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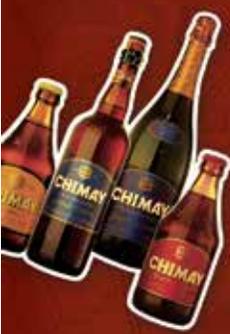
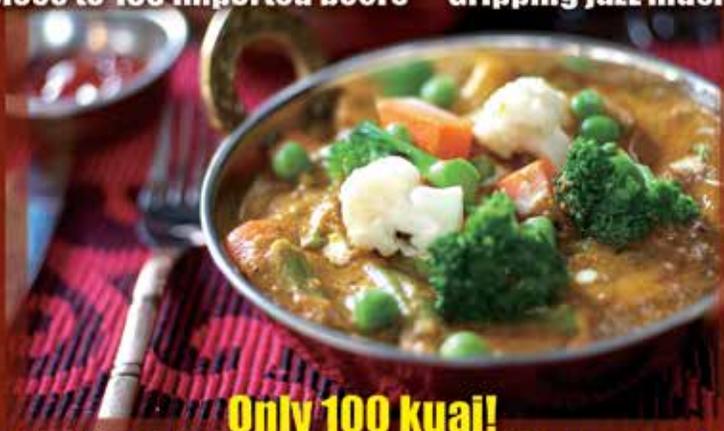
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Introducing some of our contributors, writers and editors

Contributing editor Ken Ellingwood is a former foreign and national correspondent for the Los Angeles Times and author of *Hard Line: Life and Death on the U.S.-Mexico Border*. He teaches writing at Nanjing University.

特约编辑 Ken Ellingwood 之前是《洛杉矶时报》的国内外通讯记者，同时也是“死亡地带”的作者；描述美国与墨西哥边境的生存与死亡。他目前在南京大学教写作。

Simon Northcott has 25 years manufacturing experience; ranging from MNCs to his own business, from Pipelines, Valves and Tobacco to Bottling, with the last 12 years as a world class manufacturing consultant in Asia. This was preceded by a Cranfield MBA and 10 years in the oil industry. He is now resident in Nanjing.

从管道、阀门、烟草到灌装行业，从跨国公司到他自己的生意，Simon Northcott在制造业有着25年的丰富经验，近12年来，他在亚洲地区可谓是业界一流水平的制造顾问。与此同时，他还是克兰菲尔的工商管理硕士，并在石油行业10年之久。现在他居住在南京。

Jochen Schultz has more than 10 years' proven management experiences at international training and universities. He has a deep knowledge in professional trainings, personnel and organizational Development and developing relationships with clients from all over the world. He is now the Managing Director in China for a German Training & Consultancy Company.

Jochen Schultz在国际培训和大学教育方面有着10年以上的管理经验。同时在专业培训、个人与公司发展以及如何与世界各地的客户建立良好关系方面具备相当深厚的专业知识。现今，供职于一家德国培训咨询公司，任中国区总经理一职。

Rick Staff is from the UK and has 20 years cumulative experience as a wine trader, taster, and writer and was editor of 'Superplonk', the UK's popular wine guide, prior to moving to Nanjing in 2008.

Rick Staff来自英国，有着二十年丰富经验的葡萄酒商人、品酒师、作家，并且是《Superplonk》的撰写者，英国很受欢迎的葡萄酒鉴赏家，于2008年移居南京。

Rachel Skeels is qualified in the field of interior textile design and previously worked as childrenswear designer for major UK retailers such as Marks & Spencers, C&A and Mothercare.

梁蕊蕊是室内纺织品设计领域设计师。曾担任英国主要的零售品牌如M&S玛莎百货，C & A和Mothercare的童装品牌设计师。

Ronald Paredes is the personification of his motto "mediocrity is a disease we fight every day". The multi talented designer's work appears in the design industry's annual definitive overview of the state of art in web design, "Web Design Index by Content - Volume 5"

泉源本人即是他的座右铭“平庸是一种疾病，我们每天都要与之抗争”的现实化身。作为一位优秀的设计师，他才能丰富创意无限。其网页设计作品还被收入在了代表网页设计艺术成就的权威性行业年鉴内。《网页设计艺术指南—第五册》

Our Editor and Music Critic, Frank Hossack, has been a radio host and producer for the past 28 years, in the process winning four New York Festivals awards for his work, in the categories Best Top 40 Format, Best Editing, Best Director and Best Culture & The Arts.

贺福是我们杂志的编辑和音乐评论员，在过去的28年里一直从事电台主持和电台制片的工作。工作期间他曾获得过四次纽约传媒艺术节大奖，分别是世界前40强节目，最佳编辑，最佳导演以及最佳文化艺术大奖。

It may not have escaped your notice since coming to China, especially if you have arrived here in only the last few years, that just about every Zhang, Sun and Li is an entrepreneur.

Or at least, that's what they call themselves. For the ultra-connected fast-moving world in which we now live allows anyone to root around under their bed, find a dusty collection of really quite abysmal photographs, and start selling them online prefixed by the word "boutique".

This aside, it has never been a better time to be an entrepreneur; unprecedented distrust in the major retailers (horse meat, anyone?) plus stellar growth in more "organic" industries has meant "the little man" has more chance than ever before to become a bigger player; by way of example, in the UK family run businesses now account for almost a quarter of GDP.

Here on the other side of the world, China presents an altogether unique set of challenges to the budding entrepreneur, as we uncover herein. Melissa Morgernstern investigates how "giving back" is the new black(!) while we also talk to two local entrepreneurs, one Chinese one foreign, on the their approaches to opportunities and challenges afforded them in their particular industries.

So jump right in to "entrepreneur" from The Nanjinger!

Don't Stop Believin'

Getting Rich Off China

NOT

By Frank Hossack

Elandestine meetings are held in deserted factories while mysterious figures representing government agencies sit on the sidelines “observing”, duffle bags are stuffed with cash and change hands while mirrored-sunglasses adorned bodyguards and Porsche 4x4s drivers watch over the “perimeter”.

Is this just another dubious plot pitched by screenwriters to the big Hollywood studios? No, this is China and the world of her entrepreneurs.

Come prospecting to China and one is likely to initially feel completely spoilt for choice. Opportunities on every corner, in every industry, seem to abound.

Yet, as local entrepreneurs will tell you, so many prospective customers also means so many probable competitors. Been there, done that, is an oft-heard tale among those whose list of get rich quick schemes runs just as fast down to the nearest lottery outlet.

However, the Chinese are well known for their entrepreneurial spirit. Travel to a major city in any country on Earth and one will find a Chinatown; a distinct and closely-knit community of Chinese and their descendants. Aside from making more than a buck or two from the odd passing and gullible tourist, these enclaves largely trade within their own, creating self sufficient environments that at first glance are almost miniature versions of the Motherland herself.

But in San Francisco, London or Amsterdam, the Chinatowns do not have the state sector breathing heavily down their necks. Herein, on the mainland of China herself, the airline industry provides a most pertinent example.

Even such skulduggery would not be sufficient to save the Big Three. With the onset of the 2008 financial crisis (and it appeared, extensive internal mismanagement) Air China, China Eastern and China Southern found themselves very much in the red. Big Daddy to the rescue; Beijing purchased shares in each to the tune of ¥1.4 billion, ¥6.25 billion and ¥2.7 billion respectively.

Then everyone simply went back to work. That is except for those who found their exciting new career in private aviation stalled somewhat short of the runway.

It has not always been such gloom and doom. Up until the recent crisis, many Chinese entrepreneurs were sitting pretty in a much better looking boat.

As Deng Xiaoping's economic reforms took hold, once-suppressed private entrepreneurs were allowed to prosper. Read another way, once the government got out of the way, Chinese people got down to what they are naturally good at; making money.

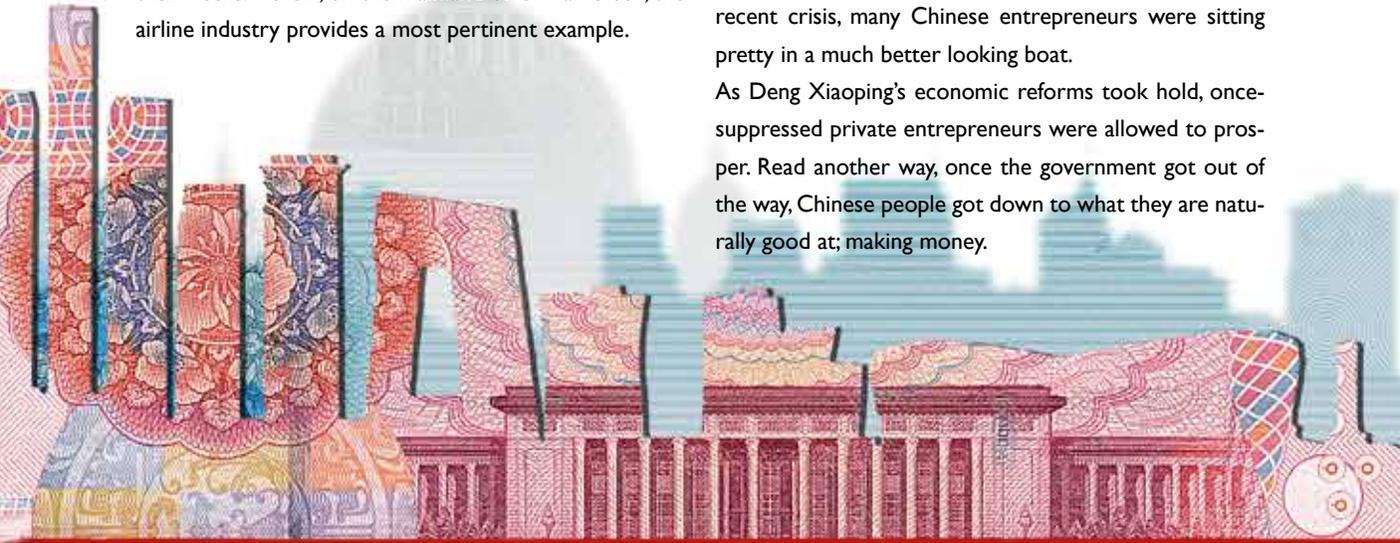
After Beijing invited private investors to enter the foray, China suddenly had what at first sight appeared to be healthy market-driven competition to the three state-controlled carriers; Air China, China Southern and China Eastern. As many as eight private airlines were, albeit only briefly, to be found flying in China's not so blue skies. Most went out of business within a few years in the aftermath of a price war brought on by the Big Three wherein the state-owned monopoly that was supplier of fuel refused to offer private carriers the same generous terms given the majors.

Spring Airlines is one private carrier that remains, partly because founder Wang Zhenghua built his own reservation system when it was revealed that the then only computerised reservation system, in part owned by the major carriers, was refusing to book flights for private competitors.

After all, there can be no better example of Chinese business acumen than within the model that is Hong Kong.

With one eye always on what HK was up to, and given that the private sector was doing so well, the government saw little need to invest in the inefficient state sector of the economy. Then the financial crisis hit and while alarm bells were going off everywhere, in 2010 Beijing responded with a massive financial stimulus (some ¥4 trillion), into primarily infrastructure projects, the undertakers of which were, along with their third-party suppliers, State Owned Enterprises.

Amid this flood of money, some of the SOEs cut deals to buy out more profitable and often more efficient private competitors. Others could not resist becoming entrepreneurs themselves, investing in everything from real estate to yoghurt production; evolving into essentially



government owned versions of vertically integrated businesses no different to those in the west.

Did independent entrepreneurs benefit from the wonders of this stimulus?

Did they willy nilly.

But did they really need any of all of that?

Airlines and stimulus packages may make headlines, but in the shadows of such mighty state machines, many thousands of much smaller ones are efficiently purring. Away from the bright lights of Hong Kong and the Shanghai Stock Exchange, the real entrepreneurs of China are to be found in much more unlikely places.

Next door neighbour to our own Jiangsu, Zhejiang province has carved out quite a reputation for itself since China's door began creaking open in 1979. Zhejiang has been well known for providing its inhabitants with nothing and then cutting them off from outside assistance. Talk to someone now and they will likely tell you that Zhejiang people have become very good at... copying everything. So how did they do it?

Zhejiang is a fairly mountainous province, especially given its proximity to the coast. This made access to her potentially industrious flat plains difficult at best, except by boat from Taiwan. Even as recently as the early 1990s, the Shanghai to Hangzhou highway was little more than a dirt track and a train would take five hours. Amid such conditions Beijing saw little reason to invest public funds, choosing instead to set up State Owned Enterprises in areas that made more logistical sense. Zhejiang was left to starve, and so her people had no other choice but to get on with it; to become entrepreneurs.

Four very unlikely bed partners were soon to emerge as the first entrepreneurial success stories from Zhejiang. Spent toothpaste tubes, discarded packaging, plucked chicken feathers and tattered cotton were to form the basis of what would ultimately create some of China's first billionaires. The expertise local people gained with chicken feathers and cotton was to bring about a revolution in the garment industry; becoming a mainstay for the soon to be found massive wealth of places such as Wenzhou.

Amid all the toothpaste tubes, such humble beginnings were to have a profound effect on the people of Zhejiang. For now they knew what opportunity looked like, and they had seen it taken on and become successful; pretty much all a good entrepreneur ever really needs to know.

According to China Macro Finance, a research firm in New York, registered private businesses in China grew by more than 30% a year between 2000 and 2009.

At the same time, bank loans to small and medium-sized enterprises make up less than four percent of the total made by three of the country's four largest banks, while the first Chinese chief economist of the World Bank, Lin Yifu, has suggested that out of 40 million small and medium-sized enterprises in China; less than half of one percent, would be able to obtain a business loan.

There seems to be an awful lot of private business going on in China, but little in the way of capital to finance it.

What gives?

Much of the real operation of China's private enterprises is done under a veil of secrecy. This is in part due to contractual agreements, such as in the case of manufacturing suppliers to foreign brand names who do not want anyone knowing just who is making their rubbish and just how cheap the unit price actually is.

Then there is what amounts to an enormous unconventional banking system. Known as AFIs (Alternative Financial Institutions) these lenders of capital tread very carefully, for dependent on Beijing's mood, the legality of their operation and indeed very existence, is at best questionable. However, like much in China, the methodology employed can be what separates the legitimate independent financier from the plain old loan sharks.

No matter how they may be defined, to such private financiers is where most entrepreneurs head when seeking that all important injection of capital.

Here, timing is everything. Businesses spring up in China seemingly overnight on account of the large interest rates that are commanded by lenders. It is not uncommon for the startup to pay ten percent in interest for a 30 day loan. In the case that finance may be needed for a year, interest rates can run to between 100 and 200 percent.

According to research by China's central bank cited by

China Daily that appears to confirm the prevalence of lending by AFIs, 89% of the population of Zhejiang Province's Wenzhou city and 57% of its enterprises have borrowed outside the traditional banking system.

Speaking on the condition of anonymity, one prominent Chinese entrepreneur estimated that in a Chinese city the size of Nanjing with comparable GDP, one may expect to find more than 100,000 people each able to put their hands on ¥1 billion, were they to feel so inclined, within 48 hours.

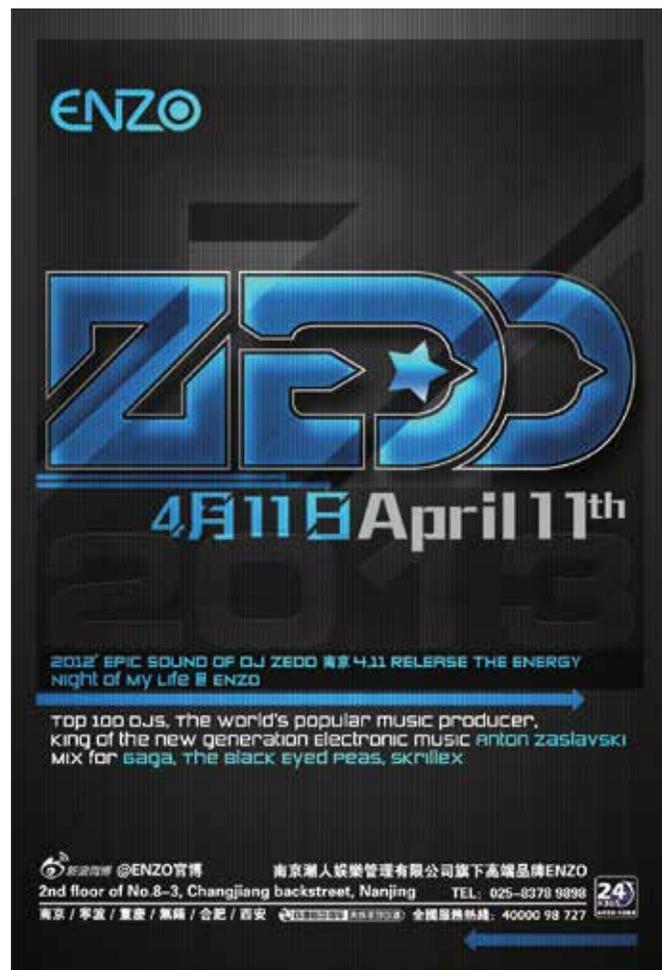
Without question, not everyone has the nerve to take on such terms to borrow very significant amounts of money in order to finance their dream for independence as an entrepreneur. In addition, the safety traditionally offered the more timid by the "iron rice bowl" where the lifetime employment system operated by State Owned Enterprises meant a job for life plus social security, has further strongly discouraged the potential entrepreneur from setting up shop alone.

Certainly for those desirous of their own business, the obstacles in China are formidable. It can further be argued that in recent years, with the resurgence of a heavily invested state sector, the challenge has become even greater. A term has even been coined for the phenomenon; "guo jin, min tui," or "the state advances, the private sector retreats".

Nevertheless, while it may remain impossible to accurately quantify, the role played by the private sector in the remarkable growth of China is undeniable, fueled by the desires of millions of Chinese people to seek a better life. The easing of the state's control over the economy has allowed for the emergence of a generation of entrepreneurs, who have transformed the economy into one increasingly driven by competition, innovation and productivity.

Now, if the incoming regime in Beijing's promises of greater transparency can also be permitted to filter down to grass-roots level to make navigation of the presently unfathomable financial investment ocean an altogether easier task for China's naturally budding entrepreneurs, we may see the rise of quite a few more places across the Motherland not dissimilar to Hong Kong.

And that would really give the script writers and story pitchers over in Hollywood something to write about. **NJ**



Southern Rock

By Doug Hughes

Nanjing is home to over nine million residents and approximately two dozen concert venues. That is not an official number; we're talking rough estimates. If we set aside the performance centres for classical and traditional music, the local stages that regularly host bands could probably be counted on your right hand. These numbers suggest that either Nanjing has an incredibly low percentage of live music fans per capita or there is a throng of unsatisfied enthusiasts living among us. After residing here for a little over a year, my money is on the latter.

