

Insight Into a Changing Tianjin

# BUSINESS **T**IANJIN

MAGAZINE

津衛商務



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CEO of International SOS

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## ▲ Interview with Iman Stratenus, CEO International SOS

Medical and security assistance company International SOS recently appointed Iman Stratenus as CEO for Mainland China, Taiwan, Mongolia and Remote Sites. BT was keen to meet Mr Stratenus and hear his views on healthcare in China. [See P22](#)



## ▲ Going for green

A 500-million-CNY joint-venture in Tianjin has emerged as part of the solution to China's mounting waste problem. Tianjin Dowa Green Angel Summit Recycling Co., Ltd. – a tie-up between a local firm and two Japanese corporations with a background in recycling technology and processing – recycles waste consumer electronics and home appliances. [See P24](#)



## ◀ Getting a job at a western company

As more western companies venture into China, the job market will grow for local talents who are interested in working for westerners. Understanding what western management is looking for in new candidates and what it expects will catapult candidates to the front of the line. Here are 5 general tips that will help jobseekers to get interviews and hopefully a job at foreign companies in China. [See P50](#)

## Us debt to China ▶

The issue of US national debt and the large proportion China owns thereof has been hard to avoid recently. And like many issues giving rise to strong emotions, the debates surrounding it have generated heat rather than light. Accusations and counterarguments have been revealing. [See P77](#)



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September 2011



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#### PUBLISHING DATE

September 2011

**Business Tianjin** is FREE

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TEL: +86 22 2576 0956

ISSN 2076-3735

## Dear Reader,

Resources. Regardless of financial or legal or political support, the growth of any industry is eventually limited by resources.

The Chinese government acknowledged this limitation towards the middle of the past decade, when it began actions to secure long-term supplies of ores and fuels from around the world. In addition to expanding its consumptive reach, China has increased domestic production of its own most-prized resources – rare earth metals – while restricting their exportation. This has poised the nation to hold command over the global technology industry for decades to come, since most modern electronic devices require trace amounts of rare earth metals.

Yet China's varied efforts over the past decade still fall short of national demand for materials, prompting the government to pass legislation that requires mandatory recycling of electronic waste. Keeping the resources in the market assures a steady secondary supply, and offers an opportunity for those willing to collect and distribute it. A new e-recycling industry has sprung up around the law, which, like most domestic policies, often provides significant room for interpretation.

In this issue of *Business Tianjin*, our columnists cover the new e-waste recycling law (see Policy Explanation), its subsequent growth of an industry (Feature Story), the opinions of Tianjin's prominent e-recyclers (Dialogue) and the effects of their actions on global commodities markets (Economy).

As always, we welcome your constructive input and inquiries. If you are interested in contributing to a future issue of *Business Tianjin*, or just have questions or comments on an article, please reach out to us at the contacts on this page.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jamie Michael Kern', with a long horizontal flourish extending to the right.

**Jamie Michael Kern**

**Chief Editor – Business Tianjin magazine**

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## TIANJIN NEWS

### International Petrochemical Congress 2011



Tianjin municipal government and China Petrochemical Industry Federation announced that the International Petrochemical Congress 2011 will be held from 7 to 9 September in Tianjin Binhai New Area. This congress will attract investments and boost the South Port Industry Zone in Binhai New Area. It is reported that at present, 31 investing cooperation agreements have been signed.

- *CBI Events, 29 July*

### Tianjin Tianyao Pharmaceutical profits increase

Tianjin Tianyao Pharmaceutical posted a 10.75% year-on-year increase in net profit to 35.08 million CNY in the first half of 2011, reports p5w.net, citing a company

filing. Earnings per share in the same period were 0.065 CNY. Sales revenue in the same period rose 37.35% year-on-year to 798 million CNY. The company attributed the increase in net profit to higher sales volume and prices.

- *CapitalVue, 28 July*

### Sino-Russian oil refining project



A 13-million-ton China-Russia oil refining project will start construction in Tianjin in the fourth quarter of this year. Located in the Tianjin Nangang Industrial Zone and covering 6 square kilometers, the project boasts a total investment of 36.6 billion CNY. Planned construction will take 3 years. It will set up 18 production units including a 13-million-ton atmospheric and vacuum distillation unit, a 2.7-million-ton catalyst continuous regeneration (CCR) unit, and a 4-million-ton residue hydrodesulphurization unit. The project will produce 10.5 million tons of refined oil annually.

- *China News, 03 August*

### Cosco expects net loss on fuel prices



China Cosco Holdings Co., the world's largest operator of dry-bulk ships, said it probably posted a loss for the first half of the year. Cosco, based in Tianjin, said the loss was caused by the "prolonged high fuel price under the declining international freight market," according to a statement to the Hong Kong stock exchange. First-half profit was 3.45 billion CNY (540m USD) last year. The Baltic Dry Index, a benchmark for commodity-shipping rates, dropped 0.3% to 1,264 yesterday, extending its loss to 25% this year.

- *Bloomberg News, 10 August*

### Zhongyuan plans stem-cell base in Chongqing

Tianjin-based Zhongyuan Union Stem Cell Bioengineering Corporation announced that it plans to cooperate with Children's Hospital of Chongqing Medi-

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cal University to establish the Chongqing Stem Cell Bio-Technology Development Center as part of an effort to promote clinical applications of mature stem cell technology, reported the Securities Daily, citing a company announcement. According to reports, several stem cell specialists have joined Zhongyuan Union in recent months. They will help upgrade stem cell storage technology and will develop stem cell therapy.

- CapitalVue, 08 August

### Takara Bio and Tianjin Medical University in gene therapy project



Takara Bio and Tianjin Medical University, Cancer Institute and Hospital have agreed to collaborate on clinical research of TCR gene therapy against refractory cancer. Both parties wish to start clinical research within two years. Takara and Mie University, School of

Medicine are now jointly conducting clinical research on TCR gene therapy against refractory esophageal cancer. Takara plans to start the clinical trial in Japan with regard to TCR gene therapy in fiscal year 2013. Dr. Steven A. Rosenberg and his colleagues in the U.S. National Cancer Institute published the results of their clinical trial of TCR gene therapy for melanoma patients in the journal Science in 2006, which reported promising results for this therapy.

- JCN Network, 03 August

### 2nd annual Smartricity Asia Congress

Asia is rapidly moving to the forefront of the world's smart grid development, with China, Japan, Korea, India and other Asian countries about to invest huge funds to transform and upgrade traditional power transmission networks, and to increase IT development and the application of technology to achieve strong future grids that are smart and green. The 2nd Annual Smartricity Asia Congress 2011 will be held in 6-9 September 2011 at Sheraton Hotel Tianjin, and builds on the sterling reputation of the power and utility series of events that includes the Smartricity Asia Congress 2010 and the Renewable Energy & Grid Integration China 2011.

- Washington Times, 03 August

### Suspected oil belt detected in Bohai Bay



Officials in Tianjin have detected a suspected oil belt in the coastal waters of Bohai Bay, which could be evidence of the worsening impact of a massive oil leak that began in June. "The suspected oil belt is about 3km long and 3-4m wide," said Zhang Jinguo, an official at the Tianjin Oceanic Administration. ConocoPhillips China said the total amount of oil and oil-based drilling mud was about 1,500 barrels.

- Bloomberg, 5 August





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## China stocks dive amid US woes



Chinese equities plunged on Monday, 8 August, when the US credit rating downgrade jolted financial markets amid fears that the global economy may be heading back into recession. The benchmark Shanghai Composite Index suffered its worst decline in nearly 9 months, falling 99.6 points, or 3.79%, to close at 2,526.82 points, the lowest level since July 2010. China's economy still faces inflationary risks, the problem of massive local government debt and spiraling property prices, although policymakers are trying to shift the economy toward consumption and away from a reliance on exports. Analysts said that it is almost impossible for the government to launch another stimulus package similar to the one in 2008, worth 4 trillion CNY (621b USD), to tackle the global financial crisis.

- *BusinessWeek*, 09 August

## China's CPI up 6.5% in July

China's inflation accelerated to a 37-month high in July on surging food costs, putting the government in a tough position with worsening global liquidity in sight. The Consumer Price Index (CPI), a main gauge of inflation, grew 6.5% year-on-year in July, the National Bureau of Statistics said. The Producer Price Index, which is used to calculate inflation at the wholesale level, jumped 7.5% year-on-year in July.

- *Xinhua*, 09 August

## Trade surplus rises on surprise export surge

China's trade surplus for July hit 31.5 billion USD, the highest in 2.5 years, thanks to higher-than-expected export growth, especially to the European Union. The surplus eased fears that the US and European debt crises might hurt global demand for Chinese goods. China's import growth in July rebounded to 22.9%, from 19.3% in June, "partly driven by the government's lowering import duties for major commodities from July 1", said an IHS Global Insight report. Despite the slowdown in China's economic growth, "imports will outperform exports in the coming months", said UBS economist Wang Tao.

- *Xinhua*, 11 August

## China slams US on credit downgrade

Countries around the world trying to assess the impact of the US credit downgrade on the global economy are starting to speak out. China issued a stern warning to the United States, criticizing the country's "debt addiction" and saying Washington needs to understand it can no longer borrow its way out of economic problems. Asia's benchmark indexes, Tokyo's Nikkei index and Hong Kong's Hang Seng, plunged 3.7% and 4.3% respectively at the close of trade on Friday, 5 August.

- *VOA news*, 08 August

## China likely to raise interest rates further

China is likely to increase benchmark interest rates again in the near term to curb inflation, according to the latest comments by analysts. A let-up of the government's tightening measures in the third quarter should not be expected, chief economist Li Xunlei of Guotai Junan Securities was quoted by the Securities Daily newspaper as saying. Li said the reserve requirement ratio is already at a record high of 21.5% and has limited room for further rises.

- *Xinhua*, 08 August

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## LAW & POLICY

### Rare-earth output to be halted

The rare-earth processor China Minerals Nonferrous Metals Co said it is planning to halt output to adhere to the country's mandatory production limit. That comes amid a recent stabilization of rare-earth prices, which have surged fourfold since the start of this year. Processing companies are also betting that the halt will ward off further price declines, said Wei Chishan, an analyst at Shanghai Metals Market, an integrated online news and information provider for the Chinese non-ferrous metal market. He added it is still too early to predict how the halt will affect prices and if other companies will follow suit.

- Xinhua, 04 August

### Measures to boost domestic sales

Measures are being drafted to promote domestic sales of goods originally produced for export, a trade official said. The measures, due in September, coincide with a slowdown in export growth and an upturn in domestic consumption. One company has already made the switch from focusing on exports to domestic sales. Shanghai Jiuding Clock Co Ltd, a high-end manufacturer, said preferential policies are important for exporters.

- China.org, 01 August

### Senate confirms Locke as US ambassador to China



The US Senate confirmed Gary Locke, the former Commerce Department secretary, as ambassador to China, making the former advocate for US business the diplomatic liaison to a major trade partner. The confirmation occurred under a fast-track process that avoided a roll-call vote. Mr. Locke succeeds Jon Huntsman, who resigned to run for the US presidency in 2012. The new ambassador, the first Chinese-American to serve in the post in Beijing, has no direct business experience. He is a former governor of Washington State, home to Boeing Co., Microsoft Corp. and Starbucks Corp.

- AFP, 28 July

### China halts offshore CNY borrowing

China's central bank has halted offshore CNY borrowing by domestic companies, official media reported, a move seen as an attempt to clamp down on hot money flows at a time when the authorities are still tightening policy. The move is unlikely to slow the growth of the offshore CNY market in Hong Kong, since Beijing still encourages the outward flow of CNY via trade settlements and foreign direct investment and has recently tweaked rules to encourage trade. CNY-settled trade accounted for 7% of China's total trade in the March quarter compared with less than 1% in the prior year.

- Reuters, 02 August

### China issues guidelines to ease South China Sea tensions



China has unveiled rules aimed at easing territorial disputes with Southeast Asian nations. The Foreign Ministry issued the guidelines agreed at a regional meeting in July, when Beijing, Southeast Asian governments and Washington sought to cool friction over rival Asian claims in the South China Sea. Tensions over rival claims in the sea flared in June, setting China against Vietnam and the Philippines, and raising the risk of confrontation with the United States.

-Reuters, 02 August

## LOGISTICS

### Train crash blamed on signal design flaw



Last weekend's train crash in China was caused by a "serious design flaw" in the signals, officials say. Thirty-nine people

died when one train ran into the back of another, which had stopped on a viaduct near Wenzhou after lightning had cut its power supply. The system "failed to turn the green light into red", said An Lusheng, head of the Shanghai Railway Bureau, according to Xinhua news agency. The public has expressed outrage at the accident, and many people believe the government has mishandled the aftermath of the crash.

-BBC News, 28 July

### Chery to open Kenyan plant

Chery Automobile Co Ltd is to become the second Chinese vehicle maker to build an assembly plant in Kenya. The move will see Chery Automobile join the truck manufacturer Beiqi Foton Motors Co Ltd in an attempt to tap East African demand and further strengthen Chinese links with the continent. "When you look at the international markets, we are still young. Africa is a good market for us," said Calvin Guo, managing director of the Kenyan subsidiary of Beiqi Foton Motors.

- Reuters, 12 August

## TELECOM & TRANSPORTATION

### Alibaba launches new mobile operating software

China's Alibaba has taken on established players such as Google and Apple in the mobile operating system market. It has launched its own operating system, Alyn OS, in a bid to capture the fast-growing Chinese market. Alibaba also launched K-Touch, the first smart phone to run the OS. The phone will be manufactured by handset maker Tianyu. Alibaba said it plans to launch a tablet PC running on the software by the end of this year. The company said it was also in talks with phone manufacturers to develop low-end mobile phones that will run the operating system. However, Alibaba said it has no plans to enter the phone manufacturing sector on its own.

- BBC, 29 July

### Sohu searching for online victory

Sohu.com Inc reported a 37% increase in second-quarter net profit, lifted by a strong rise of its online gaming and brand advertising revenues. Sohu aims to surpass rival Google Inc in China's search market "in the near future", said a top executive. Net income was 42.7 million USD, compared with 31.3 million USD a year earlier, said the company's financial report.

- Xinhua, 03 August

### Nokia, China Mobile open Windows

Nokia Corp plans to introduce phones using Microsoft Corp's Windows operating system, based on China Mobile Ltd's self-developed third generation (3G) mobile networks in the near future. Colin Giles, executive vice-president of Nokia Corp, who is in charge of the company's global sales, said Nokia has always been committed to China Mobile's Time Division-Synchronous Code Division Multiple Access (TD-SCDMA) technology – the first globally recognized 3G telecommunications standard, led by China. In the first half of 2011, China Mobile sold around 12 million TD-SCDMA mobile phones, said Wu Weining, general manager of China Mobile's device department.

- BBC, 15 August

## GENERAL

### China launches another experimental satellite

China launched an experimental orbiter into space from the Jiuquan Satellite Launch Center in Northwest China's Gansu province on 29 July. The SJ-11-02 orbiter was sent into space at 3:42pm by a Long March II-C carrier rocket, according to the launch center. The orbiter belongs to the country's Shijian satellite family. The launch marked the 142nd flight for the Long March rocket family.

- Xinhua, 29 July

### Real Madrid thrashes Tianjin Teda 6-0



It was raining, the home team lost, and the fans loved every second of it. Spanish powerhouse Real Madrid crushed the Chinese league's Tianjin Teda 6-0 at Tianjin Teda Stadium on the night of Saturday, 6 August. Real Madrid also thumped Chinese super league leader Guangzhou Evergrande 7-1 three nights earlier. But the two friendlies weren't as easy as the results indicate. About 40,000 die-hard local fans braved the drizzling drops for Saturday's match, cheering the host team's every counter-attack as well as the visitors' slick play.

- China Daily, 08 August



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# Press Reviews

## Private enterprise struggling

*Business Review, July 2011*

Private enterprises in China face a 17% value-added tax, 25% income tax, 30% increased warehouse rate, 10% annual increase in employee salaries, 45% staff turnover, and increased materials costs of 32% for copper and 86% for cotton, not to mention the price of rare earth materials, which soared an amazing 286%. In a fluctuating investment environment and beneath high inflation, most private enterprises in China are reluctant to take on another burden.

Exceedingly high lending rates still hinder the development of private enterprises. Since 2010, the central bank has raised the deposit-reserve ratio 12 times, lowering nearly all banks' lending capacity, and forcing them to eschew small private enterprises. The only way to raise funds is to ask private investment institutions for help, at much higher interest rates that even exceed enterprises' annual profits.

Policy obviously sides with state-owned companies. Private enterprises must stand alone, out from the government's protective umbrella, and passively wait for death or acquisition by aggressive, well-funded, state-owned enterprises.



## Micro-blog business opportunity

*China Internet Weekly, June 2011*

Now the popular games among youths, such as Grab Vehicle and Vegetal on KAIXIN, RENREN and other social network websites, can be transferred to SINA's micro-blog, which is based on user relationships.

Micro-blogs are becoming an important communication channel. This new communication platform helps users to keep in touch with friends and merchants to release promotional information, set up a corporate image, organize events and even become a part of consumers' lives. Whether personal or corporate, micro-blogging, gaining wide popularity, growing in interaction and convenience, and doing so at very little cost. A major added bonus for businesses: through social network data analysis, it's much easier to target and advertise to a specific market segment.

Increasing hi-tech marketing will be adopted in micro-blogging format. For example, with SINA LBS, when a consumer enters a new business circle, a merchant could insert information into his micro-blog via a mobile device. So when faced with masses of merchants, consumers could be swayed by a micro-blog's promotion note.



## How China hurts its own economy

*Fortune, 15 August 2011*

"The outside world is finally coming to grips with the realization that China has some serious economic problems of its own." Chinese banks, which currently only experience bad debts in 1.1% of loans, may have to endure as much as 12% bad debts as a result of the nation's credit explosion.

The danger is not just a high ratio of under- and non-performing loans, it's that the vast majority of those loans were made to state-owned enterprises (SOEs). China's economic stimulus forced banks to lend to SOEs to combat unemployment and boost the domestic economy. Meanwhile, the private sector reported little to no increase in the availability of funding. They have been forced to take higher interest rates, often from private lenders, to keep business afloat. In fact, a study by brokerage firm CLSA Asia-Pacific Markets showed that "the overall cost of capital (debt and equity financing) for big private firms is on average 100 basis points higher than for state-owned ones."

And all of this contributes to an economy that, while desperately seeking to grow via innovation, preferentially supports and promotes organizations that thrive on maintaining the status quo. The potential for innovation exists, but the government has yet to back it.



## March of the penguins

*Bloomberg Businessweek, 8 August 2011*

"Tencent, the Chinese Internet colossus with the cuddly mascot, has twice as many users as the US has people." Grown from QQ, an imitation of early internet chat platform ICQ, Tencent now also hosts online games for hundreds of millions of users, regulates a virtual currency, and runs a search engine, e-commerce marketplace and two social networks.

Last year Tencent reported 1.2 billion USD in profit, and currently has a 48-billion-USD market value. Since its IPO in 2004, its stock price has leaped more than 5000%.

But many Chinese, including the CEO of rival Sohu.com, claim that Tencent just a copycat company. One partner of a venture capital firm notes the inherent danger in the company's practices. "In the US students think, 'If I build something good, Google will buy me.' In China they think, 'If I build something good, Tencent will copy me.'"

Aware of its reputation, Tencent seems to be seeking assistance in developing products. Though a dominant market leader, the company may be concerned with the increasing popularity of more open social networks, which could cut out sizeable a slice of Tencent's young market share.



# New Appointment

## Damon Page named GM of The St. Regis Tianjin



Damon Page has been named General Manager of The St. Regis Tianjin. Page's distinguished career began in 1982 at the Regent Hotel Sydney, and over the next 13 years he rose swiftly through the ranks, eventually being appointed F&B Director at the Sydney Marriott. For the past 16 years, Page has been with Starwood Hotels and Resorts Worldwide, with the Sheraton, Westin, W and St. Regis brands as Hotel Manager or General Manager, working in Guilin, Moscow, Warsaw, Malaysia, Maldives, Hong Kong and Shanghai.

A passionate and proud hotelier, he opened the world's first W Retreat & Spa (Maldives), as well as China's first W Hotel in Hong Kong. Having a strong spirit for challenges, Page is an avid lover of sports. He is hugely devoted to water sports; he has both a Royal Yacht Association Skipper's license and a Professional Association of Diving Instructors Rescue Diver certification. In addition, he counts both golf and motorsports among his keen interests.

## Michael Hendler named GM of Raffles Tianjin



Raffles Hotels & Resorts has appointed Michael Hendler as General Manager of Raffles Tianjin. Hendler, a Dutch national, is conversant in Cantonese, Dutch, German, French, English and Italian. He is a seasoned hotelier with extensive experience in Asia, particularly in China. His career in hospitality began with the Mandarin Oriental Hotel Group in Hong Kong and Macau where he held key roles including Executive Chef, Food and Beverage Manager and Director of Food and Beverage. He later joined

Shangri-La Hotels and Resorts where, over the course of 13 years, he held progressive management positions from Executive Assistant Manager – Food and Beverage to Resident Manager, Hotel Manager and General Manager in some of Asia's most interesting locations such as Hangzhou, Dalian, Beijing, Hong Kong, Taipei, Bangkok and Surabaya.

In his new role, he aims to bring Raffles Tianjin's story to the forefront. While Raffles Tianjin has its own personality, story and sense of place, it draws on the timeless essence of Raffles – to deliver thoughtful and discreet service to well-travelled guests.

## Collin Zhang Yun named GM of Holiday Inn Tianjin Aqua City



Collin Zhang Yun has been named General Manager of Holiday Inn Tianjin Aqua City in March 2011. Collin started his hotel career in 1982, and gained his MBA degree in 2002 from the University of East London. He has worked for more than 20 years at senior management level in famous hotel groups, such as Gloria Hotels International, Tianjin TEDA International, Powerlong Hotels,

Days Inn China and IHG where he worked for over 18 years, acted in top management in its projects in Beijing, Tibet, Tianjin. He has rich experiences as General Manager in 5-star hotels in Tianjin, Fujian, Chongqing and Beijing before re-joining IHG as the GM in Holiday Inn Tianjin Aqua City.

Zhang has also been chairman of the Beijing Association of Rooms Division Executives for more than 10 years. In 2000, he earned the General Manager's Qualification certification by the National Tourism Administration, and in 2007 he gained CHA certification by the American Hotel & Motel Association.

## Koen Vermeersch named Acting City Manager of Ascott China Tianjin

Koen Vermeersch joined Ascott China in August 2011 as Acting City Manager Tianjin, responsible for the operations and customer service standards of all Somerset Serviced Residences in the city. Koen has lived and worked in China since 1994. He has an in-depth knowledge of the China Real Estate industry having managed both Commercial Office and Residential Projects. He has served as a real estate service provider and consultant for multinational companies (Savills, CB Richard Ellis) while managing local and international staff. Previous work experience has given him a thorough understanding of the Chinese and international business culture and management concepts. Koen also worked for Ascott covering Beijing and Shanghai as Senior Sales Manager in 2002 and 2003.



Mr. Vermeersch graduated from EGON in Belgium and from The Beijing University of Physical Education with a major in Mandarin. He has a Master's in Marketing from The University of Melbourne and a Master's in European Policies from The Catholic University of Leuven, Belgium. Koen speaks fluent Dutch, French, Mandarin, English and basic German.

## John Lee named GM of Hyatt Regency Jing Jin City Resort and Spa

On 3 August, John Lee was appointed General Manager of Hyatt Regency Jing Jin City Resort and Spa, a luxurious conference resort located in Baodi District, Tianjin. In his new capacity, Lee will be fully responsible for the resort's operations and marketing strategies.



