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Insight Into a Changing Tianjin BUSINESS JOURNAL TIANJIN



World Economic Forum 2008

Binhai Exhibition Centre, 27-28 September 18

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TIANJIN MAPS
INSIDE



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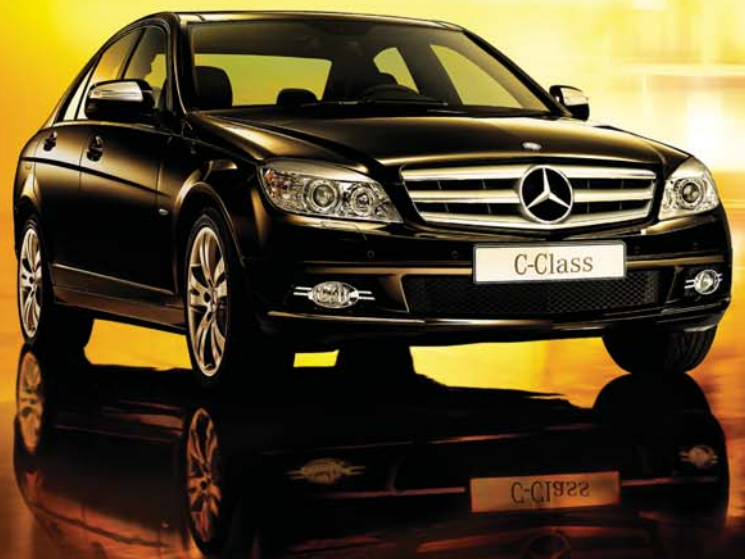
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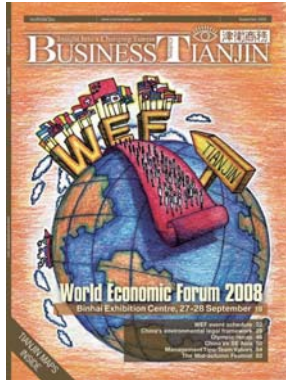
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ADVERTISING: InterMediaChina

PUBLISHING DATE: September 2008

Business Tianjin is FREE
ONLY for Members

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Dear Reader,

This month, Tianjin hosts the World Economic Forum's second annual Meeting of the New Champions. The strategic gathering of dominant and rising leaders is poised to shape global initiatives in finance and industry. We at Business Tianjin magazine are proud to participate in the Forum, and encourage interested parties to review the WEF's background and schedule of events listed in this issue. Look for a full report on those events in next month's Business Tianjin magazine.

To prepare for the upcoming Forum, we have included a speech on capitalism in the 21st century, given this January by Bill Gates at the WEF in Davos, Switzerland. His message, that of using creative capitalism to benefit those who need it most, will be elaborated upon here in Tianjin.

Also atop the task list for Forum members is a growing urgency to treat environmental issues in developing economies. In this issue of Business Tianjin, our legal experts review China's history and current legislation regarding environmental protection.

And finally, for those of you new to the customs of China, we explain one of the nation's most time-honored holidays: the Mid-autumn Festival. This day of tradition, family reunion and mooncakes falls on 14 September this year.

As always, we welcome your input and inquiries. If you are interested in contributing to a future Business Tianjin, or just have questions or comments on an article, please don't hesitate to 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
Managing Editor



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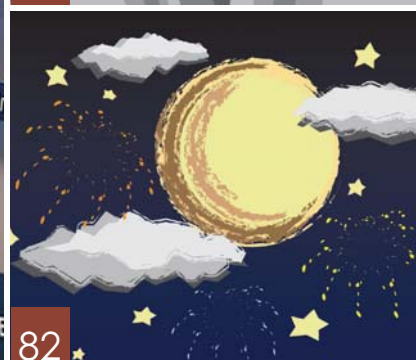
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Mid-autumn Festival

FINANCE

Tianjin to host materials summit



Tianjin will host the second International Advanced Materials Summit from 30 October to 1 November. The event aims to further mutual information exchanges between governments and enterprises and between companies both domestic and foreign. Tianjin Municipal People's Government, ChemChina, the Society for Chemical Engineering and Biotechnology, and Morgan Stanley are co-organizing the event. Participants will discuss subjects including enterprises and social responsibilities, opportunities and investment strategies, and technology and research directions.

- *China.com*, 11 August

China's Wall Street



The Beijing Central Business District occupies 3.99 sq km of Chaoyang district on the east side of the city. It is conveniently equidistant to Tian'anmen Square, the Beijing Capital International Airport expressway and the Beijing-Tianjin-Tangshan expressway. Over the past eight years, the Beijing CBD has attracted 117 Fortune 500 businesses in the financial, media, information technology, consulting and service industries.

- *China.com*, 8 August

Central bank to set up exchange rate department



The People's Bank of China will create a new department to manage exchange rate reform and monitor cross-border short-term capital flows, the China Securities Journal reported on Friday, quoting an unidentified PBOC official.

- *Xinhua Net*, 1 August

Agricultural Bank of China to set up rural banking units

The Agricultural Bank of China has received approval from industry regulators to set up township banking units in the northern Inner Mongolia autonomous region and central Hubei province.

- *Xinhua Net*, 30 July

Small-scale mortgage ceiling doubles

The People's Bank of China announced the country's financial institutions would raise the ceiling of small-scale mortgage loans from 1 million CNY (145,500 USD) to 2 million CNY to help fund businesses. The central bank also raised the caps of small mortgage loans for individuals from 20,000 to 50,000 CNY. The new policy expanded the loan applicant's coverage to benefit urban unemployed something. Financing difficulty has long been a bottleneck for domestic enterprises since China started providing small mortgage loans in 2002.

- *China Daily*, 19 August

LAW & POLICY

New rule on foreign contracts



Chinese companies will be fined 1 million CNY (146,000 USD) if they undertake contracts abroad without official approval, according to a new regulation issued on 28 July. The regulation from the State Council was signed by Premier Wen Jiabao and sets out fines of 0.5 to 1 million CNY for firms that fail to obtain "international contractor" qualifications. "Besides safeguarding China's national interests and protecting the legitimate rights of the employees sent abroad, China's international contractors should also comply with the laws of the host nations or regions," says the regulation, which will take effect on 1 September. The regulation also prohibits contractors from securing international projects through corruption or other illegal practices.

- *China.org.cn*, 29 July

New forex rules

New rules, which went into immediate effect on 13 August, will play a role in curbing the influx of speculative capital, analysts said. The new regulation provides heavy penalties for improper currency transfer and conversion, among other moves. It stipulates that the authorities would impose penalties of up to 30% of the capital involved in any unauthorized inward or outward foreign currency transfers; in severe cases, the penalties could exceed 30% – but lower than the amount of the involved capital. The new rules give authorities more control over trade transactions,

allowing them to check invoices to ensure the trade revenues are not being inflated as an excuse to bring unauthorized money into the country. Authorities are also allowed to expand reporting requirements for financial institutions, thus enhancing monitoring of illegal capital inflows.

- *ChinaForex*, 13 August

Specific guidelines for new Anti-Monopoly Law

The first regulation that sets specific guidelines for the Anti-Monopoly Law was announced by the State Council late on 4 August to provide direction for the enforcement of the Law, which came into effect on 1 August. According to the regulation, all combinations (M&A, share or asset sales, and deals that establish control or decisive influence) must apply to authorities in charge of anti-monopoly if the joint global revenue of the companies involved exceeds 10 billion CNY or if revenue in China exceeds 2 billion CNY. In addition, authorities also need to review the deal if two or more of the firms each reported revenue of more than 400 million CNY in China during the previous accounting year.

- *People's Daily*, 6 August

New energy conservation rules



On 7 August, China issued rules on energy conservation in civilian buildings to reduce energy use and improve efficiency. The buildings involved include residences, govern-

ment office buildings, and structures used for commercial, educational and sanitation purposes. Further, imports of energy-intensive technology, material or equipment would be restricted or banned. The new regulations are seen as a significant move in China's efforts to cut energy use and reduce pollution. The country has set a target of reducing energy consumption by 20% between 2005 and 2010.

- *China Daily*, 7 August

China adjusts vehicle tax rates to conserve energy



China will adjust its vehicle tax rates from 1 September to favor smaller-capacity, more fuel-efficient engines that will cut energy use and reduce emissions, according to a joint online announcement by the Ministry of Finance and State Administration of Taxation on 13 August. The tax on cars with engine capacities of 3 to 4 liters will rise from 15% to 25%, and double to 40% for engines larger than 4 liters. The rate on cars with engines of 1 liter or less will fall from 3% to 1%. The announcement came after the State Council released a circular focused on oil conservation on 2 August, in which it pledged to adjust car consumer taxes without giving further details.

Vehicle exhaust accounts for about 80 percent of urban air pollution. Many cities are frequently cloaked in a toxic gray haze that has grown worse in recent years.

- *China Finance Net*, 14 August

- *International Business Time*, 13 August

China Central Bank to blacklist foreign bankcards involved in fraud

The People's Bank of China will blacklist foreign bankcards found involved in fraud cases, as one of the country's efforts to curb bankcard crimes. The list would help card-issuer banks, merchants and other agencies to stop service for suspects, said director general of the Payment and Settlement Department of the People's Bank of China, Ouyang Weimin. In the five Olympic co-host cities, more than 90% of merchants accept domestic cards. The ratio varied for foreign cards: 90% in Shanghai, 80% in Qingdao, 55% in Tianjin, 50% in Shenyang, and 46% in Qinhuangdao.

- *People's Daily*, 14 August

More reforms for state enterprises

After the Olympics, the government will intervene in the consolidation of centrally-administered state-owned enterprises instead of letting them regroup on a voluntary basis. The target of reducing the total number of centrally-administered state-owned enterprises to 80-100 by 2010 is unchanged, said chairman of the State-owned Assets Supervision and Administration Commission, Li Rongrong, at a press conference at the Beijing International Media Center.

- *People's Daily*, 11 August

TELECOM & TRANSPORTATION

Unicom sells off CDMA arm

China Unicom, the country's second largest mobile carrier, signed an agreement with fixed-line operator China Telecom to sell its CDMA businesses for 110 billion CNY on 28 July. China Unicom said in an announcement that it expects a pre-tax gain of 37.56 billion CNY (5.49 billion USD) from selling its CDMA network and would use the proceeds

to develop their GSM business and better prepare for the upcoming 3G market. Nearly a third of China Unicom's employees will also be transferred to China Telecom as part of the deal, according to the company.
- *Asia News*, 29 July

China to promote 3G Standard TD-SCDMA

China is speeding up efforts to promote its 3G standard TD-SCDMA. China Mobile has spent less than one year to build the TD-SCDMA test network in Shenyang and its coverage has reached 95% of the current 2G network in the city, said Guo Yingao, vice-president of China Mobile's arm in Liaoning province.
- *CRI English*, 31 July

China Netcom upgrades

China Netcom developed eight innovations in digital communications used for the first time at the during the Beijing Olympics. One of them, an automatically switched optical network (ASON) improves the quality and security of video transmission and special services for the Games. The goal was to deliver a call system, GPS services and information services for Olympic families, citizens and visitors over China Netcom's wireless network and call system.
- *The Daily Star*, 8 August

Yongle Bridge opens



Tianjin Yongle Bridge, also known as the Eye of Tianjin, opened on 30 July. The bridge is located at San Cha He Kou (the junction of Haihe, Beiyun and Ziya rivers) and links Santiaoshi Street in Hongqiao District with

Wuma Road in Hebei District. The double-deck bridge has a six-lane dual carriageway on the first level and a footpath on the second. The ferris wheel standing on the bridge can occupy more than 300 riders.
- *Enorth*, 30 July

Airbus production lands



The first aircraft sections for the new Airbus A320 Final Assembly Line in Tianjin arrived on the morning of 25 July. "The arrival of these aircraft sub-assemblies marks another important step forward for our assembly line in Tianjin," said Laurence Barron, president of Airbus China.
- *AvBuyer*, 4 August

Two more bullet (c) train ticket offices



Two more Tianjin bullet (c) train ticket offices opened, at North Station in Hebei District (open daily 08:30-16:00) and at Dongxing Crossroad Bridge in Hedong District (24/7). Tickets can be booked up to 4 days in advance.
- *Enorth*, 10 August

Beijing keeps low fares on bus, subway

Beijingers can look forward to low fares on buses and the subway long after the Olympics. "The current low ticket prices are not just for the duration of the Games... they will remain in place for a considerable time afterward," said Zhou Zhengyu, deputy director of the Beijing municipal committee of communications. Keeping prices down encourages use of public transportation, reducing the numbers of cars on the roads, which in turn will cut emissions, he said.
- *Sina*, 14 August

LOGISTICS

Chinese couriers struggle to deliver

With fuel costs continually on the rise – driven up 16% since fuel prices were raised in late June – private couriers in China are struggling to swallow the losses. Major international expresses are intent on grabbing a greater share of the fast-developing Chinese delivery market. Chinese couriers still have their competitive edge in that they have stronger networks and access to the more remote areas within the country, said Chu Xuejian, professor at the Modern Logistics Research Center, Shanghai University. But analysts say it is still important for domestic private couriers in China to improve their service and technology and expand their scale to meet global competition.
- *Post Insight*, 30 July

UPS to build Shanghai hub

United Parcel Service (UPS) is investing 125 million USD in a new air hub in Shanghai scheduled to begin operation in November. UPS also plans to begin construction of a 180-million-dollar intra-Asia hub in Shenzhen by the end of this year, with the opening scheduled for 2010. Dan Brutto, pres-

ident of international operations for UPS, said he expects 40% of company revenue to come from international sources by 2010, up from 25%-30% now.

- *China Economic Review*, 20 August

Logistic industry growth

Lu Jiang, Chairman of the China Federation of Logistics & Purchasing, reports logistics bases have been booming in China. There are now 475. Lu said that despite initial inaccurate orientation, uncertain planning and redundant construction, the logistics industry has been developing in a positive direction and on the right track. The 475 bases offer freight services, production services, business services and comprehensive services to meet logistical demands.

- *People's Daily*, 29 July

Shanghai port plans



China's Shanghai International Port Group plans to invest in Taicang Port, Jiangsu Province. Taicang Port's 2007 throughput reached 1.02 million TEUs (twenty-foot equivalent unit), although the port is capable of handling 2.35 million TEUs yearly. In the first half of 2008, the port's container throughput jumped to 661,900 TEUs, 60% over the corresponding period in 2007.

- *Cargonews Asia*, 30 July

Bosch boosts China workforce



Global auto parts maker Bosch said China would represent some 40% of its total workforce in the Asia-Pacific by the end of 2008, placing the region's workforce second only to Germany in number. "China is a main contributor to the increase of the Bosch business in Asia. We attach a special importance to the recruiting, training and retaining of skilled associates," said Uwe Raschke, who has just taken charge of Bosch's Asia-Pacific business.

- *Market Avenue*, 11 August

Vale orders Chinese ships



A deal to build 12 super-tonnage ore carriers was inked between Brazil's Companhia Vale do Rio Doce and Jiangsu Rongsheng Heavy Industries Group. The 12 ore carriers, each with a capacity of 400,000 deadweight tons, are the largest ore carriers to be built in the world, and will improve the shuttle service carrying iron ore from maritime terminals in Brazil to Asian clients. Vale plans to ship more than 100 million tons of iron ore to China in 2008 under term contracts, a rise of 10% from 2007. China's crude steel output this year is forecast to rise about 10% to 550 million tons.

- *China Finance Net*, 5 August

- *Reuters*, 4 August

AMB gets 28,400sqm in Beijing Airport Logistics Park



AMB, a leading global developer and owner of industrial real estate, has acquired three buildings, aggregating approximately 28,400sqm next to Beijing Capital International Airport (PEK). Hamid R. Moghadam, AMB chairman and CEO, said, "Beijing's position as a premier air cargo market supporting increased trade flows has been further secured by the recent expansion of its airport." PEK has experienced a 30% cargo volume increase in the first four months of 2008 over the same period last year.

- *China Economic Review*, 7 August

GENERAL

08-08-08, the magical wedding date



More than 16,400 Beijing couples applied to have their marriages registered on the auspicious date of 8 August 2008, the municipal bureau of civil affairs said on 5 August. On the same day last year, just 3,390 couples registered their nuptials. Of this year's total, 12,400 couples made their reservations in person, with the rest applying online, said Zhou Libiao, a press official with the bureau.

- *China Daily*, 6 August

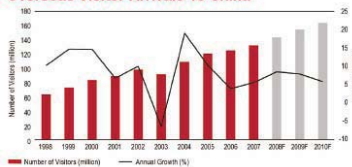
1.25 billion CNY donations for quake relief

China's Red Cross Foundation said that by 5 August it had received 1.395 billion CNY (204 million USD) in donations in the first half of 2008, of which 1.25 billion CNY was for relief and reconstruction efforts in Sichuan and other regions hit by the 12 May earthquake. Foundation general secretary Wang Rupeng said some 317 million CNY had been transferred to the quake zone as of 31 July. According to the Red Cross, 40% of the total funds will be used to rebuild houses, 30% for primary and middle schools, 25% for health facilities, and the rest for supporting orphans, the handicapped and lone elders in the quake zone.

- Xinhua, 5 August

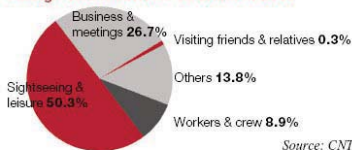
China's hotel industry

Overseas Visitor Arrivals To China



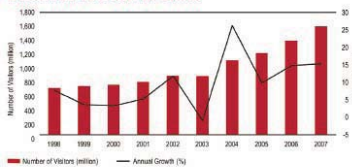
Source: PATA, China National Tourism Administration

Foreign Visitor Arrivals To China In 2007



Source: CNTA

Domestic Tourism In China



Source: CNTA, Jones Lang LaSalle Hotels

In the latest report by Jones Lang LaSalle Hotels analyzing the country's hotel industry, 7 out of the 11 markets the company tracked were able to secure substantial revenue per available room, or RevPAR, as well as fiscal improvements in 2007 which all indicate

solid fundamentals and good future prospects. According to forecasts from the World Tourism Organization, China will be the world's largest inbound tourism market, the fourth largest for outbound tourism, and the largest for domestic tourism in the world by 2015.

- Shanghai Daily, 5 August

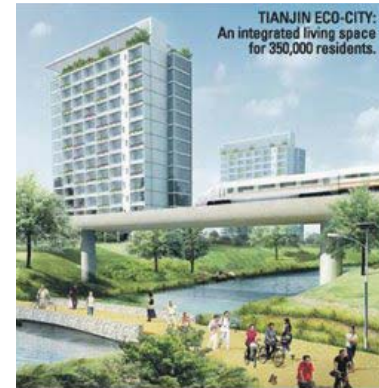
Imperial Mansion reopens



Gong Wang Fu, Beijing's largest and best preserved princely home, opened to the public on 20 August after two and a half years of renovation. The mansion is divided into a residential area and a garden. The 32,000sqm opened area is the residential portion. About 9,800sqm of existing buildings were also renovated and craftsmen built another 2,200sqm of buildings according to historic records of their original sites in their original shape, said deputy director of the mansion's administration, Sun Xuguang. The whole restoration project cost about 200 million CNY (29.1 million USD). Besides architecture, the mansion museum also displays a collection of pictures and documents about princes of the Qing Dynasty (1644-1911), antique furniture, royal fashion, porcelain and other daily appliances.

- China International Electronic Commerce, 13 August

Work begins on Tianjin's eco-city



Construction of the transport infrastructure within the 4-sq-km Sino-Singaporean Eco-city start-up area of Tianjin has begun. It will be the second flagship Sino-Singaporean co-operation project in China, and will draw on Singapore's eco-conservation experience for efficient energy use and environmental protection. Located along the Jiyun River in Tianjin's Hangu district, the area will comprise residences, commercial space and factories, all of which will comply with international standards of energy use and environmental protection, said director of the Tianjin Binhai New Area administrative committee, Gou Lijun, at a press conference held at the Beijing International Media Center.

- China Daily, 13 August

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76% China's futures market witnessed a rapid growth in trade volume in July, led by active trade in farm products such as sugar, soybeans and aluminum. Trade volume hit 6.45 trillion CNY (948 billion USD), representing an increase of 76% over the same period last year, according to figures released by the China Futures Association.



1,000,000,000,000 Beijing's GDP is expected to break the 1-trillion-yuan mark (146.2 billion USD) this year thanks to its hosting of the Olympic Games, a city official said on 2 August. The Games had given impetus and vigor to Beijing's economy and helped the city achieve sound and fast economic development, said Wang Haiping, deputy director of the Municipal Development and Reform Commission.

1000 On 6 August, Chinese archaeologists in Nanjing opened a 1,000-year-old steel case that was believed to contain Buddhist relics. A pagoda top wrapped in silk lay beneath the two steel panels of the case, which measured 0.5m long, 0.5m wide and 1.34m high.



13% On 1 August, China raised the tax rebate on a range of textiles and garments from 11% to 13%, a shot in the arm for exporters that are struggling with a stronger yuan, weakening demand and rising costs.

60% China's reliance on foreign trade has exceeded 60%, making the country more sensitive to price changes on international markets and causing external-driven inflation in the nation, sources with the National Bureau of Statistics said on 5 August.

400 Twelve baby beavers, all from the same mother, were born at the 550-acre Lower Mill Estate near Cirencester, Gloucestershire, Britain. These are the first beavers to be born in Britain in 400 years.



56,190,000,000 China's direct economic loss from floods this year reached 56.19 billion CNY (8.21 billion USD) as of 1 August, said the Office of State Flood Control and Drought Relief Headquarters.

2020 China is likely to make nuclear power account for 5% of its total installed power-generating capacity by 2020, China Securities Journal quoted Zhang Guobao, head of National Energy Administration, as saying on 5 August.

2011 All cigarettes sold across the European Union will have to be fire retardant by 2011, the European Commission has said. Data from 16 European countries showed that careless use of cigarettes caused 11,000 fires annually between 2005 and 2007, with 520 deaths and 1,600 injuries.

111 Officials say an indigenous New Zealand reptile regarded as one of the last living remnants of the dinosaurs will become a father for the first time in decades at the age of 111. Henry the tuatara's younger mate Mildred produced a dozen eggs in mid-July after mating at the Southland Museum on New Zealand's South Island in March.



4,000,000,000 Box office takings in China may hit a new high by exceeding 4 billion CNY (590 million USD) this year, according to an official of The State Administration of Radio Film and Television.

10% Procter & Gamble, the world's leading personal care household commodities producer, has decided to raise prices for its products by as much as 10% in China, Zhang Qunxiang, spokesman for P&G China, said on 28 July.



10 India is developing a laptop, to be sold at ten USD, which will target higher education applications, a Minister of the federal government said in Delhi. Research on the new low-cost laptop is being carried out at the Indian Institute of Science in Bangalore and the Indian Institute of Technology in Chennai.

661 Starbucks said on 6 August that the recent closure of its 661 underperforming cafes in the US and Australia would not affect the company's sustainable expansion in China.



700 China will release over 700 hours of recorded data sent back by the Chang'e-1 satellite to domestic authorized users and the European Space Agency, according to the State Administration of Science Technology and Industry for National Defence.

2010 Siemens, Europe's largest engineering company, said its environmental portfolio would generate order intake of 4 billion EUR in China in 2010. This equates to 40% of the company's total orders in China for 2010, said Richard Hausmann, president and CEO of Siemens China.



Olympic tourism gets a boost

China Economic Net, 15 August 2008

The summer witnessed endless streams of tourists into Beijing. After scenic spots like the Forbidden City and the Summer Palace, such Olympics projects as the Bird's Nest, the Water Cube, and the Olympic Park are becoming new tourist attractions. Olympics tourism has become the brightest month in the tourism industry this year.

Brian Deeson, Chairman of Pacific Asia Travel Association, said that his organization predicts the number of tourists coming to China will increase at an annual rate of 5% over the next 3 years, and in 2009 could reach as many as 146 million visits with the push delivered by hosting the 2008 Olympic Games. As per the latest research conducted by the institute, 90% of the surveyed showed intention to visit other cities.

Beijing, Qingdao, Qinhuangdao, Tianjin... all cities that are relevant to the Olympics had become more prevalent tourist destinations. As a co-host city, Tianjin had invested more than 1 billion RMB in renovation to attract more tourists. The proactive Tianjin tourism department promoted its city in Hong Kong, Shanghai and Beijing. With the opening of the inter-city train between Beijing and Tianjin, the commute between the two cities is now less than half an hour.



How to Handle Employee Departures

Busy Times (HK), 13 August 2008

For the entrepreneur, employee turnover always raises challenges, questions and issues. Employees, of course, leave for many reasons. They're promoted, take a new or "better" position, retire – and, yes, sometimes they're terminated.

Whatever the cause – even if an employee is asked to leave before the end of the day – it's crucial for you and the direct supervisor to gain as much accurate information as possible about the current status of that employee's plans, activities, communications, upcoming events and obligations.

Answering the questions and challenges created when an employee leaves your organization will help you tie up loose ends, resolve outstanding issues and prevent gaps in your organization's ongoing productivity.

Clearly and understandably, there will be holes in what gets accomplished after the current employee leaves. Ideally, the outgoing employee will have provided sufficient lead time for you and others to deal with the issues that need to be addressed until a replacement is hired.

The more positively you and others view this change process, and the more you address the challenges inherent in the turnover, the more satisfied and productive the transition will be.



Paulson: Engagement with China only path to success

Xinhua, 20 August 2008

US Secretary of Treasury Henry Paulson spoke with Foreign Affairs Magazine regarding his upcoming article on economic engagement. He focused on perceptions of China's rapid rise to superpower status.

"Some people thought China's economic success as a threat, somehow we need counter or contain, somehow their success is going to hurt the United States," said Paulson. "Frankly, China's continued economic growth is important to global economic growth, and positive for the United States. The real concern should be that China stumbles, has problems along the way and that this hurts the global economy and our economy."

Paulson seeks to strategically engage China in economic exchanges, and is trying to negotiate a bilateral investment treaty in the fifth US-China Strategic Economic Dialogue.

"There's a lot of US investment in China. On the other hand there's very little investment that the Chinese have in the United States, and we think it would be a positive for both of our countries to have them have more investment in the United States," he said. The greater protection for investors in both countries would be a "milestone" and a "positive step" for bilateral relations, he added.



Ya-Qin Zhang, Microsoft's leader in China, prospers in changed nation

The Seattle Times, 8 August 2008

The 42-year-old man who now leads Microsoft in China remembers the day 30 years ago when Chinese history changed course and the path ahead of him brightened.

Zhang Yaqin was 10 when his mother came home with a newspaper article suggesting that China would soon restore the college entrance exam after more than a decade and restart a program for gifted students. By 1978, China was like "a patient after a huge surgery," he said. "The whole country was hurt" by the political extremism of the decade and was only beginning to recover.

Zhang can pinpoint the origins of China's computer industry in one of the shops where he bought early computer chips and other electronics to do experiments. The shop was run by Legend, an offshoot of the Chinese Academy of Science. Legend grew over the years and changed its name to Lenovo, eventually buying IBM's personal-computer division in 2004.

Looking back on 30 years, Zhang said political winds can come and go but China remains a society that values education, order and harmony.

"In the blood, Chinese people always respect education," he said. "People respect scholars. Confucius — that's in the veins of Chinese people."

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Today, UFIDA has a customer base of more than 500,000 across China and the Asia Pacific region. At least 50,000 enterprises chose UFIDA every year and more than 3 million people use UFIDA software everyday. UFIDA has made business operations more efficient, actions more responsive and benefits more significant.

There are three production lines at UFIDA: ERP /enterprise management software, group enterprise and industry solutions and small-size enterprise management software and online services. The company covers all kinds of fields, enterprise scales and growth rates. UFIDA possesses the most powerful enterprise management software research and development system in China and the Asia Pacific region, the largest support, implementation and training service network and a complete industrial ecological system.

