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In this issue of The Nanjinger we welcome Misha Maruma as our sports columnist for "Bats, Balls and Bails". Such coverage of the active life is long overdue; consider Mr. Maruma consigned to the dugout, to stay.

Food and hygiene are never far from the headlines in China; recently more so with the re-emergence of so called bird flu. Whether it be that or horse meat making its way into burgers, near the top of the suspect list will always be the supply chain.

So it is that we turn our attention this month to stories of how China moves stuff around its gargantuan area. In the Sui Dynasty, canals dug over hundreds of years were linked together, joining all parts of the country; now containers are fast tracked from the Bohai Rim to Xi'an as servants to our retail whims. Nanjing's very own Zhongshan Wharf (see cover) was inescapably intertwined with the trade of opium; now it is the cold storage of our pork or milk that grabs the headlines.

All this and much more herein. Welcome to logistics from The Nanjinger.

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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。

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Bao, before and after

For more information:

Operation Smile China: 中国微笑运动

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A letter of Thanks for *Ms. Patricia Enzmann* GM Of Euccc, Nanjing Chapter



For these reasons we remain grateful for all members' support and hope to see their continued and important participation in the events organized by EUCCC.



Dear Patricia,

After many years of cooperation with the Nanjing Chapter of the European Union Chamber of Commerce in China, you have decided to move back with your family to Switzerland at the end of this month.

Therefore, on behalf of the Board of Directors and all the team of the Nanjing Chapter of the EUCCC, I would like to thank you for your important and admirable job during these years as General Manager of EUCCC.

I would like to thank you for your remarkable service in making the Nanjing Chapter strong and important, with a record membership level and an established presence not only in Nanjing, but also the whole of Jiangsu Province. I would also like to thank you for the continuous and solid dialogue that you have established with the Chinese authorities, both at Municipal and Provincial level.

I sincerely wish you all the best in your future plans and career.

Furthermore, we would like to reassure all the members that EUCCC staff will continue to fulfill its set objectives, offering better services to members, improving the quality of the Working Groups and continuing our lobbying activities with the Chinese authorities.



Carlo Diego D'Andrea,
Chairman of the Board of Directors

on behalf of the Board of Directors and the whole team
of the European Union Chamber of Commerce, Nanjing Chapter

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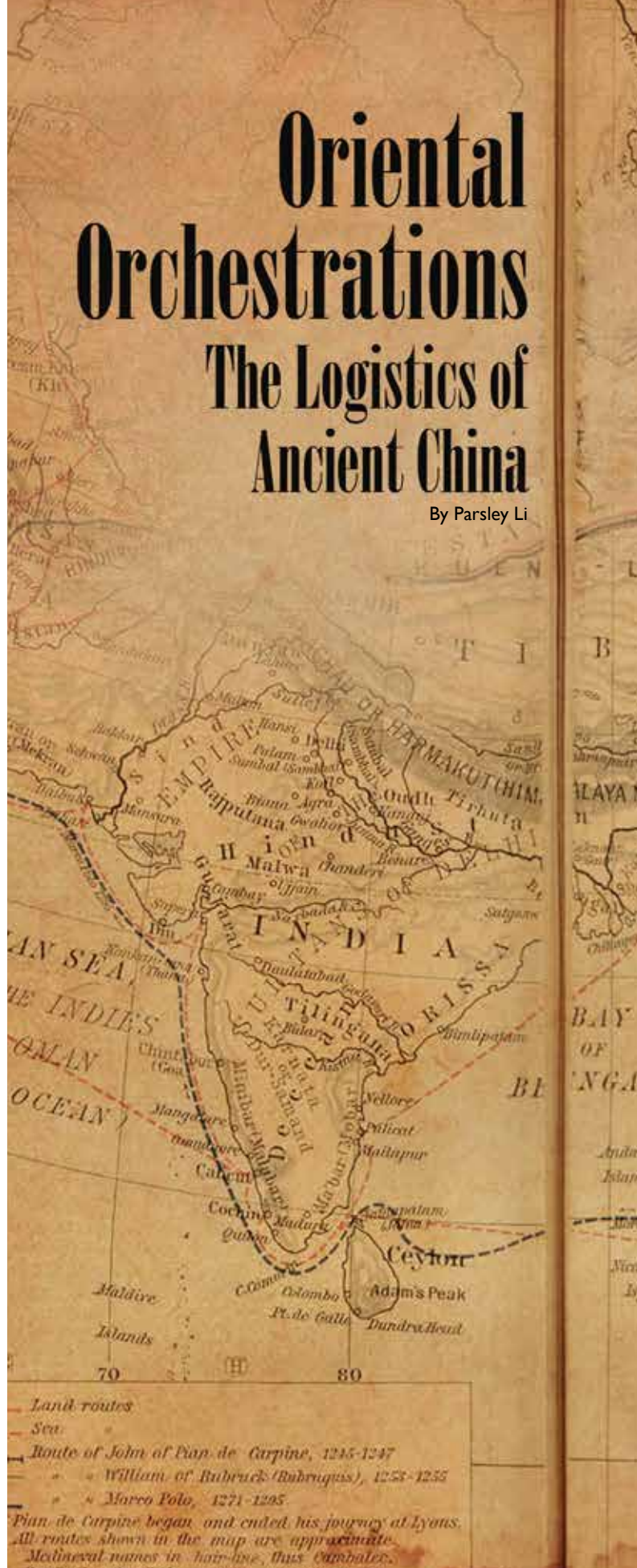
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Other Chinese rulers had their own pet projects, an example of which was the Ling Qu, or Magic Canal, built around 200 BCE and located in Xing'an county of present day Guizhou Province. This 36.4 kilometre-long canal, part of a historical waterway between the Yangtze and the Pearl River Delta, is the first canal in the world to connect two river valleys, enabling ships to travel 2,000 kilometres from Beijing to Hong Kong. The intention behind its construction was to attack the Baiyue tribes in

By Parsley Li





the south whiling ensure sufficient food and military supplies for soldiers at war. During ancient times, it served as a vital transport line between China's central plains and southern China.

Waterways were considered efficient logistical tools, utilising the force of nature rather than human labour, and therefore canals linking strategically important cities were constantly being built. The Jing Hang Da Yun He, or Beijing-Hangzhou Grand Canal, the first and at 1,777 kilometers, longest artificial river in the world, is as much a lifeline to China as the Suez Canal is to Egypt. Linking Beijing and Hangzhou, this canal flows through six provinces, connecting cities along the Yangtze and Yellow rivers. It has exerted a lasting influence on local economies and culture although many sections have become dilapidated through lack of use. Yet it serves as a significant historical spot, allowing sightseers in pleasure boats to appreciate the riverside scenery and imagine the once-bustling scenes of transport and trade in the prosperous cities of old.

The oldest parts of the canal came into existence during the Chun Qiu Shi Qi, known as the Spring and Autumn Period, around 500 BCE, and were eventually combined during the Sui Dynasty (581–618). Since then, the canal has helped shape the economic development of nearby cities as trading and transportation between once-inaccessible places became convenient and efficient. Although these canals do not flow through Nanjing, trade between Nanjing and distant cities boomed, thanks to two neighbouring cities on the canal, Zhenjiang and Yangzhou, which acted as transfer stations on the Yangtze.

Yangzhou was once the largest harbour city for internal and external trade during the Tang Dynasty (618-907) and was a major economic and cultural center during the Sui Dynasty. Emperor Sui Yang Di commanded the the Grand Canal be extended to Yangzhou in order to admire qiong hua, a rare flower grown only there.

Emperor Sui Yang Di travelled from Chang'an (today's Xi'an) to Yangzhou three times in his luxurious, four-story, dragon-shaped wooden ship. Hundreds of auxiliary ships were at escort as he enjoyed his accomplishment, relishing the scenery along both sides of the canal. Crowds on the river bank cheered "Huang shang wan sui!" ("Long live the Emperor!"), as they witnessed the ruler's passing craft.