A Korean national with a wealth of experience in the industry and the region – 25 years of working in the hotel industry and 20 years within Hyatt Hotels and Resorts – John Lee is well equipped to join the Hyatt Regency Jing Jin City team.

Lee graduated from Lausanne Hotel School in Switzerland with a Bachelor's Degree in Hospitality Management. He began his professional career in Hong Kong as a corporate trainee and worked his way up to F&B director and general manager. He has since been involved on an executive level with the management of 5-star hotels in Hong Kong, Saipan, Guam, Tianjin, Beijing and Xi'an. Prior to joining Hyatt Regency Jing Jin City Resort and Spa, Lee was general manager of Hyatt Regency Xi'an.

# Numbers

## 4,400,000,000,000

China's offshore financial assets rose 7% in the year to march to 4.4 trillion USD, primarily propelled by rising foreign-exchange reserves.



## 915,000

China has almost doubled the compensation that will be paid to relatives of the victims of the fatal 23 July train collision near Wenzhou, Zhejiang Province, to 915,000 CNY (143,000 USD) per deceased family member.

## 8.9%

Land prices grew by 8.9% year-on-year to 3,000 CNY (466.2 USD) per square meter in the second quarter of this year. Prices for residential-zoned land rose 10.7% from a year earlier to 4,443 CNY per square meter in the second quarter.

## 1,600,000

The number of mainland travelers to visit Taiwan this year is expected to reach 1.6 million, a remarkable rise over 2010. During the first half year of this year, the number had hit 600,000.



## 28.7%

Profits for China's industrial businesses rose 28.7% year-on-year to 2.41 trillion CNY (374b USD) in the first half of this year. Out of the 39 industries surveyed, 38 reported year-on-year profit growth in the first half of this year, while only one reported a decline in profits.

## 28.4%

Toyota Motor said it sold about 82,500 vehicles in China in July, up 28.4% from a year earlier. In the first seven months, sales came to about 436,900 units, up 2.4% from the year-ago level.



## 36,600,000,000

A 13-million-ton China-Russia oil refining project will start construction in Tianjin in the fourth quarter of this year. The project, located in the Tianjin Nangang Industrial Zone, covers 6 square kilometers at a total investment of 36.6 billion CNY.

## 8.4%

China's consumer prices will likely fall in the second half of the year, trimming the consumer price index (CPI) to 4% by the year's end.

## 2<sup>nd</sup>

The 2nd Annual Smartcity Asia Congress 2011 (SAC2011) will be held 6-9 September 2011 at Sheraton Hotel Tianjin, and builds on the sterling reputation of the power and utility series of events that includes the Smartcity Asia Congress 2010 and the Renewable Energy & Grid Integration China 2011.

## 30%

The Guangxi Zhuang autonomous region is seeing its most serious electricity shortage in the past two decades, leaving nearly 30% of the region's demand for electricity unmet. The region can generate about 9 million kilowatts and buys about 1 million kilowatts from other provinces.

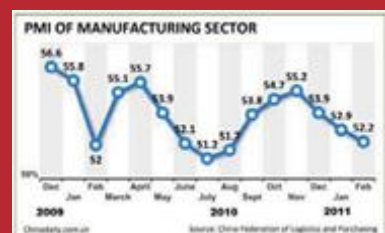
## 1,820,000

Drought has left 1.82 million people without drinking water in southwest China's mountainous province of Guizhou. The drought, which started in June, has damaged 550,200 hectares of crops and amounted to 1.82 billion CNY (283m USD) in direct economic loss.



## 50.7%

China's manufacturing purchasing managers' index (PMI) for July fell to 50.7, the fourth consecutive decline and a 29-month record low.





WELLINGTON COLLEGE  
INTERNATIONAL  
TIANJIN



## Press Release - September

**O**n 18th and 19th August, 2011, Wellington Parents Orientation Day was held for Junior and Senior schools respectively to which parents of the founding 200 students were warmly welcomed.

When the parents and students came to the College there was a tangible air of excitement at the advanced state of the preparations and readiness of the campus. Along with fully equipped interactive classrooms, there are ICT and science laboratories, art, dance, drama and music studios, a library, an indoor gymnasium, swimming pools, sports centre and a state-of-the-art theatre. The campus already appears well established from the many displays across the school decorated by the teaching staff.

All the parents and students were invited to the 500-seat theatre for the opening presentations. Mr. David Cook, the Master of the College, addressed members of the school community detailing his vision for students' learning. Mr. Murray Fowler, the Second Master and Mr. John Zermani, the Head of Junior School, introduced the curriculum and academic policies to support the highest quality education in the daily life of all students. Wellington teachers were introduced, recruited from among the leading schools in England and internationally, all sharing a deep sense of commitment to the mission and ethos of the College and a passion for learning and teaching.

The morning was also an opportunity for parents to visit classrooms to talk individually with teachers. Mr. David Cook, Mr. Murray Fowler and Mr. John Zermani were also on hand to encourage students to enjoy learning at Wellington ahead of the school's opening.

For more information and to make a reservation please call:

+86 22 8758 7199 /187 2248 7836 (English)/187 2253 0823 (Korean)

Or email to [registrar@wellington-tianjin.cn](mailto:registrar@wellington-tianjin.cn).

No.1 Yide Dao, Hongqiao District, Tianjin 300120

[www.wellington-tianjin.cn](http://www.wellington-tianjin.cn)



## September China Economy Report

By Daniel Kenneth

### August: continued deleveraging and uncertainty

In early August, we experienced chaos in the global financial markets similar to that of late 2008. The developed world suffered its sovereign debt crisis, and the growth markets' ability to pull the rest of world out of turmoil has been questioned.

Since the highs of late July, the S&P 500 had lost more than 200 points, and 265 points from the highs at the end of April. Hong Kong's Hang Seng Index fell the most in more than 19 months, and its volatility index had the biggest surge on record. Exporters and commodity stocks also tumbled amid a global equity rout triggered by signs the world economy is weakening, according to Bloomberg.

### China's slowdown: digesting the July economic data

China's July year-on-year CPI, 6.5%, was the highest level of 2011. Many analysts expect August CPI will record below 6%, and by the end of 2011 it will slow to less than 5%. The inflation figure is crucial to China's economic outlook and Chinese economic growth is directly tied to global economic growth. Beijing has been tightening since last October and we will likely see further slowdowns in various economic indicators.

July recorded a trade surplus of 31.5 billion USD, the highest in the last 2.5 years. Despite western media's criticism towards China's widening trade surplus and the rest of the importing nations' trade deficit, the year-to-date surplus just exceeds 180 billion USD, or approximately 2.1% of GDP on an annualized basis. "It is remarkable

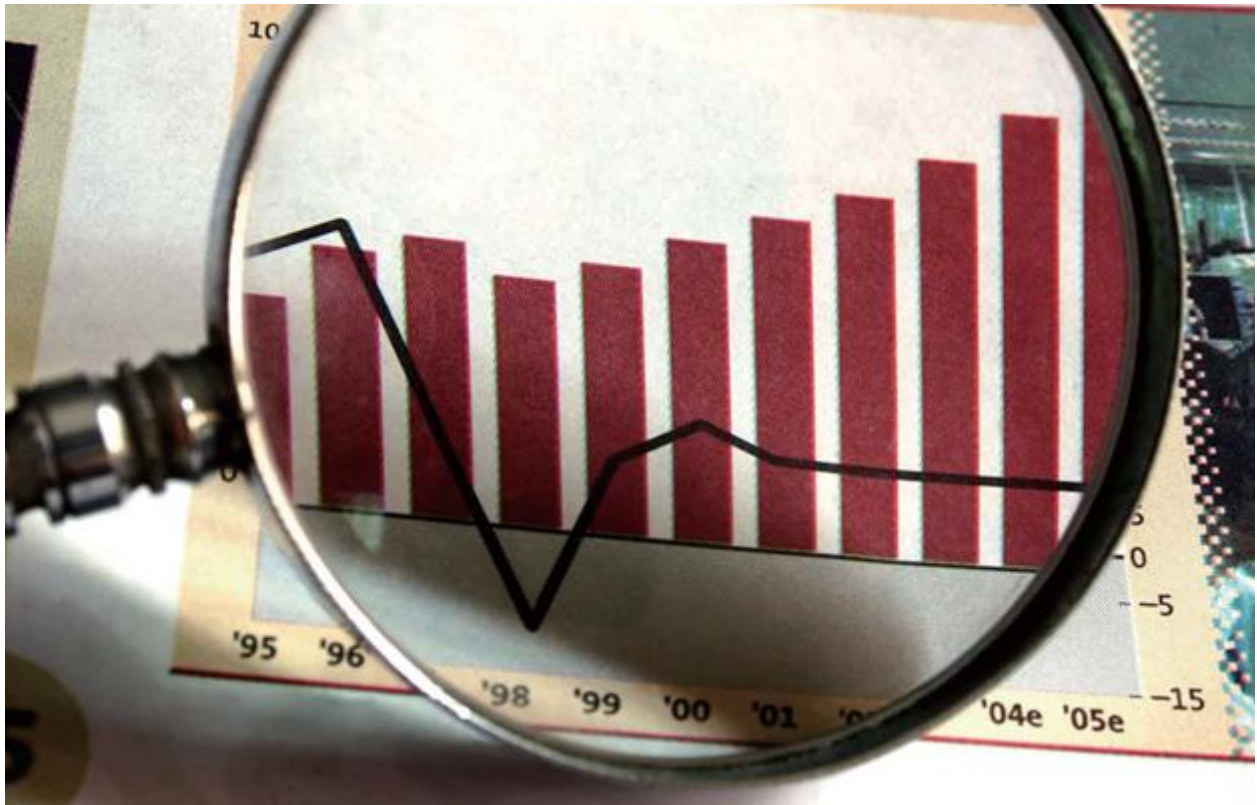
how few people still realize how much the underlying surplus has declined," says Jim O'Neill, Chairman of Goldman Sachs Asset Management.

Chinese policymakers – given the better outlook for the CPI, and

perhaps realizing once more their need to be more dependent on themselves rather than the G7 for growth – have suddenly allowed a faster CNY appreciation and have stopped talking so hawkishly about monetary policy. This is just what the doctor, and more importantly the







world, would recommend, and needs, says O'Neill.

### China at the end of the tightening cycle

When Chinese policymakers worry less about inflation and an economic hard-landing, China's equity market and commodities market will start to reflect both this short-term and long-term relief. As Beijing accepts a lower growth rate and focuses on quality of growth, it will help China to transition from an export-driven, investment heavy economy to one that is based on a sustainable, domestic, consumption-driven economy.

Fundamental growth momentum up to July has been satisfactory considering the global economy is going through financial turmoil. Expecting moderation in CPI and worsening of the global economy, Beijing will likely not engage in any further tightening of domestic money supply.

In addition to letting the CNY touch its 17-year high (6.4 CNY per USD) on 10 August, Beijing was rumoured to have instructed the country's state pension fund to start heavily buying into the equity market in Shanghai.

Beijing in the second week of August injected a total of 70 billion CNY (10.95b USD) into the domestic money market – the interbank trading platform on which banks rely to manage their daily liquidity needs – its highest level since late June.

### Can China break free of USD?

Following the recent S&P downgrade of the US from its AAA sovereign credit rating to AA+, a symbolic blow to the world's superpower, Chinese officials have publicly shown their anger towards their American counterparts' inability to contain the debt crisis.

Beijing is worried about its vast store of US Treasuries quickly losing

value. Furthermore, the U.S. Federal Reserve's decision to keep ultra-low interest rates in place until mid-2013 will result in speculative money flowing into China and other emerging markets in the quest for better returns, making it difficult for Chinese policymakers to fight domestic inflation.


Because the US is expected to inflate away its burden and China cannot avoid its US Treasuries losing value, China can take this opportunity to rethink its existing economic policies. China has run a current account surplus and a capital account surplus for almost two decades.

“A developing country, with per capita income ranking below the 100th in the world, lending to the world's richest country for decades is not reasonable,” says Yu Yongding, former member of the monetary policy committee of the Chinese central bank.

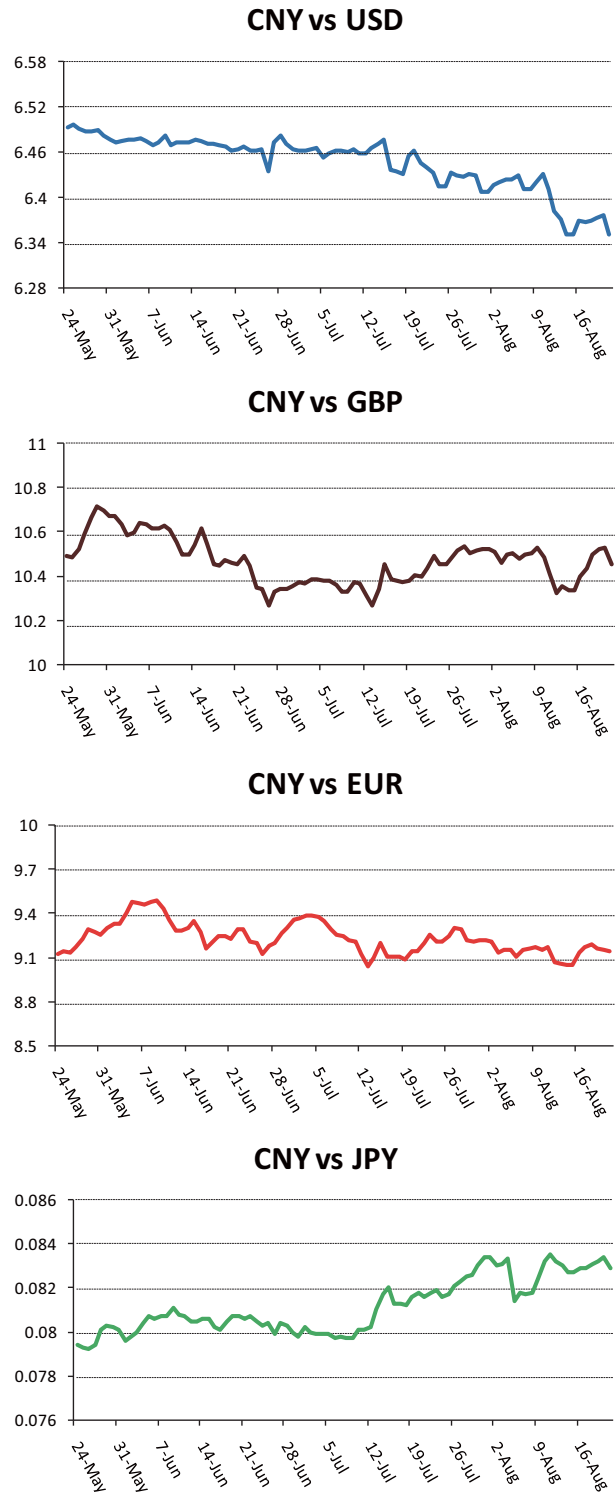


Even worse is that as one of the largest foreign direct investment-absorbing countries in the world, China essentially lends money it borrowed at a higher cost back to its creditors in the form of US treasuries, rather than importing goods and services, says Yu.

**“A developing country, with per capita income ranking below the 100th in the world, lending to the world’s richest country for decades is not reasonable.”**

One lesson China can draw from the US debt ceiling crisis is that Beijing must stop policies that result in further accumulation of foreign exchange reserves – basically paper money that will lose its value as developed countries simply print more through quantitative easing. The People’s Bank of China has allowed the CNY exchange rate to appreciate to a historically unprecedented rate. The PBOC’s decision to stop buying USD and allow the exchange rate to be decided by market forces will have significant implications for the rest the world. Beijing must fully understand its power and these implications when deciding China’s path towards an open market economy. 

## Three-month CNY trends



Data source: Oanda.com interbank rate

# Where your China Business Begins

Our business registration services will  
open your doors to China

## Company Formation

- WFOE incorporation
- Joint Venture formation
- Representative office establishment
- Mergers & Acquisitions

## Post-registration Services

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- Payroll
- Logistics
- HR services

## Business Trip Assistance

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## China and the Global Commodities Price Volatility

By Daniel Kenneth

### Highs and lows for commodities

In early May, when commodities prices dropped significantly, analysts on Wall Street were giving out “buy” recommendations based on the expectation that market demand for raw materials would soon return. Shortly, another dive in prices for basic goods such as crude oil turned market sentiment sour towards any short-term bullish outlook for commodities.

Brent Crude oil on 5 August was trading around 105USD a barrel, down from a peak of about 125USD a barrel after the start of the conflict in Libya in early 2011. The global oil demand growth, which last year averaged 2.8 million barrels a day, slowed to 0.7 million barrels a day year-on-year in the second quarter. In the first quarter, it was 2.2 million barrels a day.

Wheat prices plunged 23% in the quarter, and corn is now flat for the year, down 20% from a record high in early June. Industrial commodities such as copper and cotton have bounced back a bit from recent lows, but remain well below year-to-date peaks.

### Reasons for the recent retreat and long-term outlook

Various factors have contributed to the decline, including concerns about US economic growth, the threat posed by the European sovereign debt crisis, and easing concerns about supply constraints for some commodities, reported the Wall Street Journal report on 4 July.

Also, three major consumers of commodities – China, Brazil and India – have been cutting back their



economic stimulus efforts to cool inflation and reduce demand for raw materials. We are likely going to see further contraction and further decline across the board, according to Peter Rup, Managing Director at Artemis Wealth Advisors LLC.

Since early May, money managers have reduced the number of futures contracts they hold to buy US crude oil by 27% and also reduced their bullish bets on wheat by 22% and on copper by 28% as of 21 June 21, according to US government data.

Nevertheless, many commodities are still far more expensive than a year ago. Corn is up 78%, crude oil is up 25% and copper is 46% higher year-on-year. Compared to 10 years ago, the price of many products

has jumped more than three times. A decade ago, oil cost 26.25USD a barrel, compared to 95.42USD on 30 June. Corn cost about 1.89USD a bushel, compared to 6.29USD on 30 June. Gold prices have jumped 5 times since mid-2001, according to the Wall Street Journal report.

Three contingencies will hugely impact commodities prices in the short-term: how emerging markets such as China and Brazil are going to avoid an economic hard-landing and pick up demand; how rapidly Japanese demand for commodities will rise as the country rebuilds after the 11 March earthquake and tsunami; and how quickly oil-consuming nations will restock their oil supply after the major release of 60 million barrels of crude oil.

Half of that amount came from the US' own Strategic Petroleum Reserve.

In the long term, commodities prices will depend on simple economics formulas. If the global economy demands more raw materials to fuel its growth than producers can supply, the price is bound to rise. While the risk of slipping back into economic recession in the United States has risen, we continue to see fundamentals supporting an upward trajectory of oil prices and agriculture (corn, wheat and soybean) in 2012, reported Goldman Sachs on 5 August.

China's ability to engineer a soft landing for its red-hot economy will have enormous implications on the future commodities price moves. "That will ultimately be one of the key things to look at," said Osvaldo Canavosio, a commodity analyst in hedge-fund research at Man Investments.

## Pessimists highlight the fact that China is using 5 times more of certain commodities per unit of GDP than the global average.

### China's position in the global commodities market

In the past two decades, China's role in the global commodities market has changed dramatically. According to the World Bank, in 2010, China consumed 46% of a global commodities basket consisting of iron ore, aluminum, copper, thermal coal and cement. To contrast, in 1990, the Chinese share of commodities consumption was barely over 10%.

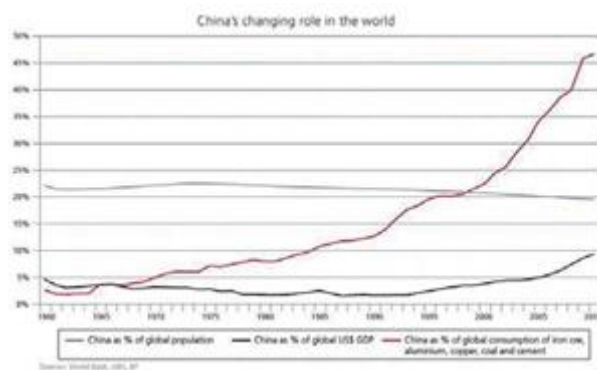



Chart taken from [www.allangray.co.za/assets/qcimages/june2011/alternative\\_1\\_lrg.gif](http://www.allangray.co.za/assets/qcimages/june2011/alternative_1_lrg.gif)



With only 9% of global GDP yet 20% of the global population, pessimists highlight the fact that China is using 5 times more of these commodities per unit of GDP than the global average. In the past, many countries with rapid growth created massive bubbles along the way. Two examples are South Korea in late 90s and Japan in the late 80s. Because China's unsustainable growth model is based on planned economy and heavy investment, there will certainly be extreme correction, thus sending commodities price further down.

On the other hand, optimists point out nationwide urbanization in China and a vast new middle income class as a main source of increased consumption and demand for more hard and soft commodities. Furthermore, China's currency appreciating against USD could be another catalyst behind a future rally in commodities. When Chinese businesses can import goods cheaper thanks to a stronger currency, inflation will drop and domestic consumption will rise.

CNY touched a 17-year high, reaching beyond 6.4 per USD on 10 August. This is in the context of the US Federal Reserve keeping lending rates low, thereby further weakening the USD. CNY jumped 0.37%, its biggest spike in 9 months, to close at 6.3945 in Shanghai. It managed to touch 6.3895, the strongest level since CNY was pegged to USD at the end of 1993, according to Bloomberg. 

## New CEO with Growth Plans for Tianjin

Interview with Iman Stratenus, CEO, International SOS

**M**edical and security assistance company International SOS recently appointed Iman Stratenus as CEO for Mainland China, Taiwan, Mongolia and Remote Sites. *Business Tianjin* was keen to meet Mr Stratenus and hear his views on healthcare in China.

### What prompted you to join International SOS?

As the son of a family doctor, I have always felt a connection to the medical field. Although becoming a doctor did not appeal to me, being a manager in the medical industry made perfect sense. Also, I was previously a member of International SOS and had used their services, so I knew who I was talking to – the professionalism made a strong impression on me. Therefore, when International SOS called me for this job, I was immediately interested.

### Tell us a bit about your company in China.

Originally, our purpose in China was to serve the healthcare needs of our foreign members (expat families and travelers) living and working in China. Over time we have built a business that is as much focused on the foreigners here as it is on Chinese nationals living and working abroad.

We operate international-standard medical clinics, we have a 24/7 alarm centre that is directly connected to a network of 27 alarm centres across



the globe and we provide medical services in nearly 40 remote sites in China. Today we employ about 600 people in China, half of which are medical staff.

### How does International SOS help its members manage healthcare issues and challenges in China?

Most people arriving in China will have very limited knowledge of the available medical options and standards. There are language barriers and cultural differences. The most important thing we do for our clients is to provide information and help them find solutions for their healthcare needs. We can advise which hospital to go to, which doctor to see and can arrange the appointments and accompany them. In some places, like Tianjin, we have our own international-standard clinic service.

We have those clinics because there is a large concentration of our members in Tianjin and they appreciate having access to our international doctors who speak their language and are from the same culture.

The core of our service offering is our network of alarm centres, which are staffed by experienced doctors and operational staff and can provide immediate medical and security help and advice. So wherever you are in the world and whatever problem you have, you can call us. Sometimes people believe that you should only call the alarm centre if you have a very serious medical condition and need to be evacuated, but most of the work we do is actually for routine medical issues or queries such as pre-travel information – and we are happy to assist regardless of the type of problem.

## **What services do you currently offer in Tianjin/Binhai and how do you plan to develop and expand other services in the region?**

In Tianjin we are proud to offer an international standards clinic, connecting our members to our emergency services, primary care and dispensary services. Our alarm centre can coordinate evacuations out of the Tianjin and Binhai areas to local hospitals, to hospitals in Beijing or if necessary, to the Beijing Capital Airport for international evacuation.

