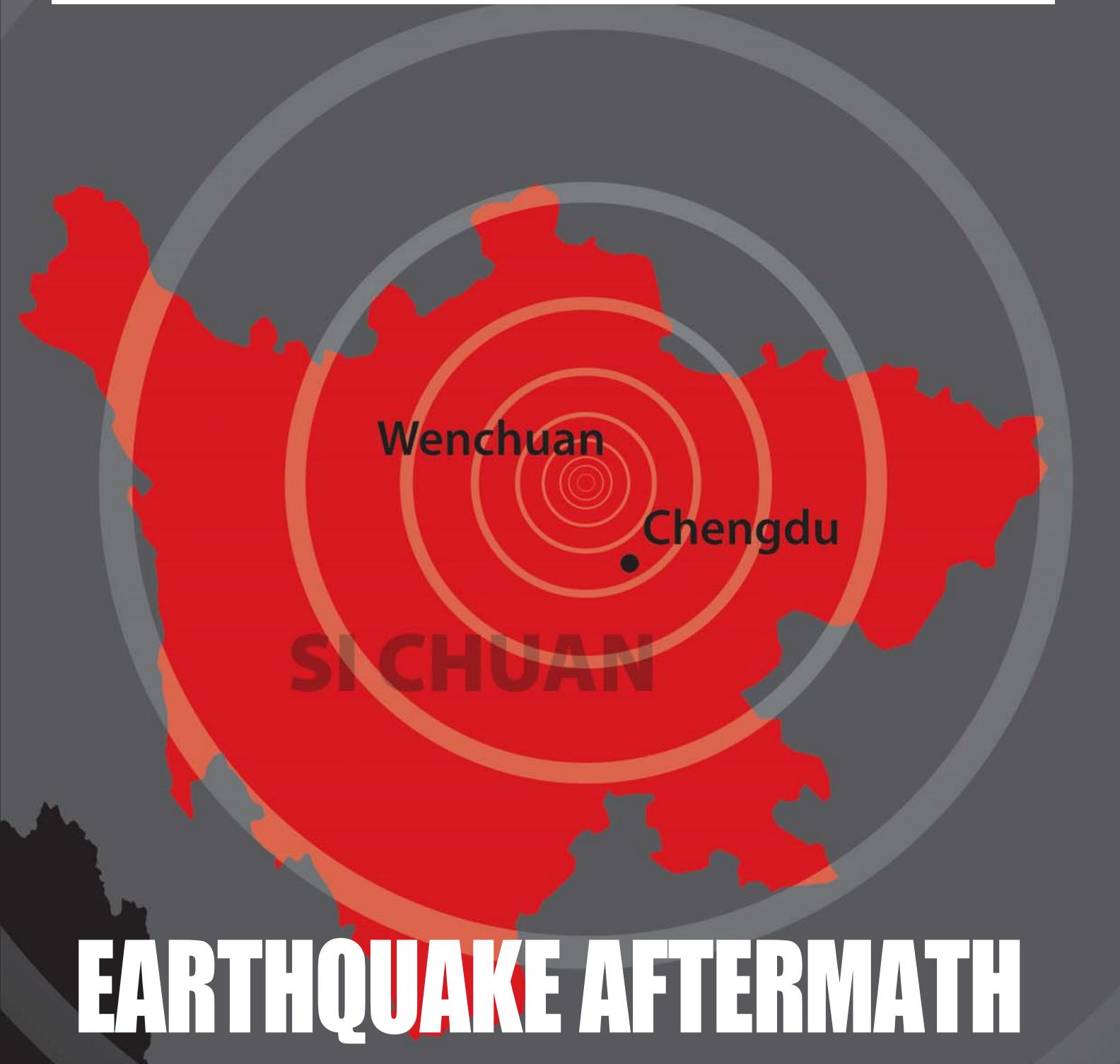


B BUSINESS JOURNAL TIANJIN

Insight Into a Changing Tianjin



EARTHQUAKE AFTERMATH

**Binhai New Area
China Trademark Law**



Your Active Partner !

Main Business

- Business Consulting
- Events Organization
- Human Resource
- Logistics Solutions
- International Business Center

Other Services

- Housing: Leasing & Purchasing
- Car & Bus with Professional Drivers
- Translation Services
- Design & Advertising
- Information Technology

Business Tianjin - June 2008



www.businessstianjin.com

CHIEF EDITOR: Jamie Michael Kern

MANAGING DIRECTOR: J. Hernan

SENIOR EDITOR: Wang Na

CONTRIBUTORS: Wolfgang Knüfer, Simon Bai, Joe Villarama, Lingyun Rao, Julian Yu

PROOFREADER: Steven Li

GRAPHIC DESIGN: Zhao Jian

SALES & ADVERTISING: Tang Yan, Ren Zhen, Zhang Danni

PHOTOGRAPHER: W. Jian

DISTRIBUTION: Huang Hanqing, Cui Jin

ADBERTISING: InterMediaChina

PUBLISHING DATE: June 2008

Building A4, 6th Floor, Magnetic Plaza
Binhui West Road, Nankai District
TIANJIN 300381, CHINA

Business Tianjin is FREE
ONLY for Members

TEL: +86 22 2391 7700

FAX: +86 22 2391 0555

For extra copies please email:
distribution@businessstianjin.com

For editorial enquiries please email:
editor@businessstianjin.com

For advertising enquiries please email:
sales@businessstianjin.com

Dear Reader,

This month I can find no more pressing of an issue to highlight than the ongoing relief effort for the recent earthquake in Sichuan Province. I'm certain you have seen it on television, read of it in the newspaper, received emails and possibly even text messages, all portraying disaster and desperation. But the greatest tragedy of such devastation often strikes weeks after the media. I'm not talking about aftershocks or economic crises; I'm talking about the inevitable, abrupt drop in aid to cities and citizens when they need it most.

The greatest tragedy is that the relief effort is assumed over when the people are fed, clothed and washed up; when smiles return to faces and are printed and aired for all to see. At that point, donations trickle, interest wanes and the world turns its eyes back down upon its desk.

The reality is that those smiles will remain without homes for months before makeshift shelters can be constructed to accommodate everyone. The survivors are in dire need of sustained assistance.

Those fortunate to survive this earthquake are in the process of being fed, clothed and temporarily sheltered en masse inside gymnasiums or under makeshift tarpaulin tents. Jobless and homeless, many currently sleep on treadmills, exercise mats, plastic bags or the damp ground. Relief agencies like the Red Cross and the People's Liberation Army don't yet have access to the quantities of equipment necessary for basic provisions – potable water, stable electricity, sanitation and shelter – for the displaced millions.

This is the part of narrative that appeals for donations, and generally turns off the majority of skeptics. I fully sympathize with worries over the transfer of funds and the donation of cash. Already reports of fraud have helped catch a hacker who altered bank information on the Chinese Red Cross website to target his personal accounts. For readers with such concerns, I strongly urge you and your family to donate in-kind.

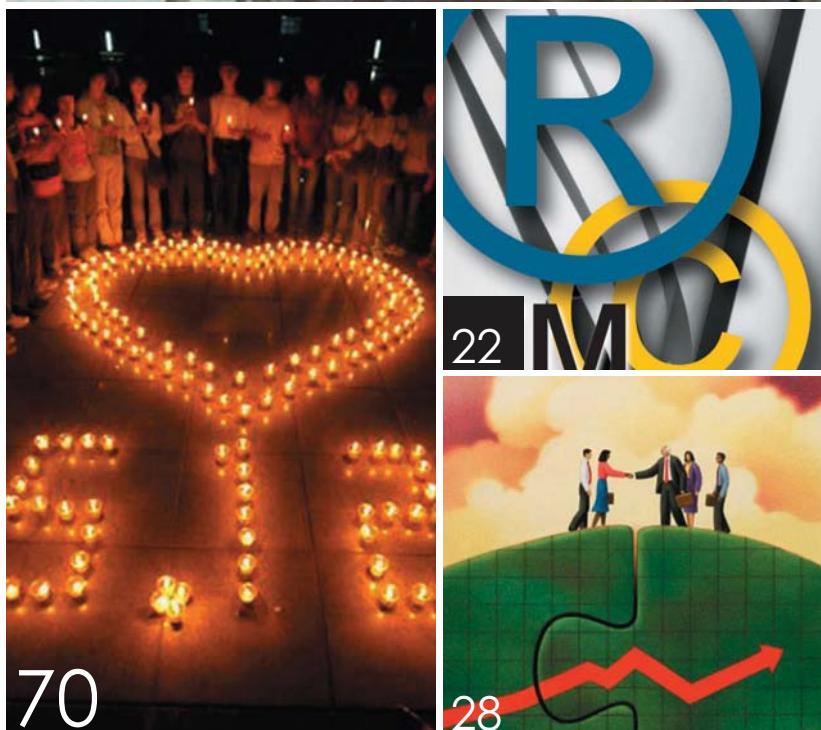
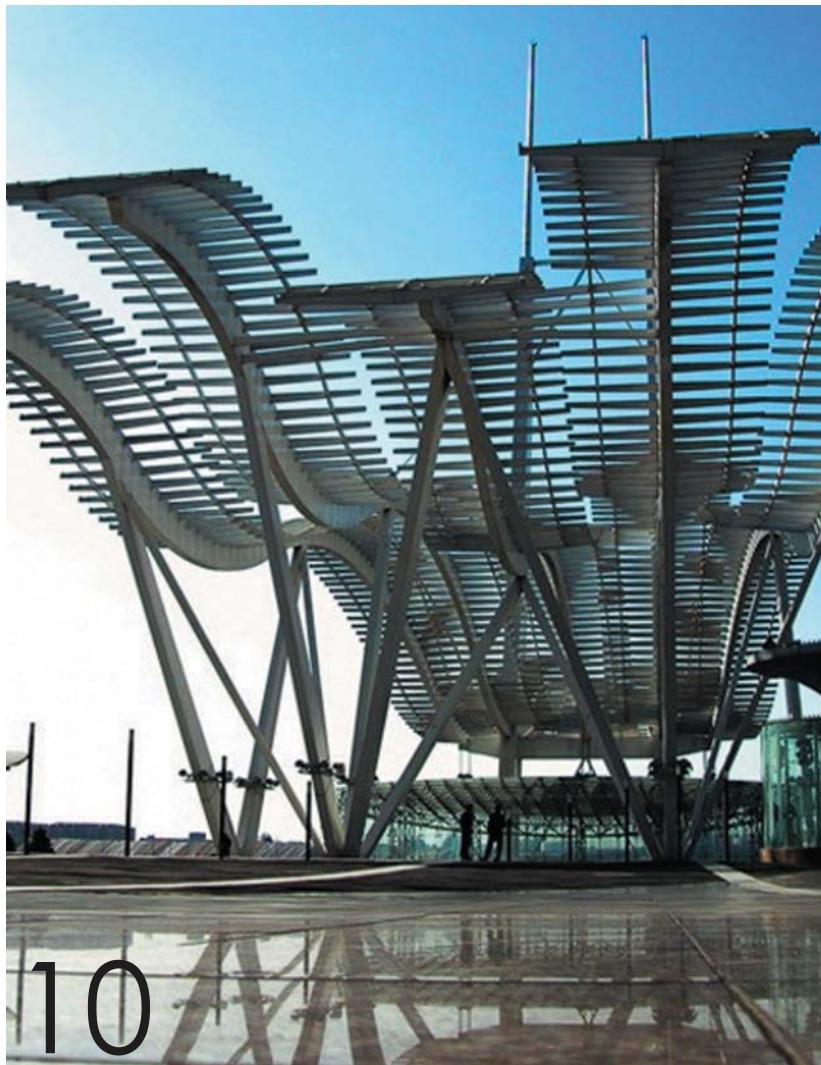
This weekend, on the ride back to your secure and climate-controlled home, stop by the local sporting goods store. Select a tent, medical supplies, plastic tarp and any water purification tablets or disinfectants that you might feel essential if stranded in a collapsed shelter with your extended family, neighbors and several thousand others. Then deliver these supplies to your local Red Cross branch – there are nearly 30 in greater Tianjin (see www.tjredcross.com/jj_01_txl.asp). In this way you ensure the safety of your investment in the lives of those who rely upon it for survival.

For those who trust traditional donations, please turn to the back of this magazine for detailed instructions on monetary contributions to the Red Cross relief effort in China.

Your continued assistance will protect the survivors, allowing them to speedily return to rebuilding their lives.

Sincerely,

Jamie Michael Kern
Chief Editor – Business Tianjin



CONTENTS

Business Tianjin/June 2008

BIZ BRIEFS 04

NUMBERS 09

FEATURE STORY 10

Binhai New Area

MANAGEMENT TIPS 16

Priorities

CURRENCY 20

POLICY EXPLANATION 22

China trademark law

PRESS REVIEW 26

LEGAL ASSISTANCE 28

M&A taxes in China

REAL ESTATE 32

Tianjin serviced apartments for sale

CHAMBERS REPORT 36

EU, US, Germany, Sweden, Benelux, Korea

BUSINESS CHINESE LESSON 46

Business small talk

JOB POSTINGS 48

TRANSPORTATION 49

Plane, train, shuttle and metro schedules and fares

OLYMPIC MOMENT 52

Remaining tickets

OFF THE CLOCK 54

DRAGON BOAT FESTIVAL 58

LISTINGS 60

Dining, nightlife, services

LAST WORD 70

The Wenchuan earthquake



天津泰達國際會館
TIANJIN
TEDA INTERNATIONAL CLUB TIANJIN

天津泰达国际会馆 TEDA International Club Tianjin

Being a membership club, TEDA International Club Tianjin is a 5 star hotel, which is a stylish leisure world of accommodation, recreation, business, catering, meeting and conventions offering top-class service. Besides convenient location, the club building enjoys green and oxygen-rich environment with Water Park and Tianjin Television Tower Lake set off and humane flavour of universities surrounded.

There are 7 classes of guest rooms available, Commodious, bright with wide vision, the rooms are decorated in a way of mixture of luxurious and elegance.

Fully equipped Service Apartments, with five-star hotel service, are the best choice for the expatriates in Tianjin.

The T.G.I. Friday's in TEDA International Club Tianjin is the first settled in Tianjin. The foods of distinctive American features and over 400 kinds of cocktail strongly attract you to visit here.

Seaport Restaurants has its famous dishes, presenting delicious dishes of pure Cantonese cuisine and a high degree of professional proficiency in cooking skill.

Selecting natural and pollution-free food, the Greenland Nutritious Restaurant makes delicacies which are rich in nutrition but low in fat, quantity of heat and cholesterol.

Adopting world top Spa treatment facilities, Ripple Spa Center combines essence from natural materials with water to ease and relax people through their five senses. The Center has Advisor Room, Examination Room, Treatment Room to provide services, e.g. treatment & massage, physical treatment, luxury bath, facial nursing, hands & feet nursing, etc. With a glass dome, the sunny indoor swimming pool is surrounded by verdant plants, and clear water is in good harmony with blue sky and white clouds.

地址：天津市南开区复康路7号增2号 邮编：300074

No.2-7 Fukang Road Nankai District, Tianjin, China Postcode:300074

电话TEL: (86-022) 58695555 传真FAX: (86-022) 23065555 网址http://www.tedatjclub.com

FINANCE**Bohai Ring expected to generate 30% of GDP in 2010**

China's first Blue Book on the Bohai Ring – Annual Report on Economic Development of Region Over Bohai Ring – compiled by Zhou Liqun, Professor at Nankai University, was recently published. The report predicts that by 2010, the proportion of the Bohai Ring regional economy (encompassing Beijing, Tianjin, Tangshan, Dalian, Qingdao, Jinan and Yantai) will make up to 30% of China's GDP; and the region's total economic output will reach 8.72 trillion CNY.

- *People's Daily*, 25 April

Stocks jump over 9% after stamp tax cut

China's stocks skyrocketed more than 9% after the government cut a tax on stock transactions in an effort to boost the slumping mood and appease troubled investors. The stamp tax on stock trading was slashed from 0.3% to 0.1% starting from 24 April, following a 50% plunge in the country's equity market in less than six months.

- *China Daily*, 24 April

IMF cuts Chinese economic growth forecasts to about 9%

The International Monetary Fund (IMF) said on 8 May that it has adjusted its forecasts for the global economic growth in 2008 downward to below 4%, with a growth of just above 9% for the Chinese economy.

- *China Daily*, 9 May

China raises bank reserve ratio as inflation surges

China ordered banks to set aside more deposits as reserves for the fourth time this year after inflation accelerated, approaching the fastest pace since 1996. Banks must park a record 16.5% of deposits with the central bank, up from 16%, the People's Bank of China said on its website.

- *Bloomberg.com*, 12 May

Crude futures top 135 USD per barrel

Crude futures topped 130 USD a barrel for the first time on 22 May on supply concerns. Light, sweet crude for June delivery rocketed to 135.09 dollars on the New York Mercantile Exchange, hitting a new intraday record.

- *Xinhua Net*, 22 May

Power giants call for tariff rise

China's five major power generating groups unanimously called for electricity price rises at a meeting held at the State Electricity Regulatory Commission (SERC) on 6 May as they posted losses resulting from higher coal costs in the first quarter.

- *China Daily*, 8 May

China issues 4 billion USD in 30-Year T-Bonds

The Chinese Ministry of Finance (MOF) issued 28 billion CNY (4.009 billion USD) worth of book-entry treasury bonds, with a fixed annual

interest rate of 4.5%. This was the sixth batch of book-entry T-bonds this year. The 30-year bonds were sold on the inter-bank bond market and stock markets from May 8-13 and began trading on May 16.

- *CRI English*, 8 May

Tianjin, Chicago sign co-op deal

Tianjin signed a friendship and co-operative agreement recently with the US city of Chicago to facilitate economic, educational and environmental exchanges between the two cities. Tianjin and Chicago have a lot in common and large potentials for mutual complementation, Tianjin Vice-Mayor Ren Xuefeng said.

- *China Daily*, 23 April

China's Vice Premier stresses financial risk prevention

Vice Premier Wang Qishan said on 9 May that protecting the financial system should be a priority and that risk prevention was a permanent theme for the development of the economy. "China's financial industry has had rare development opportunities, as well as unprecedented challenges," Wang told a financial forum in Shanghai.

- *CRI English*, 9 May

More overseas banks in Tianjin

Bank of East Asia Co., Ltd, Tianjin Branch opened recently. To date, more than 15 foreign banks – including CitiBank, HSBC and Standard Chartered – have opened branches in Tianjin.

- *Xinhua Net*, 9 May

HSBC to launch China insurance JV

HSBC aims to launch its first life insurance joint venture in China this July or August, planning to offer pension services with a local partnership in the world's fastest growing major economy, a senior HSBC executive said on 1 May.

- *China Daily*, 4 May

Microsoft-Yahoo talks resume

Microsoft hasn't yet made another outright offer to buy Yahoo, but has raised the possibility of a transaction to boost the companies' presence in the online search and advertising markets. Microsoft didn't offer any specifics; it withdrew its original offer for a 45-billion-USD stock buyout on 3 May.

- *Forbes.com*, 19 May

China may approve 85% iron ore price hike

Senior figures in China's steel industry believe China will concede to Australian demands to include a freight premium on iron ore price negotiations that could see a price rise of up to 85%, the Australian Financial Review reported.

- *China Daily*, 6 May

To subscribe to our daily Biz Brief e-newsletter, please email bizbriefs@business Tianjin.com

LAW & POLICY**China's power sector reform short circuits**

The next round of China's power industry reform may be delayed in the face of rising disputes over the future

structure of the power distribution sector. Reform supporters have been looking forward to separating core and secondary businesses controlled by both the nation's power grids and power generating companies.

- *Cai Jing*, 17 April

China proposes food safety laws

China has released a draft of a food safety law that would introduce financial and criminal penalties, including possible life sentences, on makers of unsafe food products. The draft law, which is aimed at improving standards in an industry that has come under fire internationally, was

Open House Dates (Beijing)

June 3 June 24

**Rutgers, The State University of New Jersey
International Executive MBA Program in China****• Globally Recognized & Ranked**

Program globally ranked #27 in the Financial Times survey
Recognized by BusinessWeek as one of the very best in Strategy and Finance

• Flexible Schedule

14-month program, without work interruptions
Take classes in either Beijing or Shanghai

• Cutting-Edge Curriculum

Course content updated annually by approximately 40% to ensure most current business processes & tools are incorporated into curriculum

• World-Class Professors

All courses taught by Rutgers faculty who are internationally renowned scholars, leading researchers and successful business professionals

Contact us now to sit-in on a class or to attend the Open House

Beijing
Tel: (8610) 8526 2528/29
Fax: (8610) 6500 7299
E-mail: emba@rutgers.cn

Shanghai
Tel: (8621) 6217 6067/8711
Fax: (8621) 6218 6823
E-mail: emba_sh@rutgers.cn

www.rutgers.cn
RUTGERS
THE STATE UNIVERSITY
OF NEW JERSEY

welcomed by the World Health Organization, though a representative of the health body noted that it does not cover basic agricultural products.

- *Yahoo News*, 24 April

China moves to regulate fee charges of telecom, postal services

China's National Development and Reform Commission (NDRC) has launched a nationwide campaign to reduce illegal telecommunications and postal fee charges. A nationwide survey, which would last until August 30, would cover fees charged on all businesses or agents engaged in basic telecommunications services, value-added services and postal services since 1 January 2007.

- *China Economic Net*, 4 May

Beijing admits visa policy changes

 Beijing has officially acknowledged that it has tightened visa procedures ahead of the Olympic Games. Foreign Ministry spokesman Qin Gang said that the approval process has become "more strict" and authorities were now "more serious" with the visa approval procedures, add that the stricter policies would continue for "a period of time".

- *Associated Press*, 7 May

China bans crop stubble burn-off to improve air quality

The Chinese government has warned farmers of an impending crackdown if they violate a ban on burning crop stubble in an effort to improve air quality in and around Olympic host cities. The ban runs from May to the end of September in Beijing, Tianjin, Hebei, Henan, Shandong, Shanxi, Anhui, Jiangsu and Liaoning Provinces, all areas around Olympic venues.

- *China Daily*, 5 May

Labor contract rules draft released

China has released a draft of the implementation rules for the country's labor contract law. The Legislative Affairs Office of the State Council issued the draft, which outlines regulations on employee termination and compensation, to solicit opinions from experts and the public. The labor contract law came into effect on 1 January, but has encountered some resistance from employers. Vice-Minister of Labor and Social Security Sun Baoshu said in March that objections were due to misinterpretation of the law.

- *China Daily*, 9 May

LOGISTICS

Wind-turbine makers to receive tax rebate



The Ministry of Finance has begun to refund VAT and import duties assessed on makers of core wind-power turbine parts. The rebates, which will be backdated to 1 January, are seen as a move to encourage clean energy investment.

