported by the New York Times. This strongly worded policy proposal surprised global automakers, especially after years of double-digit growth in China’s automobile industry.

“The government must take the leading role in controlling unrealistic growth” in the auto industry, said Jiang Kejun, the influential director of the Energy Research Institute at the National Development and Reform Com-

mission. But, this shift in direction comes just a few years after incentives from the central government were introduced to increase automobile sales and production; these helped make China the largest automobile market in the world. Chinese authorities at the same September meeting made clear that any industry efforts to persuade leaders to change their minds on the issue would fail.

WHERE CAN I GET A LOAN?

On another important national issue is bank loans. In 2006, a new law was introduced which prohibited foreign investment in technology companies. Then, two years later, the central government issued a massive stimulus to increase growth after China’s export sector suffered serious setbacks. This stimulus, however, was mostly given to various large-scale companies capable of putting significant numbers of people to work. Many small businesses had great difficulty obtaining capital. Additionally, steps were later taken to rein in a housing market that was ballooning out of control, and loans were even more difficult to obtain.

Small technology companies were starved for capital, so they found a loophole in the 2006 law that allowed unregistered companies (called VIEs) to obtain foreign capital. A VIE, or variable interest entity, refers to a corporate ownership structure between a foreign-invested company and a domestic company. China’s Internet, a business that is growing by leaps and bounds, attracted many foreign investors. The loophole in the 2006 law, and a lack of strict enforcement, allowed many domestic companies to be bankrolled and controlled by foreign investors.



Feature Story

Today most small Internet companies in China are dependent on foreign investment. The issue of VIEs caused an international stir this year, involving Alibaba, Alipay and Yahoo, all of which are major players in China's domestic Internet market, when Alibaba CEO Jack Ma terminated a VIE arrangement with Yahoo and other investors. This stunned foreign stock holders who worried over a lack of protection for their investments. China's finance ministers said in September they will revive the status of VIEs, but it's not clear what this portends for investors.

The availability of loans for small businesses and individuals appears to have become a significant problem in its own right, with numbers of both small businesses and families unable to acquire suitable loans. A recent QQ News story reported that nearly 90% of families in the city of Wenzhou who acquired loans from private high-interest-rate providers were unable to repay them. It also reported there had been a rash of suicides in the city attributed to an inability to repay the loans.

These recent examples highlight the unpredictable nature of China's regulatory environment. Changes in policy sometimes come quickly and can contradict or undermine what markets might otherwise anticipate. As the Caixin article suggests, some policy decisions might further the interests of local political actors over those of the business community.

MANAGING NON-PERFORMING LOANS

The financial markets in China are also worth a close look. In a well-researched study by two astute and long standing observers of both China and markets, Carl Walter and Fraser Howie contend that China's adoption of market mechanisms for economic growth slowed in 2003. Under the former economic stewardship of Zhu Rongji—who today still remains in favor of further liberalization of the Chinese market—China developed its highly successful export sector, mostly situated

on China's Southeast seaboard. The authors note that after 2003 central authorities were less inclined to further reduce government control of economic matters.

In the 1990s, the banking system suffered from a large number of non-performing loans which had been made in the 1980s, a free-wheeling time in China's early economic development. Zhu favored introducing a bond market, interest rates and other standard market tools to restructure financing and recapitalize banks, but more conservative forces resisted these actions. The primary conflict was between the Peoples' Bank of China and the Ministry of Finance. What happened was essentially a classic bureaucratic turf-war over who would control banking regulation and financial restructuring. But it was also a conflict between those who sought liberal market solutions (the PBOC) and those against them (the MOF).

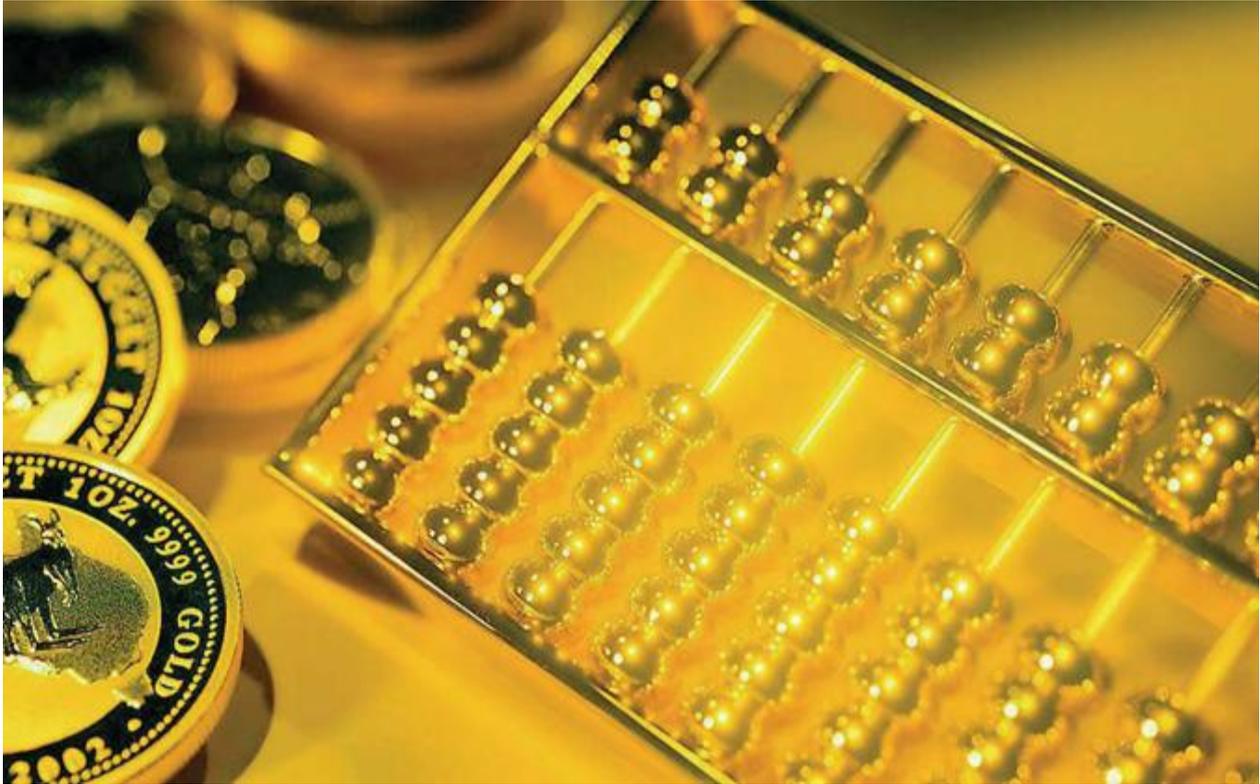
This was a battle waged over several years but in 2008, the year of the Western financial crisis, China thoroughly discredited the idea—already held in deep suspicion by many—that lightly regulated financial markets are the best way to run a modern economy. Ultimately, interest rates that priced risk, the underlying market principle in Western lending, were never implemented. Interest rates instead continued to be set by government fiat, not by a borrower's likely ability to repay a loan. This is the same method that was used in the 1980s which produced the non-performing loans that were originally a problem in the 1990s.

The banks themselves were recapitalized through individual savings accounts—though depositors receive an interest payment about half the near 6% annual inflation rate—as well as asset agencies with access to the huge stockpile of cash in China's sovereign wealth fund. Below inflation-rate interest on deposits means a negative return on savings which, along with the volatility of the Chinese stock market, is the main reason why real estate speculation had become so widespread in China. Low interest rates allowed favored borrowers to invest in real estate development, which promised the reward of a much higher return, with the consequence of the aforementioned ballooning property market.

RETURN OF NON-PERFORMING LOANS

When banks were used by the government to provide a massive stimulus to the faltering economy—something not executable in Western economies where banks make lending decisions independent of government—this action was hailed by both Chinese and international analysts. It was seen as a successful means of preventing further damage to the Chinese economy in the face of deteriorating conditions in the West. But the current problem now facing the government in Beijing is: how many of these loans will turn into non-performing loans themselves?





Most loans went toward so-called fixed-asset investments, something that might provide economic stimulus in the long term, but fail to provide sufficient near-term revenue to repay the loan. Estimates on bad loans range from the optimistic, 10% or less, to the more pessimistic, perhaps 30% or more. This is one of the main reasons there has been so much speculation in the Western media about a possible “hard landing” for the Chinese economy. But the outcome will not be clear until a later date, and the difficulty of predicting the scale of this banking problem is increased by the lack of transparency in the system. Again, the problem of non-performing loans has come back to haunt the banks.

WHAT TO DO?

In conclusion, let’s consider a few things that could help China achieve its goals of both sustainable growth and social stability. But first, it would be helpful to recognize that China’s avoidance of the financial calamity of the West in 2008 was not due to careful planning or design; it was merely luck. China was financially insulated from the West, thus its relatively better fate. This fact does not necessarily offer a resounding endorsement of the so-called “Beijing consensus”. It is highly possible that China’s goals can be met through less, not more, government regulatory intervention. For example, consider the Canadian banking system, which managed to largely escape the financial disaster—despite the fact it is the US’s next-door neighbor

and one of its largest trading partners—simply by restricting its banks from engaging in the type of speculative investment banking which so devastated the West. Canada otherwise is an open, free-market country much like the US and Europe.

The Chinese government’s market activities at times resemble serial interventions, with some requiring subsequent corrective measures, and many functioning in a relatively short cycle. But these activities can distort markets, grossly misallocate capital, generate speculative bubbles, and even exacerbate social inequities. Markets can fail in producing desired outcomes and then government intervention is definitely desirable. But markets remain the most efficient means of distributing scarce resources, and in a nation of 1.3 billion people resources can often be scarce indeed.

If China truly aspires to a world-leading business status, complete with multiple spheres of influence and reliable trading partners, it would do well to develop a system where other nations can easily understand its business practices, predict its business outcomes, and determine the potential return on business investments in it. Only when these things happen can China gain the confidence and trust of its friends and business associates. In the process, it might also develop a much more equitable system than the one it currently has. ■

Making a difference

By Jeremy Koh

It's the sound of distant murmurs that first catches your attention as you step out of the elevator. As you inch closer to the source, you start making out words that are distinctly un-Chinese. These sounds are coming out of a lecture room. As you draw closer and enter the lecture room, you realise there's a huge crowd within – all enthusiastically speaking in English.

Welcome to the English Corner at the TEDA Library. The English Corner, an initiative of the TEDA Community Service Volunteers Association (TCSVA), is held every Friday evening at the TEDA Library. Each week sees some 40 to 80 Tianjin residents of all ages turning up with only one aim in mind, well, maybe two – to improve their English and make friends.

Every session revolves around three topics, which the participants have to talk about in English. These topics range from relatively complex ones, like the economy, or simple issues like how to become happier. Three to four volunteers are typically present at each session to facilitate the discussion and guide the participants in their English speaking. Italian Olinga Mazlum has been volunteering at the English Corner for about three years. While his role there is to help people to improve their English, he said that he had also learned a lot through his interactions with the participants. “The sessions help me to better understand the Chinese people. It has also given me greater insights into Chinese society and culture,” he said. “Some people think that the Chinese are very money-oriented, but through these sessions, I know they are concerned about more than just money. For instance, they have come up with some very good



Chen Jihong(Secretary-general) & Zhang Huilin(Chairman), TCSUA

ideas to improve the Chinese education system.”

Mr Mazlum, a music director at an international school in TEDA, is one of about 120 foreigners who are volunteering with the TCSVA. Others come from countries like Australia, Italy, South Africa and Singapore; they make up some three percent of the Association's 3,800 volunteers. “Most of them have some experience in volunteering, so they know what to do. They help us a lot in terms of fundraising and conducting English classes,” said Vera Chen, Secretary-General of TCSVA. “Through their work, they also help to promote understanding of different cultures.”

The Association is the first volunteer organisation in Tianjin. Established in 2003 by the TEDA Social Development Bureau, the TCSVA cooperates with the local government in organising a series of charity events. Among other things, it provides aid to children with serious diseases and helps to raise funds for the children of migrant workers.

In addition, the association has printed a Chinese-English bilingual booklet - the TEDA Community Service Guide - to help new residents become familiar with TEDA and its service facilities. Plans are also afoot to set up a service centre to help new residents.

“Currently, we operate mostly in the TEDA and Tanggu areas. But over the next five years, we would like to broaden our network in the Binhai New Area to include areas like Dagang, Dongli and Hangu,” said Zhang Huilin, 70, President of TCSVA.

In fact, the Association has already taken their first tentative steps into Hangu. This July, a group of volunteers organised a barbecue session to raise funds for disadvantaged kids in Hangu. In all, they managed to raise 20,000 CNY, which was used to help 20 kids.

“We rely entirely on donations to run our activities. So if we want to organise more activities, we'll just have to raise

more funds,” said Chen Jihong. “But fortunately, we’ve managed to gain the trust of the people, and we’ve been really transparent about how we spent the money, so the donations have not stopped coming even after the Guo Meimei Red Cross incident.”

The bigger problem, however, is to attract and retain dedicated volunteers. After all, there’s only so much the Association’s four full-time staff can do without the volunteers.

“We hope that more capable people will step out to be volunteers. In the United States, there are lots of capable volunteers, but there aren’t enough such people in China,” said Zhang.

But more than just attracting volunteers, Zhang, a US citizen, also hopes that more foreigners will get involved in the Association’s work.

“We are working and living here, and should do something to pay back to the community,” she said. “Through working so closely with the volunteers, they feel like my second family now.”

That’s a message which resonates strongly with Canadian Nora Lambrecht, who works at the TEDA International School. Her school works closely with the Association on various volunteering projects.

“We have a responsibility to the place we live in, regardless of whether we’re foreigners or not,” she said. “If we all work together, society can be a better place to live for everyone.”

Interview with Zhang Huilin, Chairman of TCSVA

Born in Guangdong Province, Mrs Zhang has been helping communities in Taiwan, the United States and Tianjin for more than 50 years. Business Tianjin met up with her to find out what makes her tick.

How did you get started in the volunteering sector?

I actually started when I was studying in a primary school in Taiwan. I helped to deliver food to my classmate’s mother when she was hospitalized for asthma. Later on, I started giving weekend performances at orphanages and homes for the elderly.

What motivates you to dedicate your time to helping others?

Well, I’m just a very ordinary woman. When I was studying, my teachers taught me about all the great people, like Dr Sun Yat-sen and Thomas Edison, but I knew I could never be one of them. However, I can still contribute in my small way, through helping others. That gives me a lot of satisfaction, and it makes me feel like I’ve done something useful in my life.

In the late 1960s, your family moved to the United States. Did you receive any help from volunteers there?

Actually, my husband moved to the US a year before me. When he went there, all he had was the contact of a local volunteer. And this man, a complete stranger, offered his house to my husband as a place to stay, while he searched for accommodation. I was really touched

when I heard that, and when I moved over to the US, we decided to pay it forward, and our house became like a hotel (haha).

How did you get started in volunteering activities in TEDA?

A Canadian friend asked me if I would be interested in volunteering at the international school. I said, sure, why not? So I started out volunteering at the international school’s library, and later on, I even conducted cooking classes. Later on, when the TEDA authorities decided to set up a volunteer association, my name came up and I became the vice-chairman of this new association.

What’s the difference between the volunteering sector in the United States and China?

In the US, the volunteering sector is mostly driven by the community, while in China it’s mostly driven by the government. There are pros and cons to both approaches. Over here, the government tends to take care of the operating costs and they can help us to solve certain problems. But because it’s established by the government, there could be some restrictions. I’ve been very lucky though. The TEDA authorities have given me free rein to do what I want to do.

Going forward, what are some of the things you would like to achieve for the TCSVA?

I hope that more capable people will step out and be volunteers. Eventually, I hope that more than 10 percent of the residents in TEDA will be volunteers in one way or another and not just retirees, students and housewives, but working professionals as well. **E**

If you would like to become a volunteer, you can contact TCSVA at +86 22 6629 9221 or tdcsva@gmail.com.



Wisdom from Experience

Interview with Collin Zhang, GM, Holiday Inn Tianjin Aqua City

By Cathy Perez

With almost 30 years of experience in the hospitality industry, GM Collin Zhang knows exactly what he is talking about when it comes to the ins and outs of hotel management. His penchant for challenges, for doing something more, or, in his own words, “to see things happen in my hands”, brings him the best opportunities in China’s hotel industry. As the new Holiday Inn Tianjin Aqua City opens, the affable GM talks to *Business Tianjin* about Hongqiao District’s newest hotel while at the same time sharing some insights based on his vast experience.

Please tell us a little about this new hotel.

This hotel has 263 stylish and modern guests’ rooms, a 30,000 square metres floor space, and is committed to the standards of Holiday Inn Hotels. What’s more, this hotel is one of the most important parts of Tianjin Aqua City Commercial Centre which is considered a complex & iconic landmark in town, providing the guests a unique convenience for dining, shopping, relaxing and entertaining. All this make us to be one of the best hotels in Hongqiao District.

What are your long-term goals for the hotel?

I have just finished the hotel’s pre-opening and opening. If I can achieve a 50-60% occupancy rate within the next couple of months then I could say I have had a successful opening. If I can continue that through the first year, and the years to come, the hotel will have done well.

Tell us about the training you give your staff.

Training is one of my priorities. I believe that no training, no standards. That’s why IHG (Intercontinental Hotels Group) has a very systematical training system with all kinds of training courses for different departments. I require all my staff join and accomplish courses required for their position. For example, all my sales

staff are enrolled in SS1 (IHG sales training). Besides, there are many other training courses in our hotel, English training conducted by international teachers, First Aid training, etc.

When did you first become interested in being part of hotel management?

I started my career in hospitality 30 years ago. You may say I witnessed great changes in this industry. It is really interesting to have experienced the whole process. I worked at Holiday Inn Lido since 1982. Holiday Inn Lido is one of the first international chain hotels in China. This experience gave me a great chance to know the world better. And the more I worked in this industry, the more passion I found to continue. The challenge and possibility to know more attract me. Maybe this is the reason, I left the head office of Days Inn China for this hotel.

What is your typical day?

It’s a bit of a headache, you can’t really imagine (laughs). For example, my typical Friday begins at 9 a.m. I have a weekly meeting, followed by the Christmas meeting, then the managers’ meeting, purchasing meeting and some more quick ones. All in all, I’ll finish at 3 or 4 p.m., that’s a whole day spent just on meetings.

You have been in the industry for almost 30 years, what is your secret to success?

First, you should have the right attitude towards work. You have to be passionate and dedicate effort and time. Second, you have to be professional to deliver all your knowledge and experience. Third, I have to balance between the owners and the management company. Every day I spend a good amount of time talking to the owners and to my boss in the management company. And lastly, your family is still important because without your family, you have nothing. **■**



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PRC Real Estate Market Review

Third Quarter 2011

CBRE

Market performance

The office rental market generally showed continued growth in the third quarter of the year on the back of across-the-board rental growth in the previous quarter. First-tier cities in particular demonstrated growth from the high base of the first half of the year, with quarterly gains of around 4% to 9%. Rising inflation and costs, coupled with the unavailability of property alternatives remain major challenges for MNCs looking to consolidate large operations under one roof, pushing some occupiers to turn to suburban areas.

Although some cities, including Beijing, Shenyang and Wuhan, faced adequate retail property supply (each above 100,000 sm for the quarter), the prime retail market across China closed September largely on a positive note, as demand and take-up increased notably. Twelve of the 15 cities we cover recorded brisk growth in rentals amidst buoyant market sentiment. Even new projects coming onto the market were well sought after as reflected in their low vacancy rates.

There have been a series of recent housing purchase restrictions across nearly all the cities we cover, with the exception of Chongqing, which adopted a separate pilot scheme of property tax and subsequent measures to reinforce the implementation of such restrictions in mid-2011. As a result luxury residential transaction volumes were severely dampened, while prices held firm. Only Qingdao, Hangzhou and Nanjing recorded tentative signs of price corrections amidst the prevailing wait-and-see market sentiment. In contrast to this, the logistics property market marched onward, highlighted by rising demand for modern facilities across second-tier cities, often driven by the cost advantage of inland regions. Cities with strategic positions, such as Wuhan and Chongqing, are deemed dominant nodes within the logistics landscape, offering access to a mature supply chain. They thus saw notable upward pressure on rentals for logistics facilities.



North China

The Beijing office market continued to show growth this quarter. Rents grew 8.8% q-o-q, and vacancy rates further dropped 0.8 percentage points to 6.8%. With insufficient supply expected in the next two to three years, the bullish market should continue. Dalian also experienced strong growth, with demand from new tenants, such as in financial institutions, and greater desire for space among existing tenants. This brought up rental levels up to RMB 81.7 psm per month, a 5.5% growth q-o-q. In the Tianjin market, due

RENTAL					
	Beijing	Dalian	Qingdao	Tianjin	Shenyang
Office	↑	↑	↑	↑	↑
Luxury Residential	↑	↑	↑	↑	↑
Retail	↑	↓	↑	↑	↓
Industrial	↑	↑	↑	↑	↑



to high quality new supply coming on stream and continued demand for quality space, we witnessed a substantial 7.6% average rent growth q-o-q overall. In general, the Northern China office market demonstrated strong rental growth in the quarter, due to the supply-demand imbalance for most cities.