The big news is that we are soon opening a new clinic in TEDA! Many of our members have asked us in recent years to have a presence closer to them – and we are now at the building stage. The TEDA clinic will be open 5 days a week, with family physicians, pharmacy, Japanese, English and Chinese speaking services. We are grateful for all the support that we have received from our partner, the Tianjin Red Cross, and the local authorities to make this opening possible.

## **Why do you see TEDA as an integral part of your regional expansion?**

The TEDA development area is shaping up to be an ideal location for companies who set up offices and

factories and rely on the port, not to mention its proximity to Beijing and other conveniences that the area provides. International SOS is a company that follows its clients and serves their medical needs, and TEDA today is clearly one of the country's top places to be located.

TEDA is also the home to one of the country's leading cardiac hospitals and we are proud to be their partner. We hope to make a positive contribution to the development of TEDA's healthcare landscape.

## **When providing health care to expatriates, what must be considered in order to meet their expectations?**

Expatriates, like everyone else, hold health as a crucial issue, one which is more pronounced now that they live in another country, where the local language and culture may be completely unfamiliar. I would not say their expectations are high, rather that their anxiety levels about medical care are heightened if they fall sick in a foreign place. Often, the main issue is one of communication: what is the problem and what can we do to get it resolved? We help people across the world navigate their way through those challenges, by offering doctors and medical experts (by phone or in clinics) who speak their language and

help them make the best healthcare decisions. It is very gratifying to be able to help people in a very tangible way.

## **Anxiety levels about medical care are heightened when falling sick in a foreign place. Often, the main issue is communication.**

## **What other experiences would you like to share with our readers?**

I have been living in China now for almost 5 years and every day the people in this country never cease to impress me. They are so eager to learn, willing to work hard and are ambitious in their desire to make a positive difference in their lives and the lives of others. In International SOS it is the same. International SOS is a wonderful example of how companies contribute to creating a better understanding of the people of the world. We have people from 22 nations working in China and every day we learn from each other by working so closely together. That is very gratifying.

While most people are impressed by China's development and point to the buildings and infrastructure as key examples (and granted, this is very impressive – I can no longer recognize Tianjin today from the city I knew 5 years ago when I first came here), I find the development of the people even more impressive. ☑





# Going for Green

## New venture cashes in on China's new electronic waste recycling law

By Mark Gao

A 500-million-CNY joint-venture in Tianjin has emerged as part of the solution to China's mounting waste problem. Tianjin Dowa Green Angel Summit Recycling Co., Ltd. – a tie-up between a local firm and two Japanese corporations with a background in recycling technology and processing – recycles waste consumer electronics and home appliances.

As China falls in love with western conveniences like refrigerators and dishwashers, the inevitable question of e-waste raises its ugly head. Worn-out electronic goods have already become a costly problem for EU and US legislators but China has also been legislating to deal with the surge in used white goods being sent to local landfills.

A Japanese specialist in metal recycling processing equipment, Dowa Eco-System has put up half the 100-

million-CNY investment in the new venture, with local partner Tianjin Green-Angel Renewable Resource Recovery Co., Ltd and Japanese metals trader Sumitomo chipping in 30% and 20% of the company capital, respectively. The new firm guts and separates the insides of electrical gadgets.

At full tilt the plant, based in the Tianjin Ziya Recycling Economy and Industry Park, and its 100 employees will process 400,000 units a year, explains Hiroyasu Fujii, director and executive vice president of the company. The plant will eventually process 1.5 million units, says Fujii. What will be extracted? Heavy metals, semimetals and other chemical compounds inside laptops and TVs including lead, mercury, arsenic, cadmium and copper. Circuit boards and monitors also contain valuable rare earths and metals like beryllium, barium and chromium, as well as nickel and zinc.

The new Tianjin firm is one of several established to cash in on China's new law on the collection, processing and management of waste electrical and electronic products which kicked in on 1 January this year. The law, copied from similar EU legislation, will ensure proper and safe disposal of waste home appliances. The regulation specifically requires the recycling of five types of electrical and electronic products: TVs, refrigerators, washing machines, air conditioners and personal computers.

Recycling equipment specialist Dowa and metals firm Sumitomo agreed to jointly establish the company in April 2010. A spokesman for Dowa Eco System, president Yohsito Koga says the investment was prompted by China's economic growth and rising spending on appliances. "It is highly anticipated that consumer electrical and electronic products will be more



# Feature Story

widely used in China and also replaced by the latest models at a faster pace, thereby resulting in growing demand in the near future for recycling of these products.”

Local partner Tianjin Green-Angel Renewable Resource Recovery Co., Ltd. has specialized in waste paper collection and recycling. Its 12-million-CNY investment gets the firm into a new line of business, though company head Zheng Jianmin explains the firm had already entered into the electronic waste business, collecting used appliances from 300 residential locations and electronics retail stores across the city.

Inside the plant laser separation technology separates and electronically disassembles the five types of

appliances. Different machines break the various pieces down to the point where they can be reused. After a machine smashes the electronics, a conveyor belt takes the parts to vibrating screens and magnetic fields which extract different elements.

Scrubbing equipment cleans the glass used in TVs. Several compressor separators divide refrigerators from air conditioners. The plant also uses magnetic technologies for recovering copper coils. Plastic bodies of appliances are also melted into blocks which are then sold for re-use.

While the new firm pays for waste home appliances, recycled materials are sold to refining companies, plastics recyclers and manufacturers. Crucially, the Tianjin Dowa Green

Angel Summit Recycling Co. safely collects refrigerator insulation materials containing fluorocarbons.

## A Japanese niche for China?

Veterans of the recycling business, Japanese firms look set to do well by bringing their sophisticated scrap processes to China. Dowa has a similar recycling business based in Suzhou, Jiangsu Province: its subsidiary, Dowa Environmental Management Co, also manages the Suzhou plant. Dowa and Sumitomo have separately stated that they plan to open similar recycling operations for household electronic appliances across the country.

A producer of machines for crushing and processing recyclables, Dowa has been keen to break into Asian markets, often in cooperation with Sumi-



Photo by Sumitomo

# Feature Story

tomo. Other nations in the region are “rapidly becoming aware of the importance of recycling waste products and using resources effectively,” a Dowa spokesperson said. Beyond China he points to Southeast Asian states like Malaysia and Thailand as another focus for the firm.

Metals specialist Sumitomo meanwhile will be keen to source raw materials from the venture: it already has a subsidiary, Tianjin Huazhu Metal Products Co., Ltd, producing coil and steel sheets locally. Among its customers are China-based appliance-makers.

Certainly there’s a demand for environmentally responsible recycling, given that the scale of China’s future e-waste output seems astounding. Director of the new Tianjin firm, Hi-

royasu Fujii says his operation will be a model for China by using advanced recycling technologies to disassemble used home appliances and sell recovered materials in compliance with the Chinese law.

In the wealthier province of Zhejiang with a population of about 50 million, approximately 2.9 million units of waste home appliances were collected in a 12-month period from 2009 to 2010, “and the amount is expected to increase further,” says Fujii.

Dowa isn’t the only Japanese firm chasing opportunities in China’s recycling sector. Set to commence operations next spring, Panasonic Hangzhou DADI has made Panasonic the first Japanese consumer electronics manufacturer to enter the

Chinese recycling market. Under the deal, Panasonic Group will provide its advanced recycling technologies and equipment while local partner Hangzhou DADI helps secure necessary permits as well as waste sources and suppliers.

## Recycling hub

While the new Sino-Japanese venture is a high-tech solution to China’s waste woes, Tianjin is already a centre of the Chinese recycling industry, with dozens of local firms in the business of importing waste paper, plastic and metals from overseas. Tianjin Tangible Trading for example seeks “regular and stable” suppliers of plastic scrap, such as polyethylene terephthalate (PET), a plastic resin similar to polyester. The firm on Zhangzizhong Road





buys “vast quantities” of waste PET drink bottles from Europe, processing them into input materials such as polyester for clothing companies.

China’s hunger for metals, driven partly by massive public infrastructure projects, has kept local scrap metal merchants busy, even in the wake of the global economic slowdown. Glory Tianjin, one of China’s largest importers of metal scrap in 2008, scaled back overseas buying by 20% since October, says the company’s international sales chief Dong Kun. She said shipments have been made more expensive lately by a recent hike in government duty on imported scrap: 17% makes shipments of electric motors from the UK “less feasible” for the company’s Chinese customers, explained Dong. The company, which imports fifty 25-tonne containers per month, has seen “solid” improvement on demand since October 2008.

Statistics from the US-based Raw Material Data Aggregation Service show that scrap metal prices have survived the global economic crisis, standing at 20 USD per ton. Scrap metal prices are driven by steel production, which has eased off outside

Asia. While steel output in China and the US has rebounded since 2010, Russia and Turkey – both known as super steel producers – reduced their production for January. Steel companies use scrap metal because it’s cheaper than smelting new metal. Data from the American Iron and Steel Institute suggest global usage of 68% of scrap metal stocks, up from 48% in February 2010.

### Is legislation the answer?

China’s new legislation is similar in focus to the EU law in force for several years. The EU’s Waste Electrical and Electronic Equipment (WEEE) regulations aim to reduce the amount of e-waste going to landfill, improve recycling rates and reduce illegal exports of waste from the EU. With a new WEEE directive to be introduced in 2012, recent figures show only one third of WEEE collected in the EU is treated according to legal requirements.

Individual US states have taken a similar approach, though there’s no federal law comparable to the European directive. New York state law requires electronics companies to take back used goods. MRM, a collective of 26 major companies including Eastman Kodak, Pana-

sonic and Sharp, plans collections at Salvation Army centers and periodic drop-off events with local partners like the Lower East Side Ecology Center.

EU leaders have suggested member states should annually collect 45% of electrical devices and electronic equipment for reuse and recycling, rising to 65% after four years. The European Parliament previously outlined targets of 85% recycled e-waste. Haley Bowcock, environmental advocacy officer at international development charity Computer Aid, wants tougher implementation and higher collection targets. An “exploding e-waste problem” means 55% of e-waste is unaccounted for, “which will continue to get sent to landfill or to other substandard treatment routes,” said Bowcock.

These targets are important because poor disposal of e-waste has tragic consequence for the developing countries where much of it ends up. In China as well as in African states like Nigeria, scavengers handling toxic metals like lead and mercury face long-term exposure to doses of cancer-causing toxins. Fumes from flame-retardant chemicals and highly corrosive acids have also caused serious health problems in communities around dumps – where careless dumping of byproducts has harmed local drinking-water sources.

Legislation has however raised questions about who is the obliged (responsible) party, which products are covered and who pays for the collection, transportation and recycling. Similarly, the quality of the recycling process is an issue, says an EU Commission official speaking on condition of anonymity. “Lousy backyard reprocessing and shipment of e-waste to poorer countries without these standards could defeat the whole purpose.” **E**

## Turning Plastics into Plastic

Frank Niu is a petrochemicals executive-turned independent plastics trader who supplies Tianjin-based manufacturers with various kinds of recycled plastic, some of it imported.

by Mark Gao

Annual trade of 12 million tonnes of recyclable plastics worldwide is valued at 5 billion USD – most of it paid by China whose manufacturers use scrap feedstock to make significant savings in an era of rising oil prices. There are many reasons aside from the novel – recycling 5 PET plastic bottles produces enough fibre for one t-shirt – to recycle plastic, particularly for countries struggling to manage overflowing landfills as the use of plastics (which are polymers composed primarily of petroleum) has increased 20-fold since 1960.

China took the bulk of the 14 million tonnes of scrap plastic traded globally in 2010. Chinese buyers imported 9.4 million tonnes in 2010, but only 1.8 million tonnes in the first quarter of 2011. This may be due to rising quantities of local supply. China wants to get its recycling rate up to 30% in 2015, which it will achieve in part by professionalizing its collection and processing system with new plants such as the one opened in Tianjin by Dowa-Sumitomo.

China's need for imported plastics is crucial for waste-management and recycling businesses in the US and EU. The latter is so far managing to recycle less than 25% of plastics used, a huge missed opportunity in recoverable energy and materials for everyday items like car bumpers and garden furniture. Slow progress on recycling plastic products is partly explained by the fact that some waste plastic products contain as many as 20 different types of plastic, making it difficult to collect viable quantities of each grade.



### Can you give us an idea of prices paid for scrap plastic?

This year has been quite flat. It depends on the regions, especially between Guangdong and Zhejiang but on average PET flakes (mixed with a small number of marks and caps) are worth between 5,800 and 6,200 CNY a ton. PET green flakes are maximum 5,300 a ton and three-colour flakes trade at between 4,600 and 5,100 CNY.

Clear plastic is worth the most. Completely clean and clear PET (poly-ethylene terephthalate) flakes with no contamination are trading at up to 8,400 CNY and those prices

have been stable through the year. Prices for HDPE (high-density polyethylene) and LDPE (low-density polyethylene) are both lower [than for PET], also PVC (poly-vinyl chloride) prices are lower.

### China lifted its ban on the import of recycled PET bottles this year. Is there clearly a demand for them?

Cotton prices have been at record highs in the past year, [so] PET scrap is increasingly used for textiles. Polyester carpets, filling for pillows, quilts will often be made entirely of recycled PET. PVC by contrast is sought for pipes and floor coverings,



and cars and construction because it's so durable and versatile.

### Imported plastics are shipped into Tianjin port in bales. What happens then?


Sorted plastics are shredded into smaller pieces and baled to facilitate handling and transportation. Scrap plastic is then washed and ground into

smaller flakes. Plastic is either melted down or shaped into granulates or pellets that are then shipped to manufacturing plants where they are made into new products.

You grind the plastic into small flakes after which they're washed and floated in water to remove contaminants. Then the clean flakes are dried and

packed. In the case of PET we'll sort out based on colour, grind and wash. PET sinks in the wash water when plastic caps and labels will float. The clean flake is dried and often made into more pellets, depending on the end use and how it's made.

### What kind of policy or industry moves would speed up plastics recycling?

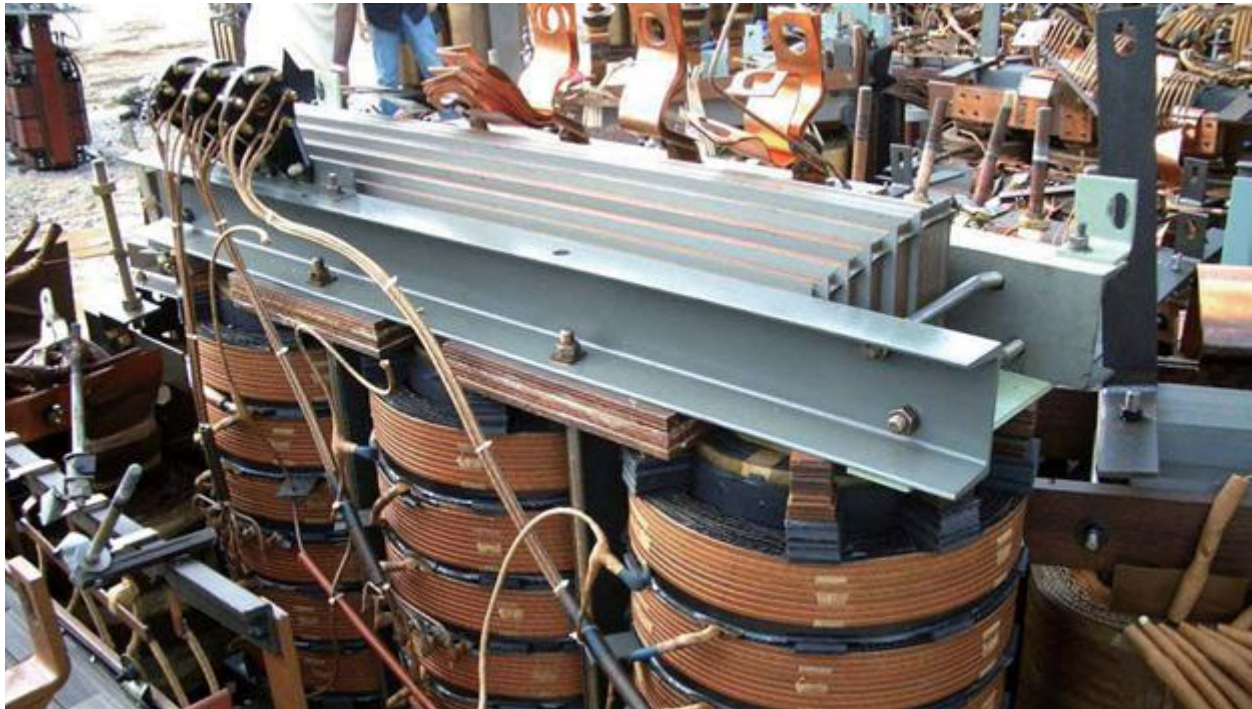
Standards, for sure. There is no global mandatory need to mark plastics [for sorting] though in some territories larger parts and packaging are marked with identification code. [In] a coding system devised by the American Society of the Plastics Industry, a PET bottle for example is coded number 1 to show recyclers it's PET, while another number would indicate it's a different plastic variety, etcetera. New mechanical sorting processes are being developed and implemented to increase plastic recycling efficiency. New disassembling technologies will increase recovery and recycling rates of plastic products. 



## Metals for Manufacturers

There's strong demand for valuable metals collected by new facility run by Hiroyasu Fujii

**A**s the man overseeing Tianjin's revolutionary new waste recycling facility, Hiroyasu Fujii runs a solid business of environmental fundamentals. Some of the most viable product to come out of the new Tianjin plant is aluminium, a versatile metal that holds its value well through numerous recyclings. Prices paid for aluminium, lead and zinc all cover the laborious processes involved in their recycling. Aside from shearing, chopping and sorting all the metals – and



plucking out the non-usables – Fujii’s crew must ensure nonferrous materials are compacted into large bales for easy transportation to customers. But it’s all worthwhile for end users. Known in the 10-billion-USD-a-year global metals trade as “secondary materials”, scrap is often essential as a blend to strengthen new metals being shipped out of forges and smelters to manufacturers.

### **What are some of the end uses of recycled nonferrous metals?**

Nonferrous scrap bales will often be melted down in a furnace for ingots, which are either used in the foundry or made into flat sheets or maybe tubing. The construction industry uses nonferrous metals for things like window frames and building structures, while cars and other vehicles use much aluminium. In energy we see aluminium has replaced copper in high-voltage transmission lines. Also foundries need to create alloys such as brass, which is an alloy of copper and zinc. Tin is a very expensive nonferrous metal, so a recycled supply is very necessary.

### **What volume of overall nonferrous metal used does recycled account for?**

Almost 40% of the world’s demand for copper is met using recycled material. Around 30% of global zinc production comes from secondary zinc.

### **And how much of the used metals globally are actually recycled?**

Over 80% of the zinc available for recycling is eventually recycled; the figure is similar for aluminium. For example, more than 63% of all aluminium cans are recycled worldwide.

On average, 50% of lead out there has been reused. About 80% of [global] lead supply is used in acid batteries, all of which is recoverable and recyclable.

### **And what’s the value of a recycled nonferrous metal like copper compared to what you pay for new material?**

High-quality copper scrap holds at least 95% of the value compared to the price paid for newly mined ore. Similarly, zinc is another metal that holds its value well and gives itself easily to reuse

at similar quality [to newly minted material]. Nearly 70% of zinc from end-of-life products is recycled, which amounts to about 3 million tonnes globally, be it from appliances or old vehicles.

### **What kind of savings in energy and carbon emissions is achievable by reusing nonferrous metals?**

It’s possible to produce 99% less CO<sub>2</sub> by reusing lead rather than producing ore. Production of virgin tin requires 99% more energy than reprocessing already-used material. Secondary zinc production uses 76% less energy than new or primary metal.

### **How is the CO<sub>2</sub> saved?**

By using copper scrap, CO<sub>2</sub> emissions are cut by more than half because you’re not expending energy like oil to drive the machines extracting copper from copper ore. [E](#)

# CHALLENGES FOR CHINA TO CONTROL E-WASTE



Simon Bai  
Winners Law Firm

According to a recent report by the United Nations Environment Program, China produces 2.3 million tons of electronic waste each year, second only to the US, and is likely to become the world's number one e-waste producer in 2011. E-waste is one of the fastest-growing categories of municipal waste in China. A huge portion of e-waste ends up in landfills, causing immense potential threats to public health and the environment. For example, e-waste, which contains toxic levels of lead, mercury and other chemicals, appears to pose serious respiratory and immunologic risks. China has been attempting to meet this hazard with new e-waste regulations to make producers consider sustainability at every

point along their supply chain and to create a funding structure to pay for proper disposal.

Over the years, China has adopted a series of laws, such as the *Clean Production Promotion Law* (2002), the *Law on the Prevention and Control of Environmental Pollution Caused by Solid Waste* (1994, amended in 2004) and the *Law on Promotion of Cycling Economy* (2008), to regulate the recycling and treatment of waste electrical and electronic appliances, protect and improve the environment, safeguard human health and promote the circular use of resources.

The most recent effort is *The Regulation on the Recycling of Waste Electrical and Electronic*





*Products* (RREEP) promulgated by the State Council-China cabinet in 2008 and effective 1 January 2011. RREEP aims to tightly control the end-of-life use of main consumer electrical and electronic products.

RREEP requires mandatory recycling of electrical and electronic appliances discarded by the consumer, as well as elements, parts, spares, components and consumable materials discarded in the process of manufacturing and maintaining electrical and electronic appliances.

RREEP refers to a *Catalogue on Waste Electrical and Electronic Disposal* (the Catalogue) that provides the scope of electrical and electronic products covered under RREEP. Essentially if a product is listed in the catalogue, then all the product parts, components, spares and consumables will be covered by this law. The Catalogue,

later issued in September 2010 by State authorities, requires mandatory recycling of TVs of all types, refrigerators, washing machines, air-conditioners and computers. The current Catalogue is listed as “batch one”, and according to a 2010 press release by the Ministry of Environmental Protection (MEP), the Catalogue will be regularly updated after initial review its implementation.

Under RREEP, recycling treatment shall be conducted only by operators licensed by the relevant local authority department charged with “resource comprehensive use”. Many illegal businesses across the country are now engaged in recycling of e-waste in reckless and irresponsible manners that prioritize profits over public health, causing additional pollution to the local environment and health hazards. Much of the work in those illicit business facilities is done

by hand with few health and safety precautions, and material that is not recycled is dumped or burned, releasing toxic chemicals into the ground and air. RREEP intends to outlaw such scattered operations and regulate the industry more effectively by setting up a licensing system. A regulation on the management of such a system was issued in 2010 jointly by the MEP and other ministries.

The new law mandates the establishment of centralized funding for safe electronic recycling facilities. Domestic producers and sellers will have to pay into the fund to subsidize e-waste treatment. It also places responsibility on manufacturers, retailers, repair and customer service providers and recycling companies to collect and responsibly handle electronic waste .

Manufacturers are required to deliver waste electrical and electronic appli-



ances generated in the manufacturing process to licensed treatment operators, while waste electrical and electronic appliances must be recycled through sale and post-sale service outlets.

The new requirements include technical standards and regulations to encourage more eco-friendly design. According to RREEP, manufacturers must adopt product designs that use non-hazardous treatment of resources, select non- or minimally hazardous and toxic materials or materials that are easily recycled and reused, and meet a to-be-set recoverability ratio. Manufacturers should use designs that favor “circular use”. They should also provide information on the product composition, recycling and treatment instructions associated with the product and materials

RREEP provides specific legal liabilities and penalties for offenses. For example, dealers and post-sale service operators who do not take the manufacturers’ product to qualified disposal operators shall be subject to a fine up to 50,000 CNY. Used or second-hand dealers of products which have not been tested and labeled by licensed treatment operators may face confiscation of used household appliances, earnings and profits, and heavy fines. For unauthorized dismantling, assembly and parts sales, fines will be imposed. Officials of government departments failing to recycle e-waste properly shall face disciplinary action. Under severe circumstances, the business operators in breach of RREEP may have their business licenses revoked or suspended, or be subject to criminal sanctions.