- *China Economic Net*, 24 April

Tianjin FAW-Mexico joint venture

Tianjin FAW, a subsidiary of China's largest automaker First Automotive Works (FAW), is one of the homegrown auto brands that is gaining wider international recognition. Tianjin FAW's most recent initiative is an agreement signed between Mexico's Salinas Group and FAW, the Chinese automaker's parent company. The project is scheduled to begin produc-

tion in 2010 with an annual capacity of 100,000 units. Before the plant becomes operational, the Salinas Group will assist Tianjin FAW to export its compact cars to the Mexican market.

- *China Daily*, 25 April

China's industrial output up 15.7% in April

The industrial output of China's major enterprises grew 15.7% year-on-year in April, the National Bureau of Statistics (NBS) said. The figure represents a drop of 2.1% over the previous month's growth, or a drop of 1.7% over the April's growth last year, the bureau said.

- *Xinhua Net*, 14 May

Recycling machine proves a hit



China's first drinking bottle recycling machine processed more than 3,000 empty bottles in just one week on the pedestrian street of Nanjing Road, Shanghai. At this stage, the machine, designed by a Beijing-based company for about 30,000 CNY (4,292 USD), accepts only plastic or aluminum containers by reading their bar codes. As a reward, the machine gives 0.10 CNY to anyone who throws a container into it.

- *China Economic Net*, 9 May

China's LPG shortfall to hit 7.3 million tonnes in 2010

China's liquid petroleum gas (LPG) shortfall is expected to hit 7.3 million tons in 2010, led by the country's surging industrial demand. Bai Yi, deputy head of National Petroleum and Chemical Planning Institute,

made the remarks at an industry forum held in Tianjin, attributing the demand surge to soaring demand from the country's eastern and southern regions, and rural areas.

- *China Daily*, 12 May

Sino-Spain Aviation, Wind Energy and Machine Tool Application Technology Conference, Tianjin



Organized by Spain Machine Tool Association and Tianjin Sino-Spanish Machine Tool Vocational Training Center, the Sino-Spain Aviation, Wind Energy and Machine tool application technology Conference was held on 11 May in Tianjin. Vice Mayor of Tianjin, Mr. Yang Dong Liang welcomed Sr. Carlos Blasco, the Spanish ambassador to China, and his team. The conference introduced Spain's advanced technology in the areas of aviation, wind energy and machine tools to companies in and around Tianjin. Many international enterprises attended, including Gamesa, Airbus and Lufthansa.

- *Buisness Tianjin*, 11 May

TELECOM & TRANSPORTATION

Unlimited overseas calls, 9.95 USD/mo

Skype, The Internet calling subsidiary of eBay, introduced its first plan for unlimited calls to overseas land-line (and some mobile) phones in over 30 countries for 9.95 USD per month.

- *Xinhua Net*, 21 April

China Mobile's first-quarter profits up 37%

China Mobile's first-quarter net profit was 3.45 billion USD, an increase of 37% over a year earlier. China's largest mobile carrier by subscribers reported an increase in first-quarter revenue of 20% year-on-year, to 13 billion USD. It signed up 22.8 million new subscribers, compared to 19.7 million in the fourth quarter of last year.

- *Wall Street Journal*, 22 April

Airbus to set up JV in China



European plane maker Airbus expects to launch a joint venture in China to make aircraft components, as part of its efforts to carve a larger slice of the world's fastest growing aircraft market. "We are studying the possibility of setting up the venture with AVIC II (China Aviation Industry Corporation II) and expect to finalize the deal as early as August," said Laurence Barron, president of Airbus China.

- *China Daily*, 25 April 2008

First drive-thru ATM in Guangzhou



Drivers in the southern Chinese city of Guangzhou can now withdraw money without leaving their vehicles, as China Construction Bank has opened the first drive-through cash machine in the city. The ATM is located at the Riverside Garden exit of

Route 105 in Panyu District, which is a busy junction leading up to business centers and scenic spots in southern Guangzhou. The bank said it would install more such facilities across Guangdong Province according to feedback from local customers.

- *CRI English*, 9 May

Hangzhou Bay Bridge opens



The world's longest cross-sea bridge was opened on 1 May as part of China's efforts to boost economic integration and development in the Yangtze River Delta. Hundreds of people attended the opening ceremony of the 36-km bridge spanning Hangzhou Bay. It links Haiyan, Jiaxing to Cixi, Ningbo, in Zhejiang province, and cuts the road trip from Shanghai to Ningbo.

- *China Economic Net*, 2 May

GENERAL

Ikea plans 60m USD for Tianjin store



Ikea plans to pour in around 60 million USD to set up a retail outlet in Tianjin, aiming to cash in on the fast development of the coastal municipality.

The home furnishing retailer has inked a primary deal with Tianjin's Dongli district, and the construction of its Tianjin outlet may kick off this summer, Ian Duffy, president of IKEA Asia-Pacific said.

- *China Daily*, 22 April

China's patent applications up 21.1% in 2007

The State Intellectual Property Office of China accepted 694,000 patent applications in 2007, up 21.1%, according to a press conference by the Information Office of the State Council in Beijing.

- *China Daily*, 17 April

Plastic bags no longer free



Customers may have to pay 0.1 to 0.5 CNY (7.14 US cents) for a new type of plastic bag when they shop at supermarkets as a nationwide ban on free plastic bags is due to take effect on 1 June. The new bags will be thicker and more durable than previous ones.

- *Shanghai Morning Post*, 9 May

Olympic flame reaches Mt. Qomolangma summit



The Beijing Olympic flame reached the top of Mt. Qomolangma (a.k.a Mt. Everest) at 9:18am Beijing time, 8 May 2008. The last of the five torch-bearers, Cering Wangmo, hoisted the sacred flame at the world's highest summit. A dozen climbers celebrated at the 8,844m peak, holding the Chinese national flag, the Beijing Olympic flag and the five-ring Olympic flag.

- *CRI English*, 8 May

Air China donates to Wenchuan Earthquake survivors



To date, Air China Tianjin Branch employees have pledged 130,000 CNY and counting in donations to the victims of the Wenchuan earthquake. Staff in Beijing and Shanghai

have also contributed to rebuilding victims' homes.

- *Xinhua Net* 16 May

WHO: Deadly virus likely won't threaten Olympics

The World Health Organization said that an infectious virus responsible for the deaths of 24 children in China is unlikely to threaten the Beijing Olympics, although it is too early to say whether the infection has peaked. The enterovirus 71, or EV-71, causes severe hand, foot and mouth disease and mostly affects children.

- *Associated Press*, 6 May

Editors & Contributors Needed

Business Tianjin Magazine is looking for **Editors** and **Contributors**



If interested, please email your resume and writing samples to
editor@businessjianjin.com

500

A shipwreck, believed to be 500 years old, laden with tonnes of copper ingots, elephant tusks, and gold coins, has been discovered off the southern African coast. A Namibian diamond company, Namdeb, said that it found the wreck during mining operations in the Atlantic.

**360,000,000,000**

Twenty-one year old north-Texan Charles Ray Fuller was arrested for trying to cash a 360 billion USD cheque, saying he wanted to start a record business.

603

The 2008 Beijing International Media Center (BIMC) had received 603 applications by 6 May from overseas journalists who planned to cover the Olympic Games but had no accreditation from the International Olympic Committee (IOC).

10

According to natural health expert Dr. Caroline Longmore, 10 foods can scientifically lift your spirits: mung beans, lobster, turkey, asparagus, sunflower seeds, cottage cheese, pineapple, tofu, spinach and bananas.

**403.3**

The Board of Governors of the International Monetary Fund (IMF) on 6 May approved the sale of 403.3 tonnes of gold reserves as part of a financial overhaul that will allow the Fund to generate revenues from a variety of sources.

280,000,000

Software giant Microsoft on 7 May said it will invest 280 million USD to build an R&D center in Beijing and significantly expand its research team in the country. Upon completion in 2010, the new R&D campus, set to accommodate 5,000 employees, will become Microsoft's largest research center outside the United States.

100

A blend of extremely rare Jamaican Blue Mountain and a coffee bean harvested from the dung of Indonesian civet cats is being sold for 50 GBP a cup in the UK. It has become one of the world's rarest and most expensive coffees.

**2,000,000**

China will send an extra 2 million USD to the United Nations World Food Program (WFP), in addition to its originally planned 2.5 million USD donation to the world's largest humanitarian agency in 2008. The donation, announced by Foreign Ministry spokesman Qin Gang at a press conference on 8 May, aims to help the WFP alleviate "difficulties it is facing now" as a result of soaring food prices and food shortages worldwide.

22%

China's retail sales of consumer goods in April rose 22% year-on-year to 814.2 billion CNY (116.3 billion USD), the National Bureau of Statistics said on 13 May.

45%

PetroChina, the nation's biggest oil producer, plans to increase its share of the domestic oil refining market to 45% by 2020 as demand for fuels and chemicals rises.

**66**

The magnitude 7.9 earthquake in southwest China's Sichuan Province on 12 May has caused 66 stock-listed companies to stop trading within 24 hours. These Sichuan- and Chongqing-based companies – such as Sichuan Road and Bridge, Huiyuan Optical Communication and Datong Gas – are listed in Shanghai and Shenzhen stock exchanges.

8.5%

China's consumer price index (CPI), the main gauge of inflation, rose 8.5% year-on-year in April, the National Bureau of Statistics said on 12 May. The figure, compared with 8.3% in March and a nearly 12-year-high of 8.7% in February, was broadly in line with most forecasts.

**3,506**

Chinese travelers spend an average of 2,597 to 3,506 USD on overseas trips, with northerners accounting for the higher expense, according to the Nielsen China Outbound Travel Monitor report.

31,938

The death toll of Myanmar's cyclone disaster continues to rise, bringing the total to 31,938 as of 12 May, according to a news report on Myanmar state radio.

**2030**

A new report released by the U.S. Department of Energy on 12 May suggests that, with right conditions, wind power could provide up to 20% of that nation's total electricity needs by 2030.

10.6%

China's economic growth slowed down slightly to 10.6% in the first quarter, compared with 11.7% in the same period of last year, the government said on 7 May. China maintained steady and rapid growth since the beginning of the year, despite the unprecedented winter weather and the widespread subprime mortgage crisis, National Bureau of Statistics spokesman Li Xiaochao said.

BINHAI NEW AREA: PIONEERING THE FUTURE OF NORTHERN CHINA

By Joei Villarama

The pink hippopotamus rode on the dashboard as we made our way from TEDA to Hangu for some Counter Strike War Games with computerized laser guns at the military facility. Using her new digital camera, Kelly took pictures of the stuffed toy hippo longingly looking out onto the water. Here we were witnesses to another new territory with massive construction going on overhead and trucks noisily hauling materials to site. This was part of the Binhai New Area, the gateway to northern China, anticipated to be a modern manufacturing and research hub, an international shipping and logistics center, a high-tech development area with a solid industrial base.

The Binhai New Area (BNA) is composed of the Tianjin Economic-technological Development Area (TEDA), the Tianjin Port-Free Trade Zone and the districts of Tanggu, Hanggu and Dagang. TEDA is already home to a vibrant community of expats and in Dagang, one can sample seafood in huts on stilts overlooking the water. In Tanggu, people leisurely stroll by the Wai Tan river park and its landmark giant white sails, every inch a symbol of the mighty dynamism flowing through the area.

At 2,270km², BNA is four times big-

ger than Shanghai's Pudong and boasts of a coastline 153 km long. Slated to be China's next economic powerhouse, the Binhai New Area has been touted by Hu Jintao at the 17th National Congress "to play a major role in reform, opening up and independent innovation." Thus, the dream coastal line-up is complete with Shenzhen in the south, Shanghai in the center and Binhai New Area in the north.



Wai tan

In January 2008, BNA accomplished a gross output of 60.5 billion CNY, an increase of 33%, on utilized foreign capital of 450 million USD, up 30%, according to local news source enorth.com.cn. Port cargo throughput is 30,740,000 tons and growing by 26.7%. Through more than twenty years of development, the BNA has had 4,000 foreign investors from 74 countries. In 2006, the gross product and value of industrial output and exports of the BNA topped all state-level development areas, which now number 49. The accumulated foreign

capital of these development zones accounts for one-tenth of the country's total.

TEDA is home to 59 of the Fortune 500 companies including Motorola, Samsung, Novozymes, GlaxoSmithKline, Coca Cola and Pepsi. According to Director-General Yan Zhize, based on domestic market statistics, one in five mobile phones, one in four video recorders, 35% of instant noodles and 13% of televisions are made in TEDA. It's the largest base for producing liquid crystal displays in China.

The China Knowledge Industrial Park Rating System assesses TEDA as one of the best industrial parks based on location, investment cost, human resources and management skills. In 2004, TEDA's GDP reached 53 billion CNY, which is 18% of Tianjin's GDP although it only comprises 0.4% of Tianjin's land area. TEDA is responsible for nearly 40% of Tianjin's foreign investment and more than 50% of Tianjin's exports. To expand this development space and pursue a higher goal, the Binhai New Area was formed.

Another feature of BNA is the Free Trade Zone, which garnered international attention when Airbus decided to set up an assembly plant there with the goal of eventually churning out 44 planes a year. According to the Tianjin Port Authority, the port



TEDA Investment Service Center

area is expected to handle 300 million tons of cargo this year, making it the world's sixth largest. In terms of cargo handling, the port has been growing at the rate of 100 million tons every three years.

The new Dongjiang Bonded Harbour area has recently been opened and compared with other harbour areas in China, it provides convenient customs clearance.

And anyone who has landed in the small backwaters of the Tianjin airport is excited about this year's unveiling of the newly constructed terminal.

Sales income of the Binhai Chemical Industrial Zone is projected to surpass 400 billion CNY in 2015 and is expected to create more than 50,000 job opportunities. BNA has also emerged as an incubator for industries that adapt military products for

civilian use in fields such as aviation, aerospace, shipbuilding, electronics and materials for new energy.

Googling information about the area, there is every reason to be optimistic over the impressive figures. But do caution signs blink or point in directions other than unequivocally upward?

Pudong in Shanghai faced less competition during its adolescence, whereas the Binhai New Area currently faces domestic rivals in a number of burgeoning areas also equipped with government backing and support, offering equally attractive packages. The BNA, however, is unique because of its coastal position and its proximity to Beijing which may be regarded both as an advantage and a disadvantage.

Sceptics argue that China's increasingly market-oriented economy is

very much decentralized, so it may not be enough that Beijing supports BNA's development. Moreover, as a WTO member, China is required to treat domestic and overseas-invested enterprises equally. Analysts also question whether preferential policies still carry the same effect they did a decade ago in Pudong.

Some people cannot foresee BNA progress as much as it's hyped up to because in reality, the government will still favour Beijing, and Tianjin will always be a second-tier city. The counter-argument to this is that while naysayers may try to cap growth, entrepreneurs don't perceive such barriers. Instead, they innovate ways around, above and through obstacles. Those who are betting on BNA think and act this way. For them, the presence of competition can only be an urgent spur to improving product and service quality.

Binhai New Area is composed of the following

1. **TEDA** (Tianjin Economic-technological Development Area), around 50 km SE of downtown Tianjin City, is adjacent to the Tianjin New Port and Tanggu District. From 1984 to 1996, 15.5 sq km of land was developed into industrial area and 4.5 sq km into living area. By 2015, the target for this modern, international, export-oriented center is an annual GDP of 30 billion.
2. **The Tianjin Port-Free Trade Zone** is the largest port free trade zone in northern and northwestern China. Established in 1991, it aims to be an international logistics center serving northern China. By the end of 2005, its gross regional production reached 5.66 billion CNY with an actual utilized investment worth over 5 billion USD.
3. **Tanggu District**, located along the coast of the Bohai Sea, was an important martial fortress during the Song Dynasty. It has 120 sq km of uncultivated land and 13 sq km of bottom land which are envisioned to be developed along with its marine chemical resources.
4. **Dagang District** lies beside Tanggu and has large stores of petroleum, natural gas, geothermal energy and usable land. It is an emerging satellite city whose main industries are petroleum, petrochemical, marine chemical, fine chemical, fishery and livestock. One of the bases of Sinopec, Dagang has many large-scale state-owned enterprises.
5. **Hangu District** is a gateway to Liaoning, Jilin and Heilongjiang provinces and is on the eastern tip of Tianjin. It faces Bohai Bay in the south and connects with Ninghe county in the north. Rich in marine chemical resources, its salt ponds cover an area of 139 sq km. There are processing establishments for industrial sewage in the south and wild lands in the northeast- ideal investment areas for industrial development.



Upcoming in the BNA Transportation Network

1. Automobile ro/ro wharf to be completed this October
2. Thirty-ton crude oil wharf
3. Second runway at Binhai International Airport
4. Double-tracked Jigang Railway
5. Triple-tracked Beijianggang Railway
6. Double-tracked Wanban Railway
7. Qinghuangdao Special Line
8. Beijing-Tianjin Intercity Special Line
9. Ten new expressways
10. Twenty bridges
11. Improvement of the Dongjiang Bonded Port Area road network





Taifeng Park

Advantages of BNA

1. **Rich Resources** – BNA has around 1,199 sq km of land available for further development. Its 9.8 billion tons of petroleum resources in Bohai include a proven oil reserve of 3.2 billion tons. Natural gas volume is estimated at 193.7 billion cubic meters. The local chlor-alkali industry, which uses crude salt as a main reactant, has a history of nearly 100 years. Annual production of sodium carbonate and sodium hydroxide reach 750,000 tons and 490,000 tons, respectively.
2. **Strong Development Momentum** – BNA GDP is 3-4% higher than that of Pudong. Forty research organizations both at the state and municipal level, 39 research centers of large companies and 27 post-doctorate work stations have been established here. Among the 550,000 employees, 23,000 are professional technicians.
3. **Solid Industrial Foundation** – BNA emphasizes the six high-tech industries of telecommunication, biological pharmaceuticals, optical, mechanical and electronic integration, new material, new energy and new environmentally-friendly industry. It is an important oil processing base, advanced in electronic and informational industries, and is well-known for its marine chemical products.
4. **Financial Facilitation** – BNA takes reform and innovation initiatives in the financial sector. Pioneering reforms in financial enterprises and markets can be tested in this area. Based on guidelines in risk management, experimental forms can be conducted in industry investment funds, venture capital investment, mix-operation, multi-ownership, foreign exchange management policies and offshore financing.
5. **Land Administration Reform** – Based on land resource maximization, the local land use structure is optimized with new land management methods and the intensification of land reform administration.
6. **Supportive Tax Policies** – High-tech enterprises which meet certain criteria can enjoy a preferential income tax rate of 15%. There are also earmarked subsidies for development and construction in BNA within a certain period.
7. **Transportation Network** – BNA has a sound air-sea-land traffic network connecting it to every part of the country with highways and railways.



Yet the question remains: are there real threats to the expected rise of BNA, Dr. Sun Yat Sen's so-called "Northern Grand Seaport"? Is it, as some pundits put it, "a bubble waiting to burst"? One of the tangible looming specters is the environment. Look outside your factory, office or home window at a perpetually lonely, gray pall. Smokestacks along the light rail certainly don't invite you to linger. Such is the bane of industrialization and the cost of being a manufacturing heavyweight.

Alongside and related to the environment are quality of life issues. Some expats observe and bemoan that people just come here to make money and not much else. There is little by way of nurturing a cultural and artistic life. There are few alternatives for families and people have to troop to Beijing (thank goodness there's that option!) to recharge their batteries. Although by Bohai Bay there is no sense of seaside celebration found in other exemplary waterfront cities, this may soon change: blueprints are on the way to alter the face of Beitang

and other coastal towns in BNA.

Some complain that there is hardly a sense of history in such a new region. Examine historical lore, though, and you will see that Tianjin was one of the five seaports opened to the West during the 19th century Opium Wars. Reclaimed from abandoned salt fields, the old Tianjin Port was expanded. Thirty years ago Shenzhen was but a tiny fishing village, and fifteen years ago Pudong was a poor, middle-of-nowhere suburb of Shanghai. BNA was mostly salt marshes, and if you want to observe

BNA was mostly salt marshes, and if you want to observe history in the making, witness the ongoing reinvention of "nowheresville" into an economic and industrial dynamo.

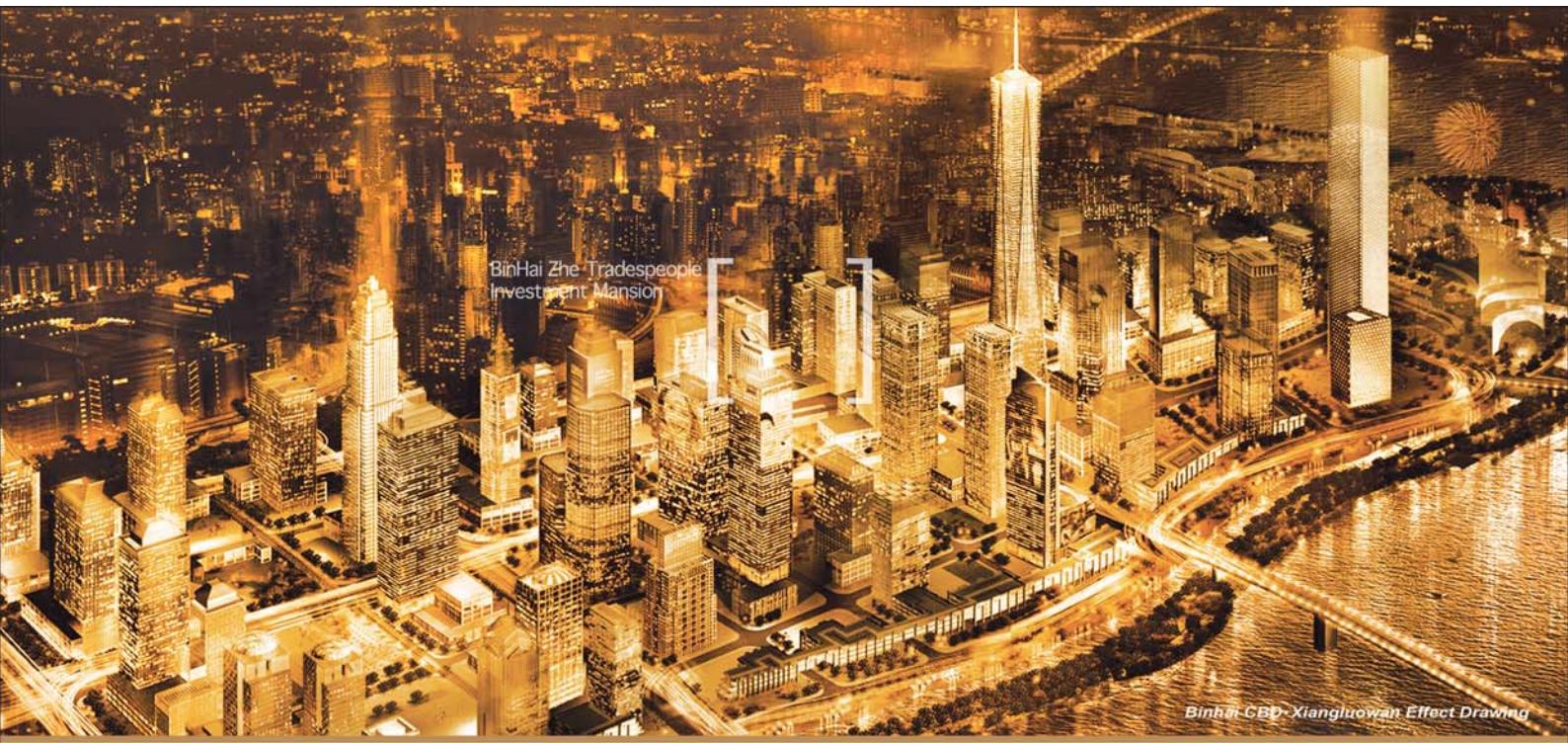
history in the making, witness the ongoing reinvention of "nowheresville" into an economic and industrial dynamo.

