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Insight Into a Changing Tianjin  
**BUSINESS**

MAGAZINE

**TIANJIN**



# Food Safety Scrutinized

**Road to the Olympics  
New Labour Law Summarized**



# Business Tianjin MAGAZINE



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**Business Tianjin**, the only English-language business journal in Tianjin. You can depend on it as a prime, reliable source of information concerning **Tianjin's socio-economic development, Tianjin's New Binhai Area development, 2008 Olympic economy, and trends in foreign and domestic investment, financial affairs and its booming service-industry sector.** Well-illustrated and complete with economic and trend analyses given by experts, **Business Tianjin** will be an indispensable guide for international businesspeople working in Tianjin.

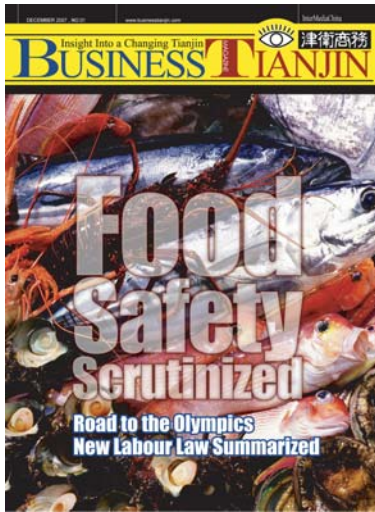


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## *Dear Reader,*

*We at Business Tianjin are thrilled to debut the first and only English language magazine devoted to business, commerce and trade in Tianjin. From this day forward, you can confidently turn to us for the most topical, relevant and objective insight into business activities specific to northeastern China, and their relation to the national and global markets as a whole.*

*Our top-notch Tianjin team of local and international businesspeople, residents, writers and reporters will monthly pool their collective acumen to assist both new and seasoned businesspeople – and their families – to smoothly enter and maneuver their careers in this rapidly developing and expanding region.*

*Each month you can expect Business Tianjin to open with a concise two-page briefing of vital local news from major reporting agencies, followed by up-to-date statistics and an exclusive interview with key players in the Tianjin market. We then translate important, new law policies and summarize them in clear, concise terminology. Our feature stories touch on issues concerning both business and personal matters, such as this month's report on the aftermath of China's global food quality crisis. Finally, each issue ends with informative columns on the ever-active Tianjin lifestyle.*

*As a growing periodical in this growing environment, we welcome all input and inquiries. If you are interested in contributing to a future Business Tianjin, or just have questions or comments on an article, please don't hesitate to reach out to us at the contacts on this page. We hope that this magazine will serve as a platform for constructive communication in the Tianjin region and beyond.*

*Sincerely,*

*Jamie Michael Kern  
Chief Editor – Business Tianjin*

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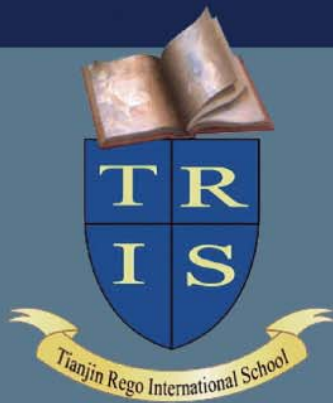
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# Editors & Contributors Needed

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

Applicants should be native English speakers with experience in reporting and editing.

Basic knowledge of Chinese language and culture are a plus.



If interested, please email your resume and writing samples to [editor@intermediachina.com](mailto:editor@intermediachina.com)

## GENERAL

**Tianjin one of China's "200 Charming Cities 2007"**

A list of the 200 Charming Cities 2007 in China was publicized on 5 August in Singapore. Tianjin listed among the cities, chosen by the Chinese Patriotic Chamber of Commerce, World Union of Enterprises, US-China Economic Trade & Investment General Chamber of Commerce, China Famous Brand Web and others. The 200 cities joined the "2007 World Famous Brand Convention & 4th Chinese Brand Convention" on 28 August in Singapore.

- *Tianjin Daily*

**China to realize full industrialization by 2021**

The composite index of China's industrialization should reach 100 by 2021, according to China's first Blue Paper for Industrialization unveiled by the Chinese Academy of Social Science (CASS). The index comprises five main indicators: GDP per capita; gross product ratio among the agriculture, industry, and service industries; proportion of manufactured goods to total consumer goods; population urbanization rate; and employment rate in the agriculture, industrial, and service industries.

- *China Daily*

**Mexican tycoon becomes world's richest man**

Mexican tycoon Carlos Slim Helu is the world's richest man, worth an estimated 67.8 billion USD,



overtaking Bill Gates. Mr Slim controls Latin America's largest mobile phone operator, America Movil, whose share price soared 27% in just three months this year, making him about 8.6 billion USD richer than Mr Gates.

- *New York Times*

**Guarantee deposits check big industries**

The Ministry of Commerce publicized a new catalogue for labour-intensive processing of 1853 products — such as plastics, furniture and textiles which have been subject to customs restrictions since 23 August 2007. Enterprises engaged in the production of these products are required to establish a "standing book deposit" for each

contract in the Bank of China, the designated bank of China Customs. When enterprises export processed goods within the allotted time and finish cancel-after-verification formalities, deposit and interests shall be handed back. This policy aims to control resource-intensive, highly polluting and high energy-consuming industries of eastern China.

- *Li&Feng Research Centre; Ministry of Commerce.*

**EU Chamber of Commerce in China welcomes anti-monopoly law**

China's first anti-monopoly law was passed on 31 August, effective 1 August 2008. Joerg Wuttke, President of the European Union Chamber of Commerce in China, said, "The European Chamber welcomes a more open economy and a level playing field for business in China. We hope the Anti-Monopoly Law will contribute to this. Most important, curbing monopolistic behavior should allow Chinese consumers to benefit from greater economic efficiency and stronger protection against the abuse of market dominance. They should enjoy greater choice and lower prices".

- *EUCCC website*

**"Special war" launched to raise product quality**

The government declared a four-month "special war" against poor product quality and supervision after a worldwide spate of safety concerns over Chinese products. Eight categories of products are involved: pork, drugs, agricultural products, processed food, food in the catering sector, import and export products, and other products related to public health such as toys and electric wires.

- *China Daily*

## FINANCE

**Tianjin's GDP grows 14.5% in first half of year**

Tianjin had a total GDP of 231.2 billion CNY in the first six months of 2007, a year-on-year increase of 14.5%, which was 0.7% higher than the first quarter of 2007.

- *Tianjin Daily*

**Property prices up 7.1% in major cities**

Property prices in the country's 70 large and medium cities rose by 7.1% on a yearly basis last month despite the government's efforts to cool down the market, the National Development and Reform Commission (NDRC) said.

- *China Daily*

**China tightens rules on foreign property investors**

China is tightening its grip once more on foreign investors in Chinese real estate, banning them from borrowing offshore in the latest effort to tame property prices and cool the economy.

The new rule, set out in a circular from the State Administration of Foreign Exchange, could squeeze foreign investors who take advantage of lower interest rates outside China.

- *China Daily*

**Foreign investors limited to 25% in insurance firms**

The combined level of foreign ownership of a domestic insurance firm must not exceed 25%, while a single foreign investor can own no more than 20%, according to a draft rule published by the China Insurance Regulatory Commission (CIRC).

- *Xin Hua Net*

**Fuel tax will not mean price hike**

The long-expected imposition of a tax on fuel will be timed so it does not coincide with a rise in general fuel prices, said Cong Ming, an official of the State Administration of Taxation. Cong was keen to reassure consumers about the impact of the fuel tax, stressing that it will replace existing road maintenance taxes and therefore not affect fuel prices. The country's two major oil refiners, China National Petroleum Corporation (CNPC) and China Petroleum and Chemical Corporation (Sinopec), have lobbied the National Development and Reform Commission (NDRC) for an adjustment in retail fuel prices in response to continuing price hikes in the international crude oil market.

- *China Daily*

**Min Sheng bank launches phone service in English**

English-speaking customers of China Min Sheng bank can take advantage of various financial services, such as viewing account balances and paying phone bills, over the telephone. China Min Sheng bank's voice self-service in English will help enterprise customers and credit card customers to control their accounts remotely. Min Sheng bank has opened the telephone banking hotline, with the number 95568, in 24 cities across China.

- *China Daily*

### 5th interest rate hike to drain excessive liquidity

China's central bank raised interest rates on 14 September for the fifth time this year in an apparent bid to rein in rising food prices, excessive bank lending, and prevent bubbles in the heated property and stock markets from growing. The one-year deposit rate will increase 27 basis points to 3.87%, and the one-year lending rate by the same amount to 7.29%.

-China Daily

## TELECOM & TRANSPORTATION

### China Mobile's IM tool heats up market

China Mobile formally launched an instant messaging (IM) commercial service under its own brand and moved into a



market dominated by Microsoft's MSN division and Hong Kong-listed Tencent Holding Ltd. Fetion, China Mobile's IM tool, enables handset users to chat with other Fetion customers over the mobile Internet offered by its GPRS network, either with a mobile phone or PC. The interface is similar to MSN messenger and Tencent's popular QQ. The producer is expecting to add a number of new offerings such as games and video phone calls to Fetion. When using the mobile IM tool, users pay for the mobile Internet traffic over the GPRS network.