In the third quarter we saw diverse performances of the retail market in northern cities. Backed by strong demand and more experienced retail operators and developers, the Beijing market witnessed an 8.4% quarterly rent growth and 0.4% vacancy decrease, even with 112,000 sm of new supply coming on board. With the exception of Shenyang, other northern cities have had a relatively quiet third quarter. Because of the 388,000-sm of new supply, the vacancy rate in Shenyang rose 4.7 percentage points to 18.8%, while average rents decreased 1.3% q-o-q.

During the quarter all four emerging northern cities we monitor saw slow growth in the industrial property market. Rents went up from 2.1% to 0.1%. Land transaction prices edged down slightly for most markets, except Tianjin, which had a 0.5% q-o-q increase. The Beijing industrial property market witnessed a strong quarter, with rents rising 5.6% q-on-q for logistics and 2.5% for manufacturing plant.

Under the impact of the government policies, the luxury residential market has cooled in most cities. Shenyang was the only market to have a 3.9% q-o-q price increase; all other markets saw a limited rise in the prices for such housing. Luxury housing rentals increased materially in Beijing, with 5.3% q-o-q, backed by strong demand from MNC expatriate staff.

Tianjin

With the construction of the Jinta Office Building in the Heping District, a total of 203,900 sm of new space entered the prime office market in the third quarter. High asking rents for new projects is considered to be a major driver for pushing rents up by 7.6% q-o-q, to RMB 119.6 psm per month. Nevertheless, abundant space from new projects lifted the overall vacancy rate

Real Estate

	Office	Luxury Residential	Retail	Industrial
Rental Growth in 6 months	0-3%	0-3%	3-5%	0-3%
Vacancy Rate Trend in 6 months	↓		↓	

Tianjin Prime Office Market



to 23.1%, a remarkable rise of 11.6 percentage points.

There is no new supply in the pipeline for the rest of the year. This should help the market stabilize somewhat with vacancy rates moderating.

Despite being overshadowed by tightening controls, the Tianjin residential market continued to show signs of growth in the third quarter of the year. The sale transaction volume of luxury apartments rose, with average prices being marked up by 2.7% q-o-q, reaching RMB 21,069 psm for the close of the quarter.

Tianjin Luxury Residential Market



The luxury residential leasing market remained on an upward trajectory, with average rentals of apartments recording a q-o-q gain of 0.7%, standing at RMB 40.5 psm per month.

Tianjin Prime Retail Market



The Tianjin prime retail market continued to improve with average rentals on ground floor units rising by 0.6% to RMB 21.9 psm per day. The continued entry of more retailers on to the Tianjin drove vacancy

rates down to 11.4%. Major leasing transactions included Sundan's leasing of 300 sm in Isetan to open its first shop in Tianjin. In addition, Sundan committed itself to lease 2,400 sm in Galaxy Mall. Godiva, Emoi and Pepper Lunch also have plans to establish secure footholds in Tianjin in Isetan. In addition, several brands belonging to Inditex, as well as UNIQLO, H&M and WE, have also signed with Tianjin Aqua City.

The Tianjin industrial property market maintained steady growth during the past quarter. Average rents for logistics facilities edged up by 0.2% q-o-q, to RMB 26.8 psm per month, while industrial land prices surged by 0.5%, to RMB 451.6 psm. Recently, e-commerce companies have led the growing demand for new logistics facilities. Dangdang signed an agreement with the Tianjin Jingbin industry Park to locate its north China headquarters in the park, while Amazon took 100,000 sm in the GLP Wuqing Park. With no sign of demand abating, it is expected that the rental levels will continue to rise in the future. **B**

Tianjin Logistics Market





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西餐主厨 John Webster
Western Head Chef John Webster



Recent Legal Development in China's Food Industry



Manuel Torres



Grace Ge

by Manuel Torres (Partner) and Grace Ge (Junior) Garrigues Shanghai

At the end of February 2009, after a few years' preparation, the Food Safety Law of the People's Republic of China (the "Food Safety Law") was finally agreed by the Standing Committee of the National Congress of China. It took effect on June 1, that year, with the goal of ensuring food safety, and public health. Subsequently, the Food Safety Law has become the fundamental law in China governing food safety, while the Food Sanitation Law (agreed in 1995) which previously acted as the main law regulating food sanitation in China was abolished.

On July 20, 2009, the State Council of China issued the Implementation Rule for the Food Safety Law ("the Implementation Rule") which took effect the same day.

As the Food Safety Law and its Implementation Rule set up certain new mechanisms to ensure food safety, Chinese authorities issued a series of further rules to detail the mechanisms. For example, in order to govern the permits for market access for food production, food distribution and provision of catering services, the General Administration of Quality Supervision, Inspection and Quarantine ("GAQSIQ"), the State Administration for Industry and Commerce ("SAIC"), and the Ministry of Health ("MOH") separately

issued management measures to regulate the permits. In addition, the SAIC and MOH also respectively issued certain specific rules to supervise food safety during food distribution and catering services.

These legislation developments can be considered the result of the aim of Chinese legislators to improve food safety, due to several food safety accidents which strongly hit public confidence in the country.

Notable Mechanisms in the Chinese Food Industry due to the Legislation

• Food Industry Permit System

Due to the legal development, the food industry permit system for market access in China has undergone changes.

Previously, under the previous Food Sanitation Law, all entities/individuals engaged in the production and operation of food should obtain a food sanitation license from MOH, plus the entities/individuals engaged in food production should additionally apply for a food production license from GAQSIQ.

Under the new legal regime for food safety protection, the Food Sanitation License no longer exists. The permits for different sectors are now as follows:

Legal Assistance



instances were inconsistent with each other. The lack of specific food safety standards became one of the main problems in ensuring food safety.

To change the situation, the Food Safety Law required MOH to formulate and publish the unified national food safety standard by means of consolidating the mandatory standards in the existing standards

as mentioned above. To fulfill such an obligation, in October 2010, the MOH issued the Management Measures for National Food Safety Standard, to detail the procedures for formulating and publishing the national food safety standards. So far, the MOH has published several national food safety standards, mainly covering the dairy industry and food additives.

- food manufacturers shall obtain a Food Production License from GAQSIQ or its competent local branch;
- food distributors shall obtain a Food Distribution License from the competent local branch of SAIC;
- catering service providers shall obtain a Catering Service License from the competent local branch of the State Food and Drug Administration (“SFDA”);

To avoid the overlap of the administration of different authorities, the new legal regime also regulates that:

- food manufacturers with a Food Production License are not required to obtain a Food Distribution License when selling self-produced food at their production places;
- catering service providers with a Catering Service License are not required to obtain a Food Production License or Food Distribution License when selling self-made or self-processed food at their catering service places.

• Unified Food Safety Standard

Before the promulgation of the Food Safety Law, China did not have many national food safety standards. Instead, there were many other standards named as food “quality standards”, food “sanitation standards”, “industrial standards”, etc. However, some of them were not mandatory and in some



Legal Assistance

The national food safety standard published by MOH shall be mandatorily applied in the food industry. Besides, if there is no national food safety standard for relevant food, the local branch of MOH at provincial level may formulate and publish the local food safety standard, which shall also be followed by the business operators.

Nevertheless, if there is neither a national food safety standard nor local food safety standard, the enterprise engaged in food production shall formulate its own enterprise standard as the basis for production, which shall be filed with the competent local branch of MOH before the production is begun. In addition, the enterprise is encouraged to formulate enterprise standards which are stricter than the national food safety standard or local food safety standard.

• Inspection and Record Keeping

Under the new legal regime, Chinese food manufacturers, food distributors, catering service providers, as well as food importers, shall establish an inspection and record keeping system during their daily operation. All mentioned records are to be kept for at least two years. Such a system aims to trace information to enhance food safety supervision.

As required, food manufacturers, when purchasing food raw materials, food additives or food-related products, shall inspect the supplier's license and product compliance document. They shall keep records of inspection results and purchase details ("Purchase Inspection Record"), including

product's name, specification, quantity, name and contact information of supplier, purchase date, etc.

In addition, food manufacturers shall also record the final inspection when their food products leave the factory ("Final Factory Inspection Record"), which shall include the product's name, specification, quantity, production date, production batch number, inspection certificate number, name and contact information of purchaser, sale date, etc.

For food importers, the Food Safety Law requires them to keep the records regarding the import and sale of foods ("Food Import and Sale Record"), which mainly includes the manufacturer's name, specification, quantity, date of production, production or import batch number, shelf life, name and contact information of the exporter and purchaser, date of delivery of the food, etc.

Liability for Violation of Chinese Law regarding Food Safety Protection

• Administrative Liability

If there is any activity violating the regulations for food safety protection, the competent authorities may impose the administrative punishment. In summary, the administrative punishment can be the follows, depending on the different circumstances of violation:

- Confiscate the illegal gains;
- Confiscate the food or food additives for illegal



- production or business;
- Confiscate the utensils, equipment, raw materials and other articles used for the illegal production or business;
- Impose fine;
- Impose the injunction for operation; or
- Revoke the Permit.

• Civil Liability

For any damage arising from defective food, the violator shall bear the civil liability in accordance with Chinese civil law regime, mainly the Civil Law, Contract Law, etc.

The Food Safety Law sets up punitive damages by stipulating that, in addition to claiming compensation for loss, a consumer may require 10 times the price in damages, from the food manufacturer producing food not in compliance with the food safety standards, or from the food seller who intentionally sells food not in compliance with the food safety standards.

• Criminal Liability

Criminal liability in relation to food safety protection is stipulated by Chinese Criminal Law. Before the promulgation of the Food Safety Law, Chinese Criminal Law already included the provisions (Article 141, 143, and 144) about criminal liability in relation to food sanitation.

On February 25, 2011, the Eighth Amendment to the Criminal Law (“Eighth Amendment”) adopted the rev

ision to Article 143 and Article 144. Compared with the previous provisions, the new provisions mainly delete a limit on the fine. In addition, the Eighth Amendment provides a new crime, “malpractice for food supervision” against the government officer in charge of food safety supervision, which is regarded as another measure for China to improve food safety.

It is notable that, under Chinese criminal law, if the enterprise violates criminal law for food safety protection, the personnel directly in charge and other directly responsible personnel shall also bear criminal liability.

In summary, the food manufacturer or seller violating criminal law for food safety protection shall be subject to the following criminal liability, depending on the circumstances of specific cases:

- a criminal detention, in addition to a fine;
- fixed-term imprisonment;
- fixed-term imprisonment, in addition to a fine or confiscation of property;
- life imprisonment, in addition to a fine or confiscation of property;
- death penalty, in addition to a fine or confiscation of property

For example, in the Sanlu contaminated milk powder case which caused serious harm to babies’ health, the enterprise was fined more than 49 million CNY, with its board chairman sentenced to life imprisonment and fined nearly 25 million CNY. This case demonstrates the severe punishment dealt to enterprises and senior management for cases causing significant casualties.

Overall, China’s recent legal development in regulating the food industry shows the government’s determination to ensure food safety, by setting up more requirements for business operators. It means multinational companies operating in China should pay close attention to such developments, to comply with the new rules and avoid any punishment or bad publicity. Such legal developments also strengthen the supervision over food safety and improve, to some extent, public confidence about food safety in China, which will also benefit the food industry. 



Garrigues has over 13 years of experience in advising companies in their investments in China. The team of experienced Western and Chinese professionals at Garrigues Shanghai provides legal advice to foreign companies on a wide range of issues such as incorporation of companies and negotiation of joint ventures, commercial contracting, M&A, tax, real estate, employment, intellectual property, arbitration and infrastructures, as well as to Chinese companies with investments abroad.



New Investment Channel for International Investors - Capital Contribution by Equity



Simon Bai
Winners Law Firm

On 14 January 2009 *State Administration of Industry and Commerce* (“SAIC”) promulgated the “*Administrative Measures for Registration of Capital Contribution by Equity Stock*” (“SAIC Measures”) (《股权出资登记管理办法》) which became effective on 1 March 2009. However it is noteworthy that the SAIC Measures excludes foreign-invested enterprises (FIEs).

The situation finally changed, as widely expected, on 4 May, 2011, when China’s Ministry of Commerce (MOFCOM) released a discussion draft of the *Administrative Measures on Using Equity Interest as Capital Contributions to Foreign-Invested Enterprises* (the “Draft Measures”) (《涉及外商投资企业股权出资的管理办法（征求意见稿）》). Once they are finalized, the Draft Measures, which are intended to supplement the SAIC Measures, would give the option of foreign re-investment in China of using existing equity investment in addition to cash or non-monetary assets, such as intellectual

property, equipment, or land use rights in the country to serve as capital contributions. This, in turn, will facilitate the creation of new structures for domestic and foreign companies to integrate their China operations. The Draft Measures, legalizing the use of equity in capital contributions are expected to encourage new investments into China and, in an effort to cope with the ongoing global financial crisis, this will limit the use of cash in such activity.

The China Company Law (“CCL”), as amended in 2005, permits investors to make capital contributions in cash, in kind or in such intangible property rights, including intellectual property and land use rights or other transferable non-cash properties with appraisable values (Article 27 of CCL). Shares and equity interests in a company obviously satisfy the requirements for such non-cash properties for the purpose of capital contribution. This new channel will be able to be used by international investors to establish new foreign-invested enterprises, as well as to merge with or acquire Chinese enterprises.





Scope of Draft Measures

According to the Draft Measures, equity contribution allows investors to use equity interests in a limited liability or joint stock limited company incorporated in China to make a capital contribution for the "establishment" of a foreign-invested enterprise. However, in this scenario, the term "establishment" refers to three scenarios:

- Forming a FIE by way of establishing a new legal corporate entity;
- Injecting capital to change a domestic enterprise into a FIE; and
- Increasing the registered capital of an existing FIE by injecting capital to it and thus changing the equity structure.

According to CCL, the cash contribution toward the registered capital of a company shall not be lower than

30%, while the non-monetary capital contribution, such as equipment, intellectual property rights or land use rights shall not be more than 70%. As a result, the Draft Measures provide that the sum of the value of the contributed equity interests and other non-monetary assets may not exceed 70 percent of the invested enterprise's registered capital in any case as a mandatory rule.

Requirements for Contributed Equity Interests

The Draft Measures stipulate that equity interests to be contributed must have undisputed title, full equity rights and also have to be legally transferrable. Hence equity interests must not be subject to any encumbrances, such as a pledge.

In accordance with the Draft Measures, under the following circumstances equity interests can not be used as the capital contribution to a FIE:

- The investor's equity to be contributed to a FIE in the Chinese domestic enterprise has not been fully paid;
- The investor's equity has been pledged or is legally frozen;
- The investor's equity is non-transferable according to the Article of Association of the Chinese domestic enterprise;
- The investing FIE did not apply for or failed to pass the annual inspection by FIE regulatory authorities;
- The equity-investing enterprise is a foreign-invested investment company or a foreign-invested venture capital investment (equity investment) enterprise;
- The equity transfer has not been approved by the authorities;
- Other scenarios as proscribed in laws or regulations that may apply.



Evaluation of Equity Interests Contributed

Prior to use as a capital contribution, the equity to be contributed to a FIE must be assessed by a domestic evaluation agency established in accordance with the PRC law. Based on the value assessment of the equity reported by the domestic evaluation agency, the investors shall fix the final value of the equity and the equity amount to be contributed to a FIE through consultation. The final value of the equity shall not be higher than the assessed amount of the equity.

The equity interest contribution must be verified by a duly established accounting firm, and a capital verification report is also required.

Procedure of Approval and Registration Requirements

Similar to establishment of a FIE by way of traditional means, MOFCOM and its provincial branches are the approval authorities for capital contributions with equity interests toward FIE. Application documents required for approval include an application letter, agreement to the contribution with equity interests, certificate of the capital contributor's legal possession of the equity interests, an equity interest appraisal report, a legal opinion regarding qualification of the equity interest to be contributed, and proof for the compliance status with relevant foreign investment laws and regulations for the equity-investing enterprise, the investee enterprise,

and their affiliated enterprises with direct or indirect shareholding links.

The Draft Measures also mandate that the relevant registration procedures, similar to those of the traditional way of capital contribution, including tax, customs and foreign exchange requirements, must be duly completed following the equity contribution.

It has to be borne in mind that the *Provisions on Guiding Foreign Investment Direction enacted by the State Council in 2002, Catalogue on Guidance of Industries for Foreign Investment* (updated frequently by MOFCOM with the latest version being 2007) and other relevant provisions regarding foreign investment also apply to capital contributions by equity toward a FIE. So does the *Notice of the State Council on the Establishment of a Security Review System for Foreign Mergers and Acquisitions of Domestic Enterprises* (issued in Feb 2011), which requires investment by means of equity interests to be subject to national security review by China authorities, where applicable.

Conclusion

Pending issuance of the final rules, the Draft Measures are widely perceived as a welcoming clarification of the contribution of equity as registered capital of a FIE. A more flexible investment structure will be available for international business to set up new ventures or increase their capital commitments or vary their shareholding structures in other existing ventures in China. This, in turn, will limit the cash flow burdens on investors. It will be interesting to observe how the Draft Measures, once finalized and becomes effective, will interact with existing laws and regulations on foreign investment. ■

WINNERS has been recognized consecutively as "Tianjin Firm of the Year" by two international legal journals: *Asia Legal Business* from 2008-2011, and by *China Law & Practice* from 2009-2011.

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THE PLACE TO MEET.

Bad Faith Trade mark Registrations in China



Philippe Healey,
Project Manager,
China IPR SME
Helpdesk



Introduction

Prior trade mark registrations, also called 'bad-faith registrations', are a significant problem that many European companies encounter in China. This process commonly involves a Chinese company first registering the trade mark of a foreign company in China with the express intention of selling it back to the foreign company at an inflated price. Finding out that a Chinese company has registered a bad faith trade mark is one of the biggest complaints of European Small and Medium Enterprises (SMEs) trying to enter the Chinese market. These prior registrations can limit the foreign company's freedom to operate by restricting its ability to enter the China market or even to source goods from China.

As an example, a Scandinavian SME used a Chinese factory to make its goods for export.

The Chinese supplier registered the Scandinavian company's trade mark in China and engaged China's customs to intercept export goods bearing the trade mark, thereby disrupting the Scandinavian company's business.

This case demonstrates that a sound knowledge of the instruments available to protect your company's intellectual property is of utmost importance, and that it is worth remembering some of the key reasons for spending money on registering trade marks:

- To protect products and ideas;
- To protect and harness brands and reputation;
- To justify research and development costs;
- To make sure new rights belong to you;
- To prevent other companies from utilizing your inventions and designs;



- To keep competitors at a distance;
- To create market space for future development;
- To create a strong defence in case of conflicts / infringement;
- To record unique technology and designs for investors;
- To create a platform for licensing and co-operation agreements;
- To create a qualified knowledge base for decisions about registering rights internationally.

What is a trade mark?

A trade mark is a sign that serves the purpose of identifying the goods or services of a producer, thus allowing the consumers to distinguish goods or services of one producer from those of another. The sign may be composed of words, devices, letters, numerals, three-dimensional signs (shapes), combinations of colours or any combinations of the above.

The first to file principle is a key issue in regard to the registration of trade marks in China. This principle implies that the company that first files a trade mark application in China owns the rights over this trade mark. Many European SMEs want to do business in China, only to find out that their trade mark has already been granted to a Chinese company.

When entering the Chinese market do not fail to register your trade mark!

For a full overview of trade marks in China, please see the article titled "Trademarks in China" from our July issue.

Trade marks trading

It is important to note that it is legal for the owner of a registered trade mark to sell it. In fact, in China there is an internet-based platform for selling trade marks, a so-called 'trade mark supermarket' (<http://www.gbicom.cn/>), which is affiliated to the China Technology Exchange and is approved by the State Council.

What happens if a European company finds its trade mark on the 'trade mark supermarket' website in China? Selling a trade mark is legal, but what about selling one that has been 'hijacked' from its owner?



The Trade mark Law of China outlines what action to take concerning the revocation of disputed trade marks. If any of the trade marks on the mentioned website are found to be sold in violation of the law, action can be taken to have those trade marks cancelled. The company operating the website is selling trade marks that are valid, but it is possible that they were bought and/or registered in bad faith. Obtaining evidence will provide grounds for invalidating bad faith trade marks.

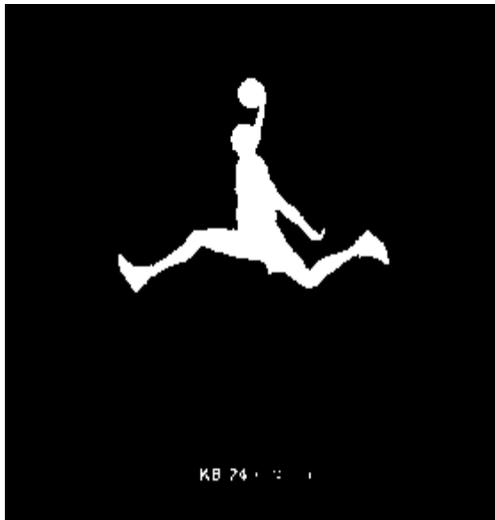
Trade mark laws usually include clauses providing different means to defend oneself against the selling of trade marks registered in bad faith. For example, German trade mark law even recognizes, under certain conditions, trade marks that are NOT registered. Another very basic rule of

the trade mark law in many countries is its use. This implies that a registered trade mark must be used after a certain 'starting period', otherwise it can be revoked (this period is 3 years in China). One can assume that a significant portion of 'hijacked trade marks' are revoked in China because they are not used during three consecutive years. Furthermore, well-known trade marks might be given protection even if they have not been registered in other countries.