In addition to ever increasing domestic e-waste, China is confronted with the illegal export of e-waste by profiteers from other countries to China. Despite China’s laws and regulations to prohibit the import of e-waste



from overseas, 70% of the world’s exported e-waste from developed countries, particularly the US and Japan, is dumped illegally in China through grey channels via Hong Kong, according to MEP. More than 130 countries worldwide have already acceded to the Basel Convention, which prohibits developed countries from sending hazardous wastes to developing countries. The US, however, has not yet ratified the ban.

RREEP alone is far from sufficient to curb the looming disaster of e-waste pollution and its health hazards. And there are many loopholes in the law. For example, much of the scope of responsibility for manufacturers, dealers and service providers, as well as punitive measures for non-compliance, provided under RREEP is vague. RREEP, as with all other existing legislation in China, fails to effectively address the more serious problem of disposal and dumping of e-waste by the consumer, the general public. Unlike many developed countries, where recycling has become mandatory for every citizen, China

still finds it too cumbersome a task to launch comprehensive national, across-the-board program for recycling e-waste as well as other waste and garbage. Unless consumer responsibilities are firmly established and widely and consistently practiced, recycling of e-waste as well as other garbage will be unlikely to go very far. Moreover, young generations in China are continuously embracing consumption habits that are not eco-friendly. The evolving consumer culture of conspicuous consumption unfortunately encourages disposability, where regular replacement of TVs, mobile phones and electronic gadgets has become a norm. This will be hard to reverse overnight, absent widespread education campaigns over a sustained period of time. ■

WINNERS has been recognized consecutively as “Tianjin Firm of the Year” by two international legal journals: *Asia Legal Business* from 2008-2010, and by *China Law & Practice* from 2009-2010.

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Winners Law Firm



# GEMS WORLD ACADEMY IN TIANJIN, CHINA RECEIVES SCHOOL LICENSE

## Opening in January 2012

**GEMS Education announces that its premier international school in China, the GEMS World Academy in Tianjin Eco-City, has been granted its school license and will formally open with full programmes and activities in January 2012.**

The GEMS World Academy, Tianjin Eco-City, (GWA-TEC), with an estimated investment of 140 million CNY in the buildings and another estimated 60 million CNY on various facilities, will be among the most modern, prestigious international schools in the region. It is a premium, world-class learning facility, on par with the best international schools globally, and will continue the GEMS tradition of providing the highest academic standards of education to international students across the globe.

Developed by GEMS Education, one of the world's largest private KG to Grade 12 education providers, the school is now open for enrolments for Pre K to Grade 8. Applications are invited from international students only.

GEMS believes that a quality education is about *Ad Vitam Paramus*, preparing for life. The GEMS approach to learning is one which focuses on academic excellence and also on helping students develop their character, values, personal leadership and the spirit of enterprise necessary for them to achieve their full potential as global citizens and leaders of the future. GEMS CSR activities are an integral part of all our schools.

GWA-TEC will offer state of the art facilities that break traditional boundaries. The school will provide its students with state of the art, stimulating learning environments of the highest quality.

### Curriculum

In January 2012, GWA -TEC will begin implementation of the **International Baccalaureate (IB)** curriculum at the Primary (PYP) and Middle Year (MYP) levels, encompassing Pre-K to Grade 8, (4yrs-14yrs of age) in preparation for eventual IB authorization.

GWA-TEC will then add one grade level each year, commencing its first Grade 9 class in September 2012, growing annually to accommodate the IB Diploma for Grades 11 and 12 by 2014/15. Soon after opening,

GWA-TEC will also begin the IB authorization process, which all schools aspiring to become IB world schools must undertake.

### Academic Excellence

Over the last 3 years alone, GEMS students have been accepted into **567 universities in 36 countries**. Graduating GEMS students have been accepted by some of the most prestigious universities and colleges around the world. GEMS students have gone to **12 out of the top 15 universities in the world and 36 of the top 50 universities in the U.S**. In the last ten years alone, GEMS students have won over **300 international and regional awards (MENASA)** for academics, sports and the arts. Furthermore, all our schools significantly exceed all national and international benchmarks in student outcomes.

### Facilities

Capacity of the school will be about 1800 students, covering Pre-K through Grade 12. Education facilities at GWA TEC include a planetarium, media centre, 350-seat auditorium and theatre, 200-metre athletic track, multi-purpose gymnasium, swimming pool, tennis, basketball and volleyball courts, AstroTurf playing field, health and fitness centre, library, ICT labs, dance, drama and art studios.

### Tuition fees

Annual tuition fees range from 92,500 CNY for Kindergarten levels to 125,100 CNY for primary and secondary grades.

### World class education team

GEMS has selected a team of world-renowned educators to ensure it delivers global best practice in the field of education. These include leaders who have excelled in education reform, curriculum development and teaching and learning practices. They are unequalled in international experience and include individuals who have established schools all over the world.

GEMS employs over 9,700 education professionals, specialists and staff from 62 countries. All GEMS teachers have access to the GEMS Professional Development programme, which is one of the largest, most



comprehensive in-house programmes of its type in the world. Over 150 senior academics are trained in international accreditation, inspection methodologies and school self-evaluation.

GEMS Education is supported by a network of eminent, international advisors that includes world leaders and experts who are “game-changers” and influencers on the global stage. GEMS Education has strategic partnerships with the Clinton Global Initiative, the Tony Blair Faith Foundation, the World Economic Forum and Microsoft.

**Global network**

When parents and students join the GEMS global network of international schools they have the opportunity to transfer their children from one GEMS school to another as their circumstances change. Through our global network of award-winning schools, GEMS Education provides a high-quality holistic education to over 100,000 students from 140 countries in Europe, Africa, North America, Asia and the Middle East.

Students at GEMS World Academy Tianjin Eco-City will engage with their sister schools in Dubai and Abu Dhabi on a regular basis and enjoy meaningful educational experiences with their fellow World Academy students. They can also look forward to the possibility of student exchanges across our school network; something which GEMS values highly as we seek to develop internationally minded and globally responsible citizens.

**Globalization**

For over 50 years, GEMS Education has believed that a high-quality education, with an international outlook, is critical in an increasingly competitive global environment. Globalisation maybe the catchcry of today, but we have acknowledged its impact for decades and prepared our students accordingly.

The sheer diversity of nationalities in GEMS schools provides students with a unique international understanding through interaction and by studying and experiencing other cultures and belief systems. This global cross-cultural experience is extended further through a special initiative where GEMS students are linked, via video-conferences, to students in non-GEMS schools around the globe.

**THE GEMS DIFFERENCE**

GEMS values-driven education is expressed through our four core values which are woven into every curriculum offered by GEMS Schools and are at the core of our DNA. They are not symbolic – we live and breathe them. We encourage independent learning, empowering students to take on responsibility. Through our values our students become confident, tolerant, resilient people of integrity, capable of both leadership and compassion. Through our CSR initiatives, GEMS students also develop a social conscience. They are taught the values and responsibilities needed to

become active members of the community, something which the modern world is desperate for.

**GEMS Core Values**

**World Citizenship** – Empowering students with a global and local perspective.

**Universal Values** – Accepting that we are all different, recognising that we are all the same.

**Leadership** – Developing each student’s individuality and discovering their potential.

**Forward Thinking** – Developing skills for the future, our educational programmes help students to become flexible thinkers who are able to question existing thinking, adapt and creatively meet the demands of the future.

**PHILANTHROPY – SCHOOLS WITH A CONSCIENCE**

Through GEMS four core values, GEMS schools are heavily focused on philanthropy. They are schools with a conscience. Each has its own charitable activities that fall under the **Varkey GEMS Foundation**. Students are taught the real meaning of compassion.

For every student enrolled at a GEMS School, 100 underprivileged children will be impacted. The Foundations aim is to support 10 million children globally.

**We are humbled and honoured to have former U.S. President Bill Clinton as the honorary Chair of the Varkey GEMS Foundation.**

We are proud to say that over the past 50 years, GEMS students, teaching staff and corporate staff have raised over 50 million USD for charities around the world.

**Sustainability**

In line with the Tianjin Eco-City’s target to achieve 100% green buildings, GWA-TEC’s groundbreaking campus is projected to be one of the most sustainable schools in the world. The curriculum will feature a fully integrated education, with a particular focus on sustainable development, where students can learn firsthand through the eco-features of their own school facilities and the surrounding Eco-City development.

**Inquiries**

For more information and inquiries, please visit [www.gemseducation.com](http://www.gemseducation.com) or e-mail [admissions@gemsworldacademy-tec.com](mailto:admissions@gemsworldacademy-tec.com) or visit the GEMS China office which is located at Unit 3-307, TEDA MSD Block C 79, 1st Avenue, TEDA.



## From Luxury Goods to Luxury Experiences

### Resort development in China

CB Richard Ellis, Tianjin



A recent report by McKinsey & Company estimates that China will account for approximately 20% of global luxury sales in 2015, and that the upper-middle class (approximately 13 million households) offers the strongest new growth opportunity.

Demand for luxury goods has traditionally focused on products such as designer bags, watches, fashion and the like. However, as Chinese consumers are increasingly exposed to luxury products and as disposable income continues to improve, a trend from luxury goods to luxury

experiences will be increasingly prominent. According to the McKinsey study, consumption of luxury services is growing faster than for luxury goods, with “20 percent of consumers saying they were spending more on experiences, only 13 percent on products”.

“Demand for experience based activities such as resort hotels, spas, wellness retreats and travel are expected to continue to grow in line with increased disposable income and increased leisure time,” said Keith Humphreys, Executive Director of CBRE Hotels China. “Many investors and developers are aligning





their future hotel development strategies to capitalize on this market opportunity.”

### China's increasing travel demand

In 2010, 57.4 million Chinese travelled overseas, a small proportion considering China's population of 1.3 billion. In contrast, domestic travellers reached 2.1 billion in 2010 representing an annual increase of 11%. Domestic travel will continue to offer competitive and more convenient alternatives to international travel, with many resort destinations within two to three hour's flight of major cities.

China will also benefit from increasing demand by inbound tourism. China is now the world's third-largest tourism destination and according to the United Nations Tourism Organisation, China has the potential to pass France and become the number-one tourism destination by 2015.

The combination of inbound and domestic tourism demand in China will drive differentiation in the hotel market and lead to the creation of alternative hotel and travel offerings, such as resorts, wellness retreats and spas, which CBRE Hotels believes is an opportunity that has not yet been maximized in the market.

“China has already shown potential for resort and leisure destinations, with Hainan Island demonstrating high demand for resort style hotels,” said Annie Wang, Senior Consultant, CBRE Hotels. “However, China's regional diversity offers enormous yet unrealized opportunities for resort development based on unique cultural and natural environments, and I expect to see an increase in new emerging resort destinations in the future.”

### Investment in resorts

Hotel investors and developers see strong growth potential in the resort market, and are seeking to capitalize on opportunities that will provide long term returns.

Banyan Tree, the Singaporean based luxury resort developer, successfully closed the 1.07-billion-CNY Banyan Tree China Hospitality Fund in January 2011. “The China Fund will further enable us to establish a portfolio of resorts and hotels in the fast developing economy of China,” said Mr. Ho Kwon Ping, Executive Chairman of Banyan Tree Holdings.

Banyan Tree is expected to target scenic resort locations with unique characteristics located near Tier 2 and 3



# Real Estate

cities. This will enable Banyan Tree to capitalize on lower cost of land whilst maximizing significant potential for value appreciation and financial returns in the mid to long term. Banyan Tree has already positioned itself as a leading luxury resort developer in China, with award winning resorts in locations such as Lijiang, Ringha, Sanya and Hangzhou.

Six Senses Resorts and Spas, whose core purpose is “to create innovative and enlightening experiences that rejuvenate our guests’ love of SLOW LIFE” (Sustainable, Local, Organic, Wholesome Learning, Inspiring, Fun, Experiences), is also targeting China. The company’s first resort will open on Qing Cheng Mountain, a UNESCO World Cultural and Natural Heritage Site in Chengdu, Sichuan Province. The concept of the resort will be to “embrace Taoist and Chinese architecture and design principles” and will be designed to blend with the local terrain and complement the natural landscape.

## Capturing the China market

Fosun, a large non-Government controlled group in China, acquired 7.1% of French resort operator Club Med in 2010. Club Med hopes to capture Chinese demand for their resorts, located both within China and abroad. Yabuli Ski Resort in Heilongjiang Province is the first of five properties Club Med is planning to open in China.

Furthermore, Club Med expects China to be its second most-important source market in the next five years,

and aims to attract 200,000 Chinese guests to Club Med resorts worldwide by 2015.

China is also deemed the number one growth market in the world for Hilton. The hotel management company sees development within China of Hilton-branded hotels as a key way of gaining brand recognition in the domestic market in order to also capture a slice of Chinese outbound guests.

Attracting outbound Chinese tourists appears to be a sound strategy, as the number of outbound travellers rose 20% to reach 57.4 million in 2010, and is forecast to climb to 65 million in 2011. At 40 billion USD, total spending by outbound Chinese tourists ranked fourth worldwide in 2010, a figure forecast to reach 50 billion USD in 2011.

## What is a resort?

The term resort is traditionally associated with a hotel (sometimes with residential and/or timeshare components) that is located in a particularly attractive natural or cultural environment. For example, resorts can be located in ocean settings such as Sanya on Hainan Island, lake/river environments such as Four Seasons Hangzhou West Lake, mountain/ski resorts such as Club Med Yabuli, or a combination of culture and nature such as the Banyan Tree properties in Lijiang and Ringha in Yunnan Province.

For luxury resorts, guests do not merely seek a room and a meal in a nice location. The provision of a unique





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Please reserve seats in advance for dining or afternoon tea.

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# Real Estate

experience is the most important characteristic of successful luxury resorts, but it's also the hardest to differentiate and deliver on a consistent basis. Whilst physical design and facilities can be relatively easily developed, exceptional service levels are difficult to imitate.

The definition of resorts has widened in recent years with the advent of urban resorts, which provide a retreat within a busy city environment, and business resorts, which aim to provide a cutting-edge business hotel with luxurious wellness and spa offerings often reserved for resort environments.

A resort may also comprise a branded residential component, which can be sold to investors looking for a second home or holiday retreat with the same level of service experienced in a hotel stay, but with a resort operator to manage, maintain and in some instances rent the residential component when not being utilized by the owner. This not only enables investors to buy into a lifestyle residential retreat, but also provides developers with additional cash flow during the development of the resort.

## Critical success factors in developing a resort

Whilst there is no cookie-cutter formula for developing a successful resort, there are some critical factors that will determine the success of a luxury resort experience:

**Unique:** The resort should offer a combination of a unique setting, concept, design and/or service, which cannot be easily replicated.

**Location:** The location should be naturally beautiful and unique, and provide a dramatic backdrop to the resort. Alternatively, the resort should be located in an area characterized by a distinct culture which attracts and enriches the guest's experience.

**Architecture and Design:** The design of the hotel building should be unique and innovative, and in many cases, aim to blend with and/or complement the natural environment.

**Facilities:** The quality, range and design of facilities are often exceptional.

**Exclusivity:** It is essential that luxury resorts and residences provide a high degree of exclusivity to create demand for the resort and attract guests willing to pay a premium for rooms and/or residences.

**Service:** The most important characteristic of a luxury resort, yet the most difficult to consistently provide, is a highly personalized level of service which creates a memorable impression and encourages repeat guest stays.

1, McKinsey & Company, Tapping China's luxury-goods market, April 2011







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**BUSINESS TIANJIN**

ECONOMY AND CULTURE

# Pledge of Patent Right in China



Qi Zhang



Lucy Luo

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and Lucy Luo, Associate  
Garrigues Shanghai

### INTRODUCTION

China's economy has seen unparalleled growth over the last decade. Both foreign and domestic companies are eager to get more funds to build more factories and increase their production in China. Meanwhile, to follow the instructions set by the People's Bank of China, Chinese commercial banks and financial institutions are adopting stricter approaches when providing mortgage loans, which make it difficult for those enterprises lacking fixed assets or land use rights to get commercial loans. In order to maintain economic growth, the PRC governmental authorities have endeavored to aid enterprises to get financing backed by other collateral, such as patent rights and other intellectual property rights (IPR), which are widely accepted as collateral in developed countries.

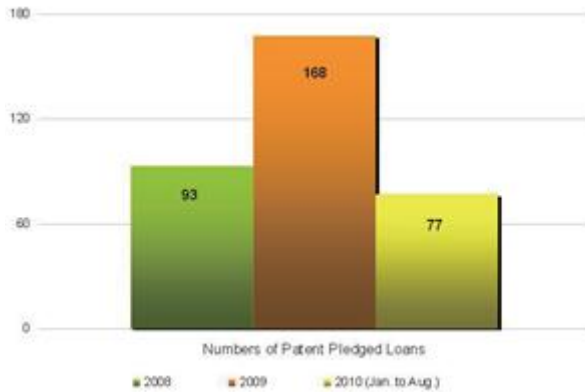
The main legislations in China dealing with patent and pledge of patent right registration are the *Guarantee Law of the PRC* (effective on 1 October 1995), the *Property Law of the PRC* (effective on 1 October 2007), the *Patent Law of the PRC* (effective on 1 April 1985 and amended in 1992, 2000 and 2008), and the *Implementing Rules of the Patent Law of the PRC* (effective on 1 July 2001 and amended in 2002 and 2010). On 5 June 2008, the State Council promulgated *The State Intellectual Property Strategic Outline*, aiming to encourage and guide enterprises to realize the market value of their intellectual property rights by means of transfers, licenses and pledges. Thereafter, the central level governmental authorities administrating PRC intellectual properties have issued a series of rules to promote financing pledged by IPR. In an effort to promote patent utilization, fund

accommodation and standardize registration of pledge of patent rights, the State Intellectual Property Office of China (SIPO) released the *Measures for Registration of Pledge of Patent Right* (Measures 56), which was formulated in accordance with the *Patent Law of the PRC and Property Law of the PRC* and other relevant regulations. *Measures 56* went into effect on 1 October 2010 and replaced the *1996 Interim Measures for Administering the Registration of Patent Pledge Contract* (1996 Interim Measures).

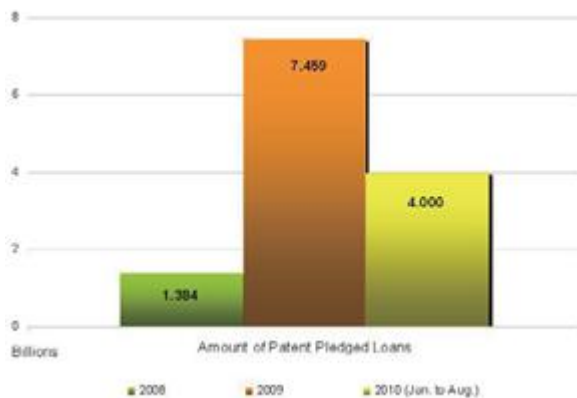
Besides the State level legislations, local governmental authorities also have adopted local rules and policies to encourage patent-right-pledged financing. Tianjin, for instance, issued the *Instructive Opinions on Implementation of Loans by Patent Pledge* on 27 July 2009, which stipulates requirements with respect to the banks, enterprises and patent, and also gives instructions in selecting patents, exercising evaluations, transferring and licensing pledged patents. In addition, Tianjin Municipal Government also follows incentive policies, such as interest allowance on loans, guarantee fee refund and credit line lift for enterprises that have pledged their patent rights. These policies ought to lower the risks of bad loans and make pledge of patent rights more acceptable to banks and financial institutions.

As a result of these policies, patent-right-pledged loans have been booming in recent years. Gan Shaoning, Vice director of SIPO, said that commercial banks and financial institutions carried out approximately 2,000 patent-right-pledged loans with a total amount over 20 billion CNY in China from 2008 to 2010<sup>1</sup>.

Quantity of patent-right-pledged loans<sup>2</sup>



Value of patent-pledged loans (billion CNY)<sup>3</sup>



As a fast developing pilot area, Tianjin also witnessed a dramatic increase in patent-right-pledged loans in 2010. Tianjin Daily reported that commercial banks and financial institutions in Tianjin have carried out 26 patent-right-pledged loans with a total amount of 17.6 million CNY.<sup>4</sup> These figures are the convincing evidence showing that pledge of patent right is becoming more popular among commercial banks and financial institutions. Enterprises and owners of high-value patents on inventions and utility models may have significant advantages in getting financing by using their patent rights as collateral.

Below is a summary of the key points of *Measures 56* and our comments to the matters that enterprises should be aware of in the patent pledge arena.

## HIGHLIGHTS OF MEASURES 56

### Registration Documents

According to *Measures 56*, the registration documents required for a pledge of patent right include:

- (1) Application form with signatures or seals of both pledgor and pledgee;
- (2) Patent right pledge agreement;
- (3) Identification documents of the parties concerned;
- (4) A power of attorney defining the scope of authority in case of entrustment; and
- (5) Other materials required to be provided.

The following requirements for the registration documents are worth noticing:

#### • Patent Right Pledge Agreement

Under *Measures 56*, the loan agreement is NOT listed as a compulsory registration document, which means the applicants can submit a patent right pledge agreement only if it is an independent agreement and meets the requirements set by *Measures 56* and other relevant laws and regulations. If the patent right pledge arrangement is included in a loan agreement, the loan agreement shall be submitted as well.

#### • Compulsory clauses in a patent-right-pledge agreement

The patent right pledge agreement submitted to SIPO shall include the following compulsory clauses:

- (1) Name and address of the parties concerned;
- (2) Type and amount of the secured debt;
- (3) Term for the debtor to fulfill obligation;
- (4) Quantity of the pledged patent(s) and the patent title, patent number, application date and publication date of each pledged patent; and
- (5) Range of the pledge.

#### • Selective clauses in a patent-right-pledge agreement

Apart from the compulsory clauses, *Measures 56* also introduces some selective clauses which may be concluded in a patent-right-pledge agreement:

- (1) Payment of the annual fee of the patent during the term of pledge;
- (2) Transfer and/or license of the patent right(s) during the term of pledge;
- (3) Measures to be taken when the pledged patent is declared invalid or the ownership of the patent changes; and
- (4) Delivery of correlative technical materials when the pledge is realized.

#### • Language of the Registration Documents

All the registration documents shall be prepared in Chinese. If the identification documents are written in foreign languages, the applicants shall attach the translated Chinese version as well. If the applicants fail to file the translated Chinese version of the identification documents, it will be deemed that such identification documents have not been submitted. Upon oral confirmation with the desk officers of SIPO, the applicants may trans-



late the identification documents by themselves; a self-translated version affiliated with corresponding party's chop is acceptable by SIPO.

- Other Materials Required to be Provided

- Common owner's consent

If a pledged patent is owned in common, written consent of all patent owners is mandatory. In addition, if the collateral is a commonly owned patent, the pledgor can only set pledge on the corresponding part of the patent it owns.

- Asset appraisal report

Measures 56 mentions that the asset appraisal report shall also be filed if the pledged patent right has been appraised by an asset appraisal agency. It is common practice for commercial banks and financial institutions to retain asset appraisal agencies to assess the value of collateral. Therefore, in practice, the asset appraisal report may be deemed one of the registration documents for patent right pledge.