- CRI News

### Nonstop trains between Binhai Airport & Capital Airport

The completed Beijing-Tianjin Intercity Railway Transportation has reduced transit time to about half an hour, with minimum departure intervals of 3 minutes. The Ministry of Railways is beginning to plan extension of the Beijing-Tianjin Intercity Railway to both Capital Airport and Binhai Airport, realizing nonstop travel between the two.

- Enorth.com.cn

### More flight rights for US-China routes

The US Department of Transportation has approved two new US-to-China flights and proposed four more. Delta Airlines was approved to offer nonstop flights from Atlanta to Shanghai, starting in April. Meanwhile United Airlines won the right to offer direct flights between San Francisco and Guangzhou, beginning spring of next

year. In the pipeline are four new daily flights beginning in 2009: American Airlines for the Chicago-to-Beijing service, Continental Airlines for the Newark-to-Shanghai service, Northwest Airlines for the Detroit-to-Shanghai service, and US Airways for the Philadelphia-to-Beijing service. Final approval of the flight rights will be announced soon. There are currently seven non-stop US-China routes. United holds five while Continental and American fly one each.

- Enorth.com.cn

### Tianjin to build new subway line



Tianjin is to have a third subway line at a cost of 12 billion CNY (1.6 billion USD). The design and construction plans have been approved by the Municipal Construction Committee and Development and Reform Commission. The line will run southwest to northeast across the city, connecting the two overland rail stations. It is expected to be completed in 2009.

- Tianjin Daily

### Genuine Olympic memorabilia at your local post office

Six Tianjin post offices began selling officially licensed 2008 Olympic merchandise on 8 August 2007. Mascot dolls, souvenir coins and badges, and other genuine Olympic memorabilia can now be purchased at He Ping road, Dong Lou, Ba Li Tai, Ke Mao Jie, Tian Shan road and Tang Gu Ying Kou Dao post offices.

- Morning Post

## LOGISTICS

### Tianjin port throughput reaches 200mmt

Total cargo throughput for 2007 at Tianjin's port reached 200 million metric tons on 18 August, breaking the threshold 50 days earlier than last year. Tianjin's port has improved its efficiency by using non-port cities such as Zhengzhou and Shijiazhuang



as one-stop customs service centers this year. The port's close connection with inland cities is seen to have simplified customs clearance procedures, reduced transportation costs and improved the quality of service.

- Tianjin Daily

### Tianjin Port moves to boost throughput

Tianjin Port joined hands with well-known ship companies, dock operators and logistic enterprises to speed up the production building of port. On 20 September, Tianjin Port Universal Ro/Ro Wharf Engineering and European-Asian International Container Wharf Engineering started up at the same time. They will increase the automatic throughput by 500,000 cars and container throughput by 1,700,000 standard cases.

-Tianjin Daily

## SERVICE

### Service-outsourcing center settles in TEDA

In order to support the development of the service-outsourcing industry and intensify assemblage of industrial advantages, Tianjin Economic-Technological Development Area (TEDA) decided to build a base especially for service outsourcing and to help provide a platform for companies in the area to share information, policies, scale accumulation and resources.

- Tianjin Daily

### Apartment for white-collar workers built

Construction began this October on the first apartments for white-collar workers in the Airport Industrial Park of Tianjin Port to meet the increasing housing demand of advanced white-collar workers and foreign personnel. The first phase of the project will be completed by the end of 2008.

- Tianjin Daily

### Spiraling prices spur new lending rules

On 28 September, the central bank tightened lending and raised the mortgage down payment for second homes to 40% from 30% in the latest move to curb surging property prices. Down payments for commercial properties such as offices and shopping malls were increased to 50% from 40%, and the rule stipulates that banks can not lend money to developers who stockpile land. The rules are expected to take effect immediately.

- China Daily

## 300

The European aircraft maker Airbus plans to deliver 300 A320 planes from an assembly line in Tianjin by 2016 to satisfy China's demand.

## 2008

This year, for the first time in human history, the earth's population is more urban than rural. According to scientists from North Carolina State University and the University of Georgia, a predicted global urban population of 3,303,992,253 will exceed that of 3,303,866,404 rural people.

## 162,000,000

There were about 162 million internet users in China at the end of June 2007, according to the China Internet Network Information Centre (CINIC). China is rapidly closing in on the United States, whose estimates range from 165 to 210 million internet users.

## 100

A real 100 yuan note without a serial number was discovered in Shang Rao, a city in east China's Jiangxi Province. A serial number should be present on the right-hand side of a 100 yuan's front face, but no such figure can be found on this peculiar note. A Jiangxi branch of the People's Bank of China carefully examined the note and reached the conclusion that the note, printed in 1990, is indeed "incomplete" but not counterfeit.



## 100,680

A funeral home in the southwestern Chinese city of Chengdu recently received a big contract, preparing a 100,680 CNY (approx 13,480 USD) funeral for a deceased dog. A senior staff member of the funeral home said at first they refused to arrange such a luxurious funeral for a dog, but were later moved by dog's owner, Mr. Lin, and his story.

## 7

The Great Wall of China was named as one of the new seven wonders of the world in the Portuguese capital of Lisbon on 9 July 2007. Brazil's Statue of Christ Redeemer, Peru's Machu Picchu, Mexico's Chichen Itza, Jordan's Petra, the Colosseum in Rome and India's Taj Mahal completed the list of modern-day wonders.



## 0.5%

On 30 July, the central bank raised the amount that lenders must hold in reserve by 0.5% points for the sixth time this year. The increase in the banks' reserve requirement ratio will take effect from 15 August, the central bank said in a statement on its website.

## 150,000

In honor of the brand's 40th anniversary, Cohiba unveiled a limited edition cigar series, dubbed Behike. This world's most expensive cigar costs 15000 EUR (150,000 CNY) for a 40 count humidor box, or 375 EUR individually.



## 540,000,000

As many as 540 million Chinese are exposed to second-hand smoke, 180 million of which are under the age of 15. The number of smokers in China has reached about 350 million, the highest in the world. Approximately 100,000 of the 1 million Chinese who die from smoking-related diseases each year are passive smokers.

## 40

Forty of the "Top 500 World Famous Brands" 2007 recently announced in Singapore are Chinese.

## 1,550

China's civil aviation is growing faster than any other nation's. The country will have 1,550 aircraft in service by 2010.

## 13

A supermarket in northeast China's Shenyang city made the biggest moon cake ever, attracting large numbers of onlookers. Ten cooks spent ten hours on the 13-ton giant moon cake, which contained ten different stuffings, including white lotus seeds, red bean paste and pineapple.



## 350,000,000,000

The retail sales of consumer goods in China rose 16% year-on-year to almost 350 billion CNY during the week-long National Day holiday in 2007. Retail sales are boosted as more Chinese people travel, gather for family reunions, buy more commodities, and hold weddings during the seven-day holiday known as the "golden week".

## 18%

China's net crude oil imports reached 108.2 million metric tons during the first half of this year, up 18% year-on-year, according to data from the General Administration of Customs, AFP reported. Domestic crude production rose 1.3% to 124.7 million tons over the same period. Industry observers warned that China's oil imports might account for more than 50% of China's petroleum needs within a year or two due to rapid economic growth. Last year, oil imports made up 47% of the country's overall consumption at 138.8 million tons of crude, up 16.9% from the previous year. China is currently the world's second-largest oil importer, after the US.

## 14,000

More than 1,4000 people died of heart disease in Beijing last year, the municipal health bureau said. This accounts for 23% of all deaths in the capital, second only to cerebrovascular disease.

## 5,380,000

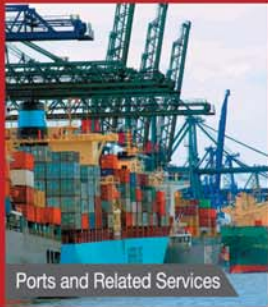
Tropical storm Krosa affected more than 5 million people in east China's Zhejiang province after it drenched the nation's southeast coast. The storm, which had prompted evacuation of more than 1.41 million people in the two provinces, affected 5.38 million residents in 649 townships of seven cities across Zhejiang, incurring 4.58 billion CNY in economic losses.



# Success Through Excellence

On account of its excellent performance, Hutchison Whampoa Limited has received the "Fortune Global 500 - 2006 World's Largest Corporations" award by Fortune.

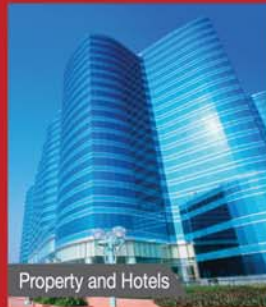
## 5 Core Businesses:



Ports and Related Services



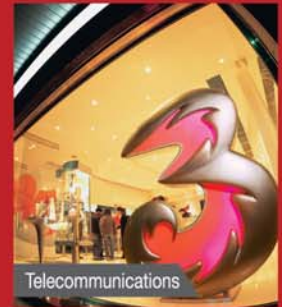
Retail



Property and Hotels



Energy, Infrastructure, Investments and Others



Telecommunications

## Key Property Development Projects:



Hong Kong - Cheung Kong Center

### An International Leader in Innovation

Hutchison Whampoa Limited is a leading international corporation committed to innovation and technology. Its businesses span the globe, with operations in 55 countries and over 220,000 employees worldwide. Hutchison has five core businesses: ports and related services; retail; property and hotels; energy, infrastructure, investments and others; as well as telecommunications.