In the case of 'trade mark supermarkets', defending a trade mark in the end always depends on the very specific case/trade mark in question. The third party buying a trade mark from such a 'supermarket' should carefully check its legal background; otherwise they might buy a trade mark that cannot be used. The seller of these trade marks should also carefully

verify the legal situation of the trade marks sold, as he/she might face high compensation claims.

In China a trade mark (except well-known trade marks) practically has no protection if it is not registered, and it is difficult to object to an already registered trade mark because it is a formal, legal process. Nevertheless, companies should at least try to defend their rights against such 'hijacked trade marks' in China instead of simply accepting the infringement. A specialised lawyer should analyse each case to determine whether its merits are strong enough to justify defence. It will also be necessary to collect evidence specific to each case and compile a dossier detailing the information gathered on each trade mark, including details of the member's trade mark such as its current registration status, whether it is regis-



tered in China, the extent to which the member's trade mark is used in China (if it is used on goods or products manufactured or sold there), any information on the registration of the offending trade mark. In all such cases where a specific trade mark right is obviously infringed there is always the possibility that the 'bad faith' argument can be raised. But the chance of success based on this argument depends highly on the specific situation of the trade mark in question.

Bad faith registration - some examples

In 2009 there was a major trade mark infringement case in China where an EU company was sued for RMB 40 million (about EUR 4.5 million) compensation. The EU company had been using the same trade mark name worldwide which it tried to register in China in 2003, but found that a Shenzhen based company already owned this trade mark. An application for cancellation of the Chinese trade mark based on non-use failed because the Shenzhen company had used the trade mark and had stores in Shenzhen with similar products. So the EU company had to take the decision to rebrand – meaning that it abandoned use of the brand on its products worldwide, and introduced a totally new trade mark. The cost to register is often cited as a reason for not registering IPR in China or for not registering in additional trade mark classes. However, in our experience, far from saving money, such a strategy has time and again proven to be more costly. The issue is not limited to European companies but is also an issue domestically. For example, Harbin 'Zheng Yang He' Soy Sauce saved RMB 1,000 on official fees plus some additional trade mark



Unilever

agent fees by not registering its trade mark, only to lose RMB 500,000 to buy it back later.

Steps to take to protect yourself

It is important to register broadly in China - in other words, don't just consider the immediate class for the product to be sold, but consider whether the same trade mark could be used on related items or on packaging, advertising or even merchandising. Furthermore, Chinese consumers are likely to find a Chinese name for foreign trade marks so it is a good idea to also register a Chinese version of a trade mark.

In the case of 'trade mark hijacking', it may be beneficial to:

1. Seek the advice of a lawyer who will be able to assess each trade mark and the strength of the case for each. Alternatively, consider retaining one lawyer to then manage the collective trade marks. Nevertheless, a request for revocation at the Trade

mark Office level must be filed with the Trade mark Review and Adjudication Board (TRAB). This procedure can also be handled by a registered trade mark agent.

2. Consider buying back the trade mark using a Chinese law firm to negotiate on your behalf. Some of our experts have suggested that using a Chinese lawyer may allow you to buy it back at lower cost than by going directly to the seller yourself.

3. Take steps to register any key trade marks and logos as soon as possible, and seek the advice of a lawyer or trade mark agent to ensure adequate protection in related or other relevant classes.

4. Consider registering key trade marks in Chinese to (a) pre-empt unwanted Chinese registrations and (b) to prepare the way for sales in China.

5. Understand that different rights cover different aspects of IPR and that each has its limitations (e.g. design patents have a relatively narrow focus), so try to use a layered approach in developing an IP strategy. 



The China IPR SME Helpdesk is a European Commission funded project that provides free, practical, business advice relating to China IPR to European SMEs. To learn about any aspect of intellectual property rights in China, visit our online portal at www.china-iprhelpdesk.eu. For free expert advice on China IPR for your business, e-mail your questions to: enquiries@china-iprhelpdesk.eu. You will receive a reply from one of the Helpdesk experts within seven working days. The China IPR SME Helpdesk is jointly implemented by DEVELOPMENT Solutions and the European Union Chamber of Commerce in China (EUCCC).

Economic Area



The Development and Construction of the Tianjin Bestown Economic Area will be accelerated in an all-round way in 2011

Located between the national grade Tianjin Economic-Technological Development Area (TEDA) and Tianjin Ecocity, the Bestown Economic Area (BEA), which boasts a fishing village with over 600 years of history, was one of the so-called "Ten Battles" construction and development campaign undertaken after the establishment of Binhai New Area. Xu Guang, deputy director of BEA, told journalists that five so-called "Ribbons" are set to be built here. These include an international conference industrial district, SME headquarters, Bestown ancient town, ecological residential area and special tourist area. With these features, the BEA will become in the near future both an international conference venue and well-known tourist attraction, while still retaining a special Northern Chinese appearance and flavor.

It is no exaggeration to maintain that Bestown's construction is un-

dergoing constant modification so as to literally be "changing with each passing day." Since 2009, when Bestown was incorporated into the "Ten Battles" campaign, the Bestown project has followed a "multiple groups" strategic model. It was initially backed by six state-owned enterprises. These enterprises included the Construction Group, TEDA, Tianbao International Logistics Group, Hi-tech, Lianfa, and Xinbei Group. Bestown has subsequently attracted many private enterprises, such as SUNAC, Fuxin, Wanqi, Shenglong, and Phoenix. The latter companies are serving as a new force to promote the BEA's development and growth. At present, 12 companies have set up shop there. The project has made steady progress, and all of the infrastructure work has already been completed. Its first phase, which covers an area of 5 square kilometers, or some 3 million square meters of built up area, has essentially been finished and was made

ready for use during the second half of 2011. Construction work for the entire project will be basically completed by the end of this year and within the next three years, the BEA will be fully developed. And by 2015, the Economic Area will realize its diverse objectives of being a magnet for new businesses to provide for a vibrant enterprise area whose first-rate facilities, housing, and living conditions enable its residents to enjoy economic prosperity and live in fully social and ecological harmony.

From January through July of 2011, the BEA's GNP reached 1.53 billion CNY, while its accumulated fixed asset investment amounted to 9.5 billion CNY. The figures for fiscal revenue and total foreign investment are 2.3 billion CNY and 1.7 HKD respectively, or some 311% of its annual target. The project has thus not only met, but well exceeded its revenue goals.

Economic Area



Four Advantages of Development of General Headquarters in BEA

1. Create Pleasant Environment, Green Energy-Saving Transportation

Zhang Yue, deputy director of Bestown Economic Area CMC, noted that the area's green belt covered more than 2 million square meters, one quarter of which is covered by water. In the remaining 1.5 million square meters of the green belt, the structures and landscape architecture have focused on making Bestown a garden-like economic development area. This will enable the people who live and work there to enjoy a natural green environment.

2. Sound Living Facilities, Open-ended Managing Pattern

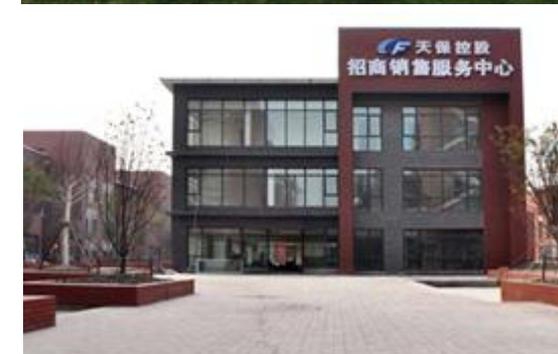
According to the Binhai New Area's integrated planning scheme, the BEA will become a model for high-quality education. Some 13 schools and kindergartens will be established in the area. At the same time, the building of the 17,000 square meters Taiwan Medical Association Maguang Group General Hospital will ensure high-quality health care for the 70,000 residents of the BEA. The hospital will also have a 3,000 square meter community public health center and 3,000 square meter home for senior residents.

3. Prominent Characteristic of history and culture on the basis of two traditional travel brands

Seafood and Sea tourism have long served as Bestown's two main tourist attractions. On this foundation, Bestown has developed the history of North Xinjiang to build a 350,000 square meter Bestown.

4. Perfect Schema of Business and Leisure

Four five-star hotels have now been built in Bestown, including TEDA Mandarin Hotel, Lianfa Yuehua, Wyndham San Jose Hotel and Bestown Holiday Inn. It is estimated that 4 more hotels will be built by 2012. In order to emphasize the area's role as a corporate headquarters hub, the periphery of each hotel will include a golf driving range and helicopter landing pad. They will thus meet the highest standard for leisure activity and convenience for business clientele. 





Ten Must Have Free Apple Apps

By Christopher Ribeiro



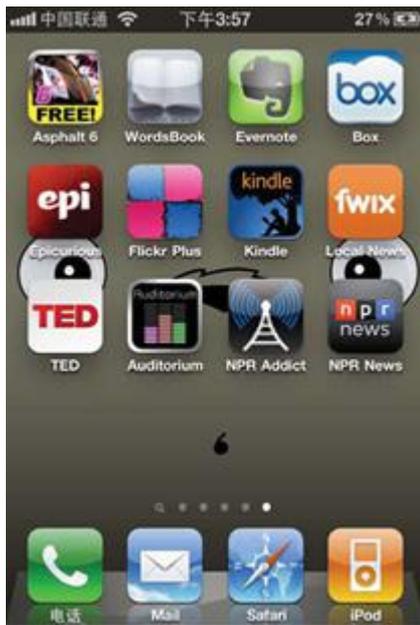
With the recent opening of Apple's first retail store in Hong Kong, along with its third in Shanghai -which also happens to be the world's largest - China's thirst for everything Apple grows apace. Non-certified stores can be found nearly everywhere - and although the prices here are a touch more expensive than in the West - Chinese continue to flock to stores and spend their hard earned *renminbi* on Macs, iPads and iPhones. The iPad3 and iPhone5 are right around the corner and already generating excitement.

With the advent of cloud computing, you can seamlessly manage your day-to-day affairs using a variety of different devices, keeping them more connected than ever before. Apple is making a foray into this market with its own iCloud, which will make it possible to instantly access movies, photos, music, documents and news while at home or on the move. One of Apple's features that consumers find so desirable (besides the cool factor) is the wide assortment of apps which are integrated and accessible anywhere, anytime via the cloud. Here are the most useful and, more

importantly, free apps to help you stay connected.

1. Evernote - a virtual notebook which allows you to make personal notes for organizing your day-to-day affairs. You can download a "Web Clipper" which captures full web-pages, take photos or record audio, all of which can be filed and sorted into various notebooks and linked to all of your devices through the cloud.

2. Box.net - an online storage device which stores, organizes and shares your documents. Sharing



gives friends or colleagues instant access to works in progress – an especially handy feature for collaborative projects. Another plus is that it can view Word and Excel documents.

3. Kindle – the Kindle app looks great on the iPad and lets users choose from an assortment of over a million books, newspapers and magazines. The Whispersync saves your last page read which means you can easily pick up where you left off on any device.

4. Auditorium – one of those uber-cool apps that puts your finger right on the pulse of what's hot in the world of indie music. A virtual map guides you through new artists and in the meantime feeds you interesting facts about the musicians and refers you to similar artists.

5. TED Talks – for those unfamiliar with TED, it's a series of global conferences which hosts influential speakers from around the world. The talks have a general tilt towards science, technology, business and global issues, and are meant to inform and

fascinate viewers, as well as inspire new and innovative ideas.

6. Epicurious – a foodies' ultimate app, Epicurious links top cooking publications and puts a virtual cookbook at your fingertips. You can sort recipes by ingredients, cuisine styles, dietary considerations or seasons. Users are able to tag their favorite recipes and the app will compile a virtual shopping list for you.

7. The Guardian Eyewitness – a photographers' dream. The Guardian and Canon compile striking images from around the world which include

captions along with a "Pro Tip" which help aspiring shutterbugs understand not only the story but also the technique used in capturing each image.

8. Flickr Plus – Flickr is a popular image hosting site with online storage capabilities and allows photo sharing along with comments and tags, which is appealing for Facebook junkies that can't always get access in China. Flickr has a slick interface and is great for instant uploading of photos on the go.

9. NPR – the American public radio site has a proclivity to focus on arts and lifestyle stories, as well as an outstanding reputation for cutting edge music coverage. US and world news are given equal air-time, or you can filter your settings to lean more heavily towards either.

10. Fwix – a great site for people that like to stay on top of what's happening at home, Fwix is a "geo-tagging" site that organizes web content by location. Users can choose a home city filters all recent local news into one place. 



Resume writing is science

It can be vital to understand how hiring managers read resumes

By Sam Ragnarsson

It is the record of our past performances, our greatest achievements and sometimes even our failures. It represents us to possible employers, future bosses and even colleagues. It is our curriculum vitae, our work and education history. It is our resume!

Even though most people fully realize just how vitally important this little paper is, very few of them put the time and energy needed to perfect their resumes. In my experience this is especially true here in China. Some 95% of resumes I have seen are all but impossible to read in a targeted or informative way. For anyone considering a career at a western company in or outside of China, perfecting their resume writing skills is one key first step in obtaining such employment.

There are four things to keep in mind when creating a resume: readability, measurability, perception and audience.

Readability

It is important that your resume is set up in a format that is easy to read. Hiring managers receive thousands of resumes a year, so they will simply skip difficult to read resumes.

The key here is to realize the glance effect. Basically, rather than reading resumes, hiring managers just glance through them. They will read the top 1/3 of the first page and glance at the rest, maybe reading the last 2-3 sentences at the end of the resume. If this evokes their interest, they will go back and read the resume properly.

Knowing this, you should never take up a lot of space at the top for your name or address. Your name can be in one line with bigger font, and very small contact details underneath, while the important thing is to get straight to the point with a short introduction and list stating your top 10 skills. This will give the hiring manager a very quick overview of who you are.

At the end of your resume put something indicating that would be a valuable asset to a potential employer. If you are well educated, then put education last; if you are multilingual, then note that at the end of the resume.

To make your resume even more readable, make sure that you list as much information as possible in bullet points. No one reads paragraphs of texts. Shorten your achievements and tasks as much you can. See the difference between lines 1 and 2.

1. Worked as a project manager for large project with over 15 members
2. Project Manager w/team of 15

Many even go so far as to highlight specific words in their resume to draw them out.



Remember to use common font types and have your name and page number in the footer.

Measurability

One of the greatest mistakes people make when writing their resume is that they are telling you what they did, rather than what they achieved. Think about it! Tell someone you were a department manager, or tell someone that you increased production by 240% during your management. Which one sounds better?

When you list your past jobs, it is fine to have one sentence that describes what type of a job or workplace this was. Maximum two sentences though. If the hiring manager is truly interested, he will ask you for more details in the interview. Underneath this sentence, you can write in bullet points your achievements. Try to make them all measurable.

Not all your history has to include numbers, though they are always best. Write down tasks from previous jobs, read over them and see how you can re-write it to be statement of what you achieved. Look at the difference between these two sentences:

1. Sorted mail and delivered to each department
2. Responsible for optimizing the mail department

The second one demonstrates that something was achieved, along with showing that the person had some responsibilities.

Perception

We surely all have taken twist and turns in our careers. I have held a variety of jobs, including restaurant manager, fisherman, European IT company manager, project manager and freelance journalist. However, when we write our resume we should realize that sometimes less is more.

With your resume you are trying to draw a picture of who you are, while

at the same time convincing someone you are right for the job (or at least right for an interview). This means leaving out all or most position that do not directly line up with your next career move. Consider calling the work history on your resume: Work experience highlights. That makes it clear that you might be leaving out some jobs and also allows you to have some caps in the timeline.

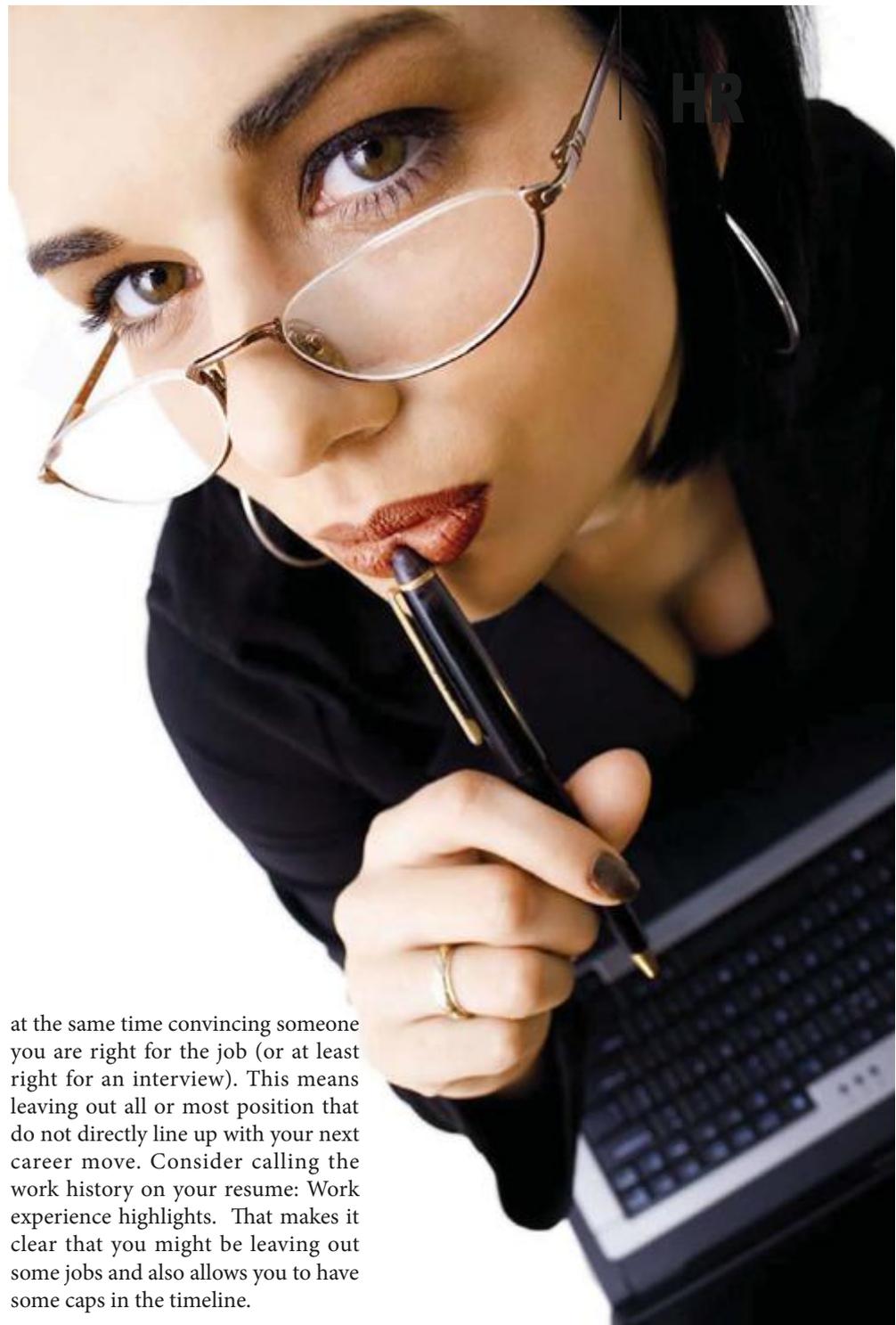
Besides leaving out those non-relevant jobs, think progression. Hiring manager like to hire people that progress in their career, such as; Sales clerk -> Sales -> Sales Manager -> Sales director, etc. If you can set up your resume demonstrating progression that is a definite plus.

Finally on perception, remember to leave out any jobs that lasted for just a few months vs. a few. For example: if your working life is 8 years, leave out any position that you held for less than 8 months. The only exception is

projects or contracted work, where you can demonstrate clear achievements. The reason for leaving these out is the simple fact that it doesn't add any value; it instead only raises questions for the hiring manager (i.e. why did you leave that job so soon).

Audience

You cannot get away with creating one resume that fits all, unless you are in a very narrow field applying for only one type of position. It is much more likely that you will have few possible





career moves and therefore will need to tailor your resume for each application.

Change your description at the top so that it fits with the position you are applying for. Only pick skills for the skills section that fit, and even change some descriptions for past jobs putting emphasis on what is required in the new job.

One recommendation is to read through the job advertisement and underline 10-20 requirements listed there. Then ensure that many or most of these requirements are listed somewhere on your resume. That way you ensure that you are fit for the job.

Many even go as far as putting the title of the job they are after at the top of their resume. If they are applying for senior programming position, they simply write the title above the description. In essence, telling their audience they are senior programmers.

The whole package

There are many other good rules to consider when writing resume. For one, make sure that there are no spelling mistakes. Another good tip is to only send resumes in pdf format; if it is sent in any other format, you risk losing the formatting, resulting in the nicely looking resume on your screen being all messed up when the hiring manager prints it out.

Have your friends or former managers read over your resume and ask for their feedback. Avoid having professionals create your resume, as a general resume will rarely get you your dream job. It is also just good practice to keep making your own resume, as this practice will improve your resume writing skills.