Historic Yangzhou hummed with thousands of boats clogging the river day and night.



Ban Yun Gong (porters) expertly loaded and unloaded merchandise. Without stopping to collect their breath, they had to load merchandise onto hand carts or horses and donkeys. A late delivery or damage to goods would come out of their paltry pay.

Various means of logistics also developed on land, creating a web of interlocked cities. Zhang Qian, an envoy in the Xi Han Dynasty (206 BCE-24 CE), travelled to Xi Yu (the Western regions) by horse and camel in order to build a friendly relationship with central and western middle Asian and Mediterranean countries. A development of these ties was the famed “Silk Road,” or Si Chou Zhi Lu.

The Si Chou Zhi Lu, also called Tea Road, Spice Road and Ceramics Road because it also carried such commodities, was an ancient conveyor belt of goods, from Han silk destined for southwest Asia and Europe to grapes and pomegranates bound for China. Religion, too, entered China via this route, the most enduring being Muslim.

The Ancient Tea Route linked India and Burma to Tibet and central China by way of Sichuan Province. It is believed that this is how tea first spread across China and Asia from its origins in the province of Pu'er, where a tea by the same name is still produced. In tattered clothes, the swarthy Tiao Fu (bearers or carriers) often had to lug loads of tea weighing 60 to 90 kilograms, just as the proverbial ant can heft more than its own bodyweight. Besides tea, mule caravans also carried loads of salt and other spices from Yunnan Province to Tibet.

Memorable images of these forms of logistics can be seen in movies. For example, the Biao Ju (armed escorts) of the Ming and Qing dynasties (1420-1912) are depicted in “Crouching Tiger Hidden Dragon,” with Michelle Yeoh in the role of master and owner of an escort agency. Security escorts excelled in Kung Fu and usually came from Shanxi province, where men were known for their toughness. The rugged terrain made it difficult to transport valuables, so imperial officials or the wealthy would hire escorts, armed with spears and bearing flags with their master's name, to safeguard shipments of gold and jewellery.


These escorts were the precursors of modern courier companies, but the job carried high risks and ambushes could prove fatal.

Nanjing, as a capital city of ten dynasties, the most recent being the Ming Dynasty (1368-1644), has its own role in the history of Chinese logistics. In the early 1400s, decades before Columbus set foot in the New World, Zheng He, a great sailor and diplomat, led seven fleets on exploratory journeys to the West. The 300 or so wooden ships, loaded with 27,800 soldiers, were mostly built in Nanjing. Over seven voyages, he ended up visiting 30 countries, effectively opening up a "silk road" on the sea, despite often-hazardous weather conditions.

The journeys greatly improved communication and commercial ties between China and the outside world, and Zheng He's achievements are still lauded. You can take in that part of glorious history by visiting Jinghai Temple (located under Yuejianglou, in Xiaguan district) or Bao Chuan Chang (Treasure Shipyard, located on Lijiang Lu, in Gulou district).

The Yangtze River may be the mother river to Nanjing, but it once was the main barrier between people living on its two sides; Nanjing city and Jiang Bei (north of the Yangtze). Before the construction of the Yangtze River Bridge, ferry docks such as the Zhongshan, Pukou and Mian Hua Di wharves served as links between the two sides.

Zhongshan Wharf (see cover) in Xia Guan district, boasts a long history; its predecessor was one of the most famous ferry sites in the Southern Song Dynasty (1127-1279). Under the treaty signed after the Opium War in 1842, Nanjing had to open its ports and this wharf played an important role in moving merchandise overseas while also receiving imports for Europeans living here. It was later used to supply equipment and food to Japanese soldiers occupying the city from 1937-1945.

These wharves have lost much of their original function; moving goods and people, once the Nanjing Yangtze River Bridge came along. In the future, sub river metro lines will link these two regions. But the wharves remain tourist spots soaked in the history of ancient logistics. Zhongshan Wharf has recently been renovated. In time, it may carry a new identity: "The Bund" of Nanjing. 

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OF PIGS AND MEN

CHINA'S NUTRITIONAL LOGISTICS

By Thomas Hale

The recent horse-meat scandal exposed an otherwise invisible world of food logistics. The whole affair eventually unravelled itself into a series of ever-more shady companies embedded in ever-more distant locations. Retailers such as Tesco have long been saddled with the burden of keeping an eye on a seemingly endless supply chain, with factories and storage centres dotted around what appears to be every possible location in Europe. But the very same issues are being grappled with on a daily basis by the entire Chinese food industry. In such a vast country, the logistical supply chain is vulnerable to mistakes that can have serious consequences for the health of the Chinese people.



In China, the whole thing would not have been much of a scandal. The very British tragedy of inadvertently wolfing down a horse is outdone by most Chinese menus, let alone scandals. Over the past decade, a litany of food related health and PR crises; most notably, perhaps, the 2008 milk scandal which affected over 300,000 people have afflicted China's image. Rapid, on-going development is seeking to resolve this issue. Yet any resolutions must navigate the maze of production and supply that represents something of a logistical nightmare.

Cold chain logistics are one of the most significant factors in the risks presented by Chinese food.

A cold chain involves the product being kept within a strictly regulated temperature throughout its entire journey from field to fork. A recent report by the Global Intelligence Alliance pointed out that in China, only about 15% of perishable produce (vegetables, meat, fish and fruit) were controlled through a cold chain. This figure is as high as 90% in many developed countries.

This statistic is the result of an under-developed logistical system, and any further development is made considerably more difficult by the country's size. In particular, transporting food to China's western provinces presents considerable challenges for the maintenance of a cold chain.

A nationwide plan for the implementation of cold chain logistics emerged in 2010. Tianjin, a strategically vital port in the flow of food-based produce, has recently been touted as the newest champion of cold chain logistics in China, and is expected to become the country's major cold chain centre by 2015.


Yet, in stark contrast to European countries, this kind of structure is still very much in its infancy in China. Rises in standards of living and real wages have meant that consumers not only have more to spend, but have higher expectations for the quality of their produce. Public reaction to food scandals regularly demonstrates the pace with which these expectations are changing. A major problem faced by the Chinese government is whether or not they will be able to develop this infrastructure at the same rate that consumer trends develop.

The consumption of dairy in China, for example, is pro-

jected to steadily increase 10% annually until at least 2020, by which point the country will have overtaken the US as the world's biggest market for dairy products. The anticipated overtaking of the US in a specific field has become a strange necessity in commentary on the rise of China, but such comparisons, in championing mere statistics, occasionally miss the point. Without the requisite infrastructure, especially that related to cold chain, such an overtaking signifies a potential disaster rather than another superlative triumph.

Government policy has certainly sought to eliminate risks that blight the food industry. The Food Safety Law was passed in 2009, and recent measures have been taken to ensure retailers are held accountable for unsafe food or the incorrect labelling of produce. These measures have been especially stringent on foreign retailers. Wal-Mart, for example, was forced to close several of its Chinese stores in October 2011 as punishment for labelling non-organic pork as organic. A major issue relating to this approach involves Tesco's recent line of defence; the food supply chain is so long, and so complex, that it seems unreasonable to hold retailers responsible for mistakes that may have been accumulated over dozens of different sites and storage points.

There are, perhaps, other solutions. China has, for some time, been using western expertise to develop its infrastructure in the food industry. The pork industry; the very heart of Chinese cuisine, has benefited from the presence of Dutch and Danish companies who not only provide technology, but also impart established European wisdoms about pig farming and food safety standards. Yet a country like the Netherlands, which leads the world in agricultural expertise and food safety, is blessed with a tiny geographical area to manage. Specific measures for farming or the slaughtering of livestock are of tremendous benefit, but the wider, more important issues surround food logistics are much harder to solve when transportation and storage are taking place on a different scale to anything previously put in place.