### A New Style of Living by Hutchison Whampoa Properties Limited (HWPL)

Hutchison Whampoa Properties Limited is the property development and investment arm of Hutchison Whampoa Limited. It specializes in premium office, residential, retail, industrial, hotel and resort developments. HWPL also concentrates on a wide range of prominent developments in Hong Kong, Beijing, Tianjin, Changchun, Shanghai, Qingdao, Chongqing, Chengdu, Wuhan, Xian, Changsha, Guangzhou, Shenzhen, Dongguan, Zhuhai and Jiangmen. Its overseas interests have led to expansion into the United Kingdom, Singapore and the Bahamas. Additionally, HWPL holds a prestigious portfolio of premium hotels in Hong Kong, Chongqing and the Bahamas.

**The Heping District Yingkou Road Project is the first property development project of HWPL in Tianjin. It is based on the theme of an international metropolitan lifestyle. The Project is located directly above the ultra-convenient Standard Life Metro Station on Nanjing Road, the premium location in Tianjin. Included in the Project is a state-of-the-art office tower, 3 blocks of luxurious residential premises and a large-scale shopping mall.**



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Shanghai - Regency Park



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DIALOGUE WITH

# Mr. Hartmut Schaller

General Manager

Renaissance Tianjin TEDA Hotel and Convention Centre

**Business Tianjin sat down with Mr. Hartmut Schaller, GM of the Renaissance Tianjin TEDA Hotel and Convention Centre. As one of the most experienced businessmen living in Tianjin, and head of this prime destination for business travelers to the region, he shares his insight into establishing and maintaining a successful enterprise here.**



**How has business been for you here in TEDA?**

The Renaissance Hotel and Convention Centre is open now for three and a half years, and business has been picking up over the last three years quite enormously. We had of course a slow start but then every year our numbers are growing. And of course one of the causes is the business which comes into TEDA, to the Binhai New Area, over the last few years. If I look around – I've been here for four years now – at what has developed and what additional business has been coming in over the last few years, it's very encouraging.



Business is very good. The hotel is running on high occupancy. And our Convention Centre attached to the hotel is also picking up quite well over the last 12 months. If we look into the new year, 2008, we can see that there are a lot of activities, a couple of big conventions. And then of course the corporate business is also growing with the new companies moving in. So we are quite happy.

**THE RENAISSANCE HOTEL**

Our business philosophy is to provide the highest possible standard, to provide a business traveler with all the needs. We're talking about an international traveler, sometimes coming to China for the first time, so we try to help them to get used to the environment. They have language barriers, we help them. We try to give a little bit more support to our guests.

Ninety-nine percent of our business is business travelers. To make business, to attend

a meeting, to attend a conference, we need to provide them with the technical, sophisticated equipment. And rooms! The bed is the most important thing. If you sleep well and you're rested the next morning, you are different in your job. If you don't have a good night's sleep, your day is spoiled.

**THE CONVENTION CENTRE**

We have a very big convention centre, the biggest one definitely in Tianjin and in this area. It's the biggest convention centre our company has in China. We have right now 28 hotels in China, and this is one of the biggest as far as room numbers.

In 2005, after the hotel was open and we had all the 543 rooms in operation, we hosted the 6th Finance Ministers Conference here in TEDA. We had participants from 48 different European and Asian countries. It was one of the highlights after the hotel was opened. We've been very fortunate to have the Fortune 500 companies of China hosting their conference here, commercial business, and also many functions from the local government and the central government.

This is our main selling point – meetings, conferences and conventions. We are connected to the Tianjin airport, and of course Beijing is not very far away, so transportation is very convenient. And being a part of the Marriott hotel group, and as a Renaissance hotel, very distinguished, individual, personalized service. We like to say that this hotel, for our guests, is a home away from home.

**What brought you to this home away from home?**

I've been working with the Marriott hotel group for 16 years and I've been in the hotel industry for more than 30 years, mainly in European countries. But this is my first assignment in China. I had heard so much about the development, the growth, so I was always very interested to come to this part of the world, to get this experience, to get to know a new culture. Of course when I first came four years ago it was not easy, because I had to adapt to a different culture. But I think I managed quite well, and after four years living and working in China I feel like – I'm not saying "half Chinese" – but I'm very happy here. I'm very happy that I decided to come here.

**ON THE LANGUAGE BARRIER**

I tried. When I first came I tried, but it's very difficult to learn, especially when you're working every day and you're busy. If you want to learn a language like Chinese you need the time to concentrate and to really get into it and spend every day learning. But if you have to do it beside the job you're doing, it's very difficult. I'm not talking about writing and reading, that's next to impossible. But I would like to speak a little bit more. So far I haven't had the chance, but I'm not leaving China. I'm going to stay for a few more years. Maybe eventually I will pick up more Chinese.

**How did this post differ from your European assignments?**

**OWNERSHIP**

My previous assignment was in Munich, Germany. The hotel was owned by Marriott. So the difference between here and Europe is the owner relationship. This hotel is not owned by Marriott. We only manage it; we have a management contract. It's owned by the local government, the TEDA government, 70 percent. So the relationship with the owning company is very close. I deal more with the owning company, with the owners, with the government than with my own company, Marriott. That's a little bit different from Europe. In Europe some hotels, they don't even know their owners. Their coordinating relationship is only with management.

**HOSPITALITY**

Here, in this part of the world, you find more hospitality-minded people, I think more than in Europe. Hospitality-minded in a way that

they're very focused on their guests and on their guests' needs, on the service and on details. In Europe more people are doing different jobs at the same time, so wages and expenses are much higher. You have less staff than here in China or in Asia, so they have to look after different jobs, and that sometimes distracts them a little bit from their main focus.

**INVOLVEMENT**

Associates are more involved in the daily life of the hotel. Some of our associates come from quite far away, which means when they come here on a one- or two-year contract they are very focused on the hotel. They can not go home in the evening. So this is also their home. It's like a big family, and it's not only for the 8 hours and then they go home. They are more or less in the hotel and part of the hotel for the whole week, for the whole year.

**What challenges have you and your colleagues had to overcome here?**

**TRANSPORTATION**

The main challenge we have is during the winter period, between November and February, sometimes up through March. Because the airport in Tianjin is mainly for domestic flights, all the international travelers have to come in through Beijing. And sometimes during that period of time the road and the traffic are very unpredictable. We had a couple of occasions where they closed the airport in Tianjin, they closed the highways to Beijing, and people got stuck in Beijing or even on the highway coming to TEDA.

We even have lost a few meetings and functions in the past. The hotel, the facilities, even the surrounding environment, everything was great. But companies decided it's a little bit of a risk to hold a meeting during that period in TEDA, because of the traffic.

Two years ago we had the big Siemens Management Asia meeting here, and that was in November. It was very, very difficult to convince them to have this meeting here. They liked the hotel, they liked the facilities, but they were concerned about traveling from different parts of Asia to this part of China during the month of November. This is our main challenge as far as business is concerned.

**STAFF EXPERIENCE**

It's quite difficult to get experienced staff, because they all want to go to Beijing, to Shanghai, they want to stay in the big cities, even Tianjin. There's competition to convince people to come to TEDA. If you look at the salaries, we don't pay more than other destinations. So we can not get the staff because of better pay. So what is the other option that we have? We need to show them that this is a nice place to work, that we look after our associates. This is, by the way, one of the priorities of our founder, Mr. Marriott Sr. You have to look after your associates, and then they will look after your guests. This is how we try to get them on board.

And then of course we need to develop our staff, to show them what they can do. It's not only that you come to TEDA, you work here, and then after two years, "What's going to be next?" You need to show them the opportunities not only in this hotel, but in other hotels in our company. They know that if they do a good job they can grow, climb up and take new positions. This is one of our biggest advantages.

**" It's not only that you come to TEDA, you work here, and then after two years 'What's going to be next?' They know that if they do a good job they can grow, climb up and take new positions. This is one of our biggest advantages. "**

**In what ways have the leaders of Tianjin's government affected business?**

**SHAREHOLDER INFLUENCE**

Obviously, because the government has the major share of the hotel, we benefit a lot from

the government-related business. We have many local and central government-related functions. Whenever there are visitors coming to Binhai New Area, to TEDA, even to Tianjin, delegations coming in, new companies moving in to have some feasibility studies, they're staying in the hotel. The director of Binhai New Area, Mr. Gou Lijun, I met him many times. And we had of course mayor Dai many times in the hotel for important events. We had the president of Italy, the prime minister of Singapore, the minister of Liberia, the former French president here during the last three years.

**PROACTIVE ACQUISITION**

This government is trying to get the business in, and is very, very proactive. I have seen Airbus when they came in for the first time to evaluate this area, to have a feasibility study, and I know they went to other cities like Xi'an before they did the investment, before they decided where to build the company. They came into TEDA with a big delegation, and were received by the TEDA government and also by the Tianjin government in this hotel.

