

Insight Into a Changing Tianjin

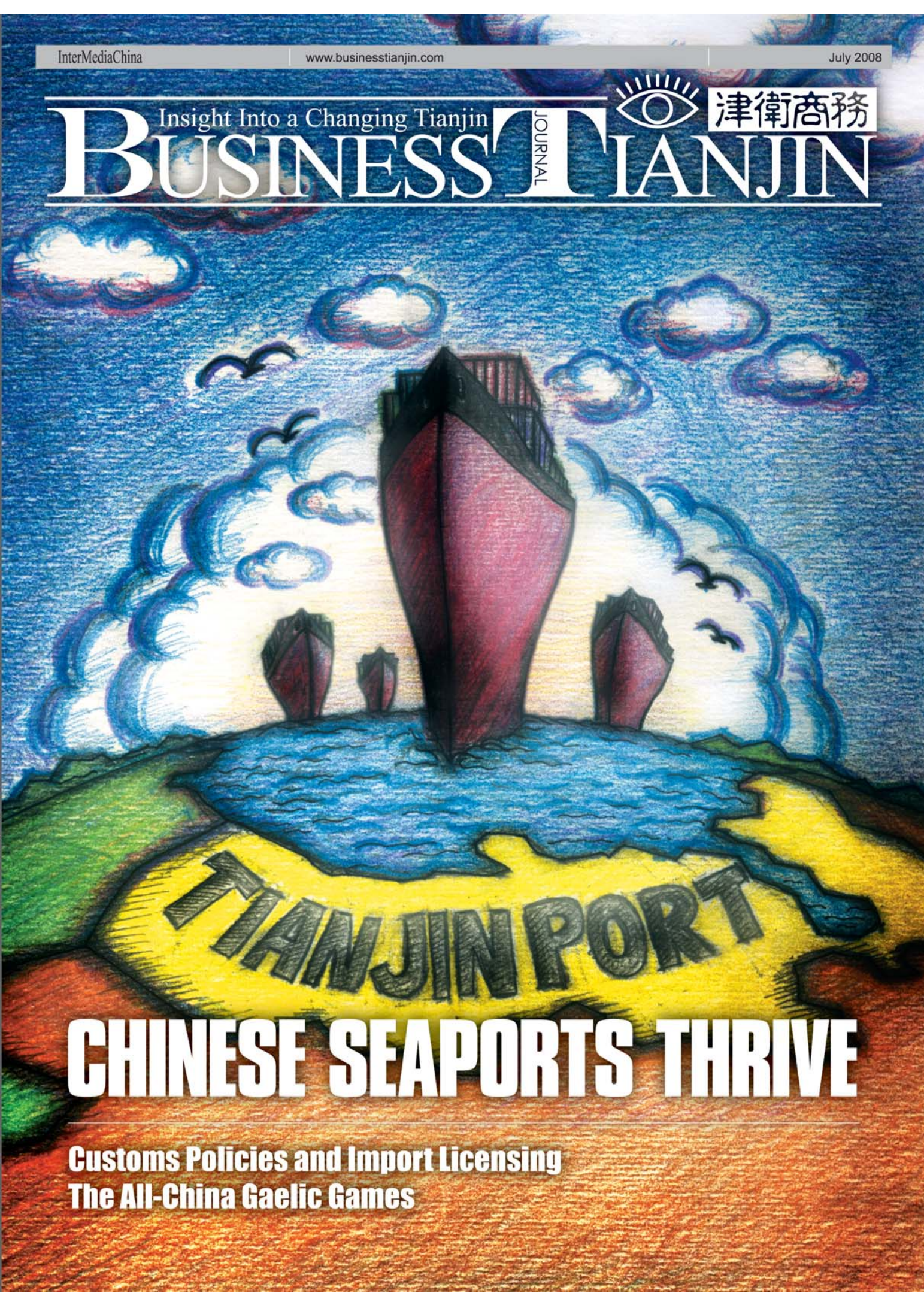
# BUSINESS JOURNAL TIANJIN

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BusinessTianjin  
July 2008

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# CHINESE SEAPORTS THRIVE

**Customs Policies and Import Licensing**  
**The All-China Gaelic Games**



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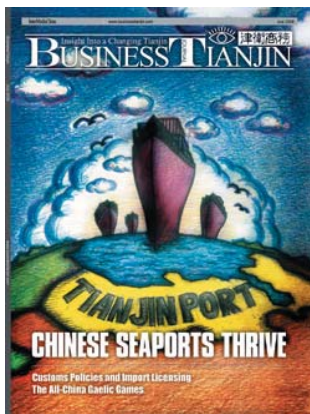


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## Business Tianjin - July 2008



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### Dear Reader,

Every day in China, thousands of tons of cargo travel over hundreds of highways and onto dozens of freighters. Passing through customs can be a logistical nightmare for the unprepared. That is why this July *Business Tianjin* has enlisted the aid of experts in the fields of logistics, exportation and customs to help you and your business smoothly transition through the distribution of product.

Our feature story this month covers the latest developments across China's ports. Of particular note is the new Free Trade Zone at the Port of Tianjin, which through competitive advantages and government support is poised to lead the next decade of maritime transportation.

The China GM of global logistics leader Kuehne + Nagel shares his thoughts on this region's rapid expansion of domestic land, sea and air transport. Our policy and legal advisors from Tianjin and Shanghai have laid out explanations for China's import licensing system and areas under special customs supervision. And to top off the theme, this issue's Chinese language lesson covers exportation and customs declaration.

Transportation should be the least of your organizational worries. It is our hope that this issue of *Business Tianjin* eases decision-making and the logistics of logistics.

As always, we welcome your input and inquiries. If you are interested in contributing to a future *Business Tianjin*, or just have questions or comments on an article, please don't hesitate to reach out to us at the contacts on this page.

Sincerely,

**Jamie Michael Kern**  
Chief Editor – Business Tianjin



10



- 1, Dalian Changxing
- 2, Liaoning (Yingkou)
- 3, Liaoxi Jinzhou Bei
- 4, Liaoning Dandong
- 5, Dalian Zhuanghe

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20



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**FINANCE**

**China pensions chief urges more fund JVs**

Dai Xianglong, the chairman of China's National Social Security Fund, called on the government to quicken approvals of fund management joint ventures in order to attract overseas talent to develop the fund industry. Dai said that China needed talent rather than capital to develop its investment fund industry. He also said the government should develop Tianjin to attract Chinese private equity funds. The NSSF will invest in two Chinese private equity funds, having gained approval to put 10% of its assets into the sector. The NSSF had 72.23 billion USD under management at the end of last year. It aims to double that amount by 2010.

- Reuters, 11 June

**CCB shares rise as US bank increases stake**



China Construction Bank Corp shares rose on 28 May after Bank of America Corp agreed to boost its stake in the Hong Kong-listed bank by about 14.5 billion HKD (1.86 billion USD). Bank of America, the second-largest United States bank by assets, said late on 27 May that it would exercise part of a call option to buy 6-billion of CCB's H shares for about 2.42 HKD each. This will increase its holding from 8.2% to 10.75%.

- CRI English, 29 May

**Minsheng may raise 455m USD in Haitong stake sale**



China Minsheng Banking Corp, the country's first privately owned bank, seeks to raise at least 3.14 billion CNY (455 million USD) by selling its stake in Haitong Securities Co. after lowering the asking price by almost half.

- Bloomberg, 13 June

**Fixed-asset investment growth starts to slow**

China's urban fixed-asset investment – spending on factories, property and public facilities – grew 25.6% year-on-year to 585 billion USD during the first five months of the year. The investment growth rate, released by the National Bureau of Statistics on 17 June, was down slightly on the 25.7% growth seen for the January-April period.

- South China Morning Post, 18 June

**Tianjin hosts Asian Corporate Conference**



The 18th Asian Annual Corporate Conference, themed as "A New Era for Global Business: Sustainable Growth for China and the World", was held in Binhai New Area, Tianjin, on 29 May.

- China Daily, 29 May

**Official: China's growth expected to slow**

The Chinese economy might already have begun its cyclical adjustment and its growth is set to slow in the next few years, a Beijing-based weekly reported, quoting Xu Xianchun, National Bureau of Statistics deputy director.

- Xinhua Net, 10 June

**Futures trading in China up 88% in May**

Led by the active trading of farm products, China's futures market hit a sharp increase in trading volume in May to 5 trillion CNY (714 billion USD), representing an increase of 88% over the same period last year, the China Futures Association, said.

- China Daily, 2 June

**Yahoo-Google online ad deal**



Yahoo has agreed upon a deal with Google which will see Yahoo use the search engine giant's advertising technology. The agreement could be worth up to 800 million USD in additional revenue every year. Under the agreement, Google ads will appear alongside some Yahoo search results in the US and Canada.

- BBC News, 13 June

**National banks better withstand quake impact**

The earthquake impact on China's national banks should be far more manageable than that on smaller institutions in the affected regions, according to a report by Standard & Poor's Ratings Services.

- China Daily, 22 May

### MetLife applies for integration in China market

MetLife, the US's largest life insurer, has applied to the Chinese industry regulators for permission to integrate its ventures in China, in a move to compete more fiercely in the market, senior management said in New York.

- *Xinhua Net, 13 June*

### Brazil, China top investment favorites by Spanish companies

Brazil and China are listed as the top two investment destinations favored by leading Spanish companies in the coming year, according to a survey conducted by the world's leading audit and advisory firm KPMG released on 17 June.

- *CRI English, 18 June*

### Haier looks to buy up and expand in US



Qingdao Haier Co said on 30 May that it was in talks with Deutsche Bank about acquiring the 20.1% stake the German bank has in Haier Electronics Group Co. The two sides have yet to reach any agreement on the purchase of the 393 million shares in the Hong Kong-listed company. The purchase is seen as a great chance for Haier to speed up its United States expansion.

- *Shanghai Daily, 31 May*

### Appliance chain seeks more outlets

Suning Appliance Co has raised 2.43 billion CNY (350 million USD) by issuing 54 million shares to six institutions for outlet expansion. The money will be used to open 250 outlets nationwide and a logistics



center in Shenyang City, capital of Liaoning Province, and to buy facilities for two flagship stores in Shanghai and Wuhan, the Nanjing-based retailer said on 22 May. It aims to overtake its rival Gome Electrical Appliance Holdings Ltd to become the largest home appliance chain on the Chinese mainland within three

years, and also hopes to expand beyond the mainland in 2010.

- *Xinhua Net, 23 May*

## LAW & POLICY

### China issues new land management statute

China has published a statute, "Methods for Punishing Violations of Regulations on Land Management", that replaces the "Provisional Methods for Punishing Violations of Regulations on Land Management" and is effective as of 1 June. The document was issued jointly by the Central Commission for Discipline Inspection, the

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Ministry of Supervision, the Ministry of Human Resources and Social Security, and the Ministry of Land Resources.

- *China Daily*, 30 May

**China probe on software monopolies**

China's State Intellectual Property Office has begun an anti-monopoly investigation into Microsoft and several other global software firms. The probe comes ahead of the 1 August implementation of China's Anti-Monopoly Law, which seeks to outlaw anti-competitive activity. The investigation reportedly focuses on the high price of computer operating systems and other software being sold on the mainland by multinational software suppliers.

- *South China Morning Post*, 19 June

**New safeguards for online trading in Shanghai**



Online business operators will be required to display their business licenses prominently on web pages and provide receipts to protect consumers' rights in the fast-developing e-business, the Standing Committee of the Shanghai People's Congress said on 17 June. The e-business operators affected include both companies that set up online business transaction platforms and businesses that conduct corporate activities via the Internet. But individual online store owners who don't have a business license - such as sellers on eBay.com or Taobao.com - are not involved, according to the draft.

- *CRI English*, 18 June

**Quake propels improvement of emergency laws**

Due to the lack of explicit authorization by laws, many relief measures are awkwardly stuck in a position of being "necessary but illegal". Experts say that the Emergency Response Law of the People's Republic of China should be updated for stronger enforcement of the nation's fledgling Emergency Response Law. In addition to emergency management of disasters, it is necessary to frame related laws such as "Disaster Aid Law," "Disaster Remedy Law" and "Post-disaster Reconstruction Law".

- *Caijing Magazine*, 29 May

**Regulators seesaw on stock, margin lending**

Despite two years of regulatory planning and market speculation, China still has no agenda for addressing potentially risky stock and margin lending, China Securities Regulatory Commission Chairman Shang Fulin announced on 9 May at a Shanghai financial forum.

- *Caijing Magazine*, 28 May

**LOGISTICS**

**Chinese ports told to clear iron ore stocks**



China urged domestic ports to clear excessive iron ore storage, as the stockpiles have clogged port operations. Speculations on rising prices have led to a massive inflow of iron ore and overstocking in Chinese ports. Ports are also required to collect fees for excess iron ore stocks, while importers are urged to move

the stocks out as soon as possible. Some major ports including Tianjin port and Lianyungang port have started increasing warehousing fees of iron ore to tackle the issue of overstocking.

- *Caijing*, 6 June

**China not to sacrifice food for fuel**

China has no plan to sacrifice food for fuel, the country's energy experts said amid controversy over biofuels. "Food security comes first in China, more important than fuel," said Song Yanqin, a co-drafter of China's national energy strategies, at the Asia Clean Energy Forum 2008 in Manila.

- *China Daily*, 6 June

**China to build 1m houses in 3mo**



The Chinese government said on 5 June it had mobilized state-owned enterprises to build 1 million prefabricated houses in three months for survivors of the devastating 12 May earthquake that left at least 5 million people homeless.

- *Financial Times*, 6 June

**Utility reuse and recycling**

BlueStar Petroleum Co., Ltd Tianjin Branch, a subsidiary of ChemChina, has started 11 projects, including treatment and recycling of oil-containing wastewater, reconstruction of the desulphurization and dust removal unit of a coal-fired boiler, and frequency conversion technology in a 6,000V generator.

- *China Daily*, 19 May



### Beijing Enterprises Water to buy sewage company

Beijing Enterprises Water Group Ltd. agreed to buy a sewage purification and treatment company for 1.37 billion HKD (175 million USD) to expand into the environmental business, the company said in a statement to the Hong Kong stock exchange.

- *Bloomberg, 12 June*

## TELECOM & TRANSPORTATION

### 3G licenses to follow restructure



The long-awaited 3G (third generation) licenses will be issued as soon as the current telecom restructuring is complete, the government said on 24 May. In a statement, the government said it encourages China Telecom to buy China Unicom's code-division multiple access (CDMA) network and China Unicom to incorporate with China Netcom.

- *Xinhua Net, 26 May*

### Beijing-Tianjin express rail testing ends



Test runs on the Beijing-Tianjin express railway ended on 14 June, with the line scheduled to be in use by 1 August, ahead of the 2008 Olympic Games. Trains ran at a maximum of

380kph, the fastest such service in the country. The 115km trip from Beijing South Railway Station to Tianjin Station took 27 minutes, including one-minute stops at Yizhuang and Wuqing stations. Previous media reports have said that express rail tickets would cost 60 CNY (9.60 USD) to 80CNY, but the pricing was still awaiting regulatory approval.

- *People's Daily, 15 June*

### Apple unveils new, faster iPhone



Apple Inc CEO Steve Jobs unveiled an iPhone that works with faster wireless networks in a bid to lure business users from the BlackBerry and reach more international customers. In a keynote speech scheduled for Apple's developers conference in San Francisco on 2 June, Jobs announced an updated iPhone that works with third-generation, or 3G, networks.

- *Shanghai Daily, 8 June*

### First Chinese organized group travel to US



The first organized group travel to the United States started on 17 June from Beijing, Shanghai and Guangdong. Consisting of 250 tourists, the first group marked the beginning of Approved Destination Status (ADS) for

the US, granted by the Chinese government on May 15. So far, over 130 nations and areas have the status.

- *Xinhua Net, 17 June*

### Auto sales down for 2<sup>nd</sup> consecutive month in May



China's motor vehicle sector realized a production against sales ratio of 97.82% in May. Both output and sales, however, declined month-on-month for the 2nd consecutive month, the China Association of Automobile Manufacturers said on 12 June. China produced 854,100 motor vehicles in May, down 12.96% from April but up 20.2% over the same month of last year.