Urban planners have designed TEDA with all the amenities of a modern, high-tech town, complete with green parks, linkages to the information highway and world-class facilities to attract and impress investors and businessmen enough to relocate here. However, it takes more than the physical to satisfy the soul.

Despite the detractors and pessimists, BNA is still an undeniable boomtown with

massive amounts of finance, FDI and faith going into construction every day. One cannot deny that this is a unique point and time in contemporary Chinese history. The same pioneering spirit that gave birth to great places, cities and civilizations passes through the BNA. The space is wide open and one can definitely make and leave a mark here that will resonate into the future.■





Binhai CBD · Xiangluowan Effect Drawing

Binhai CBD · Xiangluowan · Binhai Zhe Tradespeople Investment Mansion

Eyes on the World, Which CBD can begin from scratch?

— Zhe tradespeople gather in Binhai to create fortune myth —

After the Shenzhen Special Zone twenty-eight years ago and Lu Jia Zui of Pudong fourteen years ago, whether there are original shares on realty investment? The present Binhai New Area has become the third pole of China economy. The best CBD will come into being in Binhai following Shenzhen and Pudong. A center with fortune, information and wisdom will be another pleasant surprise bought by China to the world !

In 2008 · Zhe Tradespeople Summit, elites among Zhe tradespeople all over China gathered Tianjin Binhai. Twenty-one fortune vane goes to Binhai Xiangluowan. Eyes on the world, only Binhai CBD get the opportunity to begin from scratch.

All the pictures are effect drawings, all contents are subject to actual contracts and the final interpretation right is owned by developer.



BinHai Zhe Tradespeople
Investment Mansion

滨海浙商大厦

Reception Center: No. 1457 Shanghai Avenue,
Tanggu District (junction of Hebei Road and Shanghai Avenue)

Project Address: Yingbin Avenue, Xiangluowan, Binhai
www.bhzsh.com

Phone for VIP : 86-22-27118888/27228888



Binhai Zhe Tradespeople
Investment Mansion
Invest Binhai and share fortune



International
Hotel Apartment
Rest place for Business elites



Luxury Upholstery
Workroom
First-class room for CBD business



5A
Office Building
Ruler of CBD capital value



International
Subject Business Street
Flourishing center of CBD

Developer
Tianjin Binhai Zhe Tradespeople
Investment Holding Co.,Ltd

Architecture Designer
France ZPLUS
Architecture Planning Co.,Ltd

Sight Designer
Canada BSN
Architects Inc

Realty Company
Savills Realty Service
Corporation

Sales Agency
Tianjin Siyuan Industrial Real Estate
Agency Co.,Ltd

Integrated Marketing
Tianjin Ling ao
Advertising Co.,Ltd



SOMEDAY IS NOT A DAY OF THE WEEK

Volume 5

The author:

Wolfgang Knüfer can look back at a successful career as an international manager and management consultant. He works as a coach with main emphases on leadership, time management, sales and communication for a variety of companies worldwide. The list of his references covers well-known enterprises and organizations like IBM in Atlanta, Thyssen-Krupp in Düsseldorf, Pacific Bell in San Francisco, Harada in Osaka, Karstadt in Essen and Siemens in Tianjin. Wolfgang Knüfer has been working for the European Chamber of Commerce in Tianjin and makes himself available for exclusive seminars on diverse management and leadership topics.

You may not know it, but you helped me write this article. Well, not literally, of course; but you are represented as sort of a co-author. Like all my other articles, seminars, workshops and personal coachings, this article is based on my experience in seminars and counseling, and of course during my time as a manager in several industrial companies.

Today I want to carry our joint venture a step further. This time your role can be carried out only by you, and it will require your active, not vicarious, involvement. In this short article are to be found the tools that will enable you to overcome procrastination. But they won't work if you just read about them. My aim is not to increase your

My aim is not to increase your understanding of your problem, but to change your behavior.

understanding of your problem, but to change your behavior. For that to happen, it is essential that as you read you apply the principles to specific projects or tasks in your own life.



Priorities

There are two ways to set priorities: according to urgency and according to importance. Most people set them according to urgency, which is why they spend so much time putting out fires and never get started on a project until the deadline is staring them in the face. If you set priorities according to urgency, you probably sort them into three categories:

- Must be done today
- Should be done today, if possible
- Should be done sometime, but there is no hurry

Suppose you are ready to file your income-tax return using this system, and it is January 31. Obviously the task would not go in the first category because you have two and a half months before it is due. It could be put in the second category but probably won't be because there is no urgency. Too often it will go into the third category and won't get started until the deadline is very near. At that point you will find it difficult to find expert help and will be unable to do as thorough a job as you would like (I am assuming, of course, that you know you don't have a refund coming. People who anticipate a refund somehow select January as a good month to work on tax returns). You mentally kick yourself and promise to start earlier next year. But you won't, because next year the same rationale will apply.

I prefer to set priorities first in terms of importance, with urgency a secondary, though significant, consideration (Obviously, if something is both important and urgent, it will get top priority with either system). This involves taking your list of things to do and examining each item first in light of the question "Does this task clearly contribute to the achievement of my lifetime goals or my short-range objectives?" (We have discussed the topic of goals in a previous article). If it does, it qualifies already as a "high priority". Then put these tasks in the order in which



You mentally kick yourself and promise to start earlier next year. But you won't, because next year the same rationale will apply.

you would like to do them, taking into account two factors: urgency and the time/benefit ratio.

The time/benefit ratio is simply a way of recognizing that even though one task may be less important than another and may lack urgency, there may be good reasons to do it first if the benefit is substantial and the amount of time involved is small. For example: your most important task of the day might be the preparation of a report, which will take most of your day. But suppose you have a couple of minor tasks you can delegate. The few minutes you take (before starting your report) to assign the tasks gives hours of more lead time to those doing them. That obviously makes sense.

After you have ranked your tasks by priority, try to accomplish everything in order. You will have a game plan, and your day will be much more productive than if you had to stop to establish priorities each time you were ready to begin a new task.

If procrastination is your problem, don't put off doing something about it! You can't count on sheer willpower to help overcome this problem. You must have in mind some specific techniques that can be brought into play whenever you catch yourself putting off something that shouldn't be put off. Here are some of the most effective techniques:

The salami technique

An uncut salami is ugly, unwieldy and unappetizing. But cut it into thin slices, and you transform it into something quite different. Now you have something manageable, something you can "get your teeth into".

It is the same with an unpleasant task: When you look at it as a whole, it might be overwhelming, but when you break it down into small "instant tasks", you change its nature entirely. But the secret is to do it on paper/keys of your notebook. Even when the unpleasant task is a small one, this works. For example, suppose you have been putting off an unpleasant phone call. The "salami slices" in this situation might be the following:

1. Look up the phone number and write it down
2. Set a time to make the call (Making it immediately calls for more willpower than you apparently have, so let yourself off the hook in return for a firm commitment to make it at a specific time, which you note on your to-do list)
3. Get out the file and review what has happened
4. Decide precisely what you intend to say
5. Place the call

If the task happens to be a major one, the number of "slices" may be quite large, so make a long list. The key is to make each incremental task so simple and quick that by itself it doesn't amount to much. If possible, make it something



that can be finished in several minutes. And then, whenever you have a few minutes to spare between appointments or while waiting for a phone call, knock off one of your "instant" tasks. Without such a list of items you may never get started.

Remember, the first slice – the first instant task – is always to list in writing the small steps involved in getting the job done. Peter F. Drucker must have said, "Memory is deceitful, don't trust it! What we think to do and what we really do sometimes are two different things." Therefore, put it in writing!

A variation of this technique is to divide your time into small, manageable bits. No matter how unpleasant a task is, you can work on it for just five minutes, so promise

yourself that that is all you will do right now. At the end of five minutes you will have made inroads on it and will have broken the mental logjam that prevented you from starting, so it will be easy to get back into it (many times you will find you won't want to stop; you will have so much momentum that you will just keep going. Remem-

An unfinished task is a much higher motivator than a task not begun.

ber: an unfinished task is a much higher motivator than a task not begun).

So whether it is the task or your time that you divide into increments, remember that the "divide and conquer" principle applies to things you are putting off as much as to military strategy.

The balance sheet method

Another good way of getting yourself off dead center is to analyze, in writing, what you are doing. On the left side of a sheet of paper make a list of all the reasons you are procrastinating on a particular task. On the right side list all the benefits that will accrue if you go ahead and get the job done.

The effect is striking. On the left side you will usually have only one or two pathetic excuses, such as "it might involve an awkward confrontation" or "I might be bored". On the other side you will find a long list of benefits, the first of which usually is the feeling or relief that comes with getting a necessary but unpleasant task behind you. The effect of this technique is often swift and dramatic. You awake from your lethargy and begin working to achieve the benefits you have listed.

The worst-first approach

Instead of easing into a task, sometimes your best bet is to do exactly the opposite: Identify the most unpleasant aspect of the task and take care of that first. For example, suppose you must call a list of ten people to ask for donations to a cause you are involved in, and suppose that there is one person on the list whom you don't like and who is almost sure to turn you down. You dread making the calls mainly because of that person. So start with that person, and whether you are turned down or not, you can then tell yourself that the worst is behind you and from here on it is going to be a breeze.

It's the old principle of eating your spinach first and your cake second. Reverse the order and it does not work so

well. Postponing an unpleasant task never makes it more palatable; indeed, the thing becomes harder to do as time goes on. So as someone (I believe it was Mark Twain) once said, "If you have to swallow a frog, don't look at it too long. And if you have to swallow two frogs, don't swallow the smaller one first!"

Habit change: a systematic approach

The final (and most fundamental) approach recognizes that when we fail to act as promptly as we should, it usually is not because the particular task in question is extremely difficult but because we have formed a habit of procrastination whenever possible. Procrastination is seldom related to just a single item; it is usually an ingrained

When we fail to act as promptly as we should, it usually is not because the particular task in question is extremely difficult but because we have formed a habit of procrastination whenever possible.

behavior pattern. If we can change our thinking habits, we can make the previous two methods unnecessary.

The importance of this fact cannot be overemphasized. I am convinced that the most significant difference between effective and ineffective people is that the ineffective person habitually thinks, "This task must be done, but it is

unpleasant; therefore, I will put it off as long as I can," whereas the effective person habitually thinks, "This task is unpleasant, but it must be done, therefore, I will do it now so I can forget about it."



But the prospect of changing a deeply rooted habit dismays many people. They have tried many times through sheer willpower – the New Year's resolution approach – and have failed. It isn't all that difficult, though, provided you use the right system.

William James, the father of American psychology, discussed such a system in his famous essay on habit, which was published in Popular Science magazine in 1887 and which subsequently has been validated by the studies of behavioral scientists. As applied to changing the procrastination habit, it would work as follows:

1. Decide to start making the change immediately, as soon as you finish reading this section, while you are motivated. Taking that first step promptly is important.

2. Don't try to do too much too quickly. Instead of trying to revolutionize your entire approach, just force yourself right now to do one thing you have been putting off. Then, beginning tomorrow morning, start each day by doing the most unpleasant thing on your "to do" list. In other words, apply the "worst first" system to your daily list of chores.

**Beginning tomorrow morning,
start each day by doing the most
unpleasant thing on your "to do" list.**

Notice that I did not recommend you begin your day with the most important thing on your list. The most important things should be allocated specific blocks of time. The most unpleasant thing very often will be a small matter: an overdue apology you have been meaning to make; a confrontation with a fellow worker that you have been putting off; an annoying chore you know you should tackle. Whatever it is, do it before you open the mail, before you return the phone calls left over from the previous afternoon, before you begin your usual morning routine.

This simple procedure can well set the tone for your entire day. You will get a feeling of exhilaration from knowing that although the day is only fifteen minutes old, you have already accomplished the most unpleasant thing you have to do all day. After you have done this a few days, you will become locked into the habit for life because it is what the behaviorists call a self-reinforcing action – one that has an intrinsic reward that reinforces the behavior (This is the way an infant learns to stand; the feeling of achievement the baby gets from standing reinforces the actions that were necessary to accomplish the feat the first time, and the procedure soon becomes second nature. Similarly, the "do-it-now" habit becomes second nature).

Although I have recommended that you force yourself to follow this procedure only once a day, you will find that soon it influences decisions throughout the day. Every time you are given an unpleasant chore you will itch to get at it for the euphoric feeling that comes from promptly disposing of a nasty task.

The beautiful thing about this system is that you don't have to do anything you weren't going to do anyway; you intended to do that chore or you wouldn't have put it on your list. It simply means making it number one on the list instead of number five or ten.

There is one caution: During the period when your new habit is taking root, especially during the first couple of weeks, you must be especially careful not to permit any exceptions. William James compared it to rolling up a ball of string: a single slip can undo more than many turns can wind up. Be tough with yourself, just for the first few minutes of the day, each day for the next two weeks, and I can promise you a new habit of priceless value.

So set this magazine aside and start. Now.



A final word

Above all else, good time management involves an awareness that today is all we ever have to work with. The past is irretrievable, gone; the future is only a concept. Everything that is accomplished in the world is the result of someone's realization that today is the only time we can really control. If that seems rather elementary to you, be assured that the vast majority of your fellow human beings seldom fully grasp that self-evident truth.

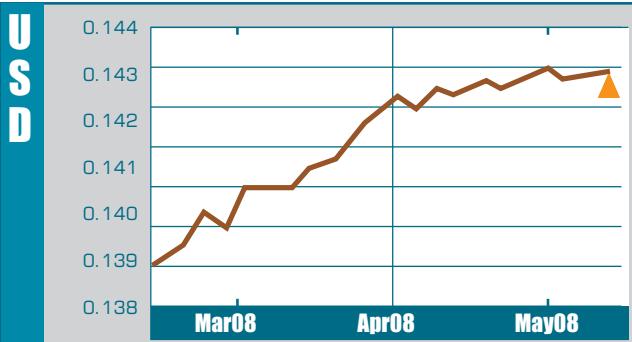
Thomas Carlyle put it this way: "Our main task is not to see what lies dimly perceived in the future but to do the thing which lies immediately at hand". John Ruskin had

Everything that is accomplished in the world is the result of someone's realization that today is the only time we can really control.

the word TODAY carved into a small marble block that he kept on his desk as a constant reminder to "Do It Now". But my favorite quotation is the one by an anonymous philosopher:
 YESTERDAY is a cancelled check. Forget it.
 TOMORROW is a promissory note. Don't count on it.
 TODAY is ready cash. Use it!

THREE MONTH CNY TRENDS

vs. CNY*



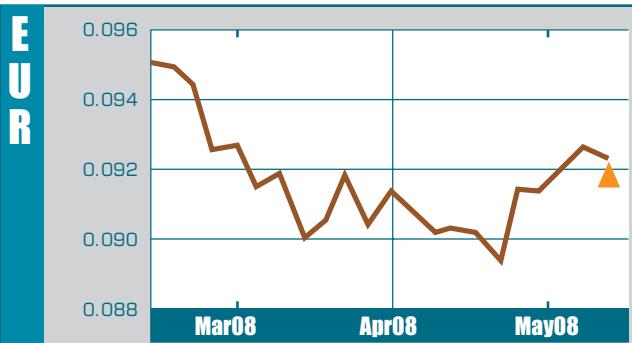
GLOBAL VALUATION

USD

Valuation may be attractive but sustained appreciation unlikely

On long-term valuation measures, the USD looks increasingly cheap relative to both the EUR and the GBP, but the macroeconomic uncertainty and the likelihood of volatility reinforce our neutral view on the currency.

▲ 7.0000 CNY/USD



EUR

Expensive valuation but positive interest rate differential

In the short term, the currency will be supported by higher interest rates relative to the USD. However, on valuation measures the EUR is increasingly overvalued relative to the USD.

▲ 10.8241 CNY/EUR

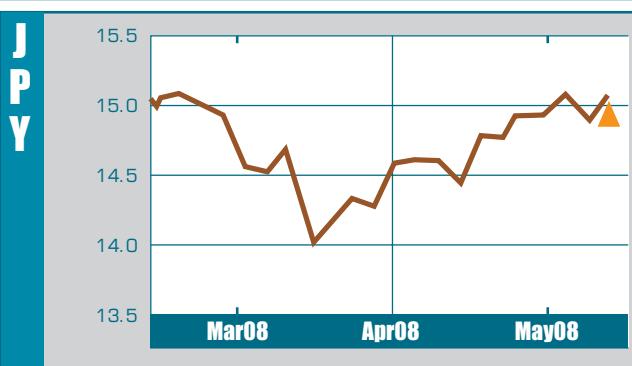


GBP

Unsupportive valuation offset by lower interest rate in the US

In the medium term, the GBP continues to be overvalued against the USD, but depreciation may be unlikely in the near term, as interest rates continue to be lower than in the US.

▲ 13.6192 CNY/GBP



JPY

Currency unlikely to move significantly

From a valuation perspective, the currency is broadly fair value relative to the USD, and the combination of a weak macro picture and unsupportive valuation suggests further appreciation is unlikely.

▲ 0.0665 CNY/JPY

* Chart data represents middle rates for currency exchange

Analysis provided by HSBC Tianjin (May issue HSBC Premier)
Address: 1F No. 18 Binshui Road, Hexi District, Tianjin
Tel: +86 22 5858 8609 Fax: +86 22 2837 3513



Rapid, nationwide service



Welcome to use Online Banking with the Agricultural Bank of China! We provide "AAA" service: Anytime, Anywhere and by Any way you can enjoy information management, investment and capital management, fund transfer, group financial management, and online payment, 24 hours a day, 365 days a year.

Website: www.95599.cn Phone: 95599

伴 你 成 长

 中国农业银行
AGRICULTURAL BANK OF CHINA

CHINA TRADEMARK LAW AND TRADEMARK PROTECTION: PART I



Simon Bai

WINNERS LAW FIRM

As a large, successful firm that specializes in legal services concentrated in commercial and business matters, WINNERS(金诺律师事务所) is committed to delivering prompt and high-quality services by employing a sophisticated management system, emphasizing a client-oriented approach, offering specialized services and openly cooperating with relevant parties.

One of the biggest full-service firms in Tianjin, WINNERS provides legal service in Mandarin, English, Japanese, and Korean.

WINNERS is a member of Lawyers Associated Worldwide, which enables us to substantially reduce the costs of cross-border transactions for clients while leveraging our global resources to ensure compliance with local laws in countries around the world.

WINNERS is proud of its impressive track record and long list of multinational clients, such as Toyota, Samsung, Sun Life Everbright, Binhai Highway, Standard Chartered Bank, GSK Pharmaceuticals, and Tianjin VC Association.

In April 2008, WINNERS was named "2008 Tianjin Law Firm of the Year" by Asia Legal Business, a testimony to our achievement as the market leader in Tianjin.

Address: 4th Floor, Silk Mansion, No.10 Nanjing Avenue, Haxi District, Tianjin, China 300042
Tel: +86-22-23133590 Fax: +86-22-23133597

TEDA Office: 23rd Floor, TEDA Central Hotel, TEDA, Tianjin, China 300457
Tel: +86-22-25206271 Fax: +86-22-25206270
Website: <http://www.winlawfirm.com>



Overview

The term "trademark" used under Chinese Trademark Law, promulgated in 1982 and amended in 1993 and 2001 with amended Implementation Rules coming into force in 2002, refers to marks used on goods and for services. Registered trademarks refer to trademarks that have been approved and registered by the trademark registration authority, and the trademark owner shall enjoy the exclusive right to use the trademarks, and be protected by law. Registrable marks are any visually perceptible signs capable of distinguishing the goods or services of a natural person,

legal person or organization, thus identifying the origin of goods or services, including words, devices, letters of an alphabet, numerals, three-dimensional signs, combinations of colours as well as the combination of such signs.

China has acceded to all the major international treaties in relation to international trademark protection, including the Paris Convention for the Protection of Industrial Property (Paris Convention, 1883), the Madrid Agreement Concerning the International Registration of Marks (Madrid Agreement, 1891) and Protocol Relating to the Madrid Agreement Concerning the International Registration of Marks (Protocol, 1989) and the Nice Agreement

Concerning the International Classification of Goods and Services for the Purposes of the Registration of Marks (Nice Agreement, 1957).

The authority in charge of trademark administration in China is the State Administration of Industry and Commerce (SAIC). The China Trademark Bureau (CTB) is an office under SAIC which is delegated the responsibility for registration and administration of trademarks. The Trademark Review and Administration Board (TRAB) is the authority to deal with any disputes arising from trademark registration or application.

In order to be afforded protection in China, a trademark has to be registered with CTB. Generally speaking, trademarks that are protected in other countries but not registered with CTB are not protected in China, except for well-known marks (see below).

Trademark Registration

To qualify for registration, the major legal requirements are that the mark must be sufficiently distinctive and capable of distinguishing the goods or services in respect of

The major legal requirements are that the mark must be sufficiently distinctive and capable of distinguishing the goods or services in respect of which it is registered from those of other parties.

which it is registered from those of other parties. In addition, it must be sufficiently different from any trademark already registered or filed by other parties in respect of the same or similar goods or services that its concurrent use would not cause any confusion among the public consumers with respect to the source or origin of the goods or services in question.

China adopts the International Classification of Goods and Services formulated in accordance with the Nice Convention in 1988. One trademark application can only cover one international classification of goods/services. Each trademark application for registration is examined as to its formality and substance. Examination of formality will include the correctness of documentations submitted and classification designated. Examination of substance will

include the registrability of the mark and possible conflict with prior existing rights. A trademark will be registered if within the period of three months following its publication there is no opposition filed against its registration, or the opposition filed is decided not justifiable by TRAB. The validity period of a trademark registration is ten years starting from the date of registration and can be renewed indefinitely, each time for ten years. A renewal application can be filed with the CTB either within six months before the expiration of the validity period or within the six-month grace period after the expiration by paying an additional fee. If no renewal application is filed upon expiration, the registration will lapse.

Which signs shall not be used in trademarks?