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Tianjin UFIDA Software Technology Co., Ltd was established as a subsidiary in May 1996. It is responsible for the overall marketing, sales, advisory implementation, support services and training & education business, as well as the management of channels and business partners in Tianjin. The company provides group management solutions, financial & management software/ ERP software integration solutions. Today, our market share rate has exceeded 40% in Tianjin, and there are more than 10,000 UFIDA software users.

UFIDA Tianjin has 110 employees, 90% of whom have a bachelor of art degree or greater. More than 60 consultants, training lecturers and engineers work in UFIDA Tianjin.

UFIDA Tianjin has implemented the company tenet of "Sincere cooperation with clients and become clients' reliable friend" since it was founded in 1996. UFIDA Tianjin offers professional services for new and old clients, helps them improve business operations and management ability and grows with them.

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REMARKS BY BILL GATES, CHAIRMAN, MICROSOFT CORPORATION
WORLD ECONOMIC FORUM 2008

“A NEW APPROACH TO CAPITALISM IN THE 21ST CENTURY”

DAVOS, SWITZERLAND 24 JANUARY 2008



As you all may know, in July I'll make a big career change. I'm not worried; I believe I'm still marketable. (Laughter.) I'm a self-starter, I'm proficient in Microsoft Office. (Laughter.) I guess that's it. (Laughter.) Also I'm learning how to give money away.

So, this is the last time I'll attend Davos as a full-time employee of Microsoft.

Some of us are lucky enough to arrive at moments in life when we can pause, reflect on our work, and say: "This is great. It's fun, exciting, and useful; I could do this forever."

But the passing of time forces each of us to take stock and ask: What have I accomplished so far? What do I still want to accomplish?

Thirty years ago, 20 years ago, 10 years ago, my focus was totally on how the magic of software could change the world. I saw that break-

“ Breakthroughs change lives primarily where people can afford to buy them, only where there is economic demand, and economic demand is not the same as economic need. ”

throughs in technology could solve key problems. And they do, increasingly, for billions of people.

But breakthroughs change lives primarily where people can afford to buy them, only where there is economic demand, and economic demand is not the same as economic need.

There are billions of people who need the great inventions of the computer age, and many more basic needs as well, but they have no way of expressing their needs in ways that matter to the market, so they go without.

If we are going to have a chance of changing their lives, we need another level of innovation. Not just technology innovation, we need system innovation, and that's what I want to discuss with you here in Davos today.

Let me begin by expressing a view that some do not share: The world is getting better, a lot better. In significant and far-reaching ways, the world is a better place to live than it has ever been.

Consider the status of women and minorities in society – virtually any society – compared to any time in the past.

Consider that life expectancy has nearly doubled during the last 100 years.

Consider governance, the number of people today who vote in elections, express their views, and enjoy economic freedom compared to any time in the past.

In many crucial areas, the world is getting better.

These improvements have been triggered by advances in science, technology, and medicine. They have brought us to a high point in human welfare. We're really just at the beginning of this technology-driven revolution in what people can do for one another. In the coming decades, we'll have astonishing new abilities: better software, better diagnosis for illnesses, better cures, better education, better opportunities and more brilliant minds coming up with ideas that solve tough problems.

This is how I see the world, and it should make one thing clear: I am an optimist, but I am an impatient opti-

mist. The world is getting better, but it's not getting better fast enough, and it's not getting better for everyone.

The great advances in the world have often aggravated the inequities in the world. The least needy see the most improvement, and the most needy get the least – in particular the billion people who live on less than a dollar a day.

There are roughly a billion people in the world who don't get enough food, who don't have clean drinking water, who don't have electricity, the things that we take for granted.

“ The bottom billion misses the benefits of the global economy, and yet they'll suffer from the negative effects of economic growth they missed out on. Climate change will have the biggest effect on people who have done the least to cause it. ”

Diseases like malaria that kill over a million people a year get far less attention than drugs to help with baldness.

So, the bottom billion misses the benefits of the global economy, and yet they'll suffer from the negative effects of economic growth they missed out on. Climate change will have the biggest effect on people who have done the least to cause it.

Why do people benefit in inverse proportion to their need? Well, market incentives make that happen.

In a system of capitalism, as people's wealth rises, the financial incentive to serve them rises. As their wealth falls, the financial incentive to serve them falls, until it becomes zero. We have to find a way to make the aspects of capitalism that serve wealthier people serve poorer people as well.

The genius of capitalism lies in its ability to make self-interest serve the wider

interest. The potential of a big financial return for innovation unleashes a broad set of talented people in pursuit of many different discoveries. This system, driven by self-interest, is responsible for the incredible innovations that have improved so many lives.

But to harness this power so it benefits everyone, we need to refine the system.

As I see it, there are two great forces of human nature: self-interest, and caring for others. Capitalism harnesses self-interest in a helpful and sustainable way, but only on behalf of those who can pay. Government aid and philanthropy channel our caring for those who can't pay. But to provide rapid improvement for the poor we need a system that draws in innovators and businesses in a far better way than we do today.

Such a system would have a twin mission: making profits and also improving lives of those who don't fully benefit from today's market forces. For sustainability we need to use profit incentives wherever we can. At the same time, profits are not always possible when business tries to serve the very poor. In such cases there needs to be another incentive, and that incentive is recognition. Recognition enhances a company's reputation and appeals to customers; above all, it attracts good people to an organization. As such, recognition triggers a market-based reward for good behavior. In markets where profits are not possible, recognition is a proxy; where profits are possible, recognition can be an added incentive.

This week's Economist had a section on corporate social responsibility, and it put the problem very nicely. It said it's the interaction between a company's principles and its commercial competence that shape the kind of business it will be.

The challenge here is to design a system where market incentives, including profits and recognition, drive those principles to do more for the poor.

I like to call this idea creative capitalism, an approach where governments, businesses, and nonprofits work together to stretch the reach of market

forces so that more people can make a profit, or gain recognition, doing work that eases the world's inequities.

Some people might object to this kind of market-based social change, arguing that if we combine sentiment with self-interest, we will not expand the reach of the market, but reduce it. Yet Adam Smith, the very father of capitalism and the author of "Wealth of Nations," who believed strongly in the value of self-interest for society, opened his first book with the following lines:

"How selfish soever man may be supposed, there are evidently some principles in his nature, which interest him in the fortunes of others, and render their happiness necessary to him, though he derives nothing from it, except the pleasure of seeing it."

Creative capitalism takes this interest in the fortunes of others and ties it to our interest in our own fortunes in ways that help advance both. This hybrid engine of self-interest and concern for others can serve a much wider circle of people than can be reached by self-interest alone.

My thinking on this subject has been influenced by many different experiences, including the work Microsoft does to address inequity.

For the past 20 years, Microsoft has used corporate philanthropy as a way to bring technology to people who don't have access. We've donated more than 3 billion (USD) in cash and software to try to bridge the digital divide.

But our greatest impact is not just free or inexpensive software by itself, but rather when we show how to use technology to create solutions. And we're committed to bring more of that expertise to the table. Our product and business groups throughout the world, and some of our very best minds in our research labs, including a special focus in our research lab in India, are working on new products, technologies, and business models that can make computing more accessible and more affordable.

In one case, we're developing an interface that will enable illiterate or semi-illiterate people to use a PC instantly,

with minimal training or assistance. In another we're looking at how wireless, together with software, can avoid the expensive connectivity costs that far more than the cost of hardware or software is what stands in the way of computing access in rural areas.

We're thinking in a much more focused way about the problems that the poorest people face, and giving our most innovative thinkers the time and

"Creative capitalism, an approach where governments, businesses, and nonprofits work together to stretch the reach of market forces so that more people can make a profit, or gain recognition, doing work that eases the world's inequities."

resources to come up with solutions.

This kind of creative capitalism matches business expertise with needs in the developing world to find markets that are already there, but are untapped. Sometimes market forces fail to make an impact in developing countries not because there's no demand, or even because money is lacking, but because we don't spend enough time studying the needs and requirements of that market.

This point was made eloquently in CK Prahalad's book, "The Fortune at the Bottom of the Pyramid," and that's had a huge influence on companies in terms of stretching the profit motive through special innovation.

An example of this is when the World Health Organization tried to expand vaccination for meningitis in Africa, it didn't go straight to a vaccine manufacturer. It first went to Africa to learn what people could pay. They found out that if they wanted mothers to get this vaccine for their babies, it had to be priced at under 50 cents a dose. Then

they challenged the partners to meet this price, and, in fact, Serum Institute in India found a new way to make the vaccine for 40 cents. It agreed to then supply 250 million doses to distribute through public health systems over the next decade, allowing it to also sell into the private sector.

In another case, a Dutch company, which holds the rights to a cholera vaccine, retained the rights for the developed world, but shared those rights, with no royalty, with manufacturers in developing world. The result is a cholera vaccine made in Vietnam that costs less than one dollar a dose, and that includes delivery and the costs of the overall immunization campaign.

Because many of today's advanced products have low marginal costs, whether it's software or medicines or media, so many things, this idea of tiered pricing to offer valuable goods for the poor in a way they can afford it, can be used more broadly than ever before.

These projects I think provide a hint of what we can accomplish if people who are experts on needs in the developing world meet with scientists who understand what the breakthroughs are, whether it's in software or drugs. Together they can help find poor-world applications for the very best ideas.

Another approach to creative capitalism includes a direct role for governments. Of course, governments already do a great deal to help the poor in ways that go far beyond just nurturing markets: They fund aid, research, healthcare; they've done great things. But I believe the highest-leverage work that governments can do is to set policy to create market incentives for business activity that improves the lives of the poor.

Under a United States law, recently signed by President Bush, any drug company that develops a new treatment for a neglected disease like malaria or TB can get a priority review from the FDA for another product they've made. If you develop a new drug for malaria, your profitable, say, cholesterol-lowering drug could go on the market up to a year earlier. This priority review could be worth hundreds of millions of dollars.

Another approach to creative capitalism is simply to help the businesses in the poor world reach markets in the rich world. Tomorrow morning I'll announce a partnership that gives African farmers access to the premium coffee market, with the goal of doubling their income from coffee crops. This project will help African farmers produce high-quality coffee and connect them to companies that want to buy it. That will help lift them and their families out of poverty.

Finally, one of the most inventive forms of creative capitalism involves someone we all know well. A few years ago, I was sitting in a bar here in Davos with Bono. Late at night, after a few drinks, he was on fire, talking about how we could get a percentage of each purchase from civic-minded companies to help change the world. He kept calling people, waking them up, and handing me the phone to show me the interest.

Well, it's taken time to get this going, but he was right. If you give people a chance to associate themselves with a cause they care about, while buying a great product, they will. That was how the RED Campaign was born, here in Davos.

RED products are available from companies like Gap, Motorola, and Armani. Just this week, Dell and Microsoft joined the cause. Over the last year and a half, RED has generated 50 million dollars for the Global Fund to Fight AIDS, tuberculosis, and malaria. As a result, nearly 2 million people in Africa are receiving life-saving drugs today.

There is a growing understanding around the world that when change is driven by proper incentives, you have a sustainable plan for change, because profits and recognition are renewable resources. Klaus Schwab runs a foundation that assists social entrepreneurs around the world, men and women who turn their ideas for improving lives into affordable goods or services. President Clinton demonstrated the unique role that a non-profit can play as a deal-maker between rich world producers and poor world consumers. The magazine "Fast Company" gives awards for what they call Social Capitalism.

These are just a few examples of where the interest in these activities is growing.

This is a world-wide movement, and we all have the ability and the responsibility to accelerate it.

I'd like to ask everyone here, whether you're in business, government or the non-profit world, to take on a project of creative capitalism in the coming year, and see where you can stretch



the reach of market forces to help push things forward. Whether it's foreign aid or charitable gifts or new products, can you find a way to apply this so that the power of the marketplace helps the poor?

I hope corporations will dedicate a percentage of their top innovators' time to issues that could help people left out of the global economy. This kind of contribution is even more powerful than giving cash or offering employees' time off to volunteer. It is a focused use of what your company does best.

It is a great form of creative capitalism, because it takes the brainpower and makes life better for the richest, and dedicates some of it to improving the lives of everyone else.

There are a number of pharmaceutical companies, like GlaxoSmithKline, that are already putting their top innovators to work on new approaches to help the poor. Another example is Sumitomo Chemical, who used its expertise to build a bed net factory that it donated.

Other companies are doing the same – in food, technology, cell phones, banking. In fact, I would say that if other companies in a sector simply matched what the leader in that sector is doing, we would make a dramatic impact against the world's inequities.

Finally, I hope that the great thinkers here will dedicate some time to finding ways for businesses, governments, NGOs, and the media to create measures of what companies are doing to use their power and intelligence to serve a wider circle of people. This kind of information is an important element of creative capitalism. It can turn good works into recognition, and ensure that recognition bridges market-based rewards to businesses that do the most work to serve the most people.

We are living in a phenomenal age. If we can spend the early decades of the 21st century finding approaches that meet the needs of the poor in ways that generate profits and recognition for business, we will have found a sustainable way to reduce poverty in the world.

The task is open-ended. It will never be finished. But a passionate effort to answer this challenge will help change the world.

I'm excited to be part of it.

Thank you. (Applause.)

Transcript available at www.microsoft.com/Presspass/exec/billg/speeches/2008/01-24WEFDavos.msp

WORLD ECONOMIC FORUM 2008

Meeting of the New Champions

27-28 September 2008
Binhai Exhibition Centre, Tianjin, PR China

What is the WEF?

The World Economic Forum is an independent international organization committed to improving the state of the world by engaging leaders in partnerships to shape global, regional and industry agendas. Incorporated by Professor Klaus Schwab as a foundation in 1971, and based in Geneva, Switzerland, the World Economic Forum is impartial and not-for-profit; it is tied to no political, partisan or national interests. Its motto is “entrepreneurship in the global public interest”. The ambitious WEF aims to be:



Klaus Schwab, WEF president and founder



- the foremost organization which builds and energizes leading global communities,
- the creative force shaping global, regional and industry strategies for its communities, and
- the catalyst of choice for its communities when undertaking global initiatives to improve the state of the world.

The Forum, named Davos for its Swiss host city, has chosen Tianjin to hold its Annual Meeting of the New Champions 2008. This second Summer Davos will convene from 27 to 28 September at the Binhai Convention Centre. Community activities begin on Friday the 26th.

Who are the New Champions?

The Annual Meeting of the New Champions provides a unique platform for those seeking new opportunities to come together to shape and define an agenda of growth with fresh ideas, innovative business models and new technologies, regardless of prevailing macroeconomic conditions.

At the core of the "new champions" are a new generation of companies that will fundamentally change the global competitive landscape. They are called Global Growth Companies. These business champions come primarily from rapidly growing emerging markets, such as China and India, but also include fast movers from developed economies.

Global Growth Companies are businesses that have demonstrated a clear potential to become leaders in the global economy based on such factors as a company's business model, growth record, leadership and the markets it serves. Some of the typical indicators of these companies are:

- Expansion outside their traditional boundaries
- Strong growth rates
- Revenues typically between 100 million and 2 billion USD
- Demonstrated leadership in a particular industry
- Outstanding executive leadership

A survey of CEOs from these companies, conducted jointly with the Harvard Business Review, revealed that they



are focusing more attention overseas than on their domestic market.

In addition to the business new champions, the Forum is identifying and engaging the next generation of global leaders, fast-growing regions, competitive cities and technology pioneers from around the globe. All of the New Champion groups were present and represented at the inaugural Annual Meeting of New Champions in Dalian, China, in September 2007.



Who will attend?

The second Annual Meeting of the New Champions 2008 will bring together 1500 leaders from over 60 countries. A select group of business leaders with extensive international experience in building global businesses from the WEF's partner and members will act as mentors. This group includes Chairmen and CEOs from Deloitte, PricewaterhouseCoopers, Ernst & Young, Citibank, Airbus and Lenovo. Accompanying them are dozens of ministers, governors and mayors from across the nation and six continents. An abridged list of participants, as well as interviews with WEF 2008 mentors, can be viewed via www.weforum.org.

Specific to this forum are three key participants:

- Technology Pioneers – Companies involved in the development of life-changing technology innovations and that have the potential for a long-term impact on business and society,
- Young Global Leaders – Unique, multi-stakeholder community of exceptional young leaders who share a commitment to shaping the global future, and



Huang Xingguo, Mayor of Tianjin

- Young Scientists - A group of exceptional young scientists from around the world that has produced ground-breaking research in different fields; nominated by the InterAcademy Panel on International Issues (IAP) and invited by the World Economic Forum to Tianjin.

What will be discussed?

The programme will concentrate on five key themes that enable business leaders to take a deep dive into the next wave of growth.

Going Global

For many global growth companies, the main internal challenge of their overseas expansion is the development of corporate managers who can navigate different cultural contexts and think globally. In contrast, external challenges related to global growth are increasingly connected to the ability, or willingness, to collaborate with different actors to establish public-private partnerships, galvanize multiple stakeholders and work with fast-growing local competitors.

A series of boardroom-style discussions with eminent business leaders and policy-makers will examine “going global” from different regional and industry perspectives. Mentors will engage future global industry leaders and deepen their understanding and commitment to corporate global citizenship.

Managing Risks

Economic interdependence means that downturns and shocks no longer occur in isolation but are more likely than ever to cut across regions, markets and industries. Global growth is threatened by curbs and constraints that are political, social or environmental in origin. Most are triggered or linked to reactions to a sudden downturn or shock, thus a backlash to globalization can take many forms and emerge at anytime.

A series of expert-led workshops will examine how to create a framework and the capacity to assess, prioritize and mitigate such risks at the company level, as well as how to capitalize on those global risks that can be transformed into business opportunities.

Drivers of Future Growth

Emerging and developing economies, if combined, account for two-thirds of the world's growth when measured on a basis of purchasing price parity (PPP). As a result of

General schedule of events

	Friday 26 September	Saturday 27 September	Sunday 28 September
08:00 - 09:00	Networking Breakfast	Networking Breakfast	Networking Breakfast
09:00 - 10:00	Community Activities (to 12:00)	Sessions	Sessions
10:30 - 11:30		Sessions	Sessions
11:45 - 12:45		Plenary	Plenary
12:45 - 14:00	Networking Lunch (from 12:00)	Networking Lunch	Networking Lunch
14:00 - 15:00	Community Activities	Sessions	Sessions
15:30 - 16:30		Sessions	World Economic Brainstorming
17:00 - 18:00		Welcome Remarks and Opening Plenary	Closing Remarks and Farewell Reception
18:00 - 19:00		Reception	
19:00 - 21:00	Country Dinners (from 19:30)	Gala Soiree	

this growth, the IMF forecasts that these countries will manage a current account surplus totaling over 700 billion USD in 2008. Yet, this growth now faces headwinds linked to rising commodity prices, a weakened US dollar and the need to be environmentally and socially sustainable. Given the overwhelming global trend toward urbanization, cities will be at the vanguard of opportunities and challenges related to future growth.

Over 100 mayors and governors from many of the fastest-growing regions in the world along with ministers of science and technology, commerce and transport will engage in a series of multi-stakeholder discussions to explore the drivers of future growth and the various scenarios that may emerge.

Technology and Innovation: The Next Wave

Advances in nanotechnology, genetics and computer science combined with progress in related disciplines such as engineering, medicine and finance make science and technology an inescapable presence in our daily lives. Faced with a growing roster of technological innovations that may rapidly reshape their industries, companies are on alert for disruptive technologies and innovative new models that may emerge from around the globe.

A series of briefings by globally recognized pioneers in science and technology will explore their discoveries and innovations as well as their future impact in a wide range of contexts.

China as a Global Player

The year 2008 marks the 30th anniversary of China's now historic "Opening and Reform Policy" and its first interaction with the World Economic Forum. Membership in the WTO, over one trillion US dollars in foreign currency reserves, and the creation of the world's largest markets for mobile telephone and Internet use are some of the country's impressive economic milestones since 1978.

As China's integration into the world economy enters a new phase as a result of its increasing political influence, technological advancement and changing societal needs, a series of sessions will explore how the country is poised to emerge as a global player and how that journey will reshape its foreign, trade and investment policies in the future.

Information and schedule supplied
by the WEF (weforum.org/newchampions)

ANNUAL MEETING OF THE NEW CHAMPIONS 2008

Preliminary Program

KEY

Going Global

Managing Risks

Drivers of Future Growth

Managing Technology & Innovation: the Next Wave

China as a Global Player

FRIDAY 26 SEPTEMBER

08:00 - 09:00	Networking Breakfast
09:00 - 11:30	Workshop Managing Science for a Better World WorkSpace Managing Global Risks: The View from China (in Mandarin)
12:00 - 13:30	CNBC Debate
12:00 - 14:00	Networking Lunch
14:00 - 15:00	Boardroom Session Turning Strategy into Reality
14:00 - 16:30	Workshop The Role of Frontier Science in Shaping Society WorkSpace SlimCity: The Future of Urban Mobility WorkSpace Navigating through the Global Skills Crisis
19:30 - 21:30	Greater Paris Dinner India Dinner Japan Dinner Russia Dinner

SATURDAY 27 SEPTEMBER

08:00 - 09:00	Networking Breakfast
09:00 - 10:00	Boardroom Discussion The World's Leading Economic Power? Boardroom Discussion Market Insight: North America Boardroom Discussion Globalization in the Urban Century Briefing Session The Next Wave in Nanotechnology Plenary Session Global Growth at Risk
09:00 - 11:30	Workshop To Ally or To Merge, That Is the Question WorkSpace New Financial Architecture WorkSpace The Next Wave for the Web
10:30 - 11:30	Boardroom Discussion New Entrepreneurship, Chinese-style Boardroom Discussion Commodities: Will the Price Be Right for Global Growth? Boardroom Discussion Market Insight: Europe Briefing Session The Next Wave in Life Sciences Plenary Session Mega-Regions: Driving Growth and Innovation Globally
11:45 - 12:45	Plenary Session The Global Economic Outlook
12:45 - 14:00	Networking Lunch BBC World Debate

14:00 - 15:00	Boardroom Discussion Financing the Next Wave of Growth Boardroom Discussion Market Insight: Russia Boardroom Discussion Cyber Security: Why Should I Care? Boardroom Discussion Fears about Food Security: A New Backlash to Globalization? Briefing Session Science Capsule: How Modern Physics and Elementary Particles Affect Your Life Plenary Session The Next 30 Years of Reform Workshop Unsustainable Trends
14:00 - 16:30	WorkSpace Turning Silver to Gold: Business Opportunities in an Ageing World WorkSpace Rethinking the Base of the Pyramid
15:30 - 16:30	Boardroom Discussion Market Insight: India Boardroom Discussion Market Insight: Latin America Boardroom Discussion Climate Change and Your Business Briefing Session Science Capsule: Space Exploration Briefing Session Visualizing Globalization Plenary Session The Globalization of Science and Technology
17:00 - 17:20	Welcome Remarks
17:20 - 18:00	Opening Plenary with Premier Wen Jiabao
18:00 - 19:00	Reception
19:00 - 21:00	Gala Soirée

SUNDAY 28 SEPTEMBER

08:00 - 09:00	Networking Breakfast
09:00 - 10:00	Boardroom Discussion The Outlook for China's Capital Markets Boardroom Discussion Investing in Infrastructure Boardroom Discussion Market Insight: Japan Boardroom Discussion Negotiating across Cultures Briefing Session The Origins of the Universe: Why It Matters Plenary Session Market Insight: Frontier Markets
09:00 - 11:30	WorkSpace Great Companies, Great Leaders: The Chinese Perspective WorkSpace Business Models for Global Success – By Design
10:30 - 11:30	Boardroom Discussion China: A Green Champion in the Making? Boardroom Discussion Picking the Perfect Board: Mission Impossible? Boardroom Discussion Market Insight: The Gulf Region Boardroom Discussion The Next Wave in Energy Plenary Session Looking beyond the Almighty Dollar
11:45 - 12:45	Plenary Session From Global Growth Company to Corporate Global Citizen
12:45 - 14:00	Networking Lunch Phoenix TV Debate
14:00 - 15:00	Boardroom Discussion Investing in Innovation: The View from China Boardroom Discussion Market Insight: Africa Boardroom Discussion Market Insight: South-East Asia Boardroom Discussion Ensuring Growth by Enabling Trade Plenary Session The Future of the Global Economy: The View from China
14:00 - 15:30	WorkSpace From Millions to Billions: The Climb to Global Growth
15:30 - 17:00	Brainstorming World Economic Brainstorming: Next Steps for Sustaining Growth
17:00 - 17:15	Closing Remarks
17:15 - 18:30	Farewell Reception

WORLD ECONOMIC FORUM IN TIANJIN

VOLUME 8

The second “Summer Davos” will take place in Tianjin, People’s Republic of China, on 27-28 September.

第二 | 届 | “夏季 | 达沃斯 | 年会⁽¹⁾” | 将于 | 2008 | 年 | 9 | 月 | 27 | 日、 | 28 | 日 | 在
Dì'èr | jiè | “xiàjì | dáwòsī | niánhuì” | jiāng yú | 2008 | nián | 9 | yuè | 27 | rì、 | 28 | rì | zài

中华人民共和国⁽²⁾ | 天津市 | 召开⁽³⁾。
zhōnghuárénmín'gònghéguó | Tiānjīnshì | zhàokāi.

Premier Wen Jiabao will once again participate in the Annual Meeting of the New Champions.

国务院 | 总理⁽⁴⁾ | 温家宝 | 将 | 再度⁽⁵⁾ | 参加⁽⁶⁾ | 新领军者⁽⁷⁾ | 年会。
Guówùyuàn | zǒnglǐ | Wēnjiābǎo | jiāng | zàidù | cānjiā | xīnlǐngjūnzhě | niánhuì.

Since the community was launched in 2007, nearly 200 companies from around the world have become members.

自⁽⁸⁾ | 2007 | 年 | 该 | 社区 | 创建 | 以来⁽⁹⁾， | 已有 | 全世界 | 近⁽⁹⁾ | 200 | 家 | 公司 | 成为
Zì | èrlínglíngqī | nián | gāi | shèqū | chuàngjiàn | yǐlái, | yǐyǒu | quánshìjiè | jìn | èrbǎi | jiā | gōngsī | chéngwéi

其 | 成员⁽¹⁰⁾。
qí | chéngyuán.

- | | | | | | |
|-------------|---------------------------|----------------------|-----------|---------------|-------------------|
| (1) 年会 | niánhuì | annual meeting | (6) 参加 | cānjiā | take part in |
| (2) 中华人民共和国 | zhōnghuárénmíng'gònghéguó | P.R. China | (7) 新领军者 | xīnlǐngjūnzhě | the New Champions |
| (3) 召开 | zhàokāi | (meeting) take place | (8) 自……以来 | zì……yǐlái | since... |
| (4) 总理 | zǒnglǐ | Premier | (9) 近 | jìn | nearly |
| (5) 再度 | zàidù | once again | (10) 成员 | chéngyuán | member |

The programme of this Annual Meeting will concentrate on five key themes:

本 | 次 | 年会 | 议程 | 关注⁽¹¹⁾ | 以下 | 5 | 个 | 关键⁽¹²⁾ | 主题⁽¹³⁾：
Běn | cì | niánhuì | yìchéng | guānzhù | yǐxià | 5 | gè | guānjiàn | zhǔtí:

Going Global

走向 | 全球
zǒuxiàng | quánqíú

Managing Risks

驾驭 | 风险
jiàyù | fēngxiǎn

Drivers of Future Growth

未来 | 成长 | 的 | 动力
wèilái | chéngzhǎng | de | dònglì

Technology and Innovation: The Next Wave

科技 | 与 | 创新：
kējì | yǔ | chuàngxīn: | xià | yī | lún | làngcháo

China as a Global Player

中国：
zhōngguó: | quánqíúhuà | de | jījí | cānyù | zhě

- | | | | | | |
|---------|----------|----------------|---------|-------|-------|
| (11) 关注 | guānzhù | concentrate on | (13) 主题 | zhǔtí | theme |
| (12) 关键 | guānjiàn | key, crucial | | | |

CURRENCY REPORT – SEPTEMBER 2008

By Mary Zhao

The RMB stood at 6.85 to the USD on 22 August, OANDA reported.