And I remember they had the presentation in this hotel. The presentation of Binhai New Area was very professional. One of the VPs of Airbus – he was German and I happened to talk to him for a little while – said to me, "You know, this presentation, what we have seen here, was the best." So right at the beginning I had a good feeling that Airbus was coming into this area.

**OUTMODED POLICIES**

On the other hand, I have to say, in some areas, the government is a little bit old-fashioned, a



little bit behind in their thinking. I'll give you an example: In our hotel, until maybe two months ago, we received all the international channels. About two months ago, the local authorities wrote a letter to us saying that as of October 1st we will not be able to receive any more sports channels, no more ESPN, no more Deutsche Welle. It's all gone. Why? "I'm sorry. It's illegal."

CNN we still have. We don't have BBC. We have no international sports channels, except CCTV5, but this is all Chinese.

#### **What advice would you give to business-people who come to China for the first time?**

When I came to China first, this is what I always remember: The culture in China is different, the way you do business. There are certain rules.

Sometimes people don't understand and they want to jump, they want to say "Come on, let's do it. Finish and let's go." You need to have more patience, more listening and not so much arguing. And then you make your decision and meet again. You go out for lunch. Even if people argue and they don't get to the point, they still go for lunch. In Europe you would never do that. If you have a meeting and you don't agree in the meeting, you would split – you go for lunch, I go for lunch, then we meet again. But here you go together to lunch, you have a few Mai Tais, and then you go back and have another meeting. This is what you need to adapt to. You can not do it the western, the European or the American way. And then you will succeed, even if it takes a little bit longer.

Very often at the hotel they book three nights, because in three days they'd finish the business. Then they say, "We have to stay two more nights," or three more nights. Why? Because they realize that business takes a little bit longer to get to the final stage, to get to the agreement. And you can not change it. If you try to change it you will not succeed. Don't try to change the culture, to change the way business is done.

And if a business traveler comes in and he is looking for a hotel, of course my advice is to stay at the Renaissance Hotel.

#### **How do you spend your leisure time here?**

You know what? I played golf before I came to China. And the golf course I played at was about an hour away from the hotel. I came to China, I have a golf course in front of me. I never played. I tell myself "next week, next week". Now I'm leaving and I've not played on this course. The reason? During the week I don't find the time. Usually I have quite a long day: I start 8 to 8:30 in the morning and usually stay until 9 or 10 in the evening.

Personally, I have a fiancée in Shanghai who I met in China. So I've been traveling to Shanghai back and forth all the time, weekends, Friday evenings, Sunday evenings. And that's one of the other things which I really liked to do over the last three years – not only going to Shanghai for the weekend, I also like to see other areas of China. So instead of spending my weekend on the golf course, I tried to go to Xi'an, I went to Guangzhou, to Xiamen, to Hongkong, to Shenzhen and Sanya. I was trying to see as much as I can of China, to get to know China, to get to know different areas,

different provinces and also get to know people.

And I went to Tibet this year. I have two children, they live in Germany. My son is 18 and he came to China this year – they have been many times and are coming this year to stay with me for Christmas. So I took my son to Tibet for five days. We had a tour guide, and of course I want to see the highlights like the palace and the monasteries. But I also want to go where the locals are, I want to see how the locals live. So he took us to some very small villages out in nowhere. Some of the people there, they couldn't understand that there was a foreigner coming. Maybe they had never seen a foreigner before. And this is what I like very much in any country.

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

As you might know, I will be leaving the hotel on December 4, and I'm taking over a new hotel on December 5, the Renaissance Hotel in Shanghai. So I'm moving to Shanghai, and it's with mixed feelings, of course. After four years it's not easy to go. When I came here first the hotel was not even opened, it was all under construction. We were trying to organize everything, to get the hotel running. We had to employ staff, to find staff dormitories outside. We had to establish the business. So it's like a newly born child, it's my baby. And then we opened the hotel, and had very successful years in 2004, 2005, 2006 and also 2007. So I'm very proud of this hotel, and I'm very proud of my staff, all my associates who helped me to bring this hotel up. It's not easy to go, but in the hotel industry it's quite normal that you stay for three or four years and then move on to another hotel.

I'm a little sad to leave TEDA, but I'm still looking forward to this new opportunity. And my relationship, when I move to Shanghai, will be a little bit more convenient. So for me, in my private life, I'm looking forward to Shanghai. But I will be coming back to see what has developed in a year or two. I can see so many buildings coming up now. I remember four years ago when I lived out here on this side, there was nothing. All these buildings you can see up here was nothing. That's all new, and there's more to come. More apartments, more office buildings, also more companies moving in. So this is very exciting, this area. I'm sure in a few years' time the dream of Binhai New Area – to become the new Pudong – will come true. But it will take a few more years.



# New Labour Contract Law Summarized

**T**he new comprehensive Labour Contract Law (LCL) in China was passed on 29 June 2007 by the Chinese Standing Committee of the National People's Congress and will take effect starting 1 January 2008.

Although the LCL includes some provisions that have appeared in previous legislation, what makes this new law different is the Chinese government's apparent willingness to enforce mandates to protect employees' legitimate rights and interests. Under the LCL, employers are required to give employees written employment contracts, the use of temporary labor is restricted in certain ways, and termination of employees requires more diligence. Foreign companies are concerned that the law will overprotect workers' rights, while dismissing their own interests. Some foreign investors consider the new law will make it more difficult to do business in China.

Both employers and employees have concerns about the law's ability to protect their rights and interests. They are also not sure whether enforcement organizations will be able to strictly implement the law.

## Key points of the new Labour Contract Law:

### *Probationary Periods*

Articles 19 to 21 provide that the contracting parties may decide on a probationary period for new employees, the maximum duration of which is determined by the length of the contract. Employers may not terminate employees during the probationary period unless they can prove that the employee did not meet employment conditions. What constitutes adequate proof, however, is not defined in the new law.

Contract Length	Probationary Period
3 months to 1 year	≤ 1 month
1+ years to 3 years	≤ 2 months
3+ years or open-ended	≤ 6 months

### *Training Costs*

Article 22 of the LCL allows employers that incur training costs for particular employees to require a fixed term of service from those employees who receive such training benefits, and permits employers to collect damages from employees when they are in violation of their term of service.

### *Non-compete Agreements*

Articles 23 to 25 of the LCL provide that contractual parties may decide on specific geographic restrictions and compensation for violation of non-compete clauses, but the term of the agreement may not exceed two years. Non-compete clauses may only be included in contracts with senior management, technical personnel, and employees with a confidentiality obligation.



## Layoffs

Enterprises are required to notify labour unions or "employee representatives" 30 days prior to any layoffs under the 1995 Labour Law. Under Article 41 of the new LCL, employers must now also provide an explanation to the labour union or entire staff for layoffs involving 20+ employees or 10%+ of the entire staff.

## Severance

Severance pay is now required under Article 44 of the LCL in various situations such as bankruptcy, closing a business or when a fixed-term contract expires but the employee has not been offered another contract of equal or better terms. In those circumstances, employees are to be paid one month's salary for each year of employment with the employer – up to a certain maximum compensation.

## Role of Labour Unions

Compared to the current labour law, Article 78 of the LCL grants labour unions a greater role in negotiations and decision-making. Employers are required to consult with their labour unions or "employee representatives" on an "equal basis" in setting policies regarding labour compensation, work hours, rest and leave, labor safety and health, insurance and benefits, training, and labour discipline and quotas, among other issues.

## Impact on Current Employment Contracts

Current Employment Contracts shall remain in effect. Under Article 97 of the LCL, employment contracts entered before 1 January 2008 and still effective then will continue to be effective under their original terms. However, the then existing employment contracts that are not in written form must be put in writing within one month, that is, before 1 February 2008.

For employment contracts that are entered before 1 January 2008, but are terminated after the LCL takes into effect, the LCL will be the basis for calculating severance.

Applicants should be native English speakers with experience in reporting and editing.

Basic knowledge of Chinese language and culture are a plus.

## Editors & Contributors Needed

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



If interested, please email your resume and samples to  
[editor@intermediachina.com](mailto:editor@intermediachina.com)

## Warm Clothes and Blankets for the Xinzhong Elementary School

**Donation date;** Saturday 8th of December 14.00-17.00

**Location** MEA education centre and Kultur Kafe in the Blue Castle Complex, Building F,S-116A / NO.3, West Dang Wang Road Chaoyang District / near Dawang Lu subway stop(地址: 北京朝阳区西大望路3号蓝堡国际中心F栋S-116A)

**Reward** a glass of hot German Glühwine

**WeiNing** is an autonomous county in Guizhou province and one of the poorest regions in China. Needs are particularly acute during the long winter as high altitude means temperatures can drop to -20 degrees. Children who travel from outlying town lands up to five hours away sleep in the schools, which, though barely adequate, are often the best buildings in local villages..



**We are** a group of friends in Beijing who feel we should share some of our privileges with the children of Xinzhong. So we're collecting winter clothes, blankets and money. Transportation to the school has already been arranged by Boxinves, a foreign owned business based in Beijing and Tianjin. Hence your donations will be delivered directly and effectively to the school. Photos will be taken upon delivery to show how your donations are being received and put to use.