For those Nanjingers who love to listen, there appears to be light at the end of the tunnel. Nanjing's live music scene has been gaining momentum exponentially over the past year. Bands can be found on usually a weekly basis appearing at the new Castle Bar, Villa and perhaps most significantly, 61 House. As the Nanjing stop on most national tours crowds regularly began exceeding the venue's capacity, whereupon the bar's management supplemented their first venue with a much larger second one this past December. While the original 61 House is a subterranean air raid shelter with neither the acoustics nor the capacity to consistently draw big-name bands and their groupie hordes, the newer 61 Live House is a two-story venue that can accommodate the big audiences. Like 61 House, Nanjing's entire live scene seems to be emerging from underground and expanding with the help of energetic entrepreneurs.

One of the enthusiastic forces working to develop Nanjing's music sphere is You Zhenzhen, known primarily as Yoyo. She is the founder of Rock Nanjing, a media platform promoting independent and live music in the city that is currently well on its way to becoming a Chinese-language information hub for Nanjing's performances and bands. The organization primarily harnesses the power of Chinese social media such as Weibo, Sina, Douban, and Ren Ren Wang to fulfill its mission.



One of the most remarkable facts about Rock Nanjing is that it was created without its own proprietary website. Yoyo saw a void she wanted to fill and, with the help of technology, just started working out of her home four years ago.

Perhaps the most interesting and useful of the websites in Yoyo's arsenal is Douban. When it was originally launched in 2005, the site focused on book and movie reviews. It has since widened its scope to include forums, message boards, and groups related to all manner of hobbies and events. Users can browse everything from reviews to artist pages and activities to discussion groups. Announcements promoting upcoming performances on the site can include links to a musician's Douban page, which provides users the opportunity to read about an artist, watch music videos, and listen to a few sample tracks. With over 50 million registered users, Douban is an invaluable tool to any performer, company, or group involved with music in China.

"Even now, Rock Nanjing is still not really a company" says Yoyo, "My original objective was to create a structure that would allow me to promote independent music; I wanted to share bands, shows, and messages with everyone." What started as that simple mission expanded at a rapid rate over the last year. The organization now has a full-time staff of four; there are plans underway for a bilingual website. The team also does a variety of promotional work for visiting musicians both foreign and domestic. When bands do come to town, the tour stop is recorded and shared in a video format on Douban. Though Yoyo may not be running a company, she certainly is managing a burgeoning organization.

Yoyo has recently been working with friends and contacts in the industry to book all different kinds of musical talent for performances in Nanjing. On December 12th of last year, 390 excited fans piled into the bomb shelter at 61 House to see Tizzy Bac, a Taiwanese indie rock trio. Yoyo and her crew promoted that show. Two weeks earlier, the same room had hosted another crowd of hundreds who squeezed in to listen to Mainland rock giants Second Hand Rose. Last year, New York hi-energy quartet PaperDoll took to the 61 House stage. The audiences, which included many college students and young

professionals, paid ticket prices ranging from ¥80 to ¥150. The message seemed clear enough: Nanjing has a hunger for good music.

Rock Nanjing also aims to identify and publicize local talent. Any good music scene needs a healthy dose of fresh native talent. Rock Nanjing has recently promoted shows by rising local performers such as punk band Old Doll and rapper Jony J. In order to get a sense of the up-and-coming, Yoyo sends her staff to gathering places for music talent to interview and learn about other emerging acts. The first in a series of videos introducing some of these developing Jinling bands can be found on Rock Nanjing's Douban page (full disclosure; this correspondent provides the intro to one of these clips). This talent search is a constant process, as any group good enough to make a living playing music commonly has to relocate to Beijing or perhaps Shanghai.

When asked if Nanjing's music scene has the potential to become one of China's big music cities, Yoyo says "Nanjing has her own deep heritage, but she's kind of like a well cultivated daughter of a rich family; she's not all that modern, but she has her own distinctive charms. Music's development here may never rival that of Beijing and Shanghai, but as long as Nanjing has its own flavour, that will work."

At this point, it seems like wheels have been set in motion that will grow Nanjing's live and independent music sector. It seems safe to assume that there is a longing for more exposure to aural stimulation around these parts. Every time a well-known national act from outside pop's boring traditions comes to town, the line of fans stretches as far as the eye can see. And yet, you do not see the typical clamor to invest in any and all industries with growth potential. Why is that?

Not everyone can pick music acts the public wants to see. The profession requires more than a stuffed shirt who can throw money at big names. Taste and an open mind are job requirements. Furthermore, in the end there is no pot of gold at the end of the indie rainbow; it takes someone who cares about music to pursue a career with few financial rewards. I once heard it expressed best by a friend who plays guitar and sings for a living.

"You don't do what I do because you want to. You do it because you can't do anything else." 

Educating Rita, Ryan and... Rainbow

By Frank Hossack



Bringing English to the Chinese nation has been referred to as “the most ambitious language-learning campaign in history” by Bloomberg reporter James Hertling. In addition, according to Regulations of the People’s Republic of China on Chinese-Foreign Cooperation in Running Schools, “The State encourages Chinese-foreign cooperation in running schools in the field of higher education and vocational education, and encourages Chinese institutions of higher learning to cooperate with renowned foreign institutions of higher learning in running schools.”

As the aforementioned quote observes, never has there has been such a massive drive to offer the Chinese nation

expanded opportunities for learning. Perhaps nowhere is this more evident that in the field of English language teaching. Two decades ago, if you wanted to learn English the place to head was English Corner. Now there are radio and television courses, online learning solutions, course books for private study, evening classes at universities, one-on-one tuition, “apps” and, dare we say the word, English language magazines.

From the perspective of the entrepreneur, the most exciting possibility when it comes to English language learning in China has for some time been English tuition centres.

Despite appearing as if infinite opportunity lies within,

it remains a fact that 95% of new schools fail within two years. These are just some of the challenges faced by entrepreneurs, Chinese or foreign, in the English school market. One of the latter is Australian Ami Rabbelier who came to China for the first time in 2002 to, like many, teach English. Having got the China bug, he returned yearly until summing up the courage to open his own school in Nanjing with the help of his Chinese wife.

For Rabbelier, from his experience he observes that much of the difficulty in keeping an English school operating successfully lies in perceptions; “A lot of parents are impressed when they see children rattling off introductions they have memorised and therefore these schools that wish to take a different approach of not just memorising, but being able to have a conversation, are at a disadvantage. The mindset has to change for parents to see the benefits of a deeper understanding and actually being able to effectively communicate and not just an impressive facade.”

The legal framework in China for operating schools dates back to 2003. Working within ancient Chinese laws, historically famous for their obscurity, can be a fearsome task to the even the most seasoned; foreigners will find themselves disadvantaged and attracting more than their fair share of attention in an industry that favours protectionism. Rabbelier explains, “In my case, I am lucky to have a wife I trust and that is a Chinese citizen. This allows me to run my school as a 100% Chinese owned business of which I am, on paper, an employee.”

Rabbelier opened his school in July 2010 with a summer camp of 15 students. Now the Aussie has over 2,150 students enrolled in four schools operating under the brand names Superstar Kindy and Zanjia. In many a western country, this would be impressive enough; here in China, it is testimony to one individual’s entrepreneurship and sheer market demand, and all this despite training centers and foreign affiliated schools coming under increasing scrutiny and regulatory supervision.

Not everyone has been put off; in the last six months alone, no less than five English centres have opened up within one kilometre of Superstar Kindy (in the Hexi New City area of Nanjing), some of which are world famous

brand names such as Disney English and English First. So is there still time to jump on the bandwagon, or is the English training market in major Chinese cities approaching saturation point?

“I think it is reaching its limit. Further though, I think the general way business is conducted here as far as dollars above all, has led to probably the majority of language centres, providing unqualified and untrained teachers, poor learning outcomes, and has resulted in the very negative perceptions that the name “language centre” conjures up”, says Rabbelier.

Yet the numbers prove that many of these English centres (call them what you will) are headed for the wall. Coupled with this, since the financial crisis many young workers have lacked cash for English lessons, and an increasing number may be wondering if it is worth investing in a more international style future when the market at home is booming. Much of the industry has so far responded with more economic options for the now perhaps not-so-eager English student; classes over Skype, podcasts and even English lectures in public stadiums.

Rabbelier has chosen instead to upgrade his school’s license and transform into a kindergarten; “Although my language centre was a good business, I wanted to distance myself as far as I could from those negative stereotypes. Within 12 months, we will not allow students to attend class for less than half a day at a time (aside from night classes). We feel this allows us a chance to really give them something valuable that would not be possible within just an hour or two of classes.”

As a teacher turned entrepreneur, Rabbelier has quickly learned how to sidestep the many pitfalls of opening one’s own business in China. Of these, cultural differences may make for some of the biggest challenges facing a foreigner, while China’s entire business infrastructure is for most, a nightmare to navigate. He concludes, “Add to this the differences in speech etiquette, and you have a prime example of the importance of understanding the country you are working in and adapting your practices accordingly. We are here to teach the children, not the parents.” **N**

Meet Jesse



...who was critically ill with large oozing masses in both eyeballs on the day he came to Butterfly Home. Tenaciously this little fellow held on to life. What had appeared to be inoperable cancerous tumours turned out to be a severe infection. Slowly, he began to respond to the antibiotics until the infection was all gone. Unfortunately, he lost his eyesight. Today, Jesse is an affection and loving toddler. He is now fostered in a home for blind children where he receives the support he needs to learn to negotiate the world with confidence.

Opening in 2013, Butterfly Home Nanjing, will work in cooperation with the Chinese government to bring loving care to children with life threatening illnesses or life limiting conditions.



Loving Care for Cherished Lives

We are now collecting donations of essential items for our opening (baby and household goods). Pre-loved items in excellent condition as well as monetary donations are welcomed. Please see the website for a full list of needs and instructions for donating through bank-to-bank transfer,

Paypal or Virgin Moneygiving. For more information, please contact

Jenine Basaraba: 15252493468 butterflynjdirector@gmail.com

www.butterflych.org/nanjing

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- 1 茶匙塔塔粉
- 1 罐炼乳
- 4 只鸡蛋
- 1 1/2 磅人造黄油
- 1 茶匙小苏打
- 1 汤匙糖浆

制作方法

1. 预热烤箱至摄氏200度。
2. 用大碗里,混合人造黄油和糖。逐个加入并且搅打鸡蛋。
3. 加糖浆和炼乳,拌匀。
4. 加面粉、塔塔粉和小苏打,拌匀。
5. 将面团揉好,可以使用饼干模具,或者把面团揉成香肠状,再切成片。放在烤盘里,轻轻用叉子按压。
6. 烤8-10分钟。
7. 这个配方可以制作约14磅曲奇。你可以分批次,制作你喜欢的各种口味,比如巧克力、咖啡、柠檬和椰子。本配方的配料减半,效果一样很好。做好以后可以冷冻。

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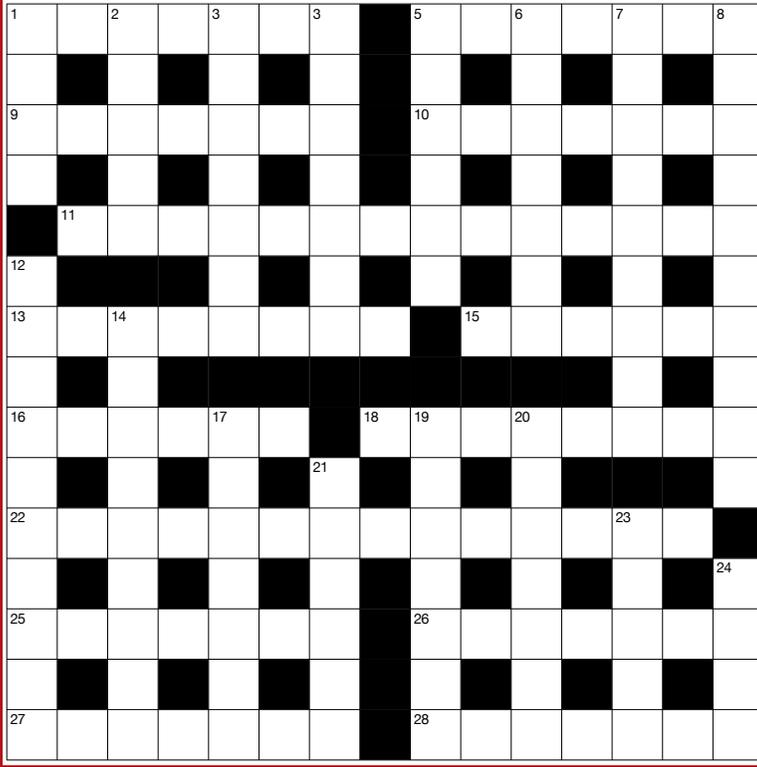


The Nanjinger Cryptic Crossword

By Adam Wilkie

Solutions revealed in our closing pages

Across 



- 1 About a team with you sound inside remains (7)
- 5 Greed for a variety of caviar (7)
- 9 Incite after a try initially try (7)
- 10 Scottish girl in charge after a hundred makes for excellence (7)
- 11 Acknowledgement of success but fool gang initially with Ula in allocation (14)
- 13 No way sad altered for the present (8)
- 15 Alter alters to become overused (6)
- 16 Change about the class (6)
- 18 Cruel to have two saloons in charge (8)
- 22 Very fast but uncomfortable for boots and saddles (4,3,7)
- 25 Sang aria without a Spanish drink (7)
- 26 Drunk toast around military cross for male animals (7)
- 27 Group of seven Scottish mountains, siblings or nurses (7)
- 28 Northern cedars destroyed steppers (7)

- 1 Old king got confused but existed (4)
- 2 With voice, aside (5)
- 3 Divine being but only partly (7)
- 4 A surety destroyed this mouth (7)
- 5 Gather short account and regret (6)
- 6 A harrage worker determined (7)
- 7 One who introduces in unmoving queen (9)
- 8 London district, American money and surveyor's qualification provided oddities (10)
- 12 An arch is initially truly semicircular but they like confusion (10)
- 14 Womens' Air Force initially dances for gobbledegook (9)
- 17 Eastern drug when mixed becomes adjudicator (7)
- 19 Wide awake Edward was warned (7)
- 20 Cricketers and once helped landings (7)
- 21 Prickly but good for pipes (6)
- 23 Rub out a convoluted seer (5)
- 24 Double existence for a river (4)

Down 

Useful little oddities from an English/Mandarin world: Entrepreneur

By Laura Helen Schmitt

CHINESE CORNER 汉语角 Hanyǔ jiǎo

It is always fascinating to see cultural differences in entrepreneurship. While Europeans are extremely cautious about tying up their money in a self-founded business that might go belly up, Chinese seem to love nothing more than establishing their own companies.

从企业家精神中来看文化的不同往往是一件很有意思的事儿。当欧洲人极度担心避免把他们的钱孤注一掷，中国人却更喜欢自己创业。

Cóng qǐyèjiā jīngshén zhōng kàn wénhuà de bùtóng wǎngwǎng shì yī jiàn hén yǒu yìsi de shì. Dāng ōuzhōu rén jī dù dān xīn bì miǎn bǎ tā men de qián gū zhù yī zhì, Zhōngguó rén què gèng xǐ huān zì jǐ chuàngyè.

Interestingly, awareness of cultural differences has had a very interesting effect on intercultural business. Business people now receive intercultural training, a fancy word for scaring them to death of all the mistakes they might make only to find the Chinese business partner receives them with a Western buffet and a heart-felt "What's up, dude?"

有趣的是，文化差异的意识在跨文化生意有着有意思的影响。生意人现在会有跨文化培训。这个词意思在于“当培训师跟你解释你的生意伙伴的文化的复杂性时，你可能已经被吓死了”。其实，跟中国生意伙伴见面突然发现他们给你准备的是西餐自助餐，打招呼跟你说“嗨，伙计？怎的？”

Yǒuqù de shì, wénhuà chāyì de yìshí zài kuàwénhuà shēngyì yǒu zhe yǒu yì de yǐngxiǎng. Shēngyì rén xiānzài huì yǒu kuàwénhuà péixùn. Zhè gè cí yìsi zài yú "dāng péixùn lǎo shī gēn nǐ jiěshì nǐ de shēngyì huǒbàn de wénhuà de fùzá xìng shí, nǐ kěnéng yǐjīng bèi xià sǐ le". Qíshí, gēn Zhōngguó shēngyì huǒbàn jiànmiàn tū rán fāxiàn tāmen gěi nǐ zhǔnbèi de shì xīcān zìzhùcān, dà zhāohū gēn nǐ shuō "Hēi, huǒ jì? Zěn de?"

When I came to China for the first time I was worried I wouldn't know what to eat. I never would have thought that the first places to catch my eye were McDonalds, Pizza Hut and KFC.

第一次来到中国的时候，我非常担心不知道吃什么。完全没想到的是，我一到中国，就遇到了麦当劳、必胜客和肯德基。

Dì yī cì lái dào Zhōngguó de shíhòu, wǒ fēicháng dānxīn bù zhīdào chī shénme. Wánquán méi xiǎngdào de shì, wǒ yī dào Zhōngguó, jiù yùdào le Mèidāngláo, Bìshèngkè hé Kěndējī.



HOW TO ESTABLISH A BUSINESS IN NANJING

- Nanjing is the second largest commercial centre in the east China region and its proximity to Shanghai makes it a very compelling natural market for foreign investors seeking to do business in China. The infrastructure in the region has vastly improved in the past few years and now foreign investors can take advantage of Nanjing's unique location from where they can connect not only to Shanghai but further inland to other provinces. Nanjing is also capital of Jiangsu province, one of China's most prosperous and developed provinces.

FEASIBILITY OF INVESTMENT IN NANJING

The first step in analyzing the legal feasibility of an investment in Nanjing is to ascertain whether, and under what conditions, the contemplated activity is open to foreign investment. Such conditions may also include more favourable policies for activities in which the government is eager to encourage foreign investment. These classifications are set out in the Foreign Investment Industrial Guidance Catalogue (the "Guidance Catalogue") issued by the PRC National Development and Reform Commission ("NDRC") and MOFCOM. The Guidance Catalogue lists encouraged, restricted and prohibited activities and sectors. Activities not listed in the Guidance Catalogue as falling within the aforementioned categories are, in the absence of other rules to the contrary, considered to be open to foreign investment.