On 23 August, Bloomberg noted the RMB completed its biggest weekly gain in three months on speculation. Officials will seek a stronger currency to curb the trade surplus and deter the US from imposing penalties.

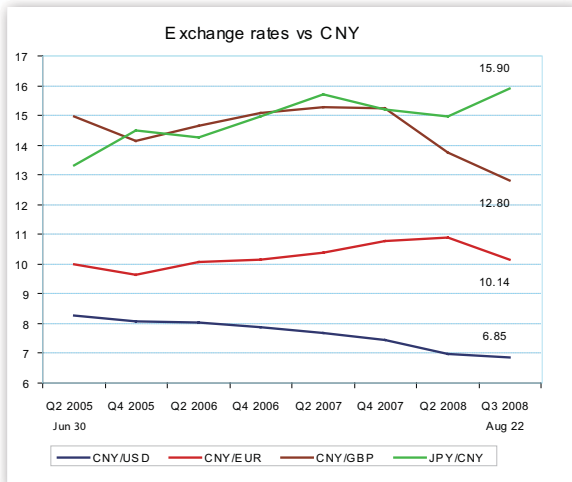
Xinhua News market analysts said decline in the USD was the main cause for a modest revaluation of the RMB. US unemployment rates released mid-August, the highest since December 2001, put pressure on the dollar.

Investor concerns in the US financial industry are increasing. After a previous short-term USD surge, a fall in the immediate future is basically confirmed. Whether the USD can rise again in the medium and long term and how it will influence the RMB exchange rate are a current focus of both domestic and international exchange markets.

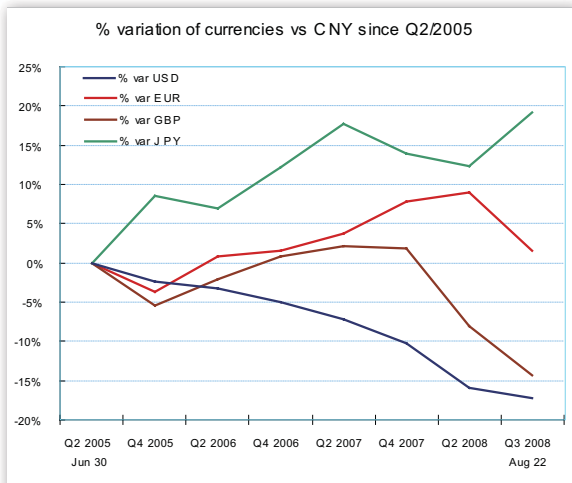
Financial expert Ms. Tan Yaling believes that compared with the American economy, the European Union and Japanese economies are facing more severe risks of recession. The most recent USD rally, she says, was a natural and inevitable periodic adjustment brought about by the economic differences between different currency entities; it does not signify a fundamental change in dollar performance or policy. In the medium term, depreciation of the dollar is the current US monetary strategy, Tan said.

Ms. Tan believes that the RMB will further appreciate against the USD before reaching a relative equilibrium. Since the new policy of floating the RMB exchange rate was executed in 2005, slight RMB fluctuations have been difficult to forecast.

Currency performance since CNY revaluation in Q2 2005.



Source: OANDA interbank rate



Source: OANDA interbank rate

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ENVIRONMENTAL LEGISLATION AND CHALLENGES



Simon Bai
Winners Law Firm

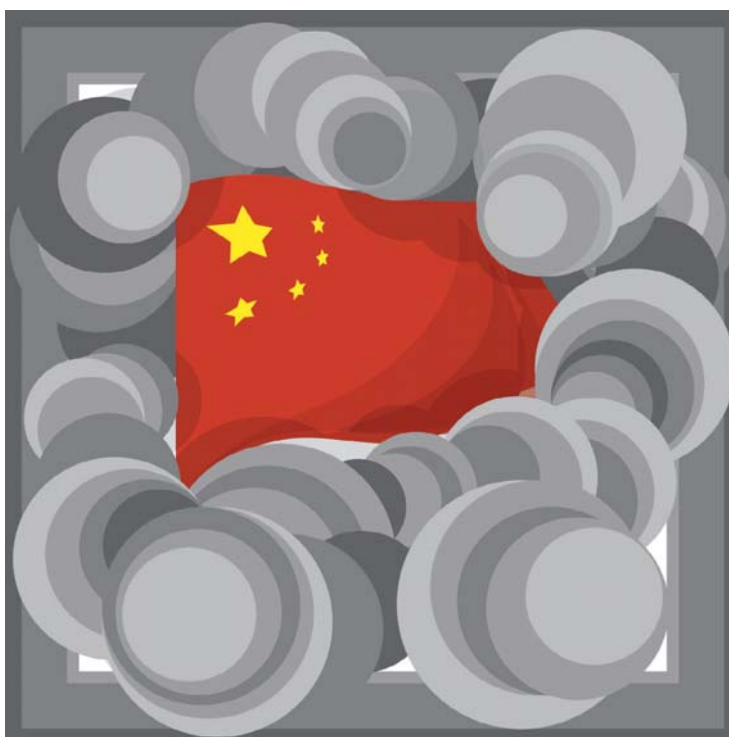
Overview of environmental legislation

China has been proud of its rapid economic growth in the past almost thirty years. Yet this economic development has also resulted in a range of devastating consequences for the environment due to a belated awakening to environmental protection, coupled with a weak enforcement apparatus. The cost of obsession with GDP growth has yet to fully take its toll. Environmental crisis is now the most severe national disaster confronting China.

Desperate to respond to horrific environmental alarms nation-wide, China legislature has enacted a comprehensive set of environmental laws, particularly in the past few years of increased environmental challenges.

The major environmental laws are listed in the following table, which covers a wide range of environmental pollutants and sources.

The major defects with the current environment legislation, as seen in many other fields



Environmental crisis is now the most severe national disaster confronting China.

such as IP protection, are light penalty and lax enforcement. For instance, penalties for noncompliance with some of China's environmental laws are so low that it is often cheaper not to comply and pay fines than to undertake actions necessary to meet the legal requirements. In other instances, companies have disregarded statutory requirements because of the absence of implementation rules, without which liabilities are hard to be identified and penalty impossible to be imposed. In addi-

Major Environmental Laws

No.	Name	Effective Date
1	Environmental Protection Law	1989
2	Law on Water and Soil Conservation	1991
3	Law on Prevention and Control of Environmental Pollution by Solid Waste	1995; amended 2004
4	Law on Prevention and Control of Atmospheric Pollution	1995; amended 2000
5	Law on Prevention and Control of Water Pollution	1996
6	Law on Prevention and Control of Pollution from Environmental Noise	1997
7	Energy Conservation Law	1998; amended 2008
8	Environment Impact Assessment Law	2003
9	Law on Prevention and Control of Radioactive Pollution	2003
10	Law on the Promotion of Clean Production	2003
11	Renewable Energy Law	2006
12	Administrative Measures on the Control of Pollution Caused by Electronic Information Products	2007
13	Circular Economy Law	Forthcoming (expected to be promulgated in 2008)

tion, local authorities, influenced by local favoritism, often are reluctant to enforce stringent standards toward local business.

The Environmental Protection Law, the first major piece of

legislation addressing environmental concerns, came into force in the late 1980s at a time when the idea of sustainable development was not yet fully-developed in China and when end-of-pipe pollution regulation was the predominant approach to environmental protection. This explains why the law suffers from many deficiencies. For example, it fails to recognize that local governments in China in some cases are the culprits for environmental degradation and catastrophes and should be held liable for omission

Companies have disregarded statutory requirements because of the absence of implementation rules, without which liabilities are hard to be identified and penalty impossible to be imposed.

and malfeasance – the performance of local government officials has been mainly evaluated on the basis of GDP growth whereas environmental sustainability is seldom on the top of score criteria.

Accountability of local authorities, therefore, has to be identified in law which should expressly specify regulation of government behaviors in relation to environment and liability of local governments for any misconduct. This is one of the many issues that need to be amended in The Environmental Protection Law, which is being reviewed by the legislature.

In addition, the law's provided penalties are too light to be

taken seriously by polluters and it lacks sufficient quantitative criteria to provide effective regulatory guidelines and define violation of environmental law. Moreover, it focuses only on pollution rather than taking a wider view of environmental protection that includes prevention and control of various pollutants, protection of natural environment, conservation of energy, energy efficiency, clean production, conservation of ecosystems, biodiversity and emission reduction of greenhouse gases.

In the late 1990s, China came to the realization that end-of-pipe pollution regulations will never catch up with the pace of ever-worsening pollution against the backdrop of the country's robust economic growth rates. New laws in respect to environmental protection began to reflect the shift that had been taking place in China's national environmental policy.

In order to rein in the devastating pollution well before it occurs, China has shifted its environmental regulatory model from "pollution first, regulation thereafter" to "sustainability". This model emphasizes proactive elimination of pollution, comprehensive utilization of resources, clean production and energy efficiency.

This model is represented by the **Clean Production Promotion Law**, which took effect in January 2003, and the draft Circular Economy Law, now being reviewed by the National Congress, the top legislature in China.

Clean production represents the continuous application of measures for design improvement, utilization of clean energy and raw materials, the implementation of advanced processes, technologies and equipment, improvement of management and comprehensive utilization of resources to reduce pollution at the source, enhance resource utilization efficiency, reduce or avoid pollution generation and discharge in the course of production, provision of services and product use, so as to decrease hazards to health and the environment.

Under the law, new construction, renovation and expansion projects shall accord priority to adopting clean production technologies, processes and equipment that maximize the resource utilization rate and generate few pollutants. Enterprises in the course of technological upgrades shall use toxin-free, non-hazardous or low-toxin and low-harm raw materials to replace toxic and hazardous raw materials; use processes and equipment with high resource utilization rates and little pollutant-generation. Comprehensive use or recycling of materials such as waste products, waste water and heat generated from production procedures is also encouraged.



To the extent economically and technically feasible, enterprises shall recover and utilize their own wastes or wasted heat generated from the processes of production and/or provision of services, or transfer these wastes to other enterprises or persons with the ability to do so.

According to Article 27 of the law, enterprises engaged in the production or sale of products listed in the compulsory recycling directory shall recycle the discarded product or used packaging.

Pursuant to Article 28 of the law, companies using toxic and hazardous materials in production or discharging toxic and hazardous substances or those that exceed the national or local discharging standards shall periodically conduct clean production audits.

Circular economy is a model of economic development which aims at environmental protection, pollution prevention and sustainable development through conservation of resources, reusing, and recycling in order to minimize pollution from the source and reduce overall waste per unit output.

The draft **Circular Economy Law** went through second reading in June 2008 by the PRC National People's Congress. The law, which is widely expected to be adopted in 2008, aims to significantly reduce production- and consumption-related waste by promoting recycling and the reuse of materials. It reinforces the requirements of the Clean Production Promotion Law and imposes several new sustainability requirements on companies. The law requires low energy consumption and high efficiency; low emissions of pollutants, and minimal waste discharge, using the "3-R" principles of reduce, reuse and recycle. The draft calls for different economic sectors, including gov-

ernment, to save water and energy and reuse wastewater, solid waste and residual heat. It also encourages the recycling of abandoned vehicles and ships, mechanical and electrical products, and computers and other “e-waste”.

What needs to be done?

Chairman Mao once famously remarked, “Human beings are destined to conquer Nature.” If there is any merit to this, it has been misinterpreted and abused by the governments of the past few generations who use it as a pretext or justification to over-exploit and ransack nature. Air pollution, soil erosion and water contamination are certainly not desired destinies. China has learned the hard way that Nature is mankind’s best friend, and it will take many generations to redeem our sins of polluting the environment ... or is it too late already?

In order to relieve China’s escalating environmental woes – an extremely formidable task – countless actions need to be taken, with legal measures and legislation being but minor ones.

(1) Public participation and awareness in environmental protection

- ◆ Citizen action

Government actions alone are never sufficient to deal with environmental challenges. Engaging the general public in this arduous campaign is more than necessary, it is crucial to win the battle against environmental deterioration. The **Environment Impact Assessment Law has recognized the need for** greater public participation in the environmental impact assessment process, which is required before constructing projects in China. Wider involvement by the general public in environmental operations in China can prove significant. An empowered public and responsible stakeholders in a sustainable environment are key to the success of environmental protection.

In addition, China needs to accomplish a feat of social engineering unparalleled in human history, that is, to educate the general public, particularly 900 million farmers. Environmental protection concerns the livelihood of each individual and actions need to be taken at the grassroots level.

- ◆ Proactive press

The media can best safeguard the rights of the public regarding the environment. It’s the best vehicle to galvanize national efforts and educate the general public. The press should be granted a broad mandate to facilitate public interests in environmental issues. The environmental crisis now facing China calls for more power to the press and more involvement by the press in promoting environmental awareness among the public, defending the right of the public to know, tracking down heavy polluters and providing a forum for public debate about the best environmental strategies.

- ◆ Role of NGOs

Specialized NGOs are better-equipped to tackle specific environmental problems and are more knowledgeable about the various environmental challenges in China. Regardless of whether domestic or international, such dedicated NGOs should be given more chances to make contributions in various efforts and programs to clean up our environment. Chinese government should solicit more frequent assistance from these NGOs to build an environment-friendly society

(2) Market-based solution

Acid rain and ambient concentrations of sulfur dioxide (SO₂) and fine particulates are major environmental problems in China. The Chinese government has developed a number of policies to address these problems, including the Total Emissions Control (TEC) policy. The TEC policy restricts total SO₂ emissions from all sectors of the





Tianjin, heralding a creative and unprecedented move in China, has begun exploring a Total Emissions Control policy.

economy. The government allocates portions of the limit to individual sources in the form of an emissions target. This may also apply to CO₂ (although China is not obliged under Kyoto Protocol to do so yet) and chemical oxygen demand (COD) by imposing an emission ceiling in terms of volume. If a market mechanism for trading of emission credits can be established, it may prove much more effective in reducing greenhouse gas emissions than traditional measures seen the EU and the US.

Tianjin, heralding a creative and unprecedented move in China, has begun exploring such a possibility by establishing Tianjin Climate Exchange in early August 2008, modeling on Chicago Climate Exchange, which has been very successful since it started trading in December 2003.

(3) Public interest litigation

Under China Civil Procedure Law, in order to qualify as a plaintiff, a party has to establish that it is one of the interested parties in any legal action, which means any third party which does not have any direct involved interest will be statutorily barred from instigating legal proceedings. This practically prevents individuals from taking legal actions against some polluters, or any other parties that contravene environmental regulations. In recent years, there has been a popular campaign championed by environmentalists to charge against polluters through legal actions in

the name of public interests. There remain difficulties for such a campaign to make headways. But the general public is increasingly supportive of such actions which should be encouraged by the legislators and the government.

(4) Corporate social responsibility

CSR has not yet flourished in China but it is essential that businesses adopt CSR practices as a principle along with their profit-driven goals for China to truly improve its environment. Although the current Company Law of China, which was amended in 2005, for the first time introduced the idea of CSR in law, it will take some time for CSR to be widely embraced by businesses across the country. Voluntary initiatives by companies will be able to supplement actions by the State and go beyond the threshold provided by law. China traditionally does not have an environmental compliance ethic, let alone CSR culture. It is high time that CSR be incorporated into day-to-day management of companies.

(5) International assistance and collaboration

Many funds, trusts, NGOs, institutions, and government agencies from other countries are ready to offer help and share their experiences in environmental protection, technologies, equipment and funding. China should take advantage of such opportunities to better facilitate its capacity-building efforts and protect the environment.

(6) Environmental justice

The US environmental justice movement publicizes that people who live, work and play in America's most polluted environments are commonly people of color and the poor. Communities of color, which are often poor, are routinely targeted to host facilities that have negative environmental impacts, such as landfills, industrial plants or truck depots. This is happening in China as well. Offloading polluting plants and facilities to the outskirts of big cities or relocating them to western China is neither a sustainable solution nor a justifiable action in the interests of the legitimate environmental rights of local citizens.■

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ANALYSIS OF THE DEVELOPMENT OF ENVIRONMENTAL POLICIES AND THEIR IMPACT ON FOREIGN-INVESTED ENTERPRISES IN CHINA



Tingting Li



Ilana Wang

Rising voices for sustainable development and efforts to protect the environment from serious pollution caused by a fast growing economy have been impelling China to substantially change its environmental policies.

Policies favoring environment-friendly industries have been adopted and are changing the approach towards foreign investment and exercising an unquestionable impact on operations of foreign-invested enterprises in China with respect to matters such as industry admittance, tax and financial treatment, and regulatory compliance.

I. MAIN LEGAL DEVELOPMENTS

With the recent legal developments, a more “environmentally aware” legal system has been put up in order to cover the environmental control throughout establishment and during operation of foreign-invested enterprises in China.

1.1 Industry Admittance

Environmental protection in the operation of businesses has been emphasized by the National Development and Reform Commission (NDRC) in the *11th Five Year Plan on Foreign Capital Utilization* (November 2006), by the State Council in the *Circular on Comprehensive Working Plan relating to Energy Conservation and Emission Reduction* (23 May 2007), and in the *State Middle & Long-term Development Plan for Renewable Energy Resources* (August 2007), which have given clear signals that China is moving to prioritizing the quantity of foreign direct investment over the quantity thereof as before. China should now become more interested in attracting foreign direct investment

focusing on ecology and environmental protection, as well as on the conservation and comprehensive use of resources.

Recently enacted laws also follow these guidelines and policies. Consequently, projects of recycling, waste utilization and clean production, as well as research and development of technologies for conservation of resources and emission reduction, will be more easily approved in China. On the other hand, it is expected that projects with hazardous potential for the environment will most likely be rejected or restricted by Chinese authorities.

1.2 Preferential Tax Treatments

China has been granting certain preferential tax treatment for environment-friendly enterprises in what concerns value-added tax and import and export duties. Presently, the Chinese government has intensified preferential tax treatment to such enterprises by including specific provisions in the new *PRC Enterprise Income Tax Law* (1 January 2008).

1.3 More Specific Criteria and Explicit Penalties

The criteria regarding environmental protection in China were far from complete in the past and varied from city to city. Moreover, the enforcement of such criteria was mostly carried out in the form of post-supervision rather than as a precautionary measure.

This scenario is currently undergoing substantial changes. With the recent review and promulgation of several laws and regulations focusing on environment protection, such as the *Water Pollution Preven-*

tion Law, the *Energy Conservation Law* and the *Administrative Measures Regarding the Prevention and Control of Environment Pollution by Electronic Wastes*, more stringent criteria have been set forth and explicit penalties for non-compliance have been laid down. Together with already existing laws, such as the *Renewable Energy Law* and the *Cleaner Production Promotion Law*, a relatively complete legal system has been put up, containing more restrictions and setting forth a stricter control over enterprises' daily operations with regard to environmental protection.

In addition to the aforementioned legal developments, five detailed catalogues specifying projects or equip-

ments to be regarded as environment-friendly and to enjoy preferential tax treatment under *PRC Enterprise Income Tax Law* are expected to be issued shortly. The promulgation of additional laws on environmental protection, such as the *Resource Law* and the *Recycling Economic Law*, is also under intense discussion.

II. IMPACT ON BUSINESS OPERATIONS IN CHINA

The pursuit of environmental protection, on one hand, enables China to put up better conditions for foreign direct investment in environmental protection-related projects, by loosening industry access requirements as well as granting tax and financial preferential treatment to such projects; on the other hand, fur-

ther obstacles are being created for projects which are potentially harmful to the environment.

2.1 Industry Admittance under the Catalogue

The *Foreign Investment Industrial Guidance Catalogue* (the "Catalogue") provides the general control guidelines for foreign direct investment in China. It divides industries into "encouraged", "restricted" and "prohibited" categories.

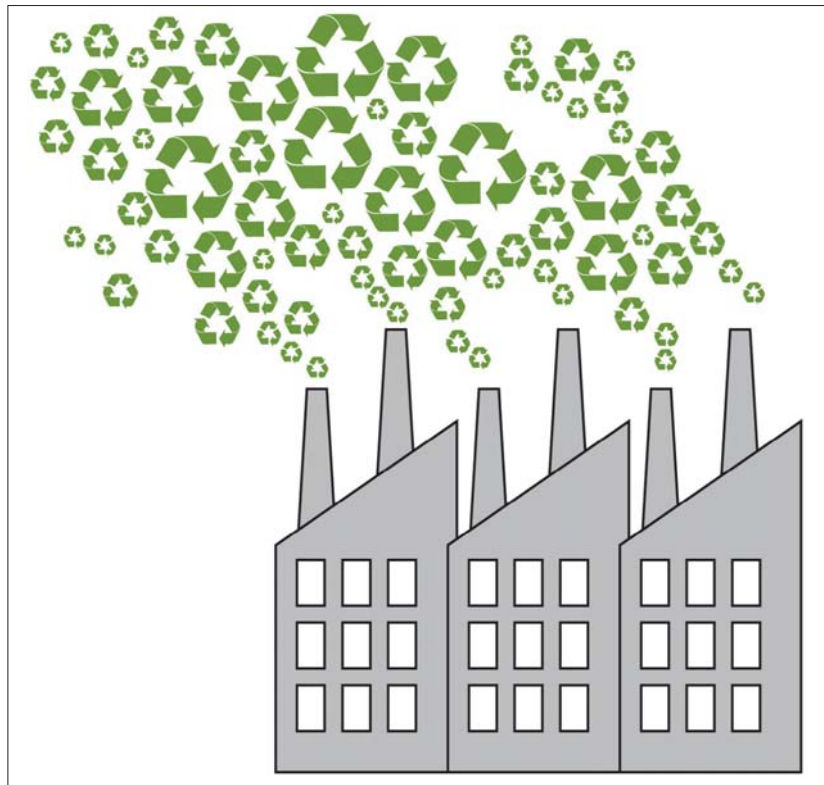
The Catalogue was reviewed and amended by the NDRC in late 2007. Compared to the 2004 edition of the Catalogue, the most recent edition includes an increased number of environ-



mental projects in the “encouraged” category. These projects are now expected to be subject to less approval procedures and to encounter fewer obstacles in getting approval from the relevant authorities. Project examples include:

- ◆ manufacturing of products with new technologies conserving resources, reducing emissions of waste or noise, or recycling waste;
- ◆ production and supply of power and water by using new energy sources or through comprehensive use of seawater;
- ◆ construction and operation of ecological environment protection projects, and sewage and garbage treatment plants;
- ◆ provision of consultancy services regarding environmental protection;
- ◆ scientific research on technologies of biomass energy resources, renewal and comprehensive use of resources; and
- ◆ development and application of new technologies increasing the utilization rate of mine tailings and restoring mine ecologies.

Meanwhile, more potentially hazardous projects have been classified as “prohibited” in the 2007 edition of the Catalogue. For instance, it is currently impossible for foreign investors to engage in the exploitation and processing of radioactive mineral products, as well as in the manufacturing of batteries with environment-harming materials.



Enterprises engaged in environmental projects may enjoy a 3-year enterprise income tax exemption followed by a 3-year period of 50% reduction for income arising from qualified projects focusing on environmental protection and energy and water conservation.

2.2 Preferential Treatment under the PRC Enterprise Income Tax Law

In addition to easier industry admittance, environment-friendly investments may also enjoy preferential tax treatment under the recently enacted *PRC Enterprise Income Tax Law*.

The *PRC Enterprise Income Tax Law* and its implementation rules set forth that enterprises engaged in environmental projects may

enjoy a 3-year enterprise income tax exemption followed by a 3-year period of 50% reduction for income arising from qualified projects focusing on environmental protection and energy and water conservation.

Enterprises with their own intellectual property rights relating to energy saving and conservation technologies and which fulfill all requirements specified in the *Administrative Rules on*

the Recognition of High and New Technology Enterprises, are entitled to apply for recognition as high and new technology enterprises and, as a result, enjoy a preferential enterprise income tax rate of 15%, instead of the general unified rate of 25%.

Furthermore, 10% of the investment costs on equipments for the enhancement of environmental protection may be credited against the enterprise income tax payable in the current year; if not fully used, the remaining balance may be carried forward to the following 5 tax years. Three Catalogues of Enterprise Income Tax Incentive of Specialized Equipments - for Environmental Protection, Water Conservation or Energy Usage Reduction, and Production Safety - are expected to be promulgated for the implementation of these incentives.

Moreover, 10% of the revenue derived from the sale of non-restricted and non-prohibited manufactured products which meet relevant national and industrial standards may be deducted for enterprise income tax purposes, provided that raw materials contained in the *Enterprise Income Tax Incentive Catalogue for Comprehensive Utilization of Resources* (yet to be promulgated) have been used for the manufacturing of such products.

Finally, enterprises that incur research and development expenses on the development of new technologies, new products or new production techniques are allowed (i) a deduction of 50% in addition to the actual deduction of the expenses, in case the expenses are not capitalized as intangible assets but charged to the income statement of the cur-

rent period, or (ii) to use 150% of the actual costs for amortisation purposes, if the expenses are capitalised as intangible assets.

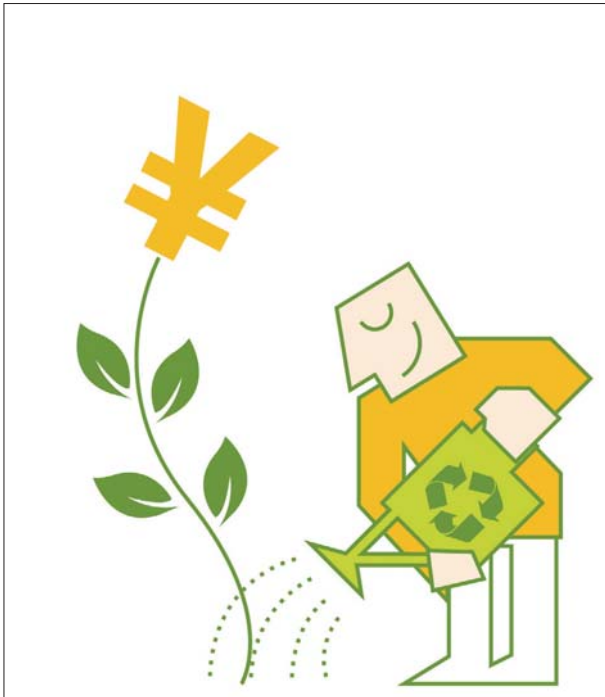
2.3 “Green Credit”

According to the *Opinions on Executing Environmental Regulations and Preventing Credit Risks*, jointly issued by the State Environmental Protection Administration, the People’s Bank of China and the China Bank-

ing Regulatory Commission (12 July 2007), commercial banks in China are required to check the fulfillment of environmental policies and requirements when lending funds to enterprises, and must support “encouraged” projects by simplifying loan procedures. This policy will lead to comparatively easier granting of loans to environment-friendly enterprises.

Commercial banks in China are required to check the fulfillment of environmental policies and requirements when lending funds to enterprises, and must support “encouraged” projects by simplifying loan procedures.





2.4 Decrease of Support to Export-Oriented Enterprises

The *Circular on Decreasing the Tax Refund Rate for Certain Exported Goods* (19 June 2007), issued by the State Administration of Taxation, has eliminated or reduced tax refunds for certain products, in particular for those causing high energy consumption, high pollution and resource consumption, such as disposable wooden products, paper products and certain steel or other metal products. This measure has largely affected export-oriented enterprises which manufactured products through high resource and energy consumption or high pollution, since it imposed higher restrictions on export tax refunds.

2.5 Increased Risk of Non-compliance

Previously existing low or unclear penalties were one of the main reasons for which enterprises risked not to comply with environmental rules. Nowadays, with recently enacted environment-related laws and regulations, both the possibility of being regarded as harmful to the environment and the costs of non-compliance have been substantially increased.

Unlawful activities are expected to be easily detected by Chinese authorities. Any greenfield investment, production expansion or launching of new product is subject to prior environmental appraisal. In addition, the State Environmental Protection Ad-

ministration and its local bureaus are increasingly performing random inspections on business operation. These will increase the possibility of detection of unlawful conducts of enterprises in what concerns environmental matters.