Pursuant to Article 10 of the Trademark Law, the following signs shall not be used as trademarks:

1. Those identical with or similar to the State name, national flag, national emblem, military flag, or decorations, of the People's Republic of China, with names of the places where the Central and State organs are located, or with the names and designs of landmark buildings;
2. Those identical with or similar to the State names, national flags, national emblems or military flags of foreign countries, except that the foreign state government agrees otherwise on the use;
3. Those identical with or similar to the names, flags or emblems of international intergovernmental organizations, except that the organizations agree otherwise on the use or that the use does not mislead the public;
4. Those identical with or similar to official signs or inspection seals that signify official endorsement or warranty, except that the use thereof is otherwise authorized;
5. Those identical with or similar to the symbols or names of the Red Cross or the Red Crescent;
6. Those having the effect of discrimination against any nationality;
7. Those having the nature of exaggeration and fraud in advertising goods; and
8. Those detrimental to socialist morals or customs, or having other unhealthy influences.

Geographical names used in government hierarchy at or above the county level and the foreign geographi-



cal names well known to the public shall not be used as trademarks, except those geographical names which have other meanings (i.e., connotations other than the indication of a location or place) or are a part of collective marks or certification marks. *Collective marks* refer to the marks that are registered in the name of a group, association or other organization and used by the members of the said organizations to indicate membership. *Certification marks* refer to the marks that are owned by an organization with supervisory power over certain commodities or services and used by units, business or individuals on their commodities or services in order to certificate the origins, raw materials, manufacturing methods, quality or other specific characteristics of the said commodities or services.

Where a trademark using any of the above-mentioned geographical names has been approved and registered, it shall continue to be valid.

Which signs shall not be registered as trademarks?

As provided in Article 11 of Trademark Law, the following signs shall not be registered as trademarks:

1. Those only comprising generic names, designs or models of the goods in respect of which the trademarks are used;
2. Those having direct reference to the quality, main raw materials, function, use, weight, quantity or other features of the goods in respect of which the trademarks are used; and
3. Those lacking distinctive features.

The signs under the preceding paragraphs may be registered as trademarks where they have acquired the distinctive features through use and become readily identifiable.

As also provided in Article 28 of the Trademark Law, where a trademark the registration of which has been applied for is identical with or similar to the trademark of another person that has, in respect of the same or similar goods, been registered or, after examination, preliminarily approved, the Trademark Bureau shall refuse the application.

First-to-File System

As regards trademark registration, China – like many other countries – adopts a first-to-file system, which means



China – like many other countries – adopts a first-to-file system, which means prior use is not a prerequisite for registration.

prior use is not a prerequisite for registration. American companies seeking trademark registration in China, having been accustomed to operating in the U.S. – which is a first-to-use trademark registration country – can be caught off guard in this regard.

One of the effects of this system is that it gives rise to trademark squatting, a common phenomenon worldwide. Prevention by preemptive measure is the best solution to squatting, so registering a product in China as early as possible is critical. The alternative solutions, such as litigation and purchasing your own trademark, and can be costly and time-consuming.

Priority may be claimed and recognized in an application for the same trademark in respect of the same goods or services which was first filed by the applicant in another member country of the Paris Convention, on the condition that the application is filed with CTB within six months of filing the first application. Thus the application in China will be deemed to have been filed on the same date as the first application.

Well-known Marks

In April 2003, the State Administration for Industry and Commerce issued Provisions on the Determination and Protection of Well-known Marks (The Provisions), which set forth the criteria for identifying well-known marks and measures for protection of such marks.

A well-known mark refers to a mark that is widely known to the relevant sectors of the public and enjoys a relatively high reputation in the market in China. This means “market” has a geographical limitation to China, so an internationally well-known mark may not qualify if it is not well-known in China. “Relevant public” refers to consumers of the goods or services in question, other traders of the goods or providers of the services and other people involved in the distribution and sale of the goods.

China has adopted various provisions in its legislation to protect well-known marks. As provided in Article 25 of Implementation Rules of Trademark Law (revised in 1993), any acts that amount to plagiarism, counterfeiting or translation of any well-known trademark of another party shall be deemed as fraud or unfair means. Pursuant to Article 13 of the Trademark Law (revised in 2001), where a trademark in respect of which the application for registration is filed is a reproduction, imitation or translation of another person's trademark *not* registered in China, for *identical* or *similar* goods, and is likely to cause confusion, it shall be denied registration and prohibited from use. Where a trademark in respect of which the application for registration is filed is a reproduction, imitation or translation of the well-known mark of another person that *has* been registered in China, for *non-identical* or *dissimilar* goods, and misleads the public and is likely to create prejudice to the interests of the well-known mark owner, it shall be denied registration and prohibited from use. In accordance with the Implementation Rules of Trademark Law (revised in 2002), a trademark owner who believes that the registration of its well-known trademark as an enterprise name by another

“Market” has a geographical limitation to China, so an internationally well-known mark may not qualify if it is not well-known in China.



person is likely to deceive or mislead the public may apply to the competent registration authorities for the cancellation of the registration of the enterprise name. Similar measures are set forth in The Provisions.

In accordance with Article 3 of The Provisions, the following evidences can be used to prove that a mark is well-known under Chinese Trademark Law:

1. Documentations concerning the degree of knowledge or recognition of the mark in the relevant sector of the public;
2. Evidences concerning the duration of the use of the mark, including those related to the history and scope of the use and the registration of the mark;
3. Documents concerning the duration, extent and geographical area of any promotion of the mark, including the approach to, geographic area of, the type of media for and the amount of advertisements for the promotion of the mark;
4. Documents concerning the record of successful enforcement of rights in the mark, including the relevant documents certifying the mark in question was once protected as a well-known mark in China or any other country/region;
5. Other evidences certifying that the mark is well-known, including, in the past 3 years, the outputs, sales volumes, sales incomes, profits and taxes and sales regions etc. of the principal goods to which the mark applies.

According to information made available on the CTB website, China has improved the protection of well-known marks with respect to procedures of trademark oppositions, disputes resolution and administration and granted quite a number of international marks the title of “well-known marks”. These include DU PONT, LANCOME, PHILIPS and TISSOT.■

Next month: Part II – Enforcement of Trademark Rights



China banks told to write off bad loans from quake

Reuters India, 23 May 2008

The China Banking Regulation Commission (CBRC) instructed banks to write off loans that will be irrecoverable because of the devastating 12 May earthquake. "If borrowers suffered huge losses in the quake and have no insurance cover, or if their insurance and guarantees are not enough to meet their debts, banks have to regard these loans as non-performing and write them off in a timely manner," the bank watchdog said.

Agricultural Bank of China, a lender with extensive operations in the countryside, has said the quake is likely to increase its bad loans by 6 billion CNY (860 million USD).

Banks should also write off credit card debts of customers killed in the quake, the China Banking Regulatory Commission said in a circular published on its Web site, www.cbrc.gov.cn.

Chinese banks had lent out 6.5 billion CNY as of 21 May and issued lines of credit worth 82.66 billion CNY (12 billion USD) to fund reconstruction in the stricken zones.

On 21 May, Premier Wen Jiabao authorized 70 billion CNY to be spent from the central budget on quake relief and reconstruction.

The New York Times

China needs old boys with M.B.A.'s

The New York Times, 19 April 2008

Bookstores across China are stocked to the ceiling with management books, which receive first rights to the most prominent real estate in the shop. This is because unlike in the West, Japan and South Korea, "The shortage of managerial talent [in China] is huge," said Zheng Yu-sheng, the associate dean at the Cheung Kong Graduate School of Business.

Ingrained mind-sets and attitudes can make it difficult for Chinese executives to adapt professional management techniques. Another problem was that many Chinese executives believe that "because it is a Chinese business, professional managers won't fit in the system." In essence, the Chinese do business differently than Western companies do business.

Lack of accountability and initiative, coupled with a centuries-old practice of closed networking (guanxi) and feared punishment for failure, have drastically altered Chinese business relations from international standards.

Mr. McDougall, the Australian founder of SinoTech, notes that even business conversations differ. "In the U.S., you talk to customers about your unique selling proposition. In China, you talk to them about schools, your family, your friends in common, and what you can do for them."



High-speed detour responsible for fatal derailment

Caijing Magazine, 12 May 2008

A Caijing investigation found that a construction-related track detour with a sharp, half-circle turn contributed to a derailment that killed 71 people and injured 416 in eastern Shandong Province. Officials blamed the 28 April accident on speed and human error, including confusion in a nearby railway control room and a lack of coordination between station operators and engineers aboard the train.

The train was rounding the bend at 131 kilometers per hour – far above the 80kph maximum set for the detour, which was built to steer trains around a village and a railway land bridge under construction.

But a detour speed-warning system that may have overwhelmed railway controllers apparently failed. During the construction project, begun in March, controllers are supposed to alert 160 trains a day about the slowdown.

Relatives of one of the deceased said that the Ministry of Railways planned to compensate the family of each victim with between 150,000 and 170,000 CNY.



Crazy online shopping

Business China, May 2008

Just as citizens became accustomed to shopping in large-scale supermarkets and department stores, on-line shopping burst on the China scene.

The turnover of China's on-line shopping market reached 59.4 billion CNY in 2007, an increase of 90.4% from 2006. Among on-line shopping markets, Taobao.com, which belongs to Mr. Ma Yun, took in 43.3 billion CNY. Its 156% growth rate has left traditional retail giants Wal-Mart, Carrefour and GuoMei in the dust.

IResearch Consulting Group estimated that the Chinese on-line shopping market will maintain a rapid 95% annual growth, reaching 406 billion CNY in 2011.

Industry experts noted that the boom in on-line shopping has not only verified the prospects of the digital marketplace, it has hugely pressured the traditional retail market, forever altering consumer activity.



400-square-meter High-end Detached Buildings Of The Airport

Becoming A Winner By Its Operation And Commercial Dual Value

The Real Presentation Of The Detached Office Buildings Of Ocean Express

Saying goodbye to prosperity and uproar for the time being, Embracing the vast green pure beauty and quietness of the airport; Boundless lake surface, First-rate golf greens nearby; 400-square-meter detached exclusive space, 270° transparent vision, South-north floor huge window, Spectacular private courtyard collecting the colorful spring scenes.



Within the "Beijing-Tianjin-Hairan" economic circle; How many operation brains it has. How many types of operation values it will have. In the three-story small building of the airport of Tianjin is the high-pitched culture of the hotel-private restaurant of Beijing, in which the luxury tastes, Style and identity are well-coordinated. On the lively, Colorful trashy pubs of Sanlitun of Beijing, here, the simple and plain convenience supermarkets have also displayed their boundless wisdoms with their blank values. Ocean Express boasts its detached commercial building. As well as visible future operation values. Each of its blank business opportunities will touch your innermost indescribably.

Operation value

The airport has established an extensive commercial relationship with the outside world by making full use of its air-front economic advantages as well as the national vigorous support to the development of the Binhai new district:
An international airport extending for a length of one kilometer, 30 kilometers away from the Tianjin-Binhai port, with an easy access to tanggu development zone through TianJin-Binhai Expressway and Beijing-TianJin-TangGu expressway;
Ocean Express, its detached commercial building, As well as exemplary international garden-like offices, with a super-low floor area ratio of less than 1, as well as a high afforestation rate of 40%;

Commercial Value

The airport has established an extensive commercial relationship with the outside world by making full use of its air-front economic advantages as well as the national vigorous support to the development of the Binhai new district:
An international airport extending for a length of one kilometer, 30 kilometers away from the Tianjin-Binhai port, with an easy access to tanggu development zone through TianJin-Binhai Expressway and Beijing-TianJin-TangGu expressway;
Ocean Express, its detached commercial building, As well as exemplary international garden-like offices, with a super-low floor area ratio of less than 1, as well as a high afforestation rate of 40%;



香港聯交所股份代號：03377

远洋客户年
可靠的伙伴
远洋地产
ENR-OCEAN

MAIN TAX ASPECTS IN MERGERS & ACQUISITIONS IN CHINA



Lingyun Rao



Julian Yu

Introduction:

GARRIGUES is an international law firm boasting a team of over 2,000 professionals in its 33 offices, in cities such as Barcelona, Brussels, Casablanca, Lisbon, London, Madrid, New York, Oporto, Shanghai and Warsaw, making it the largest law firm in continental Europe. It is also the main sponsor and promoter of AFFINITAS, a network of leading law firms with offices in 6 Latin American countries (Argentina, Brazil, Chile, Colombia, Peru and Mexico). Garrigues has over 12 years of experience in advising companies in their investments in China and in 2005 has moved to open its own office in Shanghai. Currently with a team of over 15 experienced Western and Chinese professionals, Garrigues Shanghai provides legal advice to foreign companies on a wide range of issues such as incorporation of companies and negotiation of Joint Ventures, commercial contracting, M&A, tax, real estate, employment, intellectual property, arbitration and infrastructures, as well as to Chinese companies with investments abroad.

Contact person: Francisco Soler Caballero (Managing Partner)
 Tel: +86 21 52281122
 Fax: +86 21 62726125
 Address: 3205 Westgate Mall, 1038 Nanjing Xi Lu,
 200041 Shanghai, China
 Website: www.garrigues.com



by attorneys Lingyun Rao and Julian Yu, Garrigues Shanghai

Since its opening up to the outside world in 1978, China has gradually become a privileged destination for foreign investment due to its comparatively low labor cost, rich resources and significant levels of market demand. From among several investment vehicles for market entry available to foreign investors, many are choosing to enter the Chinese market through the acquisition of Chinese enterprises instead of setting up new ones. In these cases, and whenever there is a movement of value, tax consequences are certainly

an aspect that must be taken into account. In a growing number of cases of mergers and acquisitions (M&A), tax aspects are playing an important role that greatly affects transaction arrangements.

Taxes which apply to different types of M&A require the attention of the relevant parties in each M&A transaction. In China, there are no specific laws or regulations governing taxation in M&A with foreign investment. Instead, the PRC Enterprise Income Tax Law, the PRC Tentative Regulations on Value Added Tax, the

PRC Tentative Regulations on Business Tax and a series of circulars and measures issued by the State Administration of Taxation and the Ministry of Finance constitute the legal framework on tax aspects applicable to M&A with foreign investment.

What is M&A?

There are two types of M&A in China – Equity Acquisition and Asset Acquisition – according to the Provisions on Mergers and Acquisition of Domestic Enterprises with Foreign Investment, laws regulating the acquisition of domestic enterprises by foreign investors and jointly promulgated by the Ministry of Commerce, State-Owned Assets Supervision and Administration Commission of the State Council, State Administration of Taxation, State Administration for Industry and Commerce, China Securities Regulatory Commission and State Administration of Foreign Exchange on 8 August 2006 and effective as from 8 September 2006.

In Equity Acquisitions, a foreign investor either acquires an equity stake in a non-foreign-invested company (Target Company) by making payment of the relevant consideration for the equity transferred by the shareholder(s) of the Target Company, or subscribes a share capital increase in a Target Company as to convert the Target Company into a foreign-invested enterprise.

In Asset Acquisitions, a foreign investor either directly acquires the assets of a Target Company for operation of its to-be-established enterprise or indirectly through its existing foreign-invested enterprise, for the operation of such assets.

Taxation of Equity Acquisitions

In cases of subscription of a share capital increase, the increased capital of the Target Company, for being part of the registered capital, will not be subject to Enterprise Income Tax. The taxation of acquisitions of equity stakes in Target Companies is not a straightforward matter. Usually, in this last case, the transferring shareholder will be levied Enterprise Income Tax at the rate of 25% - in case

of an enterprise shareholder - or Individual Income Tax at 20% - in case of an individual shareholder - if the equity is transferred at an appreciated price.

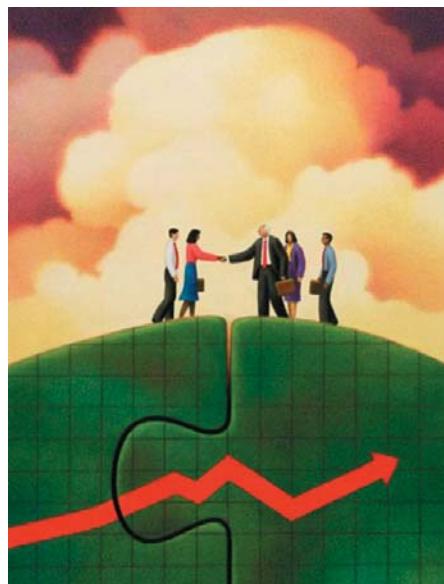
In many cases, the consideration for equity transfer includes not only the price for the transferred equity but also undistributed profits. Undistributed profits will be deemed as dividend and enjoy Enterprise Income Tax exemption

when the transferring shareholder transfers its equity in a wholly owned Target Company or in a Target Company in which he holds at least 95% of the total equity. Otherwise, in other cases of equity transfer, undistributed profits will be deemed as income from the equity transfer to the transferring shareholder and will be subject to Enterprise Income Tax at 25%. As a result, it is more beneficial for the transferring shareholder to claim the undistributed profits before the M&A transaction. By doing so, the total cost of the transaction can be reduced.

Since in case of equity acquisitions there is no change of ownership of the Target Company's assets, there aren't any additional taxes affecting these types of M&A transactions, e.g. Business Tax or Value Added Tax, other than Enterprise Income Tax.

Following the transaction, the Target Company is converted into a foreign-invested enterprise. The Target Company will only be eligible for certain preferential tax treatments if

the foreign investor acquires a stake of over 25%. Although the new Enterprise Income Tax law, which came into force on 1 January 2008, has cancelled location-oriented tax incentives applicable to foreign-invested enterprises, some tax incentives especially applicable to foreign-invested enterprises can still be enjoyed by the Target Company, such as the reduced tax rate that will still be applicable to certain enterprises in western China until 2010 and Value Added Tax and customs duty exemption for imported equipments for self use. In case there are losses to be made up before the M&A transaction, such losses can be carried forward and made up by the Target Company afterwards.



Taxation of Asset Acquisitions

In Asset Acquisitions, the ownership of the assets is transferred from the Target Company to the foreign investor or its already-established foreign-invested enterprise for a consideration. As a consequence of the payment of such consideration, the proceeds of the Target Company shall be subject to Enterprise Income Tax at the rate of 25%. In addition to Enterprise Income Tax, a series of transactional taxes apply to asset deals involving assets such as real estate, intellectual property rights and inventory. The tables hereunder provide an example of the transactional taxes and fees applicable to transfers of real estate and intellectual property rights according to the relevant applicable regulations.

Apart from real estate and intellectual property rights, other assets attract less burdensome transactional taxes and fees, and may even be exempted from taxation. For example, the transfer of inventory is generally levied at a Value Added Tax rate of 17% and the transfer of used machines and equipments only at a rate of 2% if the consideration is higher than the original book value; this latter may even be exempted from Value Added Tax provided that the consideration is lower than the original book value. If duty-free and Value Added Tax-free imported equipments for self use are involved, customs duties and Value Added Tax shall be refunded.

Considering the Enterprise Income Tax rate is 25%, the combination of this tax with the above-referred transactional taxes and fees may lead parties to choose asset deals, especially in transactions where real estate assets are involved, as to allocate more of the purchase price to assets regarding which less transactional taxes and fees apply. In practice, however, tax authorities will examine such allocation method on the parties' tax returns based on a third party appraisal report. In such way, normally, the allocation method is restricted to the use of relative fair market values for the transferred assets.

An asset deal will be more attractive to foreign investors in relation to its relatively low and controllable transaction risks, while being more tax burdensome; on the other hand, an equity deal shall be more favorable from a tax perspective to the transferring shareholder, but will involve more transaction risks.

Following the asset deal, if the business scopes of the parties to the transaction still satisfy the requirements of any previously applicable preferential tax treatment, such preferential treatment may still be enjoyed for the future.

Equity Acquisitions vs. Asset Acquisitions

Choosing between an Equity Acquisition and an Asset Acquisition will depend on factors such as the assumption by the investor of the Target Company's debts and obligations (whether of a tax, commercial or labor nature, etc.), which shall be revealed by proper due diligence investigation. Considering the whole deal, and based on the above comparison, an asset deal will be more attractive to foreign investors in relation to its relatively low and controllable transaction risks, while being more tax burdensome; on the other hand, an equity deal shall be more favorable from a tax perspective to the transferring shareholder, but will involve more transaction risks.



After closing the M&A transaction, the Target Company may enjoy preferential treatment as a foreign invested enterprise and/or continuously enjoy previously applicable preferential tax treatment if it still complies with the specific legal requirements. Furthermore, although the difference of Enterprise Income Tax rates applicable to foreign-invested enterprises and domestic enterprises has been eliminated by the new Enterprise Income Tax law, existing foreign-invested enterprises may still enjoy transitional tax preferential treatment, which still makes the acquisition of a stake in an existing foreign-invested Target Company beneficial for the relevant foreign investor for a period of up to five years.■

Table 1:

Transactional taxes and fees applicable to transfer of real estate

Tax or fee	Taxpayer	Tax rate	Tax base
Land Value Added Tax	Target Company	30% to 60%	Appreciation amount
Business Tax	Target Company	5%	Gross consideration
Deed Tax	Foreign investor / its foreign-invested company	3%-5%, subject to the location of the taxpayer	Gross consideration
Handling Fee	Foreign investor / its foreign-invested company	0.5%	Gross consideration
Educational surcharge*	Target Company	3%	Total Business Tax
Stamp Tax	Target Company and foreign investor / its foreign-invested company	0.05%	Gross consideration
Urban maintenance construction tax*	Target Company	1%, 5% or 7%, subject to the location of the taxpayer	Total Business Tax
River canal administration fee	Target Company	Subject to the locality, if collected, 1%	Total Business Tax
Registration fee	Foreign investor / its foreign-invested company	Subject to the location of the Target Company	Per parcel

* Not applicable if the Target Company is also foreign-invested

Tax or fee	Taxpayer	Tax rate	Tax base
Business Tax	Target Company	5%	Gross consideration
Educational surcharge*	Target Company	3%	Total Business Tax
Urban maintenance construction tax*	Target Company	1%, 5% or 7%, subject to the location of the taxpayer	Total Business Tax
River canal administration fee	Target Company	Subject to the locality, if collected, 1%	Total Business Tax
Registration fee	Foreign investor / its foreign-invested company	RMB 200	Per piece
Stamp Tax	Foreign investor / its foreign-invested company	RMB 5	Per piece

Table 2:

Transactional taxes and fees applicable to transfer of intellectual property rights (taking the transfer of patent, for example)

* Not applicable if the Target Company is also foreign-invested



MARKET OVERVIEW – TIANJIN SERVICED APARTMENTS FOR SALE

The serviced apartment is a special residential property that comes fully-furnished with a range of services and facilities. Serviced apartments are generally aimed at expatriate workers on medium-term stays of six months to a year. These residents tend to be senior staff of foreign firms.