**Please support the children of the Xinzhong elementary school.**

**Contact:**  
Lukas [contact@lukasbirk.com](mailto:contact@lukasbirk.com) mobil 13439 780 763  
Mark [contact@markgodfrey.eu](mailto:contact@markgodfrey.eu) mobil 13910 137 447



**D**uring the first half of 2007, government sources show that totally 991 batches of products from 781 food production enterprises were tested by the Tianjin food safety supervision departments. Of those batches, 872 (88%) passed inspection standards. An especially scrutinized 335 batches from 289 enterprises received the Food Production License at a 95.8% pass rate.

Random tests of 41,211 samples of food conducted by the food safety supervision departments of Tianjin municipal government revealed that 100% percent of five major categories of food products (rice, flour, cooking oil, dairy products and candies) were safe for consumption.

Meanwhile, 124 products were pulled from store shelves for failing quality inspections, and their manufacturers' failures were recorded in an enterprise credit management system that will serve as a reminder in future operations.

Both the central and local governments have taken stringent measures when it comes to food safety. They have established a complete system monitoring all phases of food production to ensure that the food we eat is safe.

### Comprehensive Monitoring

The monitoring of food safety begins on the farm, where vegetables and animals are subject to testing on a regular basis.

About 50% of the agricultural products consumed in Tianjin come from the neighboring provinces of Hebei and Shandong. To ensure the safety of those products, the Tianjin Municipal Government created a market-entry admission mechanism in 2003 to regulate all food products available on the local market.

For pork and vegetables, the system requires that wholesale markets in Tianjin sign contracts designating certain farms, cooperatives or companies as authorized suppliers, those qualified to enter the Tianjin market. Meats must be tested and granted certificates

by quarantine institutions at their origins, and are subject to quarantine and sanitization at checkpoints en route to Tianjin. Wholesale markets have been ordered to conduct random tests before they sell meat. Vegetables must be tested both locally and after they arrive in Tianjin.

Making sure agricultural products are safe from harvest or when butchered is just the first step.

Tianjin government has also established a market-entry admission system for cooked or packaged food products. The current system covers 35 major categories of pre-packaged food products and is expected to cover all processed food products by the end of 2007. Pre-packaged food products must pass several checks before being placed on store shelves. Companies must pass checks by local quality inspection authorities before applying for a business license to produce or process foods. Food products must be subject to quarantine before they leave their production facility, and qualified food products must be marked with the "QS" (Quality Safety) symbol before being made available for sale.

### Restaurant Inspection

In July 2007, a set of new standards for operations of small and medium-sized restaurants in Tianjin was submitted to the General Administration of Quality Supervision, Inspection and Quarantine for approval. It came into effect in October. The new standard raises the minimum threshold of restaurant footprints from 60 to 90 square metres. About one-third of Tianjin's restaurants and snack bars have had to make do with cramped quarters, often resulting in dirty kitchens. These restaurants were forced to close down or expand after the new standard took effect.

Industry insiders believe this measure will upgrade the overall quality of the Tianjin catering industry, because it will establish a bottom line for restaurant quality and sanitation.

To provide more guidance in restaurant



selection, the Tianjin Municipal Government is testing a restaurant classification campaign with select restaurants. Restaurants are divided into four grades (A, B, C, D) according to a set of nine criteria including purchasing channels and sanitary conditions.

A notice will be erected at the entrance of each restaurant informing diners of its grade. The campaign will expand to cover all the restaurants in Tianjin by June 2008.

### Emergency Response System

Although a complete system has been established to monitor food safety from the farm to the stove and dining table, problems still occur.

From June to September 2006, around 130 people caught parasitic infections after eating half-cooked Fu Shou Luo (Amazonian snails) in salads in a Beijing restaurant named Shu Guo Yan Yi.

On 22 August, the Beijing Food Safety Administration (FSA) ordered all wholesale and retail markets, restaurants and other





# Safety Scrutinized

food-supply companies to stop purchasing, selling or processing Fu Shou Luo. Stocks of Fu Shou Luo were destroyed. Violators of the order are subject to fines of up to 30,000 CNY (3,900 USD).

The restaurant culpable in this case was fined 410,000 CNY (53,300 USD) in accordance with the Food Hygiene Law of the People's Republic of China and the Administrative Penalty Law of the People's Republic of China.

On 14 January 2007, the FSA released an emergency response plan on food safety incidents and disease outbreaks. The FSA will issue alerts in times of food safety incidents in four descending levels of seriousness – red, orange, yellow and blue – based on the incident extent, effect and other factors. Citizens will be informed about the level of danger facing them, the time frame of the problem, the number of affected people and the geographical area in question.

## Regulation and Discipline

On 12 August 2007, a draft of the Tianjin Food Safety Rules was submitted to the

Standing Committee of the Municipal People's Congress for deliberation. One of the Rules calls for a food-recall system, stipulating that food producers are obligated to voluntarily recall foods that have quality problems and to report to food safety authorities within 24 hours. Prompt and proper action can mitigate punishments in such cases.

The Rules also specify punishments for different kinds of wrongdoing involving food safety. For example, all vegetables and aquatic products should bear an attached certificate of origin and product quality before they enter Tianjin market. Otherwise, those found accountable can be fined as much as 10,000 CNY (1,300 USD). And serious violations of food safety regulations such as the illegal use of additives or the injection of water into pork could result in fines of up to 500,000 CNY (65,000 USD). People held liable in extreme cases may face criminal prosecution.

The Rules also increase the credit costs of food safety violators. If a food company has its business license revoked for food safety

problems, the person in charge of the company will, over the next three years, not be allowed to work as the legal representative or manager of another food company.

## Guaranteed Safe Food for the Olympics

During the Olympic Games, millions of players, reporters, guests and spectators will flow into Beijing and Tianjin. Providing them with safe food is one of the greatest challenges facing organizers of the Games.

On 4 July 2005, the Beijing Olympic Games Food Safety Experts commission - a panel of 15 experts from home and abroad - began advising and consulting in the drafting and execution of the 2008 Beijing Olympic Food Safety Action Plan.

The committee has designated qualified butcheries, logistics companies and catering companies as suppliers for the Games. Supplier operations will be monitored by quality supervision authorities.

In accordance with the Action Plan, the committee has formulated a set of standards

that cover every minute detail in connection with food safety, ranging from testing of foods to their processing, packaging and transportation. Many of these are more stringent than the standards set by the World Health Organization.

The Action Plan calls for a food-tracing system to ensure quick tracking of food problems. Food provided during the Games will bear a special digital label containing basic information such as its origin, quality standard, and date of production.

The system can track the precise path taken by food in the food production system, from the producer to the consumer. Meals ordered with a special card will be recorded so that any food poisoning can be rapidly traced to its sources.

All these measures will be road-tested in the Good Luck Beijing trial games taking place from July 2007 to June 2008. The FSA has identified eight food products to focus on, including meat, bean-curd and dairy products. Food samples will be collected and stored for at least 48 hours, and more random tests will be conducted. Areas around the competition venues, scenic spots, shopping centres and transportation hubs have been marked for food safety monitoring, and food vendors operating without a license will be closed down.

Successful operations will be preserved after the Olympics as long-term measures to better protect residents and dining establishments.





## Business Tianjin MAGAZINE

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**Business Tianjin**, the only English-language business journal in Tianjin. You can depend on it as a prime, reliable source of information concerning **Tianjin's socio-economic development, Tianjin's New Binhai Area development, 2008 Olympic economy, and trends in foreign and domestic investment, financial affairs and its booming service-industry sector.** Well-illustrated and complete with economic and trend analyses given by experts, **Business Tianjin** will be an indispensable guide for international businesspeople working in Tianjin.

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# EUROPEAN CHAMBER IN TIANJIN

## GENERAL PRESENTATION

The European Chamber is a non-profit organization supported by members and corporate sponsors. With lobbying as the main business scope, the internal organization of the European Chamber is focused on assisting industrial sectors present in China according to the needs of members.

European Chamber Tianjin Office will open new Working Groups in the following industrial sectors: Environment, Logistics, Travel, Finance & Taxation, Legal and Energy & Utility Policy.

## NEW PUBLICATION

### • European Business in China Position Paper 2007/2008

The Position Paper provides an up-to-date European industry analysis of the current business environment in China and offers more than 100 recommendations for improvements.



#### Price:

Members: RMB250

Non-members: RMB500

The Position Paper is also available in CD-ROM format. To get your copy of **Position Paper 2007/2008**, please contact European Chamber Tianjin Office at +86 22 2352 0011, or send an e-mail to [Tianjin@euccc.com.cn](mailto:Tianjin@euccc.com.cn)

## EVENTS REVIEW

### • 2007/2008 EUCCC Position Paper Presentation in Tianjin 30 October 2007



The European Business in China Position Paper 2007/2008 was issued in September this year. It is the first Position Paper since the completion of China's five-year World Trade Organization transitional period in December 2006, and the seventh publication written and compiled by the members of the Chamber's Working Groups. On 30 October, Mr. Joerg Wuttke presented the Position

Paper to members of the Tianjin European Chamber and summarized the business developments, investment climate, and regulation environment in China. Mr. Wuttke also pointed out the problems faced by European enterprises doing business in China and highlighted key recommendations. The position paper will be given to the Chinese government at all relevant levels and provided to the 27 Member States via their Embassies in Beijing.