In the future, these kind of problems may herald the point at which the development of China's logistical infrastructure will depart from importing European and American expertise, to carving out a path of its own. 



a percentage of GDP. In China this ratio has been decreasing over the past few years (17.8% in 2011) but still is twice that of other developed countries; huge potential for improvement that is largely accounted for by the industry being highly fragmented. Here, the small local operator is king, having a knowledge of their “patch” that money simply cannot buy; explaining why the top 20 logistics firms in China share only 6 percent of total

Think of logistics and China and one name stands head and shoulders above all others; the China Ocean Shipping Company, emblazoned as COSCO on a very large proportion of the world’s containers that spend all their lives at sea or on some quay.

While on land those steel boxes are still now most likely to be found in the three major geographic clusters that are the traditional focus of transportation and logistics networks in China; the Yangtze and Pearl River Deltas plus the Bohai Rim. However, the future logistics of China is set to expand well beyond these traditional spots; companies that were manufacturing in and around Shanghai (thereby with their logistics centres nearby) are now moving operations west and north. Wuhan and Hefei to the west plus Changchun to the north are all slanted to be the next big things in the logistics world; the former being on the recently opened Beijing to Guangzhou high speed line; not particularly significant when it comes to the freight traffic of logistics, but certainly of import to the executives who need to run these operations.

Yet further west, the good people of Chengdu have a reputation for the being the nation’s shopoholics; far outstripping the Shanghaiese love of the good life. Very strong retail figures for the past few years shall see regional logistic centres springing up in not only Chengdu, but also in Chongqing and Xi’an.

In 2012, the World Bank’s Logistics Performance Index put China at Number 26 among 155 assessed economies, up just one place on the previous year (for those interested the top three positions are occupied by Singapore, Hong Kong and Finland). Any given logistics industry’s efficiency is reflected by total logistics cost as

industry revenue.

In our modern world, the threat of outsourcing in never far away, and the logistics industry is no exception. Somewhat understandably, to date it has been services such as transportation, distribution and warehousing that have been outsourced, yet in the future expect logistics information management and logistics system design to also be provided by third party vendors. In research conducted by Nankai University and the National Development and Reform Commission, over 80 percent of China’s logistics enterprises had applied Global Positioning System (GPS) into their operations and well over half plan in the near future to adopt radio frequency identification technology (the so called Internet of Things).

We can also look for growth in the medium of transportation. While China’s highways take the strain for the bulk of freight transportation (rail and waterway combined only account for a fifth of all logistic traffic), it is the air sector that has seen the biggest growth in recent years. With a year on year growth averaging 40% over the past three years, the air industry in 2012 accounted for approximately 35 billion tones per kilometre of freight traffic.

For all the potential in logistics that exists as China develops, the industry must overcome issues of fragmentation before any real efficiency or significant savings can be realised. Furthermore, the industry is also inescapably affected by external economic factors; social instabilities in the Middle East and North Africa and the European debt crisis mean there is a reduced demand for exporting goods out of China while the appreciation of the renminbi will also squeeze profit margins. **N**




GUIDING OPINIONS CONCERNING INTERNATIONAL FREIGHT FORWARDER LOGISTICS INDUSTRY

On 17th January 2013, the Ministry of Commerce of the People's Republic of China released Guiding Opinions on Accelerating the Healthy Development of Freight Forwarding in international shipping (hereinafter referred to as "Guiding Opinions"), in which the guiding ideas, basic principles, development objectives, major tasks and protection measures on the promotion of International Freight Forwarder Logistics Industry (hereinafter referred to as the "Industry") during the "Twelfth Five-Year Plan" period are clarified.

The Guiding Opinions point out that the Industry, as integral part of the modern logistics industry as well as of production and trade services, involving long industry chains and a large industry scale, plays a positive role in serving foreign economic trade, absorbing foreign investment, enlarging job opportunities and developing modern logistics. It is therefore imperative to grasp internal rules and the development trend of the Industry to give it its full play.

The Guiding Opinions specify that during the "Twelfth Five Year Plan", large-scale international logistics enterprises with prominent main businesses, sound networks

overseas and strong competitiveness should be formed through mergers and acquisitions. Management reform and institutional innovation shall be set as the basic principle for the development of the Industry. The government has pledged to optimize the market environment, pay attention to the development and needs of medium and small-sized enterprises while focusing on technical services, talent development and increased efficiency.

The Guiding Opinions emphasize that MOFCOM, as the competent department in the Industry, shall effectively strengthen its organization, enrich its workforce and innovate the work train. A smart strategy is required to be implemented and the working mechanism should be improved. MOFCOM is also called upon to strengthen theoretical research and cooperation with other international freight forwarder organizations in order to learn advanced business ideas and management experience. 

Disclaimer

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Integration to Exploration

The Logistics of 21st Century Study Abroad in China

By Melissa Morgernstern

According to the New York Times, five years ago there were already 11,000 American college students who had decided to take the plunge and study abroad in China. The only two countries that outnumbered China that year were the traditional choices of France and Spain. There are of course obvious reasons to choosing this bustling home of adventure and opportunity. But what goes into making these students' study abroad dreams a reality? Why would someone choose Nanjing over the grand capital of Beijing or the international economic port of Shanghai? And what logistical challenges are presented in support of their decisions?

What's in a program?

Nanjing University and Nanjing Normal University have several programs that are organized by the schools themselves that not only give international students the opportunity to learn about Chinese language and culture but also allow Chinese students who are majoring in Chinese as a second language to gain practical experience as teachers and tutors. Some such programs have official bases in other countries but work in cooperation with places such as Nanjing University. These programs include intensive language training with Chinese language instructors as well as a culture component that usually includes trips to local sites as well as to other cities such as Beijing, Shanghai, Suzhou and Hangzhou.



Tales of Logistics and Strife

For students, the class work and the packed schedule are huge challenges. But for the staff and administrators behind the scenes, organizing these large-scale programs can range from challenging to interesting to plain old frustrating. Douglas C.F. Hughes, a Nanjing resident who has worked as a study abroad administrator in Washington DC, has had personal experience coordinating and handling logistics for American study abroad programs; “Logistics are a large component of the work done by study abroad providers. My work involved coordination of elements such as transportation, orientation seminars, student housing, cultural enrichment activities, and emergency plans.” While Hughes and others in DC took care of pre-travel preparation, staff in China handled the more academic side of things including finding classroom space, recruiting teachers, developing curriculums, and assessing language skills.

In addition to dealing with some of the more basic aspects of organizing study abroad programs, Hughes also had his fair share of frazzled nerves and unwanted responsibility; “We used to have an emergency phone used by our entire organization (we work in approximately 24 different countries). Participants could call it at any time and at night. Additionally, all calls to the main line of our over 200-member office in Washington were forwarded to that phone between 5 pm and 9 am and on weekends. We passed it around each month between program departments; it was like a hot potato: you couldn’t get rid of it quick enough.”

Thus, while American students are studying away for their language quizzes, or trekking around Purple Mountain, individuals such as Hughes are hoping all is well abroad so that the phone won’t ring at home.

Another logistical difficulty for study abroad programs in Nanjing, as well as other places in China, is finding families who are willing to house exchange students. One of the major components of these programs is the opportunity for students to live with a Chinese family off campus. While the option is extremely attractive, the reality of finding willing families can be a bit on the difficult side. High rents for Chinese homes make finding a free spare room for students a rarity at best, and convenient commutes from home to school are also frightfully scarce. Hughes concludes, “In a city like Beijing, you might need to have a student commute an hour and a half to class in order to find a family that wants to take in a foreign student at a reasonable cost. Some people offer for free out of the goodness of their hearts, while others just want an American student to teach their child English, completely eliminating the student’s extra opportunities to practice Chinese”.

CIEE: Stepping Out in Nanjing


CIEE Nanjing is an independent nonprofit organization that works with universities in China to create study abroad programs for American undergraduate students. Two major components are intensive language and cultural studies. The language component is carried out with small classes varying from eight to 12 students whose language levels range from intermediate to advanced.