Serviced apartments offer all the services of a hotel within the context of a fully-furnished apartment, complete with high-end fixtures. Units in serviced apartments are generally one- to three-bedroom apartments with luxurious kitchen and bathroom provisions able to meet guest demands.

Locations

Most of Tianjin's serviced apartments are located in the prosperous downtown Commercial Centre: in Heping District and Hexi District, on Nanjing Road, You Yi Road, and in the Xiaobailou CBD Area. These areas boast a convenient traffic network of easy access to subway lines, expressways and an airport. They are also well-served with abundant living facilities (banks, post offices, supermarkets, bookstores), leading to lower traffic costs and greater living convenience for residents of serviced apartments.

Project characteristics

Serviced apartments are usually subsidiary to four- and five-star hotels. There are some exceptions to these, such as Olympic Building, which is solely comprised of serv-



Tianjin Chateau

iced apartments, and TIB, a mixed-use development composed of offices and serviced apartments. The interior decoration of serviced apartments usually meets or exceeds that of four-star hotels, and encompasses higher-quality furnishings, appliances and provision of utilities. Compared with rooms in hotels, serviced apartments usually offer a larger footprint, a fully-equipped kitchen, and new appliances and furniture. In short, a serviced apartment is ready for move-in.

Functionality

Living, rather than business, is emphasized among serviced apartments. Yet the hotel-like atmosphere and professional service offered by serviced apartments meet professional stand-

Services typically include house-keeping, satellite television, video phones, internet connection, and security alarms.

ards. These services typically include housekeeping, satellite television, video phones, internet connection, and security alarms.

In Tianjin, several serviced apartments are brand managed, such as Olympic Building (adopted by Somerset) and TEDA International Club (locally managed).

History and development of the market

- In the early 1990s, some floors of hotels were renovated for long-term (6mo-1yr) leasing in response to demand, and serviced apartments began to emerge in Tianjin. Olympic Building opened in 2000, and to date is the only building exclusively for serviced apartments in Tianjin.
- After 2003, foreign investment dramatically boosted Tianjin's economy. The serviced apartment market in Tianjin refreshed and rentals rose steadily with a vacancy rate of about 20%.

• By 2005, the real estate market in Tianjin had been booming and the leased serviced apartment market was active. During this period, serviced apartments for sale entered the market. These strata-titled serviced apartments were divided into lots of units with detached property rights for each unit. The serviced apartment was regarded as a sound investment. As a result, more individual investors sought considerable returns through purchase of serviced apartments. Sold serviced apartments were usually rented out by hotel management companies on behalf of owners; some owners would rent out their serviced apartments while others lived in them.



Xiaobailou CBD Area



Tianjin International Building

The current market

In 2007, the supply of serviced apartments for sale continuously increased and was absorbed quickly by the market, with prices steadily rising.

From 2007 to Q1/2008, there were seven serviced apartments for sale in Tianjin: Tianjin Chateau, Century TEDA Business Hotel, Emperor Place, Tianjin Centre, Yingbin International Apartment, Crowne Residence and Reign Over the World.

Most serviced apartments for sale were concentrated downtown. Century TEDA Business Hotel and Crowne Residence are located in the commercial area of Hedong District and the Airport Industry Park, respectively. Currently, 60% of serviced apartments are located in Heping District, but the coming years will witness developments in surrounding areas, decentralizing the market.

- ◆ These apartments are mainly small-sized, ranging from 40 to 120sqm. Residents of serviced apartments in Tianjin are usually single, so well-designed, small-sized apartments can meet their demands at a relatively low cost. In addition, unit prices that range from 800,000-2,500,000 CNY are acceptable to the majority of the high-income population. Most developers therefore favored building studio apartments.
- ◆ All projects of serviced apartments for sale feature European design, which caters to the high-level market and customer demand. Tianjin Centre and Emperor Place drive their prices much higher than the other projects by imitating the design of Raffles and Westin Hotel.
- ◆ Serviced apartments for sale are well-decorated and equipped with top international-brand products. For example, Honeywell intelligent security systems in Tianjin Chateau, Rhine elevators in Century TEDA Business Hotel, and Hansgrohe bathroom fixtures in Emperor Place.
- ◆ Property management is another aspect of serviced apartments that can't be neglected. Both of Tianjin Chateau and Crowne Residence employ Savills Property Services, a top-level, international property management company, to provide whole property management that has elevated their levels of service.

- ◆ Sales prices of serviced apartments increased 28% on average, to RMB21,000/sqm, from Q3 to Q4/2007. By now, 80% of Emperor Palace has sold out. Tianjin Center, Tianjin Chateau and Emperor Palace have all nearly sold out and been put on hold. Rapid sales and great increments in price suggest a positive outlook for the serviced apartment sales market.
- ◆ Purchasers of serviced apartments are mainly leaders of private enterprises in Tianjin. But Tianjin Centre has attracted investment from Hong Kong, Macao and Taiwan by pre-development road show presentations overseas.

Sales prices of serviced apartments increased 28% on average, to RMB21,000/sqm, from Q3 to Q4/2007.



Promotion of Tianjin's city positioning and many preferential policies in Binhai New Area continue to attract MNC and domestic investors' attention. The settling down of major companies such as Airbus bring more international employees to Tianjin, who are establishing a strong demand for high-end serviced apartments. As there is limited supply of high-end serviced apartments fit for investment, higher sales prices for serviced apartments could be expected.■

Article provided by:

Savills Property Services (Beijing) Co., Ltd.
Tianjin Branch
Unit 01, 26th Floor, Centre Plaza
No.188 JieFang Rd
HePing District, Tianjin, 300042

www.savills.com
Tel: 8622 58293388
Fax: 8622 58293355
TJResidential@savills-tj.com





The way to create real *value* is clear

In this major intersection of the world economy, no one understands property better than Jones Lang LaSalle. With 14 years of local experience in mainland China, we recognize the diverse needs of owners, investors, and occupiers – and the points where they coincide. On your behalf, we facilitate smoother transactions, faster negotiations, and relationships that last.

Every client – whether landlord, tenant, or investor – benefits from comprehensive research, innovative end-to-end solutions, and an all-encompassing business model that improve ROI and reduce risks.

Place our all-encompassing viewpoint at your disposal; and know that your strategic direction is sound. Quality advice leads to quality decisions; and quality decisions create real value in a changing world.

For better strategic direction, call us today on +86 22 8319 2233 or visit www.joneslanglasalle.com.cn

Beijing • Changsha • Chengdu • Dalian • Foshan • Guangzhou • Harbin • Hanzhong • Jinan • Nanjing
• Nanning • Qingdao • Shanghai • Shenyang • Shenzhen • Suzhou • Tianjin • Wuhan • Xi'an

 JONES LANG
LASALLE 仲量聯行



CHAMBERS REPORT

- 38 European Union Chamber of Commerce in China, Tianjin Chapter**
- 40 American Chamber of Commerce Greater Tianjin Branch**
- 41 German Chamber of Commerce in China, Beijing**
- 42 Swedish Chamber of Commerce in China**
- 43 Benelux Chamber of Commerce in China**
- 44 Korean Chamber of Commerce & Industry in Tianjin, China**

EUROPEAN CHAMBER



中国欧盟商会

EUROPEAN CHAMBER IN TIANJIN

NEW PUBLICATION

2007/2008 European Business in China Position Paper

The Position Paper is published each year and represents the overall view of European Companies doing business in China. It details the key concerns and recommendations of each of the 30 Working Groups in regard to WTO implementation issues, trade issues beyond China's WTO commitments, regulatory issues and broader policy-related issues. The Position Paper is presented to the Chinese government and EU authorities each year with the aim of improving the investment climate in China.



Price:

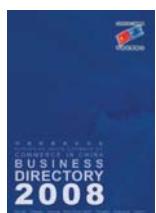
Members: RMB250

Non-members: RMB500

The Position Paper is also available in CD-ROM format.

2008 Business Directory

The Business Directory is produced annually and lists Members of the Chamber as well as EU Member States' Embassies, Consulates and Business Associations details. The 2008 Business Directory includes over 1000 Corporate Members. It is the ideal reference source for the European business community in China.



Price:

Members: RMB 500

Non-Members: RMB 1000

EUROPEAN CHAMBER TIANJIN LOCAL BOARD



Chairman
Mr. Juan Silvestre
Boxinves



Dr. Karl-Heinz Buettner
Siemens



Dr. Eric Bouteiller
Ipsen



Mr. Dorino Moretti
Zanussi



Mr. Gabriele Castaldi
Goglio

RECENT EVENTS

Europe Day Celebration – Cocktail Party

9 May 2008



Seminar – Renewable Energy & Environmental Protection

8 May 2008



On 8 May, the European Chamber in Tianjin invited Mr. Havard Norstebø to give a presentation on the topic of environmental protection and renewable energy. During the seminar, he shared his insights on the current environmental situation and prospects for the renewable energy industry worldwide and particularly in China. He also discussed possible solutions and new technologies with our member companies in related industries.

The European Chamber will continue discussions on these topics with our members in the near future.

UPCOMING EVENTS

Seminar – Bank Loan Negotiation

Date: 12 June 2008 (14:00-16:00)

Location: The Executive Centre

Speaker: Shanghai Pudong Development Bank

Seminar – Implementation of Labour Contract Law

Date: 18 June 2008 (14:00-16:00)

Location: 6Floor, Hotel Nikko Tianjin

Speaker: Mr. Simon Bai, Winners Law Firm

Local Board Meeting

Date: 19 June 2008

Location: European Chamber Tianjin Office

2008 European Food & Beverage Celebration Evening

Date: Friday, 12 September 2008 19:30

For further details about upcoming events, please call +86 22 2374 1122 or send email to tianjin@euccc.com.cn



Seminar Announcement

The European Chamber Tianjin Chapter is pleased to invite you to the Bank Loan Negotiation seminar and Implementation Rules of PRC Labour Contract Law seminar.

Bank Loan Negotiation

Time: Thursday, 12 June 2008, 14:00

Venue: The Executive Centre

Fee: Members: 150 RMB Non Members: 300 RMB



Professional suggestions for solutions to enterprise financing!

The seminar will cover both theoretical and practical insights on this subject. The speaker will give a general overview of the corporate financing business including qualification of corporate loans and provision of security for bank loan applications. She will then explain in-depth different solutions in enterprise establishment and the production period.

Speaker:

Ms Sun Yang, Manager of Product Promotion Department, Shanghai Pudong Development Bank. Ms Sun has worked in foreign banks, such as Banque Nationale de Paris Tianjin and Credit Lyonnaise Tianjin Branch, for many years. Her strengths lie in bank management, sales, training and design of exchange financing products. Ms Sun has worked as a product manager for Shanghai Pudong Development Bank since 2002, giving regular internal and external lectures on her specialty – exchange financing.

You may register on-line (www.europeanchamber.com.cn) or email Ms. Kitty Wang at tianjin@euccc.com.cn by Wednesday, 11 June, 2pm.

Implementation Rules of PRC Labour Contract Law

Time: Wednesday, 18 June 2008, 14:00



Venue: Hotel Nikko Tianjin

Fee: Members: 150 RMB Non Members: 300 RMB

The seminar will focus on the newly promulgated labour law legislations, particularly the Law of Labour Dispute Arbitration and the Labour Contract Law, including the recently-released Draft Implementation Rules of the Labour Contract Law. The speakers, drawing upon their experiences and expertise, will brief the audience on the key issues of these legislations as well as implications for business and employers.

Speakers:

Mr Simon Bai, Partner of Winners Law Firm. Mr Bai has been a practicing lawyer for many years both in China and Europe, specializing in corporate law, venture capital, labour law and banking law. He has published articles on a wide range of topics both in English and Chinese in various legal periodicals. Mr Bai also regularly contributes articles on policy for Business Tianjin magazine.

Ms Mary Yang, Principal of Labour Law Department, Winners Law Firm. Ms Yang has been practicing law for many years both as a prosecutor and lawyer, specializing in labour law, general corporate, foreign investment and litigation. She is one of the most experienced and highly-regarded labour law specialists in Tianjin.

You may register on-line (www.europeanchamber.com.cn) or email Ms. Kitty Wang at tianjin@euccc.com.cn by Tuesday 17 June, 2pm.

We look forward to seeing you there!

European Food & Beverage

Celebration Evening 2008

Friday, 12 September

Taste a variety of great dishes, wines and beers from different countries of Europe: Italy, Germany, France, Denmark, UK, Spain, Netherlands ... prepared with the assistance of our Tianjin friends and our wine and beer connoisseurs.

Places are limited, please book early!

Price: RMB350 per person

Ticket price includes: Food, Wine and Beer.

Date: Friday, 12 September 2008, 19:30



EUROPEAN CHAMBER



中国欧盟商会

Please confirm your attendance to European Chamber Tianjin Office
at **+86 22 2374 1122** or e-mail to

tianjin@euccc.com.cn



American Chamber of Commerce
Greater Tianjin Branch

American Chamber Tianjin & Renaissance Tianjin TEDA Hotel Seventh Annual Charity Golf Tournament



The American Chamber of Commerce charity golf tournament is a traditional charity event that Amcham sponsors in order to help out the community, and this year was our greatest year yet. The 8th consecutive annual charity golf tournament was held on May the 17th, and we continue to draw support through the help of some of the largest companies in Tianjin. The greatest form of help was through our major sponsors, Renaissance TEDA Hotel and Jin Magazine. These sponsors were the people that made the entire charity golf tournament possible with the greatest support for this great event. In addition to the major sponsors, sponsors such as Hank's, BT Eagle, Complete Production and many others provided donations that helped create a successful night.

With more than 100 guests in attendance, the American Chamber of Commerce, its members, and its friends were able to raise more than 80,000 CNY for the Jianhua Foundation to help disabled children and young adults live productive lives in their communities. Donations continue to pour into the



Amcham office, and support grows from our warm-hearted members.



In conjunction to raising money for the Jianhua Foundation, the American Chamber of Commerce in Tianjin is continuing to show support to all of the victims and their families that have been devastated by the catastrophic events in Sichuan. Players and supporters at the event wore yellow ribbons as a symbol of remorse for the people that have been killed by the earthquake, and also a hope

for survivors that have yet to be recovered from the collapsed buildings. Attendants of the event gave an additional 7000 CNY on the spot to directly go to the support relief of the earthquake in Sichuan. We are still currently accepting donations for both the Jianhua Foundation and the Red Cross Sichuan Earthquake relief fund, and we encourage all of our members and readers of Business Tianjin to show their support to the survivors who have lost loved ones and been injured in this terrible disaster.



Room 402, Hyatt Regency Tianjin, No. 219 Jiefang North Road Tianjin 300042
Tel: +86-22-2312 2517 Fax: +86-22-2312 2519
Website: www.amchamtianjin.org



Deutsche Handelskammer
German Chamber of Commerce
in China • Beijing

The German Chamber of Commerce, Beijing
invites you to a 1-day Workshop in Tianjin

Professional Receptionist Training

Receptionists are charged with a responsibility that may affect the success of an entire organization: making a good first impression. They are responsible for their manager's daily coordination with customers, subordinates and colleagues. But how to make a good first impression and to improve overall administrative effectiveness? The objective of the workshop is specially tailored to enhance receptionist's skills and customer relationship management.

Target Group:

Receptionists, secretaries and administrative staff

Outline:

Knowing your customer and your role –

understanding your role and your company, as well as your customers' needs

Phone and general correspondence –

telephone manners and greetings; setting priorities and time management

Internal staff and logistics coordination –

beyond the receptionist and personal development

Customer relationship management –

how to handle customer enquiries and correspondence



Trainer:



Dr. Jasmin Fast-Lin is a certified DISC trainer for personal profiling, holds a Ph.D. in Management Learning and a MSc. in Human Resource Development from Lancaster University (UK), is specialized in Cross-Cultural Management, and holds an MBA. She has rich training experience, with participants from many of the Fortune 500 companies and with more than 20 nationalities from various job levels.

Date: June 20th, 2008

Time: 9:00-16:30 h

Language: English (main language) and Chinese (theoretical explanation)

Price: Member: RMB1,500 / Non member: RMB1,800

Venue: Xiqing District, Meeting room of Turck (Tianjin) Technology Co., Ltd.

Contact: Ms. WANG Man, Training Manager, German Chamber of Commerce

Tel: +86-10-6590 0926 ext. 302, Email: wang.man@bj.china.ahk.de





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.**



2008-05-14 Swedish Ambassador Mikael Lindstrom gave speech at the Swedish Chamber's breakfast meeting



2008-05-20 Participants at Speakers Seminar

Recent Events

Communicating with Influence - How to be successful in a Swedish company, under the Chamber theme "Exploring Swedish Management in China".

Date: Tuesday 3 June 2008

Venue: Ballroom 2 & 3, first floor of Radisson SAS Hotel Beijing
北京市朝阳区北三环东路甲6号北京皇家大饭店一层宴会厅

Language: Chinese only

Price: (Members only) Max. 3 persons free of charge, from the 4th participant RMB 260/person

The target group is Chinese mid-level managers or employees in Swedish companies in China. The purpose is to give this target group an opportunity to exchange experiences, to become more effective in dealing with differences in culture and leadership style, and to create a network with the other Chinese people working for Swedish companies in China.

In this highly interactive workshop, we will together explore the greatest challenges of working in a multicultural environment, as well as identify some good hands-on methods to deal with those challenges.

Ms. Lovisa Bergendal, Managing Partner and co-founder of Asia Pacific Leadership Development Institute (APLDI) and Mr. Johan Björkstén, Founder and CEO of Eastwei Relations, will lead the workshop in Chinese.

Upcoming Events

Morning Seminar under the Chamber theme "Exploring Swedish Management in China"

Date: Thursday 5 June 2008

Venue: Ballroom 1, first floor of Radisson SAS Hotel Beijing
北京市朝阳区北三环东路甲6号北京皇家大饭店一层宴会厅

Price: Members free of charge (max. 3 persons per member company & RMB 100/person from the 4th participant)
Non-members RMB 400/person

The Swedish Chamber of Commerce is pleased to invite our members to Explore Swedish Management in order to improve your company's competitiveness in terms of attracting and retaining staff and its long-term financial success. This time we are proud to host two very experienced speakers from our member companies, Mr. Brice Koch from ABB China Ltd. and Mr. Magnus Nilsson from Elanders, for a seminar on 5 June. They will share their personal experiences with us under the theme "**Reflections and experiences of working as a Senior Manager in a Swedish Company**".

Registration: Online registration www.swedishchamber.com.cn or send email to bjevent@swedish-chamber.com.cn.

For further details about upcoming events, please call **+86 10 5922 3388 ext. 313** or send an email to bjevent@swedishchamber.com.cn

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



The Benelux Chamber of Commerce in China strengthens the business, government and community ties between Belgium, The Netherlands, Luxembourg (Benelux) and China. By representing large, medium and small sized Benelux companies, with offices in Beijing and Shanghai, we provide a wide range of services to ensure our members' success in China.

BENCHAM

The Benelux Chamber of Commerce in China, BenCham, was created in 2001 with the merger of the Dutch Business Association and the Belgian Luxembourg Business Association. To reflect its ever increasing corporate and social responsibilities, the organization changed its name in March 2006 to the Benelux Chamber of Commerce in China.

The Chamber has two chapters, one in Beijing and one in Shanghai. It is the prime platform for business people from the Benelux to meet each other.

BenCham has approximately 600 members and is growing fast. Members are large, medium and small-sized companies as well as individuals with an active interest in developing two-way trade and friendship between the Benelux countries and China.

The Benelux Chamber of Commerce is an independent, non-profit organization managed by a full time secretariat under the supervision of a Board of Directors. Its activities are funded by membership subscription, sponsorships and fees of Chamber's events.

MISSION

Our mission is to strengthen business, government and community ties between the Benelux countries and China.

NEW CORPORATE MEMBERS



OFFICE BENCHAM BEIJING



Helmy Koolen
General Manager



RECENT EVENTS



Joint breakfast event, Risk in Emerging Markets, 10 June 2008

BenCham Beijing together with the French, Italian & Spanish Chambers organized a breakfast event in the Kerry Center Hotel. Ernst & Young has undertaken a study to explore risk management in emerging markets. During the event, the organization discussed how companies from developed markets are managing risk when they invest and operate in emerging markets, and compared and contrasted the views from developed and emerging market operations.

How can China manage its macro-economy? Mr. Dollar (World Bank) 19 June 2008

BenCham Beijing organized a special breakfast event. Mr. Dollar, World Bank Country Director, discussed the macroeconomic challenges that China is facing (rising inflation, slowing global economy). He also addressed how these immediate issues interact with China's longer-term needs to improve its environment and reduce the resource-intense demands of its growth.

ANNOUNCEMENT

The Benelux Chamber of Commerce is pleased to announce that the new Beijing Board was elected after the Annual Member Meeting on 21 May:

Chairman

Daniel Pauwaert (General Manager, Beijing Lufthansa Center)

Vice Chairmen

Dominik Declercq (Chief Representative, European Automobile Manufacturers Association)
Ruud Derkx (Director, DSM China Manufacturing Support Center)

Directors

Ron Cune (Managing Director, Dragon Dancers Ltd.)
John Paulissen (Vice President Operations, BARCO)
Johan Pross (Chief Executive Officer, T3G Technology Co., Ltd.)
Rini Quirijns (Senior Vice President, Maxit-Group AB)

Treasurer

Stephen De Prêtre (Senior Director Business Development, Salzer Consulting)

Rm. 5006 Xinhe Dasha, 14, Sanyuanli, Shunyuan St
Chaoyang District, Beijing, 100027
Tel: + 86 (0)10 64650320 Fax: +86 (0)10 64652080
beijing@bencham.org www.bencham.org

北京市朝阳区顺源街 三源里小区14号信和大厦5006室,
邮政编码: 100027
Tel: + 86 (0)10 64650320 Fax: +86 (0)10 64652080
beijing@bencham.org www.bencham.org

YEARLY SPONSORS





天津韩国商会

The Korea Chamber of Commerce & Industry in Tianjin, China

Events Review



세정간담회(국세청) 개최

천진한국상회에서는 한국 대사관과 함께 중국 천진에 진출한 한국기업을 위하여 기업의 세제 지원정책, 현지의 세제, 세정환경변화 등의 세정 관련 간담회를 개최하였다. 80여개 업체가 참여하는 가운데 정책설명을 하였으며 회원사들의 애로사항을 질의응답 형식으로 진행하여업체들에게 많은 도움이 되었다.

일 시: 2008년 4월 17일(목)

Tax System Explanation Meeting

Date: 17 April 2008

The Korea Chamber of Commerce & Industry in Tianjin & Korean Embassy held an explanation meeting on tax system resource policy and changes in the tax environment for Korean Enterprises in Tianjin. More than 80 interested enterprises attended the meeting. All attendees brought up questions which were answered by the experts.