Of course writing an excellent resume is only one part of the task. Along with this you should prepare cover letter for each application and be well-prepared for each interview.

As always I encourage you to go online to find more information, see examples of resumes and even find some from other people in your field to look at how they do it. Good luck! 🍀

.....
If you have any questions related to resume writing or other HR related issues, please email editor@businesstianjin.com

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BoxinRen

If you are interested in any of these positions
Please send your resume and Code No. to

HR@boxinren.com



Marketing Manager
营销经理

Code: MM111201

JOB DESCRIPTION:

- Develop strategy for growth and expansion of current business
- Maintain and develop relationships with key customers
- Coordinate and execute planned events
- Lead a marketing/sales team
- Check sales proposals, presentations and contracts, negotiate and close contract with clients
- Prepare monthly report of activities and goals

WHO WE ARE LOOKING FOR:

- Bachelor's degree or above, major in marketing or business administration
- 5 years of marketing/sales experience
- Ability to meet multiple objectives in an entrepreneurial environment with little supervision
- Negotiation skills
- Good interpersonal skills
- Team-leading experience
- Proficiency in written and spoken English

Human Resource Supervisor
人力资源主管

Code: HRS111202

JOB DESCRIPTION:

- Establish and implement HR policies and projects
- Manage the recruitment process
- Communicate and coordinate internal and external communication
- Develop a training program that supports the needs of the business and enhances the performance of individuals
- Organize and manage training activities, develop and improve the content of training courses, manage and file training results, ensure the effect of training courses on the improvement of employees' actual working ability
- Develop relationships with agency and arbitration bureau
- Coordinate with other departments

WHO WE ARE LOOKING FOR:

- Comprehensive knowledge of HR policies and practices
- Strong mentoring and counseling skills
- At least 3 years of experience in a similar position
- Patient, good at communicating with people at all levels
- Degree in Human Resources, Business Administration or related discipline
- Works well under high pressure
- Good spoken and written Mandarin and English

Finance Manager
财务经理

Code: FM111203

JOB DESCRIPTION:

- Responsible for accounting department
- Prepare and analyze periodic financial reports
- Coordinate monthly closing and budget control
- Handle tax declarations
- Support all CFO responsibilities
- Manage cash flow

WHO WE ARE LOOKING FOR:

- Education in Finance
- Several years of experience in the financial field
- Highly organized
- A fine eye for details
- Good spoken and written English
- Team player, sense of responsibility

Senior Secretary
高级秘书

Code: GA111204

JOB DESCRIPTION:

- Responsible for providing senior-level secretarial and clerical services for the GM
- Provide office support service
- Represent GM in events and business issues
- Perform other related duties as required

WHO WE ARE LOOKING FOR:

- office administration experience
- an understanding of the western cultural and political environment
- analytical, problem-solving, time management and decision-making skills
- computer skills including the ability to operate computerized accounting, spreadsheet and word processing programs at a highly proficient level
- demonstrate sound work ethics
- Fluent English (speaking, reading and writing); candidates with Spanish proficiency will be preferred.

Past Events

TXM Presentation at Radisson Blu Plaza Hotel

Tim McLean tells us why manufacturing in China must change to survive

By Sam Ragnarsson



The world is changing rapidly, and China with its huge reliance on manufacturing has to be ready to change with it. Tim McLean from TXM Lean Solutions was in Tianjin on 27 October to work with local Lean Manufacturing specialists and explain why streamlining manufacturing is so important.

At a presentation at the Radisson Blue Plaza Hotel at the end of November, he heralded a new era for Chinese Manufacturing.

Tim McLean is no stranger to manufacturing. He's worked on all aspects of process improvement, from Total Quality Management, MRP, statistical process control, 5S methodology and Lean Manufacturing. Since graduating as a Chemical and Process Engineer in 1988 he has been involved with improving manufacturing processes, before establishing consulting firm TXM in 2004. TXM's impressive client list includes Siemens, McDonalds and AstraZeneca. TXM has also managed to attract some of the most respected lean manufacturing specialists in the Asia Pacific Region, who are now benefitting forward thinking companies in China.

For years China has been the default goods manufacturer or as the saying goes "God made the world & the rest was made in China". Due to its low costs, China has been able to offer the best prices in the world, resulting in huge amounts of manufacturing work coming into the country during the last 30 years or so. This in return has driven economic reforms in China at a staggering pace, seeing wages and other costs going up at a much higher rate than the rest of the world.

This has changed the competitive landscape for manufacturing companies in China. With rapidly rising costs,

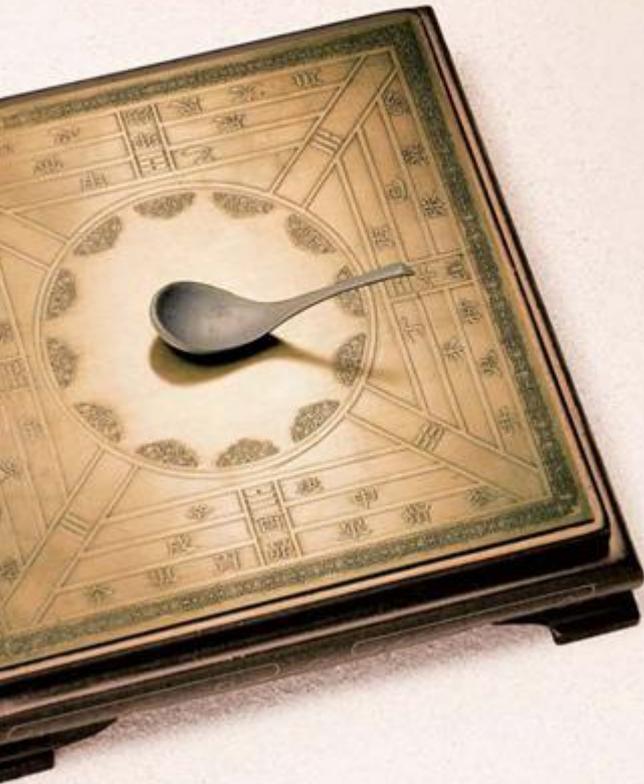
other countries such as India have joined the bidding wars with their increased manufacturing capabilities. In the next 5-10 years foreign companies will find it cheaper to manufacture locally, rather than outsourcing to China. That is if China does not find ways to reduce its costs and other factors such as lead-time.

And here is where Tim and his team at TXM can help. During his presentation, Tim demonstrated some examples of how Lean Manufacturing has streamlined manufacturing processes. Implementing Lean Manufacturing, he pointed out, results in greatly reduced costs, not only in labour but also in waste, inventory and shipping. It is also likely to improve quality, enhance employee participation and improve most processes.

It is a do or die moment for many factories in China in the next couple of years. The question isn't really if, but rather how quickly and to what level, manufacturing needs to change. Executives and factory managers should think seriously about their commitment to change and call on experts such as TXM for further information.

Lean Manufacturing Specialists from some of the largest companies in Tianjin attended the presentation. They all agreed how important the need for change is. Many started implementing change months ago and were already seeing amazing results. They highlighted though that this requires commitment from all levels of the organisation, from top-level management down to the teams on the factory floor.

We will be watching for future TXM events in Tianjin. For more information on TXM go to txm.com.au. 



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- HR services

Business Trip Assistance

- Interpreter services
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BEIJING SHANGHAI TIANJIN HONG KONG

E-mail: csc@boxinves.com Mobile: +86 159 2210 9101 Tel: +86 22 2391 7700

Past Events

Analyzing China's First Decade in the WTO

By William Daniel Garst

This December marks the 10th year of Chinese WTO membership. This decade has seen enormous changes in the global economy, including China's rise as the world's second largest economy and biggest exporter.

While there will certainly be no shortage of efforts to analyze this milestone, the October 29-30 conference, "The 10th Anniversary of China's WTO Accession: China's Learning Curve," provided an excellent first cut on this issue. The gathering, which was organized by the Research Center for Chinese Politics and Business at Indiana University and China Institute for WTO Studies at the University of International Business and Economics (UIEB) in Beijing, brought together prominent Chinese and Western scholars, policy-makers, and business leaders for a two-day of stimulating discussion on China and the WTO.

These Chinese policymakers included the chief negotiator of China's WTO Accession, Long Yongtu. His speech helped kick off the conference and was notable for concluding that China can no longer view itself as a developing state, but must instead shoulder greater responsibility in pushing for further multilateral global trade liberalization.

Conference participants agreed that Chinese WTO membership has overall been a "win-win" for China and the West. Chinese participants emphasized how WTO membership has fueled its huge trade growth and facilitated economic reform. American participants noted that admitting China into the WTO ended the troublesome annual spring Congressional review of its trade status, while it part of a rules-based trading system.

There was less agreement regarding Chinese compliance with these rules. Chinese speakers naturally stressed the vast number of regulations that have been enacted, amended or abolished to meet WTO stipulations and how Chinese import duties are now much lower than those of other emerging economies, such as Brazil. But the Presidents of both the American and EU Chambers of Commerce in China pointed to the wide variation and vagueness of business regulations across Chinese localities. And according to a recent EU Chamber of Commerce survey of its members, 31% felt that China had not fully complied with WTO regulations (25% felt it had).

Differing points of view on Chinese companies in the WTO era were expressed by the two Chinese business leaders addressing the conference. Fuyao Group President Cao Dawang sounded a confident note about China prevailing in any trade war with the U.S., arguing that other exporters cannot take its place in supplying the American market. However, the President of the Sichuan Wuliangye Maotai Distillery, Li Dezhi, noted that in China after 2001 consumption of imported wine soared while Chinese spirits producers failed to make a dent in foreign markets.

The scholarly participants presented papers covering a wide range of China-WTO related topics, including the Chinese Accession to the Government Procurement Agreement, Free Trade Areas, anti-dumping shocks, and Chinese business organization. The work on the latter two topics was especially rigorous and all of the papers will be a welcome addition to the literature on China and the WTO once they are published in book form.



China's learning curve was the key theme of the proceedings, and the participants argued that it has been quite steep, especially with regard to the WTO Dispute Settlement Mechanism (DSM). Although China initially played a participant role in the DSM consisted of acting as a participant, it now ranks third in initiating complaints after the US and EU. With its success in defending itself against numerous complaints, especially anti-dumping ones, China now views the DSM as fair and protecting its interests. China has made other adjustments to the WTO trade review process and, after initial exclusion, is now part of the "Small Group Meetings." As China expert Robert Kapp noted, China has gone from being a "rule taker to rule maker."

At the end of the conference, Kapp underscored China's importance to the WTO by relaying the following comment from Mickey Kantor, the former U.S. trade representative: "Can you imagine a world where China wasn't in the WTO?" Yes, that is indeed very hard to imagine. ■



WELLINGTON COLLEGE
INTERNATIONAL
TIANJIN

Saturday Activity Programme at Wellington Come and Join Us



We believe that a vital part of our mission at Wellington College International Tianjin is to guide our pupils in the discovery of lifelong interests and opportunities for self-expression, which are so important in the development of the individual. Education will always go much further than the classroom at Wellington. We pride ourselves on providing a nurturing and supportive learning environment, which gives students as much encouragement and as many opportunities as possible.

We recently launched the Saturday Activity Programme, which is an important element in this mission. It is open to all children, whether at Wellington or not, wishing to take part in the wide variety of activities being offered every Saturday morning. We also offer a selection of activities for adults. Our programme is the first of its kind in Tianjin and we see it as making a significant contribution to the local community. Parents can relax and enjoy a coffee and a snack in the College coffee shop, while their children are busy with their activities.

All activities are run either by our own highly qualified and experienced teaching staff, or by professional coaches. The activities include English Language lessons, LAMDA (London Academy of Musical and Dramatic Art) classes, music, art, ballet, football, touch rugby, basketball, swimming, golf and aerobics. Many of these are offered at different age and ability levels, and more activities are planned as the academic year progresses. Come and join us and you will be amazed at how quickly your children can develop their skills and interests in an enjoyable way.

For precise timings and details of the various activities and to reserve a place, please call **187 2248 7836** (English) / **187 2253 0823** (Korean) or email admissions@wellington-tianjin.cn



New Appointments

Mark Francis named General Manager of Sheraton Tianjin Binhai Hotel

The Sheraton Tianjin Binhai Hotel has appointed Mr. Mark Francis as General Manager. Mr. Francis is a seasoned hotelier with over 30 years working experience in the hospitality industry. He has worked at renowned hotels in Canada, New Zealand, Australia, Hong Kong and the Bahamas. With Canadian and New Zealand dual citizenship, Mr. Francis has worked for InterContinental Hotels & Resorts, Copthorne Hotels, Starwood Hotels & Resorts and Langham Palace Hotel. Prior to his current position, he was the General Manager at Langham Palace Hotel, Beijing Capital Airport. In his capacity as General Manager of Sheraton Tianjin Binhai Hotel, Mr. Francis will be responsible for all his division's management and hotel operations.



Christian Metzner named Hotel Manager of The Westin Tianjin

The Westin Tianjin has recently appointed Mr. Christian Metzner as Hotel Manager in charge of The Westin Tianjin. A German hotelier with more than 14 years professional working and management experience in hospitality industry, Mr. Metzner had held the position as Director of Sales and Marketing at The Westin Tianjin since he joined the opening team in March 2009. Since April 2011 he took care of the daily operation and business requirements of the hotel.



"The Westin Tianjin is a destination where our guests are understood and feel this is a place where 'I can be at my best,'" said Christian. "We will drive to continue our great success since our opening in 2010. Providing memorable experiences, personalized, instinctive service and innovative products will help us to remain the first hotel and dining choice for guests traveling or living in Tianjin."

Past Events

Savour the Flavour of Beaujolais

Stepping into a historical building full of the fragrances of lilies and roses, sunlight spreading across the room, the alluring scents of fresh bread and pâté leads you into a restaurant known for its excellent French food - FLO. Here, we celebrated the Beaujolais nouveau wine, which had finally completed the two month journey from France to FLO restaurants all over the world. With just one sip, the supple body of the wine blew away the late autumn chill and warmed everyone up to prepare for the coming chill of winter. A rich bouquet of raspberry, bilberry, and blackberry brought back the vigor of summer, and the memory of a rich rural scene. While enjoying some the wonderful food and wine, we stayed to quietly listen to the story of Beaujolais Nouveau and FLO.

On midnight of the third Thursday in every November, regardless of the start of the harvest, people from the region of

Beaujolais begin picking Gamay grapes by hand. Approximately one third of the entire crop is sold as Beaujolais Nouveau, and the best is selected by FLO and shipped all over the world.

To serve Beaujolais Nouveau with a tailored menu has been a tradition of FLO's for almost 50 years. This year is no exception. The Beaujolais nouveau was selected by one of the top three maisons, Joseph Drouhin. The winemaking process extracts bitter tannins from grape skins, while reserving the fragrance of fresh fruits. Inspired by this year's Beaujolais nouveau, FLO's chefs have tailored a set of dishes which ideally complement the smell and taste of the wine. With the introduction of this tradition to Tianjin, wine-lovers throughout the city have another reason to celebrate. Come to FLO and taste for yourself – you may find them excellent companions! 🍷





A White Christmas...

It's time again to celebrate Christmas with your beloved family and friends. It will be a memorable evening filled with sumptuous Yuletide offerings, exciting performances and many attractive lucky draw prizes including trips to **Hong Kong, Sanya and Lijiang**. A white Christmas you will remember for a long time...

Prices: RMB **1588** nett per adult for dinner buffet (RMB688 nett per child under 12 years old)

RMB **2288** nett per adult for dinner buffet plus one night's accommodation

(on 24th December 2011) in Deluxe Room and two buffet breakfasts at Brasserie

Tickets can be purchased at Craft Gourmet at hotel lobby; for enquiries please call: 022-6621 8888 ext.3711

Venue: Ballroom, Renaissance Tianjin TEDA Convention Centre Hotel

Date: Christmas Eve, 24th December 2011

No matter where or why you travel, there's always something wonderfully new to be found.

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Past Events

The St. Regis Tianjin opens in Heping District

The St. Regis Tianjin, an iconic new landmark on a rapidly evolving city skyline opened at the end of October. It is destined to become Northern China's prestigious gateway for business leaders, fashionistas and discerning travelers. Mr. Qian Jin, Starwood Hotels & Resorts' Senior Vice President of Operations for Greater China, and Mr. Liu Shi Chun, Chairman of Financial Street Holdings Co., Ltd, together with corporate clients, dignitaries and the media attended the event. The St. Regis Tianjin will offer visitors a new level of bespoke service, luxury and amenities.



The St. Regis Tianjin is an exquisite sanctuary of unsurpassed elegance at one of Tianjin's most coveted addresses in Heping District along the south bank of the Haihe River. With its rich history as an international port city, Tianjin has for centuries been considered the "Jin Men" or "Gateway" to Northern China. The St. Regis Tianjin honours and modernises that tradition

with a cutting-edge iconic design. Designed by the renowned architecture firm, Skidmore Owings and Merrill, the 18-storey steel and glass building is shaped like a hollow cube that further complements the concept of "Jin Men."

"We look forward to offering our discerning guests access to the distinguished St. Regis legacy with the highest expression of personalisation, refined elegance and uncompromised guest experiences," said Mr. Qian Jin. "The St. Regis Tianjin is destined to introduce a new and unparalleled standard of flawless service, classic sophistication and modern luxury into this rapidly growing city."

The 274-room hotel will also be the first in Tianjin to introduce the signature St. Regis Butler Service, the largest Presidential Suite in Tianjin as well as a world of epicurean experiences that are unmatched in the city, with restaurants including a modern Parisian brasserie. 

A Romantic Night at Riviera French Restaurant at The St. Regis Tianjin



On 14 November 2011, The St. Regis Tianjin and Louis Roederer held a luxury wine dinner at Riviera French Restaurant, to celebrate its opening, with a combination of refined modern French dishes and classic champagnes.

The hotel's Executive Chef, Jörg-Peter Nödler, Riviera Chef, Owen Liang and Head Pastry Chef, Cissy Chen presented eight lavish courses including king crab salad, Scottish salmon tartar with avocado crème fraiche and Beluga caviar, pan-fried duck liver with caramelised apple and port wine, emulsion of white beans and warm galantine of pigeon, black truffles and morel mush-

rooms, butter-poached Boston lobster roasted scallops and lobster foam, white peach sorbet and Champagne rosé, Angus beef fillet, potato puree with double cream followed by the final dessert of chocolate berries. Meanwhile, all guests enjoyed four classic Louis Roederer champagnes, from Brut, Vintage 2004 to the prestigious Cristal Champagne. The Executive Vice President of Louis Roederer, Michel Janneau joined the dinner and shared the history and the wine-making process of these champagnes. All the F&B journalists attending highly praised the dinner and services at this romantic, and unforgettable night. 



EUROPEAN CHAMBER IN TIANJIN

Events review

October 27th, 2011

Factory Visit in Airport Industrial Zone
Asia Power Systems (Tianjin) Ltd- A Caterpillar Company
Metso Fabrics (Tianjin) Co. Ltd.,



November 17th, 2011

GM Briefing "Tianjin Urban Planning and Development of Tianjin BinHai New Area"



China's urbanisation is estimated to exceed 50% during the period of the 12th Five-Year Plan. Although this process will bring new challenges ranging from environmental protection and sustainability to energy efficiency, mobility, and the provision of basic services to Chinese cities, it will also create new opportunities. And these opportunities are reflected in Tianjin's Binhai New Development Area.

The Tianjin Chapter of the European Union Chamber of Commerce in China invited Mr. Yang ShiHao, Vice Governor of the Tianjin BinHai New Area and Mr. Li Xin, Vice Director of the Tianjin BinHai Commission of Commerce to deliver speeches [both of them spoke, right? If so, use the plural] on this issue during late afternoon on Nov.17th in the Renaissance Tianjin Lakeview Hotel.

Their presentations focused on the business opportunities that the 12th Five-Year Plan and the urbanization process will bring to Tianjin and how European companies and Tianjin Government could effectively cooperate. More than 40 top executives from various European companies attended this event. The officials and top executives from member companies discussed a number of challenging issues during the one hour Q&A session. Vice Governor Yang welcomed European companies to visit the Tianjin BinHai New Area more frequently and expects further cooperation with the European Chamber in the near future.

Upcoming events

December 2nd, 2011

2011 European Chamber Tianjin Chapter Year-end Celebration
VS 2011 European Chamber Tianjin Photo Contest Award Night
Venue: Diamond Ballroom, 18th Floor, The St. Regis Tianjin
Time: 18:30-20:30, Friday

December.8th, 2011

2011 China Tax Executive Briefing by PwC
Including Corporate Income Tax, Individual Income Tax, Transfer Pricing and Customs issues.

Room15A17, Suite 17, Magnetic Plaza, BinShui Xi Dao, Nankai District, Tianjin 300381.

Tel: +86 22 2374 1122 Fax: +86 22 2374 1122

Email: tianjin@eucc.com.cn www.europeanchamber.com.cn



Chamber Report



BenCham – the Benelux Chamber of Commerce in China – strengthens business, government and community ties between Belgium, the Netherlands, Luxemburg and China. Connecting people is our key mission! BenCham aims to achieve this by organising a wide range of events and providing all kinds of services to our members.