In addition, every student receives a language tutor, as well as a Chinese dorm mate or host family. Students also go on week long field trips to China's southwest and northwest areas as well as small field trips to monuments in Nanjing, Shanghai, and Beijing. Students can study a variety of topics in Chinese including economics, foreign policy, literature, history, film, or pursue independent research projects. Maggie Fero, a current student at CIEE, has found it easier to get involved locally thanks to the well thought-out logistics of her program; "Each semester, CIEE gives us the opportunity to teach English classes at our choice of school serving migrant workers' children or our local community center. Teaching at the community centre last and this semester has really helped me meet people and get involved in my community, making it much easier to get involved in activities outside of school."

Flagship: Intensive Chinese for Intensive Learners

The Language Flagship is an American national initiative that aims to change the way that Americans learn languages from kindergarten through university. First grants were awarded in 2002 to critical need languages such as Korean, Arabic, Russian, and Chinese.

Today, the initiative has subsidiary programs Kindergarten through high school graduate students and has introduced a unique program for university students that incorporates intensive language learning with cultural and employment skills development. While the program is carried out over 4 years in various American universities, the major part of the program is the overseas capstone year where students spend a semester in Nanjing University as a directly enrolled student, and one semester as an intern in a Chinese company.

Students who participate in this program tend to have a very advanced level of Chinese and are well versed in China related subjects such as politics, history, literature, and more. Jason Loose, a previous Flagship student felt his experience really helped him to understand China as it is today; "[The] Flagship [program] was more than learning about China, or learning the Mandarin language. There wasn't any better way for me to learn how to live; eat, rent, serve, play, explore, in contemporary PRC." 

BITS OF CHOP

Upon entering China in 1992, McDonalds had the same need for high-tech logistics as anywhere else. Only they couldn't find any. Their solution? McDonalds convinced its longtime logistics provider HAVI Group LP to come with them.

HAVI (the name coming from Harriette and Vivian, the first names of the founders' wives) is responsible for ensuring thousands of McDonalds around China receive their frozen food at the right temperature, and their napkins in nice shape.

Likely a significant key to their long term success, McDonalds managed their own fleet of trucks operating out of distribution centers dotted strategically nationwide, a logistical nightmare considering that foreign companies were then not permitted to perform nationwide distribution.

Amazingly, in 1992 and still to a certain extent today, these operations must, and do occur on time.

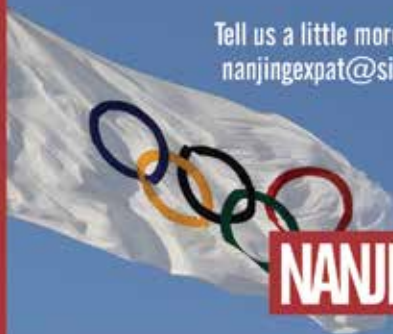
AYG – YOG Get involved!

Nanjing Expat is planning its coverage of both this year's Asia Youth Games and the Youth Olympics in 2014.

As such we are looking for volunteers to assist with the undertaking; we welcome not only people with an interest in sport and writing but also those who feel they can contribute as part of the Cultural Educational Program.

Interested?

Tell us a little more about yourself:
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MAMA JONES BANANA PUDDING



INGREDIENTS

2 cups hot milk
3/4 cup sugar
1/4 cup flour
2 eggs
Pat of butter
Pinch of nutmeg
Pinch of salt
Box of vanilla wafers, or cookie
suitable for pie base.
About 6 ripe bananas, sliced.

DIRECTIONS

1. In a 2 1/2-quart dish layer the wafers and bananas.
2. In a saucepan, heat milk. In a bowl, combine sugar, flour, salt and eggs. Add to the heated milk and cook until it is like a thin sauce. Add butter and nutmeg.
3. Pour carefully over the bananas and wafer. Put lid on, or cover it, and let steam.

It's more than just a cookbook...

It's a collection of wonderful recipes from friends of
Hopeful Hearts all round the world.
Every recipe is written in both English and Chinese.
With over 190 recipes of international cuisine you
could be dining in a different country every night!

(see next page) 



妈妈琼斯的 香蕉布丁



配料

- 2 杯热牛奶 3/4 杯糖
- 1/4 杯面粉
- 2 只鸡蛋
- 1 小块黄油
- 少量肉豆蔻
- 少量盐
- 香草威化饼, 或者适合作布丁饼底的饼干
- 大约6成熟的香蕉, 切片

制作方法

1. 在2 1/2 夸脱的盘子里, 把威化饼和香蕉分层放好。
2. 在平底深锅里, 加热牛奶。在碗里, 混合糖、面粉、盐和鸡蛋。然后倒入热牛奶锅, 煮成比较稀的酱汁。加黄油和肉豆蔻。
3. 小心地浇在香蕉和威化饼上。盖上, 防止蒸汽冒出。

It's more than just a cookbook...
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NEX



More than one wine in a bottle

■ Kenneth Koch doled out some good advice in his poem “One train may hide another”; we should wait a moment to see what else is there (apologies to Koch fans for oversimplifying), and it is true for wine. If we pause to allow wine to draw breath, one wine may be shown to hide another.

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

It should not take the brains of a Shenhua fan to see that simply unplugging a bottle will have little effect on a wine, with such a small surface area exposed to the air, but the habit lives on (although opening a wine will release any “bottle stink”, an unpleasant eggy aroma that occasionally accumulates at the neck in older wines). To really allow a wine to breathe, or aerate, it needs to be poured into a much broader vessel; a decanter.

Just how much breathing is actually beneficial is the question. Thankfully wine never stands up to overly clinical analysis, but, roughly speaking, full-bodied, tannic and youthful wines tend to respond well to being left for an hour or two in a jug. France’s Bordeaux and weightier Rhône wines and Italy’s powerful Barolos are all good decanter candidates, but after ten years or more bottle-age they should be served pretty swiftly, within twenty minutes. A very old wine may disintegrate before you in the glass, let alone sitting in a decanter, although there is sediment to consider in older bottles, and with vintage port of course, although with increasing wine filtration sediment is rarely now a problem. Normally a no-no to red Burgundy; too light on its feet, but some youthful white Burgundies may benefit from decanting and some say they merit it if just for the aesthetically pleasing golden hues glowing through the glass, while others find them so redolently medical that such a thing should not go anywhere near a dining table.

Not just the domain of the complex and expensive, Portuguese Dao wines for example, may morph from grippy, tannicly enjoyable but unrefined BBQ fare into something far suaver and sleeker when decanted over four hours or so. Timing can be crucial; I have found some expensive Bordeaux’s to have a “dumb” period at about two hours (that is about the time a sommelier at a posh restaurant will serve up), but then open up wonderfully after three hours. The next day can yield something else entirely, either heading directly for the sink or for the lunch table. Follow the instructions below with one for any table.

At a very good price for the class (¥168, Metro), the 100% Tempranillo Rioja reserva Viña Pomerol 2006 is a deep and dense red, parading blackcurrant drenched richness. Its satin texture, supple with soft integrated tannins and slivers of cassis, glances deliciously through the coppice of dark fruits. But, hold on, an hour’s decant and the wine becomes much more gorgeously integrated; somehow silkier, with vanilla more to the fore and as serene as a still lake. Smooth indeed. The wine held steady at this apparent apogee for approximately three hours, at which point the effortless softness showed hints of sourness; the final dregs were quaffed quickly thereafter through terror of losing something special. Who knows how five hours may have played with the wine or how it would have fared the next day; my feeling is this wine is a triumph for a one to three hour decant. You will be drinking a better wine than before, or later (scores 17 -18.5 points). Get some glassware and have a go yourself. **NJ**



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LEADERSHIP LEADING TO SELF RESPONSIBILITY *Part 1 of 2*

With Jochen Schultz

■ **W**hen training managers the coach is confronted with two different mentalities. Some managers report on the continual pressure; they complain about that which does not work in their organization and about failures of upper management. They regard their subordinates as reluctant and uninspired. Other managers spontaneously start reporting on their targets; things they would like to tackle immediately, describing where they would like their team to be in one year. Even in today's economic situation, where many primary set targets have been postponed, such managers keep their strategy while defining new targets. They want to benefit from the crisis.