### • Factory Visit: IRIZAR Tianjin Coach Manufacturing Co., Ltd. 8 November 2007



Members of Tianjin European Chamber paid a visit to IRIZAR Tianjin Coach Manufacturing Co., Ltd., on 8 November 2007.

The GM of IRIZAR Tianjin Coach Manufacturing Co., Ltd., Mr. Jose Garcia, gave a welcome speech and briefly explained the origins and history of the company. IRIZAR is a BUSINESS PROJECT BASED ON PEOPLE, built on a system of self-management and participation, with the goal of achieving Business Excellence through the continuous satisfaction of its customers, people, external collaborators and society at large, thus generating social wealth and employment.

Mr. Hector Olabe kindly guided the group on a tour of the production facilities and explained the process of making a whole coach. The European Chamber thanks IRIZAR staff for an insightful tour and explanation of their business.

### • Tianjin European Chamber attended International Logistics Forum in Tianjin 8 November 2007



The Fifth PECC (Pacific Economic Cooperation Council) International Trade Investment Exposition/China International Logistics Real Estate and Service Trade Fair 2007 convened on 8 November 2007 in Binhai New Area, Tianjin. The Tianjin European Chamber was invited to attend the

opening ceremony and International Ports, Modern Logistics & Regional Economic Development Forum. The Forum showcased not only the achievements of the Tianjin logistics sector in basic logistic facility construction, technology, equipment and management, but the latest logistic concepts, technologies, and equipment of PECC members and EU countries as well.

### • 2008 Tianjin Official Tourist English-Chinese Map is Available

#### Price:

8 RMB each

To get your copy of the 2008 Tianjin Official Tourist English-Chinese Map, please contact European Chamber Tianjin Office at +86 22 2352 0011, or send an e-mail to [Tianjin@euccc.com.cn](mailto:Tianjin@euccc.com.cn)



## UPCOMING EVENTS

### • Local Board Meeting

Date: 12 December 2007

Location: European Chamber Tianjin Office

### • Roundtable with Binhai New Area Authorities

Date: December 2007

Location: Tianjin Airport Industrial Park

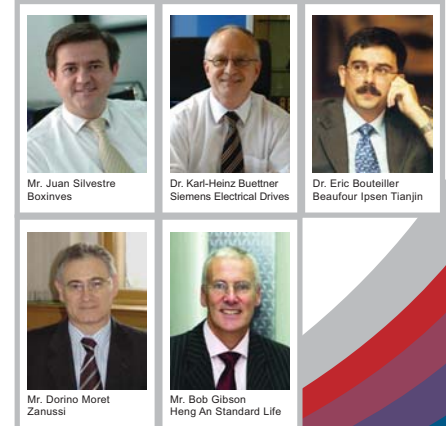
### • Factory Visit



Date: January 2008

Location: Prysmian Angel Tianjin Cable Co. Ltd.

## European Chamber - Tianjin Local Board



Mr. Juan Silvestre  
Boxinves

Dr. Karl-Heinz Buettnner  
Siemens Electrical Drives

Dr. Eric Bouteiller  
Beaufour Ipsen Tianjin

Mr. Dorino Moret  
Zanussi

Mr. Bob Gibson  
Heng An Standard Life



## American Chamber of Commerce Greater Tianjin Branch

- **Business Visa Service**
- **Meetings and Events**
- **White paper: American Business in China**
- **Washington Doorknock**
- **Publication**

### About Us

The American Chamber of Commerce - Greater Tianjin Branch is a voluntary organization representing over 100 companies, over 150 members, and over ten years of experience in Tianjin. The AmCham's mission has been to continue to provide a forum for Americans and their companies engaged in business in Tianjin. We also act as a medium between Chinese and U.S. government authorities to help foster vibrant and constructive commercial relations between the two countries.

### Benefits of membership

1. Embassy briefings with key US Embassy officials.
2. Business Visa Service privilege at US Embassy for AmCham members.
3. Opportunity to participate in the Washington Door-knock.

4. Opportunity to join the APCAC, in order to better understand the latest global business trends and extend business in the Asia-Pacific region.
5. Positive exposure to the local community by supporting local charities and businesses.
6. Opportunity for business and social networking with the other chambers of commerce in Tianjin.
7. Discounts given to membership cardholders at restaurants, hotels and transportation and living services.
8. Invitations to AmCham-sponsored seminars on topics of interest to the American business community in Tianjin.
9. A free introduction in the AmCham-Tianjin news-  
letter.
10. Discounts given to our members (including the employees in their companies) on our events.
11. Printing of the company's information in the yearly directory. Members receive the directory at no additional cost.

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# 天津韩国商会

The Korea Chamber of Commerce & Industry in Tianjin, China

하늘나루 天津, 천진에는 2,500여 韓國企業의 경영활동을 支援하며 中國에서 회원사 共同發展을 추구하고 신규기업이 安全하게 진출할수 있도록 도와주는 天津韓國商會가 있습니다.



**The Korea Chamber of Commerce & Industry in Tianjin provides consultation services for Korea investors, seeks mutual development between Korea and China, and boosts the business of more than 2,500 Korea enterprises.**

천진한국상회에서는 다음과 같은 사업을 합니다.

1. 회원 상호간의 친목활동 및 경영·업무 협조.
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4. 회원사 및 기업간 상거래 활성화 사업.
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# ROAD TO THE



**13 July 2001** - Beijing wins bid for 2008 Olympic Games.



**29届奥林匹克运动会组织委员会成立大会**  
Inauguration Ceremony of Beijing Organizing Committee for the Games of the XXXII Olympiad  
Inauguration du Comité d'Organisation pour les Jeux de la XXXII Olympiade à Beijing  
2001.12.13

**13 December 2001** - Beijing establishes 2008 Olympic Organizing Committee.

**3 August 2003** - Beijing unveils Olympic emblem.

The 2008 Olympic emblem "Chinese Seal, Dancing Beijing" resembles a Chinese seal stamp of a lively dancing figure. It combines elements of traditional Chinese culture with the true Olympic spirit.



fully reflects the essence and the universal values of the Olympic spirit: Unity, Friendship, Progress, Harmony, Participation and Dream.

**26 June 2005** - Beijing announces slogan for the Games.

"One World One Dream"  
(Chinese: 同一个世界 同一个梦想)  
tóng2 yì2 jìe4, yì2 ge4 shì2 jiè4 tóng2 yì2 ge4 mèng2 xiǎng3



Each Fuwa has a rhyming two-syllable name -- a traditional way of expressing affection for children in China. When the first syllable of each of the five names is combined, the result is the phrase

"北京欢迎你"  
(Beij3 jing1 huan1 ying2 ni3)

which means "Beijing welcomes you".

福娃 Friendlies



## Light the Passion



Planned Route for the 2008 Olympic Torch Relay

**11 November 2005** - Fuwa are unveiled as the mascots of the Games.

The Fuwa (Chinese: "福娃") embody the natural characteristics of four of China's most popular animals -- the Fish, the Panda, the Tibetan Antelope, the Swallow -- and the Olympic Flame.

**7 August 2006** - Beijing releases pictograms of 35 Olympic disciplines. Each pictogram is designed so that people of nations around the world can recognize the different sports being played at the Olympic Games. This set of sport icons bears likeness to Chinese seal script.



# THE OLYMPICS

## Share the Dream



2008 Olympic Torch Relay

### 8 August 2008, 8PM The Opening Ceremony of 2008 Olympic Games



#### 26 April 2007 - Beijing defines torch and relay route.

The Olympic torch - a red Chinese scroll-shaped tube with silver clouds in low relief - will be carried across 5 continents. The "Journey of Harmony" will traverse the ancient Silk Road and 135 cities, covering 137,000 kilometers in over 130 days, the longest distance ever for an Olympic flame to travel.



#### 15 April 2007 - Ticket booking for the Games begins.

The Beijing Organizing Committee for the 2008 Olympic Games (BOCOG) announced that more than seven million affordable tickets, including 26,000 tickets for the opening and closing ceremonies, are now on sale.

#### 27 March 2007-Beijing medals unveiled

The medal design was inspired by “璧”, China's ancient jade medallion inscribed with a dragon pattern. The medals are made of gold and jade, symbolize nobility and virtue, and embody traditional values of ethics and honor.

#### 28 August 2006-Volunteer recruitment begins.

Beijing needs 70,000 volunteers for the 2008 Olympic Games, and 30,000 for the following Paralympics. Though 750,000 in total have already applied to volunteer, registration will continue until March 2008.