FORMS OF BUSINESS ESTABLISHMENT

Foreign investors wishing to establish a presence to do business in Nanjing must establish one of several different statutory forms of Foreign-Invested Enterprises ("FIEs"). It is possible to do some limited business in Nanjing with-

out such formal establishment (e.g., through an agent), but this will be a requirement for any significant operation (e.g. in order to lease premises, open bank accounts, buy and sell local currency, or hire employees).

FIEs have traditionally been more strictly regulated than domestic enterprises in terms of investment approval, but within their permitted spheres have enjoyed preferential tax treatment and more liberal access to foreign exchange. The choice of the appropriate form of FIE depends upon the categorization of the intended activity in the Guidance Catalogue, as well as on the particular operational needs or objectives of the foreign investor(s).

The most popular forms of FIE include:

WHOLLY FOREIGN-OWNED ENTERPRISE ("WFOE")

A limited liability company 100% owned by one or more individual(s) or corporate foreign investor(s). The liability of the investor(s) is limited to the WFOE's subscribed registered capital. WFOEs are the most popular form of FIE.

EQUITY JOINT VENTURE ("EJV")

The most common of the two types of statutory joint venture. An EJV is invested in together by both foreign and domestic corporate investors. The equity interests of the investors, and the division of profits, is strictly proportional to their shares of contributed registered capital.

COOPERATIVE JOINT VENTURE ("CJV")

Compared to EJVs, the investors in a CJV have greater flex-

ibility in making contributions to CJV capital, and also in distributing dividends in ratios that differ from their respective equity shares. CJVs are normally established as legal person LLCs, but may also be established as a non-incorporated contractual cooperation. The liability of partners in an unincorporated CJV is unlimited. Non-incorporated CJVs are typically only established for specific, limited purposes and activities such as collaboration in natural resource exploration or venture capital investments.

HOLDING COMPANY AND REGIONAL HEAD-QUARTERS

Investors with existing major operations in China may wish to consider establishing a holding company or a regional headquarters to help consolidate certain group treasury, support services and trading functions. There are significant minimum investment thresholds, and operations are limited to holding company functions.

FOREIGN INVESTED PARTNERSHIP ENTERPRISE (“FIPE”)

Except for market access and other key differences, FIPEs function under the same rules as domestic partnerships, and are generally much the same as partnerships in western countries. However, given the very limited experience with this form of entity, partnerships still face many more legal and administrative uncertainties relative to other more mature forms of enterprise.

Note that given their inherent costs and risks, a Joint Venture is rarely chosen where a WFOE is otherwise both permissible and feasible.

PROCEDURE FOR SETTING UP FIES IN NANJING

Generally speaking, the applicant need apply for pre-registration of the company name to the local Administration of Industry and Commerce. State Council approval is required for encouraged or permitted projects with a total investment of US\$500 million or more, or for restricted projects with a total investment of US\$100 million or more. Central approval will also be required for certain specific types of sensitive projects. After receiving the relevant approval(s), the applicant will need to file the application form and other related documents to MOFCOM for approval. After receiving approval, the applicant will need to submit all the relevant documents to the Administration of Industry and

Commerce to apply for a business license. In addition, the applicant also need to register with various local government departments to obtain additional certificates such as the Enterprise Code Registration Certificate, Statistics Registration Certificate, Financial Registration Certificate, Tax Registration Certificates, Foreign Exchange Registration Certificate and Customs Registration Certificate.

FOREIGN REPRESENTATIVE OFFICES AND BRANCH OFFICES

Foreign investors may also consider establishing Representative Offices or branch offices in Nanjing if only limited activities are contemplated.

A Representative Office is a permanent base that may conduct some restricted activities to facilitate the sales and purchasing transactions of a foreign parent company (e.g. liaison, coordination, product marketing and promotion, and market research). A Representative Office is not itself permitted to engage in direct profit-making activities such as the receiving of monies or the issuing of invoices for goods or services. The Representative Office of a foreign company must be registered with the Administration for Industry and Commerce (“AIC”), and MOFCOM approval is also required if the parent company’s business is anything other than trading, manufacturing, contracting, consulting, advertising, investing, leasing or providing shipping agency or employment agency services.

On the other hand, a foreign company branch office is permitted to engage in direct business activities. However, this is only available in certain industries, such as commercial banking and oil exploration.

Nanjing, located in the Yangtze River Delta, China’s most prosperous and vibrantly developing region, presents great opportunities and possibilities for foreign investors. Nevertheless, having sufficient local knowledge, market information and experience is crucial for foreign investors to establish business in Nanjing and a company’s strategy must be tailored specifically to suit its product or service, resources, and goals, as well as the reality of the local operating environment. 

Disclaimer

This article is intended solely for informational purposes and does not constitute legal advice. Although the information in this article was obtained from reliable official sources, no guarantee is made with regard to its accuracy and completeness.



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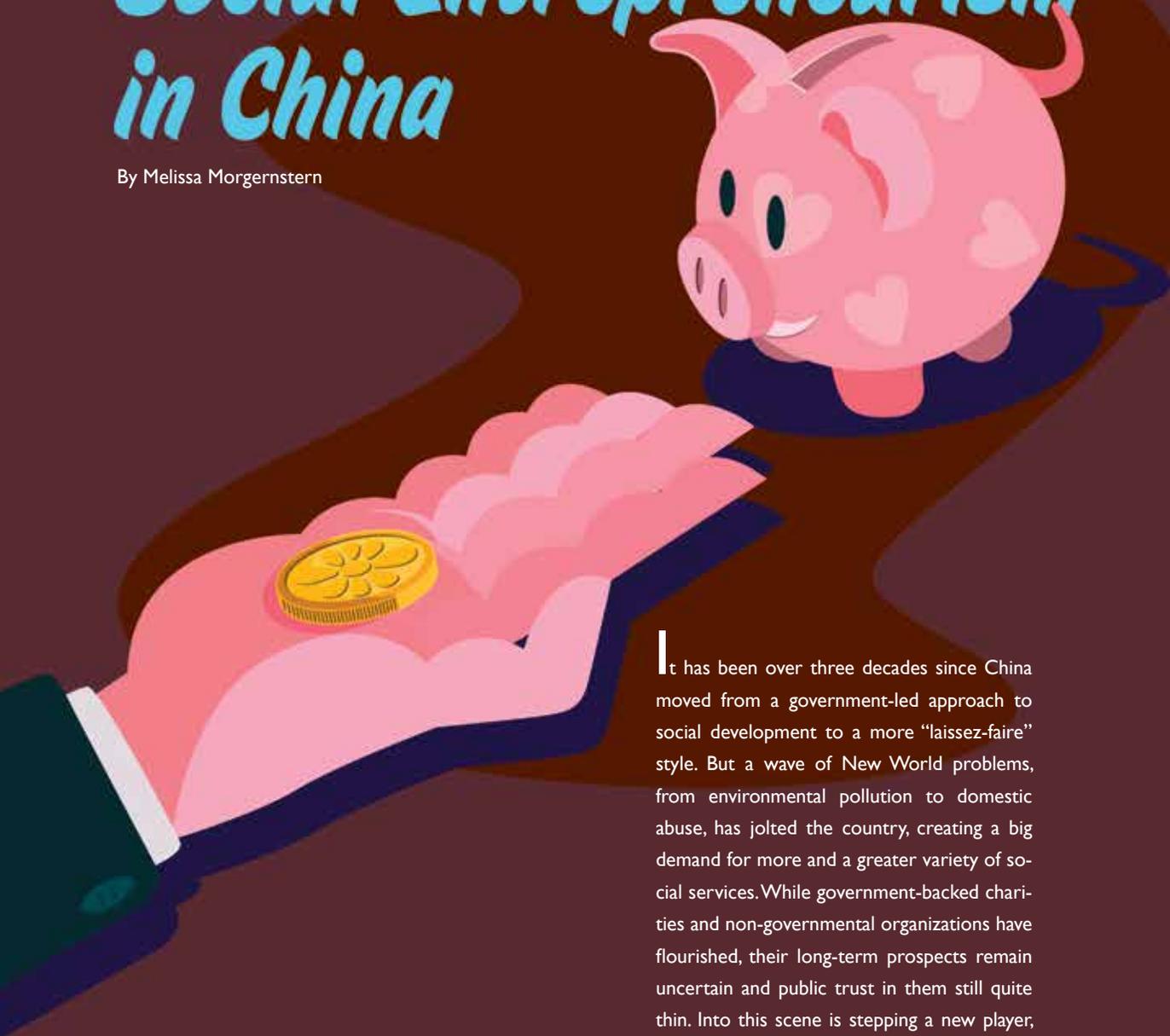
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GIVING BACK

Social Entrepreneurism in China

By Melissa Morgernstern



It has been over three decades since China moved from a government-led approach to social development to a more “laissez-faire” style. But a wave of New World problems, from environmental pollution to domestic abuse, has jolted the country, creating a big demand for more and a greater variety of social services. While government-backed charities and non-governmental organizations have flourished, their long-term prospects remain uncertain and public trust in them still quite thin. Into this scene is stepping a new player, known as the social-enterprise organization, or SEO, which blends business savvy with social advocacy to create a new tactic for confronting problems that have accompanied China’s headlong development.

What is it?

SEOs are businesses whose goals are oriented less toward fattening the bottom line than promoting a social cause. Unlike non-governmental organizations, or NGO, the social-enterprise organization must generate profits to survive, though those gains are usually invested back into other organizations or related causes. SEOs usually seek to make use of local resources to solve local problems. We Impact, an SEO with offices in both Beijing and Shanghai, aims to help different organizations integrate sustainability principles into their business brands, communications, and models. In the long run, a business-centered approach offers social entrepreneurs the chance to succeed where traditional businesses and NGOs have failed.

Why China? Why now?

In 2010, billionaires Warren Buffet and Bill Gates attempted to convince China's richest residents to donate to charity. However, Jack Ma, Internet entrepreneur and owner of Alibaba and Taobao, told them that wealthy Chinese prefer to donate to "socially responsible businesses" rather than to government-backed charities or NGOs. The Chinese public tends to be wary about traditional charitable organizations, and SEOs offer a new way to attract investors while directing the funds towards worthy causes. After all, China is now seen as home



to some of the world's most entrepreneurial people in the world; a potentially powerful force if they aim their clout at solving social problems. SEOs gained visibility during recent events such as the Beijing Olympics and the Sichuan earthquake of 2008. Half the Sky, an SEO dedicated to improving disadvantaged and orphaned children's lives, was one of the organizations that the government contact for advice and support after the earthquake had hit. While the Olympics created a surge of volunteer spirit among ordinary Chinese, the earthquake showed how SEOs quickly adapt and can speedily address social crises.

Why is it good for China?

The increasing popularity of SEOs

stem in part from low public trust in state-run charities, whose government ties feed public worries about graft and inhibit the groups' ability to operate. In a survey of philanthropy in Asia, China ranked first in the level of government control. Growth of civil organizations is restrained through rules that bar public fundraising and provide no means for private donations. Would-be charitable groups also face strict registration rules. So despite general mistrust of government-backed organizations, independent organizations can find it difficult to gain traction. Still, about nine of every 10 dollars in charitable donations in 2008 went to these groups.

Civil-society organizations unaffiliated with the government also received a black eye in 2011 when

photos of a young woman named Guo Meimei appeared to show her flaunting her wealth by posing with a Maserati, allegedly paid for from Red Cross funds. After the scandal broke, donations by China's top 100 philanthropists dropped by more than a third.

The SEOs have benefited from this unease, and are introducing new forms of philanthropy seen by many as more fitting for a modern China. The practical, grassroots nature of many SEOs also has helped attract local participation, allowing them in turn to come up with answers tailored to the place, including the use of local resources, people and practices. For instance, Spring Mountain, an SEO located in western Inner Mongolia, utilizes the buckthorn berry to create a popular juice drink that not only uses local crops but also provides farmers of Inner Mongolia with a sustainable livelihood.

Working Together

While a small scale allows SEOs to be flexible and practical, it may keep them from becoming national powerhouses. So far, most SEOs measure beneficiaries in the hundreds rather than millions. But some SEOs have decided, despite popular opposition, to join forces with the Chinese government in order to gain access to larger populations in need. For instance, Hong Kong-based One Earth Designs is joining hands with the national government to help get its 20-kg solar cookers into the hands of as many needy people as possible in the Chinese countryside, where electricity can be scarce. This partnership is a prime example of the complex relationship between social innovation and government.

The government may dictate what can happen in terms of social-development programs. But amid public resistance to traditional approaches, SEOs are poised to help China flex its entrepreneurial muscle in unexpected new ways. **N**

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In 1909 Harry Gordon Selfridge (1857-1947) opened the first Selfridges store in London along the then not so fashionable Oxford Street. His idea was simple yet innovative; to implant in the newly emancipated female customer the idea of “shopping for pleasure” and not only for necessity, creating a place so comfortable that they could easily spend the whole day in a shopping paradise. H.G.S. is also one of those credited with coining the phrase,

“The Customer Is Always Right”... ■

By Ronald Paredes

BUT, ARE THEY?

■ *It can be argued that this is a very outdated and old-school management premise, implemented in the service industry in the beginnings of the 20th century which has been terribly misinterpreted, becoming a standard that feeds customers’ egos in order to prise money out of their pockets.*

Many managers and business owners still operate under the belief that the customer is the lifeblood of their business, especially in China; a concept that is only partially true. Many case studies demonstrate that an organisation’s staff is in fact responsible for keeping the business flourishing; they are the face of the brand, company and service and it is the way they feel that will determine the quality of service they provide. By working under the premise “the customer is always right” the customer is elevated to a position of relevance over your staff, giving them license to complain constantly, make unreasonable requests and even abuse and mistreat those serving them. In the long term this only leads to bad customer service.

The opposing argument is very simple and logical; take care of your people and they will take care of your business.

Marketing studies have shown that customers often do not know what they really want. For some businesses it is cheaper and easier to wait for customers to give directions about what kind of service or product they expect; on the other hand it takes guts, brains and determination to design a service experience that satisfies customers’ needs without compromising the principles and values of the brand.

An excellent example of how this works can be found in the book “BOLD - How To Be Brave In Business And Win”

by Shaun Smith & Andy Milligan. It tells the story within of Six Senses; one of the most exclusive and luxurious six star resort chains, located in some of the most remote and exotic places on Earth. What makes this place so special is the way that a carefully crafted experience based on sustainability and natural lifestyle luxury (what they like to call “Intelligent Luxury”) is delivered.

One of the most particular policies implemented at Six Senses is the “No Shoes Allowed” policy; upon arrival guests are handed a bag marked with the slogan, “No News No Shoes”, in which they are to deposit their shoes. From then on and as long as they remain in the resort they are barefoot. In one instance a customer refused to take her off very expensive Gucci sandals; the resort management made for the couple the appropriate arrangements and paid for their transportation to a place more suitable for their needs.

Naturally, the idea is not to bully customers into agreeing to your ways; it is always good to allow a certain level of flexibility and option as long as it is limited and strategically embedded in the experience without compromising the principles of your brand. After all you are the one with the expertise; you are the one who has a brand to look after.

Quality and brand principles are attributes that cannot be compromised, yet the fastest way to do so is by allowing customers to be “always right”; dictating what they want it and how they get it.

*Stay away from bad and problematic customers; be firm with the values of your brand and protect your people! **NU***



Malbec Mania

Rick Staff

with a remit to sniff, taste, and spit his way around Nanjing and disseminate the drinkable.

POINT SYSTEM

- 0-10 A WARNING
- 11-14 A Feasible Party Prop
- 15-17 Heartily Recommended
- 17-19 Exceptionally Good
- 20 The Apogee Of WINE EXPRESSION

Despite Argentina's tricky fiscal trajectory of recent decades, a small red berry has triumphed. Just look at the numbers; Argentine Malbec now accounts for more than 70 percent of the entire world crop, representing almost half of all Argentinean wine exports. Argentina's most important export market, by far, is the US which imbibes almost as much as Argentina, estimated recently to be some 47.6 million litres compared to Argentina's 55.4 million, surging from 1,000 cases in 2002 to over 8,000 latterly. Exports to the States are now thought to have a total value of around US\$394.4 million, an explosive rise from US\$14.4 million in the gloom of 2002, the year of Argentina's sovereign debt default crisis.

France, though, is the country where Malbec is thought to have first surfaced, but it suffered from the country's damp northerly climes, the grape having a ready susceptibility to mildew. The severe northern Europe frost of 1956 finally forced the French to largely throw in the towel, subsequently ripping up their Malbec rootstock in favour of more robust varieties.

It is via the French agronomist Miguel Pouget, who in bringing the first Malbec cuttings over to Argentina from France in 1868 under the instructions of an Argentinean provincial governor, that the grape seems to have found its true home. These Pouget cuttings produce berries which are smaller and grow in tighter clusters than their French counterparts, suggesting this émigré may be a unique clone, now extinct in France but thriving in Argentine sunshine. That sun together with the much drier terrain around the rain sheltering Andes (most Malbec production is centred on the Mendoza region), all makes for a plusher, fruitier and more vibrant wine than the French version. And it's not just an easy-drinker either, with greater finesse and complexity found higher up the vine slopes, along with thicker grape skins.

Malbec is now Argentina's most widely planted grape, a mighty 25,000 hectares, and has become something of a cultural emblem through its international success, knocking the French into a cocked chapeau. This success has been achieved mainly through a very suitable climate, but surely it also owes something to being much easier to pronounce than Auxerrois or Côt Noir, the French synonyms for the grape. Significantly, Malbec fame has started to affect France's vineyard roadside signage, now more inclined to use Malbec, the more marketable buzz-word. Look out for it in a supermarket near you:

Move your eyes across Lo Tengo Malbec 2011's label (¥87 Auchan, ¥98 BHG) - that's right, they dance - and then your tongue over a well-made and fulsome wine with cherry flavours and a cassis like sliver of sweetness; it's big but approachable and very warming (15.5 points). Las Moras Malbec 2010 (¥89, Auchan) contains a dense and fascinating maze of plum and red fruit with a hint of violet amongst traces of dark chocolate, a suavely poised wine in spite of its weight (17 points). Viñas Argentina Privado 2011 (¥60, Metro) declares one straight note of easy going blackberry fruit - Miles Davies-esque in precision and clarity - with a pleasingly firm texture. The wine develops more complexity over time revealing enticing notes of coffee and tobacco, and is surely the pick of the bunch for the price (16.5 points).

All three wines work phenomenally alongside steak, Argentina's time-honoured national chow (wine being officially sanctioned the national drink in 2010), but BBQ'd, or slow-grilled, gourmet sausages, and a big slab of very mature cheddar will do nicely if a sufficiently chunky steak is hard to pin down. **NJ**



World Class Manufacturing 5: Visual Management

■ FOUNDATION

People are visual creatures; we use visual signals every day, eg: traffic lights, fuel indicator, kettle water level or department signage. Visual management (VM) gives us knowledge and certainty, makes our lives safer and is an essential element of “Lean”.