There are also two different personality concepts that describe how these managers lead and define their roles. In one, managers administrate their area of responsibility and implement strategy; controlling the commitment of the employees and reporting to upper management. The others regard their area of responsibility as a domain of creativity; searching for ways to optimize things and encouraging their employees.

The Leadership Concept

For our purposes leadership is a management style that places high demands on management development. It is characterized by optimistic ideals, value-oriented attitude, behaviour and communication.

Such a style is primarily quite demanding for the managers; they need confront themselves with responsible self-management; questioning their own skills, things they want to achieve, where they want to go (without being dogmatic), their perceptions of action priorities and much more. Abandoning to a large extent their right to influence directly the behaviour of the employees by means of instructions, the manager's actions aim instead at influencing the attitudes and the awareness of their employees. In order to achieve their goals employees are granted freedom of action and freedom of decision. They are challenged and supported at the same time. It is a form of leadership that purposes self-management, in which employees form close emotional connections.


The Leadership Concept

Ask around in any company and you will always find some departments where the employees report that their boss is fantastic and that it is great fun to work with him/her. It is obvious that the leader has managed to win the employees' trust and respect.

The basis for this is an authentic communication. The manager says what they think, does what they say, listens to their employees and is open-minded. However, they will also use force and focus on the common decision making process.

For the manager it is not their task to motivate their employees. The manager believes that employees will motivate themselves as long as the visions, targets and forecasted future situation communicated by the manager create a motivating pulling effect. The manager uses symbols to describe their objectives; encouraging their employees to be creative and act in an innovative way.

The manager demands a great deal of their self and their employees. He/she creates an area of creativity that challenges the employee to act. The employees then feel that their work is worthy and that the company depends on their performance, their ideas and their potential. These are demanding challenges that sometimes reach employees' limits.

In such a leadership concept, every employee has the feeling that the managers know him/her personally and that they respect him/her. The manager knows the differences between employees, appreciating the personal strengths and individual characteristics of each person. They do not seek a "perfectly working" employee, but rather one that acts out of self responsibility. This individual appreciation leads employees to build up self-confidence surrounding their own potential. 

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BATS & BALLS

By Misha Maruma

Sport or Game?

What's the difference between a sport and a game? It is a question that has caused fractious arguments for people who believe that a nine dart check out is an example of their athletic prowess. Some argue that it does not matter about the definition of your activity of choice, but rather that you see it as a way of life. I lean to the view that if you win it's a sport, if you lose it's only a game.

Believe it or not Nanjing is a haven of sport and you; discerning and alert reader, have now found a home for your sporty pursuits. Rather than wonder where to find some like-minded sports fans, now you can join them. We plan to regularly bring you a plethora of knowledge about both sports and games in Nanjing. Whether you have lived in Nanjing for years or have just recently arrived, this is for you; the avid sports fan.

Some of the features that we will bring you during the forthcoming months include a certain hostel-

ry's monthly pool championship; we will find out the colour of your money as the hustlers take to the baize at this regular event. Then comes Cricket in the Far East; just who are the Nanjing Disco Ducks and how have they managed to take the colonial game out of the colonies? Texas perhaps truly does hold 'em to a T; we will find out from the regular punters if poker really is more than a game.

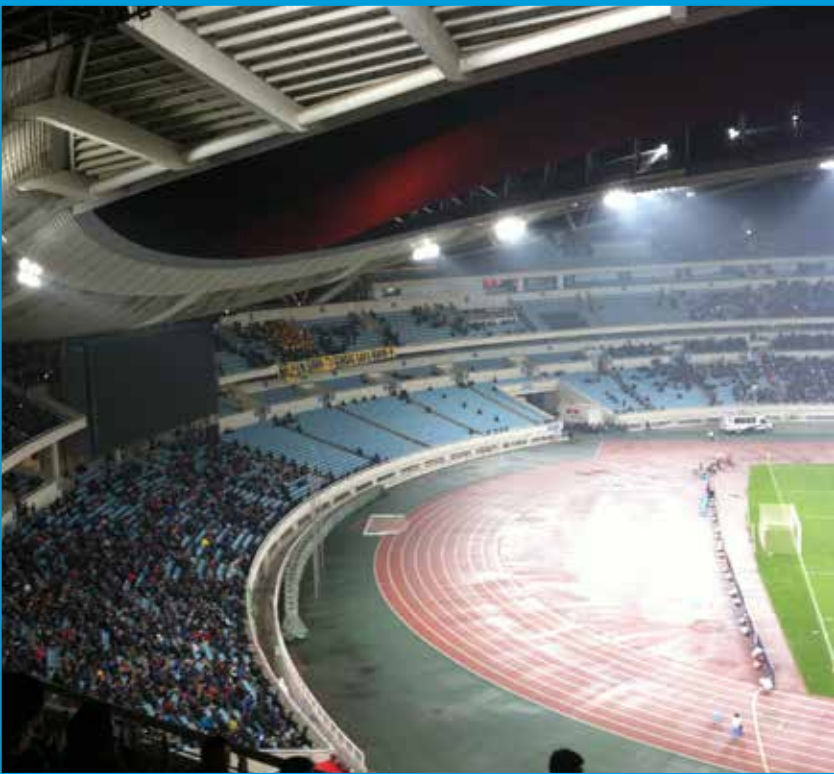
As well as these upcoming features, we will continue to indulge our readers with tales of sporting events and ways for you to use your time wisely. Fancy 18 holes of golf, but want to keep warm? See how to cultivate the perfect swing while staying indoors. Learn your "overpair" from your "flush draw" with our guides to improving your knowledge of the games we cover. Want to get out of the house and involved in a team? Then make it a date here next month so that we can help you do exactly that; you may hold the key to your next victory. Just remember; if you lose, it's only a game. **NJ**

A Sino-Japanese Postmortem

By Misha Maruma

It has been said about football that, "It's a war and it brings out the same primitive instincts that go back thousands of years". In the case of China and Japan we only have to go back 70 years to remember war between the two countries. In the more cerebral arena of the football pitch, battle between the two countries was recently resumed.

Jiangsu Sainty qualified for the Asian Champions League for the first time in their history by finishing second in the Chinese Super League in 2012. As fate would have it the first visitors to Nanjing were Vegalta Sendai, runners-up of the Japanese J League last year. The game was played on 12th March 2013 and proved to be an all out assault by Jiangsu even if they didn't manage to land that killer blow. Against the backdrop of a recent political spat, the game succeed-



ed in attracting an attendance of 45,000. The 100 Japanese fans that made the journey, although outnumbered 10 to 1 by the Chinese security, were in good voice, occasionally rousing themselves to support Vegalta on a rare foray into the Sainty area.

The game was somewhat of a damp squib, literally. A half-time downpour did not stop the incessant forward march of Jiangsu pressure though. The chances came and went without Sainty able to score the fateful goal that would have seen the Chinese supporters go wild.

So it was honours even on a night of history in Nanjing. Unfortunately there was no winning goal to cap such a memorable night for Jiangsu Sainty. **NU**

Rugby is moving in China By Andrea Zapponi

One day a big man with a kind face came to my classroom when I was 8 and talked about rugby, a sport that is enjoyable, disciplined, requiring physical fitness and athleticism, iron self-discipline, courage, friendship and a big respect for teammates, opponents and the rules. He was really passionate and his passion was transmitted to me. I asked my mother to take me to the rugby pitch.