2.6 Risks in case of Merger and Acquisition

Extra attention to environmental matters is recommended in cases of mergers and acquisitions. In addition to unsolved historical environmental issues, special attention must be paid as to whether the technologies, procedures and/or machines and equipments used by the target business fulfill environmental requirements currently in force. Any lack of compliance by the target business could constitute a potential risk and increase the costs of the transaction.

China is adopting policies and regulations favoring environment-friendly enterprises. Foreign direct investment in environmental projects – such as ecology, environmental protection, energy conservation and comprehensive use of resources – may be eligible to access various preferential treatments in what concerns industry admittance, tax and finance, while foreign direct investment in potentially hazardous projects will not be permitted. Moreover, an increasing number of stricter and explicit criteria and penalties regarding environmental protection have been laid down and nowadays represent effective limits to the operations of existing foreign-invested enterprises. Foreign investors must take environmental matters seriously into account in their decision-making processes whether before investing or during the operation of their enterprises in China. ■



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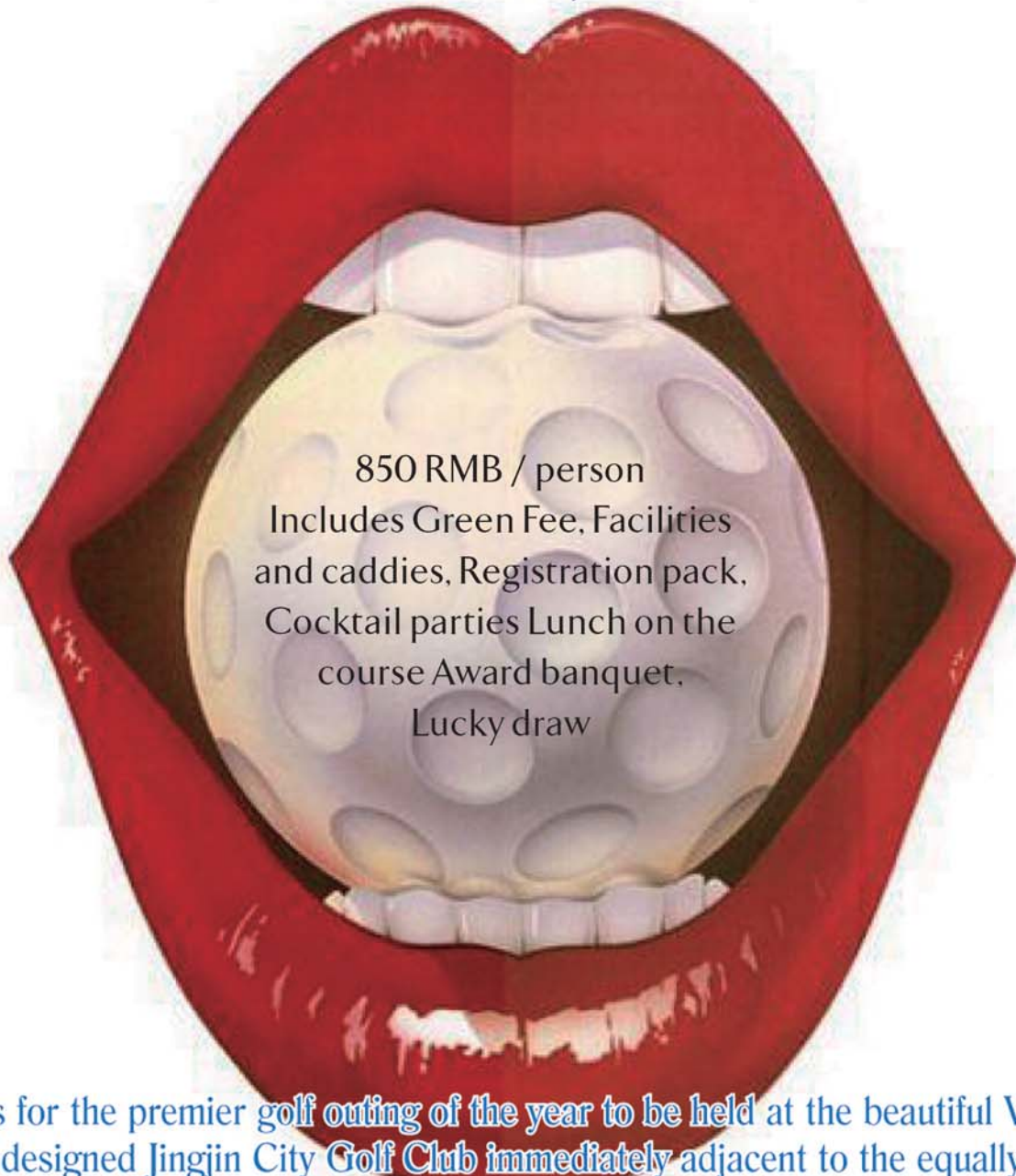


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Recent Events

(최근 현황)



Korean Chamber of Commerce
Korean Association and Advisory Group Meeting in Tianjin
천진한국상회, 천진한국인회 고문, 자문단 회의



Ambassador Jeongseung Sin Visits Tianjin
신정승 대사 천진 방문

1. Korean Chamber of Commerce, Korean Association and Advisory Group Meeting in Tianjin

Date: 23 July 2008, Wednesday 6PM

Content:

- International school construction progress
- Korean Chamber of Commerce member updates
- Olympic Games-related issues

2. Ambassador Jeongseung Sin Visits Tianjin

Date: 30 July 2008, Wednesday 11:30AM

Content: luncheon and meeting with Korean companies

Participants:

Embassy: five people including Ambassador Sin
Korean Chamber of Commerce: 19 people including president Han

3. Safety Information & Security Management among Korean companies in Tianjin

Korean Chamber of Commerce & Industry in Tianjin is deeply concerned with the rapid management deterioration of M Electronics Company and approximately 60 small and medium-sized related enterprises.

The Chamber is critically monitoring the company's situation while the number of companies associated with the damage is increasing. Safety of the employee requires greater attention by companies.

To be prepared for any unexpected incident, please refer to the following guide for emergency contact.

- Regional Chairman and Secretary (Refer to regional resource)
- Incident Representative: Songgeon No Mobile: 130-1134-3703
- Secretary General for Korean Association: Hyoenjik Jeong (Residents, transportation, civil affairs) Mobile: 133-1201-3005
- Secretary General for Korean Chamber of Commerce: Heungsu Kim (Company related) Mobile: 153-0208-7878
- Beijing Consulate: Phone: 010-6532-6774~5 / Fax:(010)6532-6778
- Embassy in China: Phone: 136-0103-0178

1. 천진한국상회, 천진한국인회 고문, 자문단 회의

○ 일 시: 2008년 7월23일(수) 18:00

○ 내 용:

- 국제학교 건립추진현황
- 천진한국상회 임원 변동사항
- 올림픽 경기 관련사항

2. 신정승 대사 천진 방문

○ 일 시: 2008년 7월30일(수) 11:30

○ 내 용: 한국기업들과 오찬 및 간담회

○ 참석자:

- 대 사 관: 신정승 대사 외 5명
- 한국상회: 한삼수 회장 외 18명

3. 천진한국기업 한국임원 신변안전, 치안 관리 강화 (주의) 안내

천진한국상회에서는 최근 천진시 진남구지역 M한국기업(M전자회사)의 급속한 경영 악화와 더불어 해당 회사와 관계되는 약 60여개의 중소기업(중국기업포함) 등이 연속적으로 경영이 악화되는 사태에 대하여 심히 우려하고 있습니다.

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- 한국인회 사무국장: 정현직 (교민,교통,민원) HP 133-1201-3005
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Http: www.tjkorham.net E-mail: hanshanghui@hanmail.net



SwissCham Members Carry Olympic Torch

By Violette Qin, SwissCham Beijing

Three SwissCham members were involved in the Olympic torch relay through China in recent months. The runners, who include two former chamber board members, used the occasion to pass the flame and Swiss spirit on to the public.



Olivier Glauser

On 4 May the Olympic flame passed through Sanya on tropical Hainan Island province in southern China. Olivier Glauser was the 100th torch bearer during the Sanya leg.

"I am very glad to be a torchbearer in the first torch relay in China," the former SwissCham Beijing Secretary General said.



Carlos Cardenas

Swiss national Carlos Cardenas, Omega China's Vice President, also ran with the torch through Lanzhou, and was torch bearer number eight.



Cyrill Eltschinger paid a visit to SwissCham Beijing's Office



Cyrill Eltschinger

Former SwissCham China Chairman, Cyrill Eltschinger, was a torch bearer on 7 July when the flame visited Lanzhou in northwestern Gansu province. "The local crowds were quite surprised to see a white European carrying the Olympic torch," he was quoted by a Swiss newspaper as saying. "They cheered and applauded, offering a lot of support to me. I shall never forget this moment, which shows the authentic Olympic spirit."

For more information, please contact Michaela Scarpatetti, Executive Director, SwissCham Beijing.

Address: SwissCham Beijing, Suite 100, CIS Tower, 38 Liangmaqiao Road, Chaoyang District, Beijing 100016, China
Tel: +86 10 8531 0015 Website: www.bei.swisscham.org



Swedish Chamber of Commerce in China

Introduction

The Swedish Chamber of Commerce in China was founded in March 1998. Over the past decade, the Swedish Chamber has grown from an initial 57 company members to 217 throughout mainland China. Regular events are arranged in Beijing and in Shanghai and in 2007 we established the SwedCham Forum in Guangdong in cooperation with the Swedish Chamber in Hong Kong.

The purpose of the Swedish Chamber of Commerce in China is to engage in activities that cannot easily be undertaken by the members themselves in order to enhance their business interests in China.

The Swedish Chamber is the natural point of contact and voice for businesses with a Swedish connection in China.

Swedish Chamber events aim at networking and enhancing knowledge in particular areas of interest to members. The chamber arranges many kinds of events, such as:

- **Monthly breakfast meetings with invited speakers, including Swedish visiting ministers, Chinese government officials, visiting CEOs/presidents of large Swedish companies, and interesting journalists;**
- **Workshops or seminars in HR, finance, law, sales, marketing and branding, supply chain, IPR, CSR, and other areas;**
- **Social events, such as networking cocktails, Christmas parties, golf tournaments and traditional Swedish crayfish parties;**
- **Young professionals' events.**

Upcoming Events

Newcomers Event 2008

Date: 10 September
Time: 19.00- 21.00
Venue: Boardroom, 2nd floor, Radisson SAS Hotel, Beijing
Price: Member Company participants - free of charge!!!
Member Company participant's spouse - 140 RMB/person
Non Member - 240 RMB/person

Please send email to: bjevent@swedishchamber.com.cn to secure your reservation.
If you do not receive a reply from us, please call us at: 010-5922 3388 ext. 313

Crayfish Festival 2008

Crayfish Festival 2008
Date: 13 September
Time: at 18.00 we start...
Venue: Royal Garden, Radisson SAS Hotel, Beijing
Price: RMB 400/ members, RMB 600/ non-members

To reserve tickets email beijing@swedishchamber.com.cn or by call 010-5922 3388. Please purchase your ticket in advance at the Swedish Chamber Office Beijing (Room 313, Radisson SAS Hotel, Beijing).






Dear Friends,

We are pleased to invite you, your colleagues and your friends to the Traditional Crayfish Party in cooperation with Radisson SAS Hotel Beijing.

Those were the days... In the end of the 80's, when two partying troubadours, Kenta Hagås from Hökarängen and Johan Sandefeldt from Bromma made Stockholm city unsafe. They created the standard for what's remembered as "party time" at the Universities, Teknis & Handels as well as the night clubs Hard Rock Café and Dailys. In the beginning of the 1990's they were separated by continents which kept them apart for decades. But do not despair! For the first time in Asia and for the first time in this millennium, we are proud to present: **Raj-Rajders & the Raj-Rajders Revival Asia Gig!** Their motto: "You pay - We play! You don't pay - We play anyway!" a motto which is as valid today as it was during the 80's. Prepare for party time and singsong at Radisson led by Volvo's own Lasse Berghagen with guest artist.

Tasty crayfish from ICA served in combination with a lavish international buffet, tempting desserts and party atmosphere. Just a perfect venue where all your friends will be gathered. This is an unforgettable evening that you can't miss.

Free flow of beer, wine and soft drinks..... First bottle of Aquavit per table will be covered the following ones will be reasonably priced.

Cash Bar at site.

Dress code: Use your imagination to create the evenings most extraordinary Crayfish hat.

Welcome and don't forget to sign up today!

Date: Saturday, September, 13th, 2008
Time: 18.00 We start ...
Venue: Royal Garden, Radisson SAS Hotel Beijing
Price: RMB 400 / member and RMB 600 / non-member

RSVP: Reserve tickets by email to beijing@swedishchamber.com.cn or by phone: 010-5922 3388. Please purchase your tickets in advance at the Swedish Chamber Office Beijing (Room 313, Radisson SAS Hotel, Beijing).

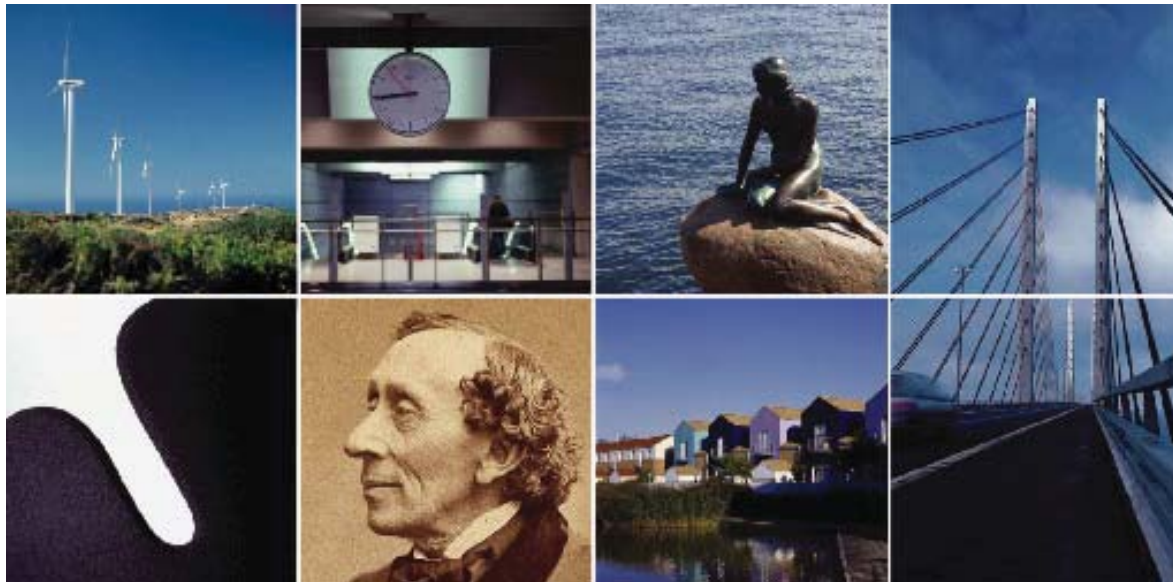
Your ticket will be released, if it is not yet picked up before, September 8th.

Limited Seats! First Come, first serve!





Address: Room 313, Radisson SAS Hotel, 6A, East Beisanhuan Road, Chaoyang District, Beijing 100028, China
Tel: +86 10 5922 3388 ext. 313 Fax: +86 10 6462 7454
Website: www.swedishchamber.com.cn



Sport and Business

The Danish Chamber of Commerce in China, in partnership with Sport One Danmark (SODK), proudly presented a unique Olympic event – Sport and Business – at the Danish Olympic Pavilion, Radisson SAS Hotel on 18 August.

Sport as a tool for marketing and for developing and educating employees and future managers has grown considerably over the recent decade. In Denmark the market size of sport sponsoring has reached one billion Danish kroner; its growth rate in the same period has been the highest of the traditional marketing parameters.

DCCC and SODK were proud to be able to present a program that introduced three key note speakers who gave a presentation on the use of sport as a tool in their daily work.

Thorleif Krarup, President of Sport One Danmark, has a strong background within the Danish business sector as former CEO at Nykredit and Nordea. He gave examples on how he used the elite sport role model to tackle difficulties faced by the companies he has worked for.

Keld Strudahl, Global Marketing Director at Carlsberg, started his career at Carlsberg 15 years ago and has worked with its international branding and marketing. Keld has been responsible for developing the global sponsoring strategy for Carlsberg Group. He has built the organization that can implement and support the overall strategy for Carlsberg.

Keld introduced participants to Carlsberg's strategy of sport marketing and how sport marketing supported the company's overall branding. He also presented cases in which Carlsberg uses sport marketing in the marketing mix.

Alfred Josefsen, CEO of Irma, has been managing director since 1999. He has managed to get the "women with the eggs" back on the winning trail. In 2003 Alfred was awarded Manager of the Year. In September 2004 Alfred released his book Irma: It's all about people.

Alfred talked about how world champions and gold medalists must be able to analyze and systemize personal successes to perform at a world-class level. The methods and principles used by elite sport can be transferred to private companies and governmental organizations.

Alfred also discussed remarkable results, world-class innovation and how much self-confidence means to the organization.

For further information about this event, please contact DCCC Secretariat at +86 10 6467 5748 or email to mail@dccc.com.cn or visit www.dccc.com.cn.

Address: Office C-319 Beijing Lufthansa Center, 50 Liangmaqiao Road, Chaoyang District, Beijing
Tel: +86 (10) 6467 5748 Fax: +86 (10) 6462 3206
E-mail: mail@dccc.com.cn Website: www.dccc.com.cn



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

ABOUT US

The China-Italy Chamber of Commerce is a private, voluntary, not-for-profit organization registered in 1991 and composed of Italian juridical and physical persons.

Its Members include the major Italian industrial groups, banks, legal offices and transport companies, as well as small and medium enterprises.

The CICC liaises with the Italian Embassy and Trade Commission Offices in China to co-ordinate and implement programs of common interest.

It is a member of the European Chamber of Commerce in China, supporting it in its role as a representative of European business interests with the Chinese Government authorities and institutions.

"The Companies gathered in the CICC Network are the pride of Made in Italy. They work hard to build strong and long term relationships, aim to establish connections with the country and the culture which host us."

"It's a real pleasure to work in this climate of mutual exchange and collaboration between our countries."



Davide Cucino
CICC Chairman

PUBLICATIONS

CICC Membership Directory

The annual full member's list publication. Each Member has its page published both in English and Chinese. This important marketing instrument is distributed to all our members, to the partner institutions in Italy, Italian and Chinese institutions, foreign chambers of commerce in China, Italian chambers of commerce in Asia and to media.



Il Quaderno

Four-monthly monographic review, written both in English and Italian with a Chinese presentation. Each issue analyzes several aspects of a specific industry, trying to find possible solutions to member problems. It is realized with informative member contributions to underscore the position and role of Italian firms.



iFood

About a year ago, CICC launched its first eFood, narrating month by month the Italian philosophy about its enogastronomy. eFood now has grown up becoming iFood, "e" of electronic changed in "i" of Italy and now it will be printed in a 20 colour pages magazine and it will have an extensive distribution.



The Economic Bulletin of PRC

This semi-annual bulletin informs about national and international economic issues, governmental policies and directives, giving a macroeconomic analysis of the past six months and a perspective on future trends in the Chinese market.



UPCOMING EVENT

Sport and solidarity at "CASA ITALIA PARALIMPICA"!

This project, organized on the occasion of Paralympics games, is a great opportunity for all the Italian companies to promote their activities and to take part in an important social event. The project will be hosted from 5-16 September by the Italian Institute of Culture inside the Italian Embassy in Beijing.

Contact Viva Group (+86 10 8454 9620/16) to be a part of Casa Italia Paralimpica!

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

Beijing
Unit 2607, Full Tower 9 Dong San Huan
Zhong Lu, Chaoyang District, 100020
Tel: 0086-10-85910545 Fax:
0086-10-85910546
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Guangzhou
Room 1403, CITIC Plaza
233 Tianhe Beilu 510613
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Shenzhen
Room 217, 2/F, Chinese Overseas Scholars,
Venture Building South district, Shenzhen
High Tech Industry Park, 518057
Tel: 0086-755-86329518 Fax:
0086-755-86329528
info Shenzhen@cameraitacina.com



China-Australia Chamber of Commerce in Beijing

New AustCham Beijing board members ready for 2008/09.

AustCham Beijing's new Chairman, Roger Wolfe (General Manager, Mining, WesTrac), formally welcomes the new board for 2008/09 and looks forward to another great year for AustCham Beijing's members and friends.

New AustCham Beijing exco and board

Following the AustCham Beijing AGM in June 2008, six board members were elected from a strong field of contenders, including three new directors. As the new Chairman, I am very fortunate to have such a talented and professional executive and board team that includes:

Kent Mata, GNS (Deputy Chairman),
Jason Li, Yatsen Associates (Vice Chairman),
Michael Shagrin, NAB (Treasurer),

with eight directors:

James Greer, AustChina
Amy Lim Johnson, Worldlink Education
Jason Marriott, Woods Bagot
Stuart Mengler, Allens Arthur Robinson
Wayne Mo, ANZ Banking Group
Mark Norris, Knauf Plasterboard
John Pendergast, Asia Project Link
Robert Rath, Telstra Asia

The new Board has enthusiasm, commitment and the vision to ensure that in the coming year we will build on the foundations laid last year to achieve even more for our members, through expanded working groups, inter-chamber networking, seminars and presentations, and of course social events including the Golf Day (see below) and the Annual Ball. We value feedback and suggestions from our members via our General Manager

Dalwyn Bateson and her great support team.

Thank you to the 2007/08 Board of Directors, led by Chairman John Pendergast, who coordinated a great year for members. Thank you particularly to Geoff Baker, Simon Cousins and Edward Smith for their contributions while on the AustCham Beijing board.

Boomtown Beijing – charity film screening

AustCham Beijing was delighted to host a special charity screening of Boomtown Beijing at Salud on Nanluoguxiang, raising funds for the Library Project (www.library-project.org). Directed by Siok Siok Tan, an award winning executive producer of international documentaries, the film gave a rare glimpse of the authentic Beijing, its people and their Olympics dreams. Thank you for all the generous donations.

AustCham Beijing making noises at Sydney Olympic Park

The normally quiet Sydney Olympic Park was awash with live sounds from the Beijing Subway and Dong-sishitiao streets during the Beijing 2008 Games, broadcasting from the moment the torch entered the Bird's Nest stadium until it was extinguished on 24 August. AustCham Beijing provided logistical support for this project, coordinated by Allan Giddy at the Environment Research Institute for Art at the University of New South Wales.

Beijing Bombers



Australian Rules football has been played in China since 1998. There is now a development organisation called Aussie Rules China based in Tianjin focused on bringing Chinese nationals into the sport. The Tianjin program is sponsored by the Melbourne Football Club and the Melbourne City Council. AustCham Beijing is proud to be the Premiership Sponsor of the Beijing Australian Rules Football Club (aka the Beijing Bombers and Bombshells - yes the girls play too). We look forward to cheering on the team in the upcoming year.

Golf Day 2008



The AustCham Beijing Lloyd Morgan Golf Day will be held on Friday 19 September at Tianzhu Golf Course. Proceeds will go to Ronald McDonald House Charity, with great prizes on offer for winners as well as hard-to-get sporting memorabilia up for grabs. For more information on sponsoring a hole or playing in the event, please email projects@austcham.org

We look forward to seeing you at an AustCham Beijing event in the near future.

Roger Wolfe
Chairman
AustCham Beijing



E Floor, Office Tower, Hong Kong Macau Centre (Swissotel), 2 Chaoyangmenbei Dajie, Beijing 100027

Tel: +86-10-6595 9252 Fax: +86 10 6595 9253

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German Chamber of Commerce
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GERMAN CHAMBER JOB FAIR 2008

October 12-13 Swissôtel Beijing

The German Chamber of Commerce in Beijing offers experience, connections and services to German and foreign companies. We support German companies with building up and extending their business relations in China.

The German Chamber Job Fair is a new platform to support the German companies in China with their recruitment activities and promote them as premier employer.

Stands are allocated on a first-come first-serve basis.



Contact us today for program, registration and sponsorship opportunities. We are looking forward to your participation.

Contact: Ms. Brigitte Neumann
Tel: +86-10-6590 0926 ext. 212, Email: neumann.brigitte@bj.china.ahk.de
Ms. Wang Wei
Tel: +86-10-6590 0926 ext. 324, Email: wang.wei@bj.china.ahk.de
Website: www.china.ahk.de/job-fair/

The Spectre and the Spectacle

By Joei Villarama

All the spectacular superlatives may not be enough to describe the grand fête cum debut of new world uber-power China, from its over-the-top opening ceremony down to the exceptionally detailed handling of the games. It may best be captured only on photo and film – faces of triumphant joy, the brilliant body movements all within a stage setting of an undulating sea of colours and architectural wonders, making past Olympics seem dour in comparison, or it may just also be the advent of HDTV. No matter, the applause is well deserved – for China, for all the participants and for everyone who made this possible, including the television viewer halfway across the world waiting to see moments of glory before the break of dawn.

All the months and years of hype and hoopla leading up to the 29th Olympiad reached a fever pitch and finally distilled into 16 days of pure excitement or pure madness depending on the lens with which you view the event. If you're one of those cheerers grown hoarse, whether lost among the crowds or secure in

By taking the ratio of the number of medals per population size, then Bahamas, Jamaica and Slovenia occupy the top slots. If we look at the GDP per medal, then North Korea, Jamaica and Zimbabwe come out the winners, followed by Armenia and Georgia. Uzbekistan is in first place if the number of medals per athlete is the criterion. The fact remains that all ath-



letes have qualified through a gruelling series of competitions, earning a gleaming medal around every neck that need not be hung by an IOC official. They are all heroes coming to Beijing and returning home to their respective countries.

Economists and statisticians have attempted to predict the medal count, even Pricewaterhouse Coopers, who came out with an economic briefing paper using the following as factors: population, average income levels (GDP per capita at PPP exchange rates), whether the country was previously part of the former Soviet Bloc, whether the country is the host nation and the medal

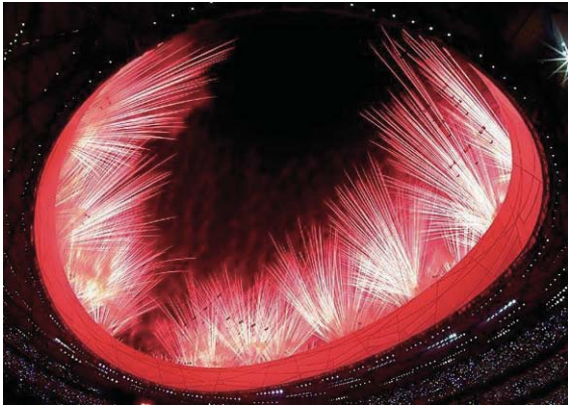


the comforts of the home couch, then the whole extravaganza has been worth the 40 billion USD.

Counting Bling

The simplest way of interpreting Olympic performance is by counting the total number of medals (USA-110, China-100, Russia-72) and the total number of golds (China-51, USA-36, Russia-23) a country has bagged. However, alternative methods of calculating the win have been devised to appease people who empathize with the poorer nations who can't afford to send a big delegation.





shares in the previous Olympic games. Their figures diverge from the actual results but are still an entertaining read for stat enthusiasts.

Economic Impact

Jonathan Anderson, chief Asia economist at UBS, believes that Beijing 2008 “will barely leave a dent on China’s economy.” When he compared the populations of recent Olympic host cities to their corresponding national populations, “Beijing came in last place, representing 1.1% of China’s population and less than 3% of its GDP.” This is one stream of thought, while another



portends the coming of the so-called “Valley Effect” or a post-Olympic economic downturn.

According to a Bank of China study of 12 Olympic Games within the last 60 years, “In nine of the 12 Olympics, the hosts’ annual GDP growth in the eight years following the Games was 0.4 to 2.5 percent lower than during the eight years prior to the event.” And Bank of China spokesperson Li Xiaochao said, “History showed that a post-Olympics downturn happened mainly in smaller economies, such as the Republic of Korea,” but not in large economies like the United States.