## Process of Registration

- Reception of the Registration Documents

Upon receiving the registration documents, SIPO shall confirm their receipt with the applicants.

- Approval/Disapproval

Within seven (7) working days from receiving the registration documents, SIPO shall conduct a substantial examination on the patent-right-pledge registration application and then decide whether to grant its approval. If the patent-right-pledge registration application passes examination, SIPO shall remark the registration information on the patent register and issue a Notice on the Approval of Registration of a Pledge of Patent Right (专利权质押登记通知书) to the applicants. If, upon examination, SIPO finds problems – such as the pledgor is not the same party as the patentee recorded in the patent register, the patent right has already expired or has been declared invalid, the patent is still under the application process, the annual fee of the patent right is overdue, or the invalidation procedure of the patent right has been

initiated – it shall reject the patent right pledge registration and issue a Notice on the Disapproval of Registration of a Pledge of Patent Right (专利权质押不予登记通知书).

## Change of Registration

During the term of pledge of a patent right, if the name or address of the parties concerned, the category or amount of the secured principal debt, or range of the pledge changes, the parties concerned shall go through the formalities for registration change of a patent pledge with SIPO within 30 days of such change. This is done by presenting the revised agreement, the original Notice on the Approval of Registration of a Pledge of Patent Right and other relevant documents.

## Deregistration

The concerned party shall go through the deregistration procedure, and obtain a Notice on the Deregistration of a Pledge of Patent Right (专利权质押登记注销通知书), upon the occurrence of certain deregistration events. These events include: the debtor has fulfilled obligation in time or the pledgor has paid off the debt secured by the pledge, the pledge has been realized, the pledgee waives the pledge, or the pledge agreement is revoked as a result of the revocation of the loan agreement.

## Effect

The right of pledge shall be established at the time when the pledge is registered at SIPO. Once the registration of a pledge of patent right is revoked, the registration shall be void ab origine.

## Limitation after the Registration of Patent Pledge

### • Transfer

During the term of a patent right pledge, unless it is otherwise agreed by the pledgee, the pledgor is not allowed to transfer the patent. SIPO will not handle formalities for the registration of the transfer of patent right if the pledgor fails to provide materials to prove the pledgee's consent to transfer. In addition, if the pledge agrees to transfer the patent right, the transfer fee shall be paid to the pledgee to settle debt ahead of time or be set aside as drawings.

### • License

During the term of a patent right pledge, unless it is otherwise agreed by the pledgee, the pledgor is not allowed to license the patent. SIPO will not handle formalities for the filing of patent license contract if the pledgor fails to provide materials to prove the pledgee's consent to the licensing. In addition, if the pledge agrees to licensing the patent, the royalty fee shall be paid to the pledgee to

settle debt ahead of time or be set aside as drawings. If the pledge of patent right is registered later than a patent licensing filing, it is uncertain whether the pledgor has priority right on the royalty fee.


## OUR COMMENTS

Measures 56 provides a more detailed standard on examination, modification and deregistration of pledge registration, which may enable SIPO to streamline the procedure and promote patent pledge financing in China.

Measures 56 limits the registration documents and shortens the examination period from fifteen (15) working days to seven (7) working days, which streamlines the administrative approval procedure.

Measures 56 requires SIPO to go through the registration procedure after the pledgors submit the documents certifying the pledgee's agreement on abandonment, transfer registration and licensing contract filing of the pledged patent right. It also demands that SIPO actively inform the pledgee of changes to the pledged patent right. The aforesaid provisions may help to safeguard the realization of obligatory rights and protect the rights of the pledgees.

Due to the different treatments among particular regions, enterprises must obtain sufficient knowledge of local policies before pledging their patents.

As a conclusion, we understand that a well designed registration system will surely improve the transparency of patent pledge, and there is no doubt that the patent pledge will become an important financing method for enterprises. Patent pledges have a bright prospect in the near future. 

1, [www.sipo.gov.cn/tz/gz/201102/t20110212\\_575079.html](http://www.sipo.gov.cn/tz/gz/201102/t20110212_575079.html)

2, Data Resource: SIPO

3, Data Resource: SIPO

4, [www.tianjinwe.com/tianjin/tjyw/201102/t20110207\\_3362508.html](http://www.tianjinwe.com/tianjin/tjyw/201102/t20110207_3362508.html)

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.



# IPR Protection in China for the Textile Industry

Part 2



Philippe Healey,  
Project Manager,  
China IPR SME  
Helpdesk

China's textile industry is both an opportunity and threat to foreign businesses. It is a major market for those supplying production technologies and a key supply base for textiles and finished goods. However, foreign technologies and brands that are not adequately protected often fall victim to infringement by Chinese competitors.

This article is a continuation from last month to further address IP issues across subsectors of the textile industry, including textile machinery, yarns and specialty fabrics, finished fabrics and brand apparel and accessories. The areas of IP most relevant to the above sectors are discussed over two parts, with this second part addressing copyrights, transfer of technology and trade secrets. For more information on trademarks and patents, please refer to last month's article.

## Copyrights

Copyrights are granted automatically, but China does allow voluntary registration. A copyright registration will be accepted as evidence of copyright ownership in the event that you wish to enforce your copyright against an infringer. It greatly reduces the preparation of evidence.

Administrative enforcement of copyright is possible through the National Copyright Administration. Local administrative authorities tend to focus on enforcement of pirated software and media products. Where the infringement is not literal (i.e., not an exact copy), it is more suitable to bring cases to the People's Court.

If the copyright is not registered, it is important to keep dated records of the first creation of the work so that the date of creation and ownership of the copyright can be proven.

Operating software and technical manuals to operate and/or maintain machinery are critical components in textile manufacturing technology. Such materials are automatically protected in China as works of copyright. However, it is recommended that companies register the copyright to prove ownership in case of infringement.

In some cases where machinery has been copied by a competitor through reverse engineering and it is not protected by invention, utility or design patents, the only recourse that the original manufacturer may have is to claim copyright infringement of software or operating manuals. This only addresses the copying of the software and manuals but does not protect the design of the machinery itself.



Apparel designs may also be protected as works of copyright. Copyright protection is granted automatically on creation of a work, allowing a design to enjoy double protection through a design patent and copyright.

Having a registered copyright in China is a convenient way to show evidence of ownership. You can also record a series of works under one copyright application, for example, all the same designs in one season.

It should be noted, however, that copyright can be more complicated to enforce than design patent. Therefore, the fact that no registration process is required to enjoy copyright protection should be balanced against a greater cost of actually enforcing the right if infringed, compared to a design patent.

Apart from the protection of their designs, apparel companies can also use copyright to protect their catalogues, brochures and websites.

**Transfer of technology**

When manufacturing in China, either directly or through a third party (supplier, joint-venture partner), companies will often import their technology from Europe and appoint agents or distributors who assemble, install and service the equipment.

In order to avoid loss of important assets or even loss of markets, know-how transfers and technology transfers should be accompanied by contracts with licensees, suppliers, employees, sub-contractors, etc., covering the scope of each party's rights and obligations, as well as the geographic restraints, time scopes, confidentiality and non-competition issues. Note that technology transfer contracts are subject to rules to prevent restrictive and uncompetitive practices. Companies licensing technologies to Chinese entities in the form of technical solutions or services should comply with China's technology transfer regulations.

**Trade secrets**

In some cases, products or processes are protected as trade secrets instead of patents. Some companies may even prefer to protect their product or their processes as trade secrets (or a combination of patents and trade secrets). Trade secret protection is particularly common for processes, making it difficult or impossible for a competitor to discover the process through reverse engineering.

China defines a trade secret as valuable information that is not publicly known, and for which the owner has taken steps to keep it secret. The owner of the secret must take his/her own measures to keep the information secret. Trade secrets are only violated when another party has taken information that was explicitly kept confidential.

It is important to note that reverse engineering (i.e., disassembling a machine or product to learn how it is made) is a common practice in China. Only a product or process granted a patent may be protected from reverse engineering. Should a competitor discover the secret information through his/her own reverse engineering efforts, it is not considered an act of infringement.

Trade secrets are often lost by owners failing to isolate the secret information. In many cases, it is the owner's employees who pass the information to others. Companies with trade secrets should therefore pay particular attention to protecting trade secrets within the organisation and ensure that there is a clear process in place. In the event that information is leaked, having records of the measures taken in order to protect the trade secret will provide concrete evidence that the information was intended to be confidential.

**Should a competitor discover secret information through reverse engineering, it is not considered an act of infringement in China.**

In order to preserve a trade secret, the owner should identify exactly what information constitutes the "secret" and take steps to isolate it. Within the organisation, there may be physical barriers such as passwords or contractual barriers such as strict confidentiality clauses in contracts for employees or any licensees who have access to the secret.

It is also essential to require any potential partner in China to sign a non-disclosure agreement (NDA) before revealing any commercial or technical information. Although NDAs are recognised by China's courts, their most valuable function is often to signal to your potential partner that you are serious about protecting your IPR. China's Labour Contract Law allows the restriction of departing employees in key positions from working for a competitor for up to one year, although reasonable remuneration should be provided.

In case of unauthorised disclosure or unauthorised use of information regarded as a trade secret, both administrative action through the Administration of Industry and Commerce (AIC) and judicial enforcement through the



People's Courts are available. However, given the complexity of trade secret infringement cases and the high value of the information, cases are normally handled by the People's Courts. There are also criminal sanctions for trade secret infringement if the monetary value of the theft is particularly high.

**Case study: finished fabrics**


A European company R had developed a type of accessory that greatly improved the appearance of finished apparel. Company R had earned a leading position to the extent that apparel buyers often demanded this product be used in the apparel they sourced. The product was covered by a patent in some countries but protected only by a trademark registration in China. Company R's trademark was used as a hang tag on the finished garment to indicate that their product was used in the garment.

Since the original product was essential for many apparel suppliers in

China, local competitors began to offer a competing product. Company R did not have any legal rights to prevent competitors from copying the product itself, but it was able to take action against accessory suppliers and apparel manufacturers who used the original brand tag on apparel without actually buying company R's product. Company R took administrative action for trademark infringement through the AIC and also publicised the actions in industry press, which appeared to have an effect.

A local competitor, however, registered the Chinese nickname of company R's product as a trademark, allowing the competitor to use company R's name legally. Company R was then forced to pursue cancellation of the trademark through the Chinese Trademark Office procedure, which is a lengthy and uncertain process.

Company R could have further protected its IP by registering not only its official name, but also its translated

Chinese name and any other nicknames that the product was referred to in the China market. The process and cost of registering multiple trademarks are generally more manageable than cancelling, opposing or buying back a trademark. 

**CHINA IPR** 

**SME HELPDESK**

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](http://www.china-iprhelpdesk.eu). For free expert advice on China IPR for your business, e-mail your questions to: [question@china-iprhelpdesk.eu](mailto:question@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.





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# Looking for a Job?

## 5 tips for getting a job at western companies in China

by Sam Ragnarsson

**A**s more western companies venture into China, the job market will grow for local talent who are interested in working for westerners. Understanding what western management is looking for in new candidates and it expects will catapult you to the front of the line.

For the past 6 months my company in China, TadoSoft, has been actively recruiting new people to develop iPhone applications for the world market. During that period it has become clear to me that many employment practices differ greatly between the west and the east.

Here are 5 general tips that will help jobseekers to get interviews and hopefully a job at foreign companies in China.

### **Be selective**

**Quality above quantity** is a general rule when it comes to applying for a new job. Sending out your resume to hundreds of companies in a spam-like fashion will return minimal results. It is not uncommon that we receive several applications from the same person in the span of few days. When called, however, they have no recollection of having applied for the job.

Instead, identify what type of company you want to work for and what sort of position you are looking for. Scour through job sites (Zhaopin, 51job, ChinaHR, LinkedIn) and companies' websites for job openings.

Read the advertisements carefully and make sure that you meet at least 75% of the job requirements before applying. Only apply for 1-2 jobs a day, spending time and energy on each application. This brings us to the next point.

### **Be targeted**

Showing your potential employer that you have put specific effort into

the application will make you stand out for sure. Ways to do that is to **write a cover letter** in which you outline why you believe you are a fit for the position and even more importantly why you want to work for this particular company.

Investigate the company by looking at its website and searching the Internet for news or blogs related to it. Demonstrate in the cover letter and later in an interview that you have done this by referring to some of the projects the company is working on.

Finding out the name of your potential manager is a big plus, because then you can address your cover letter directly to him/her. Every little detail like that will help.

It is also worth **tailoring your resume** to fit the position you are currently applying for. For example, if you are applying for a programming job, increase the details on your resume for previous programming positions but reduce or leave out details on non-programming-related jobs.

Finally follow-up to show how targeted your application was. This can be done with a simple reminder email or by calling the company a few days

after sending the resume. This will demonstrate that you are truly interested in the position and that you have picked this company specifically.

#### **Be truthful**

Getting an interview based on a lie will do nothing but waste your and the company's time. Of course being positive about your skills and past is important, but exaggerating to the point of being untruthful is never a good idea.

The most common exaggeration on the resumes we have received is the statement "proficient English". In most cases the person can't understand or speak any English at all. The interesting part is that we might still have hired some of these applicants if they only would have been honest about their skill level.

**If you state knowledge and skills on your resume be sure to be able to back that up either in the interview or in your job.**

When you want to apply for a job that is somewhat above your skill level, there are many ways to make your resume more appealing without having to resort to lying. Simply highlight your strong points that relate to the desired position. If you show enthusiasm and confidence in the interview you just might land it anyway!

#### **Be prepared**

It is always a good rule to be prepared for receiving that initial phone call from a company you have sent your resume to. Make sure to include your mobile phone number on the application and to answer the phone when it rings! The company might be calling a lot of applicants and if they don't reach you on first phone call they might not try again.



Another good way to be prepared is to have some questions written down along with basic facts about the company. **Demonstrating that you remember the job advertisement and the company gives a good first impression.** Following that with some good and targeted questions will establish you as a valid candidate within a short time,

relaxed. Remember that it is often more important how you say things, rather than what you actually say.

### Be loyal

The final point is more on how you will make yourself an attractive option for employers in the future.

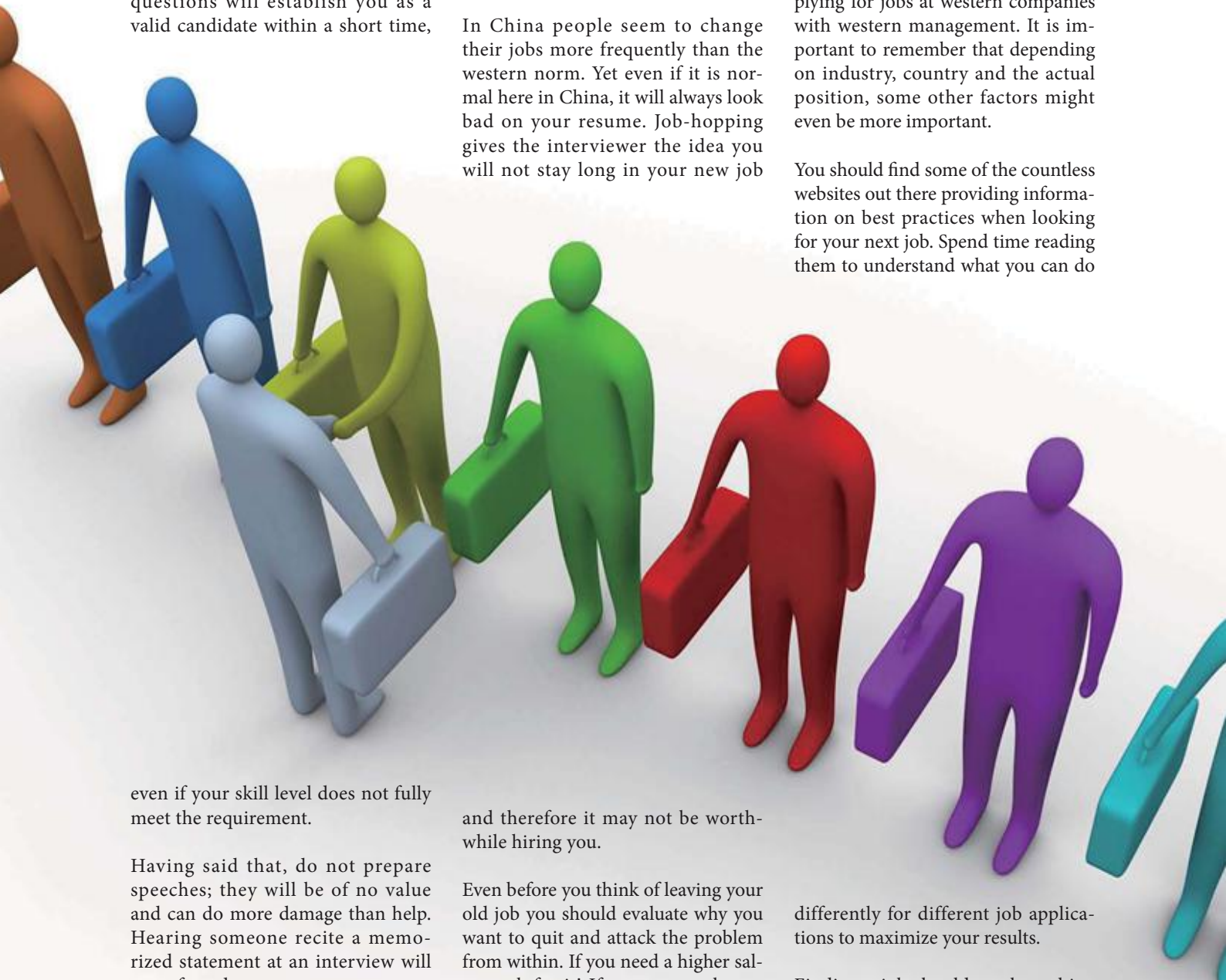
In China people seem to change their jobs more frequently than the western norm. Yet even if it is normal here in China, it will always look bad on your resume. Job-hopping gives the interviewer the idea you will not stay long in your new job

**them off the resume**, because it actually looks better to be unemployed for few months than to have gotten a job and either been fired or left quickly.

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These 5 tips will work well when applying for jobs at western companies with western management. It is important to remember that depending on industry, country and the actual position, some other factors might even be more important.

You should find some of the countless websites out there providing information on best practices when looking for your next job. Spend time reading them to understand what you can do



even if your skill level does not fully meet the requirement.

Having said that, do not prepare speeches; they will be of no value and can do more damage than help. Hearing someone recite a memorized statement at an interview will seem forced.

It is also a good idea to psyche yourself up before interviews (for example by listening to your favourite music) in order to arrive energetic and enthusiastic to an interview while still feeling

and therefore it may not be worthwhile hiring you.

Even before you think of leaving your old job you should evaluate why you want to quit and attack the problem from within. If you need a higher salary, ask for it! If you are not happy with what you are working on, ask to be transferred. You might just be surprised with the result.

If you have some very short-term positions in your past, **consider leaving**

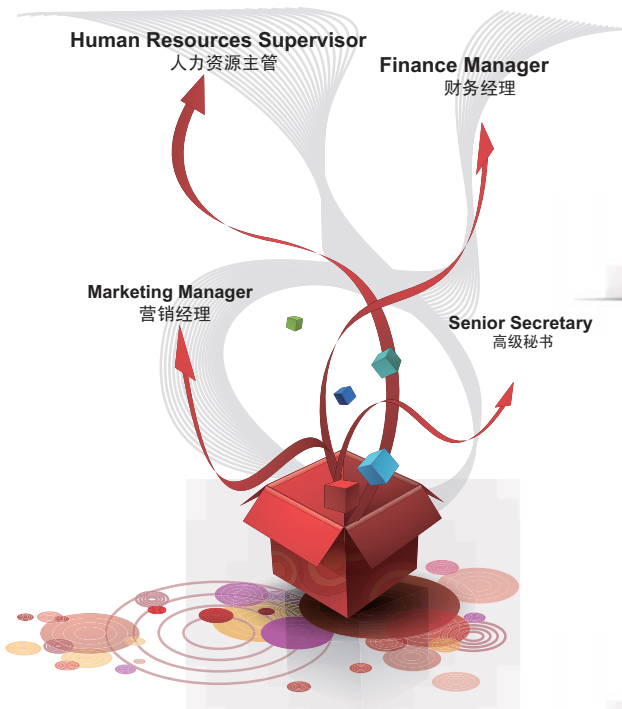
differently for different job applications to maximize your results.

Finding a job should not be a thing left to chance!

**Demonstrate what a promising employee you will be by applying your skills to the job hunt. ☑**

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Marketing Manager  
营销经理

Code: MM110901

#### 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: HRS110902

#### 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: FM110903

#### 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: GA110904

#### 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.

## LEASING AN OFFICE (CONTINUED)

租赁办公室

VOLUME 46

Mr. Cohen and his real estate consultant, Miss Wang, are viewing a place in International Building.

科恩先生 | 和 | 他的 | 房屋经纪人(1) | 王小姐 | 正在 | 看 | 国际大厦  
kē ēn xiānshēng | hé | tā de | fáng wū jīng jì rén | wángxiǎojiě | zhèng zài | kàn | guó jì dà shà

的 | 一个 | 地方(2)。  
de | yí gè | dì fāng .

Wang: This space is around 800sqm, with one dedicated washroom. You can divide it [the space] into many small rooms.

这个 | 地方 | 大概 (3) | 有800平方米 (4) , | 带有 | 一个 | 独立的(5) | 卫生间 (6) 。  
zhègè | dìfāng | dà gài | yǒu800píng fāng mǐ , dài yǒu | yí gè | dúlì de | wèishēng jiān .

你 | 可以 | 把它 | 划分(7) | 为 | 很多 | 小房间 (8) 。  
nǐ | kě yǐ | bǎ tā | huà fēn | wéi | hěnduō | xiǎo fáng jiān .

Cohen: Is this room exposed to the sun all day?

这个 | 房间 | 是 | 全天 | 朝阳(9) | 的 | 吗 ?  
zhègè | fángjiān | shì | quán tiān | cháo yáng | de | ma ?

Wang: Not all day, perhaps only in the afternoon.

不是 | 全天 , | 或许 | 只有 | 下午 (10) 。  
bú shì | quán tiān , huò xǔ | zhǐ yǒu | xià wǔ .

Cohen: Okay. If I decide to rent it, can you supply the electrical wiring?

好。 | 如果 | 我决定 (11) | 租 , | 你 | 能 | 提供 | 电路 | 布线 (12) | 吗 ?  
hǎo . rú guǒ | wǒ jué dìng | zū , nǐ | néng | tí gòng | diàn lù | bù xiàn | ma ?

Wang: We can help you with wiring, but you have to pay another fee. I suggest you ask a decoration company, which is much cheaper, I think.

我们 | 可以 | 帮 | 您 | 布线 , | 不过 | 您 | 需要 | 另付费。 | 我 | 建议 | 您 | 请  
wǒ men | kě yǐ | bāng | nín | bù xiàn , bù guò | nín | xū yào | lìng fù fèi . wǒ | jiàn yì | nín | qǐng

装修 (13) | 公司 | 做 , | 我想 | 他们 | 更 | 便宜。  
zhuāng xiū | gōng sī | zuò , wǒ xiǎng | tā men | gēng | piányí .

Cohen: Thanks. I think now it's better to read the contract first, then decide who will take the wiring work.

谢谢。 | 我 | 想 | 现在 | 应该 | 先 | 看看 | 合同 (14) , | 再 | 决定 | 谁来做  
xièxie . wǒ | xiǎng | xiàn zài | yīng gāi | xiān | kàn kàn | hé tóng , zài | jué dìng | shuí lái zuò

布线工作。

bù xiàn gōng zuò

Wang: Of course. Here you are, please read it.