Slightly more recently, in Nanjing I joined the "Nanjing Rockets Rugby Club" made up of a group of people passionate about this sport. We meet just once or twice a week, playing between us. Unfortunately this sport is almost unknown in China, and our friends' teams were in Chengdu or Xiamen...

It is not easy to move fifteen people around China, so our initial aim was to find some teams "around Nanjing". After our first successful hooks ups with teams in Wuhan and Hangzhou, Rugby is now really starting to move in China. In addition to the so-dubbed Yangtze Delta Division (YDD) teams are emerging in many cities; there is even a Sino Tens National League that also allows for the creation of social events which will attract more people.

Wuhan Baiji, Hangzhou Harlequins and Yancheng Red Cranes are the teams that will play the YDD along with Nanjing Rockets in 2013. The matches will be played on two "match days" hosted by two of the four cities, rotating every year. The two best teams of the YDD will join the Finals Phase of Sino Tens League in Shanghai. The division "match days" are to be organized as "Rugby Festivals", with junior matches and an after match party. In 2013 the guest cities will be Wuhan in April and Hangzhou in June. **NU**

3:20am. Dacha bar. I meet three German guys in their forties with a Russian girl.

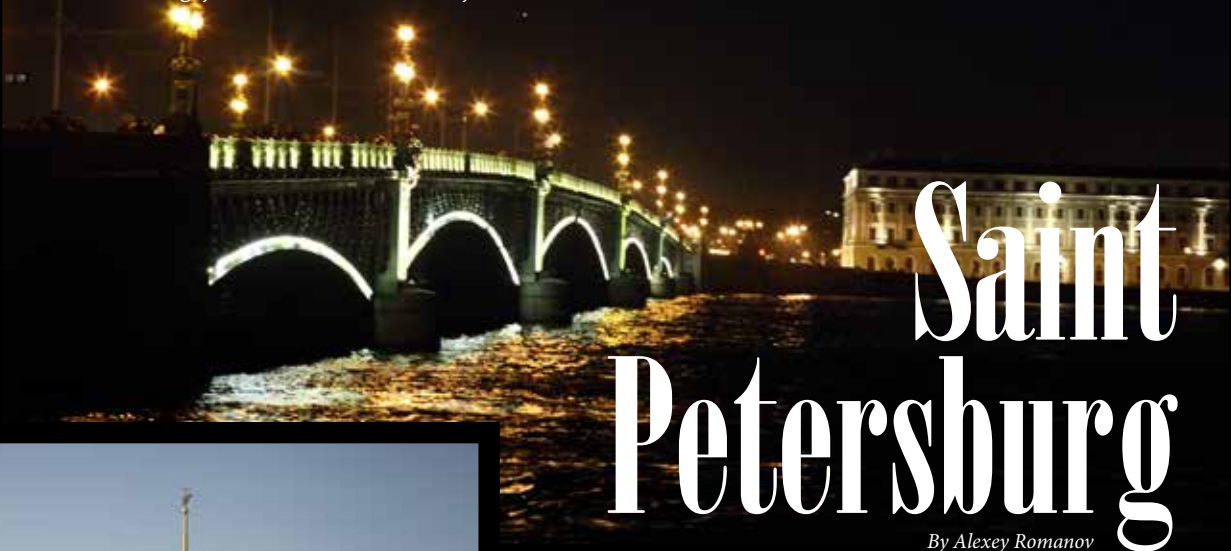
"First time in Russia? How do you like it here?", I ask.

"Yeah, first time, we didn't know what to expect, but, you know, this bar is the same as we have back home in Berlin, I like it. We met this girl just tonight." They then all jump around happily to Nike Borzov's song "Den Kak Den". Couple more beers...

"What do you want to see here?"

"We have no idea, we're open to everything. What should we see?"

"To be honest, guys, I'm a local and I can tell you A LOT!"



Saint Petersburg

By Alexey Romanov

Russia is still a mystery for travellers and far as tourism goes, topping the list of travel destinations is not Moscow, but the cultural capital referred to as the "Northern Venice".

Conceived by Peter the Great as a new Amsterdam, Saint-Petersburg beats many of the European capitals regarding sightseeing and places of interest with its eclectic architecture, historical downtown and poetic atmosphere.

Founded in 1703AD on the granite banks of the Neva River, Saint-Petersburg was a glorious capital of the Russian Empire for more than 200 years. All of the city's historical districts and rural imperial residences are well preserved, giving you an overwhelming sense of belonging to the history with all its ancient charm. The entire downtown

of the city is included on UNESCO lists while many palaces and residences have been turned into fascinating museums.

2:03pm. Peterhof Summer Palace. I am with my couchsurfers from Canada and France in front of the ticket office. "Oh, I have my student ID card with me," says L.P., "we can get tickets cheaper."



I call them a little away from the office and ask; “Guys, do you want to be a foreign student or a Russian adult? It’s cheaper to be Russian adult!” So I bought five tickets and in we all go, without any IDs, and for half the student price.

One of the best ways to explore the city’s beauty is through long walks around the tourist-friendly, clean streets, where you will not get lost with nothing but the English language in your pocket. Compared to Moscow, Saint-Petersburg is much more laid back, and Peterburzhitsyi (Petersburgers) are really welcoming and hospitable. Don’t mind their facial expression; they might be busy thinking about casual things, but ask for any help, even if they do not speak English, they will try their best to help a visitor.



2:20am. Palace square. We come to listen to an old man that plays saxophone almost every night on the square. My friend tells me these sounds are fantastic. The old man forbids anyone to take his photo, because it “ruins the music”. But then, realizing the time and the fact my house is on the other side of the river, I blurt out, “Oh, man, I have to stay here till sunrise!” Bridges across the Neva are drawn from 1:25 to 5am to assist with waterway navigation, depending on the bridge.

Not that this was really a concern, for Saint-Petersburg bustling nightlife is really tempting. Make sure to pay a visit to the bar area around Dumskaya street, seek out the fabulous clubs along the city’s thoroughfare; Nevsky Avenue along with its adjacent streets, where it is easy to get along with the resilient, outgoing locals while you hit the night.

Furthermore, due to its geographic location, Saint-Petersburg enjoys a unique period known as White Nights, from

end May until late July with a peak on the summer solstice when it is light outside almost 24/7. Thousands of people walk around the city all night long soaking up the romantic atmosphere, watching the Neva drawbridges rising and greeting the dawn after another fancy club. The Red Sail festival is another special time; held in late June when students celebrate their graduation and a terrific show is given on the river banks.



5:53am. Neva River banks. I meet Thomas from Australia with his buddy.

“Hey, how do you like White Nights in Russia?”

“It’s awesome! It’s only our second day here.”

“What did you know about Russia, before coming?”

“Not much, you have most beautiful girls in the world...”


It is not only nightlife and museums that Saint-Petersburg can offer, there are also classy shopping spots right in the historical city center, and a tempting underworld that awaits the more intrepid. Of the underground fight club that I found through the vk.com groups, host Tema says; “We’re not crazy like the guys from a movie, we don’t burn cars and we don’t want to rule the world. We do this to change ourselves. We want to overcome our fears. But we do have these rules; if this is your first time in the club, you have to fight!”

As proud as we may be to be Peterburzhitsyi, we nevertheless like to complain and to joke about city’s weather.

At a summer camp the teacher asks; “Vova, where do you come from?”

“Saint-Petersburg”.