According to Jim Jubak of MSN Money, six months before, investors regarded the Olympics as a “guarantee that China’s stock market and economy would keep chugging along through the summer. Now, it increasingly looks like the games themselves could be the catalyst for a significant downturn in China’s stock market and economy.”

Another interpretation may also be that China is about ripe for market re-adjustment and the growth would continue after a considerable period of stabilizing.

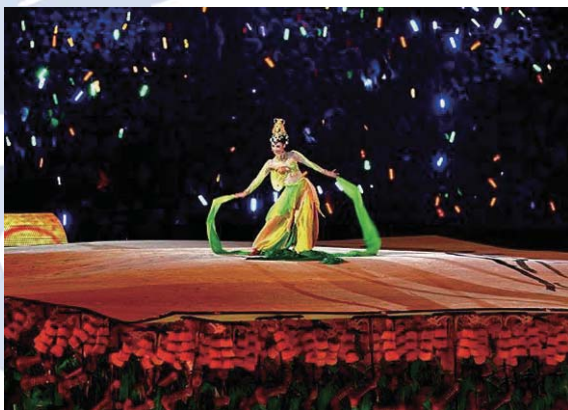
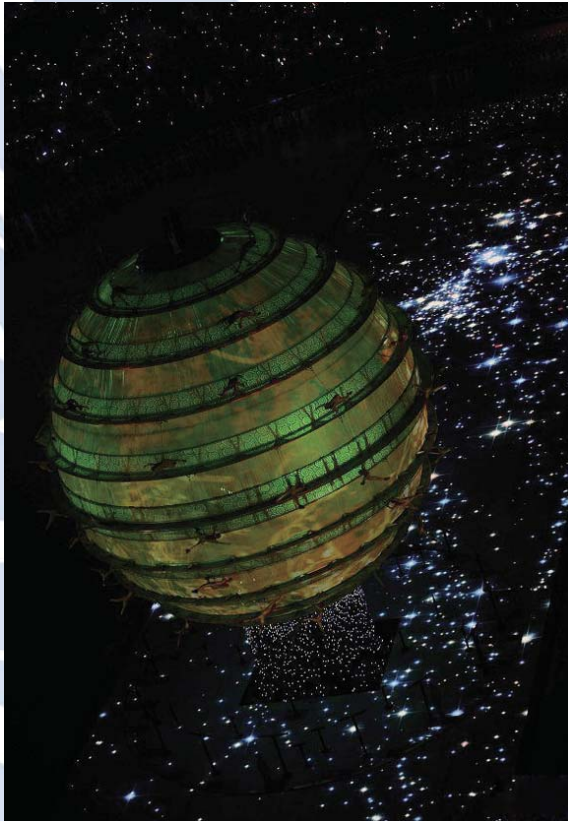
Effect on Everyday Lives



One can imagine the effects the Olympics have on residents of an area where, in one intense swoop, all the world’s media, athletes and tourists descend. Already this early, you can hear the British saying that 2012 would be a good time to be away from London. In both Beijing and Tianjin expat circles, the thrill came parallel with dread justified by the added security checks, hassles of carrying passports and the fear of having to leave a country despite the fact that they’ve invested half their life into it.

And did those droves of tourists come? According to





L.A. Times correspondent Don Lee, "Many owners of small restaurants, hotels and shops in Beijing are wearing long faces this summer, especially those who poured their life savings into buying businesses or sprucing up their shops ahead of the Games. About half a million foreign visitors were expected in Beijing this month... because of stricter visa rules and other hassles, there are no more here now than there were last August, when 420,000 visitors from abroad came to the capital."

Wu Jing, a Shanghainese in Tianjin, is convinced that money for the Olympics "could have been better

invested in the poorer regions of the country." He is one of the rare Chinese who didn't watch the opening ceremony despite coaxing from his friends. Wu Jing most definitely does not belong to the 75% of Chinese surveyed by the Ogilvy Group who feel proud of their country because of the Olympics, nor does he belong to the 87% who regard the Olympics as a platform for Chinese brands like Lenovo to shine and become "more international".

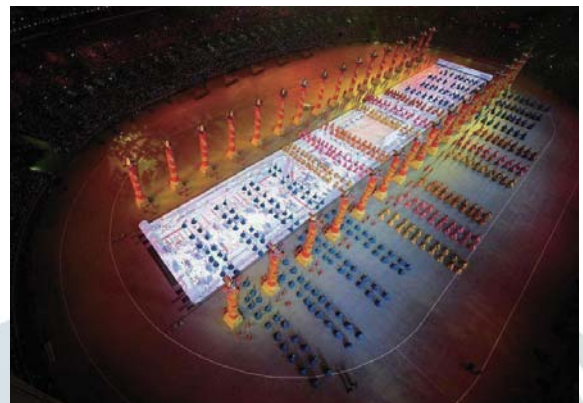
A Scottish general manager of a 500 Fortune company in Tianjin lamented how traffic restrictions in Beijing doubled their transportation costs by doubling the road that had to be taken. Another European general manager complained how their shipments of chemicals into Tianjin Port had to stop weeks before and during the games. "Although big multi-national companies like ours could absorb the cost, what about the smaller businesses?" asked the Scot.

Both entrepreneurs and employees were affected by new regulations that sprouted like the giant banners concealing unfinished construction. There are around 4 million migrant workers in Beijing, a lot of whom had to "leave when their factories or construction sites closed down to purify the air for the Games."

Looking Forward

Only twelve days after the closing ceremony of the Olympics, the Paralympics are set to hog the international limelight. A foreign teacher in Tianjin commented, "I'm looking forward more to watch the Paralympics. I think it's going to be inspiring."

Four years from now, the global community again will ogle at the surprises London will spring, hoping that it could potentially set new, more sustainable, less excessive benchmarks for the Olympic Games.





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天津喜来登大酒店

Belong

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CHINA vs SE ASIA: WHAT COMPETITION?

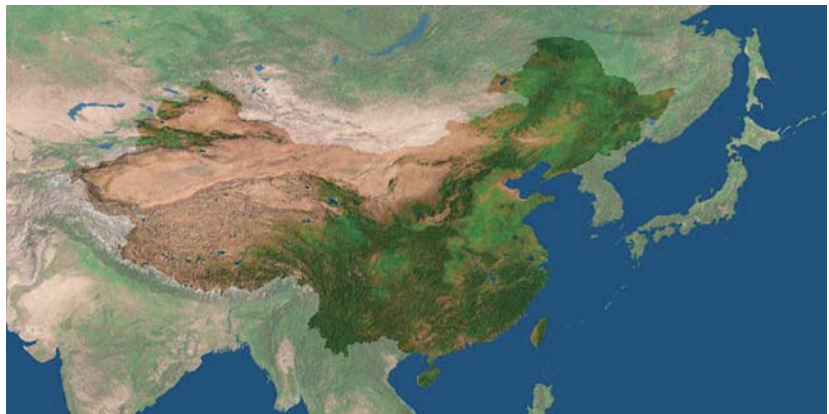
How do cities like Tianjin cope with low-cost competition from locations like Vietnam?

By Mark Gao

China-Vietnam stories are currently en vogue among editorial writers in the Chinese and international press. Reporters dispatched to Internet search engines (or even Vietnam) have been weighing up the competitive advantage of a thriving southern neighbour and fellow socialist state, and most seem keen to prove the tropical, spindly shaped Southeast Asian state the latest threat to China.

Vietnam, however, is hardly a threat. The Southeast Asian nation has adapted China's growth model but lacks its larger neighbour's size or market potential. Vietnam's 80 million citizens puts it on a par with some of China's less populous provinces. Since Vietnam joined the WTO in 2007 investors have come for its cheap labour and low taxes, but there's a very limited local market.

"Vietnam is more like something to check off the list," according to William Dodson, manager of Asia Base Law & Projects, a consultancy based in Suzhou, China. "You go to Hanoi for a weekend and take a look around just to tell the board back in the USA or Europe you've done it, you've looked into Vietnam." Vietnam, stresses Dodson, doesn't have the consumer market that China does. Vietnam's population is only



A survey conducted recently by the American Chamber of Commerce in China found that 70 percent of American firms are here for the domestic market.

10 million larger than that of China's Jiangsu province, Dodson points out. A survey conducted recently by the American Chamber of Commerce in China found that 70 percent of

American firms are here for the domestic market.

Recent rises in China's raw material and labour costs matter less than



they're given credit in this imagined rivalry between the two countries. Mainland and multinational enterprises moving to Vietnam are doing what Taiwanese investors have been doing for 15 years already, says Dodson. "They're hedging bets by establishing an alternative manufacturing base to supplement existing factories on the mainland."

Going to Vietnam

Vietnam's economic model is remarkably similar to that of China, but it started its industrialization later, in the wake of a series of wars. Just as China in its early industrialization period, the Vietnamese government is "investor friendly and used industrialization to boost economic growth," explains Mary Ann Chan, spokesperson for Singapore-

based Sembcorp Parks Management Ltd, which manages industrial parks in China and Vietnam. Hundreds of industrial parks have flourished in Vietnam, humming with US and Japanese firms manufacturing for export markets.

Sembcorp research shows Vietnam's minimum wage is half of China's, while "land is much cheaper and more readily available," says Chan. But while Vietnam currently caters to general and back-end electronics manufacturing, China operations have progressed to more high-tech manufacturing, particularly in the areas of IT and telecommunications equipment.

China has more developed supply chains, particularly for auto and plastics industries. "You need about 50 separate parts for a TV set," explains a Taiwanese contract manufacturer with plants in Tianjin, Shenzhen and Hanoi. "All of those parts are available within a 50-kilometre radius if you're in east China. If you move to Vietnam this won't be the case." Hence he's willing to forego local factory labour costs which have risen dramatically – twice the wage of Vietnamese factory workers – in order to be near his suppliers.

China's investment is also increasingly value-added. Firms seeking to add sales figures in China set up R&D centres here, developing as well as manufacturing products for the local market. "Scientists, researchers and middle managers are readily available in China," explains Chan.

Vietnam's tax and other incentives are generally much more generous than China's. The incentives, says Chan, are also applied for longer periods (up to ten years) than in China, "which has nothing close to this." Shipping costs are higher out of Vietnam, largely because the country's ports

haven't been able to expand in pace with demand.

It's not a case then of western firms moving over the border to Vietnam.



Vietnam's tax and other incentives are generally much more generous than China's.



Rather it's Chinese companies, many of them manufacturing for foreign clients, who shift business over the border in order to avail of cheaper land and labour, supplementing operations in a more costly China.

China is not likely to fret dirty, low-value manufacturing operations leaving its borders. But the country is also compensating with ways to hold its attractiveness. Top of the list is logistics. With China's overall freight traffic increasing by 9.7 percent a year, regional and city governments have made logistics an important part of their five-year plans. Logistics space has been laid on thick: warehouse and shipping yard floor space is growing by 68 percent year on year in six key markets according to research provided by the Beijing office of property management firm Jones Lang LaSalle.

But China must be careful too that it doesn't overcompensate. Logistics parks are often badly positioned and underutilized. Vacancy rates in Tianjin and Chengdu average 20 percent (largely because of the wrong mix: too much warehousing in consumer-focused Chengdu and too much distribution space in export-driven Tianjin), but vacancy rates climb as high as 60 percent in warehouses further southwest in Kunming. Industrial parks yield taxes as well as rent and jobs, logistics parks don't. But there's an increasing sophistication: local governments mix value-added industry into business parks.

Vietnam is not necessarily cheaper. Factory rental in the Sembcorp-run Vietnam Singapore Industrial Park in Bac Ninh (north Vietnam) costs 4.50 USD per square metre per month, compared with 3.70 USD per square metre per month in the Wuxi Singapore Industrial Park two hours drive from Shanghai in southeast China. "In general, industrial land in north Viet-

nam is in short supply." At 4.50 USD per square metre per month, the Vietnam Singapore Industrial Park II in Binh Duong, south Vietnam is already fully rented. The price differential proves a point: Vietnam suffers from a shortage of the kind of well-serviced industrial zones that China has in abundance. That's why Sembcorp can charge high rates, says Chan.

More vulnerable to low-price competition are cities like Nanning, capital of Guangxi province and a mere six hours by road from Hanoi. Investors from Guangdong, Hong Kong and Shenzhen have bypassed Nanning, says the marketing manager at the Nanning Economic Development Zone, who only gives his surname, Pan. But, he adds, Chinese and foreign companies have recently been turned off by soaring inflation in Vietnam. "This has really driven up costs," says Pan.

Nanning is also countering low-cost competition by developing the Northern Bay Economic Cooperation Zone: "The city is offering more advanced infrastructures and management to attract more investments both home and abroad, as well as keep those who plan to move to Vietnam," explains Pan. Foreigners only account for 15% of investment, and most of them are Japanese and Korean.

Cities like Nanning have the talents for manufacturing. The electronics, pharmacy and machine making industries are what Nanning Economic Development Zone wants most, says Pan. Local transport infrastructure, talent and consumers are "suitable to develop those industries," says Pan.

Less traveled locations like Guangxi tout cheaper labour and land as well as a proximity to Southeast Asia. But even though its good road network makes it a natural hub for Southern China and Northern Vietnam for-

eign investors have become too accustomed to the skilled labour pools and more effective distribution and marketing channels of China's coastal locations.

Western companies are most likely to stay put in China. While US and European investors confine themselves to national- and provincial-level industrial zones, Asian counterparts are far more likely to move into cheaper and untested territory like Vietnam, says Dodson. "Westerners look for economies of scale and livability whereas Taiwanese investors were first into places like Chongqing." Western firms fret about logistics bottlenecks in locations away from China's east coast, adds Dodson. "Diffusion of investment will take a lot longer than predicted," he said.

The attractions of Vietnam are put in context by the conditions in neighbouring states. A company with interests across Asia, Bangkok-based PCS is a good barometre of which locations are hot and which are not for investors headed to Asia. The firm, which has a headcount of 24,000, has been trying to build its contract cleaning and security businesses in Southeast Asia but also in China and India.

Property ownership laws in Thailand – traditionally seen as the most liberalized economy in the region – leave a lot to be desired, says PCS chairman Liam O'Keefe. While the local property market remains vibrant, foreigners can't buy land and are restricted to a 49-percent stake of any local apartment complex. "They still have the idea that you will dig up the land and take it with you, it's a very old fashioned view." The Thai government has shelved a plan to reform local laws denying foreigners from holding a majority stake in a local firm. In the absence of reform foreign investors have resorted to messy tangling with nominal Thai controlling

shareholders who warehouse shares for foreigners, says O'Keefe.

Mired in political inertia, Thailand has nonetheless evolved in peace. "It has never been at war, but rather benefited from troops being stationed here," says O'Keefe. Vietnam and Cambodia have absorbed influences, and lately, investment much faster. Wedged between China, Thailand and Vietnam, the mountainous state of Laos meanwhile is too small: a population of barely five million is not enough to stoke the interests of foreign investors, says O'Keefe.

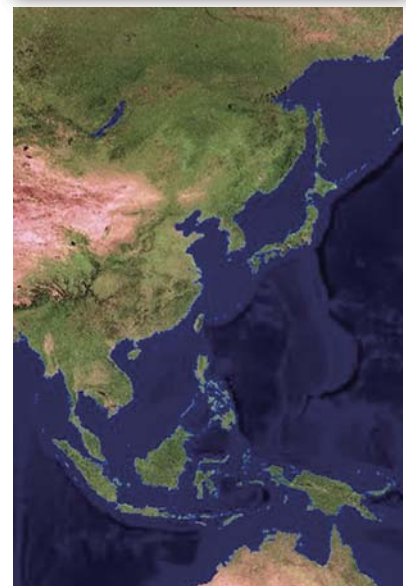
Further west, India takes getting used to, says O'Keefe: bedding down with a local partner is difficult. A special license to operate in India would require PCS to buy an Indian company. "They often move the goal posts." PCS also has operations in Bangladesh – "a lot of turmoil" – and Malaysia, but O'Keefe is maximum bullish on his firm's prospects in Cambodia.

The country "will change very quickly," says O'Keefe, who's impressed by the resilience in coming out of a "very bad period" of war and occupation. The country has been raking in investment in textiles and manufacturing, creating demand for cleaning and security services. "They're very resilient people."

O'Keefe is also looking to China for growth. PCS is mid-way through the negotiations on an acquisition of a cleaning business in Shanghai. The Australian-owned firm being acquired by PCS has already "been in and out of the pitfalls," says O'Keefe. Cities like Tianjin, Beijing and Shanghai are where the potential is, he figures. So China has little to worry about: there's enough foreign investment to go around for everyone. Its southeast neighbours want manufacturing investment. But with its eagerness to innovate and its superior



Western companies are most likely to stay put in China... Asian counterparts are far more likely to move into cheaper and untested territory like Vietnam.



infrastructure it appears that China holds all the aces. ■

TEAM VALUES

Volume 8



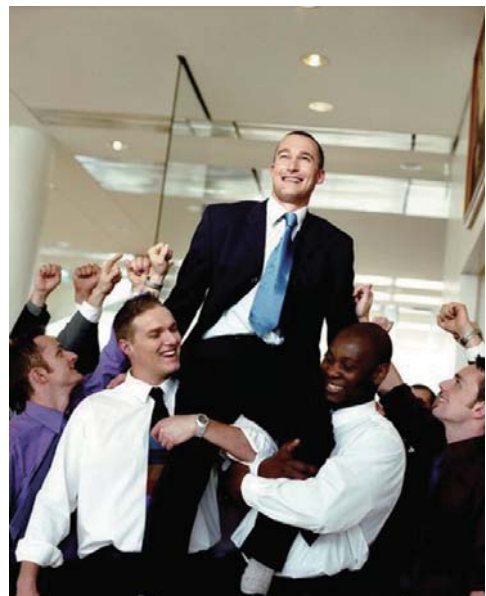
Wolfgang Knüfer

In our last issue we looked at 10 essential steps for corrective feedback. Remember: corrective feedback is the only tool that changes/improves employee behavior. Today I will invite you to have a closer look at what real teamwork needs for sustainable cooperation.

Never overdraw your emotional account

You need to think of your relationship with your teammates, also subordinates, as an emotional bank account. All bank accounts are characterized by deposits and withdrawals. You make emotional deposits by giving positive feedback, listening, praising, thanking and the classic pat on the back. The receiver of such positive behavior will view these as deposits in your emotional bank account with them.

Bear in mind that the value of the deposits is determined by the receiver, not the sender. The terms and expressions the sender uses to convey positive thoughts may not hold the same connotation for the receiver – especially if the people you work with have a different cultural background. If possible, learn the specific terms the receiver uses to express positive thoughts. Then use those same terms in response.



In order for individuals to subordinate totally their individual needs and egos for the good of the team, something positive must counterbalance the loss of individual achievement.

Withdrawals are the things we do that could be received negatively by others: giving corrective feedback in public, not listening, interrupting or taking credit for others' work; the list is lengthy. The key point is that if the receiver considers something as negative, then it is a withdrawal, irrespective of how the sender intended it.

Bottom line – never overdraw your emotional account with your teammates! You must be sensitive to the positive contributions of others and express to them your sincere praise

and appreciation. I recall the rule we have with my youth handball team: teammates can only compliment and praise each other, they are not allowed to criticize a fellow teammate. This soon creates an overwhelmingly positive *confrontation* balance and bonds the team together. We sometimes hear later that if a kid at school did something bad or made an unkind remark to a teammate, that person would quickly find that several other teammates would “encourage” him to stop it.

So, how does this idea of always maintaining a positive confrontation balance relate to teams of adults in business? We have found that in order for individuals to subordinate totally their individual needs and egos for the good of the team, something positive must counterbalance the loss of individual achievement. A strong and sustaining positive confrontation balance among and between teammates tends to serve this purpose.



When people are mentally involved in the team activity, they feel personally accountable for the outcome.

Perceive teamwork

Many effective teams understand and effectively use the concept of *scotoma*, which was popularized by Lou Tice at the Pacific Institute in Seattle, Washington. What follows is one of the most important facets of human behavior I have ever learned. It often helps us to understand better why people behave as they do. It explains, in

part, why some teams function with a single heartbeat (even in adversity) and why others shatter under pressure.

The human brain has five sensory input channels: smell, taste, touch, sound and sight. We function and survive in response to the myriad inputs (stimuli) our five sense organs encounter. While seated in a crowded movie theater, we catch the slightest whiff of smoke. We will perceive that dangerous smell even in the most engrossing movie plot. Good sense dictates that we immediately leave the theater and report what we noticed to the manager. In a word, we receive a stimulus (smoke), our brain perceives it (we become consciously aware of the potential danger), and we respond appropriately (leave the theater and report it).

So far, so good. However, it not quite that simple. Somewhere in the gray matter of our brains there is something called a Reticular Activating System. This serves as a perceptual filter between our sense organs and that portion of our brains that actually perceives, creating a rational awareness that smoke in a theater presents threat. This perceptual filter allows only two broad categories of stimuli to



reach the portion of our brain that creates our perceptions. The two categories are High Threat and High Value.

In other words, if a stimulus is a threat or is very important to us (high value), the Reticular Activating System will not filter it from perception. However, and more importantly, if the stimulus is considered to be low threat or low value (unimportant), our brain never has an opportunity to perceive it because it is filtered out by our Reticular Activating System. We say we have a scotoma (perceptual filter) for low threat and low value stimuli.

In my seminars, I use the following example to help explain this somewhat abstract concept. Imagine you and a friend are chatting on the sidewalk in the middle of the city. If we were to measure the decibels of your voices and also the decibels of the trucks and cars travelling 15 feet away, which would be louder, your voices or the traffic? Most likely, the traffic. If that is true, why don't we yell as we chat on the sidewalk? Our helper, scotoma, will filter out much of the traffic noise, so we can chat in conversational tones.

This incredible brain we



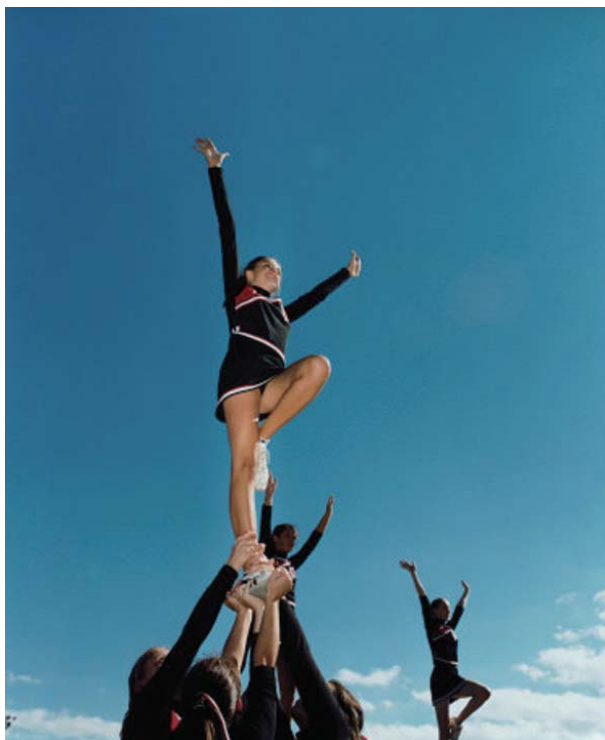
As much as we claim we want cooperation, most of our structures don't reward it, our corporate culture doesn't support it and our leaders are reluctant to embrace it.

have will take the two stimuli, your friend's voice and the traffic noise, automatically determine that the voice is of high value, and allow that input to reach the portion of our brain that perceives and understands voice. At the same time, it automatically determines that the traffic noise is low threat/low value and will filter that stimulus from our perception. In a word, we will have a scotoma for the traffic noise.

Our brains are so remarkable that we can, unconsciously, monitor the myriad sensory stimuli we experience continuously. The *scotoma* (perceptual filter) allows us to get adequate rest during a thunderstorm, while at the same moment, the slightest change in our child's breathing can jolt us from a deep sleep.

We can perceive and thereby react to only those stimuli that are high threat or high value; we never seem to notice (perceive) the countless low threat and low value stimuli in our daily lives.

So what does all this have to do with team building? Everything! If teamwork is very important to you, you will be able to perceive anything that will help your team or anything that threatens its success. One of the great benefits of teamwork is that it stimulates creativity. When people are mentally involved in the team activity, they feel personally accountable for the outcome. In a word, the people begin to think creatively because they want to win.



Break with tradition

The roots of our present organizational values began with the industrial revolution, in Europe around 100 years ago and in China more recently. Prior to the advent of the industrial age, we were mainly an agrarian society. Many of our citizens lived and worked on farms; agriculture dominated many of their lives. The average family could, literally, carve a life out of wilderness. They cut down the trees to build a house, cleared the stumps and planted and harvested crops to eat and to sell for cash.

Our history is replete with examples of rugged individuals who succeeded by the sweat of the brow. It is not difficult to understand why people tend to honor individual achievement. In the city squares of our town, you will see a pedestal with a statue of one famous person, not of a group. Even in professional sports today, superstars and free agents often make eight to ten times the salary of some of their fellow teammates. So it is in companies. The outstanding salesperson or the strongest individual contributor receives the huge compensation package and often outrageous bonuses.

In our culture today, everyone wants to win. We understand General Douglas MacArthur's admonition, "There is no substitute for victory," since in war, being runner-up is unacceptable. We honor such young sports legends as Michael Phelps, who said repeatedly, "Winning is not everything; it's the only thing." Our entire system of justice is driven by winning a case or judgment. The very nature of the free enterprise business system is competition with its array of winners and losers. Our political system produces winners and losers after every election.

In co-acting teams, the members work independently, like a sales force. When the success of one salesperson is not related to or affected by another salesperson, we create a contest for the top salesperson which is, once again, a competitive system producing one winner and lots of losers.

A variety of anthropological research points quite definitely to the conclusion that evolution has been a process not only of compe-

tion and survival of the fittest but also one of collaboration, cooperation, and mutual support. As one ascends the evolutionary ladder, altruism, idealism, generosity, admiration and behavior stemming from emotions are gradually added to the more primitive emotions of hostility and acquisitiveness.

Managers talk about their employees as being part of a team but, instead of cooperating in a system that encourages teamwork, these same employees are often pitted against one another to compete and win as individuals. As much as we claim we want cooperation, most of our structures don't reward it, our corporate culture doesn't support it and our leaders are reluctant to embrace it – though it is often in the best interests of the organization to do so. Our people return from their teambuilding weekends and, within a few days (hours?), they are often back to building their empires at the expense of the other team members and with the hope of a superior (i.e. winning) performance appraisal, higher merit pay, the next promotion or more job security. To meet today's demands, we need to be pulling together, yet the internal competition endemic to our system is undermining our efforts. ■

Wolfgang Knüfer can look back at a successful career as an international manager and management consultant. He has been working for the European Chamber of Commerce in Tianjin and makes himself available for exclusive seminars on diverse management and leadership topics.