How to connect yourself to the right people?

BenCham's Young Professional Event "How to connect yourself to the right people?" of November 21, 2011 was a big success. Guest speaker Stephannie Tebow spent over 30 years as a trainer, counselor, coach and entrepreneur, gave a group of 40 Young Professionals the ins and outs on networking. The truth is you do not have to be good at small talk but you need the skills that help you connect with the people you meet. The seminar looked at the skills you need to identify your point of connection with others quickly, how to find a mutual need to connect in record time and how to exit that conversation with style and finesse.



'Eco-Friendly, Pro-Poor Bamboo Production Investor Study Tour' received national and international applause

BenCham has been counting down for more than 50 days, but at the beginning of this month the long-expected milestone in the 'Eco-Friendly, Pro-Poor Bamboo Production'-project finally took place. From 29th of October until the 3rd of November, the four partners in this project (INBAR, SFD, EUPIC and BenCham) took 11 International and 29 international participants on an 'Investors Study Tour' through Sichuan Province. EUPIC and BenCham, backed up by the Sichuan Forestry Department were the main organizers of this tour.

UPCOMING EVENTS

06 December: Social Event – BenCham Beijing goes Tianjin
08 December: CSR Event- The Chinese Business Case on CSR

BENCHAM BEIJING OFFICE

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OUR LINKEDIN FAMILY

All BenCham members are invited to become part of the BenCham LinkedIn group. To go directly to our member group, please visit: www.linkedin.com/groupRegistration?gid=105429.



AmCham-China Tianjin Chapter

Room 2918, 29F The Exchange Tower 2, 189 Nanjing Lu Heping District
Tel: +86 22 2318 5075 Fax: +86 22 2318 5074
Website: www.amchamchina.org

EVENT REVIEW

2011 Fall US Embassy Briefing & Tianjin Chapter Member Luncheon 15 November @ The St. Regis Tianjin

On 15 November, the Fall U.S. Embassy Briefing was held for Tianjin members over a 4 course dinner at the newly opened St. Regis Tianjin Hotel. Delegates from the Tianjin Unit of the US Embassy in Beijing provided a briefing on the current economic, political, and update on the current visa situation.

Our speakers included, Geoff Chanin, Vice Consul with the American Citizen Services; Sally Behrhorst, Economic Officer; Greg D'Elia, Coordinator for Outreach and Engagement; Ann Gilbert, Deputy Tax Attache, Internal Revenue Service and Noah Zaring, Political Officer.

Preceding the lunch, Geoff Chanin provided consular services for American citizens with passport inquiries. The luncheon was both informative and entertaining with stimulating discussions over a delightful meal.



UPCOMING EVENT

Fourth Dialogue with the Tianjin Government & 2011 Tianjin Chapter Annual Appreciation Dinner - Sponsorships Available

17:30 - 20:30, Friday, 9 December, 2011 - Renaissance Tianjin Lakeview Hotel, Tianjin

For more information about sponsorships, please contact Amanda He at amandahe@amchamchina.org or telephone +86 22 2318 5072.



Camera di Commercio Italiana in Cina
中国意大利商会
China-Italy Chamber of Commerce

The purpose of the China-Italy Chamber of Commerce (CICC) is to create and develop economic and trading relationships between China and Italy. The CICC facilitates the access of Italian enterprises to the Chinese market through a wide range of services and benefits on top of organising events to deepen the knowledge of the Chinese market and its regulations. In addition, the CICC carries out networking activities that strengthen Italian-Chinese cooperation.

PAST EVENTS

13 October 2011, "The Promotion Conference on Dongguan's Investment Opportunities", Shanghai

China-Italy Chamber of Commerce, in cooperation with The People's Government of Dongguan, Department of Foreign Trade and Economic Cooperation of Guangdong Province, Investment Promotion Agency of the Ministry of Commerce of the People's Republic of China, will hold a seminar "The Promotion Conference on Dongguan's Investment Opportunities" at Oriental Riverside Hotel on 13th October, 2011.

9 November 2011, Third China Overseas Investment Fair - Seminar: 'Invest in Italy: Advantages and Opportunities', Beijing

Hosted by the China Industrial Overseas Development & Planning Association and the China Development Bank, with the approval of the National Development and Reform Commission, the fair, at its third edition, presents many strengths, such as:

- reputation of the promoters;
- pluralism of the productive sectors and of the services involved in the promotional actions;
- opportunity to know the latest tendencies of the Chinese policy about foreign investments, particularly on the "go-abroad".

22 November 2011, Intellectual Property Rights for the Manufacturing Industry, Taicang, Shanghai

Fast growth, low costs, an increasingly skilled workforce and improving infrastructure have attracted many European companies to open manufacturing plants in China, gaining it the label: "The World's Factory". However China also remains one of the

world's largest sources of Intellectual Property Rights (IPR) infringement.

How can small and medium-sized Enterprises (SMEs) take advantage of the manufacturing and sales opportunities in China while minimizing their risk of intellectual property loss? What essential steps should be taken to be protected? How can infringement be fought on a limited budget?

The workshop will tackle these questions. It will cover all you need to know about the IPR landscape in China, its advantages and pitfalls. It will provide you with practical tools to prevent IP leaks and put an IPR strategy in place.

CURRENT UPCOMING EVENTS

10 December, 2011, The Italian Gala Dinner 2011 in Beijing

As every year, the China-Italy Chamber of Commerce is proud and honoured to gather the Italian and Chinese business community around its Gala Dinner in Beijing.

Traditionally, the event not only aims at portraying a unique atmosphere, but also stresses what makes the "Made in Italy" appreciated throughout the world.

While celebrating the Italian passion for life, arts, food, music and socializing in perfect harmony with the Chinese culture, the event turns into an exclusive rendez-vous that year after year has improved the awareness of Italian products in China with the aim of stimulating the demand of the Chinese consumers.

For any information or request, please visit our website www.cameraitacina.com or contact our offices:

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A6, Gongti North Road
Chaoyang District, 100027, Beijing, China
Tel: 0086 10 8591 0545
Fax: 0086 10 8591 0546
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Room 1604, Xin Cheng Mansion
No.167 Jiang Ning Road
200041 Shanghai, China
Tel: 0086 21 5407 5181
Fax: 0086 21 5407 5182
infoshanghai@cameraitacina.com

Guangzhou
Garden Hotel, Room 948
368 Huanshi Dong Road, Garden Tower
Guangzhou, 510064
Tel.: 0086 20 8365 2682
Fax.: 0086 20 8365 2983
infoguangdong@cameraitacina.com

TELEPHONE CALL

电话(1)

VOLUME 49

A: Hello, thank you for calling Bradford. This is Tracy speaking, how can I help you?

您好, | 感谢 | 您 | 致电(2) | 布拉德福德公司。 | 我是 | 特雷西, | 请问 | 你 | 有
nín hǎo, | gǎn xiè | nín | zhì diàn | bù lā dé fú dé gōng sī. | wǒ shì | tè léi xī, | qǐng wèn | nǐ | yǒu

什么事(3)?

shí me shì?

B: Hello, please can I speak to your director of human resources, Ms. Jessie, Please.

您好, | 我 | 要 | 找 | 你们的 | 人力资源(4) | 总监(5), | 杰茜小姐。
nín hǎo, | wǒ | yào | zhǎo | nǐ men de | rén lì zī yuán | zǒng jiān, | jié xī xiǎo jiě.

A: Just a moment. I'll check to see if she is at her desk. Can I tell her who's calling?

请稍等(6), | 我去 | 看她 | 在不在。 | 需要 | 我 | 告知(7) | 是 | 您 | 打来的 | 电话吗?
qǐng shāo děng, | wǒ qù | kàn tā | zài bú zài, | xū yào | wǒ | gào zhī | shì | nín | dǎ lái de | diàn huà ma?

B: This is Bill Burton from Milford Insurance, I'm calling regarding our meeting next Tuesday.

我是 | 米尔福特保险(8) | 公司 | 的 | 比尔伯顿, | 我 | 打电话 | 询问 | 关于(9)
wǒ shì | mǐ ěr fú tè bǎo xiǎn | gōng sī | de | bǐ ěr bó dùn, | wǒ | dǎ diàn huà | xún wèn | guān yú

下周二(10) | 会议(11) | 的 | 事情。

xià zhōu èr | huì yì | de | shì qing.

A: Thank you, Mr. Burton. Can you please hold for a moment? I'll check to see if she is available.

谢谢您, | 伯顿先生。 | 请稍等, | 我去 | 看看 | 她 | 是否 | 有时间(12)。
xiè xiè nín, | bó dùn xiān shēng. | qǐng shāo děng, | wǒ qù | kàn kàn | tā | shì fǒu | yǒu shí jiān.

B: No problem.

没问题。

méi wèn tí.

A: I'm sorry, Ms. Jessie is away, she's already left for lunch.

Would you like to leave a message for her?

对不起(13), | 杰茜小姐 | 现在 | 不在, | 她去 | 吃午餐(14) | 了。 | 您 | 需要 | 给她
duì bù qǐ, | jié xī xiǎo jiě | xiàn zài | bú zài, | tā qù | chī wǔ cān | le, | nín | xū yào | gěi tā

留(15)个 | 口信(16) | 吗?

liú gè | kǒu xìn | ma?

B: Yes, please ask her to return my call when she gets back to the office. It's best if she can get in touch with me before 3 pm today; she can reach me at my office, 022-2377 2377.

是的, | 如果 | 她 | 回来 | 请 | 让她 | 给 | 我 | 回复 | 电话。 | 最好(17) | 在 | 今天
shì de, | rú guǒ | tā | huí lái | qǐng | ràng tā | gěi | wǒ | huí fù | diàn huà. | zuì hǎo | zài | jīn tiān

下午 | 3点前 | 和 | 我 | 取得 | 联系(18); | 我的 | 办公电话 | 是022-2377 2377。
xià wǔ | sān diǎn qián | hé | wǒ | qǔ dé | lián xì; | wǒ de | bàn gōng diàn huà | shì 022-2377 2377.

Business Chinese Lesson

A: I'm sorry, I didn't quite catch that, could you please repeat that?

对不起, 我 没有记下 (19) 电话号码, 您能 再重复 (20) 一遍吗?
 duì bù qǐ, wǒ méi yǒu jì xià diàn huà hào mǎ, nín néng zài chóng fù yī biàn ma?

B: No problem, my office number is 022-2377 2377.

没问题 (21), 我的办公 (22) 号码 (23) 是 022-2377 2377。
 méi wèn tí, wǒ de bàn gōng hào mǎ shì 022-2377 2377.

A: I'm sorry, Mr. Burton, just to confirm, your name is spelled B-U-R-T-O-N, is that right?

对不起, 伯顿先生, 我 需要 确认 (24) 一下 您的 名字 (25) 拼写 (26)
 duì bú qǐ, bó dùn xiān shēng, wǒ xū yào què rèn yī xià nín de míng zì pīn xiě

是 B-U-R-T-O-N, 对吗 (27)?
 shì B-U-R-T-O-N, duì ma?

B: Yes, and I represent Milford Insurance.

没错 (28), 我是 米尔福特保险公司的。
 méi cuò, wǒ shì mǐ ěr fú tè bǎo xiǎn gōng sī de.

A: I will make sure Ms. Jessie receives your message and returns your call before 3pm.

我会 告知 杰茜小姐 您留下 的 口信 并 让她 在 今天下午 (29)
 wǒ huì gào zhī jié qī xiǎo jiě nín liú xià de kǒu xìn bìng ràng tā zài jīn tiān xià wǔ

3点 前 给您 回电话 (30)。
 sān diǎn qián gěi nín huí diàn huà.

B: Thank you very much.

非常感谢。
 fēi cháng gǎn xiè.

(1) 电话	diàn huà	telephone call	(16) 口信	kǒu xìn	message
(2) 致电	zhì diàn	calling	(17) 最好	zuì hǎo	best
(3) 有什么事	yǒu shí me shì	can I help you	(18) 取得联系	qǔ dé lián xì	get in touch with
(4) 人力资源	rén lì zī yuán	human resources	(19) 记下	jì xià	catch
(5) 总监	zǒng jiān	director	(20) 重复	chóng fù	repeat
(6) 请稍等	qǐng shāo děng	just a moment	(21) 没问题	méi wèn tí	no problem
(7) 告知	gào zhī	tell	(22) 办公	bàn gōng	office
(8) 保险	bǎo xiǎn	insurance	(23) 号码	hào mǎ	number
(9) 关于	guān yú	regarding	(24) 确认	què rèn	confirm
(10) 下周二	xià zhōu èr	next Tuesday	(25) 名字	míng zì	name
(11) 会议	huì yì	meeting	(26) 拼写	pīn xiě	spell
(12) 有时间	yǒu shí jiān	available	(27) 对吗	duì ma	is that right?
(13) 对不起	duì bú qǐ	I'm sorry	(28) 没错	méi cuò	yes
(14) 午餐	wǔ cān	lunch	(29) 今天下午	jīn tiān xià wǔ	this afternoon
(15) 留	liú	leave	(30) 回电话	huí diàn huà	return someone's call

If you meet any problems in learning Chinese, please send us an email at bizclass@businesstianjin.com
 We'll do our best to help you. See you next month.

DECEMBER						
MON	TUE	WED	THU	FRI	SAT	SUN
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

DECEMBER 2011 TIANJIN & BEIJING EVENTS

01
TUE
星期四

TICC Christmas Lunch

📍 Chateau 35 古堡35西餐吧
⌚ 12:00
✉ ticc_09@hotmail.com



China Agricultural and Forestry Products Exhibition

📍 Beijing China International Exhibition Center
北京国际展览中心
☎ +86 10 8460 0000
1 - 2 DEC

Chateau Margaux wine dinner

📍 The St. Regis Tianjin 天津瑞吉金融街酒店
☎ +86 22 5830 9920

02
FRI
星期五

2011 European Chamber Tianjin Chapter Year-end Celebration VS 2011 European Chamber Tianjin Photo Contest Award Night

📍 Diamond Ballroom, 18th Floor
The St. Regis Tianjin 天津瑞吉金融街酒店18层
⌚ 18:30-20:30



The 2nd Tianjin Binhai International Exhibition and Fair

📍 Binhai International Exhibition Center 滨海国际会展中心
¥ 100 CNY
☎ +86 22 6530 2888
2 - 4 DEC

The Count of Mountain Oolong

📍 Tianjin Binhu Theatre 天津滨湖剧院
⌚ 19:30
¥ 80-730
☎ +86 22 2777 8571
+86 22 27307780
2/3/4/9/10/11/16/17/18/23/24/25 DEC

03
SAT
星期六

TICC Christmas Ball 2011

📍 The Westin Tianjin 天津威斯汀酒店
⌚ 18:20-00:30
✉ ticc_09@hotmail.com

Tianjin International School Annual Christmas Bazaar

📍 No.1, Meiyuanroad, Huayuan Industrial Area,
Nankai District 南开区华苑产业园区梅苑路1号
⌚ 10:00-14:00
☎ +86 22 8371 0900 ext. 311



05
MON
星期一

New God-father of Rock Music-- Xie Tianxiao X Tour in Tianjin (Theatre & Music)

📍 Tianjin Yiku Creative Park
⌚ 19:30



07
WED
星期三

The 3rd China Annual Meeting of Electric Bicycle Industry

📍 Binhai International Exhibition Center
滨海国际会展中心
☎ +86 22 6530 2888

08
THU
星期四

The 10th Tianjin International Textiles, Fabrics, Accessories Exhibition 2011

📍 Tianjin Meijiang Convention Center
天津梅江会展中心
☎ +86 22 8838 3311
8 - 10 DEC

09
FRI
星期五

Maksim Piano Concert

📍 Tianjin Grand Theatre 天津大剧院
⌚ 19:30
¥ 280/380/480/680/880/ 1280
☎ 400-700-8438



Special Days

Dec.7	Dà Xuě (Heavy Snow)
Dec.10	The World Human Rights Day
Dec.20	The Return Anniversary of Macao
Dec.22	Dōng Zhì(Winter comes)
Dec.24	Christams Eve
Dec.25	Christams Day
Dec.26	Chairman Mao's Birthday

Calendar

Include your event
email to editor@business-tianjin.com

10

SAT
星期六

Charity Basketball Game Kick off of Volunteer Association

↑ TEDA

Poland Carmela Quartet

↑ Tianjin Concert Hall 天津音乐厅
¥ 30/60/90/120/180/280
☎ +86 22 2332 0068

12

MON
星期一

Art Exhibition by Wu Yunxin

↑ Western Art Gallery 西洋美术馆
☎ +86 22 2312 8881
12 - 22 DEC

13

TUE
星期二

The King's Singers Music concert

↑ Tianjin Concert Hall 天津音乐厅
◎ 19:30
☎ +86 22 2332 0068



16

FRI
星期五

Romantic New Movement -- Trio Piano Concert

↑ Western Shore Art Gallery 西岸艺术馆
◎ 20:00
¥ 100
☎ +86 22 2326 3505

17

FRI
星期五

Brazil Customs - Piano Works Concert

↑ Western Shore Art Gallery 西岸艺术馆
◎ 20:00
¥ 100
☎ +86 22 2326 3505

18

SUN
星期日

Piano, Cello and Sketch

↑ Tianjin Concert Hall 天津音乐厅
¥ 30/60/90/120/180/280
☎ +86 22 2332 0068

Warner's Children Christams Party

↑ Warner Café with the extension of Warner Lounge
◎ 09:00~00:30
¥ Adult 198 CNY/pax
Children(12&under) 98 CNY/pax
☎ +86 150 2213 0084

21

WED
星期三

TEDA International School Charity Report Performance

↑ Renaissance Tianjin TEDA Hotel 万丽泰达酒店
◎ 18:30~20:30
☎ +86 22 6622 6158



22

WED
星期三

The 1st Discount Merchandise Store of Automobiles and Abodes

↑ Binhai International Exhibition Center 滨海国际会展中心
☎ +86 22 6530 2888
22 - 25 DEC

23

THU
星期四

Finger Melodies II - Piano Recital

↑ Western Shore Art Gallery 西岸艺术馆
◎ 20:00
¥ 100
☎ +86 22 2326 3505



24

FRI
星期五

Russian Star Music and Dance Troupe

↑ Tianjin Concert Hall 天津音乐厅
◎ 19:30
¥ 120/180/280/480/ 680/880
☎ +86 22 2332 0068
24 - 25 DEC

26

MON
星期一

2012 New Year Concert - Symphony

↑ Tianjin Concert Hall 天津音乐厅
◎ 19:30
¥ 280/380/480/680/880/ 1280
☎ +86 22 2332 0068
26 - 30 DEC

Enterprise Annual Meeting

↑ Tianjin Meijiang Convention Center 天津梅江会展中心
☎ +86 22 8838 3311

18

WED
星期三
2012



Selected INTERNATIONAL FLIGHTS

for more, contact editor@businessjianjin.com
(1=Mon, 2=Tue, 3=Wed, 4=Thu, 5=Fri, 6=Sat, 7=Sun)

From Beijing

DEST	DEP	ARR	Flight No	Days
Addis Ababa	22:30	06:00(+1)	ET605	1234567
Amsterdam	11:05	15:15	KL0898	1234567
Bangkok	17:05	21:15	TG615	1234567
Dubai	01:20	05:55	HU491	1234567
Delhi	07:40	02:05(+1)	KA937/CX695	1234567
Brussels	23:55	04:20(+1)	EK307	1234567
Frankfurt	10:30	14:40	LH721	23.567
Hanoi	15:45	18:20	VN901	.23.567
Helsinki	14:55	18:40	SK996	1234567
Hong Kong	10:00	13:35	CX347	1234567
Istanbul	23:55	05:25(+1)	TK021	1234567
Kuala Lumpur	09:00	15:10	MH371	123.6.
London	11:15	15:00	BA038	1234567
Los Angeles	14:00	11:00	CA987	1234567
Madrid	00:05	06:35	CA907	.234.67
New York	13:00	14:20	CA981	1234567
Osaka	08:40	12:40	CA927	1234567
Paris	09:30	14:20	AF129	1234567
San Francisco	12:00	08:17	CA8888	1234567
	11:45	14:50	KE2852	1234567
Seoul*	14:00	17:10	KE856	1.3.5.7
	21:20	00:15	KE854	1234567
Singapore	00:45	07:05	SQ801	1234567
Sydney	16:50	06:50(+1)	NZ4905	.2.456.
Moscow	02:30	06:40	SU574	1234567
Ulaanbaatar	08:35	10:50	CA901	1234567
Vancouver	16:15	11:30	AC030	1234567

To Beijing

ORIGIN	DEP	ARR	Flight No	Days
Addis Ababa	00:05	15:30	ET604	1234567
Amsterdam	17:35	08:55(+1)	KL0897	1234567
Bangkok	10:10	15:50	TG614	1234567
Brussels	13:50	05:40(+1)	HU492	1234567
Delhi	23:35	19:15(+1)	CX694/KA974	.2.4..7
Dubai	04:10	15:10	EK306	1234567
Frankfurt	17:20	08:30(+1)	LH720	1234567
Hanoi	10:10	14:45	VN900	.23.567
Helsinki	18:05	06:55(+1)	AY051	1234567
Hong Kong	17:00	20:20	CX312	1234567
Istanbul	23:45	15:00	TK20	1234567
Kuala Lumpur	00:20	06:35(+1)	MH370	123.6.
London	16:45	09:30(+1)	BA039	1234567
Los Angeles	01:40	05:20	UA7617	1234567
Madrid	11:25	05:00(+1)	CA908	.23.56.
New York	16:50	18:20(+1)	CA982	1234567
Osaka	13:50	16:00	CA928	1234567
Paris	20:20	12:25(+1)	CA934	1234567
San Francisco	14:50	17:55(+1)	CA986	1234567
	09:05	10:25	KE2851	1234567
Seoul*	11:35	12:50	KE855	1.3.5.7
	19:00	20:10	KE853	1234567
Singapore	08:45	14:55	SQ802	1234567
Sydney	11:20	23:00	NZ4906	1.3.567
Moscow	13:20	01:00	SU573	1234567
Ulaanbaatar	11:50	14:00	CA902	1234567
Vancouver	13:50	16:15(+1)	CA992	1234567

From Tianjin

	DEP	ARR	Flight No	Days
Hong Kong	08:35	11:50	CA103	1234567
Seoul*	12:40	15:25	KE806	1234567
Nagoya	14:00	17:45	JL840	1234567
Kuala Lumpur	11:55	21:10	CZ365	1234567

To Tianjin

ORIGIN	DEP	ARR	Flight No	Days
Hong Kong	12:50	16:05	KA104	1234567
Seoul*	10:35	11:30	KE805	1234567
Nagoya	10:30	12:40	JL841	1234567
Kuala Lumpur	09:40	19:05	CZ366	1234567



* Flights from Beijing/Tianjin to Seoul, from Seoul to Beijing/Tianjin provided by Korean Air. Schedules are subject to government approval and may be changed without prior notice.