천진 한국기업 경영전략(노동. 청산) 세미나 개최

천진한국상회에서는 노동계약법 이후 직원의 부상, 사망, 임신 등 공상관련 대비책 및 투자자본의 원활한 회수를 위한 대비책(청산포함)을 주제로 한국기업 투자경영지원 세미나를 개최하였다.

일 시: 4월 24일(목)

Tianjin Korean Enterprises Business Strategy Symposium

Date: 24 April 2008

In order to properly manage employee injuries, deaths, and pregnancies in line with the newly implemented labor law and successful recycling investment capital, The Korea Chamber of Commerce & Industry in Tianjin held an investment business Resources Symposium for Korean Enterprises on 24 April 2008.

Upcoming Events

2008년 <국제 핸드폰 산업전시회>

일 시: 2008년 6월 12일(목) ~ 14일(토)

장 소: 천진빈해국제전람중심

☞ 기타 문의사항: 이동매 대리,

☎: (022) 2395~7991~3

2008 International Mobile Phone Industry Exhibition

Date: 12-14 June 2008

Venue: Tianjin Binhai International Exhibition Center

For further details, please call +86 22 2395 7991 ext. 3
(Attn: Li Dongmei)

제 4회 중국 신강喀什 중남아 상품전시회 참가 안내

일 시: 2008년 6월 28일 - 7월 2일(5일간)

장 소: 중국 新疆 喀什 과기문화광장(喀什市 天南路16號)

참가업체: 식품, 주방, 화장품, 약세서리, 의류, 기계, 전자, 가전제품, 건자재, 유색금속, 의료기기, 기타(신상품)

기타 문의사항: 황금화 주임 Tel: 2395-7991~3

The 4th Xinjiang Kashi South and Central Asian Commodities Exhibition Show

Date: From 28 June 2008 to 2 July 2008

Venue: Kashi Technology and Culture Square (16 Tian-nan Road, Kashi, Xinjiang)

Attendees: Representatives from food, kitchen, cosmetics, costume, electronics, building materials, nonferrous metal and other industries.

For further details, please call +86 22 2395 7991 ext. 3
(Attn: Huang Jinhua)

Address: 1F, Fenglin Hotel, No. 6 Binshui West Road, Nankai District, Tianjin

Tel: +86 22 2395 7991~3, +86 22 2395 7991 (24-hour Hotline) Fax: +86 22 2395 7990

[Http://www.tjkorcharm.net](http://www.tjkorcharm.net) E-mail: hanshanghui@hanmail.net



Your luxury weekend golf
dream is not far.....

Enjoy Escape Golf Package at
Renaissance Tianjin TEDA Hotel
The International Golf Court JUST
Cross the Street! One 18 Hole
round Golf plus stay in Deluxe
Room. Arrive on Friday or Saturday,
golf on Saturday or Sunday.

UNIQUELY RENAISSANCE.SM



RENAISSANCE[®]
TIANJIN TEDA HOTEL &
CONVENTION CENTRE

Start from
CNY 1688 net per person.
Rate inclusive of 15%
surcharge & one Breakfast.

Booking Hotline:
(86) 22 6621 8888-6000

29, Second Avenue, TEDA, Tianjin
300457, China
Tel : (86 22) 66218888
Fax: (86 22) 66219999

©2008 Marriott International, Inc.

SMALL TALK IN THE BUSINESS WORLD

VOLUME 5

This month, we hope that Chinese learners will be able to understand and enjoy the atmosphere of business Chinese, before participating in serious negotiations.

Note to reader: For some typical Chinese expressions, our translation may seem a little rough. This is because we intentionally wish to avoid western linguistic customs. In so doing, we hope that learners will become better accustomed to the typical way of speaking in Chinese. What we pursue is not a proper translation for an English speaker, but a precise literal realization of the Chinese.

Welcome, my distinguished guest from afar. I'm the marketing supervisor with CLH company.

A: 欢迎您! 远道而来(1)的客人。我是CLH公司司的
Huānyíng nín! Yuǎn dào ér lái de kè rén. Wǒ shì CLH gōngsī de
市 场 部 主 管(2)。
shì chǎng bù zhǔ guǎn.

Hello! We are very much looking forward to a successful meeting.

B: 您好! 非常期待(3)一 次 融洽(4)的会谈(5)。
Nín hǎo! Fēicháng dàiqǐ yí cì róngqià de huìtan.

Me too.

A: 一定一定。
Yí ding yí ding.

We are very interested in your company's new program. This is a brand new industry. It is expected to contribute to economic growth.

B: 我们对贵公司的新项目(6)很感兴趣(7)。这 是
Wǒmen duì guìgōngsī de xīn xiàngmù(6) hěn gǎnxìng qù(7). Zhè shì
一个新 兴(8)产 业(9)预 计(10)将 来 很 感 兴 趣(7)。这 是
yí ge xīn xīng chǎn yè. Yù jì jiāng lái hěn gǎn xìng qù(7). Zhè shì
济 增 长 点(11)。
jì zēng zhǎng diǎn.

High-tech manufacturing industries still have much room for development.

A: 高新技术 产业 业(12) 和 高 端(13) 制 造 业(14) 的 发 展 空
Gāoxīn jìshù chǎn yè hé gāo duān zhìzào yè(14) de fā zhǎnkōng
间(15)很 大。
jiān hěn dà.

This investment, as we hope, could provide you with experienced skills and advanced management methods, in addition to adequate funding.

B: 这次投资(16), 我们希望带 来 的, 不仅 是 充足(17)
Zhècì tóuzī, wǒmen xīwàng dài lái de, bù jǐn shì chōngzú
的 资金(18), 还有 成熟(19)的 技术(20), 和 先进(21)的
de zījīn, háiyǒu chéngshú de jìshù hé xiānjìn de
经 营 理念(22)。
jīng yíng lǐ niàn.

This is exactly what we urgently need. Foreign investment accounts return a high rate of interest, now that investment policies have changed and the investment environment has improved.

A: 这 正是 我们 迫切(23) 需要 的。 随着(24) 投资(29) 政策(25)
Zhèzhèng shì wǒmen pòqiè xūyào de. Suízhě zítou zhèngcè
的 完善(26), 投资(27) 境界(28) 的 改善(29) 的
de wánshàn, zítou jìngjiè de gǎishàn, zhèngcè
入(30)一 定能 取得(28) 得大巨 的 回报(31)。
rù yí dìng néng qǔ dé jù dà de huíbào.

Surely it will. Together we'll witness daily progress in TEDA.

B: 相信 会的! 让我 们一 起展 望(32) 滨海 美好的
Xiāngxìn huì de! Ràng wǒ men yì qǐ zhǎn wàng bīnhǎi měihǎo
明 天。
míng tiān.

(1) 远道而来	yuǎndàoér lái	from afar	(17) 充足	chōngzú	adequate
(2) 主管	zhǔguǎn	director	(18) 资金	zījīn	funding, funds
(3) 期待	qīdài*	expect, look forward to	(19) 成熟	chéngshú	mature, experienced
(4) 融洽	róngqià	harmonious	(20) 技术	jìshù	technique
(5) 会谈	huitán	meeting	(21) 先进	xiānjìn	advanced
(6) 项目	xinxìangmù	program, project	(22) 经营理念	jīngyíng lǐniàn	management methods
(7) 感兴趣	gǎnxìngqù	be interested in	(23) 迫切	pòqìè	urgent
(8) 新兴	xīnxīng	brand new	(24) 随着	suízhe	as, following
(9) 产业	chǎnyè	industry	(25) 政策	zhèngcè	policy
(10) 预计	yùjì	to estimate/forecast	(26) 完善	wánshàn	perfect (n), complete
(11) 增长点	zēngzhǎngdiǎn	growth point (rate)	(27) 环境	huánjìng	environment
(12) 高新技术产业	gāoxin jishù chǎnyè	high-tech industry	(28) 改善	gǎishàn	improve
(13) 高端	gāoduān	high-end	(29) 外资	wàizī	foreign investment
(14) 制造业	zhìzàoyè	manufacturing industry	(30) 注入	zhùrù	enter
(15) 发展空间	fāzhǎn kōngjīān	promising development	(31) 回报	huíbào	(in) return
(16) 投资	tóuzī	investment	(32) 展望	zhǎnwàng*	expect (in the distant future)

* Qidai and zhangwang differ in usage. Qidai has the meaning of "waiting". The object after the verb qidai can be somebody or something in a middle-distance or nearer future. But the object after the verb zhanwang definitely cannot be somebody. For instance, one can say to qidai Obama to be the next president of US, but one cannot say to zhanwang Obama to be the president.

The object after the verb qidai, generally speaking, is positive. The object after the verb zhanwang can be neutral. For instance, you can say to zhanwang the global situation, which could be both positive and negative. But it is best say to qidai a beautiful future, in which the word "beautiful" is strongly recommended, because people seldom say to "qidai a future".



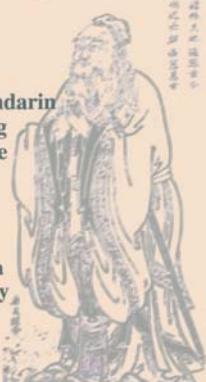
If you meet any problems in learning Chinese, please send us an email at bizclass@business Tianjin.com. We'll do our best to help you. See you next month.

Article provided by CHINESE LEARNING HOUSE

Chinese Learning House

Regular Curriculum:

- Practical Mandarin
- Business Mandarin
- HSK Preparation
- News-Reading
- Literature Appreciation
- Deep Dialogue



Featured Courses:

Cooking	Mah-Jong	Calligraphy
KungFu	Cross Talk	Peking Opera
Chinese Painting		Tea Ceremony
Chinese Handcraft		Traditional Chinese Medical Science .etc.

(Expenses to be arranged)

From 7:30Am.to 9:30Pm. (including the weekends)
You can choose to take free trial lesson either in The House or at home. We also provide service in TEDA.

Price:

VIP (1 person)	55RMB/hour
Group	35RMB/hour

ADD: 4-4-402, Guang-Shun-Yuan community, Guangdong Road,
Hexi District, Tianjin
 地址: 天津市河西区广东路广顺园4-4-402

Contact: (86-22)23244668 13512915945(Ashley)
 15822081449(George)

E-MAIL: chinese-learningclub@hotmail.com
<http://www.chineselearninghouse.cn>

Our customers are international organizations based in Tianjin. They have the following open positions:

General Accountant

Code: GA0806

JOB DESCRIPTION:

- Responsible for ledger accounts and itemized accounts
- Perform accounting and create reports in Yong You software
- Work with input and audit vouchers in Yong You software
- Responsible for taxes
- Responsible for other tasks that are assigned by GM and Financial Manager

WHO WE ARE LOOKING FOR:

- Bachelor's degree or above in Accounting or Finance
- At least 4 years working experience, preferably with accounting experience
- Good command of written and spoken English
- Patient, calm, careful (attention to detail) and able to work in a timely manner
- Experienced in MS Office, particularly in Excel
- Team player, strong sense of responsibility

IT Engineer

Code: HRM0806

JOB DESCRIPTION:

- Responsible for computer and web maintenance
- Troubleshoot network problems
- Maintain and update website

WHO WE ARE LOOKING FOR:

- Minimum junior-college graduate
- At least 1 year of experience with network systems, Windows XP and Windows Server 2003 admin & configuration
- Good written English
- In-depth knowledge of MS Active Directory and Win XP, MS Office 2003
- Hands-on experience with Checkpoint firewall admin & configuration, and site-to-site VPN implementation
- Experience in supporting LAN/WAN telecommunication network
- Open-minded, team-oriented and task-oriented
- Candidate with more experience may be considered for Senior Systems Engineer

Sales Manager

Code: SM0806

JOB DESCRIPTION:

- Sell products to manufacturers and sub suppliers.
- Work out technical solutions with the customers
- Develop new opportunities in the market
- Build and maintain customer relationships
- Work closely with the General Manager or on own initiative to achieve assigned objectives
- Collect/analyze market and competitive product information and feedback

WHO WE ARE LOOKING FOR:

- Bachelor's degree, or above, in mechanical engineering from accredited university
- 3 to 5 years product marketing experience in related industry; good marketing sense
- Strong knowledge of promotion strategy and methods
- Fluent spoken and written English
- Experience working with an international company
- Strong communication, coordination and presentation skills
- Experience with PC's, MS Office software and administrative systems

Sales Representative

Code: CCA0806

JOB DESCRIPTION:

- Sell ad space
- Communicate and maintain relationship with clients
- Enhance company brand

WHO WE ARE LOOKING FOR:

- Good communication skills
- Aggressive and persistent
- Amiable
- Able to work under pressure
- At least 3 years experience in sales
- Proficient English is an advantage

Project Manager

Code: PM0806

Primary responsibility is to direct and implement solutions to our customers.

The ideal candidate will use his/her skills to:

- define project requirements,
- manage the project budget,
- direct and participate in the completion of project deliverables
- manage the project scope and resources.

Responsible for customer success through all phases of the post-sale lifecycle:

- Understand customer's business requirements and translate them into practical business solutions.
- Establish business objectives and success criteria, and metrics
- Define configuration, data migration, and integration strategies
- Develop change management and training solutions to drive user adoption
- Provide post-deployment support
- Provide ongoing account management, communication, and success metric monitoring
- Develop trusted advisor relationships with customer executive sponsors and project members in all post-sales phases
- Lead the Executive business alignment, requirements gathering, business process review, and configuration design activities
- Identify follow-on sales opportunities in accounts and engage sales team and support sales calls and customer visits
- Manage all project activities



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

FLIGHTS																			
FROM Tianjin						TO Tianjin													
Domestic						Domestic													
DEST	DEP	ARR	Flight No	Days	DEST	DEP	ARR	Flight No	Days	ORIGIN	DEP	ARR	Flight No	Days	ORIGIN	DEP	ARR	Flight No	Days
Changchun	12:40	14:05	CZ3695	.2..6.	Sanya	18:20	22:00	BK2827	1.3.5.7	Changchun	13:40	15:20	ZH9254	1234567	Sanya	08:30	11:50	CZ3695	.2..6.
Changsha	13:00	15:10	BK2811	1234567	Shanghai	08:20	10:05	CA1533	1234567	Changsha	19:05	20:55	CZ3730	.2..6.	Shanghai	22:45	02:00	BK2828	1.3.5.7
	16:00	18:15	CZ3729	.2..6.		11:05	12:50	MU1510	1234567		21:10	23:10	BK2812	1234567		08:00	09:50	MU1549	1234567
Chengdu	13:30	15:55	CA1421	1234567		15:40	17:25	CA1523	1234567	Chengdu	07:45	09:55	3U8861	1234567		11:05	12:55	CA1534	1234567
	15:00	17:30	NS8862	1234567		16:40	18:20	MU5148	1234567		19:40	21:50	3U3232	1.3.5.7		13:55	15:50	MU5147	1234567
Chongqing	12:10	14:30	3U8864	1234567		17:30	19:10	FM9130	1234567		21:00	23:20	CA1422	1234567		14:40	16:35	FM9129	1234567
	17:00	19:15	HU7369	.4...6.		20:10	22:00	FM9134	123.56.		09:30	11:40	3U8863	.2.4.6.		17:20	19:15	FM9133	1234567
Dalian	12:10	13:10	GS7571	1.3.5.7	Shenyang	14:40	16:00	GS7457	.2.4.6.	Chongqing	12:40	14:45	3U8863	1.3..7	Shenyang	18:25	20:25	CA1524	1234567
	17:50	19:00	GS7657	1234567		10:00	11:20	GS7677	1234567		10:10	11:10	GS7212	1234567		19:45	21:40	CA1528	.2.45.7
	21:40	22:30	CZ3730	.2..6.		10:55	12:10	3U8861	23.567		19:35	20:45	NS3204	1234567		20:45	23:25	9C8813	123.567
Guangzhou	23:25	00:15	CZ6334	.3..5..		22:30	23:40	3U3232	1.3.5.7	Guangzhou	07:55	10:50	CA1396	1234567		11:35	13:00	NS3203	1234567
	08:00	10:45	CA1317	1234567		22:30	23:40	NS3232	1.3.5.7		11:50	14:45	CA1318	1234567		12:55	14:15	3U8862	.234567
	13:30	16:15	HU7201	1234567		12:55	16:05	CZ3722	1234567		15:30	18:20	ZH9489	.3..567		19:55	21:20	GS7458	.2..4.6.
Haerbin	17:20	21:45	CZ3158	1234567	Shenzhen	13:55	16:55	CA1319	1234567	Haerbin	18:30	20:10	MU5682	1234567	Shenzhen	09:05	12:10	CZ3721	1234567
	21:20	00:20	ZH9490	.....7		15:00	18:00	CA1371	12345.7		17:50	21:25	BK2844	1.3.5.7		12:20	15:40	ZI9935	1234567
Hangzhou	07:00	08:35	BK2821	1234567		16:50	20:20	ZH9396	1234567		22:50	02:20	HU7670	1234567		20:45	23:45	CA1372	....6.
	15:05	16:55	CA4953	.245.7	Taiyuan	09:00	10:00	GS7471	1234567		08:05	09:45	MU2297	1234567	Taiyuan	17:15	18:15	GS7472	1.3.5.7
Haikou	14:00	17:10	BK2843	1.3.5.7		11:40	12:35	HU7607	.2.4.6.		20:20	22:15	MF8125	1234567		22:35	23:45	BK2854	1.34.6.
	18:00	21:05	BK2849	.24.6.	Xiamen	15:10	16:05	GS7607	1.3.5.7		13:10	16:15	SC4877	1..4..	Wuhan	08:20	11:30	CZ6165	1234567
Hangzhou	08:10	10:00	CA1577	1.3..6.		13:50	15:00	GS7678	1234567		15:30	17:20	CA1578	1.3..6.		20:50	22:40	CZ6334	.3..5.7
Kunming	10:45	12:25	MU2298	1234567	Wuhan	12:15	15:50	CZ6166	1234567	Hohhot	08:00	09:00	CA4718	1234567	Wuxi	11:55	13:30	MF8117	1234567
	13:00	17:50	BK2811	1234567		18:20	20:05	CZ6333	.3..5..		18:35	23:10	BK2812	1234567		13:15	17:20	CA1578	1.3..6..
Nanchang	13:30	18:00	CA1421	1234567	Xiamen	08:10	12:15	CA1577	1.3..6..		18:50	23:20	CA1422	1234567	Xi'an	14:05	15:45	GS7610	1234567
	14:30	16:20	CZ6368	.24.6.7		11:45	13:35	GS7609	1234567		11:40	13:40	CZ6367	.24.6.7		15:10	17:00	GS7476	1234567
Nanjing	12:00	13:25	CA4768	.2..5..	Xian	08:10	10:00	GS7447	.24.6..		10:00	11:30	CZ6165	1234567	Yantai	10:10	11:10	GS7462	.24..6..
	07:00	08:20	BK2857	1234567		15:40	17:30	GS7475	1234567		08:40	10:20	ZH9253	1234567		16:40	17:40	GS7756	1.3..5.7
Qingdao	08:10	09:10	GS7551	1234567	Ningbo	08:00	10:45	GS7457	.24.6..	Qingdao	08:05	09:05	CA4717	1234567	Zhengzhou	13:20	14:50	GS7578	1.3..5.7
	09:35	10:35	SC4718	1234567		10:00	12:10	HX164	.24.6.7		15:10	16:10	SC4723	1234567		17:55	18:55	GS7724	1234567
International												International							
DEST	DEP	ARR	Flight No	Days	DEST	DEP	ARR	Flight No	Days	ORIGIN	DEP	ARR	Flight No	Days	ORIGIN	DEP	ARR	Flight No	Days
Hongkong	8:35	11:50	KA1103	1234567	Incheon	14:05	16:55	KE862	1234567	Hongkong	12:50	16:05	CA104	1234567	Incheon	09:30	10:20	KE861	1234567
	8:35	11:50	CA103	1234567	Incheon	16:50	19:35	KE864	.24.5.7		17:00	20:00	HU8081	.3..5..		15:05	15:50	KE863	.245.7
Hongkong	9:10	12:10	HU8082	.24.6.7	Incheon	14:15	18:00	JL788	1234567		17:00	20:00	HX163	.3..5..		10:00	12:25	NH113	1234567
Hongkong	09:10	12:10	HX164	.24.6.7	Nagoya	14:25	18:05	NH114	1234567		14:25	18:05	CA6617	1234567		10:00	12:25	CA6672	1234567
FROM Beijing												TO Beijing							
International												International							
DEST	DEP	ARR	Flight No	Days	DEST	DEP	ARR	Flight No	Days	ORIGIN	DEP	ARR	Flight No	Days	ORIGIN	DEP	ARR	Flight No	Days
Amsterdam	11:40	15:55	KL898	1234567	New York	13:00	14:30	CA981	1234567	Amsterdam	18:35	09:50	KL897	1234567	New York	16:30	18:00	CA982	1234567
	14:20	18:35	CZ345	1234567	New York	15:45	17:30	CO088	1234567		20:55	12:40	CZ346	1234567		09:00	15:00	UA851	1234567
Chicago	16:10	16:21	CA8850	1234567	Paris	12:50	17:30	MU8615	1234567	Chicago	12:43	15:00	CA8851	1234567	Paris	18:55	10:50	MU8616	1234567
	15:00	17:30	3U8862	23.567	Paris	16:00	12:40	CA985	1234567		19:40	21:50	3U3232	1234567		20:20	12:20	CA934	1234567
Copenhagen	14:55	18:40	CA7011	1234567	Vancouver	16:20	12:30	AC030	1234567	Copenhagen	20:55	11:50	CA7012	1234567	Vancouver	12:30	14:50	AC029	1234567
Copenhagen	21:00	23:20	PNG302	1....	Incheon	11:55	14:55	KE852	1234567		09:30	11:40	3U8863	.24.6..		09:30	10:35	KE851	1234567
Frankfurt	14:05	18:10	CA931	1234567	Incheon	21:05	00:05+1	KE854	1234567		13:55	14:45	CZ6175	1....	Incheon	19:00	20:05	KE853	1234567
Munich	13:40	17:40	CA961	1.3..5..	Incheon	13:50	17:10	KE880	1.3..5..7		19:30	11:15	CA6222	1234567		11:30	12:40	KE879	1.3..5..7
Munich	16:50	19:55	SC4878	1..4..	Seattle	16:20	12:00	HU495	1.3..5..6.		20:05	11:50	CA962	.....7		14:00	16:35	HU495	1.3..5..6..
Flights from Beijing/Tianjin to Incheon, from Incheon to Beijing/Tianjin provided by Korean Air. Schedules are subject to government approval and may be changed without prior notice.												Excellence in Flight KOREAN AIR							

AIRLINES CODE	3U Sichuan Airlines	CZ China Southern Airlines	HU Hainan Airlines	KE Korean Air	NS Northeast Airlines
9C Spring Airlines	FM Shanghai Airlines	HX Hong Kong Airlines	MF Xiamen Airlines	PN West Air	
BK Okay Airways	GS Grand China	JL Japan Airlines	MU China Eastern Airlines	SC Shandong Airlines	
CA Air China	HO Juneyao Airlines	KA Dragonair Airlines	NH All Nippon Airways	ZH Shenzhen Airlines	

TRANSPORTATION

BULLET (D) TRAIN

TJ ~ BJ ➤ (¥42 - ¥51)

Train	Departs	Arrives
D532	06: 35	07: 44
D552	06: 40	07: 49
D534	07: 47	08: 56
D536	09: 45	10: 54
D538	10: 50	11: 59
D540	12: 44	13: 50
D542	14: 10	15: 19
D544	15: 44	16: 53
D546	17: 36	18: 45
D548	19: 16	20: 25
D550	20: 39	21: 48
D554	22: 17	23: 23

BJ ~ TJ ➤ (¥42 - ¥51)

Train	Departs	Arrives
D531	06: 10	07: 19
D533	08: 05	09: 14
D535	09: 21	10: 30
D537	11: 15	12: 24
D539	12: 20	13: 29
D541	14: 15	15: 24
D543	15: 45	16: 54
D545	17: 13	18: 22
D547	19: 10	20: 19
D549	20: 45	21: 54
D551	21: 58	23: 07
D553	22: 36	23: 48

TRAIN

BJ~TJ~TEDA ➤ (¥40 - ¥50)

Train	Departs	Arrives
4493	13:08	16:08

TEDA~TJ~BJ ➤ (¥40 - ¥50)

Train	Departs	Arrives
4494	08:05	11:21

LIGHT RAIL

TJ ~ BINHAI ➤ (¥6)

Train	Zhong Shan Men	Dong Hai Lu
First	06: 30	07: 23
Last	21: 00	21: 00

* Trains run every 15 minutes, 8 minutes during peak hour.