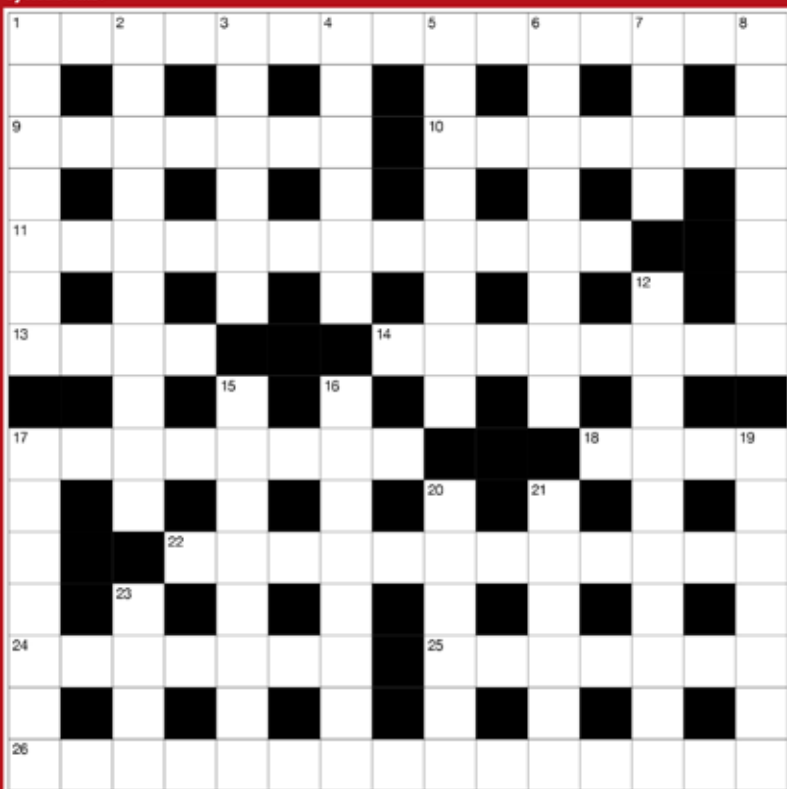
“Why are you so pale? Don’t you have summer there?”

We have, but I was sick that day”. 

The Nanjinger Cryptic Crossword

By Adam Wilkie

Solutions revealed in
our closing pages



Across

- 1 Excessively fortunate so must be false (3,4,2,2,4)
- 9 Cat ice with fifty dead skin (7)
- 10 Cunning ploy to bring encounter to conclusion (7)
- 11 Sacking, holding energy and evidence for safety against ignition (12)
- 13 Circuits but sounds like a fall from grace (4)
- 14 What to expect from news broadcast even though 100 too old (8)
- 17 Employers' strikes? (8)
- 18 Vegetable all right by artist (4)
- 22 Bursting out destroyed feel for scent (12)
- 24 Lot snag develop and you get these (7)
- 25 Dare she confesse sticks (7)
- 26 Capital fortification (3,6)

- 1 Find fault with CT scan to be diplomatic (7)
- 2 Prosecute a conglomeration far away (10)
- 3 Divert confused rodent with a hundred (6)
- 4 A demon (6)
- 5 Dog like creature up and under six for spillage (8)
- 6 Complete rage and put in peril (8)
- 7 Back engineers down and artists up (4)
- 8 Cut first wife with double energy and carry out (7)
- 12 Private matter, obscure and classified (4,6)
- 15 Sporting society and bludgoun used therein (4,4)
- 16 He makes use of the lute Iris plays (8)
- 17 Diplomat with energy discovered beneficiary (7)
- 19 Player attires appropriately (7)
- 20 Death in the war produced this memorial (6)
- 21 A maths conglomeration gives breathlessness (6)
- 23 Against, against without gas (4)

Down

CHINESE CORNER 汉语角 Hànyǔ jiǎo

In English we have two expressions for tea. One is simply tea and the other is chai. The expression used depends on the tea's origin and route of transportation. If it was imported by ship from Fujian province, where the regional dialect calls it 'dei' it is known as tea. If it came through the Silk Road from inside China, where it is called 'cha', it is pronounced as chai.

在英语中，我们有两个词可以表达茶的意思。一个是tea，另外一个则是chai。这说法是基于茶的来源和运送途径。如果茶是从福建省用船运过来的，当地人的方言把茶叫做dei，英语里变成tea。如果茶是从中国内陆运送来的，即丝绸之路，茶在那里叫做cha，所以英语发音就为chai了。

Zài Yīngyǔ zhōng, wǒmen yǒu liǎng gè cí kěyǐ biǎodá chá de yìsī. Yī gè shì Tea, líng wài yī gè shì Chai. Zhè shuōfǎ shì jīyú chá de lái yuán hé yùnsòng tújīng. Rúguǒ chá shì cóng Fújiànshěng yòng chuán yùn guò lái de, dāngdìrén de fāng yán bǎ chá jiào zuò Dei, Yīngyǔ lǐ biànchéng Tea. Rúguǒ chá shì cóng Zhōngguó nèilù yùnsòng lái de, jí Sīchóuzhìlù, chá zài nàlǐ jiàozuò cha, suǒyǐ Yīngyǔ fāyīn jiù wéi chai le.

Parcel delivery is one of the few businesses in the world, where we get the service we paid for only half of the time and we put up with it.

包裹寄送行业是一个世界上少有的几个奇葩行业之一，我们花钱却只能有一半的成功率，而且我们还对此挺高兴的。

Bāoguǒ jìsòng hángyè shì yī gè shìjiè shàng shǎoyǒu de jǐ gè qīpā hángyè zhī yī, wǒmen huā qián què zhǐ néng yǒu yībàn de chénggōnglǜ, érqiě wǒmen hái duì cǐ tǐng gāoxīng de.

I recently considered a career in logistics myself. The guy who delivered my parcel was driving an Audi.

我最近一直在考虑在物流行业里找一份工作。刚才给我投递包裹的快递员是开着奥迪走的。

Wǒ zuìjīn yīzhí zài kǎolù zài wùliú hángyè lǐ zhǎo yī fèn gōngzuò. Gāngcái gěi wǒ tóudī bāoguǒ de kuàidiyuán shì kāi zhe àodī zǒu de.

Be careful, what you put in your parcels, always remember the delivery guy will see it.

小心点，请记住你放在包裹里面的任何东西，快递员都会看到的。

Xiǎoxīn diǎn, qīng jìzhù nǐ fàngzài bāoguǒ lǐmiàn de rènhé dōngxī, kuàidiyuán dōu huì kàn dào de.

Useful little oddities from an English/Mandarin world: Logistics

By Laura Helen Schmitt

TOP OF MIND

The moment was finally here; after several months of dating she would have the chance to meet his family. For her the moment represented a final demonstration of commitment and the next step into a more serious relationship. For him it was the chance to put her under scrutiny and receive approval from family and friends who would also have the opportunity to share their opinions and even dare to suggest changes or improvements to her appearance or personality.

These frivolous opinions by people who did not really know her would be taken very seriously.

“That would be a union approved by
A COMMITTEE OF
THE INEXPERIENCED.”

By Ronald Paredes

■ *Now, you might think that this guy is a poor loser or a jerk, but the sad truth is that a very similar situation exists right now in many companies in the process of developing a creative campaign.*

It cannot be stressed enough that having committees of people approving marketing campaigns, design projects, or more specifically logos and brand development is a recipe for disaster.

More often than not designers have to suffer uncountable hours wasted on changes and modifications intended to please the requests of mothers, wives/husbands, cousins, friends or co-workers who think that this colour or that font is better. Such opinions are based on nothing but personal taste; adding ingredients to a recipe that is then ignored in complete ignorance and with disregard to brief, research, concept and several other factors implicit in the development of the project.

Many clients further complicate the process by scouting the internet for ideas and references to “what they think they want”, to end up finally by bombarding the designer with a terrible pastiche of incongruent and confusing ideas.

Then there are those who ask around for opinions with arguments such as “they are the customers so it has to please them” or “I need to make sure that people get it”, when the fact is that no logo, no matter how beautiful and well designed, will work effectively and communicate a message if not sup-

ported by appropriate strategy and commitment from the client to deliver a product of quality.

How many of us can tell what the Nike “swoosh” means? After 40 years of consistent brand building and positioning we all know what this logo represents but nobody can say with certainty what it means! Can you imagine the answers back then if Mr. Phill Knight had gone around asking his family and friends for opinions over his logo?