When you can quickly see what is going on, then you do not waste time and energy trying to find out what is happening. If you can see flow stoppers, you can take steps to remove them. Simple signals let us know something needs attention. A red card on a piece of equipment means it requires maintenance, a green one confirms it is ready for use. A labelled but empty space on a bench indicates clearly what is missing.

Visual Management aims to provide rapid feedback to those operating any process, which then allows them to keep it under control. This then brings added responsibility to the process owner, as anyone passing their workstation can understand what is happening, requiring them to be empowered to make decisions about their process – a key part of Teamwork.

Appropriate performance measures also need to be displayed, along with the targets; (what we want to achieve, and their triggers) when we want to solve problems. Once Problem Solving has been done, the root causes can also be shown which then drives further improvements. Short term charts are usually used to control variability and long term ones to plot trends towards those ever more demanding targets!

SOME PRINCIPLES

Easy to use. VM must be easily understood, and acted upon, so the creation of the right information and style needs to be considered with the process owner.

Rapid. Information portrayed must get back to the operator as quickly as possible.

Based on Improvement. Use VM to drive performance up. Involve the operators in its creation and how to use it and they will adopt it more readily, rather than using control measures, which are usually manipulated!

FOR THE FUTURE

VM is used initially to provide feedback on how a process is performing; the target being to provide this in real time. As the teams mature, VM needs to be taken down to lower levels of detail, enabling smaller improvements to be made. At the same time, the process owner needs to become involved in benchmarking their processes against best in class, moving away from using history to set improvement targets.

As they grow, teams can take ownership of their VM, (along with 5S) developing their own style, setting their own targets, doing their own streamlining and so on. Depending on the budget, VM should become more automated to eliminate human error, inevitably with more IT usage. The displays will also cover more areas, so that teams have a full picture for their area of responsibility. As the need for control increases to prevent failure, then VM can include Statistical Process Control (SPC), ultimately allowing adjustments to be made to the process before a failure occurs.

Happy Visualising! 



China's new found wealth is well manifested by the sight of satellite dishes strewn atop luxury yachts backdropped by glitzy skyscrapers that belong more in a 007 flick. Here Sanya, both physically and metaphorically, is far far from China's capitals; southern, northern or otherwise.

The island of Hainan was only granted its status as a province as recently as 1988. Forever the renegade, Hainan was the destination of choice for those on the run, the bannished and political exiles. While topologically similar to Malaysia, Vietnam or Thailand, as far as economics go it is worthwhile remembering that this island jungle is relatively poor, contributing only half a percent of China's GDP. Much of this also does not even reach Beijing's coffers; since also becoming a Special Economic Zone the island has had the power to allocate its own additional funding to projects for which it deems Beijing's budget too meager.

It is this autonomy that has also resulted in Sanya coming across as really rather sensibly and well organized; an airport bar named "the Lucky Shamrock" and gates that display information regarding the next three flights departing therefrom, all in an environment more akin to a mid-sized airport in Florida; a far cry from what has in recent years become the standard blueprint for airports across PRC.

Our mission was simple, but at the outset seemingly impossible; go somewhere hot and deserted during Spring Festival, yet do not leave China. An extensive trawl of the Internet ensued, seemingly hundreds of calls were made to Ctrip but in the end coming out on top was Taobao. And so it was that two months later in the evening of the 11th of February we found ourselves with a few new-found friends, the sand between our toes and our feet dipped in the South China Sea, a mere three hour direct flight from Nanjing.

By Frank Hossack

Sanya 三亚

Those arriving in Sanya (from elsewhere in China) during Chinese New Year undoubtedly do so overdressed. Folk hailing from Haërbin will experience a 60 degree jump in temperature as they land on China's southernmost tip (excepting the many but tiny islands that extend hundreds of miles further south; some territorially disputed not by Japan, but Taiwan, Vietnam, Malaysia, Brunei and The Philippines). It takes a few days for the layers to be peeled away; upon our departure the first glimpses of flesh were beginning to be had among the few that remained.

During the journey from Sanya Phoenix International (even the airport has a decent name), the realisation immediately hit that Sanya is clean. Really clean. Even where Sanya is dirty, it is clean. Whereas the swarms prefer the more opulent beaches that lie on the eastern shore of Sanya Jiao (Sanya's foot, as in Italy's boot), the Lover Bay Beach Cafe Hostel that sits on a one kilometre strip of sand and pebbles just south of the city's top attraction Luhuitou, attracts international backpackers and Chinese quite content with a more rustic way of life. A fellow boarder from Sichuan, reported that she had stayed at many a five-star hotel in Sanya in her time, and so far, our economy priced hostel with its friendly staff and down-to-earth occupants was proving to be her favourite.



Hours drift by effortlessly and one is easily kept amused watching the cruise ships come and go, the fishermen landing their catch, the odd swimmer or jetski enthusiast and the eccentricities of China's drivers that extend to the seaside. Here, taking "a drive down [to] the beach" means quite literally "a drive down the beach", whereupon the ideal behaviour is to park your revolting black 7 Series in front of somebody's view of the sea. Xie xie.



From what we reckoned is the longest queue on Earth at China's only mainland duty free shop open to the general public, to an open air esplanade of food stalls dominated by Chinese fare of all kinds accompanied by menus with Russian translations, English is Sanya is often relegated to third place. Historically, they would come with a more naval purpose, now Ruskies of all descriptions disembark from their yacht (as a rough guide; the fatter, the richer) or hard seat train, to shop, sit on the beach and, as did this correspondent, sample one of the local hot springs.

While us Nanjingers are used to soaking it up in Tangshan, Sanya's Nantian Hot Springs is just one of many such Hainan alternatives. Here is served up much the same selection of hot baths (they have the fish that eat your dead skin too), albeit with a flair more akin to a Club Med holiday; think poolside bar, inflatable toys, bikini buffet etc.

While there is needless to say an abundance of seafood available on every corner, and we spent each evening enjoying the beach or street side BBQ, their local cuisine is not something for which this island paradise is particularly well renown. Even the well-famed Hainan Chicken Rice was a disappointment; a simple dollop of garden-variety rice next to a mini-portion of land-mine chicken less than lovingly smothered with spice-laden garlic sauce, if this correspondent is to be believed.

There is little doubt that five days spent in Sanya is the perfect antidote to Nanjing's February blues that will leave you feeling like a Chinese version of the Swiss Family Robinson. Time it right, pick your exact destination carefully and you will indeed avoid those Spring Festival crowds. 

COOPERATION AS A MODEL FOR SUCCESS

With Jochen Schultz

■ **The importance of Kick-off events developing management**

In these days it is very important that not only companies as a whole, but also people within departments, work together as a team. However good everyone's skills, teamwork improves thereon. Therefore the most important step at the beginning of a new project or cooperation is the building of a team.

Trainers who support this process are often faced with challenges and opportunities in equal measure as a result of the different background of newly made team members. Opportunities present themselves since during the process of becoming a team various practical issues, problems and/or ways to handle them will emerge upon which participants will be able to reflect. The result is a very wide range of topics that will benefit everyone.

The challenge is to form a team out of people who did not know each other before, so that common learning can take place on a foundation of trust.

At this point a kick-off event can be very useful; motivating participants and creating a "we-feeling" that naturally has a great teambuilding effect.

Objectives for an example 2 and a half day kick-off event could comprise the following:

- i** For participants to get to know each other and for a foundation of trust to be laid for a mutual learning process
- ii** To make participants aware of the objectives, processes and content of their future work as a team
- iii** For the participants to reflect on their own personalities and the impact thereof
- iv** For participants to experience teamwork and work as a team in a mutual development process
- v** To motivate participants for the learning process
- vi** To agree on the organization for mutual work

Such an event could commence with an ice-breaker game. At this point the team is still in the formation phase, in which people tend to treat each other warily, yet nevertheless respectful but distanced. Upon the game's conclusion the group should discuss the emotions they have just experienced. What follows next depends on the organiser of the event and its specific occasion but it should generally provide more possibilities for the participants to get to know, and to lose their caution around, each other. Why not let the evening end in a cozy get-together over a nice dinner?

The following days should continue to build on the results from this first day, improving communication and cooperation between team members. A good way to achieve this would be an outdoor activity which challenges the abilities of the group as a whole.

At the end of the event participants will be able to reflect on their work together; realising what they learned about themselves, about forming groups and about group cooperation.

With this foundation their growing together as a team will immediately accelerate, a fact that hopefully will also be clearly visible in the results of their work. 

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Trailing Spouse

The Facial

Have you read all those interesting facts about what Chinese and other Asian ethnicities use as part of their diet and beauty regime? You know; the old green tea, white tea, ginseng... Actually they are right but after coming to China and being introduced to many new secrets and tips, and meeting so many local friends, I found there was so much more to it than your average search on Google. Only hands on experience can give you a true insight into Chinese health and beauty!

Nanjing like many other cities in China hosts a surprisingly large number of beauty and massage shops; some much better than others, all of which meaning you will often find it a challenge to find the right spa or even masseuse. I was over the moon to learn that massages were on average around ¥50, but after my very first full body rub, I was left in pain and the feeling of having just been mugged. I was prodded and poked to an inch of my life; bent this way and that way until every body part had cracked and crunched. Then there was the persistent rubbing on my temples, that I had always been taught to leave well alone, not to mention the loud thudding punches on my back. The cherry on top was when their fingers were dug high into my skull; I felt violated and sore, but after several attempts I am now adverse to the pain and rather enjoy feeling a teeny bit of agony. In fact I now feel disappointed if they do not crack my back or I leave

unbruised, much akin to the pleasure-pain feeling that body builders seek after a weight training session.

So after half a year I had succumbed to violent massages, I refused to drink cold water (even in the height of summer) and I even make my very own ginger and lemon tea when I got struck down with a cold; out with the old Lemsip and



in with traditional home made remedies! I decided the next new chapter of my Chinese conversion was going to be the until then dreaded facial (I had previously avoided this as I was unsure about the lotions used and the hygiene involved, plus unlike feet, I want to keep mine relatively pretty), and so I recently accepted an invitation to join a friend for a massage at her local beautician's in Pukou.

We arrived to a large greeting of smiling teeth and happy glances, and could already hear whispers of "big eyes" and "sharp nose" amongst the many co-workers. After being ushered to remove our coats and shoes, we were handed tall latte glasses with wheat tea and bright pink curly straws teamed with a pair of comfy slippers. Upon entering a miniature room I let out a familiar smile as I saw kitsch wall-paper, and two snugly lilac duvets spread out. It was clean enough and I felt at ease so we quickly changed into a little dress slip to make the massage easier for the workers.

After lying down, my attending beautician carefully wiped off a days worth of dirt and make-up, which was followed with a fabric mask; the sort that you can most likely buy in Watsons. She also sprayed on some extra water due to my excessively dry skin and insufficient intake of hot water.

Whilst the mask worked its magic I was left with a head, neck and scalp massage; so comfortable and relaxing until I was dealt the familiar temple jab and skull prodding.

Next was possibly the most painful but worthy part; my beautician showed me a rather large shaped block of jade, and explained that it is used to give energy, release toxins and flush internal organs, while it also helps to rejuvenate and restore the skins cellular activity, in turn helping to prevent cancer.



She began with rhythmical rubs under my eyes, down the side of my neck, just below the ears, pressing against a tender protruding vein (due, you may appreciate, to bad posture sitting at the computer). After many stokes over the tender vein my body cramped up and I started having systematic nervous flinches as I knew what was about to come; again and again I could feel the sore vein throbbing and my mind willed her to stop, but like a woman possessed she was determined to pop it back in.

Eventually she stopped and grabbed my attention; holding a mirror she said, “look look”, with a proud smile on her face. I looked up at my greasy complexion to see one side of my face now thin, and clean! While the other side retained

my puffed, red, usual complexion, I remained amazed as she continued, explaining that my left side is much healthier and works faster at freeing any toxins. I guess this explained the rather large red marks on the right of my neck that looked like hickeys on steroids!

The worst over, she proceeded to give me a gentle massage after which I was in a deep state of relaxation. Another few masks were applied and a stimulating hand massage was given; in total the treatment lasted for two hours for the bargain price of around ¥100. Pay for a package of 12-24 treatments and one can realise big savings, but be careful as there are businesses that look very legit, take a year’s worth of money from their customers and then do a moonlight flit. Choose based on personal recommendations and on how long the store has been around. Do your homework and keep an eye on some of the local stores close to you.

Whether such treatment has any real benefit is a somewhat different story; believe what you will, but I can vouch for a feeling of positive energy. Perhaps it is the placebo effect, but then is not the mind the greatest tool for health and well being? Nevertheless the following day I was greeted with comments on my fresh and glowing skin from the same trio of co-workers who always comment on how tired and ill I look. That in itself is enough to keep making me return to the lilac duvets and curly straws. I am officially sold on the facial, so what of the next phase of my Chinese conversion? 

Nana’s Beauty Tips

Traditional beauty tips from the wiser older generation!

- Sip hot water throughout the day
- Do not, do not, do not eat ice-cream during your menstrual cycle or eat/drink anything cold. You WILL suffer the consequences
- When ill cook up fresh chicken soup with red dates
- Wear jade; it is said to give you energy and protect you
- Walnuts and sesame seeds will help prevent white/grey hair
- Eat up all your shān yào (Chinese Yam) mountain vegetables; they are great in broths and stews, and good for losing weight
- Drink Jujube milk

previews & reviews



Hospitality Review

Ladies Night at Sculpting in Time!

By Rachel Skeels

■ *Sculpting in Time* is currently one of the only venues that continually hosts a ladies night in Nanjing, so I decided to give it a try considering the poor variety of the alternatives. Given their warm and soothing environment I felt it would actually be the perfect place.

Currently held every Wednesday evening after 7pm; ladies are served with a complimentary glass of white or red wine, or from experience whatever they have available. However, I can vouch for a lovely red Merlot that comes in a round Bordeaux glass which instantly won me over. *SIT* has also introduced a special set of fitting aperitif snacks, including olives and smoked salmon at a 15% discount, but more often than not they seem unavailable.

They do on the other hand, make good-sized salads and other pasta dishes that are quite tasty, but prepare to sit it out; it seems the chef is in no hurry and after waiting 70 minutes for a cob salad you may not want to bother if ravenous after a hard day's work. Perhaps you can try some dumplings in a nearby local Chinese restaurant and then head over, where you can relax on a full stomach and simply just worry about drink-

ing your fair share of wine and having a good natter with the ladies. Bottles of wine vary in price, but they do have a decent house Shiraz for just over ¥100; perfect for sharing!

So far Ladies Night at the Hankou Lu branch is somewhat deserted and it seems only a few locals and a handful of expatriates even know such an event exists. Personally, I am looking forward to those warm summer evenings where I can relax on *SIT*'s terrace at their Fuzimiao location overlooking the semi-scenic view of the Qinhuai River enjoying a bottle or two.



Sculpting in Time's two locations are at 2F #47 Hankou Lu - Tel 83597180, and #32 Dashiba Jie - Tel 52266082



Restaurant/Bar Review

Rob Roy

Go For the Drinks!

By Melissa Morgenstern

■ **A**lmost two months ago on a little alley off Shanghai Lu, a surprisingly large and stately “multinational restaurant” opened its doors to the eager eaters of Nanjing. A small set of stairs leads to a very regal entrance evocative of the Shanghai bund. However, upon opening the doors you see a dimly lit, some would call it “romantic”, jazzy eatery filled with booths and plush pillows. Near the entrance is also a small bar that makes visitors feel like they have returned to the heyday of China’s 1920s jazz scene.

The ambience was more than agreeable; however the experience became a mixed bag soon afterwards. We were immedi-

ately perplexed as to why our dessert came first after waiting about twenty minutes for drinks. After a bit more of a wait our drinks and dishes started to arrive bit by bit until some of us were half done while others had just started.

Our party dined on beef “risotto”, baked spaghetti, a sirloin steak dinner, and a slice of apple cheesecake for dessert. To drink we had a piña colada, martini, and a pineapple coconut mojito. The drinks, although slow in coming, were a good size and very tasty. The piña colada and pineapple coconut mojito had a nice balance of alcohol and sweetness, while the martini was well blended and savory. The baked spaghetti, while al dente, went against all promises by having no seafood while the sauce was as sweet as store bought brands could be. Our steak first came out raw at first and turned out to be processed, unlike any steak we had tried before (although the french fries weren’t half bad). Quite large for the asking price of ¥38 was the combination of spicy beef, cabbage, and rice that comprised a very good beef “risotto”.

While the Rob Roy experience can have its ups and downs, it certainly seems to be a great place for drinks; just watch out for food and service that is more than a little lackluster.

Rob Roy is located on Nanxiucun, off Shanghai Lu - Tel 83307996

Movie Review

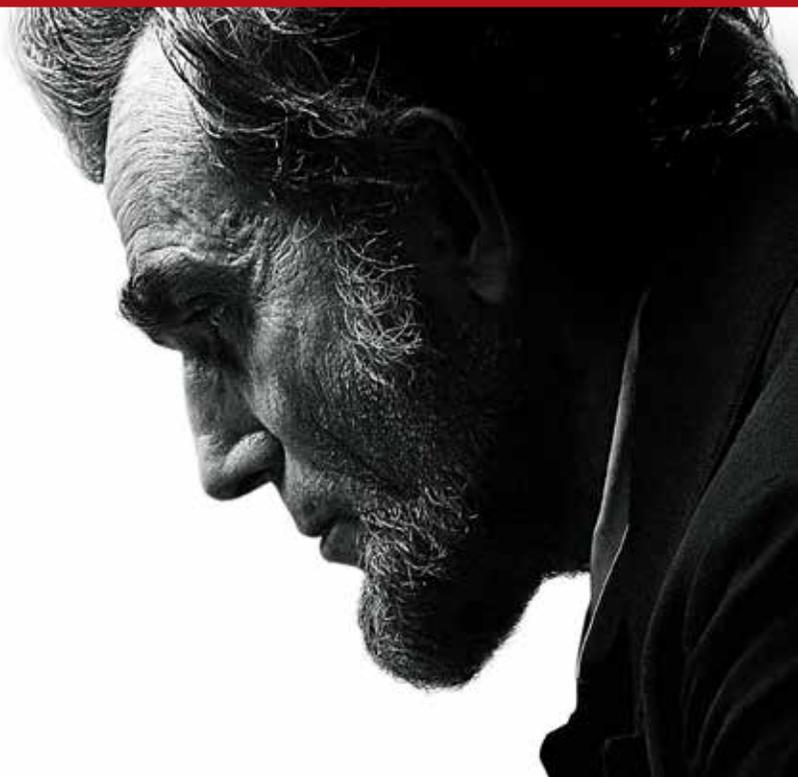
Lincoln

He changed the world, and then Spielberg

By Laura Helen Schmitt

After an Oscar and a Screen Actors Guild award for Daniel Day Lewis, plus a scooping up of BAFTAs left, right and centre, I thought I should take some time for a closer look at Lincoln. At 150 minutes long, taking some time is easier said than done.