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 the different stops

Hours: 06: 20 - 21: 30

Tel: +86 22 6028 6777

No. 1 Metro Stops:



AIRPORT COACH Tianjin ~ Beijing

Tianjin ~ Beijing airport

¥70 one way

04: 00, 05: 00, 06: 00 then every 30 minutes until 17:30

Address: Air China ticket office of the junction of Nan Jing Lu and Shan Xi Lu.

Tel: +86 22 2311 0782

Beijing Airport ~ Tianjin

¥70 one way

07:00, 08:00, 09:00 then every 30 minutes until 23:00

Exit on the first floor at Gate15, cross the road, you will see buses and look for the one with "Tianjin" on it.

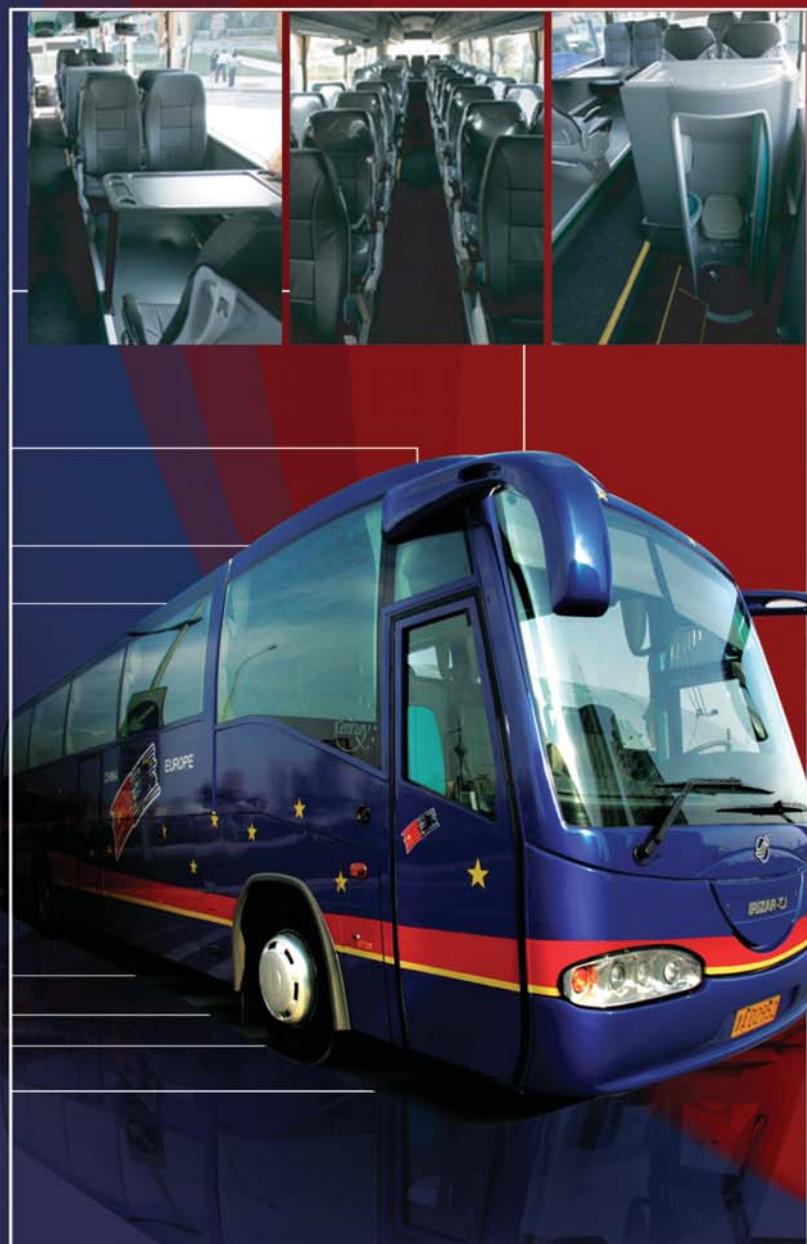
TAXIS Tianjin

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

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

Outstanding service and rates

- Professional drivers
- Considerate & customized service
- Reasonable rates & package



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

And you thought the Games were sold out...

Contrary to hearsay, conjecture and that friend who brags of his secured reservations a year ago, you can still purchase tickets to nearly half of the 39 sports in this summer's Olympic Games, legally.

Direct from the official website, as of the end of April, tickets were still available for the following events: athletics, baseball, basketball, beach volleyball, boxing, equestrian, field hockey, flatwater canoeing/kayaking, football, handball, marathon swimming (10km), modern pentathlon, mountain biking, rowing, softball, volleyball and wrestling.

Apologies to dawdling fans of archery, badminton, road cycling, diving, fencing, gymnastics, judo, sailing, shooting, swimming (short distance), synchronized swimming, table tennis, taekwondo, tennis, triathlon, water polo and weight lifting. These top sports in China have officially sold out. The Opening and Closing Ceremonies have also long been booked up.

It is interesting to note how ticket purchases tell of national interests. Tickets so far have only been available to citizens and residents of China. As such, tickets to favorite sports of the locals – like table tennis, badminton and diving – sold out first. These sold-out events also promise China's best chances of securing multiple medals. Tickets to typical favorites in western nations – like athletics, football and boxing – are still available, much to the joy of expat sports fans.

Granted, limited seating options and non-finals events aren't the most ideal ticket purchases, but considering tickets went on sale over a year ago, it's hard to complain about 17 options at venues across Beijing and other major cities in China.

Tianjiners' best bets for Olympic seating are the men's and women's preliminary football games, to be held in the Tianjin Olympic Center Stadium (Nankai District) on 6-13 August, and a women's quarterfinal match on 15 August. These tickets range from 40 to 350 CNY.

Changes to the purchasing process

Previously, online purchases offered an "order online, pay offline" option. Since mid-May, this method has been rescinded. Online purchases must now be completed with online payment. Alternatively, you can purchase tickets directly at a Bank of China ticket outlet. As of 23 May, 16 Bank of China outlets in 16 Tianjin districts still have tickets for sale.



The earlier phases of purchasing involved ticket assignment and a lottery process. All tickets are now sold on a first come, first served basis – both online and at the bank.

Constants in the purchasing process

Those who wish to purchase tickets within China must have established domicile in the territory of the People's Republic of China (except Hong Kong Special Administrative Region, Macao Special Administrative Region and Taiwan Province) and possesses a valid ID. In other words, foreign citizens must present a valid visa; Chinese citizens must show national ID; and HK, Macao and Taiwan residents must possess the relevant documentation for travel to the mainland.

Tickets are non-refundable, with the only exception being session cancellation before the scheduled start time. If a cancelled session is not rescheduled, tickets can be refunded for face value, but not exchanged for another session.

Reservations from earlier ticket lotteries that had not been paid for have been cancelled.

Requests for wheelchair-accessible seating must be made at the time of purchase. Online, this is done by selecting "Wheelchair seats" instead of "Regular seats" when placing an order.

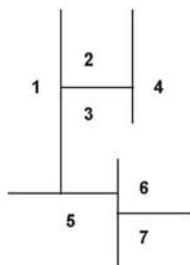
For details and to reserve tickets while you still can, visit www.tickets.beijing2008.cn

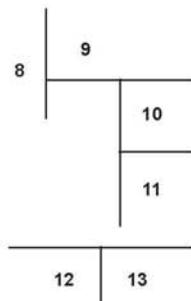
Games with tickets still on sale (as of 28 April)

Sport	Date (in August)	City	Venue
Athletics (Track & Field)	15-24	BJ	National Stadium
Baseball	13-23	BJ	Beijing Wukesong Sports Center Baseball Main Field
Basketball	09-19	BJ	Beijing Olympic Basketball Gymnasium
Beach volleyball	10-18	BJ	Chaoyang Park Beach Volleyball Ground
Boxing	09-19	BJ	Beijing Workers' Gymnasium
Equestrian	09-21	HK	Hong Kong Olympic Equestrian Venue (Shatin)
	11	HK	Hong Kong Olympic Equestrian Venue (Beas River)
Field hockey	10-23	BJ	Beijing Olympic Green Hockey Stadium - Pitch A&B
Flatwater canoe/kayak	18-19	BJ	Shunyi Olympic Rowing-Canoeing Park - Flatwater
Football	06,07,09,10,12,13,15,16	QHD	Qinhuangdao Olympic Sports Center Stadium
	06,07,09,10,12,13,15	TJ	Tianjin Olympic Center Stadium
	06,07,09,10,12,13,15,16	SY	Shenyang Olympic Stadium
	07,10,12,13,15,16,18,22	SH	Shanghai Stadium
	12,13,16,19	BJ	Beijing Workers' Stadium
	23	BJ	National Stadium
Handball	11-18	BJ	Olympic Sports Center Gymnasium
	21-24	BJ	National Indoor Stadium
Marathon Swimming	20-21	BJ	Shunyi Olympic Rowing - Canoeing Park
Modern Pentathlon	21-22	BJ	Olympic Sports Center Stadium
Mountain biking	22-23	BJ	Laoshan Mountain Bike Course
Rowing	09-17	BJ	Shunyi Olympic Rowing - Canoeing Park
Softball	12-20	BJ	Fengtai Sports Center Softball Field
Volleyball	09-20	BJ	Capital Gymnasium
Wrestling	14-17	BJ	China Agricultural University Gymnasium



OFF THE CLOCK





- 1.2.3.4: French luxury brand CELINE opened shop in Tianjin Friendship Store on 9 April.
- 5.6.7: Auto China 2008 opened on 22 April in the New China International Exhibition Center in Beijing.
- 8.9.10.11: The new terminal of Tianjin Binhai International Airport was put into service on 28 April.
- 12.13: The China Franchise Expo 2008 ran from 19 to 21 April in Beijing.

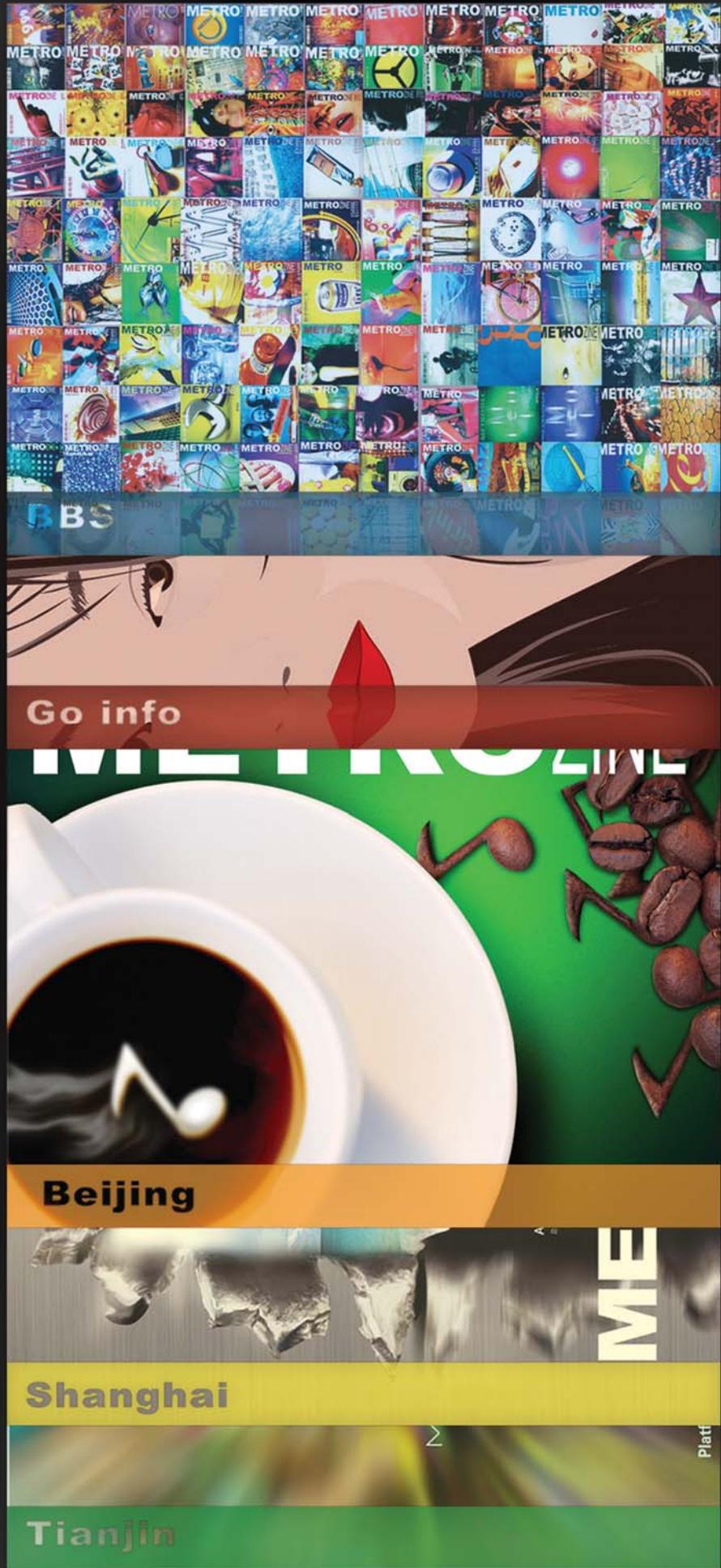


1	Children's Day	2		3	-22 19:30 Drama: Next Stop - Happiness Tianjin People's Art Theatre Tel: 23341090	4		5	World Environment Day	6	National Eye Health Day	7	2010 World Cup Qualifying Competition China VS Qatar Tianjin Olympic Centre
8	Dragon Boat Festival	9		10		11	Chinese Popula- tion Day	12	14:00 Seminar: Bank Loan Negotiation The Executive Centre See page 38	13		14	2010 World Cup Qualifying Competition China VS Iraq Tianjin Olympic Centre
15	Father's Day	16		17		18	14:00 Seminars: Implementation Rules of PRC Labor Contract Law Venue: Hotel Nikko Tianjin See page 38	19		20	09:00-16:30 Professional Receptionist Training Venue: Xiqing District, meeting room of Turck (Tianjin) Technology Co., Ltd See page 41	21	
22	19:30 America Travel Pianist, Yuan Jie Solo Piano Concert China Theatre (No. 106 Longchang Rd, Hexi District)	23	International Olympic Day	24		25		26	International Day Against Drug Abuse and Illicit Trafficking 1st Tianjin Folk Art Exhibition Tianjin Art Museum	27	19:30 Grand Symphonic Chorus Concert to welcome the 2008 Olympic Games China Theatre (junction of Longchang Rd and Jingjiang Rd, Hexi District) Booking Tel: 28330066	28	
29		30											

Local Events Calendar - June

absolutely bilingual
绝对双语

让您感受到无处不在的都市生活风
the fashionable lifestyle magazine



METROZINE www.METROZINE.com.cn

DRAGON BOAT FESTIVAL

Dragon Boat Festival, called *Duan1 Wu3 Jie2* (端午节) in Chinese, is the third largest festival in the Chinese calendar, following the Spring Festival and the Mid-Autumn Moon Festival. It is celebrated on the 5th day of the 5th lunar month of the Chinese calendar. This year, it falls on 8 June 2008 (Sunday), and has been deemed a public paid vacation day by the New Holiday Schedule brought into effect on 1 January 2008.

Origins

The Dragon Boat Festival commemorates the Chinese patriotic poet Qu Yuan (340 BC - 278 BC). Qu Yuan was a good advisor to the kingdom of Chu. But people were jealous of his position and spoke poorly of him behind his back. The king eventually refused his advice, and as a result was killed by a neighboring enemy kingdom. The new king basked in his luxury, also disdainful of Qu Yuan,



and eventually exiled him. Qu Yuan received news that his Chu kingdom was defeated by the Qin, and out of despair he threw himself into the river. Many fishermen tried to rescue him, but could not find his body. Worried about fish eating Qu Yuan's body, they began splashing water with their paddles, beating drums, and tossing food into the river to keep the fish away.

Customs

The Dragon Boat Race

The custom of the Dragon Boat Race began in southern China, where the 5th lunar day of the 5th lunar month was selected for a totem ceremony. The dragon topped the totem because Chinese believed they were descendants of dragons. They also made dragon-shaped canoes. Later, Chinese connected this custom with the Duan Wu Festival. Now, the Dragon Boat Race has become an international event. This sport is popular in the USA, Canada, Europe, Australia, Taiwan, Hong Kong and Singapore.

Zongzi

Zongzi, a dumpling made of sticky rice wrapped in bamboo leaves, is the most popular food during the festival. Fresh bamboo leaves are the best for the wrapping since they impart their taste and smell on the zongzi. Today you may find zongzi in different shapes and with a variety of



fillings. The most popular zongzi are triangular and pyramidal. Common fillings include dates (most popular), meat, egg yolk, fruits, mushrooms and walnuts.



Auspicious Leaves
The 5th lunar month is marked as "poison month" in Chinese farmer's calendars. This is because flies, mosquitoes and other pests are active in this summer month, and people can easily catch diseases. On Dragon Boat Day, Chinese put the leaves of Acorus (sweet flag) and Artemisia (wormwood) on doors or windows to repel flies, fleas and moths from their homes.

The Incense Bag

Throughout Chinese history, many contagious diseases and plagues had struck in the 5th lunar month. So in addition to placing Acorus and Artemisia on the doors or windows, Chinese made an incense bag and hung it around the neck to stave off evil spirits (and diseases). The popular incense bags were modeled after the 12 animals of the Chinese Zodiac. Today, we can find many auspicious symbols on incense bags, as well as other animals, fish, flowers, birds, and even cartoon characters.

Information provided by
www.chinesefortunecalendar.com

DINING

Western Food

Broadies Tavern

5 Bar Street,
Youyi Road, 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

Entrance No.5, TEDA Football Field
5th Avenue, TEDA
Tel: +86 22 66282666
水牛石西餐厅
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 Road, 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IN城市

Harvest Book & Coffee

101 Gate 3, Building 27, Jiuhua
Block, Huayuan, 191 Yingshui Road,
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 Road, 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 Shanghai Lu, Dongying Xiao Qu
TEDA
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 Road, 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

Tapas Meiziwei
2 Shuishang Park Road, Nankai
District
Tel: +86 22 2391 7058
Fax: +86 22 2392 8095
Hrs: 11:00 - 24:00
Tapas 美滋味西餐厅酒吧
天津市南开区水上公园南路2号

T.G.I. Friday's
72 Fu Kang Road, 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

Truemans 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
(凌宾路奥体中心对面)

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 Road, 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 Avenue, 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 Road, Roman
Gardens, 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

Asian Food

Seitaro
BinGuan Xi Lu, Hexi District
JP
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, Third Ave., 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
JP
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
JP
Tel: +86 22 28130537
炼瓦家
河西区宾水道18号帝城大酒店1F
International Building: 1st Floor
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, First Avenue, TEDA
JP
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 Road, Heping District
JP

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

CH

Charm Sea Restaurant
Huang He Dao, Nankai District
(Beside DaTong Mansion that
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)

CH

Hanjinbai Seafood
Han Jin Bai Haixian Dajiulou
985 Dagu South Lu, Hexi District
Tel: +86 22 8832 6666
Hrs: 11:00 - 22:00
瀚金伯海鲜大酒店
河西区大沽南路985号

CH

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 Road, 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 Road, 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

DINING

Asian Food

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



YouPeng Seafood

63 Tiantai Lu, Hebei District

Tel: +86 22 2663 5555

友鹏海鲜大世界

河北区天泰路63号



Cuiheng Village

Huasheng Branch: 2F Block C,

Huasheng GuangChang,

146 WeiDi Dao, Hefei 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, Hefei 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



Golden Elephant Thai Restaurant

78 Guangdong Road,

Hefei District, Tianjin

(Behind Yonghe Dou Jiang Fang)

Tel: +86 22 23287801

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)

Hefei 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 Road,

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

体育馆2楼



Bawarchi Indian Restaurant

No. 69, Building B, Shang Gu

Tian Ta Lu, Nankai District

Tel: +86 22 23412786

芭瓦琪印度餐厅

南开区天塔道上谷商业街

B座69号



NIGHTLIFE

Bar

Babi Club

83 Qiongzhou Road, Hefei District

Tel: +86 22 8381 6006

芭比俱乐部

天津市河西区琼州道83号



Bingo Club

117 Changde Road, Hefei 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 Road, Hefei 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, Hefei District

Tel: +86 22 2331 8888

聊天廊酒吧

凯悦酒店1层



Cherry Blossom

148 Jie Fang Lu, Hefei District

Tel: +86 22 2339 3889

樱花酒吧

和平区解放路148号



Coco

Bar Street, Youyi Road, Hefei District

Tel: +86 22 2837 0888

瀚金伯Coco酒吧

河西区友谊路酒吧街



Feli's Bar

12 Zhangde Road, Hefei District

Tel: +86 22 2312 4526

Hrs: 18:00-03:00

和平区彰德道12号



Fountain Lounge Bar

Hyatt Regency Jing Jin City Resort and Spa

8 Zhijiang Road, 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



Hank's Sports Bar & Grill

1F, Bldg B, Shang Gu, Tian Ta Dao, Nankai District

Tel: +86 22 2341 7997

天津市南开区天塔道上谷商业街

B座一层



JV'S Bar

1F, Sheraton Tianjin Hotel, Zijinshan Road, Hefei 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, Hefei 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 Road, Hefei District