International organizations based in Tianjin have the following open positions: (在津跨国公司招聘以下高级人员)

Finance Manager (财务经理)

Code: FM0808

JOB DESCRIPTION:

- Be 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:

- Finance education background
- Several years' experience in financial field
- High sense of organization
- Attention to detail
- Good spoken and written English
- Team player, sense of responsibility

Communication & Information Manager (公关经理)

Code: CIM0808

JOB DESCRIPTION:

- Establish public relations strategy
- Coordinate with government and/or authorities
- Release company information to public
- Organize PR activities
- Develop and maintain cooperation with clients
- Handle crises

WHO WE ARE LOOKING FOR:

- Good relations with government and media
- Good communication, organization and coordination skills
- High English and Chinese proficiency
- Multinational experience preferred

Assistant to Chairman (总裁助理)

Code: AC0808

JOB DESCRIPTION:

- Responsible for developing and maintaining relations with local authorities, clients and suppliers
- Work closely with chairman
- Schedule and attend to chairman's tasks
- Represent chairman in events and business issues
- Perform other duties as assigned by chairman

WHO WE ARE LOOKING FOR:

- Minimum of a Bachelor's degree
- Previous experience as secretary or assistant to high management
- Good communication skills
- Fluent spoken and written English and Mandarin required

HR Recruitment Specialist (招聘专员)

Code: HRS0808

JOB DESCRIPTION:

- Manage and implement recruitment processes
- Prepare job advertisements
- Review and screen resumes
- Cooperate with GM and managers regarding recruitment needs
- Prepare weekly recruitment reports
- Select interview candidates
- Schedule and organize panel interviews
- When needed, support other departments' recruitment, candidate selection and applicant interviews
- Research and design required training materials to meet needs
- Produce training manuals and courses
- Work closely with managers of other departments to identify training needs
- Develop and maintain departmental training records

WHO WE ARE LOOKING FOR:

- At least two years' experience in a similar position
- Patient, communicative
- Team player
- Works well under high pressure
- Competent English and Mandarin

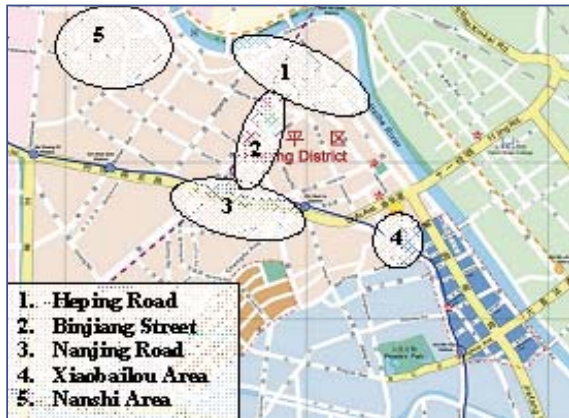


If you are interested in any of these positions, please send your resume and mention **Code No.** to HR@boxinren.com

TRENDS IN THE TIANJIN RETAIL PROPERTY MARKET

In recent years, Tianjin's retail market has shown signs of rapid development and huge potential. In the first half of 2008, total retail sales of consumer goods in Tianjin reached 97.5 billion CNY, a rapid rise of 24.7% year-on-year.

Retail properties in Tianjin are focused primarily in the city center, with the main cluster of large-scale retail properties to be found in Heping, Nankai and Hexi districts. Traditionally, the representative retail areas are Heping Road, Binjiang Street, Nanjing Road, Xiaobailou Area and Nanshi Area. These retail areas always involve a certain large-scale retail property as a hub project, and develop surrounding stores to complement the others.



The supply of major retail projects in city centre districts has witnessed stable growth. As of Q2/2008, the total stock of retail properties in Tianjin reached 1.2 million sqm, more than double the stock in 2000. The department store is the major retail type in Tianjin now.

Retail development

Department stores have a long history in Tianjin. After 1949, Tianjin Department Stores, Zhongyuan Department Stores and Quanye Bazaar were the typical representatives with very high reputation. From 1980s, local department stores in Tianjin rapidly developed, represented by Youyi Department Store and International Store. Local department stores target the general public with low-to-mid

grade products. Since 1995, a great deal of foreign and domestic department stores opened in Tianjin, bringing many popular brands from home and abroad, as well as introducing the industry of fashionable consumption. Mostly of these newer department stores are at the luxury or mid-to-high level, such as Isetan Department Store, New World Department Store, Parkson, Far Eastern, Maison Mode, Robbins and Hisense Mall.



Now shopping malls are becoming the favored retail outlets and service facilities of consumers. Boasting diversified functions and various types of properties, the shopping mall has a greater competitive capacity than the department store.

There are currently only two shopping malls in Tianjin: Magnetic Capital Plaza and Wanda Shopping Plaza.



Magnetic Capital is a one-million-sqm multi-use development next to Tianjin Olympic Stadium, of which 140,000sqm

Project	Location	Estimated GFA(sqm)	Completion Date	Developer
Causeway Bay Plaza	Nanshi	74,000	2008	Longqiao Real Estate Development Co. Ltd. (HK)
Hutchison Whampoa Project	Nanjing Road	70,000	2010	Hutchison Whampoa (HK)
Jinsheng Plaza	Nanshi	100,000	2010	Shanghai Jinrun Group (SH)
Tianjin Int'l Trade Plaza	Youyi Road	100,000	2011	Jixian Real Estate Development Co. Ltd. (TJ)
Yanlord Haihe Plaza	Nanshi	40,000	2011	Yanlord Development (Tianjin) Co. Ltd. (Singapore)
Hang Lung Plaza	Heping Road	153,000	2012	Hanglung Real Estate Group (HK)
The Wharf Project	South Station	186,000	2013	Wharf Construction Group (HK)

houses retail, and rest residential and office space.

The retail part of project and the mature high-end residential community offers home appliance stores, supermarkets, department stores, sporting goods stores, a food & beverage street and Jinyi International Studios cinema.

Wanda Shopping Plaza, located in Heping Road, is similar to Wanfujing in Beijing and Nanjing Road in Shanghai. Wanda Shopping Plaza is a composition of mid-to-high grade shopping, leisure, supermarket, entertainment and dining.

Based on the experiences of Hong Kong, Shanghai and other developed cities, the shopping mall is the future retail development trend. Although the shopping malls in Tianjin are not mature, due to their relatively short development, the new retail type is expected to take-off in the near future.

The future of shopping

In the coming few years, due to rapid development of the Tianjin economy and increasing levels of personal income, the retail market will become more active than before. The new supply of retail space will cater to this growth and is expected to reach 1.4 million sqm for by 2013. These shopping centers will gradually be developed into large-scale and comprehensive integrated developments. In the next 3 to 5 years, shopping malls are anticipated to become a new mainstream of the Tianjin retail market.

Hang Lung Plaza, which began construction in Q2/2008, is located at the intersection of Heping Road and Binjiang Road. At 40,000 sqm and an estimated GFA of 153,000sqm, it encompasses six floors and one underground for retail and leisure, as well as two underground levels for parking. Hang Lung Plaza will be the largest high-end shopping mall composed of retail, entertainment, leisure, dining and other functions. In addition to department stores and specialty shops, Hang Lung Plaza will also have a theme park, entertainment centre, restaurants, supermarkets and other supporting services, even modern entertainment forms and leisure services like music bars, a disco, karaoke, cinemas and hotels.

Singapore Yanlord Haihe Plaza, a large-scale shopping

mall with five above-ground and two underground floors, is located in Laochengxiang area. It's estimated GFA of 40,000 sqm will include retail, leisure, dining, and other functions. When completed in 2011, Yanlord Haihe Plaza will conveniently connect with subway Line 2.

Retail real estate stimuli

Foreign investment always boosts supply, and international developers often have more management experience and better ability to finance retail real estate development, thus making the market more competitive.

Swelling population and rising disposable incomes are the other two major stimulants to retail property supply growth. Middle- and high-income consumers who live in the city center support the increased presence of shopping centers.

Growth of retail property space is expected to exceed that of market demands, resulting in more intense competition among different types of retail projects, especially high-end ones.

As mentioned, the shopping mall is expected to become the major retail property format in Tianjin, and some decade-old retail projects will gradually disappear or be forced to upgrade. The construction of additional retail malls and mixed-use complexes will certainly enhance shopping and retail marketing in Tianjin, as well as develop the city's integrated retail standards. ■



Shenzhen Shun Hing Square

Article is written by Savills Property Services (Beijing) Co., Ltd. Tianjin Branch.



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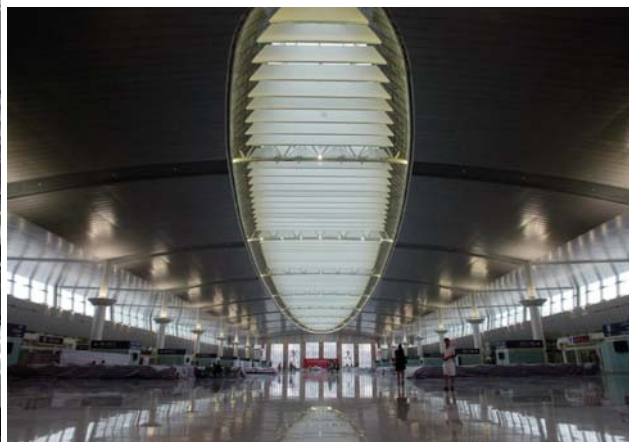
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Off the clock



2	1
3	
4	5

1: A 16-car road trip organized by German KUGA Travel Agency for the Olympics arrives at Tianjin Port on 7 August.

2.3: Mr. Kong Xiangrui, a nationally acclaimed engineer, kicks off the Tianjin leg of the 2008 Olympic Torch Relay at Tianjin harbor at 8:10am on 1 August. The torch travelled through Tianjin for two days.

4.5: The new Tianjin Railway Station put into service on 1 August.



6.7: China beats Sweden 2-1 in Olympic women's soccer during the Group E first round match in Tianjin Olympic Sport Centre on 6 August.

8.9: Beijing-Tianjin high-speed train begins service on 1 August.

10: Tianjin Olympic fans exercise on 4 August in the Sports Park, Wang Chuan Chang, Hebei District.

6	7
	8
10	9



INTERNATIONAL FLIGHTS

(1=Mon, 2=Tue, 3=Wed, 4=Thu, 5=Fri, 6=Sat, 7=Sun)

From Beijing

DEST	DEP	ARR	Flight No	Days
Abu Dhabi	19:10	00:20 (+1)	EY889	...3.5.7
Addis Ababa	20:10	06:50(+1)	ET605	1.2.4.6.7
Amsterdam	11:40	15:55	KL898	1234567
Bangkok	08:30	12:30	TG675	12..567
	10:40	16:20	TG614	1234567
Doha	02:00	06:15	QR899	.23.56.
Dubai	23:55	05:05(+1)	EK307	1234567
Frankfurt	10:30	14:30	LH721	1234567
Helsinki	11:00	14:20	AY052	1234567
Hong Kong	07:45	11:25	CX 317	1234567
	11:55	14:55	KE852	1234567
Seoul*	21:05	00:05(+1)	KE854	1234567
	13:50	16:55	KE880	1.3.5.7
London	11:25	15:05	BA0038	12.4.6.7
Moscow	11:40	15:55	SU572	1234567
	06:55	11:10	SU574	1234567
Paris (CDG)	09:50	14:40	AF129	1234567
San Francisco	12:00	08:30	UA888	.234...
	00:10	06:25	SQ821	1234567
Singapore	08:45	15:00	SQ803	1234567
	16:00	22:15	SQ805	1234567
Sydney	21:40	11:30(+1)	QF192	1.3.5..
Tel Aviv	22:00	04:00	LY096	.2.4..7
	10:55	13:50	JL781	1234567
Tokyo	08:30	13:00	NH956	1234567
Toronto	17:50	18:40	AC032	1234567
Vancouver	16:20	12:20	AC030	1234567
Washington	08:30	19:35	UA898	..234...

To Beijing

ORIGIN	DEP	ARR	Flight No	Days
Abu Dhabi	22:05	09:50(+1)	EY888	.2.4.6.
Addis Ababa	00:40	18:40	ET604	12.4.6.7
Amsterdam	18:35	09:50(+1)	KL897	1234567
	17:35	21:20	TG615	1234567
Bangkok	00:35	06:15	TG674	12..567
	01:35	14:40	QR898	12.45..
Dubai	03:20	15:10	EK306	1234567
Frankfurt	17:20	08:30(+1)	LH720	1234567
Helsinki	20:10	08:55(+1)	AY051	1234567
Hong Kong	08:00	11:25	CX6872	1234567
	09:30	10:35	KE851	1234567
Seoul*	11:30	12:40	KE879	1.3.5.7
	19:00	20:05	KE853	1234567
London	16:40	09:35(+1)	BA0039	1.3.567
Moscow	18:05	05:30	SU573	1234567
	22:25	09:50	SU571	1234567
Paris (CDG)	15:55	07:45(+1)	AF128	1234567
San Francisco	11:15	14:25(+1)	UA898	.234...
	01:10	07:20	SQ800	1234567
Singapore	08:40	14:50	SQ802	1234567
	16:55	14:50	SQ822	1234567
Sydney	10:10	20:10	QF191	1.3.5..
Tel Aviv	00:35	15:10	LY095	.2.4..7
	08:25	12:25	JL780	1234567
Tokyo	10:35	13:25	NH905	1234567
Toronto	14:45	15:50(+1)	AC031	1234567
Vancouver	12:30	14:50(+1)	AC029	1234567
Washington	12:10	13:55(+1)	UA897	.234...

From Tianjin

DEST	DEP	ARR	Flight No	Days
Chubu	14:15	18:05	JL788	1234567
Hong Kong	08:35	11:50	KA1104/CA103	1234567
Seoul*	12:15	15:05	KE862	1234567
Nagoya	14:30	18:20	NH114	1234567

To Tianjin

ORIGIN	DEP	ARR	Flight No	Days
Chubu	11:00	13:05	JL787	1234567
Hong Kong	12:50	15:55	KA1103/CA104	123456
Seoul*	09:30	10:20	KE861	1234567
Nagoya	10:40	12:45	NH113	1234567

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

Airline Code

AC Air Canada	EY Etihad Airways	QF Qantas Airways
AF Air France	JL Japan Airlines	QR Qatar Airways
AY Finnair	KE Korean Airlines	SK Scandinavian Airlines System
BA British Airways	KL KLM-Royal Dutch Airlines	SQ Singapore Airlines
CX Cathay Pacific	LH Lufthansa	SU Aeroflot Airlines
EK Emirates	LY El Al Airlines	TG Thai Airways
ET Ethiopian Airlines	NH All Nippon Airways	UA United Airlines

CUT OUT AND CARRY THESE TABLES



ROYAL
ORCHID
HOLIDAYS



Family Getaways

From 1 April to 31 October



Thailand
Bangkok
Phuket

Chiang Mai
Hua Hin
Krabi

No matter who you are, Thailand has something for you. Nature lovers and adventure travelers uncover a world of outdoor wonders, romantic couples pinpoint paradise and families find loads of activities. Whether you seek history, culture and tradition or great shopping and dining, Thailand has something for you - especially families holidaying with children.

Keeping kids entertained is the secret to a successful family holiday, but that's never a problem in Thailand. Thais love children and the kingdom has a tradition of catering for families, so whatever you go, from the mountains to the sea, and everywhere in between, your kids will be welcomed with open arms. There are also plenty of 'family' things to do and see in this amazing kingdom.

What are you waiting for? Pack your luggage, choose Royal Orchid Holidays and enjoy an unforgettable break with your family!

Family Gateway 3D2N Promotion Package from Beijing

From 1 April to 31 October, to stimulate family travel – ROH offers special promotion for one child under 12 free of charge traveling with two paying adults.

Price per adult:

Bangkok: From 3270/per person
Hua Hin: From 3480/per person
Chiang Mai: From 3460/per person
Krabi: From 3550/per person
Phuket: From 3410/per person

Including:

Round trip TG economy class ticket to Thailand destination
Two nights' accommodation in selected hotel with daily breakfast (possible to extend, extra fee will be charged)

Excluding:

Ticket tax and fuel charge and airport tax (depending on issue date)
All personal expenses and optional tour costs

Prices valid from 1 April to 31 October. All quotations subject to availability and discount when making reservations. We have the right to change the price without any information in advance.

Royal Orchid Holidays China Wholesaler
Tel: +86 10 5979 2061
Web: www.rohchina.com

DOMESTIC FLIGHTS

(1=Mon, 2=Tue, 3=Wed, 4=Thu, 5=Fri, 6=Sat, 7=Sun)

From Tianjin

DEST	DEP	ARR	Flight No	Days
Changchun	10:50	12:40	ZH9253	1234567
	08:00	10:40	CA1421	1234567
Chengdu	16:30	19:20	NS8862	1234567
	10:10	11:00	HU7697	1234567
Dalian	15:30	16:20	CZ6176	12.45.7
	18:50	19:40	GS7447	1234567
Fuzhou	18:45	22:50	MF8138	1234567
	08:00	10:45	CA1317	1234567
Guangzhou	13:30	16:20	HU7201	1234567
	15:00	17:50	CA1395	1234567
Hangzhou	07:10	9:10	MF893	1234567
	16:30	18:10	MU2298	1234567
	17:15	19:00	FM9123	1234567
	18:50	20:45	CZ5808	1234567
Hohhot	9:50	10:50	CA4717	1234567
	12:40	13:40	HU7656	1.3.5.7
Kunming	12:10	15:40	8L9922	1234567
Nanjing	15:55	18:05	ZH9254	1234567
Ningbo	22:05	0:05	MU2398	12.456.
	8:20	9:20	HU7575	1234567
Qingdao	11:00	12:00	HU7497	1234567
	15:15	16:15	HU7455	1.3.5.7
	16:25	17:25	CA4958	.2.45.7
	21:35	22:35	SC4718	1234567
	8:10	9:45	CA1533	1234567
Shanghai	10:50	12:35	HO1136	.2.4567
	11:00	12:45	MU8960	1234567
	13:20	15:05	FM5146	1234567
	15:35	17:25	CA15323	1234567
	15:45	17:30	FM9130	123456
Shenyang	11:55	13:10	NS8861	1234567
Shenzhen	8:00	10:55	HU7203	1234567
	11:55	14:55	CZ3722	1234567
Taiyuan	16:20	19:25	ZH9936	1234567
	14:05	15:05	HU7481	1234567
Wuhan	18:45	20:40	MF8139	1234567
	21:10	23:00	CZ3170	..3.567
Xiamen	14:20	17:05	MF855	1234567
	16:25	20:20	CA4958	.2.45.7
	18:50	22:55	MF8126	1234567
Xi'an	13:20	15:00	HU7698	1234567
	16:00	17:40	HU76986.
	18:10	19:50	HU7402	1234567
Yantai	10:00	10:50	HU7655	1.3.5.7
	11:20	12:10	HU7459	.2.4.6.

To Tianjin

ORIGIN	DEP	ARR	Flights No	Days
Changchun	13:25	15:20	ZH9254	1234567
Chengdu	8:35	10:55	NS8861	1234567
	11:40	14:00	CA1422	1234567
Dalian	11:40	12:40	HU7698	1234567
	13:55	14:45	CZ6175	12.45.7
	20:10	21:00	GS7448	1234567
Fuzhou	9:00	13:20	MF8137	1234567
	11:50	14:35	CA1318	1234567
Guangzhou	19:00	21:55	CA1396	1234567
	21:10	23:55	HU7202	1234567
	11:35	13:15	MF8125	1234567
Hangzhou	13:10	16:15	SC4877	1..4.6.
	13:45	15:40	MU2297	1234567
	15:30	17:20	CA1578	1.3..6.
	8:30	9:30	HU7655	1.3.5.7
Hohhot	20:00	21:00	CA4718	1234567
Kunming	8:30	11:30	8L9921	1234567
Nanjing	8:35	10:20	ZH9253	1234567
Ningbo	19:10	21:15	MU2397	12.456.
	8:15	9:15	CA4717	1234567
Qingdao	9:50	10:50	HU7576	1234567
	9:50	13:00	GS7576	1234567
	12:35	13:35	HU7498	1234567
	16:50	17:50	GS7456	1.3.5.7
	8:00	10:05	FM5149	1234567
Shanghai	10:30	12:30	FM5145	1234567
	12:55	15:00	MU8961	1234567
	17:30	19:15	FM9133	1234567
	18:25	20:15	CA1524	1234567
	19:20	21:25	HU72085..
Shenyang	14:10	15:30	NS8862	1234567
Shenzhen	8:05	11:05	CZ3721	1234567
	11:45	14:35	HU7204	1234567
Taiyuan	12:35	15:50	ZH9935	1234567
	15:35	16:30	HU7482	1234567
Wuhan	11:20	13:20	MF8137	1234567
	18:30	20:20	CZ3169	..3.5.7
Xiamen	13:40	16:15	MF856	1234567
	11:25	15:15	CA4957	.2.45.7
	18:45	22:40	MF8125	1234567
Xi'an	8:00	9:30	HU7697	1234567
	8:15	9:55	GS7571	1.3.5.7
	16:05	17:40	HU7401	.234567
Yantai	11:20	12:10	HU7656	1.3.5.7
	12:40	13:30	HU7460	.2.4.6.

Airline Code

3U Sichuan Airlines	GS Grand China	NS Northeast Airlines
8L Lucky Air	HO Juneyao Airlines	SC Shangdong Airlines
CA Air China	HU Hainan Airlines	ZH Shenzhen Airlines
CZ China Southern Airlines	MF Xiamen Airlines	
FM Shanghai Airlines	MU China Eastern Airlines	

TRAINS

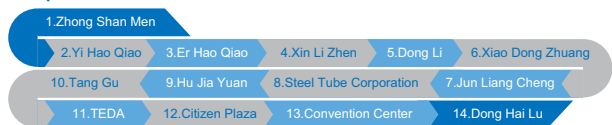
BJ~TJ~TEDA (¥14)			TEDA~TJ~BJ (¥14)		
Train	Departs	Arrives	Train	Departs	Arrives
4493	13:10	16:08	4494	08:05	11:21

LIGHT RAIL

TJ ~ BINHAI (¥6)

Train	Monday ~ Friday		Saturday ~ Sunday	
	Periods of Time	Interval(min)	Periods of Time	Interval(min)
Zhong Shan Men (TJ ~ Binhai)¥6 First: 06:30 Last: 21:00	06:30 ~ 06:45	15	06:30 ~ 06:50	20
	06:45 ~ 07:54	5 ~ 10	06:50 ~ 08:20	12 ~ 13
	07:54 ~ 11:00	10 ~ 12	08:20 ~ 10:55	8 ~ 10
	11:00 ~ 15:45	15	10:55 ~ 15:20	12 ~ 15
	15:45 ~ 18:15	10 ~ 13	15:20 ~ 16:50	10
Dong Hai Road (Binhai ~ TJ)¥6 First: 06:30 Last: 21:00	18:15 ~ 20:00	15	16:50 ~ 21:00	12 ~ 15
	20:00 ~ 21:00	20	—	—
	06:00 ~ 07:40	10 ~ 20	06:30 ~ 08:10	15 ~ 20
	07:40 ~ 10:05	8 ~ 13	08:10 ~ 10:50	10 ~ 13
	10:05 ~ 15:05	15	10:50 ~ 12:20	15
Dong Hai Road (Binhai ~ TJ)¥6 First: 06:30 Last: 21:00	15:05 ~ 16:55	10 ~ 12	12:20 ~ 18:10	10 ~ 12
	16:55 ~ 18:00	5 ~ 8	18:10 ~ 21:00	13 ~ 15
	18:00 ~ 20:00	10 ~ 15	—	—
	20:00 ~ 21:00	20	—	—

Stops:



AIRPORT Shuttle Bus

Tianjin ~ Beijing Airport Terminal 3

¥80 one way
06:00-18:00, runs every 30 minutes till 18:00.
Tian Huan Long Distance Bus Passenger Station at the junction of Hong Qi Lu and An Shan Xi Dao.
Tel: +86 22 2305 0530 +86 22 2305 0533

Beijing Airport Terminal 3 ~ Tianjin

¥70 one way
07:00, 08:00, 09:00 then every 30 minutes until 23:00
Exit on the first floor at Gate 3, Terminal 3
Tel: +86 10 64558718 +86 10 8433 5878

METRO Tianjin

Metro line 1

Metro line 1 is from Liu Yuan station to Shuang Lin station. It crosses Bichen, Hongqiao, Nankai, Heping, and Jinnan districts.
Price: ¥2-5 depend on distance travelled
Hours: 06: 00 - 22: 00 Tel: +86 22 6028 6777
Subways run every 10 minutes, 5 minutes during peak hour.

No. 1 Metro Stops:



TAXIS Tianjin

3km	4km	5km	6km	7km	8km	9km	10km	11km
¥8	¥9.7	¥11.4	¥13.1	¥14.8	¥16.5	¥18.2	¥19.9	¥20.8
12km	13km	14km	15km	16km	17km	18km	19km	20km
¥25	¥27.6	¥30.1	¥32.7	¥35.2	¥37.8	¥40.3	¥42.9	¥45.4

BULLET (C) TRAIN

TJ ~ BJ (¥58 - ¥69)				BJ ~ TJ (¥58 - ¥69)			
Train	Tianjin	Wu Qing	Beijing	Train	Beijing	Wu Qing	Tianjin
C2202	06:35	06:46	07:10	C2001	06:15		06:45
C2002	07:00		07:30	C2003	06:30		07:00
C2004	07:15		07:45	C2005	07:00		07:30
C2006	07:30		08:00	C2271	07:20		07:50
C2008	07:45		08:15	C2007	07:35		08:05
C2010	08:10		08:40	C2009	07:50		08:20
C2012	08:25		08:55	C2011	08:05		08:35
C2014	08:40		09:10	C2201	08:45	09:05	09:20
C2272	08:56		09:26	C2013	09:00		09:30
C2016	09:10		09:40	C2015	09:15		09:45
C2018	09:25		09:55	C2017	09:30		10:00
C2020	10:00		10:30	C2019	09:45		10:15
C2204	10:20	10:31	10:54	C2021	10:00		10:30
C2022	10:35		11:05	C2203	10:15	10:35	10:50
C2024	10:50		11:20	C2023	10:30		11:00
C2026	11:05		11:35	C2273	10:45		11:15
C2028	11:20		11:50	C2025	11:30		12:00
C2030	11:40		12:10	C2027	11:45		12:15
C2032	12:25		12:55	C2029	12:00		12:30
C2274	12:41		13:11	C2031	12:15		12:45
C2206	13:20	13:31	13:54	C2275	12:35		13:05
C2034	13:40		14:10	C2033	13:10		13:40
C2036	13:55		14:25	C2035	13:40		14:10
C2276	14:11		14:41	C2205	14:05	14:25	14:40
C2038	14:25		14:55	C2037	14:45		15:15
C2208	14:50	15:01	15:24	C2039	15:00		15:30
C2040	15:05		15:35	C2041	15:15		15:45
C2042	15:20		15:50	C2207	15:35	15:55	16:10
C2044	15:35		16:05	C2277	15:55		16:25
C2046	15:50		16:20	C2043	16:20		16:50
C2048	16:30		17:00	C2045	16:35		17:05
C2050	16:55		17:25	C2047	16:50		17:20
C2210	17:10	17:21	17:45	C2049	17:20		17:50
C2278	17:31		18:01	C2209	17:35	17:55	18:10
C2052	17:45		18:15	C2051	17:50		18:20
C2054	18:20		18:50	C2053	18:05		18:35
C2056	18:35		19:05	C2055	18:20		18:50
C2058	18:55		19:25	C2057	18:35		19:05
C2212	19:10	19:21	19:45	C2279	18:50		19:20
C2060	19:25		19:55	C2059	19:10		19:40
C2062	19:40		20:10	C2061	19:40		20:10
C2280	20:26		20:56	C2063	19:55		20:25
C2064	21:05		21:35	C2211	20:10	20:30	20:45
C2066	21:20		21:50	C2281	20:25		20:55
C2068	21:35		22:05	C2065	20:45		21:15
C2070	21:50		22:20	C2067	21:25		21:55
C2282	22:06		22:36	C2069	22:10		22:40

* Beijing-Tianjin Bullet (C) Train opened on 1 August from Beijing South Railway Station to Tianjin Railway Station. The price of the first class is 69RMB while the price of second class is 58RMB. Please call +86 22 6053 6053 for details.

Local Events in SEPTEMBER 2008

MON	TUE	WEN	THU	FRI	SAT	SUN
1	2 TICC Special Coffee morning @ Mighty Deli, 10am-12 Noon	3	4	5-16 Sport and solidarity @ CASA ITALIA PARALIMPICA See page 43 5 Sept. TICC Family BBQ @ Sheraton Hotel garden area - Terrace Cafe 6:30pm	6 Opening Ceremony for the 2008 Paralympic Games in Beijing	7 Bai2 Lu4 ("White Dew" - dew appears in the morning to show that the weather is turning cold and, as this intensifies, we move on to "Cold Dew" in Oc- tober)
8 International Anti-Illiteracy Day	9	10-12 China (Tianjin) International envi- ronmental protection and energy saving cars: a concept car exhibi- tion expo, 2008 @ Tianjin International Exhibition Center(16 Youyi Lu, Hexi District) Teacher's Day (in China)	11	12 European Food & Beverage Celebration Night @ Hotel Nikko Tianjin	13 Mid-Autumn Festival	14 Mid-Autumn Festival
15	16	17 The 2008 Paralympic Games conclude in Beijing	18	19	20 International Love Teeth Day	21
22 Qiu1 Fen1 (the Autumn Equinox - night and day are of approxi- mately equal length)	23	24	25 TICC Monthly Luncheon Venue TBD Training: IPR Protection and Trade Fairs @ Hotel Nikko Tianjin	26	27-28 The World Economic Forum, Summer Davos Tianjin @ Tianjin Binhai International Exhibition Center World Tourism Day	28
29	30					October

Luxury Coach Rentals

Boxinves provides professional, European coach rental services to enterprises and organizations for regular staff transportation, conventions or other events, and travel around the city.