Airline Code

AC Air Canada	EK Emirates	LH Lufthansa	SQ Singapore Airlines
AF Air France	ET Ethiopian Airlines	LY El Al Airlines	SU Aeroflot Airlines
AY Finnair	EY Etihad Airways	MS Egypt Airlines	TG Thai Airways International
BA British Airways	HU Hainan Airlines	NH All Nippon Airways	TK Turkish Airlines
CA Air China	JL Japan Airlines	NZ Air New Zealand	UL Sri Lanka Airlines
CX Cathay Pacific	KA Dragon Air	QF Qantas Airways	VN Vietnam Airlines
CZ China Southern Airlines	KE Korean Air	QR Qatar Airways	
D7 Air Asia	KL KLM-Royal Dutch Airlines	SK Scandinavian Airlines	



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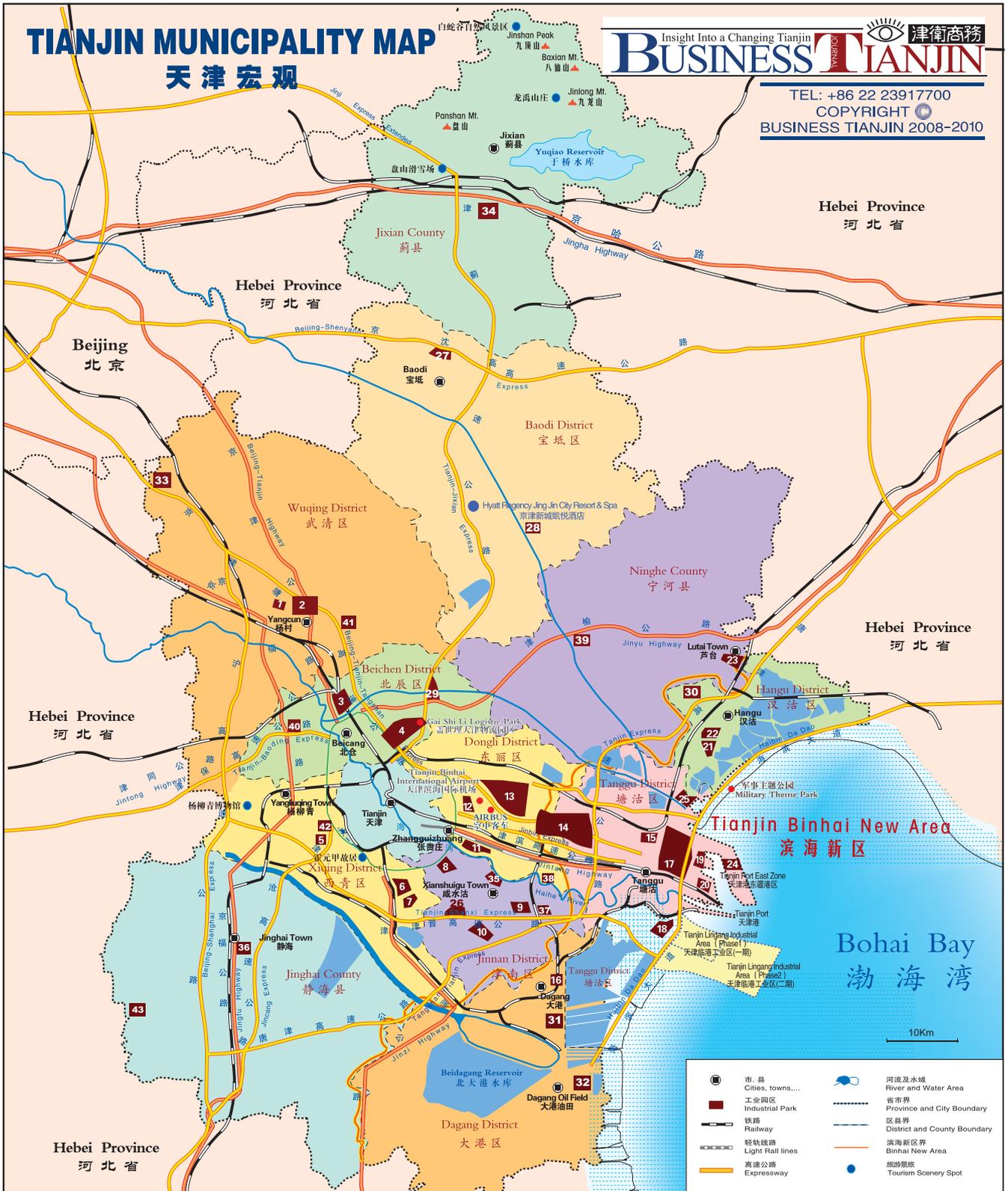


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Tianjin Industrial Parks & Economic Development Areas



Insight Into a Changing Tianjin

BUSINESS TIANJIN

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List of Tianjin Industrial Parks & Economic Development Areas

- | | | | |
|---|--|--|---|
| 1 TEDA Yat-Sen Scientific-Industrial Park
TEDA 逸仙科学工业园 | 10 TEDA (Jinnan) Microelectronic Industrial Park
TEDA 微电子(津南)工业区 | 19 Tianjin Port Container Logistics Center
天津港集装箱物流中心 | 28 Tianjin Baodi Jiuyuan Industrial Park 天津宝坻九园工业园区 |
| 2 Wuqing Development Area
武清开发区 | 11 Dongli Economic Development Area
东丽经济开发区 | 20 Tianjin Port Free Trade Zone
天津保税区 | 29 Tianjin Beichen Economic Development Area
天津北辰经济开发区 |
| 3 Beichen Hi-Tech Industrial Park (North)
北辰科技园(北区) | 12 Tianjin Airport International Logistics Zone
天津空港国际物流区 | 21 TEDA Chemical Industrial Park
TEDA 化学工业区 | 30 Tianjin Chadian Industrial Park 天津茶淀工业园区 |
| 4 Beichen Hi-Tech Industrial Park (South)
北辰科技园(南区) | 13 Tianjin Airport Industrial Park
天津空港物流加工区 | 22 Hangu Chemical Industrial Park
汉沽化学工业区 | 31 Tianjin Dagang Economic Development Area 天津大港开发区 |
| 5 Tianjin Hi-Tech Industrial Park
Huayuan Industrial Development Area
天津高新技术产业园区华苑产业区 | 14 TEDA West
天津经济技术开发区(西区) | 23 Ninghe Economic Development Area
宁河经济开发区 | 32 Tianjin Dagang Petrochemical Industrial Area 天津大港石化产业园区 |
| 6 Xiqing Development Area
西青开发区 | 15 Dagang Development Area
大港开发区 | 24 Dongjiang Duty-Free Port Area
天津东疆保税港区 | 33 Tianjin Wuqing Dawanggu Economic Development Area
天津武清区大王古经济开发区 |
| 7 TEDA (Xiqing) Microelectronic Industrial Park
TEDA 微电子(西青)工业区 | 16 Tanggu National Marine Hi-Tech Development Area
塘沽国家海洋新技术开发区 | 25 Sino-Singapore Eco-City
中新生态城 | 34 Tianjin Ji County Economic Development Area 天津蓟县开发区 |
| 8 Jinnan Economic Development Area (West)
天津市津南经济开发区(西区) | 17 Tianjin Economic-Technological Develop. Area (TEDA)
塘沽国家海洋新技术开发区 | 26 Tianjin Bailai Industrial Park
天津八里台工业园区 | 35 Tianjin Jinnan Xinda Industrial Park 天津津南鑫达工业园区 |
| 9 Jinnan Economic Development Area (East)
天津市津南经济开发区(东区) | 18 Tianjin Port Bulk Cargo Logistics Center
天津港散货物流中心 | 27 Tianjin Baodi Economic Development Area
天津宝坻经济开发区 | 36 Tianjin Jinghai Economic Development Area 天津静海经济开发区 |
| | | | 37 Tianjin Jinnan Economic Development Area 天津津南经济开发区 |
| | | | 38 Tianjin Junliancheng Industrial Park 天津军粮城工业园区 |
| | | | 39 Tianjin Panzhuang Industrial Park 天津潘庄工业园区 |
| | | | 40 Tianjin Shuangkou Industrial Park 天津双口工业园区 |
| | | | 41 Tianjin Wuqing Fuyuan Economic Development Area
天津武清福源经济开发区 |
| | | | 42 Tianjin Zhongbei Industrial Park 天津中北工业园区 |
| | | | 43 Tianjin Ziya Industrial Park 天津子牙工业园区 |

CHINA MAP 中国地图

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500km

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MONGOLIA
Ulaanbaatar

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Harbin

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Changchun

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Tashkent

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Bishkek

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Changchun

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Kunming

SICHUAN
Chengdu

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Guiyang

HAINAN
Haikou

TAIWAN
Taipei

PHILIPPINES
Manila



TIANJIN

Chinese

China Station

A: 2F, Radisson Plaza Hotel Tianjin
No. 66, Xinkai Lu, Hedong District
T: +86 22 2457 8888

中国站

河东区新开路66号天津天诚丽笙世嘉酒店2层

Din Tai Fung

A: No. 18, the junction of
Zi Jin Shan Lu and Binshui Dao
Hexi District

T: +86 22 2813 8138

鼎泰丰

河西区滨水道与紫金山路交口18号

Fortune Restaurant

A: 2F, Crowne Plaza Tianjin Binhai
No. 55, Zhongxin Da Dao
Airport Industrial Park

T: +86 22 5867 8888 ext. 2355

富淳中餐厅

空港物流加工区中心大道55号
天津滨海圣光皇冠假日酒店2层

Fountain Lounge

A: Hyatt Regency Jing Jin City
Resort & Spa

No. 8, Zhujiang Da Dao
Zhouliang Zhuang, Baodi District
T: +86 22 5921 1234

碧泉茶园

宝坻区周良庄珠江大道8号
京津新城凯悦酒店

Riverside Chinese Restaurant

A: 3F, Holiday Inn Tianjin Riverside
Phoenix Shopping Mall
East Haihe Road, Hebei District

T: +86 22 2627 8888 ext. 2211

海河轩中餐厅

河北区海河东路凤凰商贸广场
天津海河假日酒店3楼

Shui An

A: 1F, The Astor Hotel Tianjin
No. 33, Tai'er Zhuang Lu
Heping District

T: +86 22 2331 1688 ext. 8920

水岸中餐厅

和平区台儿庄路33号天津利顺德大饭店豪华精选酒店1层

Tao Li Chinese Restaurant

A: 6F, Hotel Nikko Tianjin
No. 189, Nanjing Lu, Heping District

T: +86 22 8319 8888 ext. 3561

桃李中餐厅

和平区南京路189号
天津日航酒店6层



Indian

Bawarchi Indian Restaurant

A: No. 69, bldg. B, Shang Gu
Tianta Lu, Nankai District
T: +86 22 2341 2786
芭瓦琪印度餐厅
南开区天塔路上谷商业街B座69号

Japanese

Benkay Japanese Dining

A: 5F, Hotel Nikko Tianjin, No. 189
Nanjing Lu, Heping District
T: +86 22 8319 8888 ext. 3558
和平区南京路189号天津日航酒店5层
弁慶日本料理餐厅

Kasumi

A: 1F, Crowne Plaza Tianjin Binhai
No. 55, Zhongxin Da Dao
Airport Industrial Park
T: +86 22 5867 8888 ext. 2322
霞日式料理
空港物流加工区中心大道55号
天津滨海圣光皇冠假日酒店1层

Kushi Grill

A: 2F, Radisson Blu Plaza Hotel Tianjin
No. 66, Xinkai Lu, Hedong District
T: +86 22 2457 8888
串烧
河东区新开路66号天津天诚丽笙世嘉酒店2层

Seitaro

A: Sheraton Hotel Tianjin
Zi Jin Shan Lu, Hexi District
T: +86 22 2731 0909
清太郎日本料理
河西区紫金山路喜来登大酒店

SóU

A: 49F, Raffles Tianjin, No.219
Nanjing Road Heping District
T: +86 22 2321 5888 ext.5106
思创
和平区南京路219号天津莱佛士酒店 49楼

Thai

Kudos Thai Restaurant & Lounge Bar

A: No.88, Chengdu Road
Heping District
T: +86 22 2332 9988
W: www.livekudos.org
泰廷泰国餐厅
和平区成都道88号

YY Beer House

(Behind International Building)
A: No. 3, Aomen Lu
Heping District
T: +86 22 2339 9634
粤园泰餐厅
和平区澳门路3号(国际大厦后侧)

Western



Aulare

A: Magnetic Plaza, Building A4
2-16, Binshui Xi Dao
Nankai District
T: +86 187 2229 0691
E: tianjin@aulare.com
艾伊莎贝西餐厅
南开区滨水西道时代奥城A4座2-16号



Brasserie Flo Tianjin

A: No.37, Guangfu Road
Italian Style Town, Hebei District
T: +86 22 2662 6688
福楼
河北区意大利风情区光复道37号

1863 the Dining Room

A: 1F, The Astor Hotel Tianjin
No. 33, Tai'er Zhuang Lu
Heping District
T: +86 22 2331 1688 ext. 8918
1863 至尊西餐厅
和平区台儿庄路33号天津利顺德大饭店豪华精选酒店1层

Café@66

A: 1F, Radisson Bul Plaza Hotel Tianjin
No. 66, Xinkai Lu, Hedong District
T: +86 22 2457 8888
咖啡66
河东区新开路66号天津天诚丽笙世嘉酒店1层

Café Majestic

A: 1F, The Astor Hotel Tianjin
No. 33, Tai'er Zhuang Lu
T: +86 22 2331 1688 ext. 8910
凯旋咖啡厅
和平区台儿庄路33号天津利顺德大饭店豪华精选酒店1层

Café Venice

A: 2F, Holiday Inn Tianjin Riverside
Phoenix Shopping Mall
East Haihe Road, Hebei District
T: +86 22 2627 8888 ext. 2271
威尼斯咖啡厅
河北区海河东路凤凰商贸广场
天津海河假日酒店2楼

Chateau35 Wine Bar & Bistro

A: Opposite No. 79, Changde Dao
Heping District
T: +86 22 2331 5678
古堡35西餐葡萄酒吧
和平区常德道79号对面

Drei Kronen 1308 Brauhaus

A: 1F-2F, bldg. 5, Jinwan Plaza
Jiefang Bei Lu, Heping District
T: +86 22 2321 9199
路德维格1308啤酒坊西餐厅
和平区解放北路津湾广场5号楼1-2层

Glass House

Hyatt Regency Jing Jin City
Resort & Spa
A: No. 8, Zhujiang Da Dao
Zhouliang Zhuang, Baodi District
T: +86 22 5921 1234
水晶厨房
宝坻区周良庄珠江大道8号
京津新城凯悦酒店

Hank's Sports Bar & Grill

A: No. 56, 1F, bldg. B, Shang Gu
Tianta Dao, Nankai District
T: +86 22 2341 7997
汉克斯运动酒吧
南开区天塔道上谷商业街B座
1层56号

Kiessling Western Restaurant

A: No. 33, Zhejiang Lu, Heping District
T: +86 22 2330 0330
起士林西餐厅
和平区浙江路33号

La Seine

A: No. 50, Tianjin Italian Style Town
Ziyou Dao, Hebei District
T: +86 22 2446 0388
赛纳河法国餐厅
河北区自由道意大利风情街50号

Pan Shan Grill & Wine

A: 2F, Main Building
Sheraton Hotel Tianjin
Zi Jin Shan Lu, Hexi District
T: +86 22 2731 3388 ext.1820
盘山葡萄酒扒房
紫金山路天津喜来登大酒店主楼2层



Promenade Restaurant

A: 1F, The St. Regis Tianjin
No. 158, Zhang Zizhong Road
Heping District
T: +86 22 5830 9959
河岸国际餐厅
和平区张自忠路158号天津瑞吉金融街酒店一层

Prego

A: 3F, The Westin Tianjin
No. 101, Nanjing Lu, Heping District
T: +86 22 2389 0088
意大利餐厅
南京路101号天津君隆威斯汀酒店3层



Riviera Restaurant

A: 1F, The St. Regis Tianjin.
No. 158, Zhang Zizhong Road
Heping District
T: +86 22 5830 9962
蔚蓝海法餐厅
和平区张自忠路158号天津瑞吉金融街酒店一层





On Sale

Promotion: Dec. 1st – Dec. 31st



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Milan Wines will be hosting an extensive free wine tasting in the lead up to Christmas Day. A diverse range of imported wines (including the above wines) will be open and available for tasting on the night. The event will be casual and social but will also be a great educational opportunity for those new to wine. As spaces are limited we encourage you to make a reservation in advance to secure your ticket for this not to be missed event.

Reservations can be made by contacting our customer service team:

Phone: 4006-199-159 (8:30 a.m. - 21:00 p.m. Monday to Sunday)

Email: dean.smith@milan-wines.com

Tasting Hours: 18:00-20:30p.m. Dec 16th, 2011

Tasting site: 6th Floor, Ning Tai Plaza, No. 1 Xiaguang Rd., Nankai Dist., Tianjin. (If required our call centre can arrange for directions in Chinese to be sent to you via text or email.)

We now have 10 shops in Tianjin, call us to get directions to a store near you.