Tel: +86 22 8155 8566

和平区解放路225号



Mayflower Bar

The Junction of Qi Xiang Tai Road & Zi Jin Shan Road, Hefei 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 Road, Hefei 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, Hefei 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 Rd, Hefei 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



Richmond Bar

231 Hebei Road, Hefei District

Tel: +86 22 23113397

里士满西餐酒吧

天津市和平区河北路231号



Scarlet

3F Bolian Building, 155 Weijin Road, Hefei District

Tel: +86 22 2355 6223

乱世佳人

和平区卫津路155号

博联大厦三楼

Seven Club

291, Shaoxing Street, Hefei District

Tel: +86 22 23331777

Seven酒吧

河西区绍兴道291号

SITONG Bar

-1F, Somerset Olympic Tower, Chengdu Road, Hefei 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

Sunshine Lounge

1F, Holiday Inn Tianjin, 288 Zhongshan Road, 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

The Tavern Pub

9D, Third floor, Bldg B, Shanggu, Tian Ta Rd, 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

A-37, Shanggu, Tianta Road, Nankai District

Tel: +86 22 2395 1969

1969 音乐酒吧

南开区天塔道上谷商业街A37

CH Chinese

FR French

GE German

JP Japanese

IN Indian

IT Italian

TH Thai

SERVICES

Chambers

European Chamber Tianjin Chapter
Room 1603, building 17, Magnetic Plaza, BinShui West Road, Nankai District, Tianjin, 300381, PR.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 Unternehmertreff
Tianjin, DUT
Office 803, Huake Center, 3 Kaihua Road, 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 Road, Nankai District, Tianjin 300191
Tel: +86 22 2301 1709
德国商会天津分会
南开区玉泉路3号

The American Chamber of Commerce, Greater Tianjin Branch
Room 402, Hyatt Regency 219 JieFang Nan Road, Hexi District
Tel: +86 22 2312 2517 ext. 402
Fax: +86 22 2312 2519
www.amchamtianjin.org
美国商会天津分会
河西区解放北路219号天津凯悦酒店402房

Tianjin Japanese Association
Rm 607, International Building 75 NanJing Road, 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 Road, 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 Tianjin
No.90 Xier Road, 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 Road, 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 Road, 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 Road, 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 Road, 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 First Avenue, 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 Road, Hebei District
Tel: +86 22 2628 8888
假日饭店
河北区中山路288号

Hotel Nikko Tianjin
189 Nanjing Road, 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 Road, 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 JieFang Bei Road, 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 Road, 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 1st Ave., 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 Road, Hexi District
Tel: +86 22 2334 3388
喜来登大酒店
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

Tian Bao International Hotel
368 JingMen Ave, 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 Road, 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 Road, 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 Road, 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 2nd Ave 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 Road, 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 Road, 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 Road, 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 Road, 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 Road, 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 Road, 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
South Youyi Road, Hexi District
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 Road, 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 Road, 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 Road, 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 Road, 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 Road, 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 Road, 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 Road, 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 West Road, Nankai District
Tel: +86 22 5839 1358
渤海银行奥城支行
南开区宾水西道奥城商业广场1号楼

China Construction Bank
19 Nanjing Road, 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 You Yi Road, 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 Road, 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 Road, 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 Road, 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 Road, 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 Road, 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 Road, 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 Road, 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 Road, 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 Road, 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 Road, 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 Road, 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 Road, 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 Road,
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

南开区南京路302号

E-Mart Supercenter

Magnetic City Store
Binshui West Road, Nankai District
Tel: +86 22 5869 1234

Hrs: 08:00 - 22:00

易买得超市

天津市宾水西道与凌宾路交口

时代奥城店

Xiugu Plaza

1168 Jintang Road, 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 Water Park West Road, 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 Road, 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 Nan Jing Road, 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 Road, 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 Road
75 Xiqing Dao, 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 Street, 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

Wal-Mart
Junction of Huachang Street and Xinkai Road, 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
嘉年华国际商业中心
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 Road, 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 Road, 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

The Exchange
Jin Hui GuangChang
189 Nan Jing Road, 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 Road, 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 Third Ave. 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 Road, 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 East Road
Meijiangnan 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
6 F, Hotel Nikko Tianjin, No.189 Nanjing Road, Heping District
Tel: +86 22 8319 8888
Fax: +86 22 8319 2266
Hrs: 06:00-23:00
煥 - 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 Square, Nankai District
Tel: +86 22 8734 0399
浩沙健与美俱乐部
南开区新安广场4楼

Holiday Inn Binhai Hotel Fitness Center
15F, Holiday Inn Binhai Tianjin No. 86, First Avenue, 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 Road, 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 Road, 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
ZijinShan Road, 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 Road, 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

Aroma (Tianjin) Golf Club
Green base, Guangang Forest Park, 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

Tianjin Swan Lake International golf Club
No. 20, FuYuan Road, 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 Road, Yang liu qing, 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

Natural History Museum
206 Machang Dao, Hexi District
Tel: +86 22 2335 8031
Hrs: 9:00-16:30
自然博物馆
河西区马场道206号

Pingjin Battle Museum
8 Pingjin Road, Hongqiao District
Tel: +86 22 2652 6255
Hrs: 9:00-16:30
平津战役纪念馆
红桥区平津道8号

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

Theatres & Cinemas

China Grand Theatre
104 Harbin Road, Heping District
Tel: +86 22 2712 3118
中国大戏院
和平区哈尔滨道104号

Da Guang Ming Cinema
1 Qufu Road, 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 Road, Nankai District
Tel: +86 22 2385 5062
金逸国际影城
南开区宾水道奥城商业广场8号B区3楼

Tianjin Grand Theatre
Crossing of Youyi Road & Binshui Road, Hexi District
Tel: +86 22 2835 1443
天津大戏院
河西区友谊路与宾水道交口

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



Spectrum 彩

Book a table for 4 and pay for 3 International Buffets

This June, celebrate Nikko's first birthday with this tempting promotion and savor sumptuous dishes till your hearts content.

Lunch RMB 98 per person*

Dinner RMB 198 per person* inclusive of unlimited beer, juices and soft drinks

Reservations: 8319-8888 Ext. 3570

*Price Subject to 15% Service Charge

hotel nikko tianjin
天津日航酒店

No. 189 Nanjing Road, Tong Guan Road Entrance of
The Exchange, Heping District, Tianjin, China
Tel: 8319-8888 Fax: 8319-2266
www.nikkotianjin.com



1800米天然温泉

Natural spring water take from 1800 meters deep

温泉绿茶奶香舒缓疗法

Hot spring green tea milk therapy

价格: 398元/60分钟

Regular price: RMB 398/60min

推广期价格: 218元/60分钟

Promotional rate: RMB 218/60min

温泉玫瑰精油冰爽疗法

Hot spring rose extract cold therapy

价格: 518元/60分钟

Regular price: RMB 518/60min

推广期价格: 298元/60分钟

Promotion rate: RMB 298/60min

推广期5月10日至7月10日 电话: +86 22 25780001 ext. 6988

Promotion date: 10 May-10 July Tel: +86 22 25780001 ext. 6988



香洲中餐厅 位于瑞湾酒店二层
Xiangzhou Chinese Restaurant

TEL:+86 22 25780001 ext. 6699

经营着八大菜系之一的宁波菜。

Presenting one of eight famous cuisines: Ningbo cuisine.

宁波菜“咸鲜合一”的烹制方式，与津菜、粤菜碰撞出具有生命力的火花，受到了广大消费者的欢迎。春光灿烂的宁波菜及幽静典雅的十八个风格迥异的包间正以挡不住的魅力迎向滨海都市人。

Ningbo cuisine's salty and fresh flavor, combined with Tianjin and Guangdong cuisines, has gained great popularity among diners. Delicious Ningbo dishes and eighteen different classically designed private rooms welcome you.

酒店拥有客房306间，其中套房22套，所有客房全部为观景房，北观城区绿地，南望海河景观带。

同时酒店设有功能完善的会议厅6间，可承接500人以内的各种形式的商务团队活动，并提供全方位的会议服务。

The Hotel comprises 306 Standard and Club rooms. The majority of rooms have a magnificent city view. The Hotel possesses 6 comprehensive meeting rooms with self-contained meeting facilities.

我们荣幸的为您提供2008年度公司春季特价房

We are pleased to offer the following spring promotion rates for 2008

RMB 450/room/night



天津瑞湾酒店

RUIWAN HOTEL TIANJIN



国物业酒店管理有限公司管理
A MEMBER OF CHINA WORLD PROPERTY&HOTEL MANAGEMENT CO.,LTD.

地址：中国天津塘沽区新港一号路2527号，邮编：300456 电话：+86 22 25780001 传真：+86 22 25780101

Add: No.2527, 1st Ave. Xingang Tanggu, Tianjin P.C: 300456 Tel: +86 22 25780001 Fax: +86 22 25780101

ALNO®

THE WORLD OF KITCHENS

厨房的世界...



德国 ALNO 集团正式注册中文商标“艾诺”！

ALNO Group is one of the famous kitchen furniture manufacturers in Germany. ALNO products have established the same reputation as BMW in China. The products are produced by a machinery & assembling system of the highest precision, guaranteeing good quality and modern style, which makes ALNO famous all over the world.

艾诺厨具是一家在中国被誉为“厨房中的宝马”的德国知名厨具生产厂家。艾诺集团生产的橱柜均由机器人、机械手制造完成，精度高、品质优良、风格从古典到现代、享誉欧洲及世界，终身受用。

BeiJing DeYiWanJia Home.Furnishings Trading,Inc
ALNO Beijing: NO.22 yuan da road, Haidian District, Beijing
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：北京德益万家家居建材有限公司
北京旗舰店：北京市海淀区远大路22号
电话(TEL): +86-10-8859 4851 传真(FAX): +86-10-8859 4781
天津旗舰店：天津市河西区解放南路473号环渤海经贸大厦4层 D3-D4
电话(TEL): 022-2804 5010
唐山太原旗舰店 已全面开业



LEARN WITH PURPOSE

New look. Same motivation.

This is sophomore **Abigail Pollock**.

She is one of the 402 reasons why everything at **Tianjin International School** is done with a **clear purpose**.

Whether it's **preparing** our students for top universities, offering a **balanced** experience through dozens of co-curricular activities or providing a **nurturing** environment with small class sizes, it is all meant to help them find **their purpose**.

Contact us today to learn more.



LEARN WITH PURPOSE

web: www.tiseagles.com
email: admissions@tiseagles.com
phone: (86 22) 8371 0900
address: 1 Meiyuan Road, Huayuan Industrial Area,
Nankai District, Tianjin 300384, China
天津国际学校
中国(天津)南开区华苑产业园区
梅苑路1号 尚赫大厦

宝力豪2008

运动·自我永恒一生



www.powerhousegym.com.cn

POWERHOUSE
GYM®

宝力豪健身

Since 1974 From USA

运动改变生活

FOR YOU WELLNESS

Worldwide Fitness Chain From USA 30-Year Professional Experience World Top Equipment

30+ Popular Aerobics Classes Face To Face Private Training

Strength Cardio Group Exercise Training Indoor Cycling Yoga Hot Yoga

High-quality, all-round Comprehensive Professional Services Weight Control Shaping

High-quality, all-round Comprehensive Professional Services Weight Control Shaping

Tianjin Powerhouse Gym (Golden Emperor Building Location)

TEL: 022-2302 2008

Add: 1F, Golden Emperor Building, No.20, Nanjing Rd, Heli Dist, TJ China

Tianjin Powerhouse Gym (Olympic Center Location)

TEL: 022-2338 2008

Add: C Entrance, Olympic Center, No.90, Weijinlan Rd, Nankai Dist, TJ China

Tianjin Powerhouse Gym (Quanmin Location)

TEL: 022-2452 2008

Add: The Crossing of Eleven Jing Rd. and Eight Wei Rd, Hedong Dist, TJ China

Tianjin Powerhouse Gym (TEDA Stadium Location)

TEL: 022-6528 2008

Add: TEDA Football Stadium The 4th Street TEDA Industrial Area



WENCHUAN EARTHQUAKE

Adversity teaches us the truth about ourselves

An earthquake measuring 8.0 on the Richter scale jolted Wenchuan County, Sichuan Province, at 14:28 on 12 May 2008. The epicenter, Wenchuan, was 80 kilometers northwest of Chengdu, the capital city of Sichuan. The quake affected a large part of the country, including Shaanxi, Gansu, Chongqing, Guizhou and Yunnan Provinces. The worst-hit areas in Sichuan Province are Wenchuan, Beichuan, Shifang, Mianzhu, Dujiangyan, Pengzhou, Mianyang, Deyang and Lixian.



Massive Disruption

The death toll in the quake rose to 62,664 with 358,816 injured and 23,775 missing as of noon on 25 May 2008, reported by the Information Office of the State Council. The Chinese government estimates that the death toll will exceed 50,000, and Bloomberg.com reports that over 12 million Chinese have been displaced. The Wenchuan quake is the most devastating and strongest to hit China since the 1976 Tangshan earthquake, which took over 240,000 lives.

Most highways into Wenchuan and others throughout Sichuan Province were damaged, so that rescue troops couldn't reach some worst-hit areas in time. Dujiangyan

and Beichuan have become synonymous with death and destruction after being ravaged by the earthquake. According to the Xinhua News, in Dujiangyan, more than 1,000 students and teachers from Juyuan Middle School were buried when the building collapsed. In Beichuan, 80% of buildings caved. The collapse of two chemical plants in Shifang led to leakage of some 80 tons of liquid ammonia and the entombment of hundreds of plant workers. Power supplies of the worst-hit areas were disrupted after the quake. Rescuers had entered 3,592 villages by 7pm on 18 May; another 77 were still out of reach given transporta-



tion and telecommunication problems. At present, disaster relief efforts in Sichuan focus on rescuing survivors, resettling victims, repairing damaged infrastructure, comforting victims, maintaining social order and preparing for reconstruction.

Government response

President Hu Jintao swiftly called an emergency meeting of the Standing Committee of the Politburo and mobilized the People's Liberation Army, which began to secure large quantities of food, medicine, clothes and tents to be sent to the stricken area. "Saving lives should be the top priority," said President Hu.



Premier Wen Jiabao ordered intensification of earthquake monitoring and prompt alerts for possible aftershocks to prevent additional casualties. He flew to Chengdu, the capital of Sichuan, less than two hours after the quake hit. In so doing, he risked his own life to oversee and instruct the rescue work of the work-hit area. "The harder the times, the more important it is for us to stay together, help each other and succeed in relief work," said Premier Wen. He tried to encourage survivors, pledging that the Party, the army, and the government will come through in this most difficult of times.

CCTV and all other TV channels broadcasting across China interrupted normal programming to run 24-hour live reports about the quake-hit areas. On the evening of 18 May, CCTV hosted a special four-hour fundraising show called Love Dedication, which featured a wide range of entertainment, sports and literary, business and political figures from mainland China, Hong Kong and Taiwan. Donations for the show reached 1.5 billion CNY, according to CCTV.

In memory of the victims of the 12 May Wenchuan earthquake, the State Council declared a nationwide three-day mourning period from 19 to 21 May. The Chinese National Flag and Regional Flags of Hong Kong SAR and

Macau SAR were flown at half-mast and all public amusements were suspended. China's missions abroad were also ordered to observe the order, and condolence books are to be opened in China's foreign ministries, embassies and consulates around the world. The national public stood in silence for three minutes from 14:28 on 19 May 2008 – the time the deadly quake hit – while automobile horns, train whistles, ship foghorns and air sirens blared in unison. Many websites and newspapers printed in black and white from 19 to 21 May, and the Beijing Olympic torch relay was suspended for these three days.

Touching scenes in the hard-hit areas

There are many moving stories about the actions of self-sacrificing teachers and loving mothers – heroes who deserve commemoration.

According to CCTV, 50-year-old Tan Qianqiu, a teacher of politics at Hanwang middle school (30km from quake epicenter Wenchuan), died protecting his students. Rescuers found Tan's body in the debris of a collapsed school building on the night of 13 May, his arms spread over a desk harboring four of his students alive underneath. "Teacher Tan is a hero, without his protection, we would definitely have died," said one fortunate student.



According to China Daily, 29-year-old Zhang Miya, a mathematics teacher at Yingxiu Township primary school,

Rescuers found Tan's body in the debris of a collapsed school building on the night of 13 May, his arms spread over a desk harboring four of his students alive underneath.

was found dead by rescuers on 13 May. Zhang, knelt on debris, embraced two students in his two arms spread like eagle's wings. Falling rubble from the building had struck his back, killing him, yet under his arms the children were alive. His only relatives in Yingxiu, his wife and 3-year-old son, both died in the quake.

Xinhua News noted a young woman's body buried beneath debris in Beichuan (160km northwest of Wenchuan) was found bent over, the palms of her hands flat on the ground. The rescuer found a three- or four-month-old baby sheltered beneath her, still alive, sleeping quietly and uninjured. Wrapped within the baby's blanket a cell phone displayed an undeliverable text message: "Dear baby, if you survive, please remember that I will love you forever".

In Dujiangyan, Xinhua News reported another three-month-old baby discovered still suckling on her dead mother's breast. When rescuers reached the infant, she breathed heavily. Her soft, pink face stood in stark contrast to her mother's pale, dust-covered breast.



China Daily reported that Jiang Min, a policewoman from Beichuan County, had lost 10 family members including her daughter, mother and grandmother in the quake. Upon hearing the news, Jiang did not leave the frontlines of her rescue work in Pengzhou city, continuing until she fainted from exhaustion.

Donations

Responding to calls for donations to aid rescue efforts, a number of Chinese and international companies, organizations and individuals have come forward.

As of 1pm on 19 May, China had received 8.927 billion CNY in cash and 1.909 billion CNY in goods for earthquake relief from donors at home and abroad, according to the Ministry of Civil Affairs.

Chinese citizens have also queued up at mobile collection centers to donate blood for victims in faraway Sichuan. Ten thousand units of blood and plasma have been transferred from hospitals in Beijing, Hebei, Tianjin and Shandong to help the aid effort.

Reflections

The inordinate number of students who died in the Wenchuan earthquake should incite all parties involved in school construction – developers, builders and local governments – to place quality and safe-

"Dear baby, if you survive, please remember that I will love you forever".

ty above all interests of supplies and expenses. It should not have had to, and hopefully will not again, take the loss of thousands of children's lives within minutes to erect school buildings that are at least as structurally sound as those around them, if not more so.



Send your support through the Red Cross

1) Donate Through Bank Remittance:

Account Name: Chinese Red Cross Foundation (CRCF)

Foreign Exchange Bank: Bank of China
Account Number: 800100086608091014
Swift Code: BKCHCNBJ

Bank of China Beijing Branch
Account Number: 800100921908091001

Beijing Dongsinan Branch, the Industrial and Commercial Bank of China
Account Number: 0200001019014483874

Beijing Chaoneidejie Branch, China Construction Bank
Account Number: 11001070300059000427
Hot line: +86 10 6513 9999

Account Name: Red Cross Society of China (RCSC)

RMB Account:

Account No.: 0200001009014413252
Bank Name: ICBC Beijing Municipal Branch Dong Si Nan Sub-Branch
Address: No.147 Dongsi South St. Beijing, China
Zip Code: 100010
Swift Code: ICBKCNBJBM

USD Account:

Account NO.:7112111482600000209
Bank Name: China CITIC Bank Beijing Jiuxianqiao Sub-Branch
Address: C&W Tower. No.14, Jiuxian-qiao Street, Chaoyang District, Beijing, China
Zip Code: 100016
Swift Code: CIBKCNBJ100
Tel: +86 10 6431 9780

2) Mail payment remittance

To: the Red Cross Society of China
Address: No.53 Ganmian Hutong Dongcheng District Beijing,100010

3) In-person donation

You may send the money directly to RCSC or its branches with the information of your address. Please notify donor's name and postal address clearly so that the receipt could be sent to you.



4) Online Donations:

Red Cross Society of China Website: www.redcross.org.cn

5) Short Message Donations:

China Mobile users type 1 to 30, China Unicom, China Telecom and China Netcom users type 1 or 2 and send to 1069999301, to donate 1 to 30 CNY to the Red Cross disaster relief.

6) In-kind donations:

You may send the items directly to your local Red Cross or the Red Cross in disaster-affected areas. According to the disaster relief team, "the most urgently needed relief items in the affected areas currently are tents, medical supplies, drinking water, food, plastic sheeting as well as disinfectants, waste collection and water purification material."

(Note: You may also send supplies to Chinese Red Cross Logistics and Service Center, No.43 Ganmian Hutong, Dongcheng District, Beijing)

Photos by www.fengniao.com & www.baidu.com

FORTE 复地
以人为本为益图

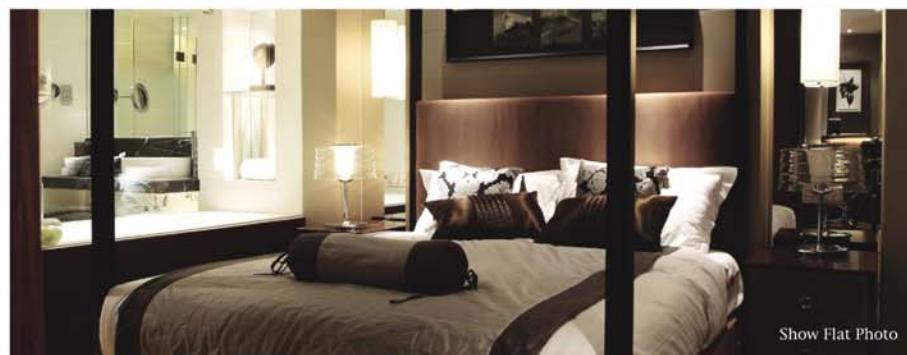
TIANJIN CENTRE Residences
天津中心公寓



Show Flat Photo



Show Flat Photo



Show Flat Photo

The most sophisticated because you deserve it

Tianjin Centre Residences, a supreme service apartment with **Raffles** five-star facilities and services

- First launch in China, with stylish, deluxe show flats for VIPs
- Over 100 units already sold in Hong Kong - a new sale record among projects in northern China
- International serviced apartments from RMB900,000 offer high-yield returns
- From 40m² studios and 80m² one-bedroom suites to 140m² two-bedroom suites
- Luxurious fittings, with a full set of internationally branded electric household appliances and furniture
- CBRE (Fortune 500) provides international property management and asset management services



All information in this pamphlet are for reference only and may be subject to change without any notice.
津国土房售许字(2007)第179-001号

FORTE 复地
以人为本为益图

Raffles
Hotels & Resorts

Hotel Management

CBRE Property Management
CB REITING CLUB
世邦威脣

hlw

Architecture Design

CCD
香港新中行设计事务所

Interior Design

ATKINS

Landscape Design