- *Xinhua Net, 12 June*

### China's big 3 airlines get 4 flights to Taiwan

Air China, China Southern Airlines and China Eastern Airlines will each run four flights a week to Taiwan, following an agreement between Beijing and Taipei to end a 59-year restriction on direct cross-strait transport links. The flight slots, which will become active on 4 July, were announced by the Civil Aviation Administration of China. The administration will also allow Hainan Airlines, Shanghai Airlines and Xiamen Airlines to operate twice-weekly flights to Taiwan. Under the terms of the agreement between Taiwan and the mainland, Taiwan will allow an average of 3,000 Chinese tourists a day. Air China and Hainan Airlines will run their flights from Beijing, while China Eastern and Shanghai Airlines will fly from

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Shanghai. China Southern, based in Guangzhou, and Xiamen Airlines will operate flights from their home cities.  
- *Bloomberg.com, 18 June*

**GENERAL**

**South China floods pummel export heartland**

Officials in southern China's Guangdong province warned of a "black June" as high tides, rain and two converging swollen rivers threatened to worsen floods that have already taken 169 lives this summer.  
- *Reuters, 19 June*

**Quake-hit Dongfang Electric secures contracts**



Dongfang Electric Corp, which lost 500 workers and factories accounting for 20% of revenue in the 12 May earthquake, said it received as much as 7 billion CNY (1 billion USD) of orders for power plants and generators. New contracts include a coal-fired plant for Huaneng Power International Inc and generators for Huadian Power International Co, CFO Gong Dan said.  
- *CRI English, 5 June*

**Scheme to boost dairy production**

China will shut down small dairy makers and lift the threshold for new market players as part of its tightened supervision to prompt the dairy industry's healthy development and global competitiveness. Small dairy manufacturers with backward technologies and high energy consumption will be eliminated, the National Development and Reform Commis-



sion said in an industrial guideline posted on its website.  
- *Xinhua Net, 6 June*

**1m Olympic tickets unsold**


Organizers of the Beijing Olympics said on 18 June that about 6 million tickets for the August 8-24 Games have been purchased, accounting for



86% of the total tickets for sale. Zhu Yan, head of the Beijing Olympics Ticketing Center, told a press conference that around 1 million tickets remain unsold, the majority of which are for soccer competitions in the four co-host cities: Tianjin, Shanghai, Qinhuangdao and Shenyang.  
- *Xinhua Net, 19 June*


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

Basic knowledge of Chinese language and culture are a plus.



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129.74

Weekly average oil prices of the Organization of Petroleum Exporting Countries (OPEC) set a new record of 129.74 USD per barrel on Friday 13 June, the Vienna-based cartel said.

53,400,000,000

China's tourism sector has lost 53.4 billion CNY (7.7 billion USD) from the 8.0-magnitude earthquake that hit Sichuan Province on 12 May. The quake has damaged roads, telecommunications, and water and power systems, as well as hotels and restaurants. Some travel agencies have postponed business.

2%

Chrysler LLC, the third-largest US-based car maker, said it will boost prices an average of 2% on all 2008 cars and trucks because of rising costs for steel and other commodities.



33,200,000

An estimated 33.2 million people worldwide were living with HIV as of December 2007, according to a UN report released on 10 June. The report, prepared by UN Secretary-General Ban Ki-moon, said that the annual rate of new HIV infections appears to have decreased over the last decade.

16%

The industrial output of China's major enterprises grew 16% year-on-year in May, the National Bureau of Statistics reported. The increase was 0.3 percentage points more than April and 2.1 points less than May last year.

16,200,000,000

Chinese online shoppers spent 16.2 billion CNY (2.3 billion USD) in 19 major cities in the first half of 2008, China Internet Network Information Center said. The findings were based on a survey carried out in four municipalities directly under the central government – Beijing, Shanghai, Tianjin and Chongqing – and 15 developed cities including Changchun, Dalian, Nanjing, Hangzhou, Jinan and Guangzhou.



22.4%

China's accommodation and catering retail sales reached 120.36 billion CNY (17.4 billion USD) in May, up 22.4% over the same period last year.

70,000

More than 70,000 people were evacuated under the increased threat of landslides in earthquake-devastated Wenchuan County, Sichuan Province.

71

On 16 June, representatives from US and Chinese companies signed 71 contracts and agreements worth 13.6 billion USD in total in Missouri and Washington, D.C.

78

The expected life span in the US surpassed 78 years for the first time in history, according to new government data. The increase is due mainly to falling mortality rates in almost all the leading causes of death, including heart disease, cancer, accidents and diabetes. American life expectancy has been steadily rising, usually by about two to three months a year.

100

Lin Aju is visually impaired and will turn 100 next month. But she cancelled the family banquet and donated 10,000 CNY (1,429 USD) to the quake survivors in Sichuan.

2,000

The resurrected Judean date palm tree, at age 26 months and a height of 121cm, is seen in this undated handout photograph, made available in London on 12 June. Israeli researchers who grew a sapling from a date seed found at the ancient fortress Masada said that the seed was about 2,000 years old and may help restore a species of biblical trees.



3.7%

Annual inflation rates for May rose in both the 15-nation euro zone and in the 27-nation European Union, according to official figures released on 16 June. The annual inflation rate in the euro zone climbed 0.3 percentage points from April to a record high of 3.7%, Eurostat reported.

2016

South Africa's Sasol, the world's biggest producer of motor fuel from coal, and China's top coal company Shenhua Group will jointly produce motor fuel from coal in China in 2016, a Sasol official confirmed.

433,250

The desk where Charles Dickens wrote *Great Expectations* and his final correspondence hours before his death fetched 433,250 GBP (850,000 USD) at auction on 4 June, around seven times its pre-sale estimate.



9.6%

Hong Kong's economy continued to expand fast in the first quarter with its GDP mounting 9.6% to 409.3 billion HKD (52.47 billion USD), according to latest figures released by the Census and Statistics Department.



*Mr. Marzola leads China operations for logistics giant Kuehne + Nagel, a multinational handling airfreight, seafreight, rail and road logistics, and contract logistics in over 100 countries. He also chairs the logistics working group for the European Chamber of Commerce in China.*

## INTERVIEW WITH GINO MARZOLA General Manager Kuehne + Nagel Beijing

### Tell us a bit about Kuehne + Nagel in China.

As early as 1979, Kuehne + Nagel opened its first office in Beijing. With its proven expertise and comprehensive portfolio of services, Kuehne + Nagel ranks among the leading logistics providers in China today. In March 2004, the company was the first global logistics provider to be awarded a Class A Forwarders License – a milestone in the development of its activities in China. Since then, in full control of its operations in this promising market, Kuehne + Nagel has been directly providing customers with the full scope of integrated international forwarding and logistics services, successively extending its network across the country.

Kuehne + Nagel China's more than 2,800 staff are present at 36 locations in the major cities of China, includ-

ing Beijing, Changchun, Chengdu, Chongqing, Dalian, Dongguan, Fuzhou, Guangzhou, Hangzhou, Hong Kong SAR, Macau SAR, Nanjing, Nansha, Nantong, Ningbo, Qingdao, Shanghai, Shenzhen, Shenyang, Suzhou, Taicang, Tianjin, Wuhan, Wuxi, Xiamen, Xian, Yantian, Yantai Yangzhou, Zhangjiagang and Zhongshan (and locations planned to open in 2008).

### What led you to your current role here? (both at Kuehne + Nagel and in the EU Chamber of Commerce)

I have been working for Kuehne + Nagel since 1985 and since 1991 in Asia. I think my training and development in previous countries and positions within the company has prepared me for this challenge. When I came to Beijing in late 2003, my predecessor was already involved

with the European Chamber. But back then we only had the Maritime Logistics Group. In 2005 we decided to set up the Logistics Working Group, as the requirements have become quite different. And yes, since then I have been acting as the Chairperson of the Logistics Working Group.

**You have worked in other Asian countries. What are the biggest differences that you have found between working in China and in other Asian countries?**

China is a unique market, but it is also characterized by its very diversity, in terms of culture, language, and practice, etc. I worked in other Asian countries, but to simply compare is rather difficult. Each place and time was special and different than what is happening now in North China.

**What are your thoughts on the logistics business in China?**

We will see a further development of the logistics field in China. Especially in the first-tier cities, this will happen fast. Look for instance to Beijing, there most of the manufacturing has moved outside of the city. This has opened the door for more service-oriented companies. Not only for logistics service providers, but also for banks, financial institutions and insurance, just to name a few.

**How does the logistics business in Tianjin compare with other parts of China?**

Tianjin has always been an important city and hub. We have seen over the past two years a bigger growth in this port city than any other. It helps that the local government is behind the development, as well as the Central Government.

**Tianjin Port is planning rapid development in the coming years. How will Kuehne + Nagel be affected?**

Like most of our competitors, we will be affected in a positive way. The development of the port brings along changes in the infrastructure. New highways will be built. Railway terminals and connections will increase. This in return will bring in a new wave of international

and multinational companies, which will facilitate the setting of new industry standards.

**Binhai New Area has been highlighted by the central government for the upcoming five years. How will Kuehne + Nagel act to take advantage of this decision?**

At Kuehne + Nagel, our operating philosophy for network expansion has been to stay close to our customers – our logistics partners. To serve our customer better, we will continue to invest in our logistics infrastructure and facilities. Our goal is to maintain our industry-leading position in China.

**“ We have seen over the past two years a bigger growth in this port city than any other. ”**



**What do you think about the future of domestic air freight? Will it be competitive with land transportation?**

With the size of China, already today domestic air transportation plays a big role. With railway still in its infancy compared to Western Europe or the USA and Canada, and trucks exposed to sometimes extreme weather conditions, the domestic market for air freight can only grow. The demand for 'just-in-time' is here and it's growing.

**As your company serves many multinationals located in China, what is your take on the current business environment in China?**

With the opening of the market, we have seen more and fiercer competition. This in return has led to innovation, which the customer will welcome.

On the other hand, with the popularity of advanced information technology, customer requirements are get-

ting more and more sophisticated. They demand intelligent and value-added services from a single source in order to maximize supply chain performance, services such as those offered by Kuehne + Nagel.

**What comments do you receive about China from your global customers and suppliers?**

At present everybody wants to know about the Beijing Olympics. Speculations in news about traffic regulations and the increased requirements for visa applications dominate. Everybody wants to know what is going on.

Besides this current inquiry, most comments are about location for manufacturing and possible tax deductions on specific products.

**“ In Beijing, most of the manufacturing has moved outside of the city. This has opened the door for more service-oriented companies. ”**

**What difficulties are European logistics companies facing in China?**

This is different from company to company and on what their main focus is in China. Through my work with the European Chamber of Commerce, we are trying to





to the fact that China joined the WTO, more opportunities have arisen for all companies.

**As the chairman of the Logistic Working Group of the European Chamber in China, what are the most important suggestions you have for the government relative to logistics?**

Each year the so-called White Paper is published. This is the publication with all recommendation of the individual working groups of the European Chamber. This publication is first presented by the European Chamber President to the EU-Commission in Brussels. In return, during the yearly high-level talks, the White Paper is presented to the Chinese Central Government. For the past three years the Recommendations from the Logistics Working Group have been almost the same. We are working with different departments and bureaus of the Government, in order to find solutions to the challenges we see in the Logistics Sector.

**“ The development of the port brings along changes in infrastructure. These in return will bring in a new wave of multinational companies, which will facilitate the setting of new industry standards. ”**

address some of the main issues. We have updated our White Paper that the EU-Commission will submit to the Chinese Government later this year. Through the participating companies, we have identified at present time seven main points. To go into details here would likely breach the boundaries of this interview. But if your readers have any questions, they can inquire via the European Chamber, or directly with me.

**How do you view the competition between domestic and international logistics companies?**

The market is rather large in China. Over the years, domestic and international companies have carved out a niche for themselves. With the opening of the market, due



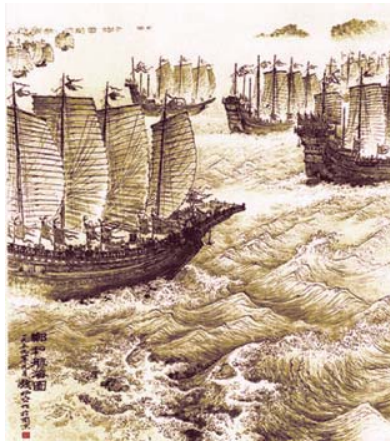
# PORT AUTHORITY

By Richard Mullins

*China is rapidly regaining its place at the top of the maritime trading league – and Tianjin Port is the main element of its Northern strategy*

China has a long and colorful history of maritime exploration and port trade. Indeed, some historians claim to have uncovered evidence that Admiral Zheng He reached the Americas decades before Christopher Columbus, sailing on junks that dwarfed any vessel the Europeans could then design. Throughout much of China's ancient history, port cities like Guangzhou and Quanzhou were hives of activity as they exported the country's much-sought treasures like tea and the elegant sets it was served in.

Less glorious days, from the Chinese perspective, would follow, when the Europeans moved in to Asia, seizing profitable trading posts wherever they could. It didn't take long for the Americans and Japanese to join them in the plunder. In the 19<sup>th</sup> and early 20<sup>th</sup> centuries, foreign powers forced an inward-looking, doped-up China to open its ports, including that of Tianjin, through the signing of treaties in key cities along the eastern seaboard. Years later, and in part because of this experience, New China again decided to eschew most international trade and cooperation in favor of a policy of self-reliance. Rust began to set into relatively idle Chinese ports, the nation fell far behind the West in terms of technological innovation. History began to prove that strategy ineffective, yet again.



## Trading Places

But a new strategy in place these past 30 years is helping China to restore old glories; indeed it is impacting every corner of the globe. Since the introduction of China's Reform and Opening-up Policy in 1978, the world has witnessed the most impressive economic miracle it has ever seen in the re-emergence of this country as a global economic and political power. Since the days of Mao, successive Chinese leaders have torn up the blue-prints for the planned economy, gradually embraced the outside world, and opened up trade and cooperation. The results so far have been staggering.

Port cities up and down the almost 18,000-kilometer-long coast of the Chinese mainland have reaped huge benefits, as they have been transformed from former colonial proper-

ties or fishing villages into beacons for prosperity. Out sail dizzying quantities of finished or value-added goods covering almost every category imaginable, while in come oil tankers, mineral commodities and other raw materials. Much money has been invested in improving infrastructures that link these ports with inland locations. The tide of global superiority may yet turn back in China's favor.

## Northern Light

As with other aspects of China's Reform and Opening-up story, port development started in the south of the country, and gradually worked its way up to the north. One impressive regional project is the "Five Points in One Line" being developed in Northeast China's Liaoning Province. Comprising Huludao/Jinzhou, Yinkou, Changxing Island, Huayuandao/Zhanghe (both near the major city of Dalian) and the border city of Dandong, governments at local and central levels have been pouring money into the area to help realize the rejuvenation of the country's old manufacturing base. The province now boasts a thriving shipbuilding industry, brand new manufacturing, technology and research and development parks with cutting edge equipment, and, of course, significant incentives for the mainly Japanese and Korean businesses that have opened and continue to open up production there.





"Five Points in One Line" - the Liaoning Province coastline

But the biggest story in the North of China relates to Tianjin. In the years leading up to 2006, it was already ranked as the second-busiest port in the mainland, behind only Shanghai, in terms of its capacity to handle foreign trade. It also enjoys a reputation as the port with excellent services. As early as 1997 its service quality systems for passenger and cargo transport passed ISO9002-GB/T19002 certification. It now handles all manner of trade between China and 160 countries and regions around the world.

While the "Five Points on One Line" will primarily serve the ever-expanding Northeast, Tianjin Port covers Beijing, Hebei, Shanxi, Sha'anxi, Gansu, Qinghai, Xinjiang, Inner Mongolia, and more. That is a lot of business to manage, and, as the central government has now turned its attention to developing the west of

the country, still busier days lie ahead for the dockers at Tianjin Port.