# BUSINESS CHINESE LESSON

## Open a bank account 开账户

How to voice each tone

1 = monotone, flat note

2 = rising tone, like a question in English

3 = fluttering tone, like a ball that bounces and rises, or a frog's croak

4 = falling tone, like a direct command

### TERMINOLOGY:

1.	开账户 账户 开	kai1 zhang4 hu4 zhang4 hu4 kai1	to open an account account to open
2.	活期存款 活期 存款	huo2 qi1 cun2 kuan3 huo2 qi1 cun2 kuan3	current deposit current deposit or saving
3.	定期存款	ding4 qi1 cun2 kuan3	regular deposit account
4.	支票	zhi1 piao4	cheque
5.	需要	xu1 yao4	to need
	e.g. I need your help. 我需要你的帮助 wo3 xu1 yao4 ni3 de1 bang1 zhu4 In that sentence, "Help" is 帮助 (bang1zhu4)		
6.	想	xiang3	want to or would like to
7.	请告诉我... 请 告诉我	qing3 gao4 su4 wo3 qing3 gao4 su4 wo3	Please tell me... please to tell me
8.	这儿	zhe4 er	here
9.	什么	shen2 me	what
10.	一个	yi2 ge4	a/one
11.	我能...吗?	wo3 neng2...ma?	Can I ... ?
12.	区别	qu1 bie2	difference
13.	手续	shou3 xu4	procedure
14.	怎么...	zen3 me	How to...
15.	经管	jing1 guan3	to operate
16.	第一次	di4 yi1 ci4	the first time
17.	最低	zui4 di1	minimum
18.	限额	xian4 e2	limitation





I want to open a current deposit (savings) account.

我	想	开	一	个	活	期	存	款	账	户。			
wo3	xiang3	kai1	yi1	ge4	huo2	qi1	cun2	kuan3	zhang4	hu4.			

I'd like to open a fixed deposit account.

我	想	开	一	个	定	期	存	款	账	户。			
wo3	xiang3	kai1	yi1	ge4	ding4	qi1	cun2	kuan3	zhang4	hu4			

I'd like to open a cheque account.

我	想	开	一	个	支	票	账	户。					
wo3	xiang3	kai1	yi1	ge4	zhi1	piao4	zhang4	hu4					

Can I open a current deposit (savings) account here?

我	能	在	这	儿	开	个	活	期	存	款	帐	户	吗?
wo3	neng2	zai4	zhe4	er	kai1	ge4	huo2	qi1	cun2	kuan3	zhang4	hu4	ma?

Could you please tell me the procedure for opening an account?

请	告	诉	我	开	帐	户	需	要	什	么	手	续。	
qing3	gao4	su4	wo3	kai1	zhang4	hu4	xu1	yao4	shen2	me	shou3	xu4.	

Is there any minimum limitation for the first deposit?

第	一	次	存	款	有	最	低	限	额	吗?			
di4	yi1	ci4	cun2	kuan3	you3	zui4	di1	xian4	e2	ma?			

Could you tell me the difference between X account and Y account?

请	告	诉	我	X	存	款	与	Y	存	款	的	区	别。
qing3	gao4	su4	wo3	X	cun2	kuan3	yu3	Y	cun2	kuan3	de1	qu1	bie2

Could you tell me how to operate this account?

请	告	诉	我	怎	么	经	管	这	个	帐	户。		
qing3	gao4	su4	wo3	zen3	me	jing1	guan3	zhe4	ge4	zhang4	hu4		

If you met any problems in learning Chinese, please send us an email at [bizclass@intermediachina.com](mailto:bizclass@intermediachina.com).

We'll do our best to help you.

See you next month



**China's Middle Market**

*Forbes.com, 22 October 2007*

Orit Gadiesh and Philip Leung pay close attention to China's Middle Market, pointing out that there is a growing realization that China's middle market space—where multinationals and Chinese firms are going at it head-to-head—is the market segment from which the world's leading companies will emerge. Goldman Sachs estimates that China will account for 36% of the growth in the world's gross domestic product between 2000 and 2030, which indicates that the forward thinking companies should develop reliable-enough products and low-enough prices to attract the country's new mid-level consumers. In Mandarin, China is called “Zhong-guó”, which actually means “central country” and companies around the globe are discovering why.



**New Era of Chinese Medicine**

*Forbes China, October Issue*

China has historically produced authorized generic drugs, but the influx of biotechnology is providing the country golden opportunities for patent drug production. Fund shortages have been absorbed by entrepreneurs looking to further involve themselves in this budding industry.



**The Antimonopoly Law of China**

*Global Entrepreneur, October Issue*

China's anti-monopoly law will come into force on 1 August 2008, bringing hope to some struggling multinationals of using it against their domestic competitors. Organizations which have already rooted themselves in China need to concern themselves with whether they have surpassed 50% market share - the criterion for monopolization. The law exempts state-owned companies in key industries such as energy and communications from being punished for monopolization. This law has been 20 years in the making.



**The Most Admired Chinese Companies**

*Fortune China, October Issue*

Fortune China cooperated for a second time with Hay Corp. to conduct this survey on Chinese company reputations. The survey focused on product quality, management level, and corporate social responsibility. The managers from Haier, Lenovo and Bao Shan Steels were chosen as the top of 3 by 25,000 senior managers. No Chinese firms appeared on Fortune's global list of most admired companies this year.

### Tianjin ~ Beijing Bullet (D) Train

TJ ~ BJ (¥42 - ¥51)			BJ ~ TJ (¥42 - ¥51)		
Train	Departs	Arrives	Train	Departs	Arrives
D532	06:35	07:44	D531	06:10	07:19
D552	06:40	07:49	D533	08:05	09:14
D534	07:47	08:56	D535	09:21	10:30
D536	09:45	10:54	D537	11:15	12:24
D538	10:50	11:59	D539	12:20	13:29
D540	12:44	13:50	D541	14:15	15:24
D542	14:10	15:19	D543	15:45	16:54
D544	15:44	16:53	D545	17:13	18:22
D546	17:36	18:45	D547	19:10	20:19
D548	19:16	20:25	D549	20:45	21:54
D550	20:39	21:48	D551	21:58	23:07
D554	22:17	23:23	D553	22:36	23:48

### Beijing ~ TEDA Trains

BJ~TJ~TEDA (¥40 - ¥50)		
Train	Departs	Arrives
N251	06:15	06:56
L503	16:15	16:56

TEDA~TJ~BJ (¥40 - ¥50)		
Train	Departs	Arrives
T536	07:18	08:18
L504	18:03	18:50

### Tianjin ~ Binhai 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.

### Tianjin Metro

#### 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:



### Tianjin ~ Beijing Airport Coach

#### 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.

### Tianjin Taxis

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

**From Tianjin**

**Domestic Flights**

Destination	Dep	Arr	Flight No	Days						
Shanghai	08:20	10:05	CA1534	1	2	3	4	5	6	7
	15:30	17:25	CA1523	1	2	3	4	5	6	7
	16:55	18:45	CA1527			3	4	5	7	
	16:35	18:20	HU7207	2		4				
Shenzhen	08:30	11:40	HU7203	1	2	3	4	5	6	7
	12:55	16:05	CZ3722	1	2	3	4	5	6	7
Nanjing	12:15	14:00	CZ6166	1	2	3	4	5	6	7
	18:05	19:40	GS7665	1	2	3	4	5	6	7
	08:00	10:45	CA1317	1	2	3	4	5	6	7
Guangzhou	12:25	15:15	CZ3134	1	2	3	4	5	6	7
	13:30	16:15	HU7201	1	2	3	4	5	6	7
	18:20	21:10	CA1395	1	2	3	4	5	6	7
Xi'an	13:50	15:40	HU7570	2		4		6		
	14:50	16:50	HU7572	1		3		5		7

**International Flights**

Destination	Dep	Arr	Flight No	Days						
Hongkong	08:35	11:50	CA103	1	2	3	4	5	6	7
	15:00	18:15	CA195	2	3			6	7	
	09:10	12:10	HU8082	2		4		6		
Incheon	13:15	16:00	KE862	1	2	3	4	5	6	7
	16:50	19:35	KE864	2		4	5	7		
Nagoya	14:15	18:00	JL788	1	2	3	4	5	6	7
	14:30	18:20	NH114	1	2	3	4	5	6	7

**To Tianjin**

**Domestic Flights**

Origin	Dep	Arr	Flight No	Days						
Shanghai	08:00	09:50	MU5149	1	2	3	4	5	6	7
	10:40	12:25	HU7206	1	2	3	4	5	6	7
	17:20	19:15	FM9133	1	2	3	4	5	6	7
	18:00	19:40	FU5189	1	2	3	4	5	6	7
Shenzhen	09:05	12:10	CZ3721	1	2	3	4	5	6	7
	17:55	21:15	CA1320	1	2	3	4	5	6	7
Nanjing	09:35	11:05	CZ6165	1	2	3	4	5	6	7
	20:10	21:50	GS7666	1	2	3	4	5	6	7
	7:55	10:50	CA1396	1	2	3	4	5	6	7
Guangzhou	11:50	14:45	CA1318	1	2	3	4	5	6	
	17:10	20:00	HU7202	1	2	3	4	5	6	7
	12:20	16:25	CZ3157	1	2	3	4	5	6	7
Xi'an	08:15	09:55	GS7571	1		3		5		7
	14:05	15:45	GS7610	1	2	3	4	5	6	7

**International Flights**

Origin	Dep	Arr	Flight No	Days						
Hongkong	12:50	16:05	KA1104	1	2	3	4	5	6	7
Incheon	10:30	11:20	KE861	2	3	4	5	6	7	
	14:55	15:45	KE863	2		4	5	7		
Nagoya	10:50	12:55	NH113	1	2	3	4	5	6	7
	11:00	13:05	JL787	1	2	3	4	5	6	7