Seasonal Tastes

A: 1F, The Westin Tianjin, no. 101 Nanjing Lu, Heping District
T: +86 22 2389 0088
 “知味”全日餐厅
 和平区南京路101号
 天津君隆威斯汀酒店1层

Spectrum All-Day Dining

A: 7F, Hotel Nikko Tianjin
 No. 189, Nanjing Lu, Heping District
T: +86 22 8319 8888 ext. 3570
 彩西餐厅
 南京路189号天津日航酒店7层

Terrace Cafe

A: 1F, Sheraton Hotel Tianjin
 Zi Jin Shan Lu, Hexi District
T: +86 22 2731 3388
 燕园咖啡厅
 紫金山路天津喜来登大酒店1层

Wyndsong Restaurant

A: 1F, Crowne Plaza Tianjin Binhai
 No. 55, Zhongxin Da Dao
 Airport Industrial Park
T: +86 22 5867 8888 ext. 2333
 风之细语西餐厅
 空港物流加工区中心大道55号
 天津滨海圣光皇冠假日酒店1层

Wines



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TEDA Wine Shop:

A: No.8 Eastern Apartment
 2nd Avenue, TEDA
 天津市开发区第二大街二号东方名居
 底商8号
T: +86 22 6539 9899
 Opening hours: 09:00-20:00

GuangMing Wine Shop:

A: No.1 Guangming Flat, Xiaguang Rd., Nankai District, Tianjin
 天津市南开区霞光道光明公寓1号
T: +86 22 2391 5118
 Opening hours: 09:00-20:00

BinXi Wine Shop:

A: No.187 Binshui West Rd., Nankai District, Tianjin
 天津市南开区宾水西道187号
T: +86 22 2337 2116
 Opening hours: 09:00-22:00

RongYe Wine Shop:

A: No. 175 Rongye Avenue
 Heping District, Tianjin
 天津市和平区荣业大街175乙
T: +86 22 2723 1139
 Opening hours: 09:00-20:00

4006-199-159

www.milan-wines.com

Cave d'Emma

A: No. 35, Changde Dao
 Heping District
T: +86 22 2339 1935
 艾玛酒窖
 和平区常德道35号

Madame He Imported Wine & Beer

A: No. 291, Nan Men Wai Dajie
 Heping District
T: +86 22 2730 8006
 何夫人进口酒水专卖店
 和平区南门外大街291号

Teresa Fine Wines

A: A1-12, Magnetic Capital
 Binshui Xi Dao, Nankai District
T: +86 22 8833 3237
 珊珊精品酒屋
 南开区滨水西道时代奥城商业广场
 A1-12

Le Select

A: No. 24, Kaifeng Dao, Xiao Bai Lou
 (1902 Street), Hexi District
T: +86 22 2311 1778
 西来克红酒体验馆
 河西区小白楼开封道24号

Bars

13 Club

A: Tianjin Italian Style Town
 Ziyou Dao, Hebei District
T: +86 136 1208 7080
 河北区自由道意大利风情街

China Bleu

A: 50F, Raffles Tianjin Hotel, No. 219
 Nanjing Lu, Heping District
T: +86 22 2321 5888
 中国蓝酒吧
 南京路219号天津莱佛士酒店50层

JV'S Bar

A: 1F, Main Building, Sheraton Hotel Tianjin
 Zi Jin Shan Lu, Hexi District
T: +86 22 2731 3388 ext. 1846
 JV'S 酒吧
 河西区紫金山路天津喜来登大酒店
 主楼1层

O'Hara's

A: 1F, The Astor Hotel Tianjin
 No. 33, Tai'er Zhuang Lu
 Heping District
T: +86 22 2331 1688 ext. 8919
 海维尔
 和平区台儿庄路33号天津利顺德
 大饭店豪华精选酒店1层

Qba Bar

A: 2F, The Westin Tianjin
 No. 101, Nanjing Lu Heping District
T: +86 22 2389 0088
 Q 吧
 和平区南京路101号
 天津君隆威斯汀酒店2层

Soul Bar

A: No. 291, Shaoxing Dao, Hexi District
T: +86 22 2333 1777
 杜尚酒吧
 河西区绍兴道291号

THE ST REGIS BAR
瑞吉酒吧

The St. Regis Bar

A: 1F, The St. Regis Tianjin, No. 158
 Zhang Zizhong Road, Heping District
T: +86 22 5830 9958
 瑞吉酒吧
 和平区张自忠路158号天津瑞吉金
 融街酒店一层

Accounting

LEHMANBROWN
 雷博國際會計
 International Accountants

Tianjin Office:
A: Unit 2901 - 104
 The Exchange Tower 2
 No.189, Nanjing Lu
 Heping District
T: +86 22 2318 5056
F: +86 22 2318 5001
E: tianjin@lehmanbrown.com
 天津市和平区南京路189号
 津汇广场
 2座29层2901-104室

Beijing Office:
A: 6/F, Dongwai Diplomatic Building
 No. 23, Dongzhimenwai Dajie
 Beijing
T: +86 10 8532 1720
F: +86 10 85322746
E: beijing@lehmanbrown.com
 北京朝阳区东直门外大街23号,
 东外外交办公大楼602

Shanghai Office:
A: Room 1501 & 1504, WanTai
 International Building,
 No.480, North Urumqi Lu
 Jing An District
T: +86 21 6249 0055
F: +86 21 6288 1636
E: shanghai@lehmanbrown.com
 上海市静安区乌鲁木齐北路480号
 1501&1504

Associations

ICCO (International Committee for Chinese Orphans)

ICCO is a volunteer organisation dedicated to improving the lives of Tianjin's disabled orphans.
E: iccosecretary@gmail.com
W: www.tjicco.org

Tianjin Toastmasters Club

The club helps men and women learn and practice the arts of public speaking, listening, and leadership in a friendly social environment.
E: victorwangwq@yahoo.com.cn

TICC (Tianjin International Community Center)

Association and meeting place for foreign passport holders and their families in Tianjin. Organise monthly coffee mornings, luncheons and social/fundraising events, supporting local charities.
E: ticc_09@hotmail.com
W: tianjin.weebly.com

Banks

Bank of East Asia (BEA)

A: Bldg. G, Rome Gardens
 No. 47, Youyi Bei Lu, Hexi District
T: +86 22 2332 1662
 东亚银行有限公司
 河西区友谊北路47号罗马花园G层

China Bohai Bank

A: Bldg. 1, Magnetic Capital
 Binshui Xi Dao, Nankai District
T: +86 22 5839 1358
 渤海银行
 南开区滨水西道奥城商业广场1号楼



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Citibank

A: 18F, The Exchange
No. 189, Nanjing Lu, Heping District
T: +86 22 8319 1988 ext. 73812
花旗银行
南京路189号津汇广场18层

HSBC, Tianjin Branch

A: Ocean Shipping Plaza
No. 1, Haihe Dong Lu
Hebei District
T: +86 22 5858 8888
香港上海汇丰银行天津分行
河北区海河东路远洋广场1号

Woori Bank

A: Bldg. 1, Magnetic Capital
Binshui Xi Dao, Nankai District
T: +86 22 2338 8008
友利银行
南开区滨水西道奥城商业广场1号楼

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**Car Dealers****Porsche Center Tianjin**

A: No. 59, Qiche Yuan Zhong Lu
Airport Industrial Park
T: +86 22 2435 9911
天津保时捷中心
空港物流加工区汽车园中路59号

**Chambers****European Chamber, Tianjin Chapter**

A: Room15A17, Suite 17, Magnetic Plaza
Binshui Xi Dao, Nankai District
T: +86 22 5838 7993
中国欧盟商会天津分会
南开区滨水西道奥城商业广场17座
15A 17室

German Business Circle Tianjin**Deutscher Unternehmerkreis
Tianjin, DUT**

A: Office 803, Huake Center
No. 3, Kaihua Dao, Huayuan
Industrial Area, Nankai District
T: +86 22 8371 7855
天津德国人联谊会
南开区华苑产业区开华道3号华科
创业中心803室

**German Chamber of
Commerce, Tianjin Office**

A: No. 3, Yuliang Lu, Nankai District
T: +86 22 2301 1709
德国商会天津分会
南开区育梁路3号

**The American Chamber of
Commerce, Tianjin Chapter**

A: Room 2918, 27-29F, bldg. B
The Exchange
No. 189, Nanjing Lu, Heping District
T: +86 22 2318 5075
美国商会天津分会
和平区南京路189号津汇广场B座
27-29层2918室

Tianjin Japanese Association

A: Room 607, International Building
No. 75, Nanjing Lu, Heping District
T: +86 22 2313 2522
天津日本人会
和平区南京路75号国际大厦607室

**Tianjin Korean Chamber of
Commerce & Industry**

A: 1F, Feng Lin Hotel
No. 6, Binshui Xi Dao
Nankai District
T: +86 22 2395 7991
天津韩国商会
南开区滨水西道6号枫林宾馆1层

**Education****International Schools****International School of Tianjin**

A: Weishan Lu, Jinnan District
T: +86 22 2859 2001
国际学校天津分校
津南区津南微山路

Tianjin International School

A: No. 1, Meiyuan Lu, Huayuan
Industrial Area, Nankai District
T: +86 22 8371 0900
天津国际学校
南开区华苑产业区梅苑路1号

**Tianjin Rego International School**

A: No. 38, Huandao Xi Lu
Meijiang Nan, Hexi District
T: +86 22 8816 1180 ext. 212
Mobile: +86 138 2090 0420
E: j.zheng@regoschool.com
W: www.regoschool.org
天津瑞金国际学校
河西区梅江南环岛西路38号

**GEMS World Academy
Tianjin Eco City, China**

A: Unit 3-307, TEDA MSD Block
C 79 1st Avenue, TEDA
T: +86 22 6622 7888
天津杰美司国际学校
开发区第一大街79号泰达M SD-C
区3楼307室

**Wellington College
International Tianjin**

A: No. 1, Yide Dao, Hongqiao District
T: +86 22 8758 7199 ext. 8001
Mobile: +86 187 2248 7836
E: admissions@wellington-tianjin.cn
W: www.wellington-tianjin.cn
天津惠顿国际学校
红桥区义德道1号

Kindergartens**Hopeland International
Kindergarten & Day Care Center**

A: No. 46, Xiaguang Dao
Weijin Nan Lu, Nankai District
T: +86 22 2392 3803
华兰国际幼稚园
南开区卫津南路霞光道46号

**Language Schools****Alliance Française de Tianjin**

A: 2F, Education Centre Building,
North gate of Balitai Campus,
Tianjin Normal University, Wujiayao
Street, Hexi District
T: +86 22 2354 0218/0229
天津法盟
河西区吴家窑大街师范大学八里台
校区北门教育中心大楼二层

**Care International Language
Training**

A: Room 1402, bldg. 3, Chengji
Centre, Nanjing Lu, Heping District
T: +86 22 2737 3937
凯尔语言培训中心
和平区南京路诚基中心3号楼1402室

**Goethe German Language
Centre Tianjin Foreign Studies
University**

A: Bldg. 3, Tianjin Foreign Studies
University
No. 177, Machang Dao
Hexi District
T: +86 22 2326 5642
天津外国语学院 歌德语言中心
河西区马场道117号天津外国语学院
3号楼

Universities**Nankai University**

A: No. 94, Weijin Lu, Nankai District
T: +86 22 2350 1583
南开大学
南开区卫津路94号

Raffles Design Institute, Tianjin

A: Block H, no. 28, Jinjing Lu
Xiqing District
T: 400 688 7300
天津莱佛士设计学院
西青区津静路28号H座

Event Planning

InterMediaChina is Tianjin's
premiere event planning company.
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can make your event a success and
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and promotion.

Also arrange the following:

- Budgeting
- Selecting and reserving the event site
- Transportation and parking

To set up an event with
InterMediaChina, please send
e-mail to gm@intermediachina.com

Catering Solutions



Flo Prestige

A: No.37, Guangfu Road
Italian Style Town, Hebei District
T: +86 22 2662 6688
福楼外宴策划
河北区意大利风情区光复道37号

Hotels & Apartments

★★★★★ Hotels



Crowne Plaza Tianjin Binhai
A: No.55 Zhongxin Avenue Airport
Economic Area Tianjin
T: +86 22 5867 8888
天津滨海圣光皇冠假日酒店
天津市空港经济区中心大道55号

Golden Crown Hotel
A: No. 18, Nanjing Lu, Hexi District
T: +86 22 2303 8866
金皇大酒店
河西区南京路18号



Holiday Inn Tianjin Riverside
A: Phoenix Shopping Mall
Haihe Dong Lu, Hebei District
T: +86 22 2627 8888
天津海河假日酒店
河北区海河东路凤凰商贸广场

Hotel Nikko Tianjin
A: No. 189, Nanjing Lu, Heping District
T: +86 22 8319 8888
天津日航酒店
和平区南京路189号

Hyatt Regency Jing Jin City Resort & Spa
A: No. 8, Zhujiang Da Dao
Zhouliang Zhuang, Baodi District
T: +86 22 5921 1234
京津新城凯悦酒店
宝坻区周良庄珠江大道8号



Radisson Blu Plaza Hotel Tianjin
A: No. 66, Xinkai Lu, Hedong District
T: +86 22 2457 8888
天津天诚丽笙世嘉酒店
河东区新开路66号

Raffles Tianjin
A: No. 219, Nanjing Lu, Heping District
T: +86 22 2321 5888
天津莱佛士酒店
和平区南京路219号

Renaissance Tianjin Hotel
A: No. 105, Jianshe Lu, Heping District
T: +86 22 2302 6888
天津滨江万丽酒店
和平区建设路105号



Renaissance Tianjin Lakeview Hotel
A: No. 16, Binshui Dao, Hexi District
T: +86 22 5822 3388
万丽天津宾馆
河西区宾水道16号



Sheraton Tianjin Hotel
A: Zi Jin Shan Lu, Hexi District
T: +86 22 2731 3388
天津喜来登大酒店
河西区紫金山路



The St.Regis Tianjin
A: No. 158, Zhangzizhong Road
Heping district
T: +86 22 5830 9999
天津瑞吉金融街酒店
和平区张自忠路158号

TEDA International Club Tianjin
A: No. 7, Fukang Lu, Nankai District
T: +86 22 5869 5555
天津泰达国际会馆
南开区复康路7号



**The Astor Hotel Tianjin
A Luxury Collection Hotel**
A: No. 33, Tai'er Zhuang Lu, Heping District
T: +86 22 2331 1688
天津利顺德大饭店豪华精选酒店
和平区台儿庄路33号

The Westin Tianjin
A: No. 101, Nanjing Lu Heping District
T: +86 22 2389 0088
天津君隆威斯汀酒店
和平区南京路101号

Tian Bao International Hotel
A: No. 368, Jingmen Da Dao
Baoshui District
T: +86 22 2576 1588
天津天保国际酒店
保税区京门大道368号

Tianjin Saixiang Hotel
A: No. 8, Meiyuan Lu, Huayuan
Industrial Area, Nankai District
T: +86 22 2376 8888
天津赛象酒店
南开区华苑产业区梅苑路8号

★★★★★ Hotels

Best Western Byronn Hotel Tianjin
A: No. 90, Xi'er Dao
Airport Industrial Park
T: +86 22 8486 0000
天津空港白云酒店
空港物流加工区西二道90号

Jinbin International Hotel
A: No. 135, Anshan Dao, Heping District
T: +86 22 8331 1818
晋滨国际大酒店
和平区鞍山道135号

Apartments



Ariva Tianjin No.36 Serviced Apartment
A: No.36 Xikang Road
Heping District, Tianjin
T: +86 22 2352 3636
招商·艾丽华36号服务公寓
天津市和平区西康路36号

Astor Apartment
A: No. 32, Tai'er Zhuang Lu
Heping District
T: +86 22 2303 2888
利顺德公寓
和平区台儿庄路32号

Modena Residence Heping Tianjin
A: No. 37, Xining Dao, Heping District
T: +86 22 2781 2288
天津和平名致精品酒店公寓
和平区西宁道37号

Sheraton Apartment
Zi Jin Shan Lu, Hexi District
T: +86 22 2731 3388
喜来登公寓
河西区紫金山路



Somerset International Building Tianjin
A: No. 75, Nanjing Lu
Heping District
T: +86 22 2330 6666
天津盛捷国际大厦服务公寓
和平区南京路75号

Somerset Olympic Tower Tianjin
A: No. 126, Chengdu Dao
Heping District
T: +86 22 2335 5888
天津盛捷奥林匹克大厦服务公寓
和平区成都道126号

Somerset Youyi Tianjin
A: No. 35, Youyi Lu, Hexi District
T: +86 22 2810 7888
天津盛捷友谊服务公寓
河西区友谊路35号

TEDA International Club Tianjin
A: No. 7, Fukang Lu, Nankai District
T: +86 22 5869 5555
天津泰达国际会馆公寓
南开区复康路7号



The Lakeview, Tianjin-Marriott Executive Apartments
A: No. 16, Binshui Dao, Hexi District
T: +86 22 5822 3322
天津万豪行政公寓
河西区宾水道16号

Tianjin Centre Residences
A: No. 219, Nanjing Lu, Heping District
T: +86 22 5868 2888
天津中心公寓
和平区南京路219号

Law Firm

**Beijing Yingke Law Firm
Tianjin Office**
A: B-7F, FUTURE PLAZA, No. 103
Weidi Lu, Hexi District
T: +86 22 5837 7185
北京盈科(天津)律师事务所
河西区围堤道103号峰汇广场B座七层



Logistics

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- Warehousing in bonded zones

For further details, send e-mail to service@logisticstianjin.com

Mover



AGS Four Winds International Movers
A: A1701 Vanke World Trade Plaza 129 Nanjing Road, Heping District
T: +86 22 2712 7759
W: www.agsfourwinds.com
E: manager.tianjin@agsfourwinds.com
 爱集斯国际运输服务有限公司
 南京路129号万科世贸广场A座1701室

Printing Material

TIANJINPRINT is a 24-HOURS professional printing service provider. Provides the highest level of service by employing the most advanced equipment, superior customer service, and excellent quality control systems, to ensure that customers receive the highest quality products and services. Print, including design, prepress, finishing, binding and inserting. For projects or inquiries, please send e-mail to info@tianjinprint.com

Promotional Products

PROMOTIANJIN is a traditional promotional products agency serving major corporations and non-profit agencies since 1998. Based in Tianjin, it has been actively serving accounts in financial services, health care, media, non-profit, advertising, cultural affairs and home and industrial furnishings fields. Main clients are organizations of all sizes throughout China and abroad. For further details, please send e-mail to gm@promotianjin.com



Real Estate



CBRE Tianjin
A: 9th Floor, Unit 903, Tower 1 The Exchange, No.189 Nanjing Road, Heping District
T: +86 22 8319 2178
W: www.cbre.com.cn
 世邦魏理仕天津分公司
 和平区南京路189号津汇广场写字楼1号楼9层903单元

DTZ Tianjin
A: 12th Floor, Tower 1, The Exchange No.189, Nanjing Road, Heping District
T: +86 22 2313 9751
W: www.dtz.com/cn
 戴德梁行天津办事处
 和平区南京路189号津汇广场1号楼12层

Jones Lang LaSalle, Tianjin
A: Unit 3509, The Exchange Tower 1 No. 189, Nanjing Road Heping District
T: +86 22 8319 2233
W: www.joneslanglasalle.com
 仲量联行天津分公司
 和平区南京路189号津汇广场写字楼1号楼3509室

Savills Tianjin
A: Unit 2601-02, Centre Plaza, No. 188, Jiefang Road, Heping District
T: +86 22 5829 3388
W: www.savills.com
 第一太平戴维斯天津
 和平区解放路188号信达广场塔楼2601-02室

Relocation



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 The premier Residential and Commercial Letting agency in Tianjin. We offer international standard service. All rental agreements are in Chinese and English. Our bi-lingual staffs will act as your contact with the Landlord throughout your stay in Tianjin.
T: +86 151 2290 6752
E: contact@chinarelocation.info
W: chinarelocation.info



Rentals



CAR/BUS Rental Services in Tianjin and Beijing with reasonable rates.
 To make a reservation or enquiry, please send e-mail to info@chinabustravel.com
T: +86 135 0207 0987



Serviced Office

The Executive Centre
A: 29F, bldg. 2, The Exchange No. 189, Nanjing Lu, Heping District
T: +86 22 2318 5000
 天津德事商务中心
 南京路189号津汇广场2座29层

Travel Agencies

THE STARS TRAVEL
 Tianjin's travel agency specializing in tourism for foreigners
T: +86 159 2200 0555
E-mail: info@thestarstravel.com

Tianjin China International Travel Service
A: No. 22, Youyi Lu, Hexi District
T: +86 22 2810 9123
 天津中国国际旅行社
 河西区友谊路22号

Tianjin China Travel Service
A: No. 16, Pingshan Dao, Hexi District
 Tel: +86 22 2430 1330
 天津市中国旅行社
 河西区平山道16号

Spas

Dikara Spa
A: 4F, Radisson Plaza Hotel Tianjin No. 66, Xinkai Lu, Hedong District
T: +86 22 2457 8888 ext. 3910
 迪卡拉水疗中心
 河东区新开路66号天津天诚丽笙世嘉酒店4层

Green Bamboo Well Being Resort
A: 6-17, bldg. 17, Magnetic Capital Binshui Xi Dao, Nankai District
T: +86 22 8378 8397 (English) +86 136 0205 9458 (Attn: Elsa)
 青竹堂足疗养生馆
 滨水西道时代奥城商业广场17座6层17号

Heavenly Spa by Westin
A: 6F, The Westin Tianjin No.101, Nanjing Lu, Heping District
T: +86 22 2389 0088
 威斯汀天梦水疗
 和平区南京路101号天津君隆威斯汀酒店6层

Oasis SPA at Sheraton
A: 1F, Sheraton Hotel Tianjin Zi Jin Shan Lu, Hexi District
T: +86 22 2731 3388 ext. 2227
 喜来登绿洲
 河西区紫金山路天津喜来登大酒店1层

Dental Clinics

Aichi International Dental Centre
A: 4F, Huaju Department Store No. 72-74, Xikang Lu Heping District
T: +86 22 8568 5606
 爱齿口腔医疗中心
 和平区西康路72-74号华巨百货4层

Tianjin Dental Hospital
A: No. 75, Dagu Lu, Heping District
T: +86 22 2711 9191
 天津口腔医院
 和平区大沽路75号

Hospitals

Binhu Hospital of Chinese Traditional Medicine
 (Next to IG Supermarket)
A: Huanhu Nan Li, Ti Yuan Bei Hexi District
T: +86 22 2330 0706
 滨湖中医医院
 河西区体院北环湖南里(津工超市旁)

Tianjin Children's Hospital
A: No. 225, Machang Dao Hexi District
T: +86 22 2351 85305
 儿童病专科医院
 河西区马场道225号

Tianjin Eye Hospital
A: Mon-Sun 08:00-17:00. No. 4 Gansu Lu, Heping District
T: +86 22 2731 3336
 天津市眼科医院
 河西区环湖西路体院北

Tianjin First Central Hospital
A: No. 24, Fukang Lu, Nankai District
T: +86 22 2362 6249
 天津第一中心医院
 南开区复康路24号

Tianjin International SOS Clinic 1F, Sheraton Hotel
A: Zi Jin Shan Lu, Hexi District
T: +86 22 2352 0143
 天津国际(SOS)紧急救援诊所
 河西区紫金山路天津喜来登大酒店公寓楼1层

Department Stores

Hisense Plaza

A: No. 188, Jiefang Bei Lu
Heping District
T: +86 22 2319 8888
海信广场
和平区解放路188号

Isetan

A: Block C, Modern Town, No. 108
Nanjing Lu, Heping District
T: +86 22 2722 1111
伊势丹
和平区南京路108号现代城C区