All coaches have been designed and manufactured using European technologies that far exceed all obligatory safety and quality requirements.



Driver and passenger comfort

- Leather seats
- Spacious and ergonomic seats
- Automatic climate control
- Computer and TV set
- Hot/cold water dispenser
- Refrigerator
- Restroom (optional)

Safety

- Greater stability on the road
- Adherence to European safety regulations

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- Considerate & customized service
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Magnetic Plaza, Building A4, 6th Floor, Binshui West Road. Nankai District.
300381 TIANJIN. PR CHINA
Tel : +86 22 23917700 Fax : +86 22 23910555 E-mail : coach@boxinves.com

▼ DINING

Asian Food

Seitaro

Binguan Xi Lu, Hexi District
Tel: +86 22 2835 5588
Hrs: 11:00 - 22:00

清太郎日本料理
河西区宾馆西路
Zi Jin Shan Lu, Hexi District
Tel: +86 22 2335 0909
Hrs: 10:00 - 22:00

河西区紫金山路喜来登大酒店
6-10, Di San Da Jie, TEDA.
Tel: +86 22 6529 9522
Hrs: 10:00 - 22:00
第三大街世纪新村底商6-10号

Ginza

1F Caesar Palace
46 Qi Xiang Tai Lu, Hexi District
Tel: +86 22 2352 1270
Hrs: 11:00 - 14:00, 17:00 - 22:00
银座日本料理
河西区气象台路46号
恺撒皇宫大酒店一楼

Rengaya

Dickson: 18 Binshui Dao,
Hexi District
Tel: +86 22 2813 0537

炼瓦家
河西区宾水道18号帝城大酒店1F
International Building: 1F
75 Nanjing Lu, Heping District
Tel: +86 22 2330 8118
和平区南京路75号国际大厦1F
TEDA: Shop 2 Friendship Store,
19 Huanghai Lu
Tel: +86 22 2532 4584
开发区黄海路19号
友谊名都底商2号

Sake n Sushi Bar

11F, Holiday Inn Binhai Tianjin
No.86, Di Yi Da Jie, TEDA
Tel: +86 22 6628 3388 ext. 2730
Hrs: 11:30 - 23:00
寿司吧
天津滨海假日酒店11层

Ten Yo Japanese Restaurant

5F, Hotel Nikko Tianjin, No.189
Nanjing Lu, Heping District
Tel: +86 22 8319 8888
Fax: +86 22 8319 2266
Hrs: 11:30-14:30/17:30-22:00
天晔日餐厅
和平区南京路189号天津日航酒店
五层

Qiyu Japanese Restaurant

2F, TEDA Center Hotel
Tel: +86 22 2520 6065
Hrs: 11:00 - 14:00 17:00 - 22:00
清友日式料理
泰达中心酒店二楼

Charm Sea Restaurant

Huang He Dao, Nankai District
(Beside DaTong Mansion, that is
opposite to Huanghe Cinema)
Tel: +86 22 2763 8878
魅力东海大酒店
天津市南开区黄河道
(黄河影院斜对面大通大厦旁)

Hanjinbai Seafood

985 Dagu Nan Lu, Hexi District
Tel: +86 22 8832 6666
Hrs: 11:00 - 22:00
瀚金伯海鲜大酒楼
河西区大沽南路985号

Feiteng Yuxiang Restaurant

42 Zhongshanbei Lu,
Hebei District
Tel: +86 22 2646 9607
沸腾鱼乡酒家
河北区中山北路42号河北饭店后院

Gou Bu Li

322 Heping Lu, Heping District
Tel: +86 22 2303 1118
狗不理
和平区和平路322号

Bai Jiao Yuan

303 Nanmenwai Da jie,
Heping District
Tel: +86 22 2722 8043
百饺园
和平区南门外大街303号

Tao Li Chinese Restaurant

6F, Hotel Nikko Tianjin, No.189
Nanjing Lu, Heping District
Tel: +86 22 8319 8888
Fax: +86 22 8319 2266
Hrs: 11:30-14:00/17:30-22:00
桃李中餐厅
和平区南京路189号天津日航酒店
六层

Fountain Lounge

Hyatt Regency Jing Jin City Resort
and Spa
8 Zhujiang Da Dao, Zhouliang
Zhuang, Baodi District
Tel: +86 22 5921 1234
碧泉茶园
天津宝坻区周良庄珠江大道8号
京津新城凯悦酒店

Pengtiange

8 Hong Qi Nan Lu, Nankai District
Tel: +86 22 2395 6666
鹏天阁
南开区红旗南路8号

Cuiheng Village

Huasheng Branch: 2F Block C,
HuaSheng GuangChang,
146 WeiDi Dao, Hexi District
Tel: +86 22 8823 8986

翠亨邨

华盛店: 河西区围堤道146号华盛
广场C座2层
Keji Branch: Science and
Technology Building (KeJi DaSha)
25 Youyi Lu, Hexi District
Tel: +86 22 2813 1601
科技店: 河西区友谊路25号科技
咨询大厦1-2层

Ding Tai Fung

No. 18 Binshui Dao, Hexi District
Tel: +22 2813 8138
Hrs: 11:30-14:30, 17:30-21:50
鼎泰丰
河西区宾水道18号

Quanjude Roast Duck Restaurant

Junction of Youyi Lu and YongAn
Dao, Hexi District
Tel: +86 22 8328 1666
Hrs: 11am-2pm, 5pm-9pm
全聚德烤鸭店
河西区友谊路和永安道交口

Wan Li Chinese Restaurant

2/F Renaissance Tianjin TEDA
Hotel, 29 Di Er Da Jie, TEDA
Tel: +86 22 6621 8888 ext. 6750
万丽轩中餐厅
天津经济技术开发区第二大街29号

Qiyu Teppanyaki

25-26, Fortune Plaza, Third
Avenue, TEDA
Tel: +86 22 2532 6633
Hrs: 11:30 - 14:00 17:00 - 22:00
清友铁板烧
开发区第三大街财富星座底商
25-26

Sorabol

873 Dagu Nan Lu, Hexi District
Tel: +86 22 2833 5588
Hrs: 9:30 - 22:00
萨拉伯尔
河西区大沽南路873号(天津日
报社院内)

Golden Elephant Thai Restaurant

78 Guangdong Lu,
Hexi District, Tianjin
(Behind Yonghe Dou Jiang Fang)
Tel: +86 22 2328 7801
金象苑泰国餐厅
天津市河西区广东路78号
(永和豆浆坊后侧)

YY Beer House

3 Ao Men Lu
(Behind International Building)
Heping District
Tel: +86 22 2339 9634
Hrs: 10:30 - 02:00
粤园泰餐厅
和平区澳门路3号(国际大厦后)

Alibaba Indian Restaurant & Bar

2F, Sports Hotel, Sports Center,
90 Wei Jin Nan Lu,
Nankai District
Tel: +86 22 2391 6368
阿里巴巴印度餐厅酒吧
南开区卫津南路90号体育中心
体育宾馆2楼

Bawarchi Indian Restaurant

No. 69, Building B, Shang Gu
Tian Ta 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
西区B座69号

Bali Papaya Indo-Thai Food Restaurant

LIEN8, 86 Citizen Plaza, First
Avenue, TEDA
Tel: +86 22 6622 5788
Hrs: 10:00 - 22:00
芭芭亚泰印餐饮有限公司
开发区第一大街泰达市民广场
86号LIEN8

Saigon Court

173 Chengdu Dao, Heping District
Tel: +86 22 2335 9173
Hrs: 10:00 - 14:00 17:00 - 22:00
贡苑法式越南餐厅
和平区成都道173号(西康路交口
处)

B.J. Top-class Hongkong BFT Restaurant

52F, Xinda Plaza, Jiefangbei Lu,
Heping District
Tel: +86 22 5829 9698
Hrs: 11:00 - 14:00 17:00 - 21:00
香港避风塘酒楼
和平区解放北路信达广场52层

Pattaya Thai Cuisine

Central Business Square, Zhi Ma
Jie, Dongting Lu, TEDA
Tel: +86 22 2532 5527
芭堤亚泰国餐厅
经济技术开发区洞庭路芝麻街世
界商务广场

Sawasdee Thai & India Food Restaurant

No.32, 3rd Avenue, TEDA
Tel: +86 22 6629 2120
萨瓦哩泰国餐厅
经济技术开发区第三大街32号

▼ DINING

Western Food

Broadies Tavern

5 Bar Street,
Youyi Lu, Hexi District
Tel: +86 22 8837 0933
部落地西餐酒吧
河西区友谊路风情街5号

Buffalo

South Entrance No.5, TEDA
Football Field, Di Wu Da Jie, TEDA
Tel: +86 22 6628 2666
水牛石西餐餐厅
天津经济技术开发区第五大街
泰达足球场五号门南侧

Glass House

Hyatt Regency Jing Jin City Resort
and Spa
8 Zhujiang Da Dao, Zhouliang
Zhuang, Baodi, Tianjin
Tel: +86 22 5921 1234
水晶厨房
天津宝坻区周良庄珠江大道8号
京津新城凯悦酒店

Mediterranean Restaurant

212 Wei Di Dao, Tong Lou,
Hexi District
Tel: +86 22 2351 9102
Hrs: 10:30 - 21:00
地中海边西餐厅
河西区佟楼围堤道212号N城市

Harvest Book & Coffee

101 Gate 3, Building 27, Jiuhuali
Huayuan, 191 Yingshui Dao,
Nankai District
Tel: +86 22 2373 3461
Hrs: 08:00 - 23:00
哈维斯特咖啡
南开区迎水道191号久华里27号
楼3门101

Pan Shan Grill & Wine

2/F Main Building,
Sheraton Tianjin Hotel
Zijinshan Lu, Hexi District
Tel: +86 22 2334 3388 ext.1820
Hrs: 18:00 - 23:00
盘山葡萄酒扒房
河西区紫金山路天津喜来登大酒店
主楼二楼

Parrot Restaurant & Bar

88 Huanghai Lu, Dongying Xiao
QuTEDA
Tel: +86 22 6620 1663
Hrs: 10:00 - 24:00
鹦鹉西餐厅酒吧
天津经济技术开发区黄海路88号
东英小区

Spectrum Western Restaurant

7F, Hotel Nikko Tianjin, No.189
Nanjing Lu Heping District
Tel: +86 22 8319 8888
Fax: +86 22 8319 2266

Hrs: 12:00-14:00/18:30-21:00

彩西餐厅
和平区南京路189号
天津日航酒店七层

T.G.I. Friday's

72 Fu Kang Lu, Nankai District
Tel: +86 22 2300 5555
Hrs: 10:00 - 02:00
星期五餐厅
南开区复康路7号增2号

Trueman Coffee

Building C, Zi Lai Hua Yuan,
Shuangfeng Dao, Nankai District
Tel: +86 22 8741 1811
楚门咖啡
南开区双峰道紫来花园C座底商

La Seine Café

Magnetic Plaza, Area B. Shop 7-9
Ling Bin Lu, Nankai District
Tel: +86 22 2385 5018
Hrs: 10:30 - 21:00
塞纳咖啡屋
南开区时代奥城商业广场B区7-9

Le Tube De Cristal

Zero Island, Mei Jiang Nan,
You Yi Nan Lu, Hexi District
Tel: +86 22 2804 8899
Hrs: 12:00 - 22:00
水岸爵士公馆
河西区友谊南路梅江南零号岛

C'est la vie French Restaurant

Third Floor, Bldg D, Shang Gu
Tian Ta Lu, Nankai District
Tel: +86 22 2341 9808
巴黎餐厅 餐厅
天津市南开区天塔道
上谷商业街D座3层

Kiessling Western Restaurant

33 Zhejiang Lu, Heping District
Tel: +86 22 2330 0330
起士林西餐厅
和平区浙江路33号

Pizza Hill

Magnetic Plaza, Building B
Lingbin Lu, Nankai District
Tel: +86 22 2385 5025
天津嘉喜来比萨餐饮有限公司
南开区凌宾路奥城商业广场B区
North of Yongan Dao, Roman
Garden, Hexi District
Tel: +86 22 2324 8387
Hrs: 10:30 - 22:30
河西区永安道北侧罗马花园底商

The Pizza Box

Fu Kang Hua Yuan, Jin Sha Li
Wang Ding Di, Nankai District
Tel: +86 22 2367 1318
比萨香西餐厅
南开区王顶堤富康花园



TICC Family BBQ

5th September 2008
6:30pm - 9:00pm
Adults price 200RMB
Children 10 and over 50RMB
Venue: Sheraton Hotel Tianjin
Zi Jin Shan Road , Hexi District, Tianjin
Further information please contact ticc_03@hotmail.com

▼ NIGHTLIFE

Bars

Babi Club

83 Qiongzhou Dao, Hexi District
Tel: +86 22 8381 6006
芭芭俱乐部
天津市河西区琼州道83号

Baby Face

9F, Isetan, Block C, Modern Town,
No. 108, Nanjing Lu,
Heping District
Tel: +86 22 2711 9898
和平区南京路108号现代城C区伊
势丹9楼

Bingo Club

117 Changde Dao, Heping District
Tel: +86 22 2311 1133
和平区常德道11号(蓝天宾馆院内)

Broadies Tavern

5 Bar Street Youyi Lu, Hexi District
Tel: +86 22 8837 0933
Hrs: 18:00 - 02:00
部落地西餐酒吧
天津市河西区友谊路风情街5号

Chat's Bar

1F Hyatt Regency Tianjin Hotel,
Heping District
Tel: +86 22 2331 8888
聊天廊酒吧
凯悦酒店1层

Cherry Blossom

148 Jie Fang Lu, Heping District
Tel: +86 22 2339 3889
樱花酒吧
和平区解放路148号

Coco

Bar Street, Youyi Lu, Hexi District
Tel: +86 22 2837 0888
瀚金佰Coco酒吧
河西区友谊路酒吧街

Dream Club

3F, Newyatch, 19 Huanghai Lu,
TEDA
Tel: +86 22 5982 8555
醉美酒吧
开发区黄海路19号新雅特3楼

Feli's Bar

12 Zhangde Dao, Heping District
Tel: +86 22 2312 4526
Hrs: 18:00-03:00
和平区彰德道12号

Feeling Club

Dagu Nan Lu, Hexi District
Tel: +86 22 2825 1919
Feeling 慢摇酒吧
河西区大沽南路

Fountain Lounge Bar

Hyatt Regency Jing Jin City Resort
and Spa
8 Zhujiang Da Dao, Zhouliang
Zhuang, Baodi District
Tel: +86 22 5921 1234
碧泉茶园酒吧
天津宝坻区周良庄珠江大道8号
京津新城凯悦酒店

Friday Restaurant & Bar

1NO. 7-2 Fukang Lu, Nankai
District
Tel: +86 22 5869 5555 ext.8456
星期五
南开区复康路7号增二号泰达国际
会馆

Hank's Sports Bar & Grill

1F, Bldg B, Shang Gu, Tian Ta
Dao, Nankai District
Tel: +86 22 2341 7997
天津南开区天塔道上谷商业街
B座一层

Italian Restaurant & Bar

53F, Xinda Plaza, Jiefangbei Lu,
Heping District
Tel: +86 22 5829 9698
Hrs: 21:00 - 2:00
云顶百家意大利西餐酒吧
和平区解放北路信达广场层

JV'S Bar

1F, Sheraton Tianjin Hotel
Zijinshan Lu, Hexi District
Tel: +86 22 2334 3388 ext. 1845
Hrs: 17:00 - 01:00
JV'S 酒吧
河西区紫金山路天津喜来登大酒店
主楼一楼

Lotus Blue Bar & Restaurant

197 Jie Fang Bei Lu, Heping District
Tel: +86 22 8975 5555
兰莲花酒吧
和平区解放北路197号

Lynda's Place

225 Jiefang Lu, Heping District
Tel: +86 22 8155 8566
和平区解放路225号

Mayflower Bar

The Junction of Qi Xiang Tai Lu &
Zi Jin Shan Lu, Hexi District
Tel: +86 22 5859 9898
Hrs: 19:00-02:00
五月花酒吧
河西区气象台路与紫金山路交口

Mizu Bar

5F, Hotel Nikko Tianjin, No.189
Nanjing Lu, Heping District
Tel: +86 22 8319 8888
Fax: +86 22 8319 2266
Hrs: 17:30-01:00

美津酒吧

和平区南京路189号天津日航酒店
五层

Myth Music House

-1F, International Building,
75 Nan Jing Lu, Heping District
Tel: +86 22 2313 1366
神话音乐酒吧
和平区南京路75号国际大厦
负一层

Rainbow Restaurant & Pub

12 Yanhe Lu, Hexi District
Tel: +86 22 2355 9898
Hrs: 19:00-02:00
彩虹西餐厅&酒吧
河西区沿河路12号

Pepper

23F, Building B, Shanggu Business
Center, East Gate of Water Park,
Nankai District
Tel: +86 22 2341 5238
南开区水上公园东门上谷商业区B
座3层

Rhine Bar

2/F, TEDA International Club, 7
Fukang Lu, Nankai District
Tel: +86 22 2300 5555
莱茵酒吧
南开区复康路7号泰达国际会馆2楼

Richmond Bar

231 Hebei Lu, Heping District
Tel: +86 22 2311 3397
里士满西餐酒吧
天津市和平区河北路231号

Scarlet

3F Bolian Building
155 Weijin Lu, Heping District
Tel: +86 22 2355 6223
乱世佳人
和平区卫津路155号
博联大厦三楼

Scooters

Bar Street, You Yi Lu,
Hexi District
Tel: +86 22 2837 0575
思酷特酒吧
河西区友谊路酒吧街内

Seven Club

291 Shaoxing Dao, Hexi District
Tel: +86 22 2333 1777
Seven酒吧
河西区绍兴道291号

SITONG BAR

-1F, Somerset Olympic Tower,
Chengdu Dao, Heping District
Tel: +86 22 2337 7177

昔唐音乐酒吧

和平区成都道奥林匹克大厦
负一层

Soho Bar

16, Fortune Plaza, Third Avenue,
TEDA
Tel: +86 22 2532 2078
欢乐苏荷酒吧
开发区第三大街财富星座底商16
号

Sunshine Lounge

1F, Holiday Inn Tianjin,
288 Zhongshan Dao, Hebei District
Tel: +86 22 2628 8888
Hrs: 20:15-23:15
假日饭店阳光酒廊
河北区中山路288号

Sugar Club

Henghua Building, Xiawafang,
Dagu Nan Lu, Hexi District
Tel: +86 22 5831 8888
蜜糖酒吧
河西区大沽南路下瓦房恒华大厦

Tianjin Binhai Happy Babi Bar

39-3, Cui heng Plaza, 3rd Avenue,
TEDA
Tel: +86 22 6629 1188
天津滨海欢乐芭比酒吧
经济技术开发区第三大街翠亨广
场39-3号

The Tavern Pub

9D, 3F, Bldg B, Shanggu,
Tian Ta Lu, Nankai District
Tel: +86 22 2341 9696
第九客栈
天津南开区天塔道上谷商业街
B座3层9D

1969 Music Bar

A37, Shanggu, Tianta Lu,
Nankai District
Tel: +86 22 2395 1969
1969 音乐酒吧
南开区天塔道上谷商业街A37

Top

3F, near Children's Hospital,
Tonglou, Hexi District
Tel: +86 22 2334 7777
Top酒吧
河西区佟楼儿童医院旁3楼

Xinhao sos Bar

12, Fortune Plaza, Third Avenue,
TEDA
Tel: +86 22 6620 9849
鑫豪sos慢摇酒吧
开发区第三大街财富星座底商12
号

▼ SERVICES

Chambers

European Chamber

Tianjin Chapter

Room1603, Building 17, Magnetic Plaza, BinShui Xi Dao, Nankai District, Tianjin, 300381, P.R.China
Tel: +86 22 2374 1122
Tianjin@euccc.com.cn

中国欧盟商会天津分会
天津市南开区宾水西道奥城商业广场17座1603室

German Business

Circle Tianjin Deutscher

Unternehmerkreis Tianjin, DUT
Office 803, Huake Center, 3 Kaihua Dao, Huayuan Industrial Area, Tianjin

Tel: +86 22 8371 7855

Fax: +86 22 8371 7859

天津德国人联谊会
天津市华苑产业区开华道3号华科创业中心803室

German Chamber of

Commerce, Tianjin Office

3 Yuliang Lu, Nankai District, Tianjin 300191

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, Greater Tianjin

Branch

Room 2918, 29F The Exchange Tower 2, 189 Nanjing Lu, Heping District

Tel: +86 22 2318 5075

Fax: +86 22 2318 5074

www.amchamtianjin.org

美国商会天津分会
和平区南京路189号津汇广场B座2918室

Tianjin Japanese Association

Rm 607, International Building

75 Nanjing Lu, Heping District

Tel: +86 22 2313 2522

www.tjja.net

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

6 BinShui Xi Dao, Nankai District

Tel: +86 22 2395 7991

天津韩国商会

天津市南开区宾水西道6号

枫林宾馆1楼

Tianjin Korean Society

1F Feng Lin Hotel

6 Bin Shui Xi Dao, Nankai District

Tel: +86 22 2395 6600

天津韩国人会

天津市南开区宾水西道6号

枫林宾馆1楼

Hotels

Astor Hotel

33 Tai Er Zhuang Lu

Heping District

Tel: +86 22 2303 2888

利顺德大饭店
和平区台儿庄路33号

Best Western Byronn Hotel

No.90 Xi Er Dao, Airport Industrial Park, Tianjin

Tel: +86 22 8486 0000

Fax: +86 22 8490 5258

Global free reservation telephone:

0800 0013 1779

天津空港白云酒店

天津空港物流加工区西二道90号

Crystal Palace Hotel

28 You Yi Lu, Hexi District

Tel: +86 22 2835 6666

水晶宫饭店

河西区友谊路28号

Dickson Hotel

18 Bin Shui Dao, Hexi District

Tel: +86 22 2836 4888

帝城大酒店

河西区宾水道18号

Geneva Hotel

28 You Yi Road, Hexi District

Tel: +86 22 2835 2222

津利华酒店

河西区友谊路28号

Golden Crown Hotel

18 Nan Jing Lu, Hexi District

Tel: +86 22 2303 8866

金皇大酒店

河西区南京路18号

Golden Ocean Hotel

338 Nanjing Lu, Nankai District

Tel: +86 22 2746 6666

金泽大酒店

南开区南京路338号

Harbor Center Hotel

240 Zhang Zi Zhong Lu, Heping District

Tel: +86 22 2302 6888

天津港湾中心酒店

和平区张自忠路240号

Holiday Inn Binhai Tianjin

86 Di Yi Da Jie, TEDA

Tel: +86 22 6628 3388

天津滨海假日酒店

开发区第一大街86号

Holiday Inn Tianjin Hotel

288 Zhong Shan Lu, Hebei District

Tel: +86 22 2628 8888

假日饭店

河北区中山路288号

Hotel Nikko Tianjin

189 Nanjing Lu, Heping District

Tel: +86 22 8319 8888

Fax: +86 22 8319 2266

天津日航酒店

和平区南京路189号

Hyatt Regency Jing Jin City

Resort and Spa

8 Zhujiang Da Dao, Zhouliang

Zhuang, Baodi District, Tianjin

Tel: +86 22 5921 1234

Fax: +86 22 5922 9531

京津新城凯悦酒店

天津宝坻区周良庄珠江大道8号

Hyatt Regency Tianjin

219 Jie Fang Bei Lu,

Heping District

Tel: +86 22 2330 1234

天津凯悦酒店

和平区解放北路219号

Renaissance Tianjin Hotel

105 Jian She 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 TEDA

Hotel & Convention Centre

29 Second Ave., TEDA

Tel: +86 22 6621 8888

天津万丽泰达酒店及会议中心

天津经济技术开发区

第二大街29号

Tianjin Ruiwan Hotel

2527 Di Yi Da Jie, Xin Gang, Tang Gu

Tel: +86 22 2578 0001

天津瑞湾酒店

塘沽区新港一号路2527号

Sheraton Tianjin Hotel

Zi Jin Shan Lu, Hexi District

Tel: +86 22 2334 3388

喜来登大酒店

河西区紫金山路

Tian Bao International Hotel

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 Hopeway Business

Hotel

79 Jin Tang Lu, Hedong District

Tel: +86 22 5829 9999

天津财富豪为酒店

河东区津塘路79号

Tianlun Rega Jinbin Hotel

135 An Shan Dao, Heping District

Tel: +86 22 8331 1818

天伦瑞嘉晋滨大酒店
天津市和平区鞍山道135号

TEDA International Club

(Tianjin)

7 Fu Kang Lu, Nankai District

Tel: +86 22 5869 5555

天津泰达国际会馆

南开区复康路7号

TEDA International Hotel & Club

8 Di Er Da Jie, TEDA

Tel: +86 22 2532 6000

泰达国际酒店暨会馆

开发区第二大街8号

Apartments

Astor Apartment

33 Tai Er Zhuang Lu,

Heping District

Tel: +86 22 2303 2888

利顺德公寓

和平区台儿庄路33号

Crystal Palace Hotel

Apartment

28 You Yi Lu, Hexi District

Tel: +86 22 2835 6666

水晶宫饭店公寓

河西区友谊路28号

Golden Crown Hotel

Apartment

18 Nan Jing Lu, Hexi District

Tel: +86 22 2303 8866

金皇大酒店公寓

河西区南京路18号

Sheraton Apartment

Zi Jin Shan Lu, Hexi District

Tel: +86 22 2334 3388

喜来登公寓

河西区紫金山路

Somerset Olympic Tower

126 Cheng Du 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

TEDA International Club

(Tianjin)

7 Fu Kang 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

Tianjin International Building

75 NanJing Lu, Heping District

Tel: +86 22 2330 6666

国际大厦

和平区南京路75号

▼ SERVICES

Travel Agencies

Tianjin Comfort Travel Co., Ltd
7F, United Building A, 51
Youyi Lu, Hexi District
Tel: +86 22 2837 1875
天津康辉旅行社有限责任公司
河西区友谊北路51号合众大厦
A座7层

**Tianjin CITIC International
Travel Co., Ltd**
57 Nanjing Lu, Heping District
Tel: +86 22 2316 1795
天津中信国际旅行社有限公司
和平区南京路57号

**Tianjin China International
Travel Service**
22 Youyi Lu, Hexi District
Tel: +86 22 2835 8866
天津中国国际旅行社
河西区友谊路22号

Banks

Bank of China
80 Jie Fang Bei Lu, Heping District
Tel: +86 22 2710 2001
中国银行天津分行
和平区解放北路80号

Bank of Communications
35 Nanjing Lu, Hexi District
Tel: +86 22 2340 3512
交通银行天津分行
河西区南京路35号

Bank of Tianjin
15 Youyi Lu, Hexi District
Tel: +86 22 960296
天津银行
天津河西区友谊路15号

CITIC Bank Tianjin
14 Nanjing Lu, Hexi District
Tel: +86 22 2302 8889
中信实业银行天津分行
河西区南京路14号

China Bohai Bank
201-205 Machang Dao, Hexi
District
Tel: +86 22 5831 6666
渤海银行
天津市河西区马场道201-205号
Magnetic Branch
Building No. 1 Magnetic Area, Bin
Shui Xi Dao, Nankai District
Tel: +86 22 5839 1358
渤海银行奥城支行
南开区滨水西道奥城商业广场
1号楼