当然(15)。 | 给您(16) , | 请看一下。  
dāng rán . | gěi nín , | qǐng kàn yí xià .

Cohen: How long is the minimum lease term?

最短 (17) | 的 | 租期(18) | 是 | 多久 ?  
zuì duǎn | de | zū qī | shì | duō jiǔ ?

# Business Chinese Lesson

Wang: It's 10 years.

是 | 十年(19)。  
shì | shínián.

Cohen: Can I get any discounts?

我 | 能 | 有 | 一些 | 折扣(20) | 吗?  
wǒ | néng | yǒu | yīxiē | zhékòu | ma?

Wang: If you pay a lump sum for three years, I can subtract your one-year property fee, and also give you one free parking space; if we make a deal this week, I can give you an extra parking space.

如果 | 您 | 一次性 | 付 (21) | 三年的 | 租金, | 我 | 可以 | 减去 (22) | 您  
rú guǒ | nín | yí cì xìng | fù | sān nián de | zū jīn, | wǒ | kě yǐ | jiǎn qù | nín

一年 | 的 | 物业费 (23), | 还 | 可以 | 给 | 您 | 一个 | 免费的 | 停车位 (24);  
yī nián | de | wù yè fèi, | hái | kě yǐ | gěi | nín | yí gè | miǎn fèi de | tíng chē wèi,

如果 | 我们 | 在 | 这周 | 成交 (25), | 我可以 | 赠送 | 您 | 一个  
rú guǒ | wǒ men | zài | zhè zhōu | chéng jiāo, | wǒ kě yǐ | zèng sòng | nín | yí gè

额外 (26) | 的 | 停车位。  
é wài | de | tíng chē wèi.

Cohen: It sounds good. I'll consider it, and call you back.

这 | 听上去 | 不错。 | 我考虑(21) | 一下, | 然后 | 打 | 给你。  
Zhè | tīng shàng qù | bù cuò. | wǒ kǎo lǜ | yí xià, | rán hòu | dǎ | gěi nǐ.

Wang: I hope we can cooperate with you successfully.

希望 (21) | 我们 | 可以 | 合作(22) | 成功(23)。  
xī wàng | wǒ men | kě yǐ | hé zuò | chéng gōng.

(1) 房屋经纪人	fáng wū jīng jì rén	real estate consultant	(16) 给您	gěi nín	Here you are
(2) 地方	dì fāng	place	(17) 最短	zuì duǎn	minimum
(3) 大概	dà gài	around, about	(18) 租期	zū qī	lease term
(4) 平方米	píng fāng mǐ	square meter	(19) 十年	shí nián	ten years
(5) 独立的	dú lì de	dedicated	(20) 折扣	zhé kòu	discount
(6) 卫生间	wèi shēng jiān	washroom	(21) 一次性	yí cì xìng	a lump sum
(7) 划分	huà fēn	divide	(22) 减去	jiǎn qù	subtract
(8) 房间	fáng jiān	room	(23) 物业费	wù yè fèi	property fee
(9) 朝阳	cháo yáng	exposed to the sun	(24) 停车位	tíng chē wèi	parking place
(10) 下午	xià wǔ	afternoon	(25) 成交	chéng jiāo	make a deal
(11) 决定	jué dìng	decide	(26) 额外	é wài	extra
(12) 布线	bù xiàn	wiring	(27) 考虑	kǎo lǜ	consider
(13) 装修	zhuāng xiū	decoration	(28) 希望	xī wàng	hope
(14) 合同	hé tóng	contract	(29) 合作	hé zuò	cooperate
(15) 当然	dāng rán	of course	(30) 成功	chéng gōng	successfully

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



# EUCCC TIANJIN 2011 Photo Contest

Following the successful experience of last year's PHOTO CONTEST with more than 300 pictures from almost 20 member companies, we are glad to announce the beginning of the 2011 EUCCC TIANJIN PHOTO CONTEST! Act now and win the big prizes!

## TOPIC THIS YEAR

The European Style of Tianjin

## Organizer

European Union Chamber of Commerce in China Tianjin Chapter

## Participants and Media Support

Member Companies of EUCCC Tianjin Chapter  
Media Sponsor: Business Tianjin

## Dates

1. Photo Submission: Sep.1st – Nov.15th, 2011
2. On-line Vote: Sep.1st – Nov.15th, 2011
3. Judges Assessment: Nov.15th – Nov.30th, 2011
4. Winners and Awards Publication: Early Dec.

## Prizes

### Judges award – Based on judges' vote – 6 prizes:

First prize: one 3,000 RMB in gift value  
Second prize: two 2,000 RMB in gift value  
Third prize: three 1,000 RMB in gift value

### Public award – Based on company member employees votes

One prize : 2,000 RMB in gift value

### Best Team Participation – The companies with the greatest number of participants and submissions

One prize : 10,000 RMB in gift value

### Award of Excellence

20 prize: 200 RMB in gift value

All winners are awarded certificates issued by the organizers.

All winning entries will be published on the EUCCC website, co-published media, and at the end of the presentation and exhibition on display at the General Assembly.

For detailed information, please visit [www.eucccontest.com](http://www.eucccontest.com) or call 022-23741122 for assistant.







European Chamber  
中国欧盟商会

# 2011 EUROPEAN FOOD & BEVERAGE CELEBRATION EVENING

18:30 - 24:00, Friday, October 14<sup>th</sup>

Venue: THE ST. REGIS TIANJIN



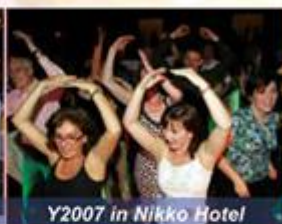
It is the time of the year when we happily announce the much anticipated grand event – 2011 European Food & Beverage Celebration Evening! Same as the previous five years, this year's event will feature typical and tasty food, wine and beer from different European Countries.

Reserve the date on 14 October 2011 and join us for this big annual party with more than 300 distinguished guests and great chances to win various lucky draw prizes!

Come dressed in your favourite clothes and get spotted walking away with irresistible prizes for the "Best Dressed Competition"!



Y2006 in Sheraton Hotel



Y2007 in Nikko Hotel



Y2008 in Nikko Hotel



Y2009 in Radisson Hotel



Y2010 in Raffles Hotel

**Rmb350 for individual ticket, Rmb3000 for whole table (10 tickets)!**

Seats will run out fast, so please call 022-2374 1122  
or email [tianjin@euccc.com.cn](mailto:tianjin@euccc.com.cn) to book your tickets now!

## Major Sponsors



## Media Sponsor





# Chamber Report



天津韩国商会

The Korea Chamber of Commerce & Industry in Tianjin, China

Address: 1F, Fenglin Hotel, No. 6 Binshui West Road, Nankai District, Tianjin  
Tel: +86 22 2395 7991~3, +86 22 2395 7991 (24-hour Hotline) Fax: +86 22 2395 7990  
Http: www.tjkorcham.net E-mail: hanshanghui@hanmail.net

## 2011 Korean Chamber Sharing Love bazaar

Time: September 23-24 09:00~18:00

Address: F1 banqueting hall, FengLin hotel.  
Organizer: Tianjin Korean Chamber  
Backup: Food Association, foreign students association  
Enterprises Sign-up office: Tianjin Korean Chamber of-  
fice.  
Tel: 2395-6600  
Activity organizing chairman: Jin Mingshun (Vice-pres-  
ident of female department of Korean association and  
Korean Chamber)

## 2011한국인회(상)회 사랑나눔 바자회

일 시 : 2011년 09월 23일(금), 24일(토) 2일간  
09:00~18:00

장 소 : 풍림호텔 1층 연회청, 야외

주 관 : 천진한국인(상)회

후 원 : 요식업협회, 유학생연합회

참가업체 접수처 : 천진한국인회(상)회 사무국

☎ 2395-6600



# AmCham-China Tianjin Chapter

## Event Review

### Lean Labor Strategies: the New Survival Guide for Manufacturers Facing Global Competition Hosted by the AmCham-China, Tianjin Chapter Manufacturing Forum

3:00-5:00 PM, Monday, August 8 – Sheraton Hotel Tianjin



On August 8, in conjunction with Kronos China, AmCham-China, Tianjin Chapter hosted an informative seminar focused on Lean Labor Strategies at Sheraton Hotel Tianjin. The speaker, **Mr. Gregg Gordon**, Senior Director of Manufacturing Industry Marketing at Kronos and the author of "Lean Labor", presented topical case studies that show how manufacturers have successfully applied Lean principles to workforce management and standardized those practices using technology. Nearly 50 members and friends from Tianjin and Beijing attended the seminar and found it very informative and helpful.

## Upcoming Event

### AmCham-China, Tianjin Chapter 2011 Fall Classic Golf Tournament

10:00 AM – 8:30 PM, Saturday, September 24 – Tianjin Binhai Lake Golf Club

This year, our host golf course will be Binhai Lake Golf Club, located about 20 kilometers east of Tianjin's CBD. The Tianjin Binhai Lake Golf Club includes an 18-hole championship course designed by one of the world's foremost golf course designers, **Pete Dye**. Dye has designed dozens of courses on five continents, including the TPC at Sawgrass Stadium Course (home and headquarters of the US PGA), Whistling Straits (ranked #3 on Golf Digest's 2009 list of Top 100 courses and host of the 2010 PGA Championship), and the Pete Dye Course at Mission Hills in Shenzhen.

In addition to an excellent day of golf, the event will also feature all-day free flow drinks, a buffet dinner and lucky draw prizes. Awards will be given for the top three teams, longest drive, most accurate longest drive, nearest to pin and best putter. Don't miss your chance to take home your trophy and bragging rights.

#### Tickets

• Individual - 850 CNY\*

\* Includes greens fee, facilities and caddies, return transportation, registration pack, lunch on the course, awards banquet and lucky draw.

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](http://www.amchamchina.org)



**BenCham – the Benelux Chamber of Commerce in China – strengthens the business, government and community ties between Belgium, The Netherlands, Luxembourg and China. With offices in Beijing, Shanghai and one newly established in the Pearl River Delta, we provide a wide range of services to ensure our members' success in China.**

## EXCLUSIVE TOUR: VAN GOGH EXHIBITION

2 September 2011

BenCham is organising an exclusive BenCham Member Only Event on the occasion of the exhibition of Van Gogh and his contemporaries (Isaac Israels, Jan Toorop, George Hendrik Breitner, et. al.) at the Capital Museum in Beijing. This is a unique opportunity for you to invite your business relations to have a private tour led by Mr. Taco Dibbits, the Director of Collections of the Rijksmuseum in the Netherlands. After the tour we will take you to dine in the exclusive Temple Restaurant, located in a 600-year-old temple. Temple Restaurant will open its doors especially for this BenCham event.



## UPCOMING EVENTS

07 September 2011: Relying on Chinese Intellectual Property  
 14 September 2011: Managing Fraud Risks in China Business Operations  
 20 September 2011: Expanding your Business in China  
 To keep updated on upcoming and past events, please email us at [office-bj@bencham.org](mailto:office-bj@bencham.org) or visit our website [www.bencham.org](http://www.bencham.org)

## 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](http://www.linkedin.com/groupRegistration?gid=105429).

## YEARLY SPONSORS



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.

## UPCOMING EVENT

06 September 2011

### Breakfast meeting: New Regulations on Social Insurance for Expatriate Employees in China, Beijing

Consultation sessions\* of 20 minutes each, were available to European SMEs with questions on how to protect their intellectual property when working in China.

Particularly, this event provided participants with:

- Advice on how to manage IP in China (protection, registration and enforcement) without necessarily incurring expensive legal fees;
- Customized, practical and business-focused advice;
- A chance to get advice from Beijing's top intellectual property law firms;
- 100% free and confidential consulting.

\*Consultations should be booked in advance. If interested, please e-mail [rsvp-china@china-iphelpdesk.eu](mailto:rsvp-china@china-iphelpdesk.eu) specifying your name, company name and preferred language.

07 September 2011

### Seminar: Relying on Chinese Intellectual Property: How Foreign Companies can learn from China's Past, Present and Future with Intellectual Property, Beijing

The Chinese Government fully recognizes the importance of a strong IP regime for its future economic independence. Therefore, it recently committed over 600 billion USD over the next 5 years to Strategic Emerging Industries and the further development of China's thriving IP system.

This seminar will provide attendees with a review of China's IP past and present with a view to China's future for IP, and how foreign companies can chart their commercial strategy for China and internationally.

Beijing  
 Unit 1612, Zhongyu Plaza  
 A6, Gongti North Road  
 Chaoyang District, 100027, Beijing, China  
 Tel: 0086 10 8591 0545  
 Fax: 0086 10 8591 0546  
[info@cameraitacina.com](mailto:info@cameraitacina.com)

Shanghai  
 Room 1604, Xin Cheng Mansion  
 No.167 Jiang Ning Road  
 200041 Shanghai, China  
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 Fax: 0086 21 5407 5182  
[infoshanghai@cameraitacina.com](mailto: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](mailto:infoguangdong@cameraitacina.com)

# Calendar

## SEPTEMBER 2011

MON	TUE	WED	THU
<b>Special Days</b> September 12 Mid-Autumn Day September 21 World Cease-fire Day September 23 Autumn Equinox (qiū fēn) September 27 World Tourism Day			<b>1</b> <b>China Incentive Business Travel &amp; Meeting Exhibition</b> China National Convention Center
<b>5</b> <b>Piano Recital by Ivo Janssen, The Netherlands</b> Beijing Zhongshan Music Hall 19:30 ¥ 30/60/90/120/180/380 CNY +86 10 6440 0303		<b>7</b> <b>Oktoberfest</b> Crowne Plaza Tianjin Binhai +86 22 5867 8888 ext. 2668 <b>7 - 10 SEP</b>	
<b>12</b> <b>Beijing ninegate jazz music festival</b> Beijing Chaoyang Park 10:00 - 11:00 ¥ 50/80/120/180/200/280/300/440 CNY +86 10 6440 0303 <b>12 - 13 SEP</b>		<b>14</b> <b>China International Optics Fair - Beijing</b> Beijing China International Exhibition Center (CIEC) <b>14 - 16 SEP</b>	<b>15</b> <b>1st China International Helicopter Exposition</b> Binhai International Convention and Exhibition Centre <b>15 - 18 SEP</b>
		<b>21</b> <b>IG CHINA (Industrial Gas Industry)</b> Beijing National Agricultural Exhibition Center +86 10 8586 8930 ig.china@ait-events.com <b>21 - 23 SEP</b>	
<b>26</b> <b>Expo Comm China</b> Beijing China International Exhibition Center <b>26 - 30 SEP</b>	<b>27</b>	<b>28</b>	<b>29</b>

## OCTOBER 2011

一	二	三	四	五	六	日	
MON	TUE	WED	THU	FRI	SAT	SUN	
31					1	2	<b>21</b>
3	4	5	6	7	8	9	<b>International Day</b> Tianjin International School No.1, Meiyuan Lu, Huayuan Industrial Area, Nankai District +86 22 8371 0900 ext.305
10	11	12	13	14	15	16	<b>25</b>
17	18	19	20	21	22	23	<b>China (Beijing) International Glass Industry New Tech Expo</b> China International Exhibition Center +86 10 6863 9549 <b>25 - 27 OCT</b>
24	25	26	27	28	29	30	

## TIANJIN & BEIJING EVENTS

FRI	SAT	SUN
<p><b>2</b></p> <p><b>China Tourism Industry Festival</b>                      📍 Tianjin Meijiag Convention Center                      ☎ +86 10 8586 6611 ext. 6015                      2 - 4 SEP</p>	<p><b>3</b></p> <p><b>Warner International Group 13th Anniversary Bash &amp; The 4th Warner Garden Mid-Summer Night</b>                      📍 Tianjin Warner Golf Club                      ☉ 10:00-22:00</p>	<p><b>4</b></p> <p><b>18th Beijing International Book Fair</b>                      📍 China International Exhibition Centre                      31 Aug - 4 SEP</p>
<p><b>9</b></p> <p><b>Brasserie Flo Tianjin Grand Opening</b>                      📍 No. 37, Guangfu Dao, Italian Style Town                      ☎ +86 22 2662 6688</p>	<p><b>10</b></p> <p><b>Vilin Cello and Piano Triple Concert</b>                      📍 Western Shore Art Gallery                      ☉ 20:00</p>	<p><b>11</b></p> <p><b>Mid-Autumn Festival Concert</b>                      📍 Tianjin Concert Hall                      ☉ 20:00                      ¥ 30/60/90/120/180/280 CNY</p>
<p><b>16</b></p> <p><b>Scipmylo, an outdoor vent for elementary and middle school students</b>                      📍 Tianjin International School                      No.1, Meiyuan Lu, Huayuan Industrial Area, Nankai District                      ☎ +86 22 8371 0900 ext.305</p>	<p><b>17</b></p> <p><b>Jazz Classics Concert</b>                      📍 Western Shore Art Gallery                      ☉ 20:00</p> <p><b>Flute and octet concert</b>                      📍 Tianjin Concert Hall                      ¥ 30/60/90/120/180/280 CNY</p>	<p><b>18</b></p> <p><b>American Wine and Food Festival</b>                      📍 Tianjin Italian Style Town</p>
<p><b>23</b></p> <p><b>National Music Appreciation Concert</b>                      📍 Western Shore Art Gallery                      ☉ 20:00</p>	<p><b>24</b></p> <p><b>French Art Music Special Performance</b>                      📍 Western Shore Art Gallery                      ☉ 20:00</p>	
<p><b>30</b></p> <p><b>High School Band Fall Concert</b>                      📍 Tianjin International School                      No. 1, Meiyuan Lu, Huayuan Industrial Area, Nankai District                      ☎ +86 22 8371 0900 ext.305</p>		

## TIANJIN & BEIJING EVENTS

<p><b>26</b></p> <p><b>SAMPE China 2011 in Tianjin (SAMPE:the Society for the Advancement of Material and Process Engineering )</b>                      📍 Tianjin Binhai International Convention &amp; Exhibition Center,5th Avenue,TEDA,Tianjin                      ☎ +86 10 6609 5269 / 6609 5091                      26 - 28 OCT</p>		<p><b>28</b></p> <p><b>China Coal &amp; Mining Expo 2011</b>                      📍 China (Beijing) National Agriculture Exhibition Center                      ☎ +86 10 8451 0267/0263/0286                      28 - 31 OCT</p>
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# Selected DOMESTIC FLIGHTS

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

## From Tianjin

DEST	DEP	ARR	Flight No	Days
Changchun	10:55	12:35	GS6571	1234567
Changsha	09:10	11:25	CA1467	1234567
Chengdu	13:00	15:30	8L9976	1234567
Chifeng	14:10	15:15	MU2135	1.3.5.7
Chongqing	11:55	14:25	PN6238	1234567
Dalian	11:10	12:00	GS7579	1234567
Fuzhou	07:55	11:55	MF8138	1234567
Guangzhou	13:50	17:00	HU7201	1234567
Guiyang	08:10	12:30	GS7465	1234567
Haikou	09:10	14:05	GS7561	1234567
Hangzhou	13:15	15:00	MF8377	1234567
Harbin	16:00	17:55	CZ3125	1...5..
Hefei	15:20	16:50	GS7463	1.3.5.7
Huhhot	14:00	15:15	GS7468	1234567
Kunming	15:40	18:55	CA1401	1234567
Nanjing	15:00	16:35	FM9291	1234567
Nanning	13:15	18:15	MF8377	1234567
Ningbo	13:10	15:10	GS6603	1234567
Qingdao	08:35	09:35	GS7575	1234567
Sanya	15:00	18:50	CA1389	1234.67
	09:00	10:45	FM9134	1234567
	08:00	09:55	CA1533	123456.
Shanghai	11:55	13:50	MU5150	1234567
	15:25	17:15	GS7207	1234567
	18:00	20:05	MU2084	1234567
Shenyang	11:30	12:45	3U8861	.2.4.6.
	16:35	19:40	ZH9936	1234567
Shenzhen	12:45	15:40	CA3654	.23.5.7
	16:35	19:40	ZH9936	1234567
Taiyuan	11:05	12:30	GS6601	1234567
Urumqi	16:00	21:50	CZ6928	1..4.6.
Wuhan	08:00	09:45	GS6695	1234567
Xiamen	14:30	17:05	MF855	1234567
Xi'an	08:10	09:55	GS7465	1234567
Yantai	08:20	09:20	GS7421	1234567
Yinchuan	09:20	11:05	CZ6457	.2345.7
Yuncheng	09:00	10:25	GS6677	1234567
Zhengzhou	12:10	13:30	HU6609	1234567

## To Tianjin

ORIGIN	DEP	ARR	Flights No	Days
Changchun	13:15	15:05	GS6572	1234567
Changsha	18:20	20:15	CA1468	1.34.67
Chengdu	09:40	12:10	8L9975	1234567
Chifeng	15:55	17:05	MU2136	1.3.5.7
Chongqing	08:55	11:15	PN6237	1234567
Dalian	20:10	21:05	GS7580	1234567
Fuzhou	08:30	12:25	MF8137	1234567
Guangzhou	08:05	11:00	CZ3133	1234567
Guiyang	13:10	17:25	GS7466	1234567
Haikou	14:55	19:25	GS7562	1234567
Hangzhou	21:55	23:55	MF8378	1234567
Harbin	18:45	20:45	CZ3126	1...5..
Hefei	20:10	21:40	GS7464	1.3.5.7
Huhhot	09:00	10:10	GS7467	1234567
Kunming	07:40	12:10	8L9975	1234567
Nanjing	22:55	00:45(+1)	FM9292	1234567
Nanning	19:05	23:55	MF8378	1234567
Ningbo	16:00	18:05	GS6604	1234567
Qingdao	10:40	11:40	GS7576	1234567
Sanya	19:50	23:20	CA1390	1234567
	12:10	14:10	FM9133	123456.
	20:40	22:40	CA1528	1234567
Shanghai	09:10	11:05	MU5149	1234567
	10:55	12:50	GS7206	1234567
	11:10	13:20	MU2083	1234567
Shenyang	13:35	14:55	3U8862	.2.4.6.
	12:25	15:40	ZH9935	1234567
Shenzhen	08:45	11:50	CA3653	.23.5.7
	18:35	21:45	MF8380	1234567
Taiyuan	15:55	17:00	GS6602	1234567
Urumqi	09:20	15:05	CZ6927	1..4.6.
Wuhan	20:10	22:00	GS6696	1234567
Xiamen	13:45	16:15	MF856	1234567
Xi'an	15:50	17:25	GS7466	1234567
Yantai	19:20	20:20	GS7422	1234567
Yinchuan	11:55	13:25	CZ6458	.2345.7
Yuncheng	15:20	16:40	GS6678	1234567
Zhengzhou	19:20	21:00	HU6463	1234567

### Airline Code

<b>3U</b> Sichuan Airlines	<b>FM</b> Shanghai Airlines	<b>MF</b> Xiamen Airlines	<b>VD</b> Kunpeng Airlines
<b>8L</b> Lucky Air	<b>GS</b> Grand China	<b>MU</b> China Eastern Airlines	<b>ZH</b> Shenzhen Airlines
<b>BK</b> Okay Airways	<b>HO</b> Juneyao Airlines	<b>NS</b> Northeast Airlines	
<b>CA</b> Air China	<b>HU</b> Hainan Airlines	<b>PN</b> West Air	
<b>CZ</b> China Southern Airlines	<b>JD</b> Deer Air	<b>SC</b> Shangdong Airlines	