I imagined Lincoln to be a bit more about the people. Highly theoretical, with the story lines of Lincoln as a person, his relationship with his family and the actual effect of the freeing slaves amendment just kind of chucked in on the side





lines, towards the end of the movie Lincoln says to his coloured help something along the lines of “I don’t really know any of you”. I thought, “well neither do I, mate!” Odd that a film about freeing slaves would include so little about the actual people.

Of Daniel Day Lewis’ performance, people tend to say now, he WAS Lincoln. The same goes for Sally Field as Ms. Lincoln. A big fight between the couple is simply the most intense and engaging part of the movie; sheer acting brilliance.

Other favourites are Tommy Lee Jones as his usual grumpy, but so sarcastically funny self, and finally the scene in which the leader of opposition shouts, “It shall not pass”, making me imagine him with a long beard and cape, brandishing his staff at the dragon while Frodo looks on.

The camera work is simply amazing, manifest for example by beautiful shots of silhouettes through curtains. Although very politically focused overall (or not sappy enough some might say), the scene in which the amendment is finally

proclaimed is extremely touching; I did end up feeling a little bit weepy to tell the truth. A good choice was made in Lincoln’s death scene; shown indirectly rather than with dramatic music and a healthy spattering of blood, as one might have imagined such a Spielberg moment.

Certainly not as I expected; less action and less patriotism, but if you are interested in a detailed depiction of “how it happened”, Lincoln is definitely for you.





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86612230 / 86610931

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1 Xiaofenqiao, Guangzhou Lu

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Nanjing Brocade Museum

南京云锦博物馆

240 Chating Dong Jie 茶亭东街240号

86518580 Hours: 8:30am - 5:00pm

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8 Jiefang Men 解放门8号

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南京市博物馆

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35 Hanzhongmen Da Jie

汉中门大街35号

Home to the annual Dragon Boat Race, and great for boating or a walk in a peaceful environment.

Jiuhuashan Park 九华山公园

Beijing Dong Lu 北京东路

Climb to the top of the park to visit the temple and pagoda. A great way to get on the city wall for a scenic spot with gorgeous views of the city.

Xuanwu Lake Park 玄武湖公园

Xuanwu Xiang 玄武巷1号

Trails for walking, biking and running, with playgrounds, gardens, restaurants plus boats and tandem bikes for rent.

Pearl Spring Resort 南京珍珠泉风景区

Zhenzhu Lu, Pukou district

浦口区珍珠路

A 8.9 sq.km scenic area making for a family day out that includes a zoo, circus, dodgems and a cable-car/ski-lift taking you up for walk on the so called 10 km Great Wall that follows the mountain ridge.

Gulin Park 古林公园

21 Huju Bei Lu 虎踞北路21号

Gardens, paintball and BBQ plus a view of the city from atop the TV tower.

Zhongshan Botanical Garden

中山植物园

Covers over 186 hectares and home to more than 3000 plant species.

Underwater World 海底世界

South side of Purple Mountain
中山陵四方城8号

8.30am-5pm

Nanjing Hongshan Forest Zoo

红山森林动物园

101 Heyan Lu 和燕路101号

Business & Education

International Education

British School of Nanjing

南京英国学校

Building 2, Jinling Resort, Baijiahua Dong Lu
佳湖东路湖滨金陵饭店2号楼
52108987

Nanjing International School

南京国际学校

8 Xueheng Lu, Xianlin College
and University Town
仙林大学城学衡路8号
85899111

EtonHouse Nanjing

伊顿国际教育集团

6 West Songhua Jiang Jie,
Jianye District (near Olympic Stadium)
南京市松花江西街6号, 建邺区, 靠奥体北门
(中华紫鑫广场北面) 金陵中学实验小学内
86696778

The Overseas

海外国际

Novas International Business Consulting Co. Ltd,
2405, Building A, New World Centre, 88 Zhujiang
Lu
珠江路88号新世界中心A座2405室
68858565 68858575
www.the-overseas.com

Foreign Trade & Economic Development Agencies

European Union Chamber of Commerce

中国欧盟商会(南京)

30F, 1 Zhujiang Lu 珠江路1号30层
83627330

China-Britain Business Council, Nanjing

英中贸易协会南京代表处

Rm 2514-2515, 50 Zhonghua Lu
中华路50号2514-2515室
52311740

Netherlands Business Support Office

荷兰贸易促进委员会南京代表处

Suite 2316, Building B, 23/F, Phoenix Plaza,
1 Hunan Lu
湖南路1号凤凰国际广场B楼23层2316室
84703707

Baden-Württemberg International

德国巴登符腾堡州国际经济和科技合作协会

7-3 Dabei Xiang Meiyuan Xin Cun
梅园新村大悲巷7-3号
84728895

Australian Trade Commission

澳大利亚贸易委员会南京代表处

1163, World Trade Center, 2 Hanzhong Lu
汉中中路2号金陵饭店世界贸易中心11层1163室
84711888 -1163

Canadian Trade Office Nanjing

加拿大驻南京商务代表处

1261, World Trade Center, 2 Hanzhong Lu
汉中中路2号金陵饭店世界贸易中心1261房
84704574

Korea Trade Investment promotion agency

大韩贸易投资振兴公社南京代表处

Unit A, 40F, 1 Zhujiang Lu
玄武区珠江路1号珠江壹号大厦40楼A座
84704574

Language Training

New Concept Mandarin

新概念汉语

3302, Block A, New Century Plaza, 288 Zhong-
shan Dong Lu

白下区中山东路288号, 新世纪广场A座3302
84872361

www.newconceptmandarin.com

nanjing@newconceptmandarin.com

Local branch of the Hong Kong based Mandarin
tutoring specialist with 20 years of experience in
applied linguistic research and teaching.

Alliance Française de Nanjing

南京法语联盟

4F, Qun Lou, 73 Beijing Xi Lu
北京西路73号裙楼4楼

83598762

www.afnanjing.org

info.nanjing@afchinae.org

Offers a large selection of French-Chinese lan-
guage and educational programs.

JESIE - Goethe-Language Centre

JESIE - 歌德语言中心

Jiangsu College for International Education, 3rd
Floor, 205 Shanghai Lu

上海路205号教育学院3楼苏教国际

83335690

www.goethe-slz.js.cn

Jack's Mandarin Team-Times New Language

Jack汉语—时代新语

5F, Jiangsu Culture Mansion, 89 Zhongshan Nan Lu
中山南路89号江苏文化大厦5楼

13851864492

smartcousin@hotmail.com

Extensive experience in teaching Chinese to lo-
cally-based foreigners employed in international
companies.

Nanjing Bozhan Consultancy Co.,Ltd

南京博湛教育咨询有限公司

13813944415

bozhan.consultancy@gmail.com

Language training & Mandarin tutoring; from survival
to HSK Chinese and enhancement of conversa-
tional confidence in English to ESL & IELTS testing.

Clubs & Charities

Nanjing International Club

南京国际俱乐部

www.nanjinginternationalclub.com

A club 500 plus strong in membership and with
events take place weekly, monthly and annually.

Nanjing Toastmasters

南京第一家英语演讲会俱乐部

www.nanjingtoastmasters.com

Weekly meetings at Hohai University.

Hopeful Hearts

www.hopefulhearts.info

Raises funds for medical treatment of children with
heart conditions.

Pfrang Association

普方基金会

7-3 Dabei Xiang Meiyuan Xin Cun

梅园新村大悲巷7-3号

84729068

www.pfrang-association.org

Helps sponsor the education of children in poor
regions of Jiangsu province.

Shopping

For the Home

Jiaren

香港嘉仁控股集团有限公司

1617, New Century Plaza, Block B, 2 South Taip-
ing Lu

南京市白下区太平南路1号(科巷菜场斜对面)新世纪
广场B座1617室

84651389 / 15380981389

Quality silk and linen bedding plus decorative hang-
ings for tables, windowsills and tissue boxes plus
products for weddings.

Working House

生活工场

4F, Zifeng Tower, Zhongshan Bei Lu

中山北路紫峰大厦购物广场4F

52360109

Stylish kitchenware in dark tones, candles and co-
lourful vases or even camera cases; just a few of
the fascinating products that await in every corner
of this shop with two other branches in Nanjing.

Hongxing Furniture

红星国际家具广场

224 Zhongyang Lu 中央路224号

83118005

Large furniture mall with many shops. Large range
of prices, styles, etc.

Jinsheng Market 金盛百货大市场

2 Jianning Lu

下关区建宁路2号(南京南厦对面)

9 Wangjinshi (off Changjiang Lu)

玄武区长江路网市9号

Daqiao Bei Lu (beside North bus station)

江苏省南京市浦口区大桥北路(长途北站旁)

58507000

Large indoor market with everything from home
décor to wires, Christmas trinkets and electronics.
Cheap but be prepared to bargain.

Jinling Decoration Market

金陵装饰城

88 Jiangdong Zhong Lu

江东中路88号

86511888

Everything needed for a new home.

Longjiang Flower Market

龙江花卉市场

78 Qingliangmen Da Jie

清凉门大街78号

Huge selection of plants, cut flowers, fish tanks
and fish, plus gardening tools.

B&Q 百安居

90 Kazimen Da Jie (beside Metro)

南京卡子门大街90号麦德龙旁

52450077

IKEA 宜家家居

99 Mingchi Lu (East side of Kazimen Plaza)

南京市秦淮区明匙路99号(卡子门广场东侧)

4008002345

Art

Jiangsu Art Gallery 江苏省美术馆
266 Changjiang Lu 长江路266号
84506789
Local artists' work, changed frequently.

ART 国艺堂
D-1 Shuimuqinhuai, 99 Shitoucheng Lu 石头城路99号水木秦淮D-1号
84506789
Picture framing and art related supplies.

Stone City Modern Art Creation Gallery
石头城现代艺术创意园
72 Beijing Xi Lu 北京西路72号
Exhibition of modern Chinese art.
55583708

Shenghua Art Center
南京圣划艺术中心
2 Zhoutai Lu, on Jiangxin Zhou (Grape Island)
江心洲民俗街洲泰路2号(原乡土乐园)
86333097 86333100
Exhibition of Chinese contemporary art.

Electronics & Photography

Professional Photography Equipment Market
照相器材专业市场
3F, Binjiang Friendship Shopping Center, 301 Ji-
angdong Bei Lu
江东北路301号滨江友好商城三楼
Specialists in wedding photography with equip-
ment including lighting, flash etc.

Camera & photography Equipment Market
东鼎照相器材市场
Dongding Plaza, 699 Zhujiang Lu
珠江路699号东鼎照相器材市场
Widely regarded as the best camera and equip-
ment market in Nanjing.

Mobile phone shops on Danfeng Jie
丹凤街-手机
Indoor markets specialized in new and second-
hand mobile phones and repairs.

IT products on Zhujiang Lu
珠江路-IT产品
A multitude of stores that selling everything you
can imagine and more; computers, cameras, MP3
and MP4 players, iPad, webcams, hard drives,
and portable flash drives.

Video games on Zhongyang Lu
中央路-电子游戏
Any type of video game for all game systems. Also
do minor repairs.

International Groceries

Fields
www.fieldschina.com
Shanghai's premier online grocery store for safe, high
quality, delicious food delivered to your door. Frequent
deliveries to Nanjing.

Nanjing Bakery
www.nanjingbakery.com
Home made cakes, ready to bake pizzas, lasagna
etc. plus a range of items such as pasta, butter,
cheese, sauces and spices.

Metro 麦德龙
288 Ningli Lu 宁溧路288号
300 Jianning Lu 下关区建宁路300号
Wide selection of foreign foods.

Carrefour 家乐福
235 Zhongshan Dong Lu

中山东路235号
84658588
Hypermarket with five stores in Nanjing.

Times Grocery
泰晤士
48 Yunnan Lu 云南路48号
83685530
Compact yet its location breeds popularity; wide
selection of imported but sometimes pricy food.

Auchan 欧尚
151 Hanzhongmen Da Jie
汉中门大街151号(近纪念馆东路)
86555568
Another French hypermarket with three stores in
Nanjing.

BHG Market
B2, Aqua City, 1 Jiankang Lu
健康路1号水游城地下2层
66985066 / 66985068
B1, Deji Plaza, Zhongshan Lu
德基二期地下1层
91 Matai Jie
马台街91号
68675666 / 68675699
Features a very large stock of imported goods
plus fresh organic fruit and veg.

RT Mart 金润发
39 Danfeng Jie
玄武区丹凤街39号(近北京东路)
83358788 / 83356077
Chinese supermarket with a decent foreign food
section and three outlets in Nanjing.

Yaohan City Market
南京八佰伴
Phoenix International Bookmall, 1 Hunan Lu
湖南路1号凤凰国际
Foreign food supermarket.

GSAB 新源宝
6-1C16 Block 6 Taiwan Product City, Hexi Dajie
河西大街台湾名品城6馆6-1C16号
52360050
Limited selection of imported items from Taiwan
difficult to find elsewhere.

Organic Food 有机食品
Available in many supermarkets and big Chinese
food markets, but need to ask staff. Organic foods
can be ordered online from <http://shop.njaf.gov.cn>.

Sports

Decathlon 迪卡侬
866 Yingtian Xi Lu (same building as Auchan)
应天西路866号
84218420
286 Ningli Lu (next to Metro)
宁溧路286号(麦德龙对面)
52401018
French sports megastore chain that also stocks
informal-wear shoes in sizes up to 48.

Jinxianghe Rd 进香河路
The outdoor store street in Nanjing; shops for bik-
ing, hiking, backpacks, equipment and apparel for
outdoors.

Wine Outlets

Aussino Cellar 富隆酒窖
Room 109, 198 Zhongshan Dong Lu
南京市中山东路198号109室
84679799
www.aussino.net

Eminence Cellar
香松酒窖
Inside Wutaishan (opposite to Jin Inn)
Guangzhou Lu 广州路, 五台体育场
66012088

Newold Wine World 纽澳酒世界
Area B, F1, New City Mall, 99 Caochangmen Da Jie
草场门大街99号新城市购物中心负一楼B区
86265959

Foreign Language Bookstores

Foreign Language Bookstore
外文书店
218 Zhongshan Dong Lu (Beside Taiping Nan Lu)
中山东路218号长安国际(太平南路口)
57713287

Xinhua Bookstores
新华书店
56 Zhongshan Dong Lu (near Hongwu Lu)
新街口店白下区中山东路56号(近洪武路)
86645151
54 Hunan Lu (near Matai Jie)
鼓楼区湖南路54号(马台街口)
83374645

Phoenix International Book Mall
凤凰国际书城
1 Hunan Lu
鼓楼区湖南路1号八佰伴旁(近中央路)
83657000 / 83657111

Services

Healthcare

Flossy Care
福乐氏齿科诊所
#105, 1 Huaneng Garden, Taiping Bei Lu
南京太平北路108号华能城市花园1幢105
13951994471 / 84069389
www.025ya.com
Offers all kinds of oral treatments including dental
implants, crowns or bridges, dental whitening,
cosmetic dentistry, root canal therapy, orthodon-
tics and more. 100% bilingual staff with another
branch in Suzhou.

Global Doctor
环球医生
6 Mochou Hu Dong Lu (next to Shuiximen Da Jie)
建邺区莫愁湖东路6号左邻风度花园01幢1楼
86519991
Emergency Number: 13805174397
www.globaldoctor.com.au
Australian medical company offering primary and
occupational healthcare plus emergency assis-
tance. Multilingual staff: EN/IT/JP/PT/ES/KO/CN.

Nanjing International SOS Clinic
南京国际(SOS)紧急救援诊所
1F, Grand Metropark Hotel Nanjing,
319 East Zhongshan Lu
中山东路319号维景国际酒店1楼
84802842 (by appt.)
Mon-Fri 9am-6pm, Sat 9am-12noon / 24hr Alarm
Center: 010 6462 9100
www.internationalsos.com
Western doctors and public pharmacy. Service
listed in English & Chinese. Multilingual staff: EN/
CN/JP/DE.

Health Examination Center
江苏省国医馆
2F, Outpatient dept. of NJUTCM,
282 Hanzhong Lu
汉中中路282号南京中医药大学门诊部二楼
86646068
www.joinmi.com

English speaking staff, diagnosis by imported advanced medical technology and treatment by Traditional Chinese Medicine. 100% non-invasive.

Nanjing Entrance and Exit Inspection and Quarantine Bureau

江苏出入境检验检疫局
1 Baixia Lu 白下路1号
52345328 / 84456805

Health checks for work permit / visa applications.

Gulou Hospital 鼓楼医院

321 Zhongshan Lu 中山路321号
83304616
The major trauma hospital (24 hr).

Nanjing Children's Hospital 南京市儿童医院

72 Guangzhou Lu 广州路72号
83117500

Jiangsu People's Hospital 江苏省人民医院

300 Guangzhou Lu 广州路300号
83718836
The major western medicine hospital.

Yifeng Super Drugstore 益丰大药房

159 Hanzhong Lu (west of JS hospital of TCM)
汉中中路159号(省中医院往西30米)
86795111-825 8am-9pm
English speaking staff.

Jiangsu Provincial Hospital of TCM 江苏省中医院

江苏省中医院
155 Hanzhong Lu 汉中中路155号
86617141
The major Chinese medicine hospital.

Nanjing Maternity and Child Healthcare Hospital 南京市妇幼保健院

南京市妇幼保健院
123 Tianfei Xiang 天妃巷123号
84460777
The major maternity hospital in Nanjing.

BEN-Q Hospital 明基医院

71 Hexi Da Jie 河西大街71号
58807810
Another popular choice for expats, BENQ is staffed by local specialists, with occasional visits from Taiwanese doctors.

Nanjing Union Dental Clinic 南京友联齿科

南京友联齿科
1F, Grand Metropark Hotel Nanjing,
319 Zhongshan Dong Lu
中山东路319号维景国际酒店一层
84818891 / 84808888-6555
dentist@uniondental.cn

Travel

D.T. Travel

大唐国际(香港)商旅服务管理有限公司
22E, Jinlun Building, 108 Hanzhong Lu
汉中中路108号金轮大厦22E
400 886 1212
Professional English service incl. air ticket, visas, hotels, individual travel and Corporate Business Plus.