China Construction Bank
19 Nanjing Lu, Hexi District
Tel: +86 22 2340 1616

中国建设银行天津分行
河西区南京路19号

**China Merchants Bank Tianjin
Branch**
55 North Youyi Bei Lu, Hexi District
Tel: +86 22 8328 0810
招商银行天津分行
河西区友谊北路55号

**Industrial & Commercial Bank
of China**
123 Wei Di Dao, Hexi District
Tel: +86 22 95588
中国工商银行天津分行
河西区围堤道123号

HSBC, Tianjin Branch
No. 1 Ocean Shipping Plaza,
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

Foreign Banks

Bank of Tokyo-Mitsubishi UFJ
Room 2110, International Building,
75 Nanjing Lu, Heping District
Tel: +86 22 2311 0088
三菱东京UFJ银行
和平区南京路75号国际大厦2110室

Banque Indosuez
Room 710, International Building,
75 Nanjing Lu, Heping District
Tel: +86 22 2339 3010 ext. 206
东方汇理银行
和平区南京路75号国际大厦710室

BEA
Room 907, International Building,
75 Nanjing Lu, Heping District
Tel: +86 22 2332 0050
Fax: +86 22 2332 3165
东亚银行有限公司
和平区南京路75号国际大厦907室

BNP
Room 1601, International Building,
75 Nanjing Lu, Heping District
Tel: +86 22 2330 7990
法国巴黎银行
和平区南京路75号国际大厦1601室

Citibank
18F, The Exchange, 189 Nanjing
Lu, Heping District
Tel: +86 22 8319 1988 ext. 73812
花旗银行
和平区南京路189号津汇广场18层

JP Morgan
Room 1401, International Building,
75 Nanjing Lu, Heping District
Tel: +86 22 2339 9111 ext. 5520

摩根大通银行
和平区南京路75号国际大厦1401

KEB
Room 122, Astor Hotel, 33 Tai Er
Zhuang Lu, Heping District
Tel: +86 22 2319 2595
韩国外换银行股份有限公司
和平区台儿庄路33号利顺德大酒店
122室

Kiupbank
Room 1901, International Building,
75 Nanjing Lu, Heping District
Tel: +86 22 2339 4070 ext. 119
韩国朝兴银行
和平区南京路75号国际大厦1901室

Standard Chartered
20F, The Exchange, 189 Nanjing
Lu, Heping District
Tel: +86 22 8319 1360
渣打银行
和平区南京路189号津汇广场20层

**Sumitomo Mitsui Banking
Corporation**
Room 1210, International Building,
75 Nanjing Lu, Heping District
Tel: +86 22 2330 6677 ext. 103
三井住友银行
和平区南京路75号国际大厦1210室

Supermarkets

Carrefour
Long Cheng Store
138 Dong Ma Lu, Nankai District
Tel: +86 22 2726 9696
家乐福
龙城店: 南开区东马路138号

He Dong Store
160 Zhang Gui Zhuang Lu,
Hedong District
Tel: +86 22 2412 2020
河东店: 河东区张贵庄路160号

Hai Guang Si Store
302 Nanjing Lu, Nankai District
Tel: +86 22 2721 0850
海光寺店: 南开区南京路302号

Crystal Palace Supermarket
28 Youyi Lu, Hexi District
Tel: +86 22 2835 6888
水晶宫超市
河西区友谊路28号

E-Mart Supercenter
Magnetic City Store
Binshui Xi Dao, Nankai District
Tel: +86 22 5869 1234
Hrs: 08:00 - 22:00
易买得超市
天津市滨水西道与凌宾路交口

时代奥城店
Xigu Plaza
1168 Jintang Lu, Tanggu District
Tel: +86 22 5982 1234
Hrs: 08:00 - 22:00
塘沽区津塘公路1168号
秀谷商业广场内

Heping Supermarket
1F Longbin Yuan, 5 Shui Shang
Gong Yuan Xi Lu, Nankai District
Tel: +86 22 2394 7926
和平超市
南开区水上公园西路龙滨园
5号楼底商

Hisense Supermarket
-1F, Hisense Plaza, 188 Jiefang
Nan Lu, Heping District
Tel: +86 22 2373 1998
海信超市
和平区解放北路188号海信广场负
一层

Hong Kong Supermarket
-1F, International Building,
75 Nanjing Lu, Heping District
Tel: +86 22 2330 1849
香港超市
和平区南京路75号国际大厦负1层

Isetan Supermarket
-1F, Isetan Department Store,
108 Nanjing Lu, Heping District
Tel: +86 22 2722 1111
Hrs: 09:00-21:00
伊势丹超市
和平区南京路108号伊势丹负一层

METRO Supermarket
Hong Qi Bei Lu
75 Xiqing Lu, Hongqiao District
Tel: +86 22 2732 8888
Hrs: 06:00 - 22:00
麦德隆超市
红桥区西青道75号红旗北路

Times Grocery Store
Building 2, 11 Hong Da Jie, TEDA
Home delivery hotline: +86 22 6629
2581
时代超市
开发区宏达街11号2号楼底商

Wai-Mart
Junction of Huachang Da Jie and
Xinkai Lu, Hedong District
Tel: +86 22 2433 2599
Hrs: 07:00 - 22:00
沃尔玛超市
河东区华昌大街和新开路交口北
侧嘉华国际商业中心
66 Fu An Da Jie, Heping District
Tel: +86 22 8558 6766
Hrs: 07:00 - 22:00
和平区福安大街66号

▼ SERVICES

Department Stores

Far East Department Store

168 Dong Ma Lu, Tong Luo Wan Square, Nankai District
Tel: +86 22 2727 1688
远东百货
南开区东马路168号铜锣湾广场内

Isetan

108 Nan Jing Lu, Heping District
Tel: +86 22 2722 1111
Hrs: 10:00 - 21:00
天津伊势丹有限公司
和平区南京路108号

Maison Mode

No. 211 Nanjing Lu, Heping District
Tel: +86 22 2781 0123
Hrs: 10:00-21:30
美美百货
和平区南京路211号

Maigou

No. 211 Binjiang Dao, Heping District
Tel: +86 22 2711 8861
麦购休闲广场
和平区滨江道211号

Parkson Shopping Mall

No. 162 Heping Lu, Heping District
Tel: +86 22 8558 6688
百盛购物广场
和平区和平路162号

Robbinz

No. 128 Nanjing Lu, Heping District (Junction of Nanjing Lu & Binjiang Dao)
Tel: +86 22 2701 1266
Hrs: 10:00-22:00
乐宾百货
和平区南京路128号

Xin'an Shopping Mall

No. 138 Dong Ma Lu, Nankai District
Tel: +86 22 2701 1266
Hrs: 09:00-20:00
新安购物广场
南开区东马路138号

The Exchange

Jin Hui Guang Chang
189 Nan Jing Lu, Heping District
Tel: +86 22 8319 1818
Hrs: 8:30 - 21:00
津汇广场
和平区南京路189号

Schools

International School of Tianjin

Weishan Lu, Shuanggang Jinnan District
Tel: +86 22 2859 2001
Fax: +86 22 2859 2007
www.istianjin.org
天津经济开发区国际学校天津分校
津南开发区双港微山路

Teda International School

72 Di San Da Jie, TEDA
Tel: +86 22 6622 6158
Fax: +86 22 6200 1818
www.tedainternationalschool.net
泰达国际学校
开发区第三大街72号

Tianjin International School

Huayuan Industrial Area
1 Meiyuan Lu, Nankai District
Tel: +86 22 8371 0900
Fax: +86 22 8371 0400
www.tiseagles.com
天津国际学校
南开区华苑产业区梅苑路一号

Tianjin Rego International School

38 Huandao Dong Lu
Meijiangan Residential Zone
Tel: +86 22 8816 1180
Fax: +86 22 8816 1190
www.regoschool.org
天津瑞金国际学校
河西区梅江南居住区环岛东路38号

Gyms

GLO GYM

6F, Hotel Nikko Tianjin, No. 189 Nanjing Lu, Heping District
Tel: +86 22 8319 8888
Fax: +86 22 8319 2266
Hrs: 06:00-23:00
焕·健康中心
和平区南京路189号天津日航酒店六层

Haosha Fitness & Beauty Center

4F, Xin An Guang Chang, Nankai District
Tel: +86 22 8734 0399
浩沙健身与美俱乐部
南开区新安广场4楼

Holiday Inn Binhai Hotel Fitness Center

15F, Holiday Inn Binhai Tianjin
No. 86, Di Yi Da Jie, TEDA
Tel: +86 22 6628 3388 ext. 2960
Hrs: 06:00 - 22:00
天津滨海假日酒店健身中心
天津滨海假日酒店15层

Powerhouse GYM

1F Jinhuang Building
20 Nanjin Lu, Hexi District
Tel: +86 22 2302 2008

Hrs: 07:00 - 22:00 (Mon - Fri)
Hrs: 09:00 - 22:00 (Sat)
Hrs: 10:00 - 22:00 (Sun)
宝力豪健身俱乐部
河西区南京路20号金皇大厦1层
Entrance of Area C, Tianjin Olympic Center Stadium, 90 Weijin Nan Lu, Nankai District
Tel: +86 22 2338 2008
奥体中心店: 南开区卫津南路90号
奥林匹克场馆C区入口

Sheraton Hotel Fitness Center

Zijin Shan Lu, Hexi District
Tel: +86 22 2334 3388 ext. 2228
Hrs: 06:00 - 24:00
喜来登健身美容中心
河西区紫金山路喜来登饭店内

Start Point Fitness Center

Hexi Branch
2F Tian Jiao Yuan, 208 Machang Dao, Tonglou, Hexi District
Tel: +86 22 2334 9555
Hrs: 09:00 - 22:00
起点健身
河西区佟楼马场道208号
天骄园二楼

Sunflower Fitness Center

B-4F Feng He Yuan, Ming Li Da Building, An Shang Xi Dao, Nankai District
Tel: +86 22 2745 1689
Hrs: 10:00 - 22:00
向日葵健身
南开区鞍山西道风荷园名利达大厦B-4层

Tudor Fitness Club

4F Hua Ju Department Store, No. 72-74, Xi Kang Lu, Heping District
Tel: +86 22 2352 9056
都铎健身
和平区西康路72-74号华距百货4楼

Bowling

Tianma Entertainment City

Bowling Alley
10F, Isetan Department Store, 209 Nanjing Lu, Heping District
Tel: +86 22 2722 1086 ext. 112
Hrs: 9:00 - 24:00
天马娱乐城保龄球馆
和平区南京路209号吉利大厦10楼

Pilibao Bowling Center

5F Xin An Square, 138 Dongma Road, Nankai District
Tel: +86 22 8734 0458 8734 0858
Hrs: 9:00 - 1:00
丰隆国际保龄(天津)有限公司
霹雳保龄中心
南开区东马路138号新安购物广场五楼

Tennis Courts

Tianjin People's Stadium Tennis Court

Junction of Guizhou Lu and Chengdu Dao, Heping District
Tel: +86 22 2339 0979
人民体育馆网球场
和平区贵州路与成都道交口

Tianjin Tennis Center

9 Fukang Lu, Nankai District (Opposite Nankai University)
Tel: +86 22 2359 1964
天津市网球中心
南开区复康路9号(南开大学正门对面)

Huibin Tennis Club

Huibinyuan Hotel, 6 Shuishang Beilu, Nankai District
Tel: +86 22 2373 7483
1 Wangyun Lu, Huayuan Block, Nankai District
Tel: +86 22 2373 7483
会宾网球俱乐部
水上公园北路6号会宾园酒店内
南开区华苑小区望云道1号耶克德语进修学院内

Outdoor Clubs

Able Outdoor

A4-1F Magnetic international shopping mall Binshuixi Dao, Nankai District
Tel: +86 22 2385 5007
天津全能户外运动俱乐部
南开区宾水西道时代奥城商业广场A4一楼

Y.Q.B Outdoor Sports Club

400 Anshanxi Dao, Nankai District
Tel: +86 22 2737 3435
Hrs: 10:00 - 20:30
www.youqibing.net
坚石骑骑户外运动俱乐部
南开区鞍山西道400号

Swimming Pools

Beiyang Swimming Pool

Tianjin University
92 Weijin Lu, Nankai District
Tel: +86 22 2740 8061
Hrs: 10:00 - 22:00
天津大学北洋游泳馆
南开区卫津路92号体育设施管理中心

Start Point Fitness Swimming Pool

Angelic Garden, 208 Machang Dao, Tonglou, Hexi District
Tel: +86 22 2334 9555 2355 9555
Hrs: 9:00 - 22:00
起点健身游泳馆
河西区佟楼马场道208号天骄园内

▼ SERVICES

Badminton Courts

Nankai University Stadium
Inside Nankai University
Tel: +86 22 2350 4541
Hrs: 9:00 – 22:00
南开大学体育馆
南开大学校内

Badminton Court in People Stadium

Junction of Guizhou Lu and Chengdu Dao
Tel: +86 22 2339 0979
Hrs: 13:00 – 22:00
人民体育馆羽毛球馆
和平区贵州路与成都道交口

Badminton Court in Sports Center

Sports Center, Binshui Xi Dao, Nankai District
Tel: +86 22 2395 6250
Hrs: 6:00 – 22:00
体育中心羽毛球馆
南开区滨水西道体育中心副馆

Yoga

Gandi Yoga Club
Sports Center, Binshui Xi Dao, Nankai District
Tel: +86 22 2395 6250
Hrs: 6:00 – 22:00
体育中心羽毛球馆
南开区滨水西道体育中心副馆

Ming Da Yoga Club
B-706 Shang Wu Zuo Biao Building, the junction of Dazhigu Zhong Lu and Ba Wei Lu, Hedong District
Tel: +86 22 2413 5565
铭达瑜伽健身俱乐部
河东区大直沽中路与八纬路交口
东区商务座标B-706

Shi Da Yoga Club
Room 902, Suite A, Yuexiu Building, Yuexiu Road, Hexi District
Tel: +86 22 8837 2515
Hrs: 10:00-21:00
释达瑜伽馆
河西区越秀路越秀大厦A座902室

Yunshui Yoga Club
2nd Floor, Flat 8, Yang Guang Apartment, Shui Shang Dong Lu, Nankai District
云水瑜伽会馆
南开区水上东路阳光公寓8幢2楼

Zishan Yoga
Room 402, Suite A, Wanzhao Kemao Chanye Building, New Cultural Park, Heping District
Tel: +86 22 2721 0066
紫杉女子瑜伽
和平区新文化花园万兆科贸产业大厦A座402室

Horseriding

Longyuan Horseracing Club
Hongguang Farm, Jingfu Highway, Beichen District
Tel: +86 139 2080 0611 +86 22 2695 5898
Hrs: 8:00 – 11:30 14:30 – 19:00
Rate: RMB120/Hour
龙源跑马俱乐部
北辰区京福公路红光农场

Golf Clubs

Aroma (Tianjin) Golf Club
Green base, Guangang Sen Lin Gong Yuan, Dagang District
Tel: +86 22 6328 5000
阿罗马(天津)高尔夫俱乐部
天津市大港区官港森林公园绿化基地处

Jingjin Golf Club
North of Jingang Highway, Balitai Zhen, Jinnan District
Tel: +86 22 2875 1908
京津高尔夫俱乐部
津南区八里台镇津港公路北侧

Fortune Lake Golf Club
Tuanbo Zhen, Jinghai County
Tel: +86 22 6850 5299
天津松江团泊湖高尔夫球会
静海县团泊镇

Regal Rivera Golf Club
1 Zhujiang Nan Lum Jingjin New City, Baodi District
Tel: +86 22 2966 9266
帝景高尔夫俱乐部
宝坻区京津新城珠江南路1号

Tianjin International Hot Spring Golf Club
South of GuanZhuang Village, Huaming Town, Dongli district
Tel: +86 22 2489 0391
天津国际温泉高尔夫俱乐部
东丽区华明镇贵庄村南

Tianjin Swan Lake International Golf Club
No. 20, FuYuan Lu, WuQing Economic and Development Zone
Tel: +86 22 8217 5261
天津天鹅湖国际高尔夫俱乐部
天津市武清开发区福源道20号

Tianjin Warner International Golf Club
1 Nanhai Lu, TEDA
Tel: +86 22 2532 6009
天津华纳高尔夫俱乐部
天津经济技术开发区南海路1号

Yangliuqing Golf Club
Yi Jing Lu, Yangliuqing, Xiqing District
Tel: +86 22 2792 2792
杨柳青高尔夫俱乐部
西青区杨柳青镇一经路立交桥北

Museums

Drama Museum
Chengxiang zhong Lu, Nankai District
Tel: +86 22 2727 3443
Hrs: 09:00-16:00
戏剧博物馆
南开区城厢中路

Folklore Museum
No. 80 Ancient Culture Street, Nankai District
Tel: +86 22 2727 5062
Hrs: 09:00-17:30
民俗博物馆
南开区古文化街80号

Natural History Museum
206 Machang Dao, Hexi District
Tel: +86 22 2335 8031
Hrs: 09:00-16:30
自然博物馆
河西区马场道206号

Santiaoshi History Museum
No. 16 San Tiao Shi xiao Ma Lu, Hongqiao District
Tel: +86 22 2727 0970
Hrs: 09:00-16:30
三条石历史博物馆
红桥区三条石小马路16号

Tianjin Science & Technology Museum
No. 94 Longchang Lu, Hexi District
Tel: +86 22 2832 0315
Hrs: 09:00-16:30 (closed on Monday)
天津科技馆
河西区隆昌路94号

Tianjin Museum
31 Youyi Lu, Hexi District
Tel: +86 22 5879 3000
(closed Mondays)
天津博物馆
河西区友谊路31号

Yangliuqing Museum
No. 47 Gu Yi Jie, Yang liu qing, Xiqing District
Tel: +86 22 2739 1617
Hrs: 09:00-16:30
杨柳青博物馆
西青区杨柳青估衣街47号

Galleries

Idea House
No. 335 Machang Dao, Hexi District
Tel: +86 22 2334 4198
Hrs: 10:00-22:00
创意空间
河西区马场道335号

Olive Tree Gallery
1F Heping Cultural Palace, Xinhua Lu, Heping District
Tel: +86 22 2303 1906
Hrs: 10:00-17:00
橄榄树画廊
和平区新华路和平文化宫1层

Tianjin Gallery
4F, Wenyi Building, 237 Xinhua Lu, Heping District
Tel: +86 22 2330 3833
天津画院
和平区新华路237号文艺大楼4楼

Wish Gallery
A1-1, Magnetic Capital, Bin shui dao, Nankai District
Tel: +86 22 2393 2995
唯是艺术空间画廊
南开区滨水道奥城商业广场A1-1

Theatres & Cinemas

Da Guang Ming Cinema
1 Qufu Dao, Hexi District
Tel: +86 22 2711 5640
大光明电影院
河西区曲阜道1号

Jinyi International Cinema
3F, Area B, 8 Magnetic Capital, Binshui Dao, Nankai District
Tel: +86 22 2385 5062
Every Tuesday Half Price
金逸国际电影城
南开区滨水道奥城商业广场8号B区3楼

Tianjin Grand Theatre
Crossing of Youyi Lu & Binshui Dao, Hexi District
Tel: +86 22 2835 1443
天津大剧院
河西区友谊路与滨水道交口

Wanda International Cinema
2F, E Block, Wanda Business Square, 168 Heping Lu, Heping District
Tel: +86 22 2722 6619
Every Wednesday Half Price
万达影城
和平区和平路168号万达商业广场E座2层



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Tel: +86-10-8859 4851 Fax: +86-10-8859 4781
ALNO Tianjin:D3-D4,4F. Huanbohai Economy trade Building,No 473 JieFang Nan Rd.,
Hexi Dist.
Tel: 022-2804 5010
Tangshan and Taiyuan cruise exhibitions have opened successfully.

总代理：北京德益万家居建材有限公司
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御泉 白水 水

本期特别推荐项目：肾疗 香熏理疗

This month's recommendation: kidney treatment and aromatherapy

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MID-AUTUMN FESTIVAL

by Wang Na

The Mid-autumn Festival (zhong1 qiu1 jie2), or Moon Festival, is a traditional Chinese holiday for family reunion. It is celebrated on the 15th day of the 8th month in the lunar calendar, around the time of the autumn equinox. On that night, the moon is at its roundest and brightest of the year. The full moon is a symbol for family reunion (tuan2 yuan2), which is why that day is known as the Festival of Reunion. This year, Mid-autumn Festival falls on Sunday 14 September, and has been deemed a national public paid

vacation day by the New Holiday Schedule brought into effect on 1 January 2008.

Origins

The custom of worshipping the moon can be traced back to the ancient Xia and Shang Dynasties (2000 B.C. - 1066 B.C.). It became prevalent during the Tang Dynasty (618-907 A.D.) to enjoy and worship the full moon. People sent mooncakes to their relatives as gifts expressing their best wishes during the Southern Song Dynasty (1127-1279 A.D.). The custom of the Mid-autumn Festival celebration

has become unparalleled since the Ming (1368-1644 A.D.) and Qing Dynasties (1644-1911A.D.).

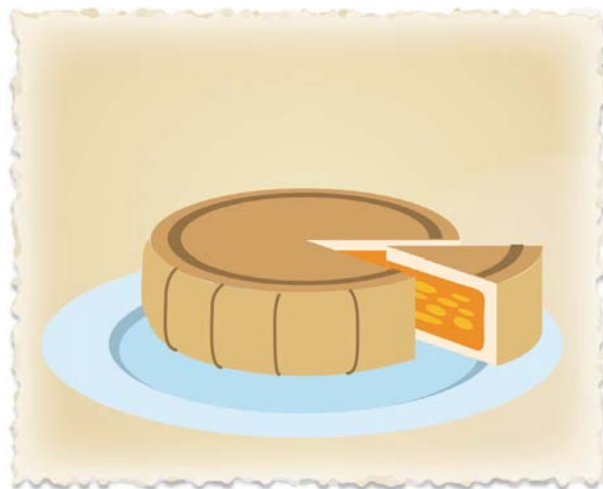
Legends

There is a story about a moon fairy, Chang'e, living in a crystal palace, who comes out to dance on the moon's shadowed surface. The story can be traced back to ancient times, when it was said that ten suns appeared at once in the sky. The Emperor ordered a great archer named Hou Yi to shoot down the nine extra suns. After Hou Yi finished the task, the Goddess of Western Heaven rewarded him with a pill that would make him immortal. His wife found the pill, took it herself, and was banished to the moon for it. According to the legend, her beauty is greatest on the day of the Mid-autumn Festival.

Mooncakes

A mooncake (yue4 bing3) is a Chinese pastry traditionally eaten during the Mid-autumn Festival. Typical mooncakes are round or rectangular in shape, measuring about 10 centimeters in diameter and 4-5 centimeters thick.

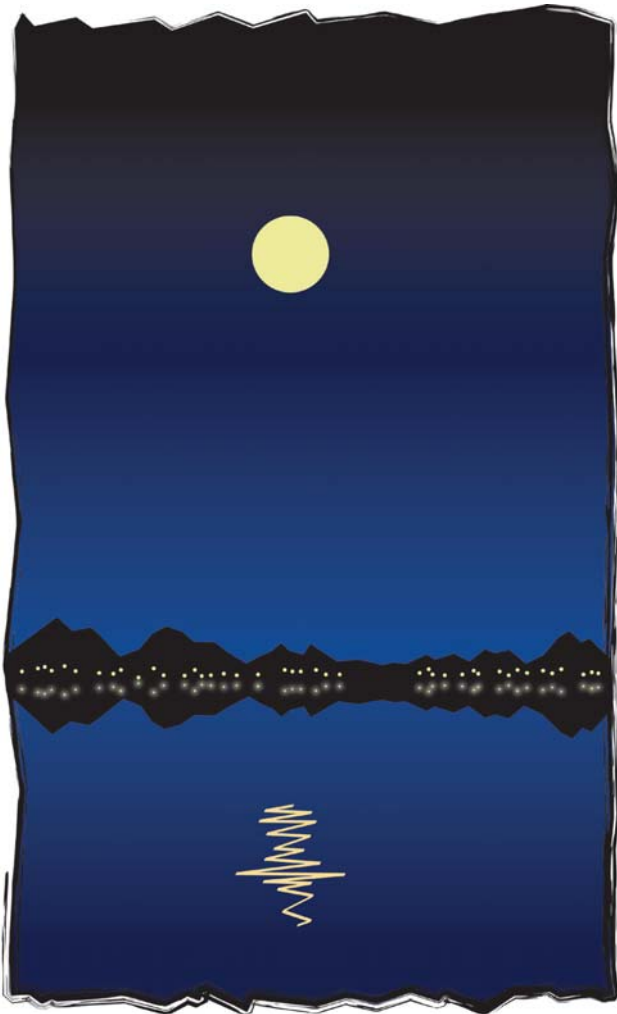
Nowadays, there are hundreds of varieties of mooncakes on sale a month before the arrival of Mid-autumn Festival. The traditional fillings of moon cakes are lotus seed paste (lian2 rong2), sweet bean paste (dou4 sha1), jujube paste (zao3 ni2) and five kernel (wu5 ren2) which consists of 5 types of nuts and seeds chopped and held



together with maltose syrup. Commonly used nuts and seeds include walnuts, pumpkin seeds, watermelon seeds, peanuts, sesame and almonds. Mooncakes created in recent years employ all kinds of fillings, for instance, taro paste, green tea, coffee, chocolate, fruit (melon and pineapple), vegetables (sweet potatoes), ham and lychees. Sometimes a cooked egg yolk can be found in the center of the rich-tasting dessert.

There are mixed opinions on filling flavors. "I don't like the taste of a cooked egg yolk in the mooncake, I can't





bear that taste,” said Tony, an Australian student at Nankai University. “I more like Lotus seed paste and fruit mooncake.” But egg yolk mooncakes are some children’s favorite treat. “Seniors like to buy lotus seed paste, jujube paste and five kernel mooncakes,” said Ms. Zhang, a saleswoman at Vanguard Supermarket. “The young like to try new things; they prefer to buy coffee, chocolate, fruit and icy mooncakes.”

You can buy traditional mooncakes in established shops, such as *gui4 shun4 zhai1* and *da4 qiao2 dao4*. Modern mooncakes can be found in any big supermarket (E-Mart, Carrefour, Wal-Mart, Vanguard) in Tianjin. The price, usually 5-10RMB apiece, varies according to the fillings.

Celebrations

The Mid-Autumn Festival is an evening celebration when families gather together to light lanterns, eat mooncakes and gaze upon the full moon. It is a time to

rejoice with loved ones, and to recall those who are not present to rejoice with.

- **Family feasts**

When night falls, families set up tables in their courtyards or sit together on their balconies, drinking, chatting, sharing offerings to the moon, thinking of their relatives and friends far from home, and extending all of their best wishes to them. Children are delighted to stay up past midnight, parading multi-colored lanterns into the wee hours as families take to the streets to moon-gaze. It is also a romantic night for lovers, who sit holding hands on hilltops, riverbanks and park benches, captivated by the brightest moon of the year.

- **Sending best wishes via text messages**

Sending short messages to relatives, friends and colleagues is the most popular mass activity on Mid-autumn Festival night. According to an online survey, almost 67.1% Chinese plan on sending holiday SMS greetings to friends. China Mobile has previously handled 400 short messages per second on that night. The drawback is that the contents of many short messages are the same and copied, so that you will receive several identical messages from contacts. It is best to create your own SMS greetings to express your true feelings to your recipient, not just methodically forward messages as if completing a task.

- **Giving mooncake packages**

Mooncakes are mostly received as a gift. It is common practice for Chinese to give mooncakes to relatives and clients, or anyone you think really helped you recently. You’ll find fancy mooncake packages in supermarkets or the lobbies of hotels. Their prices range from 150RMB to 1000RMB, with 4-12 mooncakes in a package. Many employers customarily give mooncakes to their employees as a display of the holiday spirit. Some companies simply give out coupons for the cakes, so that their employees can select flavors to their own liking.

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