For now though, the bulk of the trade comes from the "high-tech corridor" that has been established across

Beijing, Hebei and Tianjin. Linked by the world-class Jingjintang Expressway, the corridor has witnessed increasing traffic in the past few years, and the establishment of the Tianjin Economic Development Area (TEDA) has led to exponential economic expansion. Headier days are to come as Tianjin's massive expansion plans are realized part by part, and it continues to fulfill its destiny as the location of the port of choice in the north for international investment, manufacturing and logistics giants.

### Free Loading

Now acting as a magnet for international business is the Tianjin Port Free Trade Zone. Established in 2005 as part of the Binhai New Area, the "only free trade zone in northern and northwestern China" also encompasses the Tianjin Airport Industrial Park and the Tianjin Airport International Logistics Zone. The free trade zone is conveniently linked with regional expressways, highways, railways and other airports. Logistics companies from home and abroad can thus easily and cheaply accomplish the forwarding of goods via road, rail, sea and air, to and from East and Southeast





Asia, the US, and Africa. Meanwhile, multinationals are establishing a presence nearby to get their goods to market at greatly reduced costs, enjoying greatly sharpened competitive advantages as they go.

What kinds of benefits, then, does the FTZ bring to these manufactur-

ers and major logistics players? The website of the Tianjin Port Free Trade Zone Administrative Committee ([www.tjftz.gov.cn](http://www.tjftz.gov.cn)) boasts, "In accordance with the favorable policies granted by the Central Government there is no freight impost between the Free Trade Zone and foreign countries and no limitation on the time for storage of cargoes. Tianjin Port Free Trade Zone offers around-the-clock customs clearance services and fast and efficient inspection and quarantine procedures. Cargoes transported between the seaport and the airport and Tianjin Port Free Trade Zone enjoy direct delivery and clearance and may enter the zone in bulk and leave the zone in batches. Incoming cargoes will enjoy immediate distribution and delivery service and concentrated customs clearance procedures, thus reducing the time taken

### Tianjin Port Free Trade Zone benefits

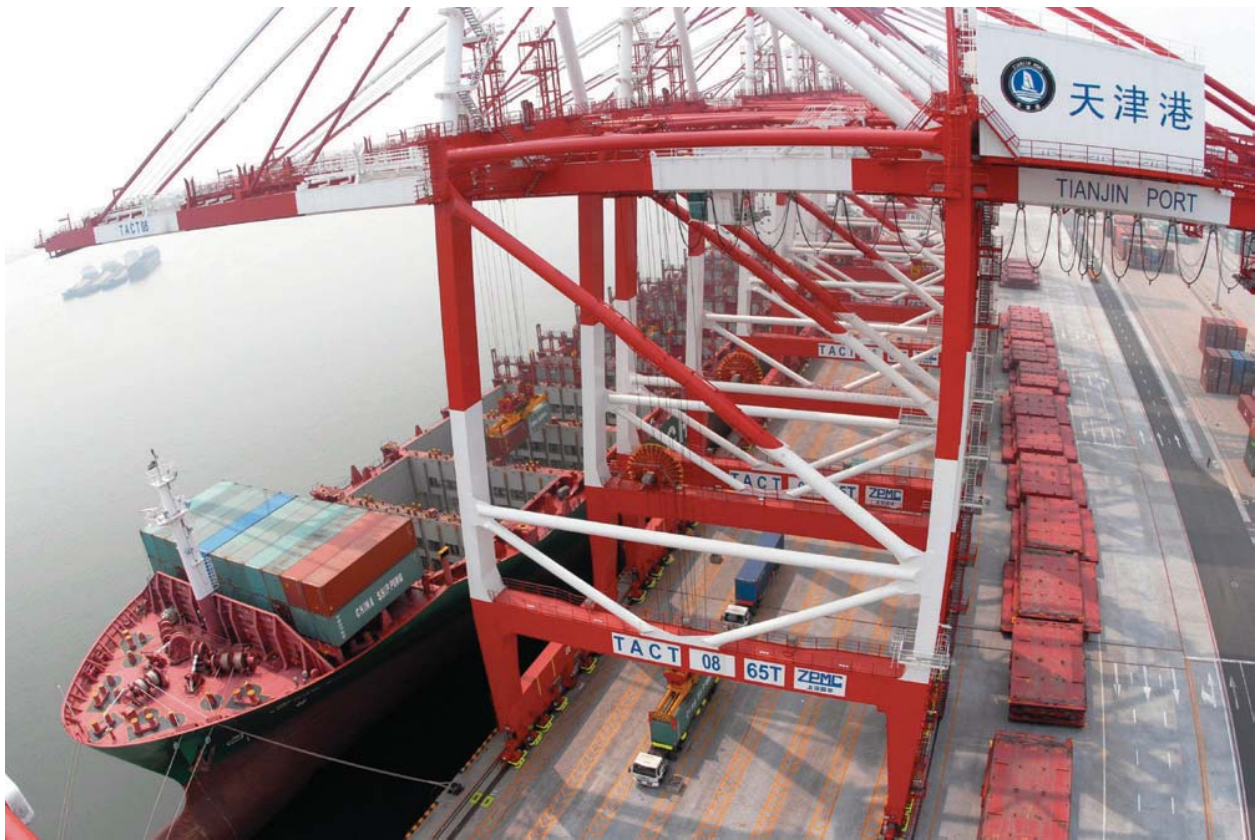
- no freight impost between FTZ and foreign countries
- no limitation on cargo storage time
- around-the-clock customs clearance services
- fast, efficient inspection and quarantine procedures
- direct delivery and clearance for cargoes transported between seaport, airport and FTZ
- cargoes may enter in bulk and leave in batches
- immediate distribution and delivery service and concentrated customs clearance procedures for incoming cargoes
- time-saving procedures quicken capital turnover and lower transaction costs

for business dealings, quickening the capital turnover and lowering the transaction costs. All these factors combine to create a modern and all-new logistic services mode integrating goods storage, distribution and delivery functions."

### Development Dreams

That trade is surging is evidenced by the financial results provided by Tianjin Port Development (Group) Co. Ltd, a dominant terminal operator, for the year ending 31 December 2007. According to the report, the port had handled some 309.6 million tons of cargo in 2007 (a yearly increase of 20.2%). TEU turnover amounted to 7.1 million for the year (a yearly increase of 19.4%).

The Hong Kong-listed company reported revenue for 2007 of HKD 1,193.8 million, a 15.2% increase over the figure for 2006. Net profits hit HKD 240.4 million, up 16.3% over 2006, and the company achieved an operating profit margin of 25.7%, up 3.2% over the previous year. Yu Rumin, President of the Tianjin Port Development (Group) Co. Ltd., says



this year's target is some "330 million tons of freight traffic and 8.5 million TEUs of containers."

"The port has also been updating its sea-lanes, which are now able to accommodate vessels with 250,000dwt," says Yu. If all goes to plan, that figure will hit 300,000dwt by 2010, when the current phase of expansion is expected to be completed. By then it should also boast more than 80 berths for vessels exceeding 10,000dwt. To help all this come to fruition, the government is investing "RMB 45 billion from 2007 to 2010 on the port infrastructure construction," according to Yu.

The Group's container handling business was reportedly up too, despite the fact that no additional berths or terminal capacity were added during

2007. The Group still "maintained organic growth of 10.9%, and achieved a throughput of 2.76 million TEUs", according to its financial report.



Container business is set to rocket this year and in 2009, thanks to two exciting developments. In January this year, the Group completed its 40% acquisition of Tianjin Port Alliance International Container Ter-

minal Co., Ltd, a four-berth terminal with a capacity of 1.7 million TEU. The move is already driving up volume growth this year, and will be a major contributor to the Group's inevitable impressive increases when the next financial report comes around. Meanwhile, Tianjin Port Euro-Asia International Container Dock – a joint venture signed in 2006 between Tianjin Port Development Holdings, COSCO Pacific Limit and A.P. Moeller-Maersk – is expected to open for business in 2009. All of this activity, the Group reckons, will push its total capacity to more than 6 million TEUs by 2010, which could bring its overall market share of container business to over 50%.

There was good news, too, for the Group's logistics interests in 2007. In August that year, it signed an agree-



ment with a subsidiary of Singapore logistics giant Mapletree Investments Pte Ltd, to establish Haifeng. The new company will handle the development of logistics warehousing projects in the Dongjiang section of Tianjin Port. The Group says it will have a “land area of approximately 715,000 sqm, yielding a total gross floor area of approximately 484,000 sqm, or 37 blocks of warehouse space. The construction of the 4 single-story warehouses with gross floor area of about 46,000 sqm was completed and is expected to begin operation before June 2008. Haifeng is expected to become a prominent part of the group’s business in the near future.”

Yu Rumin summed things up in a Hong Kong media release around the time of the financial report’s release. He said, “2007 was a remarkable year for the Group’s Development. We have completed expansion projects

## **An eventual Free Trade Area for North East Asia is likely to evolve in the coming decade – Tianjin Port is destined to be the fulcrum.**

that vitalize the Group’s core business with new capacity and tap into the unprecedented growth potential in the northern part of the country, especially the Tianjin Binhai New District and Dongjiang Port. These proactive measures have paved the way for the Group’s prosperous growth in future.”

### **Into the Future**

Future prospects for Tianjin Port look good. The Binhai New Area story is still in the very early chapters, as foreign investment and business ratchet up across every sector that this rapidly growing part of the city courts. Meanwhile, talk of an eventual Free Trade Area for North East Asia is likely to evolve into concrete action in the coming decade. The political differences that have thus far impeded its establishment are being ironed out as China, Japan and Korea make conscientious, money-motivated efforts to overcome them. As the three sides’ respective economies become ever-more-closely interwoven, Northeast Asia should in time take its rightful place and emerge as a heavyweight on the global stage. Tianjin Port will be instrumental to the process; it is destined to be the fulcrum when it becomes a reality. ■



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# CHINA IMPORT LICENSING SYSTEM



**Simon Bai**  
Winners Law Firm

## Importer Status

Importing and exporting commodities in China used to be monopolized by the State for many years, usually operated by designated state-owned companies and closed to any other private business or non-designated entity.

Following the 2001 entry into the WTO, trading rights (the right to import and export) and the ability to own and operate distribution networks were progressively phased in over three years.

Since 1 July 2004, an automatic registration system has been established, abolishing the previous approval requirements and allowing any individual or enterprise that intends to engage in import and export of products to carry out such business activities.

Measures for Registration of Foreign Trade Operators promulgated by the Ministry of Commerce (MOFCOM) on 25 June 2004 and entered into effect on 1 July 2004 are based on the revised Foreign Trade Law. They specify registration rules applicable to operators of commodity or technology import-export business ("foreign trade operators"). Pursuant to the Measures,

obtaining trading rights status by foreign trade operator via registration and filing is rather straightforward and much simplified from before.

Under the Measures, foreign trade operators may complete registration with MOFCOM or the local commerce administrations authorised by it.



A foreign trade operator needs to submit a completed registration form supported by the following documents:

- a copy of its business license;
- a copy of its organisation code certificate;
- a copy of its Certificate of Investment Approval (in case of a foreign-invested enterprise);
- a copy of a credit certificate issued by a notary public.

The local registration authority shall complete the

registration and return the stamped registration form within five days. The operator then has thirty (30) days to complete the relevant formalities with the local customs, inspection and quarantine, foreign exchange, tax and other authorities.

## Overview of Import Licensing System

The import licensing regime in China can be roughly divided into three categories, none of which imposes any quantitative restriction or quotas, namely:

1. Import licensing
2. Automatic import licensing
3. Import tariff rate quota (TRQ)

In accordance with article two of *The Measures for the Administration of Licenses for the Import of Goods*, import license applies to the products that are subject to import restriction, which includes chemicals that may be used in producing military weapons, narcotic drugs or toxicants, as well as ozone-depleting materials.

Automatic import licensing applies to products that are generally free from import restrictions: vegetable oil, wine, tobacco, asbestos, copper ore, coal, terephthalic acid, plastic raw materials, natural rubber, synthetic rubber, waste paper, synthetic fiber cloth, cellulose diacetate filament tow, copper, aluminum, mechanical and electrical prod-

ucts, iron ore, crude oil, processed oil, pesticide, sliced or chipped polyester, automobile tires, terylene, steel and steel billet.

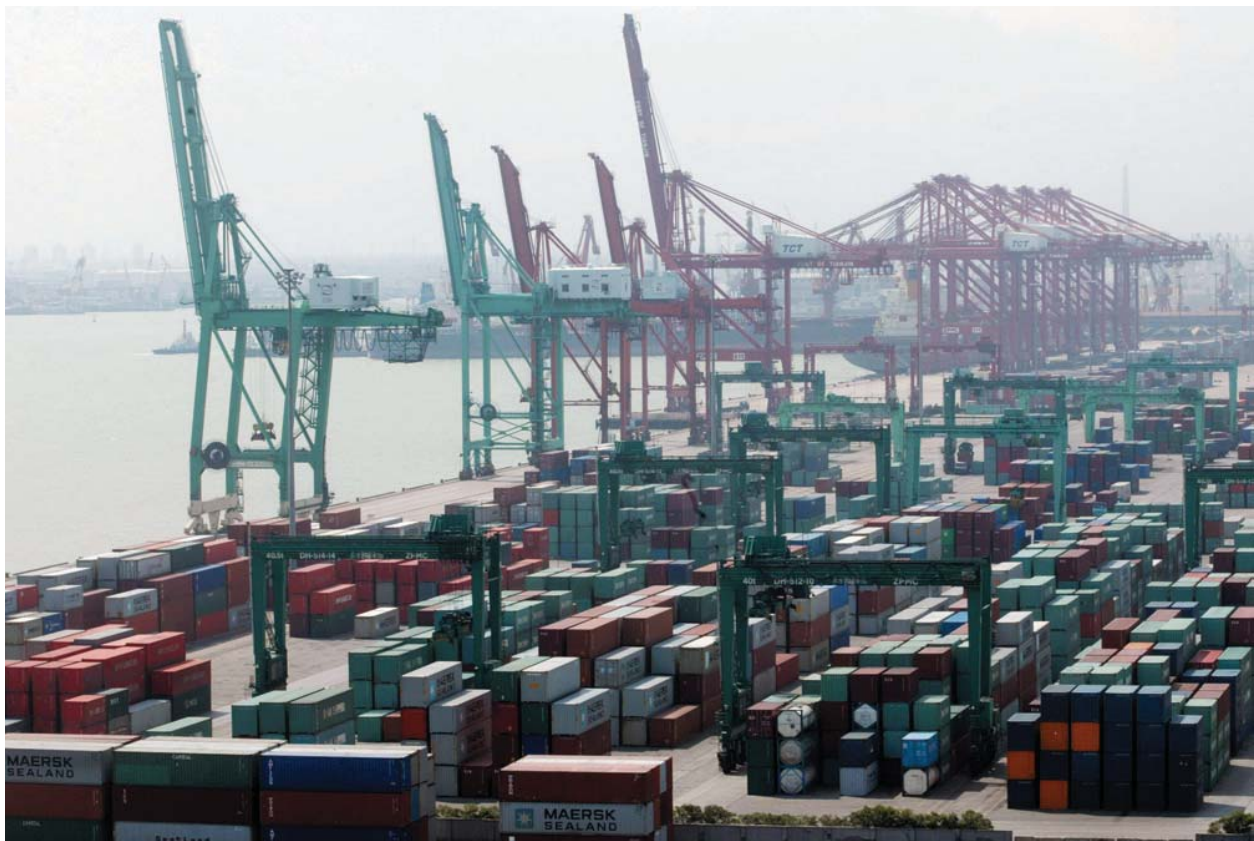
Import TRQ is an administrative measure that applies to products, primarily of the agricultural sector, subject to import restrictions: grain, cotton, sugar, wool, wool top and chemical fertilizer.

China eliminated all the quantitative restrictions on imports on 1 January 2005, and products previously subject to quantitative restrictions were moved into the category of free importation or automatic import licensing.