# Selected INTERNATIONAL FLIGHTS

for more, contact [editor@businessianjin.com](mailto:editor@businessianjin.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	1234567
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	08:00	14:35	KA1101	1234567
Madrid	00:05	06:35	CA907	.234.67
New York	13:00	14:20(+1)	CA981	1234567
Osaka	08:40	12:40	CA927	1234567
Paris	13:35	18:40	CA933	1234567
San Francisco	16:00	12:40(+1)	CA985	1234567
	13:50	16:50	KE856	1.3.5.7
Seoul*	21:15	00:10(+1)	KE854	12345..
	11:50	14:55	KE2852	.23456.
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	15:50	11:50	CA901	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	1234567
Dubai	04:10	15:10	EK306	1234567
Frankfurt	17:20	08:30(+1)	LH720	1234567
Hanoi	10:10	14:45	VN900	1234567
Helsinki	18:05	06:55(+1)	AY051	1234567
Hong Kong	17:00	20:20	CX312	1234567
Istanbul	23:45	14:00(+1)	TK021	1234567
Kuala Lumpur	00:20	06:35	MH370	123.6.
London	16:45	09:30(+1)	BA039	1234567
Los Angeles	01:35	15:15	CX881	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
	08:10	09:10	KE5803	1.3.5.7
Seoul*	09:30	10:35	KE2851	1234567
	19:00	20:05	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

DEST	DEP	ARR	Flight No	Days
Hong Kong	08:35	11:50	CA103	1234567
Seoul*	11:10	14:00	KE806	1234567
	15:20	18:05	KE864	.234567
Nagoya	14:00	17:45	JL840	1234567
Kuala Lumpur	11:55	21:10	CZ3134/CZ365	1234567

## To Tianjin

ORIGIN	DEP	ARR	Flight No	Days
Hong Kong	12:50	16:05	KA104	1234567
Seoul*	09:20	10:10	KE805	1234567
	13:20	14:10	KE863	.234567
Nagoya	10:30	12:40	JL841	1234567
Kuala Lumpur	09:40	19:05	CZ366/CA3135	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

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

## Transportation

### Beijing-Shanghai High-Speed Railway

Origin	Departure Time	Destination	Duration	Price	
				First Class	Second Class
Tianjin	Tianjin South Station	Shanghai Hongqiao			
G101	07:00	12:23	5.24	935	555
D11	08:00	12:55	4.55	935	555
D1	09:00	13:48	4.48	935	555
G13	10:00	14:55	4.55	935	555
G117	10:10	15:34	5.24	935	555
G35	11:05	16:27	5.22	935	555
G129	12:03	17:33	5.30	935	555
G137	13:06	18:35	5.30	935	555
G3	14:00	18:48	4.48	935	555
G17	15:00	19:55	4.55	935	555
G19	16:00	20:55	4.55	935	555
G21	17:00	21:55	4.55	935	555
G163	17:39	23:01	5.22	935	555

### TRAINS

#### BJ-TJ-TEDA (¥14)

Train	Departs	Arrives
4493	13:10	16:08

#### TEDA-TJ-BJ (¥14)

Train	Departs	Arrives
4494	08:05	11:21

### LIGHT RAIL (¥6)

#### Stops:



### TIANJIN-BEIJING AIRPORT Shuttle Bus

¥70 one way

#### Tianjin - Beijing Airport Terminals 2/3

04:00-18:00, runs every 45 minutes  
Tian Huan Distance Bus Passenger Station  
The junction of Hongqi Lu and Anshan Xi Dao  
Tel: +86 1686 8999

#### Beijing Airport Terminals 2/3 - Tianjin

07:00, 08:00, 09:00 then every 30 minutes until 23:00  
Exit on the 1st floor at Gate 11/Terminal 2 and Gate3/Terminal 3  
Tel: +86 10 6455 8718

### TEDA-BEIJING AIRPORT SHUTTLE BUS

¥80 one way

#### TEDA - Beijing Airport Terminals 2/3

06:30-19:30, runs every hour  
1st Avenue, TEDA  
Tel: +86 22 6620 5188

#### Beijing Airport Terminals 2/3 - TEDA

10:00-22:00, runs every hour  
Exit on the 1st floor at Gate 11/Terminal 2 and Gate3/Terminal 3  
Tel: +86 10 6455 8718

### No. 1 Metro Stops: METRO Tianjin

#### Metro line 1

Metro line 1 is from Liu Yuan station to Shuang Lin station. It crosses Beichen, Hongqiao, Nankai, Heping, and Jinnan districts  
¥2-5, depending on distance travelled  
06:00-22:00, runs every 10 minutes, 5 minutes during peak hours  
Tel: +86 22 6028 6777

★ Foreigners must have a passport to use the train service.

### BULLET (C) TRAIN

#### TJ ~ BJ (¥55 - ¥66)

Train	Tianjin	Beijing
C2002	06:52	06:58
C2008	07:00	07:33
C2014	07:35	08:08
C2018	08:10	08:43
C2022	08:35	09:08
D234	08:58	09:41
C2032	09:20	09:50
C2274	09:50	10:23
C2038	10:00	10:33
C2044	10:35	11:08
C2046	11:00	11:33
C2050	11:35	12:08
C2054	12:00	12:33
C2062	12:35	13:08
C2066	13:10	13:43
C2070	13:40	14:10
C2076	14:05	14:38
C2078	14:35	15:08
C2086	15:00	15:33
C2224	15:35	16:13
C2096	16:00	16:33
C2226	16:30	17:08
C2102	16:45	17:18
C2228	16:50	17:28
C2230	17:05	17:43
C2106	17:30	18:03
C2284	17:35	18:08
C2110	17:50	18:20
G140	17:56	18:30
C2232	18:00	18:38
C2116	18:30	19:03
C2120	18:45	19:15
C2122	18:50	19:23
C2124	19:10	19:43
C2126	19:25	19:58
C2236	19:30	20:05
C2128	19:45	20:18
C2288	19:50	20:23
C2238	20:00	20:38
C2130	20:15	20:48
C2290	20:25	20:58
C2240	20:40	21:18
G156	20:55	21:29
C2136	21:00	21:33
C2138	21:10	21:43
C2142	21:25	21:58
D302	21:43	22:20
C2148	22:10	22:30
D60	22:00	22:36
C2150	22:05	22:35
C2156	22:10	22:43
C2160	22:45	23:18

#### TG ~ BJ (¥66-¥80)

Train	Tanggu	Beijing
C2272	08:33	09:28
C2274	09:24	10:23
C2276	11:29	12:23
C2280	13:44	14:43
C2284	17:09	19:08
C2286	18:18	19:13
C2288	19:24	20:23
C2290	19:59	20:58

#### BJ ~ TJ (¥55 - ¥66)

Train	Beijing	Tianjin
C2001	06:30	07:03
C2003	06:40	07:13
C2007	07:05	07:38
C2203	07:30	08:08
C2013	07:50	08:20
C2273	08:00	08:33
C2205	08:15	08:53
C2019	08:30	09:00
C2023	08:45	09:18
C2209	09:00	09:38
G33	09:33	10:07
C2035	09:50	10:23
C2039	10:10	10:43
C2211	10:30	11:08
C2043	10:45	11:18
C2047	11:00	11:33
C2049	11:30	12:03
C2053	11:40	12:13
C2215	11:50	12:28
G129	12:03	12:43
C2279	12:30	13:03
C2217	13:05	13:43
C2069	13:30	14:03
C2075	14:00	14:33
D59	14:29	15:16
C2219	14:35	15:13
C2087	14:55	15:28
C2221	15:05	15:43
C2089	15:35	16:08
C2283	15:50	16:23
C2225	16:00	16:38
C2097	16:30	17:03
C2103	17:00	17:30
C2105	17:25	17:58
C2287	17:50	18:23
C2111	18:10	18:43
C2231	18:25	19:03
C2233	18:40	19:15
C2115	19:05	19:38
C2119	19:20	19:53
C2121	19:35	20:08
D233	20:00	20:53
D235	20:20	21:02
C2133	20:35	21:08
C2239	21:00	21:38
C2139	21:10	21:40
C2141	21:20	21:53
C2145	21:35	22:08
C2151	22:05	22:38
C2155	22:30	23:03
C2159	23:00	23:33

#### BJ ~ TG (¥66-¥80)

Train	Beijing	Tanggu
C2275	10:25	11:16
C2285	16:50	17:46
C2271	07:15	08:14
C2273	08:00	08:59
C2279	12:30	13:29
C2283	15:50	16:49
C2287	17:50	18:49
C2289	18:45	19:44

#### Wuqing ~ BJ

Train	Wuqing	Beijing
C2202	06:53	07:16
C2236	19:42	20:05
C2204	07:33	07:58
C2206	08:08	08:33
C2208	08:38	09:03
C2210	09:38	10:03
C2212	10:23	10:48
C2216	11:38	12:03
C2218	13:03	13:28
C2222	14:38	15:03
C2224	15:48	16:13
C2226	16:43	17:08
C2228	17:03	17:28
C2230	17:18	17:43
C2232	18:13	18:38
C2238	20:13	20:38
C2240	20:53	21:18

#### BJ ~ Wuqing

Train	Beijing	Wuqing
C2201	06:45	07:07
C2203	07:30	07:52
C2205	08:15	08:37
C2209	09:00	09:22
C2211	10:30	10:52
C2215	11:50	12:12
C2217	13:05	13:27
C2219	14:35	14:57
C2221	15:05	15:27
C2225	16:00	16:22
C2227	17:15	17:35
C2231	18:25	18:47
C2239	21:00	21:22





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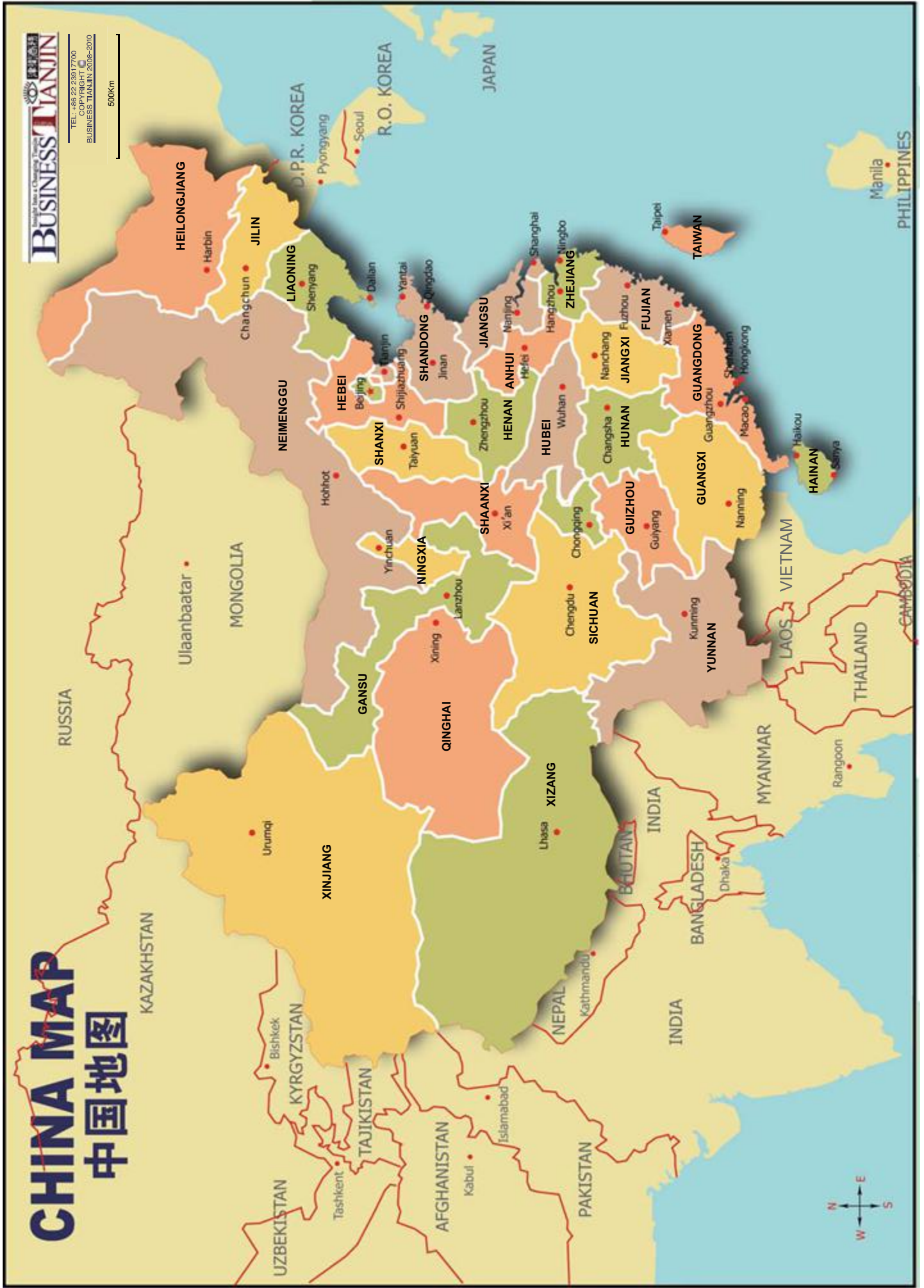
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# CHINA MAP 中国地图

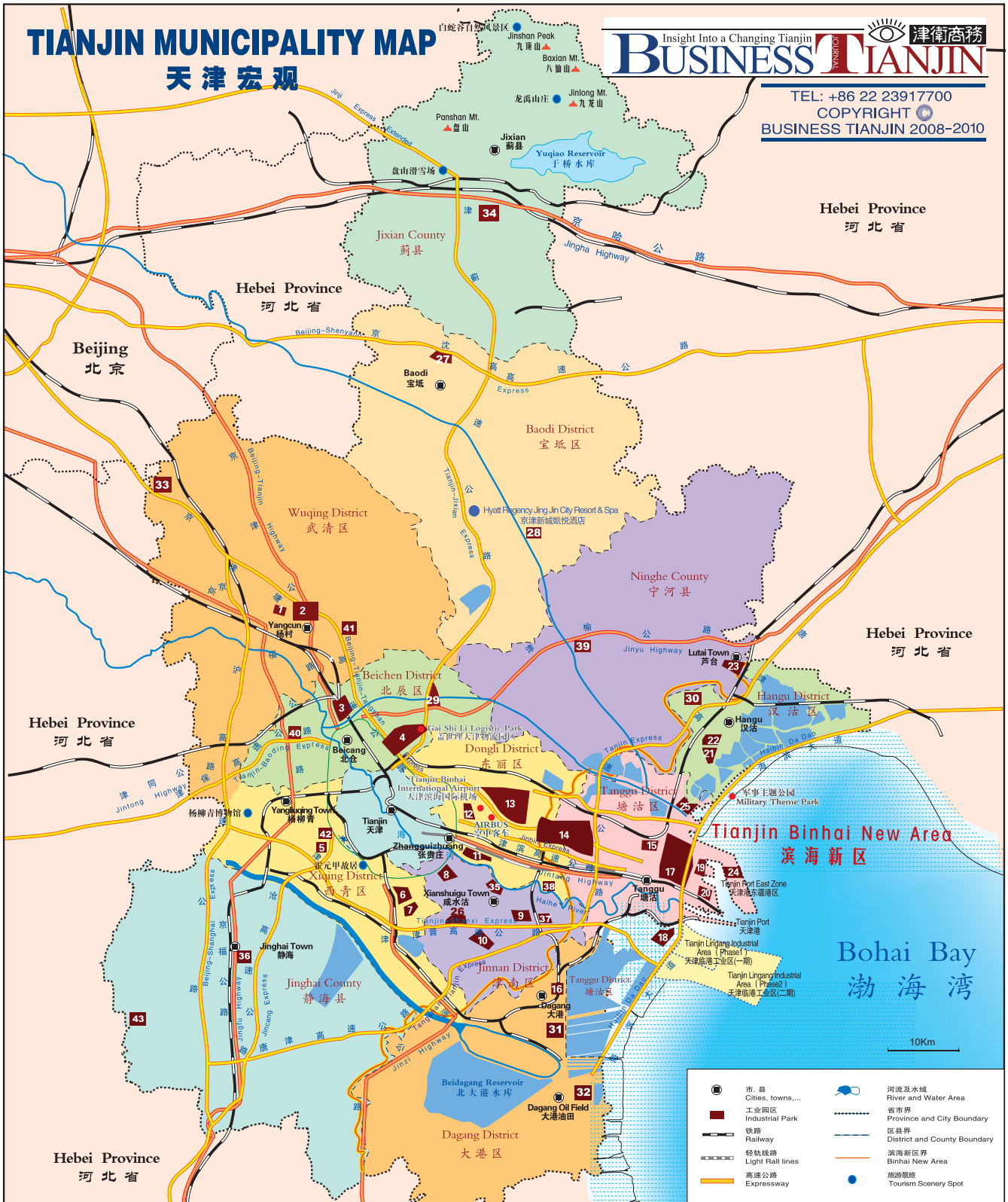

  
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500km



# Tianjin Industrial Parks & Economic Development Areas



Insight Into a Changing Tianjin

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## List of Tianjin Industrial Parks & Economic Development Areas

- |   |   |  |   |
|---|---|--|---|
| 1 TEDA Yat-Sen Scientific-Industrial Park<br>TEDA 逸仙科学工业园                                   | 10 TEDA (Jinnan) Microelectronic Industrial Park<br>TEDA 微电子(津南)工业区 | 19 Tianjin Port Container Logistics Center<br>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<br>武清开发区  | 11 Dongli Economic Development Area<br>东丽经济开发区                      | 20 Tianjin Port Free Trade Zone<br>天津保税区                 | 29 Tianjin Beichen Economic Development Area<br>天津北辰经济开发区             |
| 3 Beichen Hi-Tech Industrial Park (North)<br>北辰科技园(北区)                                      | 12 Tianjin Airport International Logistics Zone<br>天津空港国际物流区        | 21 TEDA Chemical Industrial Park<br>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)<br>北辰科技园(南区)                                      | 13 Tianjin Airport Industrial Park<br>天津空港物流加工区                     | 22 Hangu Chemical Industrial Park<br>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<br>Huayuan Industrial Development Area<br>天津高新技术产业园区华苑产业区 | 14 TEDA West<br>天津经济技术开发区(西区)                                       | 23 Ninghe Economic Development Area<br>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<br>西青开发区  | 15 Dagang Development Area<br>大港开发区                                 | 24 Dongjiang Duty-Free Port Area<br>天津东疆保税港区             | 33 Tianjin Wuqing Dawanggu Economic Development Area<br>天津武清区大王古经济开发区 |
| 7 TEDA (Xiqing) Microelectronic Industrial Park<br>TEDA 微电子(西青)工业区                          | 16 Tanggu National Marine Hi-Tech Development Area<br>塘沽国家海洋新技术开发区  | 25 Sino-Singapore Eco-City<br>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)<br>天津市津南经济开发区(西区)                                 | 17 Tianjin Economic-Technological Develop. Area (TEDA)<br>天津经济技术开发区 | 26 Tianjin Bailaitai Industrial Park<br>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)<br>天津市津南经济开发区(东区)                                 | 18 Tianjin Port Bulk Cargo Logistics Center<br>天津港散货物流中心            | 27 Tianjin Baodi Economic Development Area<br>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<br>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                              |

# Beijing Sailing Center

Inter-Chamber of Commerce Regatta 2011

I dyllic weather, 6 multicultural teams and a crew of professional, enthusiastic sailing instructors all set the stage for a fun-filled, challenging weekend at this year's Inter-Chamber of Commerce Regatta.

The event took place on 21 and 22 August 2011 and it brought together Spanish, Portuguese, Mexican, Singaporean, British, American and Chinese competitors. The diversity of cultures resulted in an enriching environment and a great networking platform for the attendees.

The regatta kicked off with a brief introduction of the weekend plans along with some basic sailing rules, valuable knowledge that could be immediately applied during the intense 3-hour practice that followed.


Once the main tricks to keep the boat afloat were learned, attendees displayed their competitive spirit, some of them discretely and some of them not so much, in anticipation of the whistle that would confirm the start of the race.

The 4 rounds, consisting of 2 laps each, were packed with excitement, confusion, some hysterical screaming and a whole lot of laughter. A well-deserved, convivial BBQ dinner back on shore followed before calling it a day.

The next day was even more exciting, with two more races taking place before defining the winning team, followed by the runner-up and third place.

Over the 2-day nautical experience, participants discovered that sailing is not only refreshing (both literally and figuratively), but that it also requires all team members to unite their efforts towards a common goal, simultaneously pushing themselves beyond their limits. Ultimately, communicating effectively, improving leadership and interpersonal skills and the occasional capsizing are all components of this stimulating activity.

Beijing Sailing Center, located on the coast midway between scenic Beidaihe and Qinhuangdao at the Aquatic Centre of the 1990 Asian Games, is the only sailing school in China that together with a Royal Yachting Association-qualified team tailors a variety of memberships, courses and events for every need, from beginners to experienced sailors, expats and Chinese nationals alike.

When looking for an original weekend away plan, head for the sailing extravaganza. Find more information on [www.beijingsailing.com](http://www.beijingsailing.com) 



## DINING

## TIANJIN

## Chinese

## China Station

2F, Radisson Plaza Hotel Tianjin  
No. 66, Xinkai Lu, Hedong District  
Tel: +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

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

Tel: +86 22 2813 8138

鼎泰丰

河西区宾水道与紫金山路交口18号

## Fortune Restaurant

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

Tel: +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

Hyatt Regency Jing Jin City  
Resort & Spa

No. 8, Zhujiang Da Dao  
Zhouliang Zhuang, Baodi District  
Tel: +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

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

1F, The Astor Hotel Tianjin

No. 33, Tai'er Zhuang Lu

Heping District

Tel: +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

6F, Hotel Nikko Tianjin

No. 189, Nanjing Lu, Heping District

Tel: +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

No. 69, bldg. B, Shang Gu

Tianta Lu, Nankai District

Tel: +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

5F, Hotel Nikko Tianjin, No. 189

Nanjing Lu, Heping District

Tel: +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

1F, Crowne Plaza Tianjin Binhai

No. 55, Zhongxin Da Dao

Airport Industrial Park

Tel: +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

2F, Radisson Plaza Hotel Tianjin

No. 66, Xinkai Lu, Hedong District

Tel: +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

Sheraton Hotel Tianjin

Zi Jin Shan Lu, Hexi District

Tel: +86 22 2731 0909

清太郎日本料理

河西区紫金山路喜来登大酒店

## SôU

49F, Raffles Tianjin, No.219 Nanjing

Road Heping District

Tel: +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 Restuarant &amp; Lounge Bar

No.88, Chengdu Road

Heping District

Tel: +86 22 2332 9988

www.livekudos.org

泰廷泰国餐厅

和平区成都道88号

## YY Beer House

(Behind International Building)

No. 3, Aomen Lu

Heping District

Tel: +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**

urban latin restaurant

## Aulare

Magnetic Plaza, Building A4

2-16, Binshui Xi Dao

Nankai District

Tel: +86 187 2229 0691

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



海河轩中餐厅 (酒店3层) (3F)  
Riverside Chinese Restaurant

## 非一般的牛肉 - 神泽全乳小牛肉

Holiday Inn Tianjin Riverside careful interpretation for you non-beef

## SHINE'S Whole Milk Veal

神泽全乳小牛肉的每一头犊牛都通过专业人员的严格筛选。

大草原优良的生活环境, 体魄健康的小犊牛, 每一头小牛都有独一无二的身份识别代码, 记录着小牛成长过程的每一个环节。

神泽全乳小牛肉的营养价值不同于一般的小牛肉, 更不同于普通的牛肉。

纤细的纹理, 粉嫩的肉质和鲜美的口感, 别致的口味。

完全符合各式菜肴的烹饪, 海河轩总厨陈师傅根据小牛的不同部位, 精心研究出迎合广大顾客口味的多种美味佳肴。

The nutritional value of veal is different from normal beef.