Lufthansa German Airlines 德国汉莎航空公司

Reservation Service:
4008 868 868 (CH,EN)
Sales Office: Room 951, World Trade Center, 3 Hanzhong Lu
汉中中路2号金陵饭店世贸中心951室
Fax: 84722624
nanjing_lufthansa@dlh.de
Lukou Airport Int'l Check-in Service - Rm 417

Transportation

Airport Shuttle Bus 机场大巴

¥20
1. East square, Nanjing Railway Station, 221 Longpan Zhong Lu 南京火车站 龙蟠中路221号 6am-8.30pm, every 30 mins.
2. Nanjing Zhonghua Men Station, 508 Yingtian Da Jie 南京中华门车站 应天大街508号 6am-9.00pm, every 20 mins.

Nanjing Train Station 南京火车站

南京火车站
141 Longpan Lu
新庄龙蟠路141号
85822222 (enquiry)
85824224 (tickets)

Nanjing South Train Station 南京南站

Shuanglong Dadao / Yunan Lu
雨花台区双龙大道玉兰路
52414183
Principal stop on the Shanghai to Beijing high speed train line.

Nanjing Lukou International Airport 南京禄口机场

南京禄口机场
Lukou Town, Jiangning District
江宁区禄口镇
968890 / 52480499
Serves all parts of the mainland in addition to direct flights to Hong Kong, Taiwan, Japan, Korea, Singapore and Germany.

Nanjing Coach Terminals 南京长途汽车站

Coach timetable/ticket enquiry 96196.

Nanjing Zhonghuamen Coach Terminal 南京中华门长途汽车总站

508 Yingtian Da Jie
应天大街508号
52418504

Nanjing North-Central Coach Terminal 南京中北长途客运中心

160 Huahongcun
秦淮区红花村160号

Nanjing Zhongyongmen Coach Terminal 南京中央门长途汽车总站

1 Jianning Lu
建宁路1号
85531288

Property Services

Sun Homes Real Estate 南京中涛房产经纪咨询有限公司

Room 1901, Xinghan Mansion, 180 Hanzhong Lu
南京市汉中中路180号皇汉大厦1901室
51860592 / 5186 0590
www.shre.com.cn
sunhome@shre.com.cn
Pre-move consulting home search service, orientation and settling-in programs plus vehicle leasing. Branch offices in Wuxi and Suzhou.

Crown Relocations 嘉柏(中国)国际货运代理有限公司

Rm 1908, Block B, New Century Plaza,
1 Taiping Nan Lu
太平南路1号新世纪广场B栋1908室
84541017
Provides moving services, school search, intercultural services and a host of departure and destination services for relocating employees, expatriates, diplomats and private customers.

Apex International Logistics Co., Ltd 上海正流国际运输代理有限公司

58702129
www.apex15.com
nanjing@apex15.com
Domestic and local moves, office relocation, storage and warehousing, pet relocation, insurance/risk management plus destination and immigration services.

CMR Corporate Property & Relocation 南京浩麦房地产咨询

12C1, Jinlun Mansion, 108 Hanzhong Lu
汉中中路108号金轮大厦12C1座
84701658
www.cmrchina.com
Complete relocation service to multinational companies, with additional services including driver's license and import/export of pets.

Training, Coaching & Consulting

MTI Nanjing

#1402, Building 1, World Times Square, 8 Dongbao Lu
东宝路8号时代天地广场1幢1402室
84714552
www.mticonsulting.com

Provides HR coaching and training solutions, combining international standards with local market needs. The MTI team supports companies of all sizes and branches from a new office in Nanjing.

Dan Clarke

www.lets-get-happy.com
Nanjing based life coach offering advice on how to become happier and less stressed, plus ways to improve your life.

Simon Northcott

simon3northcott@gmail.com
A manufacturing consultant based in Nanjing, specialising in change leadership, problem solving and empowerment.

Faith Houses

Nanjing International Christian Fellowship

Ramada Hotel, 45 Zhongshan Bei Lu
南京中山路45号南京华美达怡华酒店
Sundays 9:30am to 11:30am
Foreign passport holders only. English service with translation available in Chinese, French and Spanish.

KuanEumHui Korean Buddhist Club 观音会南京韩国佛教会

1703, Building 2, Fuli Shanzhuang
富丽山庄3栋1703室
13222018582
Service: 11:00am

Shigulu Catholic Church 石鼓路天主教堂

112 Shigu Lu 石鼓路112号
84706863
Korean service: Sat 4.30pm
English/Chinese Service: Sun 4.30pm

The Church of Jesus Christ of Latter Day Saints

Yuhua Jingli Hotel, 8 Xiaohang Yaojiaao
雨花区小行尤家凹8号南京雨花晶丽酒店
Mormon service on Sundays at 10am. Foreign passport holders only.

Pets

Amy Hao Hao Pet Care 爱咪好好

18 Nantai Xiang Xi (off Wang Fu Da Jie)
王府大街南台巷西18号
84203097 / 13952034351

Professional cat and dog grooming service run by a local Nanjing girl who speaks fluent English.

Tom Dog Pet Center

汤姆狗宠物中心
1 Shanghai Lu 上海路1号
86662858

Pet stayover and dog walking service, retail outlet and English speaking staff.

Nanjing Veterinary Station

南京畜牧兽医站宠物总医院
448 Longpan Zhong Lu
龙蟠中路448号
84484781

Major centre for vet services and vaccinations.

Legal

Picozzi & Morigi Law Firm

意大利高基莫里吉律师事务所
A4, 21F, Golden Eagle, 69 Hanzhong Lu
南京市白下区汉中中路89号金鹰国际商城21楼A4
86556731

nanjing@picozzimorigi.it

www.picozzimorigi.cn

www.picozzimorigi.com

Italian law firm operating in China since 1991 and licensed by the Ministry of the Justice with two representative offices in Nanjing and Shanghai. Provides legal services in English, French, Chinese, Spanish, Italian and German with special regard to investing in China, M&A, labour law, IPR protection and cross border dispute.

Dacheng Law Offices

大成律师事务所

2F, 72 Beijing Xi Lu

北京西路72号2楼

83755108

nanjing.dachenglaw.com

Hongliang.Hu@dachenglaw.com

Ranked #1 in Asia by size, with branches in 26 countries and all over China. Nanjing branch is ranked #1 in Jiangsu Province (EN/CH/ES/JP/KO).

Jeffrey Wang

中银(南京)律师事务所

8F, Jincheng Tower, 216 Longpan Zhong Lu

南京市龙蟠中路216号8楼

13605182614 / 58785588 / 58788688

wyz_jeff@163.com

Business lawyer with more than ten years legal practice in Nanjing plus fluent English and knowledge in both legal and business areas.

Media Production - Design - Photography

SinoConnexion

南京贺福文化传媒有限公司

14F, Building 1, World Times Square, 8 Dongbao Lu

鼓楼区东宝路8号时代天地广场1幢1417室

84718617 / 13851522275

www.sinoconnexion.com

info@sinoconnexion.com

International award winning professional foreign owned video and media production company with 30 years experience, and 20 years of work in China. Advertising agency and publishing services also available.

VOZ Design

嗓音设计

Office 3318, Tianzhidu, 33 Hubu Jie

新街口户部街33号天空之都3318室

85520158 / 18061685196 / 15950575174

www.vozdesign.com

contact@vozdesign.com

Professional marketing oriented graphic design and brand development. No copies, no templates,

only creativity and lots of brain juice. Mediocrity is a disease we fight everyday.

Nicolas Harter Photography

13770761603

www.nicolasharter.com

A French photographer specialising in wedding, commercial and event photography, and author of photo-book "Africa Square", a profile of African artists at the 2010 Shanghai Expo.

Phrephotos Photography

13770999175

www.phrephotos.com

Photographic services offered. Product shots, portraiture and more.

Miscellaneous

Interpreter & Translation Service

Professional interpreter with extensive Sino-foreign business background

13002512862

nanjing.interpreter@gmail.com

Satellite TV Installation Service

13770323459

nanjingstv@gmail.com

Bottled Water Delivery Service

By Coca-Cola Nanjing

4008282288 (Free)

Mineral water, pure water, water machine cleaning.

Lustre Cobbler 莱斯特皮鞋修饰

Golden Eagle Shopping Center, 89 Hanzhong Lu

汉中中路89号金鹰国际

Central Department Store, 79 Zhongshan Nan Lu

中山南路79号中央商场

Hong Bang Tailor

红邦裁缝

18 Nanxiu Cun, Shanghai Lu 上海路南秀村18号

The tailor of choice for many a Nanjing expat.

Leisure & Sports

Sports

Century Star Ice Skating Club

世纪星滑冰俱乐部

222 Jiangdong Zhong Lu (Inside Olympic Center)

江东中路222号奥体中心内

86690465 / 86690467

4F, Wonder City, 619 Yingtian Street

应天大街619号虹悦城4楼

52275768 ext. 8001/8002

Ninth City Billiards

9城花式撞球

1912 District, 52 Taiping Bei Lu

太平北路52号1912街区

84504303

1pm till late. ¥15/hr in the afternoon.

Klein Billiards 克莱恩台球

135 Hongwu Lu 洪武路135号

51587158

Nanjing Leiniaio Paragliding Club

南京雷鸟滑翔伞俱乐部

Wutaishan Sport Center Tennis Stadium

南京市五台山体育中心网球场

84458450 / 15335179782

Zhongshan Shooting Club

中山射击俱乐部

12 Lifu Jie

白下区李府街12号

84615141

Shotgun, rifle and pistol shooting, into the city wall!

Pisarev Ballet 比萨列夫芭蕾舞学校

B901 Junlin International Mansion, 5 Guangzhou Lu

广州路5号君临国际B901室

86975095

Changqing Taekwondo

长青跆拳道馆

145 Zhongshan Dong Lu

玄武区中山东路145号

84541055

Daoshun Archery

道顺射箭

Wutaishan Sports Centre, 173 Guangzhou Lu

广州路173号 五台山体育中心

51888882

Karate Eifuukaikan 空手道影风道场

96 Yushi Jie 鱼市街96号

52989189

Massage & Spa

Pathways Spa & Lifestyle Club

颐庭Spa生活会馆

13F, Tian'an International Building,

98 Zhongshan Nan Lu 中山南路98号13楼

84540166

www.pathway-spa.com

Lifestyle club consisting of a dedicated spa area with private treatment rooms, Thai Massage room and Foot Massage room. Other facilities include yoga and meditation rooms, sky garden lounge and private function rooms.

Flow SPA 川·天地

46 Xijia Datang, Ming Cheng Hui

(200m north of Xuanwu Lake's Jiefang Gate)

明城汇西家大塘46号

57718777

Hours: 10.30am-10.00pm

Sino-German joint venture offering twelve luxurious single and twin private suites for men and women.

Shoujia Medical & Health Center

手佳按摩

136 Changjiang Lu 长江路136号

84702129

Various types of massage with blind masseurs.

Facial-Spring 春之源美容中心

28-1 Dashiqiqiao, Danfeng Jie 丹凤街大石桥28-1号

83604422

Various packages available including face, neck and shoulder massage.

OneZo 春之源美容中心

400 Zhongshan Nan Lu 中山南路400号

85861099

Upmarket spa with a focus on TCM catering for CEO types.

Golf

Sofitel Zhongshan Golf Resort

钟山高尔夫俱乐部

7 Huanling Lu 环陵路7号

84606666

Nanjing Harvard Golf Club

南京昭富国际高尔夫俱乐部

176 Zhenzhu Jie, Pukou

南京市浦口区珍珠街176号

58853333

Ginkgo Lake Golf Club

银杏湖高尔夫俱乐部

1 Guli Yinxing Hu 江宁宁区谷里银杏湖1号

86139988

Theatre

Nanjing Art and Cultural Center

南京文化艺术中心
101 Changjiang Lu 长江路101号
84797920

Regular large-scale shows by professional Chinese and foreign performers.

Jiangnan 631 Niuda Theatre

江南631牛达剧场
5 Yanling Xiang 延龄巷5号
84419786

Weekend Chinese modern small theater shows.

Nanjing Art Academy Concert Hall

南京艺术学院音乐厅
15 Huju Lu 虎踞北路15号
83498249

Irregular performances by Chinese and overseas students and faculty.

Jiangsu Kunqu Theater 兰苑剧场

4 Chaotian Gong 朝天宫4号
84469284

Live performance of Kunqu opera.

Beauty

Wan Yan Shi Beauty Salon

完颜氏美容沙龙
Room 108, Building 2, 9 Wenfan Lu
文范路9号2幢108室
85791042

VS Philosophy Hair Salon

沙宣理念美发
6F, Deji Plaza 德基广场6楼
84763486

Nail Bar 指爱你美甲

44 Wangfu Da Jie
王府大街44号
84209596

Sweet Love in Nails 指间密语

89 Shanghai Lu
上海路89号

Food & Drinks

Asian Cuisine

Taiwan Teppan Corner

南京市建邺区三铁餐厅
LB148, Jinyuan Hexi Commercial Plaza, 341
Jiangdong Zhong Lu
南京市建邺区江东中路341号南京金源河西商业广场LB148
13770325443

Quality and affordable Teppanyaki experience aimed at office workers for lunch and dinner.

Kezigu Muslim Restaurant

克兹古丽餐厅
53 Wangfu Da Jie
王府大街53号
85981468
Xinjiang restaurant popular with expats; spicy noodles, potatoes, vegetable, chicken and lamb dishes accompanied by dance performances.

Silk Road Moslem Restaurant

丝绸之路穆斯林餐厅
260 Guangzhou Lu
广州路260号
83705680
Some stay away, since it is not obvious that Silk Road has an English menu, with photos to boot. Signature dish boiled lamb chop and homemade yoghurt with

raisins are among the must-tries in a colourfully decorated environment accompanied by Uigur music.

Istanbul Turkish Cafe

食正坊咖啡厅
209 Shanghai Lu
上海路209号
83309030

A range of Turkish and Vietnamese food, including Turkish "pizza", kebabs, wraps, freshly made yoghurt, and some desserts. All food is halal. No smoking section available.

Pho Saigon

金禾泰餐厅
2F, Huanya Plaza, 33 Shigu Lu
白下区石鼓路33号环亚广场2楼
84465722

Popular fare includes Vietnamese style noodles (pho) and others such as vegetarian dishes and seafood as well as the standard beef, pork, chicken and duck selections. Mains range from ¥26-50.

Indian Cuisine

Nanjing Ganesh Indian Restaurant

南京甘尼仕印度餐厅
3 Kunlun Lu
南京玄武区昆仑路3号
85860955
www.ganeshchina.com

The unlikely combination of Indian food and jazz music that nevertheless has stood the test of time in both Suzhou and Wuxi. Fabulous decoration in a great location by the city wall at Xuanwu Lake.

Himalaya-Nepalese & Indian Restaurant

喜马拉雅尼泊尔印度餐厅
193 Shigu Lu (behind the Sheraton)
石鼓路193号
8666 1828
Himalaya is a very popular restaurant serving a variety of Nepali and Indian foods in a setting as authentic and inspired as the dishes themselves.

Masala Kitchen

玛莎拉印度餐厅-酒吧
A05, No 12 Xian Yin Bei Lu, Xianlin
南京市栖霞区仙隐北路12号亚东商业广场A05
84448858
masala_kitchen@live.com

Offers vegetarian and meat dishes plus savory Tandoori oven dishes and exotic curries cooked fresh by a chef with over 20 years of experience in his hometown of Hyderabad. Also serves a fine selection of imported wines and beers.

Taj Mahal

泰姬玛哈印度料理
117 Fengfu Lu
丰富路117号
84214123
189 Shanghai Lu 上海路189号
83350491

Established in 2003, the Taj Mahal Indian Restaurant made a name for itself by offering a great variety and exotic blend of high quality authentic Indian cuisine that it continues to this day, making it forever popular with the foreign community.

Kohinoor Restaurant

科伊诺尔餐厅
2F, Ramada Hotel, 45 Zhongshan Bei Lu
中山北路45号华美达怡华酒店2楼
83122522
Vegetarian and non-vegetarian curries made in the original unimitable style of Indian and Pakistani cuisine prepared by chefs brought especially from the mystery lands.

Punjabi Restaurant

本杰比印度餐厅
2 Shizi Qiao, Hunan Lu
湖南路狮子桥2号
83245421
Offers traditional Kadhais, Murghs, Masalas and Vindalooos in addition to more familiar Chinese dishes.

Japanese Cuisine

Wadouraku

和道乐日本居酒屋
121 Shigu Lu
石鼓路121号
84465760
Patronised by many from Nanjing's Japanese community, and largely thought of as the genuine Japanese experience in Nanjing.

Tairoy Teppanyaki 大渔铁板

57 Zhongshan Lu
中山路57号
84729518

54 Taiping Bei Lu (in 1912)

太平北路54号, 在1912里
84458310

3 Kunlun Lu
昆仑路3号
58850588

All you can eat and drink special offer includes sushi, sashimi, sake, beer, and everything on the menu.

Korean Cuisine

Fudufang 福德坊

6 Taoguxincun, Hankou Lu
汉口路陶谷新村6号
83312091

Ke Jia Fu 可家福

38 Nanyingyangying (near Ninghai Lu)
鼓楼区南阴阳营38号(近宁海路)
83314283

Vegetarian

The Green Field – Vegetarian Restaurant

绿野香踪素食馆
1F Zhengyang Building, 56 Yudao Jie
御道街56号正阳大厦一楼
6661 9222
A wide selection of creative dishes and plenty of fresh vegetables along with special drinks and teas.

Pure Lotus 静心莲

1 Section C, Shuimuqinhuai, 99 Shitoucheng Lu
石头城路99号水木秦淮C区1号
83752306

Lvliuju (Living by Green Willow)

绿柳居素食馆
248 Taiping Nan Lu (near Changfu Jie)
太平南路248号1-2楼(近常府街)
86643644

Western Bars & Restaurants

Studio 21 Grill Restaurant

藤美
193 Shigu Lu (behind the Sheraton)
石鼓路193号(石鼓湾美食休闲街区)
86795269 / 13072525212
Genuine European flavours, grilled meat, seafood specialities and well renowned home made desserts; all in an elegant and relaxing atmosphere. Special Set Lunch Menu with prices from ¥40 and specials for students and teachers, plus live music every Friday and Saturday during dinner.

NJ Jimmy's
吉米来吧

193 Shigu Road (inside Sunglow Bay near the Sheraton)
石鼓路193号
86792599
www.jimmysnj.com

The place to be for live and recorded sports, while enjoying American style pizza, BBQ steaks, burgers, hotdogs, tacos and more, accompanied by a large selection of draft and bottled beers and more than 50 different kinds of single malt whisky and bourbon.