## Governing Laws

The State Council of the PRC promulgated the *Regulations on Administration of Import and Export of Goods* which sets out import licensing procedures.

MOFCOM promulgated *The Measures for the Administration of Licenses for the Import of Goods* and *The Measures for the Administration of Licenses for Automatic Import of*



*Goods*, which provide for implementing details of import licensing procedures. Both Measures were revised in 2004.

Pursuant to the above two Ministry decrees, MOFCOM publishes annually, in the form of Ministry announcement, the *Catalogue of Goods Subject to Import License Administration* and the *Catalogue of Goods Subject to Automatic Import Licensing Administration*, which provides the full list of products subject to import licensing procedures, except for those goods under tariff rate quota administration.

MOFCOM and the National Development and Reform Commission jointly promulgated the *Interim Measures on Administration of Tariff Rate Quota for Importation of Agricultural Products* in the form of Ministry Decree. General Administration of Customs likewise promulgated the *Interim Measures on the Administration of Tariff Rate Quota for Importation of Fertilizers* in the form of Ministry Decree. In accordance with these two decrees, the quantities of TRQ, allocation methods and application requirements for products under TRQ system are published annually in the form of Ministry Announcement.

## 1. Scope and Application of Import Licenses

The import license is applicable to the import of goods within the *Catalogue for Goods Subject to the Administration of Import License* which is updated annually by MOFCOM.

Pursuant to article six of *The Measures for the Administration of Licenses for the Import of Goods*, the import license is the legal basis by which the state authorities administer the import of goods. Unless otherwise specified by the State, a foreign trade operator shall apply for an import license to the designated license-issuing agency for those goods subject to the administration of import license before the import. And customs shall process customs clearance declaration and release the goods in accordance with such import license.

MOFCOM, together with the General Administration of Customs promulgate the annual *Catalogue for Goods Subject to the Administration of Import License*. MOFCOM is responsible for formulating, adjusting and promulgating the annual *Catalogue for Graded License Issuance of Goods Subject to the Administration of Import License*.

In order to obtain an import license, a foreign trade operator shall submit the qualified Enterprise Legal Person Registration Business License which is duly reviewed annually, and either the completed Form of Archival Filing and Registration of Foreign Trade Operators or the qualification certificate of import and export enterprises. If the operator is a foreign-funded enterprise, it shall also submit the Certificate of Investment Approval for a foreign-funded enterprise. If the goods to be imported fall within the scope of goods that are exclusively traded by state-owned agencies or there are other requirements of qualification required by the State, the relevant supporting documents of MOFCOM shall also be provided.

**To obtain an import license, a foreign-funded enterprise shall submit its Certificate of Investment Approval and Enterprise Legal Person Registration Business License, as well as either the completed Form of Archival Filing and Registration of Foreign Trade Operators or the qualification certificate of import and export enterprises.**

The administration of import license maintains a general principle of “one license for one customs house”. In addition, an import license shall be used in line with the rule of “one batch, one license”.

“One license for one customs house” means that an import license may only be declared at one customs house. “One batch, one license” suggests

that an import license may be used in customs declaration only once within its validity, i.e. one license cannot be used twice for different batches of imported goods unless expressly approved; whereas a “non-one batch, one license” may be used many times in customs declaration within its validity, but not more than 12 times, providing that customs stamps an “endorsement of customs examination and release” seal on the back of the license. Such a license is only valid for a stated quantity, however, such that each use of the license detracts from its total allowed imported batches.

## 2. Scope and Application of Automatic Licenses

The *Measures for the Administration of License for the Automatic Import of Goods* apply to the import of goods as provided in the *Catalogue of Goods Subject to the Automatic Import License Administration* into the territory of the PRC by foreign trade operators.

When applying for an automatic import license, a consignee who files such an application shall submit the following materials:



- a qualification certificate for the consignee to undertake the import and export of goods, archival filing and registration documents, and the Certificate of Investment Approval of a foreign-invested enterprise;
- an application form for the automatic import license;
- the contract on the import of the goods in question;
- an agreement (original) on the import by agency if the import is carried out through agency;
- materials proving the uses of imported goods or the final users;
- materials as listed in the Catalogue to be submitted which may vary for different goods; and
- where required, other necessary materials to be submitted as prescribed by MOFCOM.

The consignee is responsible for the authenticity of submitted materials. A consignee may apply for an automatic import license directly from the license-issuing authority in written form or online.

For duly completed application, the license issuing authority shall, within 10 working days upon receipt of such application, issue an automatic import license.

### 3. Scope and Application of Tariff Rate Quotas

The 1996 Uruguay Round Agreement on Agriculture was a step toward free trade with special considerations for agricultural sectors. The Agreement lifts bans and quotas on imports, but allows their conversion into tariff-rate quotas, which function like quotas.

A TRQ is a two-tiered tariff. In any given period of time, a lower in-quota tariff is applied to imports that are within a certain amount while a higher over-quota tariff is applied to all subsequent imports that exceed the prescribed amount.

A TRQ is not considered a quantitative restriction because it does not limit import quantities per se. The importer is

free to import by paying the over-quota tariff, which is not available under a regular quota. If the difference between the domestic and international price exceeds the over-quota tariff, the importer still profits despite paying the over-quota tariff.

China's National Development and Reform Commission and MOFCOM jointly issued a series of regulations in 2005 and 2006 with respect to quantities, application conditions and allocation methods of TRQs in relation to the imports of grain, cotton, sugar, wool, wood top and fertilizers.

The allocation of import TRQs for agricultural products is evaluated by taking into account the number of applicants, historical import performances, production capacity and other relevant commercial standards (or on a first-come, first-served basis for wool and wool top). TRQs are annually reallocated on a first-come, first-served basis as well.

**A Tariff Rate Quota (TRQ) is two-tiered: a lower in-quota tariff applies to imports within a certain amount; a higher over-quota tariff applies to subsequent imports that exceed the prescribed amount.**

A TRQ warrant for grain, cotton and sugar, which is required for Customs clearance, is valid throughout the calendar year, with an extension possible where the original warrant expires when an import contract is not yet fulfilled, but no later than the end of the following February. A TRQ for wool and wool top is valid for six months with an extension permitted where the original warrant expires when the import is not completed or contract is not fulfilled, but again no later the end of the following February.■



# BASIC POLICIES FOR AREAS UNDER SPECIAL CUSTOMS SUPERVISION



Begoña Suso



Julian Yu

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As a means of facing the growth of Chinese international trade, China has established a series of areas under special customs supervision. These areas have been established with approval from the State Council and the General Administration of Customs and can be mainly classified as Bonded Warehouses, Export Supervision Warehouses, Bonded Logistics Centers, Free Trade Zones, Export Processing Zones, Free Trade Port Areas and Bonded Logistics Parks (collectively, the Special Areas).

These Special Areas are quite attractive for import or export enterprises focusing on international markets, since according to relevant laws and regulations, enterprises located within these areas may enjoy certain preferential treatment, such as exemption of tariffs and tax refund. As a result of such features, and in order to attract enterprises and promote local economic development, many local governments have established or have applied to establish such Special Areas.

The categorization of these Special Areas is based mainly on their function, location and size, rather than on their applicable policies. As a result, some preferential policies in areas included in the same category may be similar while in others they may be different. In this article we will provide an outlook on the basic policies for such areas, mainly focusing on foreign exchange, tax and customs supervision.

## Categories of Special Areas

**Bonded Warehouses:** warehouses approved by Customs specifically used to store goods



for export processing with supplied or imported materials as well as goods that have been approved by Customs to go through declaration procedures at a later stage.

**Export Supervision Warehouses:** warehouses used to store and deliver goods that have completed their export clearance procedures.

**Bonded Logistics Centers:** areas run by one or more logistics enterprises, combining features of Bonded Warehouses and Export Supervision Warehouses, and including features such as simple processing, international trade of goods, international transfer of goods and carrying trade.

**Free Trade Zones:** bonded areas established upon approval from the State Council, dedicated to bonded warehousing, international trade and export processing.

**Export Processing Zones:** special bonded areas where export-oriented processing enterprises and other related storage and transport enterprises are established.

**Free Trade Port Areas:** specific zones including ports and their adjacent areas, being ports as well as logistics and processing zones. They serve international transfer, delivery, procurement, carrying trade and export processing.

**Bonded Logistics Parks:** areas established within Free Trade Zones or specific port areas adjacent to Free Trade Zones dedicated to storage, transfer, simple processing of bonded goods and international trade.

### Taxation

Preferential tax policies for areas under special customs supervision are one of the most attractive advantages for entrepreneurs. Among the main laws and regulations governing businesses located in areas under special customs supervision are the *Procedures on Customs Control over Free Trade Areas* (1997), the *Interim Measures for the Tax Administration of Export Processing Zones* (2000), the *Interim Measures of the Customs for Administration of Ex-*



*port Processing Zones* (amended in 2003), the *Measures of the Customs of the People's Republic of China for the Administration of Bonded Logistics Parks* (2005) and the *Interim Measures for the Administration of Free Port of the People's Republic of China* (2007).

In relation to exports, and according to the *Interim Measures for the Tax Administration of Export Processing Zones*, Export Processing Zones are treated as areas located outside Chinese territory. Once domestic goods are transported into such zones the seller shall be entitled to the export tax refund applicable to exported goods. For example, when locally manufactured equipments, raw materials, parts and components or packaging materials are sold to enterprises located in Export Processing Zones by enterprises located outside such zones, if such goods have already been transported into the Export Processing Zone, the seller will be able to get the respective tax refund from the tax authorities. These policies are also applicable to Free Trade Port Areas and Bonded Logistics Parks. Notwithstanding, it must be taken into consideration that the policy in Free Trade Zones slightly differs from the above referred Special Areas in this particular aspect, since the seller can only apply for duty free treatment or tax refund after the goods have actually been transported outside Chinese territory.

Enterprises located in Special Areas can also enjoy preferential treatment regarding import tariffs for goods such as (i) machinery and equipment used for infrastructural construction projects for manufacturing premises and infrastructural materials for warehouses in these Special Areas, (ii) machinery, equipment and molds required for manufacturing in Special Areas and parts and fittings required for their maintenance, and (iii) reasonable quantities of office articles for self-use of such enterprises. Comparatively, enterprises located outside such areas must pay tariffs for these goods, implying a reduction of expenses for enterprises located in Special Areas.

Goods processed or manufactured within Export Process-

ing Zones and Free Trade Port Areas which are exported directly overseas or purchased by entities also located in these areas are not subject to value-added tax or consumption tax. In addition, goods transported from Free Trade Port Areas to areas located outside the Chinese territory are generally entitled to export duty free.

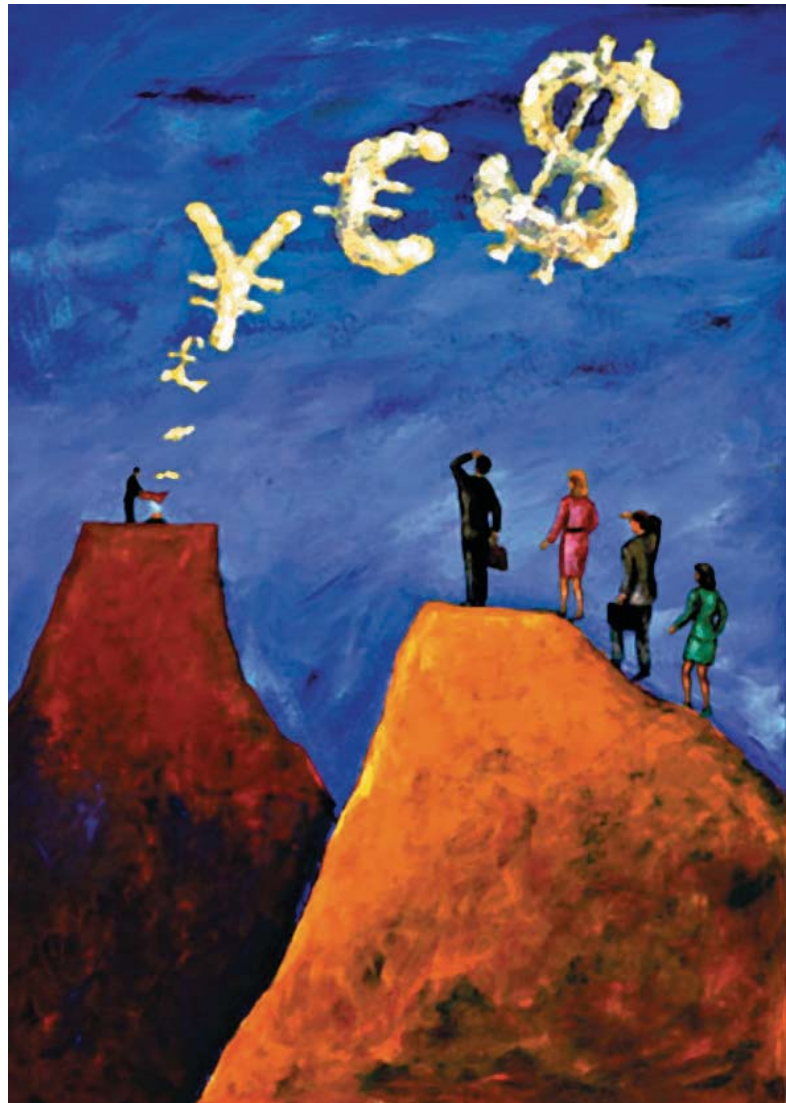
Many enterprises take advantage of these policies in order to reduce costs and improve capital utilization. In this sense, one enterprise may establish a new entity and warehouse in a Bonded Logistics Park, transport goods directly into such Bonded Logistics Park and therefore benefit from immediate granting of tax refund. However, due to the existent differences among tax policies in force in these areas and extensive supervision from local authorities, any tax planning based on these policies must be made with proper caution and on a case-by-case basis.

### Foreign Exchange Matters

Compared with enterprises located outside Special Areas, enterprises located in these areas may enjoy less burdensome requirements regarding foreign exchange matters. Due to foreign exchange control in China, any business between enterprises registered in China – either domestic or foreign-invested – may not be settled using foreign exchange, and such enterprises must conduct foreign exchange verification and settlement for their international trade.

In 2007 the Chinese legislature promulgated the *Measures on the Administration of Foreign Exchange in Bonded Areas*, which is the main regulation governing foreign exchange matters in Special Areas located in China – areas such as Free Trade Zones, Export Processing Areas, Bonded Logistic Parks and Free Trade Port Areas – harmonizing foreign exchange administration rules for enterprises located in Special Areas. Following the promulgation of these Measures, and as evidence of such harmonization, a uniform foreign exchange registration certificate has been launched for all Special Areas and foreign exchange bank accounts of enterprises located in Special Areas.

Special Areas have specific policies for the settlement of foreign exchange. According to the *Measures on the Ad-*



*ministration of Foreign Exchange in Bonded Areas*, business between Special Areas and overseas countries shall usually be priced and settled in foreign currency. The trade of goods between Special Areas and outer areas located within Chinese territory may be priced and settled either in RMB or foreign currency; expenditures related to such trade of goods shall be priced and settled in accordance with commercial practice; service fees shall be priced and settled in RMB. Dealing within Special Areas may be priced and settled either in RMB or foreign currency and all governmental administrative fees collected in Special Areas shall be priced and settled in RMB.

### Customs Supervision and Requirements

According to relevant laws and regulations, in general there are no import and export quotas and license controls



over interflow of goods between Free Trade Port Areas or Bonded Logistics Parks and areas located outside Chinese territory. In addition, except for passive export quota control, there are no restrictions over interflow of goods between Processing Zones or Free Trade Zones and areas located outside Chinese territory. There are also no time limitations for the storage of goods in these areas, with the exception of goods stored for over two years, which shall be recorded with Customs on an annual basis after such two years have elapsed.