LOTTE Department Store

A: No.137, Dong Ma Lu, Nankai District
T: +86 22 5806 8888
乐天百货
南开区东马路137号

Tianjin Friendship Department Store

A: No. 21, Youyi Lu, Hexi District
T: +86 22 6086 0000
天津友谊
河西区友谊路21号

Yamada Denki

A: Tianjin Center, No.219, Nanjing Lu
T: +86 22 5835 8688
亚马逊电器
和平区南京路219号天津中心商厦

Luxury Brands

Armani Collezioni

A: 1F, Hisense Plaza, No. 188
Jiefang Bei Lu, Heping District
T: +86 22 2319 8688
阿玛尼
和平区解放路188号海信广场1层

Burberry

A: 1F, Tianjin Friendship Department
Store, No. 21, Youyi Lu, Hexi District
T: +86 22 8837 8728
巴宝莉
河西区友谊路21号天津友谊商厦1层

Gucci

A: 1F, Hisense Plaza, No. 188
Jiefang Bei Lu, Heping District
T: +86 22 2319 8138
古琦
和平区解放路188号海信广场1层

Guess

A: 1-2F ISETAN, Block C, Modern Town
No. 108, Nanjing Lu, Heping District
T: +86 22 2722 1111
盖尔斯
和平区南京路108号现代城C区伊势丹百货1-2楼

Dior

A: 1F, Tianjin Friendship Department
Store, No. 21, Youyi Lu, Hexi District
T: +86 22 8837 1900
迪奥
河西区友谊路21号天津友谊商厦1层

Louis Vuitton

A: 1F, Tianjin Friendship Department
Store, No. 21, Youyi Lu, Hexi District
T: +86 22 8837 8700
路易威登
河西区友谊路21号天津友谊商厦1层

Prada

A: 1F, Hisense Plaza, No. 188
Jiefang Bei Lu, Heping District
T: +86 22 2319 8198
普拉达
和平区解放路188号海信广场1层

Rolex

A: 1F, Hisense Plaza, No. 188
Jiefang Bei Lu, Heping District
T: +86 22 2319 8121
劳力士
和平区解放路188号海信广场1层

Golf Clubs

Aroma (Tianjin) Golf Club

A: Green base, Guangang Senlin
Park Dagang District
T: +86 22 6328 5000
阿罗马(天津)高尔夫俱乐部
大港区官港森林公园绿化基地处

Fortune Lake Golf Club

A: Jinwang Lu, Jinghai Zhen
Regal Rivera Golf Club
T: +86 22 6850 5299
天津松江团泊湖高尔夫球会
静海县津王路

Regal Rivera Golf Club

A: Jingjin New City
No. 1, Zhujiang Nan Lu, Baodi District
T: +86 22 2966 9266
帝景高尔夫俱乐部
宝坻区珠江南路1号京津新城

Just Golf & Screen

A: F5, east park of the sunlight 100
Nan Kai District
T: +86 22 8373 6529
天津市南开区阳光100 西园 5号楼

Jiangnan Lingshijun Driving Range

A: Original County, Bridge 17
Outer Ring, Xiqing District
T: +86 22 8882 9180
江南领世郡高尔夫球会练习场
西青区外环17号桥红堪领世郡

Tianjin Ruijing Driving Range

A: Ruijing Residential Area
Dingzigu Sanhaolu, Hongqiao District
T: +86 22 2668 5858
天津瑞景高尔夫练习场
红桥区丁字沽三号路延长线瑞景居住区

Tianjin International Hot Spring Golf Club

A: No. 5, Zhongxin Da Dao
Airport Industrial Park
T: +86 22 2489 0391
天津国际温泉高尔夫俱乐部
空港物流加工区中心大道5号

Tianjin Pearl Beach

A: International Golf Country Club
Yingcheng Hu, Hangu District
T: +86 22 6720 1818
天津龙海国际高尔夫乡村俱乐部
汉沽区营城湖

Yang Liu Qing Golf Club

(Overpass the northern bridge)
A: Yijing Lu, Yang Liu Qing Zhen
Xiqing District
T: +86 22 2792 2792
杨柳青高尔夫俱乐部
西青区杨柳青镇一经路(立交桥北)



Golf Studios

Golf Clinic/LAB/Golf Fitness/Pro Shop/Golf Club Coupons

A: B2, no. 92-1, Huaqiao Building
Nanjing Lu, Heping District
T: +86 22 2392 1936
吉思吉高尔夫诊断中心
和平区南京路92号增1号华侨大厦B2

Gyms

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A: Diamond Hill, East Olympic
Sports Centre, Weijin Nan Lu,
Nankai District. 南开区卫津南路
奥林匹克体育中心东钻石山
Booking Hotline:
+86 22 8391 3830

Powerhouse Gym

A: Binjiang Shopping Center, Kaifeng
Dao, Xiao Bai Lou (1902 Street)
Hexi District
T: +86 22 2302 2008
宝力豪健身俱乐部
河西区小白楼滨江购物中心

Powerhouse Gym

A: Binjiang Shopping Center, Kaifeng
Dao, Xiao Bai Lou (1902 Street)
Hexi District
T: +86 22 2302 2008
宝力豪健身俱乐部
河西区小白楼滨江购物中心

Sheraton Hotel Fitness Center

A: Inside Sheraton Hotel Tianjin
Zi Jin Shan Lu, Hexi District
T: +86 22 2731 3388 ext. 2228
喜来登健身美容中心
河西区紫金山路喜来登饭店内

Westin Workout

A: 5F, The Westin Tianjin
No. 101, Nanjing Lu, Heping District
T: +86 22 2389 0088
威斯汀健身馆®
南京路101号天津君隆威斯汀酒店5层

Tudor Gymnasium Club

A: 8F, Center Plaza, No. 118
Jiefang Bei Lu, Heping District
T: +86 22 5829 8731
都铎健身俱乐部
和平区解放路118号信达广场8层

International Building Fitness Centre

A: 3F, International Building, No. 75
Nanjing Lu, Heping District
T: Tel: +86 22 2330 6666
国际大厦健身中心
和平区南京路75号国际大厦3层

Swimming Pools

GLO Fitness & Health Club Swimming Pool

A: 6F, Hotel Nikko Tianjin, No. 189
Nanjing Lu, Heping District
T: +86 22 8319 8888 ext. 3290
焕-健康中心游泳池
和平区南京路189号天津日航酒店6层

Swimming Pool by Westin

A: 5F, The Westin Tianjin
No.101, Nanjing Lu, Heping District
T: +86 22 2389 0088
威斯汀室内游泳池
和平区南京路101号天津君隆威斯汀酒店5层

Sheraton Hotel Tianjin Swimming Pool

A: 1F, Sheraton Hotel Tianjin
Zi Jin Shan Lu, Hexi District
T: +86 22 2731 3388
喜来登酒店游泳池
河西区紫金山路天津喜来登大酒店1层

Swimming Pool at Radisson Plaza Hotel Tianjin

A: 4F, Radisson Plaza Hotel Tianjin
No. 66, Xinkai Lu, Hedong District
T: +86 22 2457 8888
天诚丽笙世嘉酒店游泳池
河东区新开路66号天津天诚丽笙世嘉酒店4层

Indoor Swimming Pool

A: 4F, Health Club, Holiday Inn
Tianjin Riverside, Phoenix Shopping
Mall, Haihe Dong Lu, Hebei District
T: +86 22 2627 8888 ext. 2318
海河假日室内游泳池
河北区海河东路凤凰商贸广场天津海河假日酒店4层

TEDA & TANGGU

Brazilian

Salsa Churrasco
A: 11F, Holiday Inn Binhai Tianjin No. 86, 1st Avenue, TEDA
T: +86 22 6628 3388 ext. 2740
 巴西烧烤餐厅
 开发区第一大街86号天津滨海假日酒店11层

Chinese

Wan Li Chinese Restaurant
A: 2F, Renaissance Tianjin TEDA Hotel & Convention Centre No. 29, 2nd Avenue, TEDA
T: +86 22 6621 8888 ext. 6750
 万丽轩中餐厅
 开发区第二大街29号天津万丽泰达酒店及会议中心2层

Yue Chinese Restaurant
A: 2F, Sheraton Tianjin Binhai Hotel No. 50, 2nd Avenue, TEDA
T: +86 6528 8888 ext. 6220/6222
 采悦轩中餐厅
 开发区第二大街50号天津滨海喜来登酒店2层

Japanese

Sake n Sushi Bar
A: 11F, Holiday Inn Binhai Tianjin No. 86, 1st Avenue, TEDA
T: +86 22 6628 3388 ext. 2730
 寿司吧
 开发区第一大街86号天津滨海假日酒店11层

Italian Restaurant



Bene Italian Kitchen
A: 2F, Sheraton Tianjin Binhai Hotel No. 50, 2nd Avenue, TEDA
T: +86 6528 8888 ext. 6230/6232
 班妮意大利餐厅
 开发区第二大街50号天津滨海喜来登酒店2层

Teppanyaki

Baiyi Teppanyaki
A: No. 2-1-6, King Buyer Shopping Mall No. 32, 3rd Avenue, TEDA
T: +86 22 6629 5488
 百一铁板烧
 开发区第三大街32号鸿泰仟佰汇商业广场2-1-6号

Yupin Teppanyaki Restaurant Royal Palace
A: No. 10, 2nd Avenue, TEDA
T: +86 22 6621 8038
 御品法式铁板烧
 开发区第二大街10号御景园

Western

Brasserie Restaurant
A: Renaissance Tianjin TEDA Hotel & Convention Centre No. 29, 2nd Avenue, TEDA
T: +86 22 6621 8888 ext. 3711
 万丽西餐厅
 开发区第二大街29号天津万丽泰达酒店及会议中心



Feast All Day Dining Restaurant
A: 1F, Sheraton Tianjin Binhai Hotel No. 50, 2nd Avenue, TEDA
T: +86 6528 8888 ext. 6210
 盛宴全日制西餐厅
 开发区第二大街50号天津滨海喜来登酒店1层

Parrot Restaurant & Bar
A: No. 88, Huanghai Lu, TEDA
T: +86 22 6620 1663
 鹦鹉西餐厅酒吧
 开发区黄海路88

BARS

Dublin Irish Pub
A: No. 137, 3rd Avenue, TEDA
T: +86 22 6629 2963
 督伯林爱尔兰西餐吧
 开发区第三大街137号

Happy Soho Live Music & Dance Bar
 (Opposite of Central Hotel)
A: No. 16, Fortune Plaza Third Avenue, TEDA
T: +86 22 2532 2078
 欢乐苏荷酒吧
 开发区第三大街财富星座16号(中心酒店对面)

Chamber

Tianjin TEDA Chamber of Commerce/International Chambers of Commerce
A: A-2, Investment Service Centre No. 19, Hongda Jie, TEDA
T: +86 22 2520 1071
 天津开发区商会/国际商会
 开发区宏达街19号投资服务中心A-2

Education

International Schools TEDA International School
A: No. 72, 3rd Avenue, TEDA
T: +86 22 6622 6158
 泰达国际学校
 开发区第三大街72号

Tianjin TEDA Maple Leaf International School
A: No. 71, 3rd Avenue, TEDA
T: +86 22 6622 6888
 天津泰达枫叶国际学校
 开发区第三大街71号

Kindergartens Gymboree Play & Music
A: 2F, bldg. 1, Golden Street Centre Zhongxin Bei Lu, Tanggu District
T: +86 22 6636 7699
 金宝贝
 塘沽区中心北路阳光金地中心1号楼2层

Exhibition Centre

Tianjin Binhai International Convention & Exhibition Centre
A: 5th Avenue, TEDA
T: +86 22 6530 2888
 天津滨海国际会展中心
 开发区第五大街

Hotels

★★★★★
Holiday Inn Binhai Tianjin
A: No. 86, 1st Avenue, TEDA
T: +86 22 6628 3388
 天津滨海假日酒店
 开发区第一大街86号

Holiday Inn Express Tianjin Binhai
A: TEDA Fashion Plaza No. 11, Aoyun Lu, TEDA
T: +86 22 5988 8999
 天津滨海快捷假日酒店
 开发区奥南路11号泰达时尚广场

RENAISSANCE TIANJIN TEDA CONVENTION CENTRE HOTEL
A: No. 29, 2nd Avenue, TEDA
T: +86 22 6621 8888
 天津万丽泰达酒店及会议中心
 开发区第二大街29号

Sheraton Tianjin Binhai Hotel
A: No. 50, 2nd Avenue, TEDA
T: +86 22 6528 8888
F: +86 22 6528 8899
 天津滨海喜来登酒店
 开发区第二大街50号
<http://sheraton.com/tianjinbinhai>

TEDA International Hotel & Club
A: No. 8, 2nd Avenue, TEDA
T: +86 22 2532 6000
 泰达国际酒店暨会馆
 开发区第二大街8号

Spas

Touch Spa
A: 2F, Renaissance Tianjin TEDA Hotel & Convention Centre No. 29, 2nd Avenue, TEDA
T: +86 22 6570 9504
 开发区第二大街29号天津万丽泰达酒店及会议中心

Yue Spa
A: 15F, Holiday Inn Binhai Tianjin No. 86, 1st Avenue, TEDA
T: +86 22 6628 3388
 开发区第一大街86号天津滨海假日酒店15层

Dental Clinics

Aichi International Dental Centre
A: Cuiheng Plaza No. 211, 3rd Avenue, TEDA
T: +86 22 6629 1079
 爱齿口腔医疗中心
 开发区第三大街211号翠亨广场

Hospitals

TEDA Hospitals
A: No. 65, 3rd Avenue, TEDA
T: +86 22 6520 2000
 泰达医院
 开发区第三大街65号

Western Hospital
A: 1F, Jiafu Garden, 2nd Avenue TEDA
T: +86 22 6620 8676
 名医会馆
 开发区第二大街加孚园底商

Golf Clubs

Tianjin Warner International Golf Club
A: No. 1, Nanhai Lu, TEDA
T: +86 22 2532 6009
 天津华纳高尔夫俱乐部
 开发区南海路1号

Gyms

Champs Elysees
A: 2F, Renaissance Tianjin TEDA Hotel & Convention Centre No. 29, 2nd Avenue, TEDA
T: +86 22 6621 8888
 香榭丽舍健身俱乐部
 开发区第二大街29号天津万丽泰达酒店及会议中心2楼

Holiday Inn Binhai Hotel Fitness Centre
A: 15F, Holiday Inn Binhai Tianjin No. 86, 1st Avenue, TEDA
T: +86 22 6628 3388 ext. 2960
 天津滨海假日酒店健身中心
 开发区第一大街86号天津滨海假日酒店15层



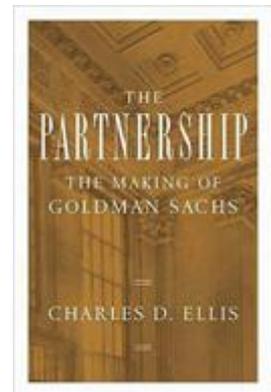
The Partnership:

The Making of Goldman Sachs by Charles D. Ellis

Recently on the BBC, a banker commenting on the ongoing euro crises said, "It's Goldman Sachs that controls the world." Whether or not he is correct, the pivotal position of the investment bank in global finance is no longer in doubt. Charles D Ellis' book is therefore timely. Having been a strategy consultant with them for over thirty years, Ellis is an insider with an intimate knowledge of his subject; his research is also remarkable, with interviews of all the main players and an in-depth knowledge of the bank's history and remarkable rise.

Naturally, Ellis cleaves very much to Goldman's narrative: its ingenuity, its focus and drive, its aggressive intention to enter and dominate as many markets as possible. His admiration of Goldman's leaders, such as Sidney Weinberg and ??, is patent, though never obsequious: the anecdotes he shares about these giants of investment banking are quite enough to give the reader a sense of their importance, and also their humanity. Ellis is aware that business is conducted by individuals and brings a human face to what can be a dry subject, with some humour and wit.

The book is well-organised, with chapters dedicated to individuals of high importance and epochs and developments within the institution, and with increasing detail as one progresses through the time frame (and as Goldman Sachs becomes more important, financially and politically).



Language: English
Hardcover: 448 pages
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If you want to purchase this book, please send an email to BOOKS@INTERMEDIACHINA.COM, we will deliver the book to your door.

QUOTATIONS OF THE MONTH

1. On the great clock of time there is but one word, "now". ---- William Shakespeare
2. Reading makes a full man, conference a ready man, and writing an exact man. ---- Francis Bacon
3. It is kind of fun to do the impossible. ---- Walter Elias Disney
4. Genius only means hard-working all one's life. ---- Mendeleev
5. The only limit to our realization of tomorrow will be our doubts of today. ---- Franklin Roosevelt
6. A contented mind is the greatest blessing a man can enjoy in this world. ---- Joseph Addison

Accounting and Accountability

By Mike Cormack



To me, the most important decision of the last twenty years – more than the invasion of Iraq or the atrocity of 9/11 – was President Bill Clinton's 1999 trade agreement with China. This entente ushered Beijing into the World Trade Organization (WTO) and meant "normal trade relations" between the two nations. Quite apart from the enormous economic consequences (adding an estimated 0.7% to US GDP per annum, and both lowering prices for manufactured products and expanding access to cheaper capital worldwide), the strategic purpose was to make China a responsible stakeholder in the world community.

Clinton believed it would promote democratic reform through economic development. As a prosperous middle-class developed, so it would demand further legal and political rights. Similarly, the imperatives of capital would work through the implacable Chinese bureaucratic wall, advancing the demands of property rights and the rule of law. A more developed economy would require, for example, enforced IP rights, the right to own property, free movement of labour, a market-led currency and far greater transparency regarding transactions and procedures in business and government.

The economic consequences have undoubtedly been unparalleled, but the strategic effects remain to be proven, one way or another. Certainly, the assumption that the Chinese government would cede any control in the domestic sphere has consistently proved incorrect. (It was perhaps one of the only major governments to refuse the blandishments of Rupert Murdoch, which is something). It is in this context that the US Trade Representative's (USTR) office request in October for information regarding China's internet policy, and the blocking of US websites, is so interesting. Requesting clarity in an area deliberately cloaked in opacity, the USTR did so under the banner of free trade and the WTO rules, though the implications are readily apparent.

Some of the questions included:

Websites of service suppliers based outside of China are sometimes inaccessible in China, which can prevent those companies from marketing products and supplying services to the Chinese market.

a. Who or what ministry is responsible for determining if and when a foreign website should be blocked in China?

b. What are the guidelines and criteria for blocking access to foreign websites? How often are these guidelines and criteria changed or published? Where are these guidelines published? Are they made public in advance of their implementation? Which ministries are responsible for drafting them?

c. What is the process for implementing a restriction on a website? How does the relevant entity determine whether an entire website should be blocked or only services or content deemed illegal?

d. Can an affected service supplier appeal a decision to block access to their website? If so, what is the procedure for appealing, and where is that procedure published?

The Measures for the Administration of Internet Information Services, issued by the State Council on September 25, 2000, describe nine categories of content which Internet information service providers may not disseminate.

a. Are there any laws, regulations, policies or other guidance that establish criteria to determine

Last Words

when content fits into these categories? If so, where can a service supplier access these measures?

b. Are government requests or orders to filter specific terms online ever communicated directly to Internet information service providers? If so, how are these directives communicated? Are these requests or orders made public? Does an Internet information service provider have the right to obtain a written order prior to implementing such a directive?

According to the White Paper on the Internet in China, "telecommunication business operators and Internet information service providers shall establish Internet security management systems and utilise technical measures to prevent the transmission of all types of illegal information."

a. How is illegal information defined in this instance?

b. Is a written governmental order required for either a private corporation or a relevant authority to block the transmission of illegal information?

c. What types of technical measures are service suppliers expected to use to prevent transmission of the illegal information?

d. Does Internet content from outside of China go through a separate monitoring process for illegal information than Internet content created inside of China? If so, how do the two processes differ?

Clearly, the Chinese government is highly likely to decline to answer all of these, citing national security. But the very act of the request demonstrates the deliberately opaque, fudging nature of Chinese administration (a model repeated throughout the land, from the top down). By remaining behind a shroud of secrecy and ambiguity, officials, state-owned enterprises, businesses, agencies and all concerned give themselves great freedom for manouvre. Once a position is clearly taken, it is limiting; far better to be nebulous, undefinable, and thus unopposable.

So, while corporate life in the west is generally more transparent (though there are always Enrons trying to gain from the relative

information-poverty of others), business in China, and Chinese life in general, is still far less accountable. I use this word deliberately: both in the sense of being accurately and opening measured and recorded for all to see, and being accountable for actions and decisions taken.

In October, in a telling incident, China High Precision Automation Group Ltd. said in a statement that despite "continuous effort in cooperating with KPMG", it had not provided the auditors with information it had been asked for because it risked breaking the "Law of the People's Republic of China on the Guarding State Secrets". KPMG resigned as their auditor and the company was suspended from trading. While it's unclear what state secrets a precision tools manufacturer would be privy to, the row suggests the enormous tension between sovereignty, state secrets, and the role of cross-border auditors. The full exposure of accountancy, and accountability, is something to which China is yet to become accustomed. ■

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