NJ Secco Restaurant and Bar
喜客西餐厅

132 Changhong Lu
长虹路132号
83370679

In its reincarnation, Secco is back in a new location sited in a former warehouse.

NJ Jack's Place
杰克地方西餐厅

422, Dongcheng Hui Shopping Mall, Xianlin
文苑路与学思路交叉口东城汇4楼422
85807866
35 Wang Fu Da Jie
王府大街35号
84206485
160 Shanghai Lu
南京上海路160号
83323616

Humble yet honest, Jack's Place has tellingly been around Nanjing for around 15 years, serving up Italian favourites popular with expats and locals alike.

NJ Tribeca New York Bar & Grill
翠贝卡

1 Zhonghua Lu
中华路1号
400-891-9998

Taking two years to decorate, now the good times are rolling with true American dining amid an impressive array of sport, movie and music memorabilia.

NJ Les 5 Sens
乐尚西餐厅

52-1 Hankou Lu
汉口路52-1, 靠近南京大学
83595859

A surprisingly inexpensive French restaurant serving homemade traditional French dishes (set menu and à la carte available) for lunch and dinner in a friendly atmosphere. Many dishes cost less than ¥50. Open 11:30 am to 10 pm, with take away service.

NJ Behind the Wall
答案墨西哥餐厅

150 Shanghai Road (in Nanxiu Cun)
上海路150号, 在南秀村
83915630

One of the oldest bars in Nanjing serving drinks and food in a relaxed atmosphere, with perhaps the finest terrace in the city. Live musical performances go well with strong sangria and beer.

NJ Florentina

2-107, 83 Shanghai Lu
(near the Wutaishan North bus station, at the entrance of the alley leading to Jasmine Youth Hostel)
上海路83号2栋107 (靠近五台山东站汽车站, 青年旅社的巷子口)
3-101, 22 Nanyinyangying (in the lane opposite Behind the Wall on the other side of Shanghai Lu)
南阴阳营22号3栋101 (答案西餐厅&酒吧对面的巷子, 在上海路另一边)

18602560788
Over 100 craft beers waiting for you to try!

NJ Medi Mediterranean Bar & Food
地中海餐厅酒吧

Jinyin Jie, 158 Shanghai Lu
上海路58号一金银街
13584006102

Outdoor seating and signature cocktails, made utilizing specially imported ingredients. Small bar inside makes for a good location for a "rendezvous".

NJ Henry's Home
亨利之家

220-1 Jiangdong Bei Lu (beside New City Mall)
江东北路220-1号(龙江新城市广场南面对面)
86654099

20 years experience in serving up western meals; specialties include steaks, fajitas, ribs and organic salads.

Selección Española

57 Zhongshan Dong Lu (Exit 7 from Xinjiekou metro station)
中山东路57号

Serves up home-made classic Spanish dishes such as Tortilla de patata con alioli, Pisto con huevo frito and Paellas. When not hosting Spanish themed birthday parties the second floor shows four days a week a selection of films and documentaries. Closed on Mondays.

NJ Danny's Irish Restaurant & Pub
丹尼'爱尔兰餐厅&酒吧

4F, Sheraton Nanjing,
169 Hangzhong Lu
汉中路169号金丝利酒店4楼

86668888 Ext. 7775
Quality hotel dinners plus the usual selection of beer and liquor in addition to being a good place to sit and chat. Live music performances and TV sport. Open from 6 pm.

NJ Blue Sky Expat Bar & Grill
蓝澳西餐厅

77 Shanghai Lu
上海路77号
86639197

www.the-bluesky.com
bluesky.aussie@gmail.com
One of the original expat bars to open in Nanjing, serving burgers, pizzas, Aussie meat pies and Bundaburg Rum (Bundy). There are also weekly and monthly pool competitions and weekend openings at 10.30am.

NJ La Cantina
南京米凯列酒业有限公司

#2-7 East Nantai Xiang (off Wangfu Da Jie)
南台巷东2-7号
58787665 / 13813842543

Italian wine complimented by snacks, antipasti, pasta and pizza that create a great place to unwind after a day in the city.

Tony Music Bar
南京托尼酒吧

6 Jinxianghe Lu
进香河路6号
84068176

Hangout that captures an elusive quality in the often indefinable persona that makes one feel immediately at home amid new surroundings and completely as one with total strangers.

Nail Jazz Bar
钉子吧

10 Luolang Xiang (200m south of the Sheraton)

罗廊巷10号, 离金丝利酒店200米
8653 2244

A relaxed bar that offers a wide variety of imported beers, stage and foosball table.

NJ Ellens Bar
艾伦酒吧

132-3 Guangzhou Lu
广州路132-3号
83641119

75 Dingjia Qiao
丁家桥75号
58825052

37 Hunan Lu
湖南路37号
83641118

Laid back and relaxed atmosphere plus food & drinks at great value prices make this a favourite amongst the student crowd.

Swede and Kraut

云中西餐厅

12 Nanxiucun 南秀村12号
86638798

German and Belgian beers alongside a menu of traditional European foods and desserts. Take out and special holiday dinners are available.

NJ Eminence Cellar
香松酒窖

Inside Wutaishan (opposite to Jin Inn),
Guangzhou Lu 广州路, 五台山体育场
66012088

High quality western restaurant offering organic food, breads baked on-site; a full cigar bar, private meeting rooms and a huge wine cellar.

Finnegan's Wake

芬尼根爱尔兰酒吧餐厅

6 Cinnalane

中山南路升州路(原中北汽车站)熙南里街区6号

52207362 / 52207372

www.finneganswake.com.cn

Guinness and Kilkenny on tap, a selection of classic Irish and Scotch malt whiskies plus a carefully prepared selection of traditional Irish dishes.

NJ 61 House

陆拾壹号餐厅

61 Hankou Xi Lu

汉口路61号

83205979 / 13851434386

Former bomb shelter that is now a significant spot on the live music circuit in China for international unsigned bands.

NJ La Table de Mr. Eiffel
巴黎盛宴

83 Guangzhou Lu, near Qingliangshan Park
广州路83号, 靠近清凉山公园
83711900

Authentic French cuisine and an extensive list of French wines by the glass. Located in an old Chinese garden house with an outside terrace.

NJ Potato Bistro
马铃薯

5*301 Kangqiao Sheng Fei, 9 Wenfan Road,
Xianlin University Area
仙林大学城文苑路9号
85791293

A bistro based on green, organic, fresh foods and authentic tastes within a quiet environment. A 150 square metre outdoor BBQ balcony is also available.

Vanilla Sky
香草天空

4-4 Taoguxincun, off Shanghai Road

上海路陶谷新村4-4号
83202884

Serves up a variety of Western foods, including pizzas, pastas, steaks and salads. Prices are reasonable, and a cozy atmosphere keeps many customers coming back.

N **Bellini Italian Bar & Restaurant** 贝丽妮意大利餐厅

1-106, 9 Wenfan Lu, Xianlin
仙林大学城文苑路9号1-106室
85791577

Stylish and elegant yet easy in which to relax. Utilising ingredients specially sourced, many dishes and drinks are unique in Nanjing. Reservations are advised.

Boston Chips

波士顿炸薯条
New City Mall, Hexi
河西新城市广场

An array of boardwalk food, such as hotdogs, tater tots, mashed potatoes, onion rings, and chicken fillets, including BBQ and Cajun styles. Two other locations in Nanjing.

N **Myth Bar** 谜吧

60-6 Jiangsu Lu
江苏路60-6
83307877

Up-scale drinking and entertainment centre. Featuring live music, an Italian DJ, pool table and draught beers, Myth also features regular parties that draw large numbers of foreign patrons.

N **Blue Marlin** 蓝枪鱼音乐餐厅

8 Changjiang Hou Jie, 1912
南京市玄武区长江路8号1912酒吧街 84537376
Liyuan Zhong Lu, Jiangning (near Baijia Lake)
利源中路(百家湖附近)
523932890

Yadong Plaza, 12 Xianyin Bei Lu
仙隐北路12号 亚东广场

One of the more established hangouts in Nanjing that with new locations make it still popular with expats. Offers quality drinks plus German and European dishes. Happy hour from 4-7pm.

1850

法越年代
7F, Nanjing International Center, 201
Zhongyang Lu
中央路201号南京国际广场7楼
87785177

Nanjing's French-Vietnamese restaurant offers exquisitely presented dishes amid somewhat garish decor, prepared by a local chef with many years of experience abroad. Worth visiting for the lemongrass noodles alone.

N **Cosima** 可西玛

120 Shanghai Lu (near to Hankou Lu)
上海路120号
83337576

Famous for being the smallest restaurant in the city, serving Spanish items that include tapas, pizza and a nice variety of wine. Outdoor seating expands the capacity of the restaurant considerably!

N **Talking, Talking 2, Talking 3, Talking 3** 对话西餐厅

Room 101, 9 Pei De Li,
Ninghai Lu
宁海路培德里9号栋101室
83200844
Jinyin Street

金银街
83323969

Offers a surprisingly large variety of beers and liquors, as well as a good selection of food. Very popular with the student crowd, both Chinese and foreign.

Don Quixote 堂吉珂德餐厅&酒吧

39 Chengxian Street,
off Zhujiang Lu
珠江路成贤街39号
83359517

This pub doubles as a Spanish restaurant offering a variety of cuisine. After the kitchen closes, a live band comes on upstairs. Downstairs, there is a large screen plasma TV and video games.

N **Sancho Panza** 到堂吉珂德

173 Guangzhou Lu, Wutaishan Stadium North gate (take the stairs to the right)
广州路173号, 五台山体育场北大门内
(无为高尔夫球场西侧台阶上)
A two floor bar featuring live music, pool, food and quality eats plus a fully-stocked bar.

N **Ciao Italia** 你好意大利

193-2 Shigu Lu (outside Sunglow Bay near the Sheraton) 石鼓路193-2号
86608807

Ciao Italia's master chef Giuseppe serves over 140 authentic Italian specialties, including 30 varieties of pizza that are considered some of Nanjing's best.

N **Pisa Pizza** 比萨斜塔意大利西餐厅

81-8 Shanghai Road
上海路81-8号
15805177575

Pisa Pizza has a reputation for offering up the finest pizza in the city, straight from the wood fired oven.

Gourmet Village

81-2 Shanghai Lu
上海路81-2号
87776422

Serving up a decent slab of sophistication, Gourmet Village is also a deli with a reasonable range of imported spices and herbs, mustard and pasta plus jams, marmalades, cheeses, sausages and much more.

N **Friends** 老友记意大利西餐酒吧

6 Taoguxincun, Hankou Lu
汉口路陶谷新村4-2号
86617101

The extension of your own dining room (if you live in a chic Greek style tavern) that serves up pizza, pasta plus various snacks and appetizers.

N **Country Road** 约翰·丹佛

20-1 Nanxiucun
南秀村20-1号
87776422

With pasta, pizza, steak, coffee, wine, music and books, Country Road is both popular and elegant.

Nightclubs

MAZZO

玛索国际俱乐部
1912 Nightlife district
南京市1912时尚休闲街区
84631912

One of the preferred clubs for the foreign community in Nanjing that plays contemporary electronica.

Club TNT

潮人会所
2-1 Changjiang Hou Jie
南京市长江后街2-1号
84401199

A big name in the Chinese nightclub industry, with clubs in Nanjing, Chongqing and Hefei. Expect to see big name DJs from abroad on a regular basis, at no expense spared!

TREX

1912, 8 Changjiang Hou Jie
长江后街8号1912街区13号楼1楼
4008091912

Dubbed China's first "integrated visual and auditory bar", TREX features stylish interior design and a wall of real sharks! And if you don't lock the bathroom door, people can see in!

Bakery & Cafe

N **Skyways** 云中食品店

160 Shanghai Road 上海路160号
83317103

A18, Yadong Commercial Plaza, 12 Xianyin Bei Lu
仙隐北路12号 亚东广场A18室
85791391

Breads, made-to-order sandwiches, cakes, chocolates, desserts, plus a fair selection of imported deli items such as cheese and salami.

N **Sculpting in Time Café** 雕刻时光咖啡馆

2F, 47 Hankou Lu 汉口路47号2楼
83597180

32 Dashiba Jie (Confucius Temple East Gate)
秦淮区大石坝街32号(夫子庙东门)

A pleasant coffee house atmosphere, along with brunch, cocktail hours, film screenings, a variety of Western food, plus widely known brownies. Balcony at the Confucius temple branch offers romantic night time views over the Qinhuai.

N **3 Coffee** 3号咖啡馆

82-1 Shanghai Lu
上海路82-1号
83244617 / 83311505

Upper floor library has art, design and photography books and magazines. Balcony affords a nice view of Shanghai Lu.

N **Fish Tank Coffee** 鱼缸咖啡小馆

Cinna Lane, 400 Zhongshan Nan Lu
中山南路400号 熙南里街区
52204469

High-quality coffee beans, freshly sterilized milk, as well as a variety of delicately created special drinks.

Maan Coffee

漫咖啡

1 Qingjiang Lu (Beside Tianshui Binjinag Graden)
清江路1号天水滨江花园
85872858

Koren chain serving waffles, salads and a variety of all day breakfast options that go down well amid decor in which cement and glass walls are juxtaposed with antique armchairs and lanterns dangling from tree branches.

N **Godot's Home** 戈多的店咖啡馆

23 Nanxiucun, off Shanghai Lu
南秀村23号
86637484

A beautifully designed, relaxed café serving a great range of coffee, tea and food in a cozy atmosphere. Opening hours/days are somewhat haphazard.

NX THE NANJINGER CLASSIFIEDS

For detailed information about these and many other classified ads and events please visit www.nanjingexpat.com

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Jobs - Positions Vacant

■ Professional western teachers needed

The Ameson American High School (+AP) Program brings an innovative, international-quality, AP-standard education to Chinese students through a series of English-language magnet schools embedded in top public high schools in over a dozen cities across China. Enjoy motivated students, a regular schedule, a professional support team and a quality of life that allows plenty of time for your own personal development.

Subjects we are looking to fill; English Literature and Composition, Mathematics (Calculus & Statistics), Sciences (Physics, Chemistry, Biology, Environmental Science), Social Studies (American Studies, Economics, Human Geography)

Benefits:

Competitive salary (up to 30,000 CNY per month) depending on experience and education, max of 20 class hours per week, free furnished accommodation on campus or housing allowance. international air ticket allowance, no visa worries, comprehensive medical insurance, paid national holidays (depending on school calendar can be over 45 days not including summer break giving you plenty of time to travel around China and surrounding countries), professional teaching development opportunities, Chinese culture and language lessons/training provide.

Job Requirements:

Strong education background, BA degree at minimum, relevant subject majors or teaching credentials, two years verifiable teaching-related work experience in any field, cross cultural awareness, native English speakers

Please send your resume and picture for consideration.

Email: andrew@ameson.org

For full advertisement text, visit: www.nanjingexpat.com

■ Teach with Longing Sun

As the semester starts we are looking for teachers to work in our Demo Classes.

Criteria:

Native speaker / or an impeccable accent, experienced working ESL - kindergarten, primary school level, age: 25 - 35 yrs, personality: responsible, outgoing, energetic, innovative, easygoing, patient

Remuneration: Basic salary: 3000 yuan per month., hourly rate: 150 yuan (to start), work load: up to 20 hrs per week., air fare: 8000 yuan per year, paid vacations: 2 weeks a year: 3000 yuan.

Demo classes are open classes to new students/parents who are interesting in enrolling. Demo classes take place over Fridays (evening), Saturdays (three classes: 9:30 - 13:30 - 16:00) and Sundays (same schedule as Saturdays)

Application process:

Please email a brief self introduction with the following information

Where are you from? How old are you? How long are you staying in China? What is the purpose of your stay? What is your visa status? Previous experience - Phone number in China

After emailing your application you will be contacted by phone so please leave an accurate phone number.

Email: johnlizzi@hotmail.com / 905211791@qq.com

For full advertisement text, visit: www.nanjingexpat.com

■ Private teacher for homeschooled kids

Hello, please help! I'm looking for a private teacher to help with reading and writing and maths lessons for my 7 and 10 year old children at home. Just a few hrs per day. They start school in a new province of China in September, but are falling behind in their lessons since they are currently at home till then. We live in Jiangning. We'll pay a good salary. Thank you. All advice appreciated!

Phone: 15251777105

For full advertisement text, visit: www.nanjingexpat.com

Jobseekers

■ Seeking a Part Time Job of Teaching Mandarin

Hello, I'm Cher, a junior at Nanjing Normal University, got plenty of spare time.

I have taught Mandarin to students from The Johns Hopkins University-Nanjing University and revised their thesis which should be written in Chinese.

If you need any help, please feel free to contact me.

Or you can choose to be my language partners, who pratises oral English with me. In return, I will teach you Mandarin and show you around Nanjing.

Phone: 15895936837

Email: snowingcelia@gmail.com

For full advertisement text, visit: www.nanjingexpat.com

■ Dog Walker

Does your dog need more exercise?

I walk dogs, giving them the exercise and socialization they need to be healthy, fit and happy. Experienced, insured, very competitive rates.

Phone: 15950518096

For full advertisement text, visit: www.nanjingexpat.com

For Sale

■ Elliptic machine for sale!

Last Christmas I got an elliptic machine to workout at home. It is in impeccable conditions. Never been used. My wife got it for me off taobao. Below is the link of the store with pictures of the product. If you are interested please let me know. I don't have a price in mind so call me or text me and make me an offer. it's really taking up a big piece of space in our balcony so I won't it gone.