There are specific requirements for the establishment of enterprises in Special Areas. Usually, the enterprise to be established must have independent legal person status and can only be a branch under special circumstances. Enterprises located in Free Trade Port Areas must also

meet the requirements of national industry development, and carry out their business without extensive energy consumption or serious pollution. In Export Processing Zones it is only possible to establish three types of enterprises: export processing enterprises, warehousing enterprises specially providing services to export processing enterprises, and transportation enterprises focusing on inbound and outbound transportation of goods. Enterprises located in Bonded Logistics Parks can only engage in simple processing such as classification, selection, labeling or alteration of packaging of goods, while sales or processing manufacture is forbidden.

The above-described basic policies for Special Areas play an important role in Chinese economic development, and constitute a critical element in foreign investors' decision-making. It is commonly admitted that there is currently no flawless nor nationwide plan for such Special Areas and that there are different understandings of these policies among local authorities. It has been reported that the Chinese government is envisaging the restructuring of functions and policies for the different categories of Special Areas, mainly by reclassifying Special Areas into two single categories: Customs Supervised Units, which will include current Bonded Warehouses, Export

Supervision Warehouses and Bonded Logistics Centers – since and as long as these are run by one enterprise – and Customs Supervised Areas, which will include the remaining categories of currently existing Special Areas. It is also reported that the Chinese government may be envisaging the promulgation of specific standards for setting up Special Areas so to ensure that the establishment of such areas is in compliance with both national and local interests. ■

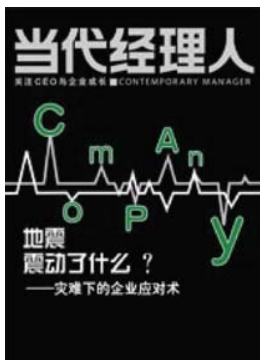


**Big projects activate Tianjin**  
*China Investment, June 2008*

Tianjin Binhai New Area has become a focus of the 21st century investment boom in China, and in the global investment strategy Tianjin is poised to become the economic center of northern China.

Topping the list of major multinational enterprise projects settling down in Tianjin are the Airbus A320 assembly line, Sino-Singapore Tianjin Eco-city, next-generation carrier-rocket production base, China Petroleum and Chemical Corporation one-million-ton ethylene project, Tianjin Lingang Industrial Area and East Port Free Trade Zone. These big projects have not only increased economic output, they have become symbols of Tianjin Binhai New Area.

An official with the Tianjin Development and Planning Commission said that the key project industry chain will create more regional development and ensure the future development of Binhai New Area. This effect has already been observed in the 11 aviation manufacturing firms that have settled down in Tianjin Airport Industrial Park in response to the Airbus A320 project. More than 30 aviation industry projects are currently being discussed – 10 directly related to the Airbus project.



**What enlightenments does the earthquake leave Chinese enterprises?**  
*Contemporary Manager, June 2008*

The 8.0 magnitude Wenchuan Earthquake of 12 May 2008 collapsed innumerable houses and took tens of thousands of lives. In the wake of this disaster, the abstract term social responsibility gained a concrete face.

Post-quake social responsibility expressed by state-owned and private enterprises reinforced Chinese pride. Donations by major enterprises Mengniu, Changhong, GOME, Wang Laoji and others ranged from 10 thousand to 100 million RMB.

Though many thriving enterprises donated money and goods to the disaster areas, disaster-struck enterprises showed the most resolve. The factory of Dongfang Turbine Co., Ltd. / Dongfang Electric Corporation collapsed, damaging equipment and stagnating production, yet in late-May was able to secure a contract to provide CNY 1.25 billion in wind turbines. Jiannanchun spirits company, which had lost 40% of its liquor, had somehow still managed to provide water for earthquake survivors until government supply vehicles arrived. The chairman of Changhong, a Mianyang company whose production was suspended by the quake, led his staff in relief work and fund raising, ignoring the enterprise's earthquake losses.

In becoming main contributors to earthquake relief efforts, China's major enterprises shook off their profit-machine image.



**Table Tennis Rematch Recalls US, China Ping-Pong Diplomacy**  
*VOA News, 11 June 2008*

A table tennis tournament was held June 10-12 commemorated the historic ping-pong diplomacy that helped open relations between the United States and China in the 1970s.

Modern relations between the two superpowers began when, in April 1971, an American player missed his bus at the world table tennis championship in Japan. A Chinese player suggested he ride with the Chinese team. The two players exchanged gifts, and hearing of the exchange Premier Zhou Enlai immediately invited the US team to play in China.

At that time, the Chinese players were regarded as the best in the world. American George Braithwaite said he was suspicious in 1971 when he won two out of three matches against Chinese star Liang Geliang. The Americans soon realized the Chinese players were letting them win some games.

This year's reenactment of the historic event, at the Richard Nixon Presidential Library in California, featured a rematch of some of the original players. Braithwaite, now 69, said he has been practicing hard for the rematch.

"One advantage that athletes have over diplomats is that they do not have to take a stand," said Olympic historian David Wallechinsky. "They can act as individuals. They can represent themselves and make that effort to become friends."



**Appreciation for Chinese Consumers**  
*Wall Street Journal Asia, 12 June 2008*

In real, trade-weighted terms the CNY has moved less than 10% since July 2005, while nominally rising 19% against the USD over the period. Since oil is priced in dollars, a rising yuan makes it cheaper for China to buy and import oil.

If the yuan were still at the pre-July 2005 rate of 8.27 to the dollar, national oil companies' (Sinopec, PetroChina and CNOOC) bills for imported oil in the first four months of 2008 would have been an additional USD 7 billion. Their refinery arms are already operating at a loss due to price controls on gasoline and diesel. Assuming that oil prices and exchange rates stay where they are today, the import savings for this calendar year will total almost USD 23 billion on crude alone. Appreciation is thus a natural "hedge" against rising oil prices for China.

The same economics apply to China's iron ore and steel importers. From January to April this year roughly USD 4 billion was saved on those purchases thanks to yuan appreciation. At current rates they are on track to save USD 13.6 billion for 2008. And on the story goes for state-dominated importers of basic chemicals, copper, soybeans, pulp and the like.

Full year 2008 savings for importers of the aforementioned hard and soft commodity groups alone is likely to exceed USD 56 billion. And all this is happening while China's exports are still up 21% year-on-year through April.



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# FEEDBACK – A LEADERSHIP RESPONSIBILITY

Volume 6

*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.*

**A**s I have mentioned in earlier articles, one of the greatest causes of performance problems is inadequate feedback. Feedback is one of the all-important consequences that affect a person's willingness to perform effectively. Feedback concepts and skills are so critical to good management that we should examine them in depth.

Billions of yuan and work hours worldwide are devoted to formal performance appraisal/review systems. Employees at all levels, from janitors to chairmen of the board, simply must know – “How am I doing?” Some managers think that the annual or semiannual formal performance review session takes care of employee's feedback needs; nothing could be further from the truth.

Employees need feedback on almost a daily basis. In *The One-Minute Manager*, Blanchard and Johnson have printed the following profound statement in bold to fill an entire page – “Feedback is the breakfast of champions”. Every healthy system needs feedback. If a system is not getting enough feedback to meet its

needs, you can bet it isn't healthy. If you want your team to be champions, you must give them balanced feedback every day.



**“Feedback is the breakfast of champions”**

## Feedback – the sterile conduit

I make very few flat statements when dealing with human behavior, but this is one: “Every healthy system needs feedback”. If I had the power to change only one thing in organizational life, I would magically give every manager the willingness and ability to provide balanced feedback – both positive and negative. Feedback is one of the most important aspects of effective leadership and management.

In most work situations, employee's self-esteem and sense of accomplishment are related to seeing themselves doing something worthwhile with their work lives. Because most of us prefer the immediate

gratification of a short-cycle satisfaction loop, the faster the feedback the better. Most jobs, with the exception of professional athletes whose score changes the instant a goal is made, have longer-term feedback systems: monthly or quarterly sales quotas met, products shipped, students





educated, buildings completed and so on.

There is a basic variance between the feedback needs of employees and the feedback system inherent in the world of work. A skillful supervisor/manager is sensitive to this variance and takes action to fill the gap. The supervisor should serve as a real-time, sterile conduit of feedback from the long-term goals of the organization as they relate to the specific short-term feedback needs of the employees. The term sterile in this context means objective, candid, unbiased and most of all, honest.

The feedback should keep employees focused every day on the specific tasks and activities they need to accomplish in order to achieve the organization's long-term goals. Annual performance appraisals are certainly needed, but they are not timely enough. This necessity becomes easier to remember if you imagine the entire staff perpetually wearing a t-shirt that says, "Make me feel important."

### Feedback given at the task level

People do not do jobs; they do tasks. We train at the task level, lead at the task level, fire at the task level. But for some unexplained reason we give feedback at the job

level. The day you start providing feedback at the task level is the day you become a better manager. Feedback at the task level seems to produce a sense of balance, harmony, and equity between the employees and their bosses. It just feels right.

What is the relationship between feedback and leadership? Given that there are over three hundred definitions of leadership, your opinion is as good as mine. But from my vantage point, as a serious student of leadership and management for more years than I like to recall, I see a definite correlation between a person's ability for focusing the efforts of others (leadership) and his or her feedback skills. Agreed, leadership is the mix of many skills in a countless variety of combinations, but I have found some common trends among most successful leaders: they help people see their vision every day; they help people understand what they are doing; they are skillful at giving feedback. Feedback and positive reinforcement can have a profound

impact on motivation and performance.

### Feedback – never say "problem"

In giving feedback, the major purpose is to communicate effectively – i.e., to create understanding. For this to happen, the recipient must not only hear but actually listen. People generally listen to positive feedback, our ego and self-esteem love to splash and play in rivers of praise. That same fragile self-esteem has a built-in defense mechanism that helps protect our ego from unwanted negative feedback.

**We train at the task level, lead at the task level, fire at the task level. But for some unexplained reason we give feedback at the job level. The day you start providing feedback at the task level is the day you become a better manager.**





As the conversation passes through neutral going south towards criticism, the ego almost automatically turns off the listening process, regardless of the fidelity of our hearing. Therein lies our dilemma: How do we get people to actually listen to constructive, though negative, feedback? Let me share with you a consultant's trade secret to short-circuit the automatic cut-off switch when giving negative feedback.

You must open the recipient's mind and make him or her want to listen. You guessed it – you give him or her good news first. Credible, positive feedback works wonders in getting and holding people's attention, because everyone needs it and values it, and no one gets nearly enough of it in the world of work.

Notice I said "credible, positive feedback". This requires you to do your homework and pay attention. When I am conducting the assessment phase of a consulting engagement, I give equal time to finding things that are working well: systems that perform the way they are supposed to, people who don't stop at the last period in their job description, and so on. Since all of us are flawed, and since organizations are made up of groups of flawed people, it'

s not difficult to find the bad news. Yet every organization has plenty of good news; look for it and take good notes. When I meet with the responsible manager after studying his or her operation, I start by listing positive things I have noticed. If you get one level below the glaringly obvious, you will develop instant credibility as an observant person. So far, they are listening; you are communicating.

Once I have the listener's attention I need to delicately move from positive facts and opinions to reporting unemotional observations of areas I view as problems. I call that "shining light in dark corners". Let's assume that the organization has a snarl of a backlog in the shipping department. You could say something like, "I was in the shipping department yesterday and noticed some boxes in the far left labeled May 2008. I wondered why they were there."

Let's carefully analyze the wording. The manager's clearly got a backlog problem, but if I describe it as a "problem" he or she may either stop listening or turn hostile because the term "problem" itself is negative, judgmental and ac-





problems; I can diagnose a problem in a very short time, but I cannot seem to get the client to see it. What really bugs me is that I am a hell of a lot smarter than you are, but you stay busy while my consulting practice is sputtering.” Over the second cup of coffee we discussed the fact that consultants have no power – they only have influence. Diagnosing the problem is a relatively easy first step. The hard part is getting the client (the person with power) to buy in willingly – i.e., to take action and accept personal responsibility for solving the problem. With the respon-

cusatory. What one must do is describe the situation or condition in totally neutral and non-judgmental terms. As the listener begins to visualize the picture I am painting, he or she mentally compares that picture with what he or she thinks is there or wants to be there. The client sees the difference between those two pictures as a “problem”. They will often say, “It sounds like we have a backlog problem in shipping.” The minute managers use the word “problem” of their own free will, they own it. Never say the word “problem” first; let the listener do that.

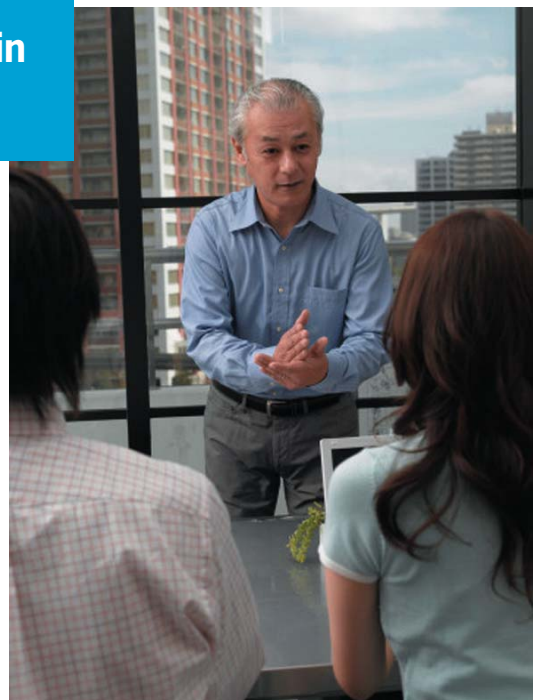
**Employees not only want to solve their own problems, but they also want to maintain their dignity in the process.**

sibility and accountability also goes the credit. My friend now understands that clients not only want to solve their own problems, but they also want to maintain their dignity in the process. ■



A fellow consultant and I went to lunch recently. He was frustrated because his business was faltering. He holds a doctorate in organizational behavior and has many

years experience as a college professor. After a few minutes of verbally dancing around the deeper issue, he finally blurted out, “I am an expert in solving organizational



# TIANJIN HIGH-END RESIDENTIAL MARKET

**T**ianjin has experienced strong economic growth over the last 5 years, with significant increases in GDP and real estate investment. This growth, promoted by the city's economic positioning, has resulted in massive urban development, making Tianjin a new hot area for real estate investment the likes of first-tier cities Shanghai and Beijing. Investment in residential properties accounts for approximately three-quarters of the total real estate investment in Tianjin.

## High-end residential market in Tianjin's six urban districts

The Tianjin Real Estate Bureau defines residences with an average price above RMB8,000/sqm in 2007 as high-end residential, yet the current average sale price exceeds RMB10,000/sqm in the six urban districts.

From 2003, urban infrastructure construction injected new vitality into the development of residential buildings in Tianjin's six urban districts. High-end residential are mainly centralized in Heping, Hexi, Nankai districts due to more convenient living facilities and transportation in these three districts.

At the center of the urban area, Heping district is the seat of the municipal government. The district has a large concentration of established high-end residential properties while new supply in the area is limited.

Hexi District, to the south, saw a sizeable volume of high-end residential projects come onto the market in 2003 and 2004, largely as a result of the establishment of Tianjin's premier residential area, Meijiang.

The supply of high-end residential in Nankai district has outstripped the other five districts with the development of Laochengxiang Area and Olympic Area.

Hebei, Hedong and Hongqiao districts, which are less-developed, have showed a lower level of high-end residential development.

## High-end Residential Distribution

There are three major high-end residential areas in urban Tianjin: Meijiang (Hexi District), Laochengxiang and Olympic Area (both Nankai District). TEDA (Tanggu District) in Binhai New Area is worth mentioning as well.

Meijiang Area, in the south of Hexi District, is Tianjin's original luxury residential area, established in 2000. A number of mid- to high-end residential projects, such as Huaxia Classic and Mind Land International, were developed in the area.

Meijiang has attracted individuals prizing proximity to the city's unique water-scenery resources. In Q1/2008, two new Meijiang projects entered the market: Life of the Waterbank and House More. Tianjin Lake offered sale prices of RMB12,000/sqm in Q1/2008, down 800/sqm from Q4/2007; Life of the Waterbank asked an opening price of RMB10,000/sqm in Q1/2008. These two projects led the average Meijiang price in Q1/2008, down by 5.5% from Q4/2007.