Fine texture, pink flesh and delicious taste and unique taste are suitable for various kinds of cooking.

Our chef Chen will make kinds of delicious food according to different parts of veal.



## 天津海河假日酒店 Holiday Inn Tianjin Riverside

天津市河北区海河东路凤凰商贸广场 ('天津之眼' 摩天轮旁) 电话: +86(22) 2627 8888 传真: +86(22) 2627 6666

Phoenix Shopping Mall, East Haihe Road, Hebei District, Tianjin (Nearby 'Eye of Tianjin') t: +86(22) 2627 8888 f: +86(22) 2627 6666



威尼斯咖啡厅 (酒店2层) (2F)  
Café Venice

海鲜美食节  
Seafood Delights

推广时间: 9月1日 - 9月30日  
Promotion Time: 1<sup>st</sup> September - 30<sup>th</sup> September



9月正是海鲜口感最为肥美的时候, 令人垂涎欲滴的生鲜美味, 食指大动的感官刺激, 在无尽的美食中肆意尽享, 蒸烤煎炸, 应有尽有, 澳洲生蚝, 新鲜扇贝, 鲜肥螃蟹和青口及更多顶级品质海鲜任您选择! 无限挑逗你的味蕾。再加上由烹调经验丰富的厨师从各款的新鲜食材中, 精心挑选了一系列特级海鲜, 配以创新的烹调手法, 将其鲜美发挥得淋漓尽致, 真是海鲜爱好者不容错过的珍馐美味。

During all September, Holiday Inn Tianjin Riverside will offer "Seafood Delights". Many kinds of seafood are in season again such as Oyster, fresh scallops, delicious crab and clams. Our Master Chef hand-picks the seafood by himself to ensure a daily fresh offer of high quality!

Do not miss this chance to indulge yourself with delicious seafood favorites!



# Oktoberfest

**Crowne Plaza Tianjin Binhai**

**天津滨海圣光皇冠假日酒店第二届德国啤酒节**

**7<sup>th</sup>-10<sup>th</sup> September 2011年9月7日至10日**

**RMB 458 NET 458元每位**

Great entertainment from 7-piece world famous German Band "Munchner Musikanten"  
德国慕尼黑七人乐队精彩表演

Interactive fun and games  
现场互动节目、游戏

Bavarian Specialties and Chinese delight buffet  
传统巴伐利亚美食和中式特色自助晚餐

Unlimited Hofbrauhaus Beer and drinks  
无限量畅饮德国皇家啤酒及软饮

Grand Lucky Draw with fabulous prizes  
丰富幸运抽奖



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Tel/电话: 86 22 58678888 Fax/传真: 86 22 58678899

## DINING

**Brasserie Flo Tianjin**

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

**1863 the Dining Room**

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

1F, Radisson Plaza Hotel Tianjin  
No. 66, Xinkai Lu, Hedong District  
Tel: +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**

1F, The Astor Hotel Tianjin  
No. 33, Tai'er Zhuang Lu  
Tel: +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

**Chateau35 Wine Bar & Bistro**

Opposite No. 79, Changde Dao  
Heping District  
Tel: +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**

1F-2F, bldg. 5, Jinwan Plaza  
Jiefang Bei Lu, Heping District  
Tel: +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  
No. 8, Zhujiang Da Dao  
Zhouliang Zhuang, Baodi District  
Tel: +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**

No. 56, 1F, bldg. B, Shang Gu  
Tianta Dao, Nankai District  
Tel: +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**

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

**La Seine**

No. 50, Tianjin Italian Style Town  
Ziyou Dao, Hebei District  
Tel: +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**

2F, Main Building  
Sheraton Hotel Tianjin  
Zi Jin Shan Lu, Hexi District  
Tel: +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

**Prego**

3F, The Westin Tianjin  
No. 101, Nanjing Lu, Heping District  
Tel: +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

**Seasonal Tastes**

1F, The Westin Tianjin, no. 101  
Nanjing Lu, Heping District  
Tel: +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**

7F, Hotel Nikko Tianjin  
No. 189, Nanjing Lu, Heping District  
Tel: +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**

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

**Café Venice**

2F, Holiday Inn Tianjin Riverside  
Phoenix Shopping Mall  
East Haihe Road, Hebei District  
Tel: +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

**Wyndsong Restaurant**

1F, Crowne Plaza Tianjin Binhai  
No. 55, Zhongxin Da Dao  
Airport Industrial Park  
Tel: +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



## Bars

**13 Club**

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

**China Blue**

50F, Raffles Tianjin Hotel, No. 219,  
Nanjing Lu, Heping District  
Tel: +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**

1F, Main Building, Sheraton Hotel Tianjin  
Zi Jin Shan Lu, Hexi District  
Tel: +86 22 2731 3388 ext. 1845  
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**

1F, The Astor Hotel Tianjin  
No. 33, Tai'er Zhuang Lu  
Heping District  
Tel: +86 22 2331 1688 ext. 8919  
海维林  
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**

2F, The Westin Tianjin  
No. 101, Nanjing Lu Heping District  
Tel: +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**

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

## Accounting

**Tianjin Office:**

Unit 2901 - 104  
The Exchange Tower 2  
No.189, Nanjing Lu  
Heping District  
Tel: +86 22 2318 5056  
Fax: +86 22 2318 5001  
E-mail: 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:**

6/F, Dongwai Diplomatic Building  
No. 23, Dongzhimenwai Dajie  
Beijing  
Tel: +86 10 8532 1720  
Fax: +86 10 85322746  
E-mail: 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:**

Room 1501 & 1504, WanTai  
International Building,  
No.480, North Urumqi Lu  
Jing An District  
Tel: +86 21 6249 0055  
Fax: +86 21 6288 1636  
E-mail: shanghai@lehmanbrown.com  
上海市静安区乌鲁木齐北路480号  
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## Associations

**ICCO (International Committee for Chinese Orphans)**

ICCO is a volunteer organisation dedicated to improving the lives of Tianjin's disabled orphans.  
iccosecretary@gmail.com  
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.  
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.  
ticc\_09@hotmail.com  
tianjin.weebly.com

## Banks

**Bank of East Asia (BEA)**

Bldg. G, Rome Gardens  
No. 47, Youyi Bei Lu, Hexi District  
Tel: +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**

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

**Citibank**

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

**HSBC, Tianjin Branch**

Ocean Shipping Plaza  
No. 1, Haihe Dong Lu  
Hebei District  
Tel: +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**

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

## Car Dealers

**Porsche Center Tianjin**

No. 59, Qiche Yuan Zhong Lu  
Airport Industrial Park  
Tel: +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**

Room 15A17, Suite 17, Magnetic Plaza  
Binshui Xi Dao, Nankai District  
Tel: +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15A17室

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

Office 803, Huake Center  
No. 3, Kaihua Dao, Huayuan  
Industrial Area, Nankai District  
Tel: +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**

No. 3, Yuliang Lu, Nankai District  
Tel: +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**

Room 2918, 27-29F, bldg. B  
The Exchange  
No. 189, Nanjing Lu, Heping District  
Tel: +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**

Room 607, International Building  
No. 75, Nanjing Lu, Heping District  
Tel: +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**

1F, Feng Lin Hotel  
No. 6, Binshui Xi Dao  
Nankai District  
Tel: +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**

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

**Tianjin International School**

No. 1, Meiyuan Lu, Huayuan  
Industrial Area, Nankai District  
Tel: +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**

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

**Tianjin GEMS World Academy**

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

**Wellington College  
International Tianjin**

No. 1, Yide Dao, Hongqiao District  
Tel: +86 22 8758 7199 ext. 8001  
Mobile: +86 187 2248 7836  
registrar@wellington-tianjin.cn  
www.wellington-tianjin.cn  
天津惠灵顿国际学校  
红桥区义德道1号

## Kindergartens

**Hopeland International  
Kindergarten & Day Care Center**

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

## Language Schools

**Alliance Française de Tianjin**

2F, Education Centre Building,  
North gate of Balitai Campus,  
Tianjin Normal University, Wujiayao  
Street, Hexi District  
Tel: +86 22 2354 0218/0229  
天津法语盟  
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**

Room 1402, bldg. 3, Chengji  
Centre, Nanjing Lu, Heping District  
Tel: +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**

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

**Tianjin Awesome Language  
Center**

Room 701, Building 17, Magnetic  
Capital, Service Apartment.  
Binshui Xi - Road, Nankai District  
Tel: 18622037274/13662064500  
Blog: http://blog.sina.com.cn/  
u/2256370245  
天津奥城语言培训中心  
南开区滨水西道时代奥城酒店式公  
寓17号楼701

## Universities

**Nankai University**

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

**Raffles Design Institute, Tianjin**

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

## Event Planning



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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**

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



## SERVICES

## Hotels &amp; Apartments

## ★★★★★ Hotels

**Crowne Plaza Tianjin Binhai**  
No. 55, Zhongxin Da Dao  
Airport Industrial Park  
Tel: +86 22 5867 8888  
天津滨海圣光皇冠假日酒店  
空港物流加工区中心大道55号

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

**Golden Ocean Hotel**  
No. 338, Nanjing Lu, Nankai District  
Tel: +86 22 2746 6666  
金洋大酒店  
南开区南京路338号



**Holiday Inn Tianjin Riverside**  
Phoenix Shopping Mall  
Haihe Dong Lu, Hebei District  
Tel: +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**  
No. 189, Nanjing Lu, Heping District  
Tel: +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**  
No. 8, Zhujiang Da Dao  
Zhouliliang Zhuang, Baodi District  
Tel: +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 Plaza Hotel Tianjin**  
No. 66, Xinkai Lu, Hedong District  
Tel: +86 22 2457 8888  
天津天诚丽笙世嘉酒店  
河东区新开路66号

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

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



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



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

**TEDA International Club Tianjin**  
No. 7, Fukang Lu, Nankai District  
Tel: +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**  
No. 33, Tai'er Zhuang Lu, Heping District  
Tel: +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**  
No. 101, Nanjing Lu Heping District  
Tel: +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**  
No. 368, Jingmen Da Dao  
Baoshui District  
Tel: +86 22 2576 1588  
天津天保国际酒店  
保税区京门大道368号

**Tianjin Saixiang Hotel**  
No. 8, Meiyuan Lu, Huayuan  
Industrial Area, Nankai District  
Tel: +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**  
No. 90, Xi'er Dao  
Airport Industrial Park  
Tel: +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**  
No. 135, Anshan Dao, Heping District  
Tel: +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**  
No.36 Xikang Road  
Heping District, Tianjin  
Tel: +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**  
No. 32, Tai'er Zhuang Lu  
Heping District  
Tel: +86 22 2303 2888  
利顺德公寓  
和平区台儿庄路32号

**Modena Residence Heping Tianjin**  
No. 37, Xining Dao, Heping District  
Tel: +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  
Tel: +86 22 2731 3388  
喜来登公寓  
河西区紫金山路



**Somerset International Building Tianjin**  
No. 75, Nanjing Lu  
Heping District  
Tel: +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**  
No. 126, Chengdu Dao  
Heping District  
Tel: +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**  
No. 35, Youyi Lu, Hexi District  
Tel: +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**  
No. 7, Fukang Lu, Nankai District  
Tel: +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**  
No. 16, Binshui Dao, Hexi District  
Tel: +86 22 5822 3322  
天津万豪行政公寓  
河西区宾水道16号

## Tianjin Centre Residences

No. 219, Nanjing Lu, Heping District  
Tel: +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**  
B-7F, FUTURE PLAZA, No. 103  
Weidilu, Hexi District  
Tel: +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



## AGS Four Winds International Movers

A1701 Vanke World Trade Plaza  
129 Nanjing Road, Heping District  
Tel: +86 22 2712 7759  
manager.tianjin@agsfourwinds.com  
爱集斯国际运输服务有限公司  
和平区南京路129号万科世贸广场A座1701室

LOGISTICSTIANJIN can provide a full range of LOGISTICS SERVICES:

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  - Pick up/deliver shipments and documents
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  - Customs clearance
  - Inspection and quarantine declaration
  - Warehousing in bonded zones
- For further details, send e-mail to [service@logisticstianjin.com](mailto:service@logisticstianjin.com)

## 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.  
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For projects or inquiries, please send e-mail to [info@tianjinprint.com](mailto: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



**CB Richard Ellis Tianjin**  
9<sup>th</sup> Floor, Unit 903, Tower 1  
The Exchange, No.189  
Nanjing Road, Heping District  
Tel: +86 22 8319 2178  
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**  
12<sup>th</sup> Floor, Tower 1, The Exchange  
No.189, Nanjing Road, Heping District  
Tel: +86 22 2313 9751  
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**  
Unit 3509, The Exchange Tower 1  
No. 189, Nanjing Road  
Heping District  
Tel: +86 22 8319 2233  
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**  
Unit 2601-02, Centre Plaza, No.  
188, Jiefang Road, Heping District  
T: +86 22 5829 3388  
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

Rentals



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Serviced Office

**The Executive Centre**  
29F, bldg. 2, The Exchange  
No. 189, Nanjing Lu, Heping District  
Tel: +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



Tianjin's travel agency specializing in tourism for foreigners  
Tel: +86 159 2200 0555  
E-mail: info@thestarstravel.com

**Tianjin China International Travel Service**  
No. 22, Youyi Lu, Hexi District  
Tel: +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**  
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**  
4F, Radisson Plaza Hotel Tianjin  
No. 66, Xinkai Lu, Hedong District  
Tel: +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**  
6-17, bldg. 17, Magnetic Capital  
Binshui Xi Dao, Nankai District  
Tel: +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**  
6F, The Westin Tianjin  
No.101, Nanjing Lu, Heping District  
Tel: +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**  
1F, Sheraton Hotel Tianjin  
Zi Jin Shan Lu, Hexi District  
Tel: +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**  
4F, Huaju Department Store  
No. 72-74, Xikang Lu  
Heping District  
Tel: +86 22 8568 5606  
爱齿口腔医疗中心  
和平区西康路72-74号华拒百货4层

**Tianjin Dental Hospital**  
No. 75, Dagu Lu, Heping District  
Tel: +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)  
Huanhu Nan Li, Ti Yuan Bei  
Hexi District  
Tel: +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**  
No. 225, Machang Dao  
Hexi District  
Tel: +86 22 2351 85305  
滨湖专科医院  
河西区马场道225号

**Tianjin Eye Hospital**  
Mon-Sun 08:00-17:00. No. 4 Gansu  
Lu, Heping District  
Tel: +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**  
No. 24, Fukang Lu, Nankai District  
Tel: +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**  
Zi Jin Shan Lu, Hexi District  
Tel: +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 Store

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

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

**LOTTE Department Store**  
No.137, Dong Ma Lu, Nankai District  
Tel: +86 22 5806 8888  
乐天百货  
南开区东马路137号

**Tianjin Friendship Department Store**  
No. 21, Youyi Lu, Hexi District  
Tel: +86 22 6086 0000  
天津友谊  
河西区友谊路21号

**Yamada Denki**  
Tianjin Center, No.219, Nanjing Lu  
Tel: +86 22 5835 8688  
亚马达电器  
和平区南京路219号天津中心商城

Luxury Brands

**ARMANI COLLEZIONI**  
1F, Hisense Plaza, No. 188  
Jiefang Bei Lu, Heping District  
Tel: +86 22 2319 8688  
阿玛尼  
和平区解放北路188号海信广场1层

**Burberry**  
1F, Tianjin Friendship Department  
Store, No. 21, Youyi Lu, Hexi District  
Tel: +86 22 8837 8728  
巴宝莉  
河西区友谊路21号天津友谊大厦1层

**Gucci**  
1F, Hisense Plaza, No. 188  
Jiefang Bei Lu, Heping District  
Tel: +86 22 2319 8138  
古琦  
和平区解放北路188号海信广场1层

**Guess**  
1-2F ISETAN, Block C, Modern Town  
No. 108, Nanjing Lu, Heping District  
Tel: +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**  
1F, Tianjin Friendship Department  
Store, No. 21, Youyi Lu, Hexi District  
Tel: +86 22 8837 1900  
迪奥  
河西区友谊路21号天津友谊大厦1层

## shopping

**Louis Vuitton**

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

**Prada**

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

**Rolex**

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

**Golf Clubs****Aroma (Tianjin) Golf Club**

Green base, Guangang Senlin Park Dagang District  
Tel: +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**

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

**Jingjin New Town**

No. 1, Zhujiang Nan Lu, Baodi District  
Tel: +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**

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

**Tianjin International Hot Spring Golf Club**

No. 5, Zhongxin Da Dao Airport Industrial Park  
Tel: +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**

International Golf Country Club Yingcheng Hu, Hangu District  
Tel: +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) Yijing Lu, Yang Liu Qing Zhen Xiqing District  
Tel: +86 22 2792 2792  
杨柳青高尔夫俱乐部  
西青区杨柳青镇一环路 (立交桥北)

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

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

**Gyms****Powerhouse Gym**

Binjiang Shopping Center, Kaifeng Dao Xiao Bai Lou (1902 Street) Hexi District  
Tel: +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**

Inside Sheraton Hotel Tianjin Zi Jin Shan Lu, Hexi District  
Tel: +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**

5F, The Westin Tianjin No. 101, Nanjing Lu, Heping District  
Tel: +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

**Start Point Fitness Club**

5F, New World of Friendship Building No. 208, Binjiang Dao, Heping District  
Tel: +86 22 2331 8222  
起点健身俱乐部  
和平区滨江道208号友谊新天地5层

**Tudor Gymnasium Club**

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

**International Building Fitness Centre**

3F, International Building, No. 75 Nanjing Lu, Heping District  
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

**Tina Dancing Class**

Room 805, bldg. B, Caifu Building Weijin Lu, Nankai District  
Tel: +86 22 2781 6644  
舞蹈健身中心  
南开区卫津路财富大厦B座805室

**Swimming Pools****GLO Fitness & Health Club Swimming Pool**

6F, Hotel Nikko Tianjin, No. 189 Nanjing Lu, Heping District  
Tel: +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**

5F, The Westin Tianjin No. 101, Nanjing Lu, Heping District  
Tel: +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**

1F, Sheraton Hotel Tianjin Zi Jin Shan Lu, Hexi District  
Tel: +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**

4F, Radisson Plaza Hotel Tianjin No. 66, Xinkai Lu, Hedong District  
Tel: +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**

4F, Health Club, Holiday Inn Tianjin Riverside, Phoenix Shopping Mall, Haihe Dong Lu, Hebei District  
Tel: +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



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Tel: +86 22 6539 9899 Opening hours: 09:00-20:00

**GuangMing Wine Shop:**

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

**BinXi Wine Shop:**

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

**RongYe Wine Shop:**

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

4006-199-159

www.milan-wines.com

**TEDA & TANGGU**

**Brazilian**

**Salsa Churrasco**  
11F, Holiday Inn Binhai Tianjin  
No. 86, 1st Avenue, TEDA  
Tel: +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**  
2F, Renaissance Tianjin TEDA  
Hotel & Convention Centre  
No. 29, 2nd Avenue, TEDA  
Tel: +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**  
2F, Sheraton Tianjin Binhai Hotel  
No. 50, 2nd Avenue, TEDA  
Tel: +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**  
11F, Holiday Inn Binhai Tianjin  
No. 86, 1st Avenue, TEDA  
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# US Debt to China

## Facing the Problem

By Mike Cormack

**T**he issue of US national debt and the large proportion China owns thereof has been hard to avoid recently. And like many issues giving rise to strong emotions, the debates surrounding it have generated heat rather than light. Accusations and counterarguments have been revealing. It's similarly unfortunate and instructive that while the Republican Party primary elections are now heating up and China is higher on the US agenda than in a century or more, it seems that the candidates are astonishingly ignorant on the issues. It's fascinating all the same.

The bare facts of the issue are that the US government had to raise its debt ceiling in August in order to pay its bills. The Republican-controlled Congress did not like rising the debt ceiling, and demanded substantial spending cuts in return, with Democrats wanting a mixture of tax rises and spending cuts to help pay off the debt. Neither side looked willing to

back down, with a threat of default should the two parties fail to agree. In the end, the Republicans had most of their way: deep spending cuts and no tax raises while raising the debt ceiling and allowing the business of the US government to go on. These, along with prolonged high unemployment, led Standard & Poor's to cut its rating of US debt one level, from AAA to AA+.

What has this got to do with China? Well, as the largest foreign holder of US debt, China has a major stake (estimated to be over 1 trillion USD) in the value of the USD. Had the US defaulted, the dollar would likely have fallen through the floor and caused great confusion in the markets. The Russian default of 1998 would have been nothing compared to one from the US – a mild wave in contrast to an overwhelming tsunami.

Perhaps unnerved by the appearance of American politicians refusing to take responsibilities seriously, the Chinese government gave various indications of unease and disquiet during the whole debacle. And once the matter was settled, numerous articles in Chinese media dished out stinging criticisms of the US governing class. Global Times wrote, "By using new debt to pay back the old, the US is sinking further into quicksand. This is not a selfless sacrifice made to save the world, as debt-holding countries are all chained to the US.



They would have to keep the US afloat, or everybody would suffer". Xinhua stated, "The months-long tug of war between Democrats and Republicans, however, failed to defuse Washington's debt bomb for good, only delaying an immediate detonation by making the fuse an inch longer."

The discontent emanating from Beijing was in many ways justified. To see some politicians bringing the US – and, by extension, the world – to the edge of turmoil simply because they dislike the means of paying their liabilities was a poor advertisement for America statesmanship. Worse, the whole process was done entirely with reference to American domestic concerns, with no acknowledgement that US creditors might have major concerns in the value in the dollar. Some Chinese have been voicing their concern





that they are trapped, forced to keep on buying US debt to maintain the value of the dollar and thus their holdings. And the further increase in US debt has Chinese wondering aloud about “diversifying” into other areas, such as the euro or the Japanese yen.

Yet the impression given by some Chinese media that the US has the sole responsibility for getting itself out of its “debt addiction” is, I would argue, erroneous, and indeed known to be so. Such talk assumes that to be a creditor is somehow to have a moral ascendancy against a debtor – a lingering trait of the times of Charles Dickens’ Scrooge and Micawber. Also, it seems curious to complain about the deficits of one’s foremost trading partner when the Chinese economic system is predicated on running large surpluses based on cheap labour, a low-valued currency and low-value industries, which necessarily will cause others to run deficits. It’s the same US deficit, after all, which keeps

the factories of Shenzhen, Jiangsu and Tianjin running, given the low Chinese domestic demand. Similarly, large purchases of US bonds and Treasuries are done to maintain the value of CNY at a convenient rate for the Chinese economy, not for the US economy, as the frequent protests about “currency fixing” make clear. On the whole, China is benefitting from US deficits.

It is clear, though, that the structural imbalances of world trade, with large Chinese surpluses, large US deficits and so on, are harming the global economy. However, the US needs not to consume less but to sell more abroad – US manufacturing has been in decline for some time. China similarly does not need to sell less abroad but to consume more at home. CNY, while having risen 6.8% against the dollar since resuming its climb in June 2010, needs to continue rising. These problems are already causing manufacturing to leave China for Vietnam and Laos; China must expand its middle-

classes by developing higher-skilled, higher-value industries to compete. With these come higher wages and a more developed domestic market, which would be further spurred by the appreciating CNY.

I would assume that Chinese and US policymakers are well aware of these arguments, but of course it’s often far easier to know what steps to take than to actually take them. The problem is that each side has been demanding the other take the action necessary for so long that to do so would cause some loss of face. Given that we’re approaching a presidential election year and that Hu Jintao is himself expected to stand down in 2012, it seems unlikely we’ll see any action that could lead to short-term pain. Until then, we’ll have both sides, the US and China, frozen into their impostures, unable to unharness themselves from each other, and blaming the other for it. ■

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