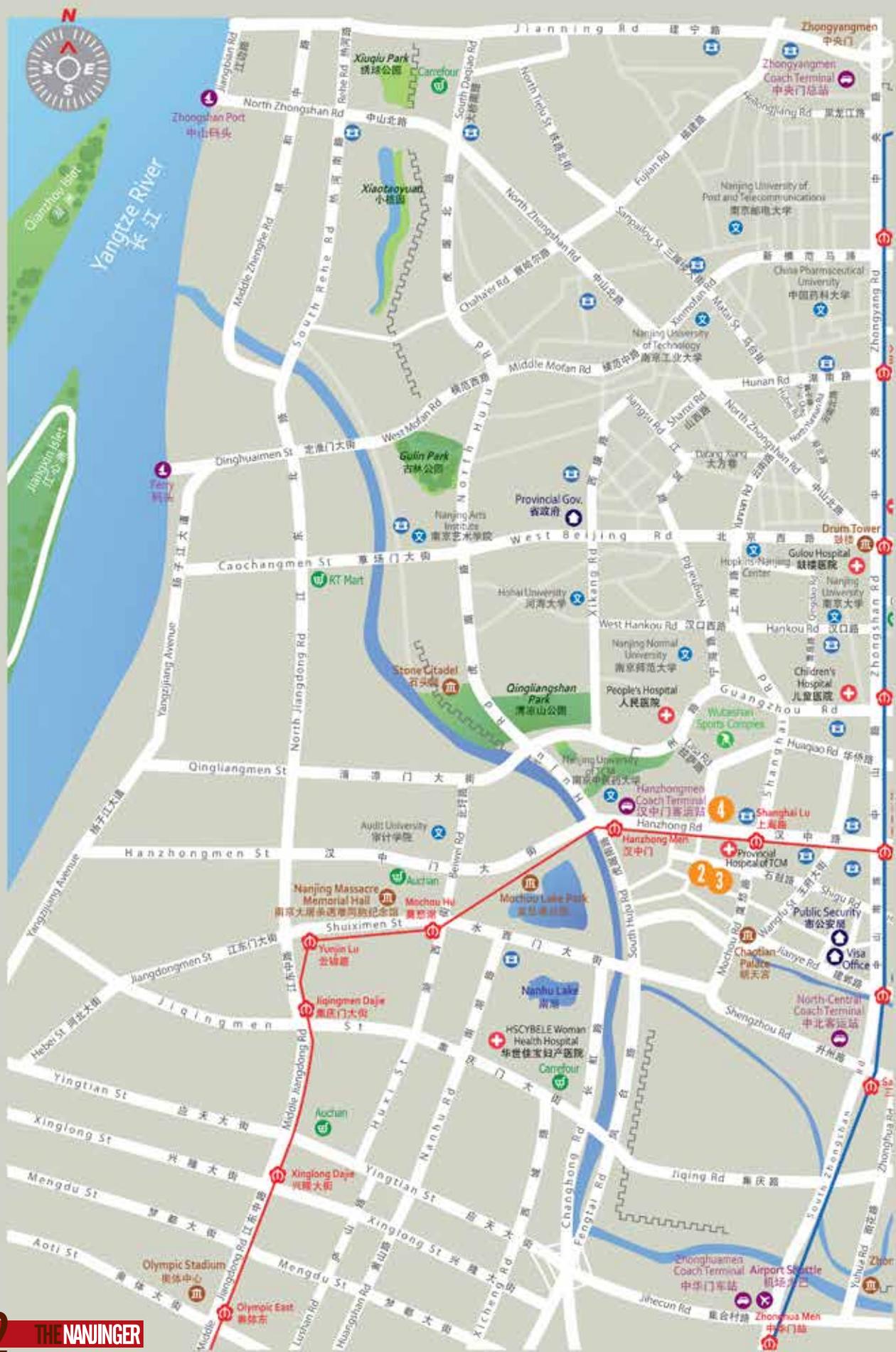
item.taobao.com/item.htm?id=19886964293&...98670df4bae35051a8ef

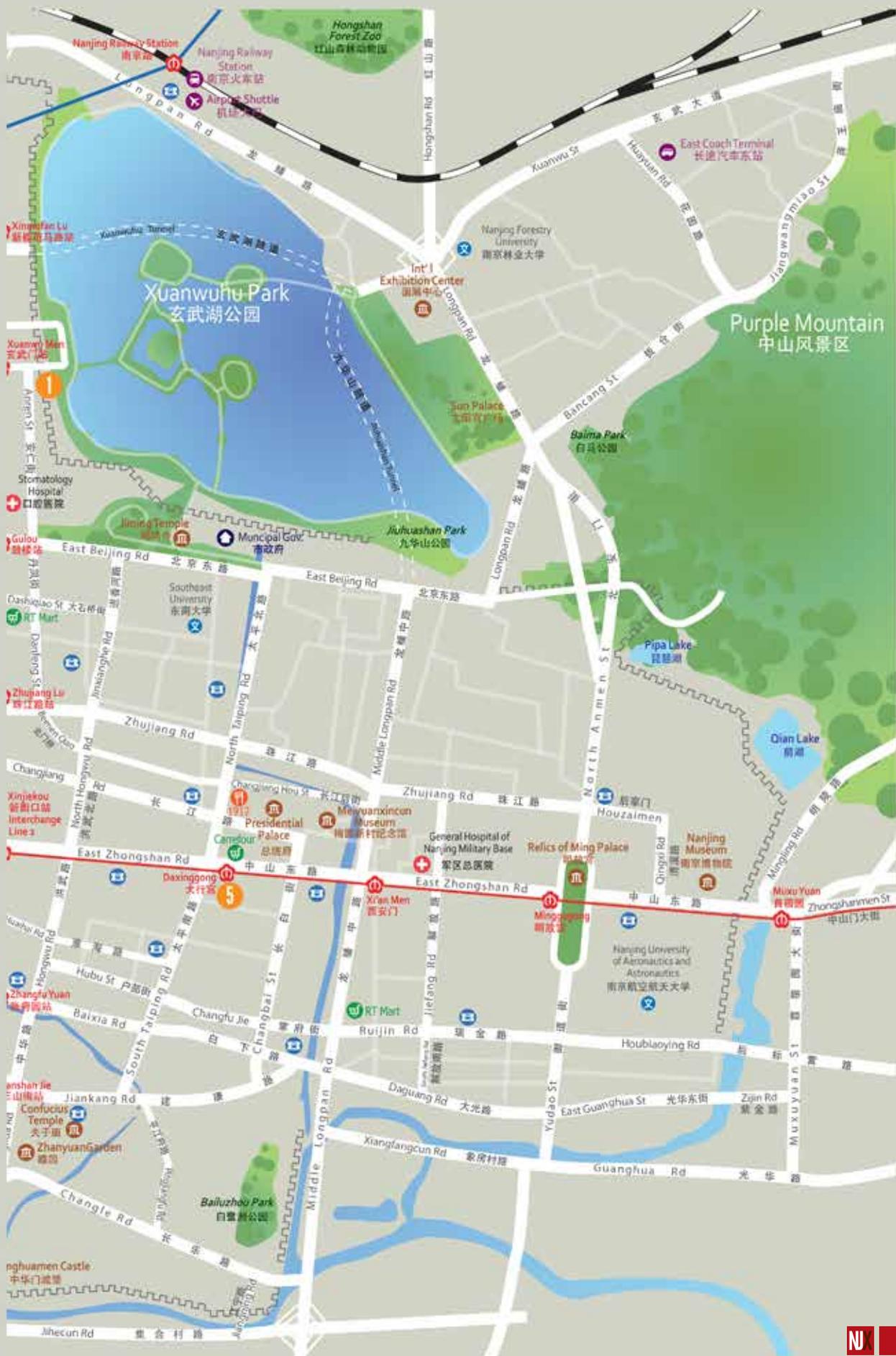
Phone: 13813924804

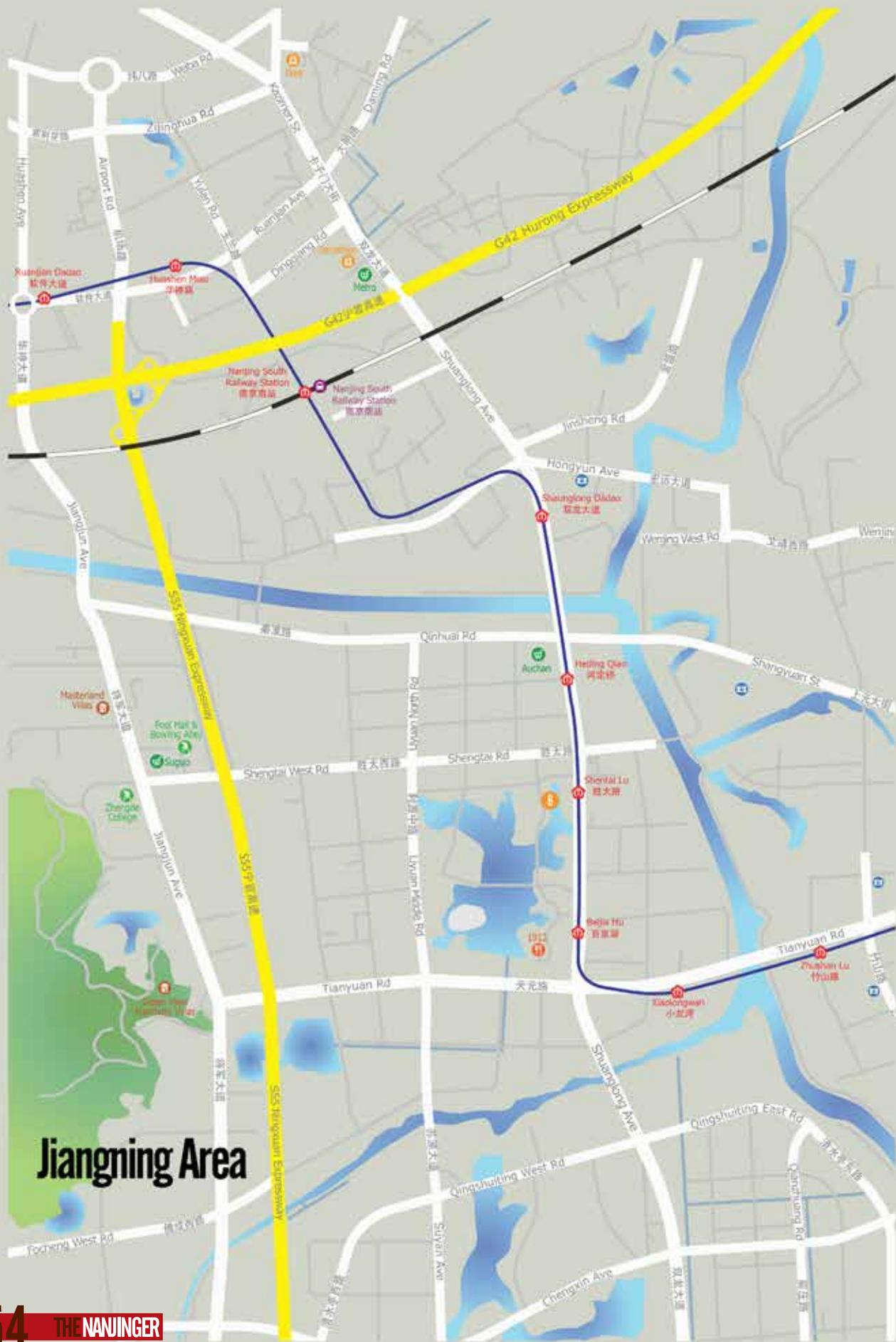
For full advertisement text, visit: www.nanjingexpat.com



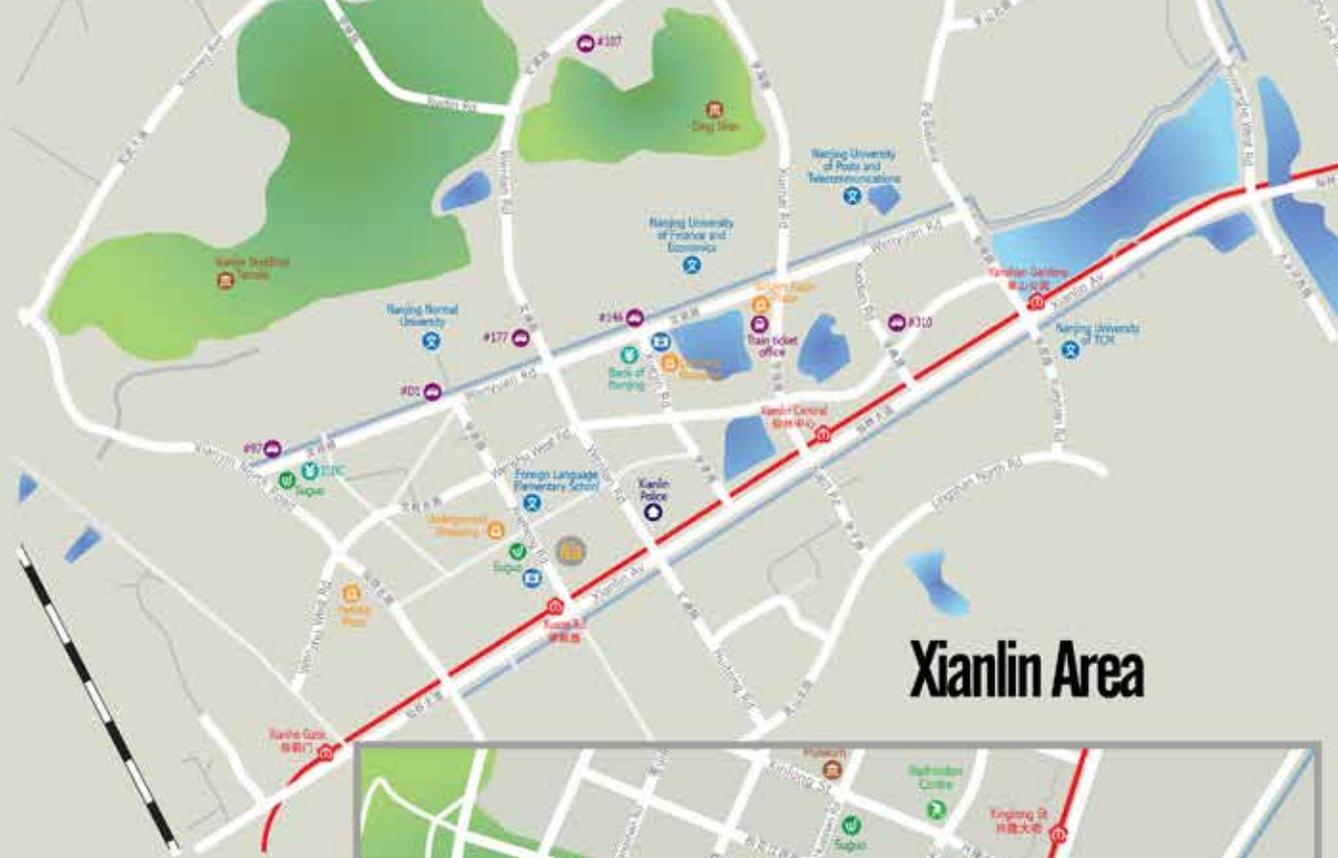
The Nanjinger
Cryptic
Crossword
Answers







Jiangning Area

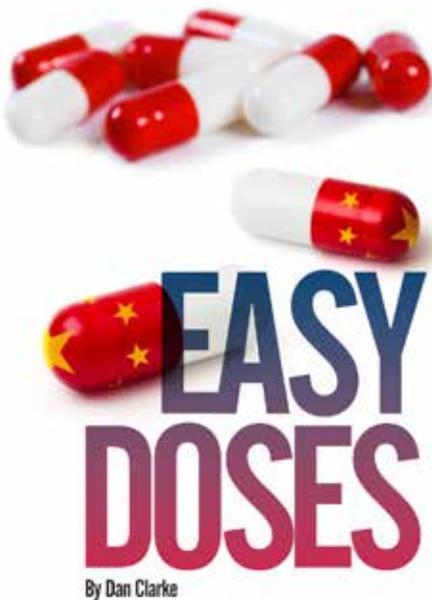


Xianlin Area

	1		Supermarket
	2		Shopping
	3		University
	4		Hospital & Clinic
	5		Tourism Spots
	6		Government
	7		Banking
	8		International Dining
	9		Sporting venue
	10		Golf course
	11		City Wall Remains
	12		Tunnels
	13		Railway Line
	14		Metro Station
	15		Coach Station
	16		Ferry
	17		Airport Shuttle
	18		Train Station
	19		Train ticket agent



Olympic Area



Saving Money

■ *Living in China can be challenging; dealing with the culture, the traffic, the language, etc; it can all add up, and when you put money problems on top of all these, then things can get nasty.*

Even if you are getting paid in Euros or US dollars, money can still cause you headaches, as it is oh so easy to lose track of how much money you are spending when you go to restaurants, buy clothes and travel. If you are getting paid in RMB, things can become tight by the end of the month.

So what can you do to not end the month scrounging for every jiao, or even better actually start saving some money?

First, stop relying on your bank card; this makes it too easy to buy things on the spur of the moment. I keep most of my money in a bank account without a bank card, with just one or two hundred RMB in another account with a bankcard. This has limited my spending by a fair bit, as having to go to the actual

bank is inconvenient, but usually not a huge hassle.

This will help you keep track of your money, as once your wallet is out of money, you know you should stop shopping or eating for the day. You will still be able to get home since you do have a bankcard with some money in it.

Second, when shopping have a list. If you go shopping without a list you will often see something and think, "I need that," but when you get home, you will see that you already have it, or realise that you did not actually want it. With a good list, you can keep spontaneous purchases to a minimum, and avoid temptation more easily.

Also if you know how much everything should cost, put that much plus an extra fifty or one hundred RMB in your wallet. If at the checkout you realize you have overspent, take out that you do not need.

Third, get a cash book; when you make a purchase write it down in the book. I generally do this at the end of the day to save time. While this will not stop you from making spontaneous and unnecessary purchases, it will let you see where your money is going and therefore you can adjust your spending habits as needed.

With the cashbook, if you are married or sharing a budget, it can help you and your partner keep track of what each of you spent, and avoid potential arguments over money.

With a bit of discipline and these simple habits, you should find that you are saving more money each month, and not seriously cutting into your fun and enjoyment. You would likely be mostly reducing your spontaneous buying of things that you do not need. With the extra savings you can put more money into paying off any school debt, travelling, going out with friends, and buying things you actually need.

■

Operation Smile China Celebrates 20 Years of Creating Smiles

Each year, nearly 35,000 children in China are born with cleft lips, cleft palates or another debilitating facial deformity. Thousands of children are still waiting for surgery that can take as little as 45 minutes and will transform their life forever – and you can help.

China's first registered not-for-profit hospital, the Hangzhou Operation Smile Charity Hospital, provides year-round care by local Operation Smile-trained and credentialed medical professionals in the fields of plastic surgery, dentistry, pediatrics, and speech pathology, as well as psychosocial services to patients and their families. The Charity Hospital has changed the lives of more than 5,100 patients.

Operation Smile China is currently conducting over 20 medical missions across China to give free surgeries for over 2,000 children in need. Consider supporting their work and giving a child the chance to lead a normal life and smile for the first time.

20th
Since 1991
Operation  Smile
China



Bao, before and after

For more information:

Operation Smile China: 中国微笑运动

Julia Jorgenson, Program Development Coordinator:

julia.jorgenson@operationsmile.org or +86 138 1055 1450

Hangzhou Operation Smile Charity Hospital: 杭州微笑行动慈善医

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**The British School
of Nanjing**

Mountain View Campus Opening Autumn 2014