# Luxury Coach Rentals

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

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Western Food

**Broadies Tavern**

5 Bar Street (Jiu Ba Jie)  
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

**Mediterranean Restaurant**

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

**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

**Tapas Meiziwei**

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

**T.G.I. Friday's**

Teda International Club Hotel  
72 Fu Kang Lu, Nankai District  
Tel: +86 22 2300 5555  
Hrs: 10:00 - 02:00  
星期五餐厅  
南开区复康路7号增2号泰达国际会馆

**Parrot Restaurant & Bar**

88 Huanghai 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

**Paris Village**

E-2, Bar Street, 16, You Yi Road  
Hexi District  
Tel: +86 22 2836 0352  
Hrs: 11:00 - 00:00  
巴黎乡村  
天津河西区友谊路16号酒吧街E-2号

**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  
Tel: +86 22 2835 5588  
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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  
Tel: +86 22 2352 1270  
Hrs: 11:00 - 14:00, 17:00 - 22:00  
銀座日本料理  
河西区气象台路46号恺撒皇宫大酒店一楼

**Rengaya**

Dickson: 18 BinShui Dao, Hexi District  
Tel: +86 22 28130537  
炼瓦家  
河西区滨水道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  
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

**Cuiheng Village**

2F Block C, HuaSheng GuangChang  
146 WeiDi Dao, Hexi District  
Tel: +86 22 8823 8986  
翠亨邨  
河西区围堤道146号华盛广场C座2层  
Science and Technology Building  
25 Youyi Lu, Hexi District  
Tel: +86 22 2813 1601  
河西区友谊路25号科技咨询大厦1-2层

**Hanjinbai Seafood**

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

**Peng Tian Ge**

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

**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

**YY Beer House**

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

Bars

**Broadies Tavern**

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

**JV'S BAR**

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

**Scarlet**

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

FR = French

JP = Japanese

IT = Italian

CH = Chinese

GE = German

TH = Thai

## 1 Chambers

### European Chamber

#### Tianjin Chapter

601, Building A4, Magnetic Plaza  
West Binshui Road, Nankai District

Tel: +86 22 2352 0011

Fax: +86 22 2353 1011

[Tianjin@euucc.com.cn](mailto:Tianjin@euucc.com.cn)

中国欧盟商会天津分会

南开迎宾水西道与水上东路交口奥城商业广场A4大厦601室

### The American Chamber of Commerce, Greater Tianjin Branch

Room 402, Hyatt Regency

219 JieFang Nan Lu, Hexi District

Tel: +86 22 2312 2517 ext. 402

Fax: +86 22 2312 2519

[www.amchamtianjin.org](http://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

### German Business Circle Tianjin

#### Deutscher Unternehmerkreis

#### Tianjin, DUT

Office 803, Huake Center

3 Kaihua Road

Huayuan Industrial Area,

Tianjin 300384

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

### Tianjin Korean Chamber of Commerce & Industry

1F FengLin 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 Japanese Association

Rm 607, International Building

75 NanJing Lu, Heping District

Tel: +86 22 2313 2522

[www.tjja.net](http://www.tjja.net)

天津日本人会

和平区南京路75号国际大厦607室

## 2 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

### 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

### Hyatt Regency Tianjin

219 JieFang Bei Lu, Heping District

Tel: +86 22 2330 1234

天津凯悦酒店

和平区解放北路219号

### Nikko Hotel Tianjin

No. 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

### Renaissance Tianjin Hotel

105 Jian She Lu, Heping District

Tel: +86 22 2302 6888

天津滨江万丽酒店

和平区建设路105号

### 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

### TEDA International Club Tianjin

7 Fu Kang Lu, Nankai District

Tel: +86 22 5869 5555

泰达国际会馆

南开区复康路7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

### 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

## 3 Apartments

### 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

### Sheraton Apartment

Zi Jin Shan Lu, Hexi District

Tel: +86 22 2334 3388

喜来登公寓

河西区紫金山路

### Tianjin International Building

75 NanJing Lu, Heping District

Tel: +86 22 2330 6666

国际大厦

和平区南京路75号

## 4 Schools

### Tianjin Rego International School

38 Huandao East Road

Meijiangnan Residential Zone

Tel: +86 22 8816 1180

Fax: +86 22 8816 1190

[www.regoschool.org](http://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

### International School of Tianjin

Weishan Road, Shuanggang

Jinnan District

Tel: +86 22 2859 2001

Fax: +86 22 2859 2007

[www.istianjin.org](http://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

### Tianjin International School

Huayuan Industrial Area

1 Meiyuan Road, Nankai District

Tel: +86 22 8371 0900

Fax: +86 22 8371 0400

[www.tiseagles.com](http://www.tiseagles.com)

天津国际学校

南开区华苑产业区梅苑路一号

## 5 Supermarkets

### WAL☆MART

Junction of Huachang St. & Xinkai Rd.  
Hedong District

Tel: +86 22 2433 2599

Hrs: 07:00 - 22:00

河东区华昌大街和新开路口北侧嘉华国际商业中心

66 Fu An Da Jie, Heping District

Tel: +86 22 8558 6766

Hrs: 07:00 - 22:00

沃尔玛超市

和平区福安大街66号

### METRO Supermarket

Hong Qi Bei Lu

75 Xiqing Road, 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

### 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

## 6 Department Stores

### The Exchange

Jin Hui GuangChang

189 Nan Jing Lu, Heping District

Tel: +86 22 8319 1818

Hrs: 8:30 - 21:00

津汇广场

和平区南京路189号

### Isetan

108 Nan Jing Lu, Heping District

Tel: +86 22 2722 1111

Hrs: 10:00 - 21:00

天津伊势丹有限公司

和平区南京路108号

## 7 Gyms

### Powerhouse Fitness Club

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

### 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

### 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



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Last Saturday I had a dinner with one of my friends at a Chinese restaurant. After the couple beside us paid their bill, the waiter brought out several foam boxes for leftovers, which they promptly refused. "They're not healthy and environmentally friendly," the couple told the waiter with a smile. The woman then asked the waiter to pour the food into a lunch box she had brought from home. This situation is becoming more common as more people are becoming acquainted with the acronym LOHAS.

Lifestyles Of Health And Sustainability have definitely hit Tianjin's shores in a big way. Magazines, department stores, restaurants and hotels across the city now identify



their premium products and services as being in line with LOHAS.

In Chinese, LOHAS is appropriately rendered as “乐活” (le4huo2), which means happy living. LOHAS consumers are optimistic, they express their beliefs on health and the planet through their purchasing as much as their everyday behavior. LOHAS abiders do good, feel good and look good. They emphasize that they will consider themselves, their families, health and environmental responsibility before making decisions on anything from using both sides of a piece of paper or using recycled paper, to taking public transport, riding a bicycle or walking to work.

# LOHAS:

## Modern, sustainable living

***“LOHAS stands for Lifestyles of Health and Sustainability. LOHAS consumers are often referred to as a Cultural Creative, a term coined by Paul H. Ray and Ruth Anderson in their book *The Cultural Creatives: How 50 Million People are Changing the World* (Crown, 2001). These Cultural Creatives care deeply about the ecology, the planet, relationships, health, peace, and social justice. LOHAS is an attitude towards life and a lifestyle, rather than just a trend or slogan.”***



The demand for organic foods and simplicity increases daily. And in a nation with a long-standing tradition of Buddhism and vegetarian cuisine, health and well-being have always been very important components of Chinese culture. Healthy, non-competitive sports such as yoga are on the rise as the rat race seeks a pit stop.

Green building is being taught on university campuses and green principles are being incorporated in new building developments. Environmental awareness now begins in elementary schools and rice producers embrace organic rice farming. Tianjin hotels are promoting themselves as

“green” by touting low-energy consumption and organic food menus. It is clear that Tianjiners want to live healthier lives; hence the embrace of LOHAS.

Although many people are firm advocates of environmental protection, they seldom pay much attention to their own health and lifestyle choices. When we begin to take responsibility for our daily decisions in consumption and activity - making non-impact and low-impact choices - we make possible a healthy and sustained lifestyle for ourselves and our children.



Local newspaper Holiday 100 reports 1 LOHAS consumer among 4 in the US, and already 1 in 3 in Europe. As awareness increases and LOHAS activities catch on, this shift in lifestyle promises a clean, green future we can all happily anticipate.

## LOHAS LABEL:

1. **Insisting on healthy and natural soft activities, such as Yoga, Pilates and Taiji.**
2. **Non-smoking and trying to avoid breathing second-hand smoke.**
3. **Treating others kindly and friendly.**
4. **Choosing organic and healthy food.**
5. **Respecting ecology and protecting the environment, and educating others on their value.**
6. **Placing waste only in proper receptacles; picking up trash found on the street.**
7. **Reusing or donating items when possible.**
8. **Remembering to shut off electricity, whether in the office or at home, when not using the computer or television.**
9. **Traveling with an eye for the indigenous environment and care for the local ecology.**
10. **Sharing the LOHAS lifestyle with people around you.**

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