Location of the major high-end residential areas

Laochengxiang in northeast Nankai District is a large-scale urban redevelopment scheme which began in June of 2003. It is considered to be a traditional area, well-known for its typical old-Tianjin style and social customs. The redevelopment of the area has already borne fruit with the construction of Tianjin First Block and the recent completion of several phases of R&F City. In Q1/2008, no new



Magnetic Capital



Magnetic Capital

	Q4/2007(RMB/sqm)	Q1/2008(RMB/sqm)	Change
Greater Meijiang	12,589	11,900	-5.5%
Olympic Area	13,000	13,400	3.07%
Laochengxiang Area	13,014	13,100	0.7%

Residential prices of three major areas, Q1/2008

supply entered the Laochengxiang Area market. The average price of Laochengxiang Area is RMB13,100/sqm, up 0.7% from Q4/2007.

Olympic Area offers beautiful views, convenient transportation, and top-notch education and entertainment facilities. Most projects in this area are positioned as luxury

homes presenting a conception of comfortable life, led by the well-known representative project of Magnetic Capital. Driven by the 2008 Olympic Games, the average price of Olympic Area residential reached RMB13,400/sqm in Q1/2008, up 3.07% from Q4/2007.

High-end residential sales prices in Tianjin had experienced a strong increase in 2007. A series of macroeconomic control measures implemented by the Chinese government to cool down the overheated real estate market affected the Tianjin high-end residential property market in the first half of 2008.

In addition to the low base price of new project Life of Waterbank and discounted price of Tianjin Lake in Meijiang Area, the recently discounted prices adopted

by other projects – especially in some well-decorated residential developments such as Up Town and Magnetic Capital – suggest price stability of the high-end residential market in 2008, rather than the booming growth experienced in 2007.

### High-end Residential Market in TEDA, Binhai New Area

Binhai New Area lies in the eastern seaboard of Tianjin. Promotion of Tianjin's city positioning and many preferential policies in Binhai New Area have attracted increasing numbers of MNCs. With companies such as Motorola and Toyota settling down in TEDA, the influx of a large number of foreign and high-income employees resulted in sustained high levels of demand and consequently increasing supply of high-end residential development.

Several high-end residential projects developed by large real estate companies, such as Vanke and Vantone, have emerged in TEDA, the core commercial area in Binhai New Area. These high-end residential developments averaged RMB10,300/sqm in Q1/2008, slightly lower than in urban Tianjin, as there are not as many well-decorated units in TEDA.

As a result of limited land for residential development in the major high-end residential areas mentioned above, new supply is expected to shift to non-central locations and further east to Binhai New Area.

### Highlighted project: Tianjin Eco-city

The Sino-Singapore Tianjin Eco-city is a strategic cooperation project between China and Singapore to improve living environments and build an eco-culture. The two nations had previously jointly constructed Suzhou Industrial Park.

In Q4/2007, Binhai New Area was officially declared the site of the new Eco-city project. The project is a platform for technologies in eco-environmental protection, energy

**The ground-breaking ceremony for the Eco-city is scheduled to take place in Tianjin this month.**



conservation, and green architecture in China. It will be an R&D demonstration center as well as an ecologically industrial base at the national level, constructing an ecologically inhabitable model city.

The Eco-city will comprise a 30-square-kilometer "modern town", combining living, recreational and business facilities, and forming a gathering area for modern service-oriented industries. It has a planned population of 350,000, including 60,000 nonnative employees.

Led by Keppel Group from Singapore and TEDA Group in

China, the ground-breaking ceremony for the Eco-city is scheduled to take place in Tianjin this month. Other project milestones include the completion of the Eco-city Master Plan at the end of March 2008, and the detailed plans for the initial management area at the end of May 2008.

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

Name of project	Developer	Land area (1000sqm)	Gross floor area (1000sqm)	Price (RMB per sqm)
Binhai New City	Vanke Real Estate	62	320	Hold on sale
The Paradiso Vanke	Vanke Real Estate	60	240	11,500
Tianbao Golden Coast	Tianbao Real Estate	1,120	1,600	10,200
Vantone International New City	Vantone Real Estate	113	480	10,000

Major high-end residential projects in TEDA, Binhai New Area



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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



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Boxinvest



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Siemens



Dr. Eric Bouteiller  
Ipsen



Mr. Dorino Moret  
Zanussi



Mr. Gabriele Castaldi  
Goglio

## RECENT EVENTS

### Seminar – Implementation of new Labour Contract Law

18 June 2008



The new Labour Contract Law was implemented on 1 January 2008. On 9 May the State Council's Legislative Affairs Office released the first draft of Implementation Rules for the PRC Labour Contract Law, which elicited several questions:

- What impact will the detailed Implementation Rules have on Human Resources?
- What are our member companies' opinions on the subject?
- What experiences and issues could we convey after six months under the new Labour Contract Law?

More than 20 member companies from European Chamber Tianjin Chapter and the lawyers from Winners Law Firm discussed the newly promulgated labour law legislations, particularly the Law of Labour Dispute Arbitration and Labour Contract Law, including the most recently released Draft Implementation Rules of the Labour Contract Law on 18 June. The speakers from Winners Law Firm, drawing upon their

experience and expertise, briefed their audience on key issues of these legislations as well as implications for businesses and employers. The European Chamber Tianjin Chapter will submit member comments to relevant local government



authorities. These comments, as well as the Labour Contract Law and Implementation Rules, can be downloaded from the Chamber's website.

### Seminar – Bank Loan Negotiation

12 June 2008

Director Li and a senior sales manager from the High-tech Industry Department of Shanghai Pudong Development Bank Tianjin Branch discussed corporate financing with member companies of the European Chamber Tianjin Chapter. The presentation on corporate finance included qualification of corporate loans, secure ways to apply for bank loans, and financing business. The speakers analyzed the demand of funds during the construction and operation period in producing enterprises. Toward the end of the seminar, they helped individual member companies to propose appropriate financing solutions according to different fund demands.

## UPCOMING EVENTS

### Factory Visit

**Vestas**

Vestas Wind Technology (China) Co., Ltd

Date: 17 July 2008

### Local Board Meeting

Date: 23 July 2008

Location: European Chamber Tianjin Office

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

European Union Chamber of Commerce in China, Tianjin Chapter  
Room1603, Building 17, Magnetic Plaza, BinShui West Road, Nankai District, Tianjin, 300381, P.R.China  
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# 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

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EUROPEAN CHAMBER



中国欧盟商会



**American Chamber of Commerce  
Greater Tianjin Branch**

## Join AmCham Tianjin upcoming events

### Party—American Independence Day celebration

**Date:** Saturday July 5, 2008  
**Venue:** Margaux Manor Club  
**Number of attendees:** 300

### Tour—Concession tour in and around Tianjin

**Date:** Saturday July 19, 2008  
**Venues:** Former German Club, Old Country Club, Prince Qing's Mansion, Last Emperor Pu Yi's House, Italian Concession, Former Austrian Concession, Tianjin Museum of Modern History, British Concession, Japanese Concession, French Concession, Astor House Hotel.  
**Number of attendees:** 50

### Golf—2nd American Chamber Tianjin FALL CLASSIC Golf Tournament

**Date:** September 2008  
**Venue:** Pending  
**Number of attendees:** 120  
Sponsorships now available!

### Bike-a-thon—2008 American Chamber Tianjin Charity Bike-a-thon

**Date:** October 2008  
**Venue:** Pending  
**Number of attendees:** 1200  
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For more information, please contact AmCham Tianjin office at **022-23122517** or **event@amchamtianjin.org**



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



**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 supervisions of a Board of Directors. Its activities are funded by membership subscription, sponsorships and fees of Chamber 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.



**World Bank's opinion on China's macro-economy, 19 June 2008**

BenCham Beijing organized a special breakfast event. Mr. Dollar, World Bank Country Director, discussed the macro-economic 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-intensive 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 Derks (Director, DSM China Manufacturing Support Center)

**Treasurer**

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

**Directors**

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## 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.**

### Recent Events



Throughout the morning of 3 June, the Swedish Chamber held a workshop entitled **Communicating with Influence - How to be successful in a Swedish company**, under the Chamber theme "Exploring Swedish Management in China" at Radisson SAS Hotel Beijing. This was the first Chinese-language event arranged by the Swedish Chamber, which usually conducts activities in English.

The workshop aimed to provide Chinese mid-level managers and employees of Swedish companies an opportunity to exchange experiences, become more effective in dealing with differences in culture and leadership style, and network with the other Chinese employees of Swedish companies in China. Seventy participated in the workshop.

Early on 5 June, the Swedish Chamber held a breakfast seminar under the Chamber theme "Exploring Swedish Management in China" to improve member companies' competitiveness in terms of attracting and retaining staff and long-term financial success. Mr. Brice Koch from ABB and Mr. Magnus Nilsson from Elanders shared their reflections and personal experiences of working as a Senior Manager in a Swedish Company.

Address: Room 313, Radisson SAS Hotel, 6A, East Beisanhuan Road, Chaoyang District, Beijing 100028, China

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Website: [www.swedishchamber.com.cn](http://www.swedishchamber.com.cn)

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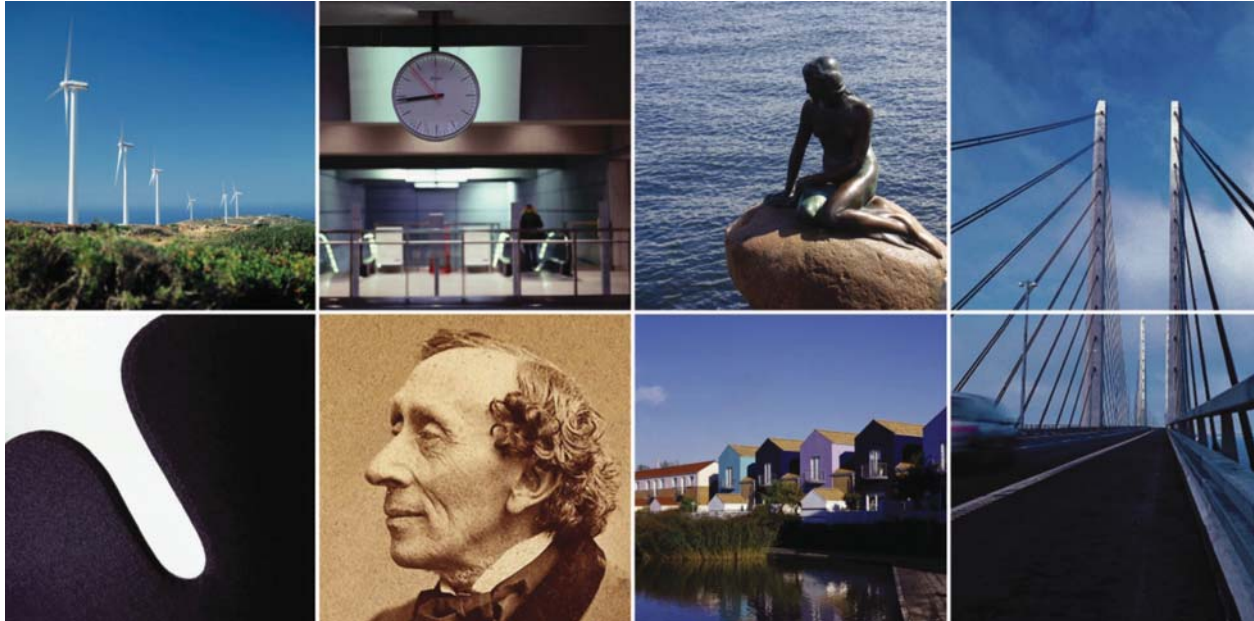
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2. Persons who have applied for and used one Schengen visa and one visa for the USA, Canada, the UK, Switzerland, Ireland, Australia, New Zealand and Japan in the past two years.
3. For Chamber members:

The employees of German Chamber of Commerce member companies, who have obtained one Schengen visa in the last two years from any Schengen country and traveled with this visa.

\* Schengen countries include: Belgium, Denmark, Germany, Finland, France, Greece, Iceland, Italy, Luxembourg, Netherlands, Norway, Austria, Portugal, Sweden and Spain.

Fee: 60 Euro for the visa, 190 RMB service fee (not refundable)  
Contact: Ms. Li Nan, Visa Service Manager  
Tel: +86-10-6590 0926 ext. 206  
Email: [li.nan@bj.china.ahk.de](mailto:li.nan@bj.china.ahk.de)  
Opening Hours: Monday - Friday, 9:00-12:00, 13:00-17:30



## DCCC CHARITY DONATION 2008

**T**his year's Gala Ball was an immense success where more than RMB 1,000,000 was raised for charity. The DCCC board has now decided which projects will benefit from the proceeds.

RMB 400,000 will be given to the Sun Village National Vocational Education School Project. Sun Village is a civil NGO which aims to foster and educate children of imprisoned parents. Providing children with basic living conditions, educational support, psychological counseling, rights protection and vocational training are the overall objectives of the organization. In the past 11 years Sun Village has set up four centers and helped more than 1000 children in Sha'anxi province, Henan and Beijing.

The children in Sun Village are from 4 months to 18 years old. All children above the age of 6 must attend local school. The children live together as small families, 14 kids form one family which is taken care of by one loving mother. She is to take care of their daily life, including helping with their homework and cultivating their independence. Sun Village arranges for the children to visit their parents in prison and call them on the telephone.

The children living in Sun Village belong to a group long-neglected by society and government. The majority of them have serious psychological problems and many of them are in the danger zone of becoming criminals.

The RMB 400,000 will be donated to the construction of 4 new school buildings for vocational training of the older children aged 14-18 in Jiangxi Province. The vocational training entails accounting, cooking, auto-maintenance, garment-designing, embroidery and other skills.

When construction finalized and the school buildings are ready to be used by the children, DCCC will arrange an event at Sun Village in Jiangxi Province.

The remaining RMB 600,000 from the 2008 Gala Ball proceeds will be donated to the construction/reconstruction of two Hope schools in earthquake-stricken Sichuan Province.

The board will await the recommendations of the Ministry of Education and then follow these to make the best use of the donation. Upon completion of the two Hope schools, DCCC will host an event for gala ball sponsors, members and friends of the DCCC.

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Tel: +86 (10) 6467 5748 Fax: +86 (10) 6462 3206

E-mail: [mail@dccc.com.cn](mailto:mail@dccc.com.cn) Website: [www.dccc.com.cn](http://www.dccc.com.cn)



# 天津韩国商会

The Korea Chamber of Commerce & Industry in Tianjin, China

## Recent Events

### 천진한국상(인)회 지진 이재민돕기 성금모금 행사 활동

천진한국상(인)회는(회장 한삼수) 사천성 문천지역 강진발생과 관련하여 긴급 대책회의를 소집하고 5월 24일 개최 예정이었던 국제친선골프대회를 잠정 취소하고 그날 재천진 한국기업과 교민들이 참여하는 <사천성 지진피해 지역 이재민 돕기 성금모금 대행사>를 개최하였다. 당일 현금 모금액 52만원(RMB)이 접수되었으며 우리 천진지역 한국기업에서 관련 기관에 기 납부한 금액을 포함하여 약 1,000만원을 성금으로 납부한 것으로 집계되었다. 사천성 지진 발생 이후 천진한국상회에서 모금한 현금 총액 65.4만원을 6월 3일에 천진한국상회 김흥수 사무국장이 천진시민정국 (구재불우이웃돕기 모금접수 공작점)에 전달하였다.

### Tianjin Korean Chamber of Commerce & Industry & Tianjin Korean Association fundraiser for earthquake survivors

24 May

Mr. Han Sam Soo, chairman of Tianjin Korean Chamber of Commerce & Industry & Tianjin Korean Association



ciation, held an emergency conference over the earthquake in Sichuan Province. The result was a 24 May fundraiser, attended by Korean and other international enterprises, to benefit survivors of the earthquake. The event replaced the International Friendship Golf Tournament, which was originally scheduled for the same day. The single-day donation of 520,000 CNY was added to those of Korean enterprises in Tianjin to total 10 million CNY.

Tianjin Korean Chamber of Commerce & Industry raised 654,000 CNY in donations, which was transferred to the Tianjin Bureau of Civil Affairs on 3 June.

### 한국 최고위 VIP 중국(북경)방문

일 시: 2008년 5월 28일 (수) 12:00

- 1). 교민회의 정식등록 (중국정부에 확인하여 답변)
- 2). 교민회관 건립희망 (장소를 고려해 검토)
- 3). 재외국민 부재자투표 실시희망 (가능하도록 노력)
- 4). 해외자원개발 대책 (총리실 산하 자원개발위원회 적극활용)
- 5). CEO와 대통령의 차이점? (세계적인 추세로 바람직함)
- 6). 취업대책 (공약사항으로 적극적으로 대처)
- 7). 유학생 증가대책은? (실력있으면 다 취업된다- 경쟁력 강화)

### Korean Top VIP China (Beijing) Visit

28 May

South Korean President Mr. Lee Myung-bak outlined 7 points in his speech in Beijing:

1. Formal registration by overseas groups
2. Expectation on the establishment of overseas clubs
3. Right to vote in Korean elections for overseas Koreans
4. Strategy of the development of overseas resources
5. The differences between the CEO and the President
6. Employment policies
7. Handling the increase in Korean students seeking opportunities abroad

### 천진진출기업 경영지원(노동계약법) 세미나

일 시: 2008년6월18일

천진한국상(인)회에서는 중소기업진흥공단(북경)과 함께 최근 강화되고 있는 중국 정책변화와 CHINA RISK 증대에 따른 중국 진출 한국기업의 경영애로를 해소하고 중소기업의 대(對)중국 투자환경 대응능력 제고를 목적으로 세미나를 개최하였다.

### Seminar - Advancing corporate management resources (Labour contract law)

18 June

Due to recent policy changes and China's growth, the Tianjin Korean Chamber and Small Business Corporation (SBC) Beijing held a seminar to assist with the operation problems of Korean enterprises who enter China's market.

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

VOLUME 6

Hello, Manager Sun! I have heard that a set of cargo is urgently to be shipped from your company. We would like to offer our services (if necessary).

A: 孙经理,您好!听说贵公司有一批货急着发运(1)。我们愿意  
Sūn jīng lǐ, nín hǎo! Tīng shuō guì gōng sī yǒu yī pī huò jí zhe fā yùn. Wǒ men yuàn yì  
为您提供服务。  
wèi nín tí gōng fú wù.

We are very cautious in choosing a shipping company, and normally request that all export goods be shipped in containers.

B: 我们对轮船公司的选择条件很严格(2),一般要求(3)集装箱(4)  
Wǒ men duì lún chuán gōng sī de xuǎn zé tiáo jiàn hěn yán gé, yī bān yāo qiú jí zhuāngxiāng  
运输。  
yùn shū.

No problem. Our company has up-to-date facilities for container transport, and the workers are well-trained.

A: 没问题。我们公司有最新式(5)的集装箱运输设备(6),工人也  
Méi wèn tí. Wǒ men gōng sī yǒu zuì xīn shì de jí zhuāngxiāng yùn shū shè bèi, gōng rén yě  
都训练有素(7)。  
dōu xùn liàn yǒu sù.

So when could be the earliest time to ship cargo?

B: 那么,最早什么时候可以发运呢?  
Nà me, zuì zǎo shén me shí hou kě yǐ fā yùn ne?

It would be three days from now, that is to say, (the ship will start to sail) on Friday afternoon.

A: 最早后天,也就是星期五下午起程。  
Zuì zǎo dà hòu tiān, yě jiù shì xīng qī wǔ xià wǔ qǐ chéng.

What about the freight charges?

B: 运费(8)怎么算呢?  
Yùn fèi (8) zěn me suàn ne?

It can be calculated by weight or volume. Our price is very competitive and favorable.

A: 可以按(9)重量(10)计算,也可以按体积(11)或是尺码计算。我们的  
Kě yǐ àn zhòng liàng jì suàn, yě kě yǐ àn tǐ jī huò shì chǐ mǎ jì suàn. Wǒ men de  
价格是比较优惠的。  
jià gé shì bǐ jiào yōu huì de.

In this case, please inform the Export Department and Shipping Department directors right away.

B: 这样的话,请马上通知(12)出口部(13)和货运部(14)的负责人。  
Zhè yàng de huà, qǐng mǎ shàng tōng zhī chū kǒu bù hé huò yùn bù de fù zé rén.

All right. We will by all means provide you satisfying services.

A: 好的。我们一定提供(15)让贵公司满意的服务。  
Hǎo de. Wǒ men yí dìng tí gōng ràng guì gōng sī mǎn yì de fú wù.

Manager Zhang, who is in charge of handling the procedures of customs clearance for these computers ordered by CLH Company?

A: 张经理, CLH 公司订购(16)的电脑,由谁来办(17)清关(18)手续(19)?  
Zhāng jīng lǐ, CLH gōng sī dìng gòu de diàn nǎo, yóu shuí lái bàn lǐ qīng guān shǒu xù?

We are very cautious in choosing a shipping company, and normally request that all export goods be shipped in containers.

B: 一般(20)大公司由他们自己的部门(21)处理,中小型(22)公司都是  
Yī bān dà gōng sī yóu tā men zì jǐ de bù mén chǔ lǐ, zhōng xiǎo xíng gōng sī dōu shì  
委托(23)报关行(24)代理(25)。  
wěi tuō bào guān háng dài lǐ.

What are the procedures for customs clearance?

A: 清关有些什么手续呢?  
Qīng guān yǒu xiē shén me shǒu xù ne?

In general, the customs broker takes charge of giving customs forms, attaching all the maritime documentation, such as marine bill of lading, packing list, commercial receipts, etc. In addition, the customs broker has to deliver the import license.

B: 一般由报关行递交报关单(26),附上(27)所有的海运单据(28),例  
Yī bān yóu bào guān háng dì jiāo bào guān dān, fù shàng suǒ yǒu de hǎi yùn dān jù, lì  
如海运提单(29)、装箱清单(30)、商业发票(31)等等,另外交上进  
rú hǎi yùn tí dān, zhuāngxiāng qīng dān, shāng yè fā piào děng děng, líng wài jiāo shàng jìn  
口(32)许可证(33)。  
kǒu xǔ kè zhèng.

Is there any other service offered by the customs broker?

A: 报关行还提及其他的服务吗?  
Bào guān háng hái tí qí tā de fú wù ma?

The range of their services is very wide, such as warehousing, transloading and so on. Some will also help companies to handle procedures of seizure and penalty.

B: 他们的服务范围(34)很广(35), 比如仓储(36)、货物转运(37)等, 有的还帮助办理海关(38)扣留(39)和罚款(40)等手续。  
 Tā men de fú wù fàn wéi hěn guǎng, bǐ rú cāng chǔ, huò wù zhuǎn yùn děng, yǒu de hái bāng zhù bàn lǐ hǎi guān kòu liú hé fá kuǎn děng shǒu xù.

They really offer a lot of services! Look, the cargo we export won't have any trouble, will it?

A: 能提供的服务真多。你看, 我们这批出口货物不会有问  
 Néng tí gōng de fú wù zhēn duō. Nǐ kàn, wǒ men zhè pī chū kǒu de huò wù bú huì yǒu wèn wèn tí ba?

This customs broker is very experienced. There won't be any problems.

B: 这家报关行很有经验的! 不会有问题的!  
 Zhè jiā bào guān háng hěn yǒu jīng yàn. bú huì yǒu wèn tí de!



- |          |               |                     |
|----------|---------------|---------------------|
| (1) 发运   | fā yùn        | to be shipped       |
| (2) 严格   | yángé         | strict              |
| (3) 要求   | yāoqiú        | request             |
| (4) 集装箱  | jízhuāngxiāng | container           |
| (5) 新式   | xīnshì        | up-to-date          |
| (6) 设备   | shèbèi        | facility            |
| (7) 训练有素 | xùnlìanyǒusù  | well-trained        |
| (8) 运费   | yùnfèi        | freight charges     |
| (9) 按    | àn            | by means of         |
| (10) 重量  | zhòngliàng    | weight              |
| (11) 体积  | tǐjī          | volume              |
| (12) 通知  | tōngzhī       | notify, inform      |
| (13) 出口部 | chūkǒubù      | Export Department   |
| (14) 货运部 | huòyùnbù      | Shipping Department |
| (15) 提供  | tígōng        | offer, provide      |
| (16) 订购  | dìnggòu       | order               |
| (17) 办理  | bànlǐ         | handle, transact    |
| (18) 清关  | qīngguān      | customs clearance   |
| (19) 手续  | shǒuxù        | procedure           |
| (20) 一般  | yībān         | in general          |
| (21) 部门  | bùmén         | department          |
| (22) 中小型 | zhōngxiǎoxíng | small and mid-sized |
| (23) 委托  | wēituō        | entrust, hire       |
| (24) 报关行 | bàoguānháng   | customs broker      |
| (25) 代理  | dàilǐ         | act as an agent     |
| (26) 报关单 | bàoguāndān    | customs form        |
| (27) 附上  | fùshàng       | attach              |
| (28) 单据  | dānjù         | form, documentation |
| (29) 提单  | tídān         | bill of lading      |
| (30) 清单  | qīngdān       | list                |
| (31) 发票  | fāpiào        | receipt, invoice    |
| (32) 进口  | jìnkǒu        | import              |
| (33) 许可证 | xǔkězhèng     | license             |
| (34) 范围  | fànwei        | range               |
| (35) 广   | guǎng         | wide                |
| (36) 仓储  | cāngchǔ       | warehousing         |

- |         |          |              |
|---------|----------|--------------|
| (37) 海关 | hǎiguān  | customs      |
| (38) 转运 | zhuǎnyùn | transloading |
| (39) 扣留 | kòuliú   | seizure      |
| (40) 罚款 | fákuǎn   | penalty      |
| (41) 经验 | jīngyàn  | experience   |

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

### Finance Manager

Code: FM0807

(财务经理)

#### JOB DESCRIPTION:

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

#### WHO WE ARE LOOKING FOR:

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

### Communication & Information Manager

Code: CIM0807

(公关经理)

#### JOB DESCRIPTION:

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

#### WHO WE ARE LOOKING FOR:

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

### Assistant to Chairman

Code: AC0807

(总裁助理)

#### JOB DESCRIPTION:

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

#### WHO WE ARE LOOKING FOR:

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

### IT Engineer

Code: IE0807

(系统工程师)

#### 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

### Marketing Director

Code: MD0807

(市场总监)

#### JOB DESCRIPTION:

- Develop and implement marketing plans
- Organize client relations, client satisfactory surveys, events, training, etc.
- Propose new projects and identify potential customers
- Develop and administer marketing database: clients, mailing lists, financial information, etc.
- Coordinate corporate communications
- Manage company web site
- Supervise sales manager, communication manager, marketing assistants, and hire new marketing department staff

#### WHO WE ARE LOOKING FOR:

- Bachelor's degree or above
- Previous experience in marketing and sales
- Strong leadership
- Strategic planning experience
- Highly organized
- Interpersonal skills
- Good presentation and image
- Native Chinese
- Basic English knowledge is required



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



### 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

### TRAINS

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

## OLYMPIC UPDATES

**S**everal last-minute changes and additions to the Olympic plans are worth noting, as they interest both tourists and residents of China, especially those in and around Beijing. Also, be aware of the dates and venues for your favorite events (see table on right-hand page).

### TORCH RELAY

On the morning of 11 June, the Olympic torch entered the Yunnan city dubbed Shangri-La by the state government. Taking its name from a James Hilton novel, the city welcomed the flame, which had begun the day before in the hands of two children, both survivors of earthquakes in the region. Zhang Zilan lost her mother to the recent Wenchuan earthquake, and He Zhen-sheng was born during the 1996 Sichuan quake (his name literally means "Earthquake-born").



12-year-old He Zhen-sheng (left) and 13-year-old Zhang Zilan (right) in Lijiang

Three days earlier, the city of Baise postponed its downtown torch run by three hours in consideration of students sitting the English portion of the national College Entrance Exam. Xinhuanet reports that a "green passage" had been established to ensure students could reach exam sites in time, and the torch passed the first site after testing had ended so that cheers would not affect examinees.

The torch will travel through Ningxia, Sha'anxi, Shanxi, Inner Mongolia, Heilongjiang, Jilin, Liaoning Shandong and Henan Provinces this month. The original relay route and schedule posted on the official website has been altered, most notably by the 12 May Wenchuan earthquake.

Tianjin will receive the honor of final stop on the tour (4-5 August) before the Olympic flame enters Beijing.

### CONTROLS

It's only natural to expect a country to prepare its people for a massive, international event. In the case of this summer's Olympics, China has stopped at nothing to make sure its citizens are ready to actively

participate in every event. BOCOG has announced a series of chants and cheering routines for spectators to rehearse before the Games. The cheers, mostly composed of four steps, will be broadcast before and during the games, and volunteer cheerleaders will be on hand to direct crowds.



Clap twice, thumbs up, clap twice, fists in air

Smoking at public venues remains taboo for the 2.5-week stretch. While this control comes as a surprise to many locals, the ban had previously succeeded in Sydney and Athens.

The newest addition to the growing list of bans in Beijing during the games: fireworks. That's right, The Guardian reports that one of China's most-famed inventions and means of expression for festivals ranging from weddings to new years to lanterns has been deemed a risk to the success of the 2008 Games. Tourists anticipating phenomenal gunpowder displays around the city will be disappointed to hear that the only pyrotechnics may take place within stadium walls.

### CONCERNS

One of the concerns voiced Chinese pertains to the post-Olympic return to business. China has pulled out all the stops to maintain "harmony" in the run up to and hopefully through the games. This includes delaying public contact with the global hike in crude oil. While the cost of oil has more than doubled over the past year, the LA Times reports that China's state-controlled gas prices have only witnessed a single hike of 9%, and that back in November. After the Olympics, the current USD2.60 per gallon of gas in China is expected to jump as it has in the US, where the national average exceeds four dollars per gallon.

### TICKETS

According to the official ticketing website, sports fans who booked events online, by phone or at a bank should receive their tickets throughout June and July. The site proclaims that tickets are 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.



## COMPETITION SCHEDULE

Aug-08	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	
	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa	Su	M	Tu	W	Th	F	Sa	Su	
<b>EVENT</b>																				
Opening Ceremony																				
Closing Ceremony																				
Aquatics - Diving																				
Aquatics - Swimming																				
Aquatics - Sync. swimming																				
Aquatics - Water Polo																				
Archery																				
Athletics																				
Badminton																				
Baseball																				
Basketball																				
Beach Volleyball																				
Boxing																				
Canoe/Kayak - Flatwater																				
Canoe/Kayak - Slalom																				
Cycling - BMX																				
Cycling - Mountain Bike																				
Cycling - Road																				
Cycling - Track																				
Equestrian - Dressage																				
Equestrian - Eventing																				
Equestrian - Jumping																				
Fencing																				
Football	5C	5C		5C	5C		5C	5C		5C	5C		5C	5C				5C		
Gymnastics - Artistic																				
Gymnastics - Rhythmic																				
Gymnastics - Trampoline																				
Handball																				
Hockey																				
Judo																				
Modern Pentathlon																				
Rowing																				
Sailing																				
Shooting																				
Softball																				
Table Tennis																				
Taekwondo																				
Tennis																				
Triathlon																				
Volleyball																				
Weightlifting																				
Wrestling - Freestyle																				
Wrestling - Greco-Roman																				
	Matches			Finals							Ceremonies									

Venues in Beijing unless otherwise listed

**TBD:** To be Determined

**HK:** Hong Kong

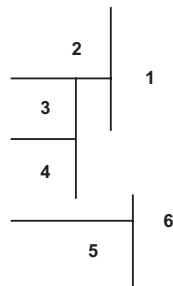
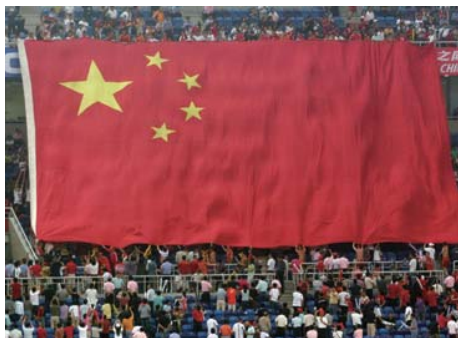
**QD:** Qingdao

**5C:** one or more of 5 cities (Beijing, Tianjin, Shanghai, Shenyang, Qinhuangdao)

**P:** Performance

**Source:** <http://en.beijing2008.cn/cptvenues/schedule/>





**1.2.3.4:** China and Qatar played the return match in Asian qualifying for the 2010 World Cup in Tianjin on Saturday, June 7. China and Iraq played the return match in Asian qualifying for the 2010 World Cup in Tianjin on Saturday, June 14.

**5:** On Children's Day at Tianjin Business School, Ji Xiang Ma Hui Wedding Car Rental Company displayed their cars in the shape of a heart for the children in Wenchuan.

**6:** China's ban on free plastic bags in supermarkets took effect on 1 June.

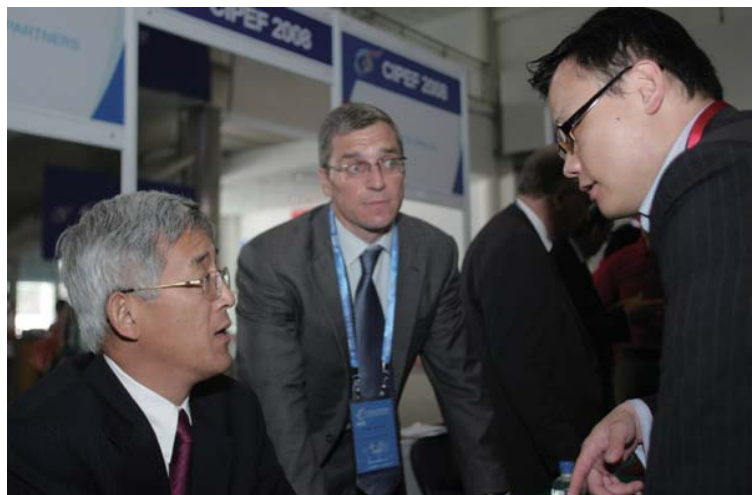




	8
7	9
12	
11	10



- 7: The new look of the main hall at the Tianjin Railway Station.
- 8.9: Tianjin Olympic Cultural Square was officially opened on 22 June in Yinhe Square.
- 10.11: The second China International Private Equity Forum was held from 10-12 June in Tianjin.
- 12: China's 2008 University Entrance Examination began on 7 June.



29	30	1	2	3-5	4	5	6	7	8	9	10	11	12
		The Chinese Communist Party's birthday The anniversary of Hong Kong's return		Bohai Ring (Tianjin) International LED (Lighting Emitting Diode) exhibition Venue: Tianjin International Exhibition Center (No.32 Youyi Road, Hexi District)	American Independence Day "Night of Era" - 2008 Cui Jian Tianjin concert Venue: Tianjin Sports Centre	American Independence Day celebration Party Venue: Margaux Manor Club		Memorial Day of the second Sino-Japanese War				World Population Day	
13	14	15	16	17	18	19	20	21	22	23	24	25	26
				Factory Visit- Vestas Wind Technology (China) Co., Ltd See page 39		AmCham-Concession Tour in and around Tianjin See page 41		The 3rd China International Sax Competition held in Tianjin					
27	28	29	30	31									

**Local Events Calendar - July 2008**



**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

## 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5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, Jiu Hua  
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 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

**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

**Trueman Coffee**

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

**La Seine Café**

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

**Kiessler 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  
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  
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  
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

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

**Charm Sea Restaurant**

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

**Hanjinbai Seafood**

Han Jin Bai Haixian Dajiulou  
985 Dagu South Lu, Hexi District  
Tel: +86 22 8832 6666  
Hrs: 11:00 - 22:00  
瀚金佰海鲜大酒楼  
河西区大沽南路985号

**Feiteng Yuxiang Restaurant**

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

**Gou Bu Li**

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

**Bai Jiao Yuan**

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

**Tao Li Chinese Restaurant**

6F, Hotel Nikko Tianjin, No.189  
Nanjing 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

CH

## Cuiheng Village

Huasheng Branch: 2F Block C,  
HuaSheng GuangChang,  
146 WeiDi Dao, Hexi District  
Tel: +86 22 8823 8986  
翠亨邨  
华盛店: 河西區圍堤道146号华盛  
广场C座2层  
Keji Branch: Science and Technology  
Building (Keji DaSha) 25 Youyi Lu,  
Hexi District  
Tel: +86 22 2813 1601  
科技店: 河西區友谊路25号科技  
咨询大厦1-2层

CH

## Ding Tai Fung

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

CH

## Golden Elephant Thai Restaurant

78 Guangdong Road,  
Hexi District, Tianjin  
(Behind Yonghe Dou Jiang Fang)  
Tel: +86 22 23287801  
金象苑泰国餐厅  
天津市河西區广东路78号  
(永和豆浆坊后侧)

TH

## 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  
和平區澳门路3号(国际大厦后)

TH

## Alibaba Indian Restaurant &amp; 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  
体育宾馆2楼

IN

## 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  
南开区天塔路上谷商业街  
西区B座69号

IN

## NIGHTLIFE

## Bar

## Babi Club

83 Qiongzhou Road, Hexi District  
Tel: +86 22 8381 6006  
芭芭俱乐部  
天津市河西區琼州道83号

## Baby Face

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

## Bingo Club

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

## 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  
天津市河西區友谊路风情街5号

## Chat's Bar

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

## Cherry Blossom

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

## Coco

Bar Street, Youyi Road, Hexi District  
Tel: +86 22 2837 0888  
瀚金佰Coco酒吧  
河西區友谊路酒吧街

## Feli's Bar

12 Zhangde Road, Heping District  
Tel: +86 22 2312 4526  
Hrs: 18:00-03:00  
和平區彰德道12号

## Fountain Lounge Bar

Hyatt Regency Jing Jin City Resort  
and Spa  
8 Zhujiang 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 &amp; Grill

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

## JV'S Bar

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

## Lotus Blue Bar &amp; Restaurant

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

## Lynda's Place

225 Jiefang Road, Heping District  
Tel: +86 22 8155 8566  
和平區解放路225号

## Mayflower Bar

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

## Mizu Bar

5F, Hotel Nikko Tianjin, No.189  
Nanjing Road, Heping District  
Tel: +86 22 8319 8888  
Fax: +86 22 8319 2266  
Hrs: 17:30-01:00  
美津酒吧  
和平區南京路189号天津日航酒店  
五层

## Myth Music House

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

## Rainbow Restaurant &amp; Pub

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

## Richmond Bar

231 Hebei Road, Heping District  
Tel: +86 22 23113397  
里士满西餐酒吧  
天津市和平區河北路231号

## Scarlet

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

## Scooters

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

## Seven Club

291 Shaoxing Street, Hexi District  
Tel: +86 22 2333 1777  
Seven酒吧  
河西區绍兴道291号

## SITONG Bar

-1F, Somerset Olympic Tower,  
Chengdu Road, Heping District  
Tel: +86 22 2337 7177  
昔唐音乐酒吧  
和平區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  
河北區中山路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

A37, 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

IN

Indian

FR

French

IT

Italian

GE

German

TH

Thai

JP

Japanese

## SERVICES

## Chambers

**European Chamber  
Tianjin Chapter**

Room 1603, Building 17, Magnetic Plaza, BinShui West Road, Nankai District, Tianjin, 300381, P.R.China  
Tel: +86 22 2374 1122  
Tianjin@eucc.com.cn

中国欧盟商会天津分会  
天津市南开区滨水西道奥城商业广场17座1603室

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

Office 803, Huake Center,  
3 Kaihua 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  
天津市南开区滨水西道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  
天津市南开区滨水西道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  
河西区滨水道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

**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  
南开区滨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 Road, 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  
天津市滨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 Nanjing 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口北  
侧嘉华国际商业中心  
66 Fu An Da Jie, Heping District  
Tel: +86 22 8558 6766  
Hrs: 07:00 - 22:00  
和平区福安大街66号

## SERVICES

## Department Stores

## Far East Department Store

168 Dong Ma Road, Tong Luo Wan Square, Nankai District  
Tel: +86 22 2727 1688  
远东百货  
南开东区东马路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 Guang Chang  
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  
南开华苑产业区梅苑路一号

## Tianjin Rego International School

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

## Gyms

## GLO GYM

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

## Haosha Fitness &amp; Beauty Center

4F, Xin An Square, Nankai District  
Tel: +86 22 8734 0399  
浩沙健身与美俱乐部  
南开新安广场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)  
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## Jingjin Golf Club

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津南区八里台镇津港公路北侧

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## Tianjin Swan Lake International Golf Club

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## Museums

## Natural History Museum

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## Pingjin Battle Museum

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## Da Guang Ming Cinema

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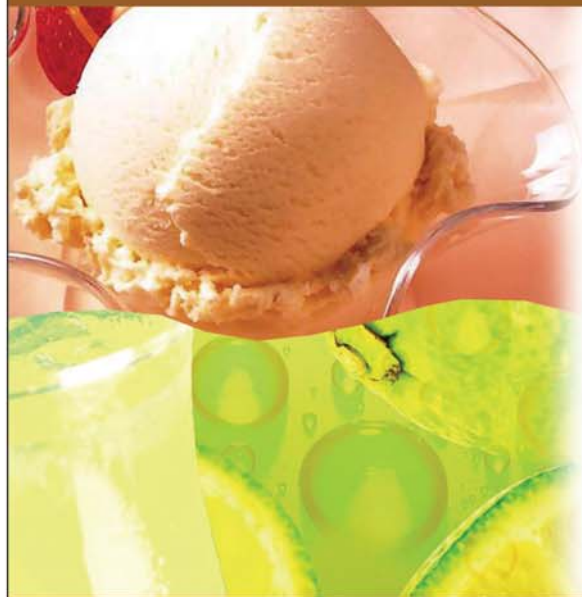
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EYEWEAR

# GAEELS IN CHINA

## Action at the All-China Gaelic Games finals

By Mark Godfrey (Club media officer)

**F**ar from the green fields of Ireland, Stuart Smith has become a sports star in China. This June he played in attack for a Beijing Gaelic Football Club side in a brave and physical showcase encounter with a Shanghai-based team that included several players with track records on very successful teams in Ireland.

Sports fever is high in Beijing as China's capital counts down to the start of the Olympic Games on August 8. Yet sports headlines in the world's most populous nation were captured lately by the heroics of local Gaelic footballers. Chinese national television was on hand to capture the action as Shanghai Gaelic Athletic Association (GAA), a squad of expatriate Irish and local Chinese talent, beat Beijing 4-9 (four goals and nine points) to 2-12 for the China Cup at this year's All China Gaelic Games finals.

A very multicultural Beijing ladies side dispatched with a Shanghai ladies team 4-12 to 2-5 to take the women's cup in the annual competition, this year organised by Beijing GAA Club. Goals as well as points (kicked over the crossbar) are scored in Gaelic football, a game which stretches back several centuries in Ireland. Each goal counts for three points in the game, which is often described as a mix of basketball and rugby.

Gaelic football has grown fast in Asia as Irish professionals

seize on opportunities in the region's booming economy. Beijing striker Enda Winters played on the Louth county team in Ireland before moving to China. Another Irishman on the pitch, Enda Brogan made his name in China as an announcer on China Central TV International. He played on the Beijing Legends squad, made up of local celebrities and soccer stars.



Gaelic football has proven popular in China's capital, whose 16 million people are usually more keen for table tennis and badminton. "It's one of the few opportunities for women to play competitive football in Beijing," explains local player Lucy Liu. Locals cheered and took photos on their mobile phones during eight hours of fast and furious football, played in seven-a-side format on a full-sized pitch. Aside from Shanghai, teams from Hong Kong and neighbouring Shenzhen in the south traveled to the 7 June Games, which featured on television news programmes in Ireland.

After a wet 9am start temperatures soared as high as 32 degrees at the Xiaowuji football grounds in a southeast suburb of Beijing. Half an hour south from Tiananmen Square on the city's fourth ring road, the Xiaowuji grounds, an all-grass pitch with modern changing room and catering facilities, "came as a godsend" says John Collins, a marketing executive at the Beijing offices of Pfizer. "Beijing is a dry, very densely populated city so a large grass pitch near the centre of town is amazing."





A large local Irish population has traditionally given Hong Kong a strong presence in Gaelic games competitions in the Far East, which is represented at GAA headquarters by the Asia County Board. China's economic boom is increasingly drawing Irish expatriates to mainland Chinese cities, particularly Beijing and Shanghai. The presence of teams from smaller Chinese cities like Dalian and Shenzhen at this weekend's finals in Beijing is a hint to the growing presence of the GAA in the world's most populous nation.

Non-Irish players make up a sizeable proportion of Gaelic football players in China. The Beijing ladies team is made up of 12 different nationalities, including Chinese. "Our games are often won by having re-

Pitch-side facilities at the Xiaowuji grounds were top class, including a first aid tent and sports massages. On site doctors provided by the international SOS hospital in Beijing saw to Beijing player Adrian Kennedy, after the Belfast native dislocated his shoulder in a tackle with a Shanghai opponent.

Running a Gaelic football club can be difficult in Beijing, where a huge population means space is at a premium. "Finding suitable playing grounds is no small feat," says Smith, a star forward on the Beijing men's side. Beijing GAA rents the astro-turf sports grounds of a secondary school near historic Ritan Park in downtown Beijing for its Tuesday night training sessions.

Just as the finishing touches are being put to Beijing's awesome new stadiums, footballers from around China were firing into a set of Gaelic football goal posts constructed specially at a metal workers' workshop outside the city. Puzzled workers needed special instructions in building the bolt-up steel posts which were afterwards dismantled and stored at the Irish embassy, says Beijing GAA chairperson Aoife O'Loughlin.

"It's a very special honour to be hosting the All-China Games in such an historic year for Beijing," says O'Loughlin. A native of county Laois in the centre of Ireland, O'Loughlin balances her job at the Irish embassy with running the Beijing club.



ally enthusiastic and fit athletes who are new to the game,” says Stuart Smith, Beijing club coach. Canadian Jennifer Pratt, an international schools teacher and captain of Beijing women’s team, was named player of the tournament at last year’s China finals, in Shanghai. “I’ve had trouble running and soloing [kicking from foot to hand] the ball at the same time but Gaelic football is a great workout, I wouldn’t miss a training session or a match for anything,” says Pratt.

A team from the northern city of Dalian featured many talented Chinese players. “We’ve trained really hard,” says Zhang Li, who went home with a medal after the team emerged victorious in the play offs for third place. A pacy forward, Zhang, who scored three goals on the day, says he turned to Gaelic football after being poached from a local soccer team by Irish expatriates working in the city, a key software production hub. “I’ve got real problems learning how to tackle and how to solo the ball,” he says.

Host of the championships, the Beijing club has grown fast since its foundation in 2003, fielding two teams in every major Asian competition since. The club’s training sessions, next to Ritan Park and next door to the enormous North Korean embassy, makes Beijing a highlight of Stuart Smith’s playing career. “It’s surreal, playing on a flood-lit pitch to the shouts of encouragement from construction workers who lean out the windows of their dormitories overlooking the pitch,” explains Smith, who has lived for five years in Beijing.



Sponsorship from DHL, Guinness and Enterprise Ireland helped pay for this year’s competitions. The Irish Network China, a representative body for Irish business in China, sponsored the Beijing club, while Irish Ambassador to China, Declan Kelleher, handed out silverware at a post-match reception at the Irish embassy.

Teams across China are now training for the All-Asia Gaelic Games finals, which will be held in October in Malaysia.

Players from Tianjin are very welcome to join Beijing GAA training sessions and matches, or to discuss setting up a club in Tianjin. ■

See [www.beijinggaa.org](http://www.beijinggaa.org) for more details



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