Nobody wants to look like an idiot without an opinion. As a consequence, and funnily enough, that same fear leads people to utter the first incongruence that comes to mind once questioned. Put all those opinions in the head of a confused client who does not really know what they are looking for or does not fully understand the intricacies of developing a creative project and hey presto; the conditions for disaster.

Before considering being involved in any kind of creative process one must first have very clear idea of what is needed, after which it is time to find a real professional with the expertise to develop it. Let them do their job and if a second opinion is really necessary at least find it in someone with appropriate experience in the field.

In the end she decided not to continue in a relationship with such a loser, a person so insecure and inconsistent that he became incapable of making his own decisions or standing up for his own opinions. ■

World Class Manufacturing 6: Quality Management

■ DEFINITION

Quality is usually defined as meeting the customers' requirements, almost ignoring the back office processes required to deliver this. Most quality work is however oriented around those processes and is a filtered version of the customers' needs; filtered from the supplier's perspective. Even though their needs change, the customer has the right to buy elsewhere if they feel you are not delivering what they want; the King's Prerogative! Manufacturers create quality standards from their perception of the customer's needs, by implementing their own checks and parameters. So how do we get this right?

STRATEGY

A Quality Strategy would usually have some elements of empowering the process owner in controlling their own quality, probably entailing physical checks on a product which can be done at the place of work. More involved checks, eg: microbiological or material analysis may need to be conducted elsewhere, due to the specialist knowledge required, but should nevertheless generate a report or certification that is passed on to the process owner. The final responsibility in deciding whether a product should be released should always rest with the process owner.

The overarching strategy for a World Class company is to establish Quality at Source, which drives cost out of the supply chain. Once these elements are in place, then a serious drive towards Zero Defects is possible.

IMPLEMENTATION

In order to deliver what the customer needs, the operator must understand these and the customer characteristics will vary depending on where they are in the supply chain. An internal warehouse customer needs clear barcodes on the pallet, whereas the retail customer needs a product which presents itself well when placed on the shelf.

Once these characteristics are known they must be translated into measures which show whether the product is acceptable or not. The higher the level of automation, the lower the human error will be here.

The measure will also tell you when corrective action is needed. Root cause analysis is needed to eliminate and prevent recurrence.

WHY DO THIS?

By driving quality in this direction, the reduction in rejects will generate savings by eliminating rework and increasing capacity to produce good quality first time, every time. Operator morale improves as his efforts are recognised. As costs reduce this should drive market share, if the benefits are passed up to the customer.

However, many quality initiatives do not deliver the benefits trumpeted. This is usually due the stand alone initiative, but if delivered along with other improvements under the WCM or TPM banner, then a higher chance of success has been recorded. This implies a holistic approach requiring other elements of the organisation to be involved.

Also let all the players be involved; operators can talk to the customers along the supply chain so they hear what they need and can relate that to what they do at the workstation. VoC (Voice of Customer) is paramount but must be gathered in a structured way. Senior leaders must be involved and not compromise quality when the pressure is on to produce higher volumes.

The Japanese led the way under the banner of Total Quality Management, after learning from the Americans, Deming & Juran, and this has now been accepted as a model to follow if you want to play at world class levels. **WJ**

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Trailing Spouse

Surviving Office Politics

By Rachel Skeels

In all walks of life most people at some point in their lives will encounter working in an office and it is a fact of life that offices nest a home of gossip, envy and politics in cities all over the world. Although you may be experienced in how the usual problems play out, think again if you are considering the route of any office work whilst in China.

Whether you want to fit in or not, you may often feel like an “outsider” at the best of times. We have all been there standing in-line at the immigration counter with “alien” stamped on our heads; although we can initially laugh it off as a funny mistranslation it is only later that you feel it was by no means a mistake. I guess we can all shrug off the daily niggling “hellos” and stares but when it comes down to the workplace how do we survive the politics that come with every female orientated office? As a design professional, most of my working life has been surrounded with the fairer sex and whilst office politics certainly exist in every country, it seems somewhat more complex right here in the Far East! Female working relationships are not only complex but they are a minefield of extreme jealousy and raging hormones, which makes office work a very unfriendly and frustrating place to be.

Three years ago I started a new job role in Shanghai as a design product manager and was asked to oversee and pull a somewhat dying office back into gear; one lady had a clear dislike for me from the onset, which I truly believe was due to

the fact that I was one year younger than her, despite my credible qualifications and years of industry experience.

Due to that fact that I was new in Shanghai and I was the only foreigner in my office I tried my best to fit in, which as a manager is always challenging, but using the foreign approach of mixing managerial head with friendly did not work. I had to be aggressive to be respected; not something for which I was prepared, plus it is not really in-built to my personality to be rude and hostile. Despite my best efforts I was excluded from any social activity such as ordering milk teas to the office, even though I clearly understood what everyone was talking about. I cannot say it did not hurt to be excluded but since I was not the only authoritative figure in the office I could not help but feel it was more personal, not to mention my hefty salary compared to her disappointingly low pay packet.

After a year of extreme hostility and conflicts I decided to leave; it was not worth the tension and bad feelings. As a sensitive individual it did teach me to toughen up and grow thicker skin, not to mention how to survive working in a Chinese office. Moving back to Nanjing I have to agree that women here are not so highly strung or envious, but the green eyed secretary does lurk around every corner and it is something of which you need to be aware. You may feel like your office is a friendly haven, but I can assure you that there will definitely be some tension boxed away. **N**



Guide

*With the help of friends and personal accounts from total strangers
I have conjured up a guide to help you survive the inevitable office hatred!*

1 Always be friendly and polite and of course show everyone respect. When it comes to talking about personal issues, try to reveal as little as possible, remember these are not friends, and the less ammunition you give them to fire behind your back the better.

2 Never ever reveal your salary or how much rent you pay; you will come under scrutiny no matter what you say.

3 Stay away from office gossip, ignore it and never have an opinion; it will only come back later to bite you in the ass!

4 Be professional at all times; whilst some co-workers will tell you to leave work early or take a longer lunch break, they do not usually mean it and you will most certainly segregate you for doing so. You will also be expected to play the lazy foreigner and sometimes they will lose respect for you if you work too hard! Actually it is a no win situation however you play this one, so as long as you know you have done everything you can then you will likely be fine.

5 Keep a good relationship with your boss. However, do not be over-friendly, especially in front of others; they will become extremely jealous.

6 Limit the amount of Chinese you speak. I have found people like to show off their English so just flatter them with it and try not to correct silly grammatical mistakes, especially in front of others.

7 Whatever tensions you may have with certain colleagues always help them out to save face; this may be the one and only way to finally get them on your side.

8 Try to give ideas or suggestions directly to your sub-ordinates; that way your colleagues will not feel too intimidated.

9 At the end of the day be yourself; that way you will really find out who you want to spend more time with as they will accept you for who you are. I have tried to avoid Starbucks and McDonalds for the fear of been ostracized but I've found it happens regardless. You will ultimately be judged, expected to dislike Chinese food and only diet on hamburgers and coffee, so you may as well indulge in them every now and again.

Remember that of course there is always an exception to every rule and you will meet some very lovely co-workers; just keep your wits about you.

previews & reviews



Restaurant Review

Kagetsu

Lifestyle Japanese dining comes to Nanjing

By Frank Hossack

■ Cynics will have you that there is not a brick in 1912 that was around in the year after which the area was more recently named. Not quite so. With a facade along Taiping Bei Lu, Kagetsu occupies a Republican era (1912-1949) building of some note; its architectural designs can be found in the Nanjing City Planning Records Office.

The product of a four man culinary cartel that cut its teeth in Shanghai's Pudong district with Thai and Italian restaurants, Kagetsu threw open its refurbished doors on 8th March. Downstairs one will find the typical Japanese arrangement that comprises tabled area offset with a dining bar providing for those lonesome souls. The second floor offers Chinese style banquet rooms, but if one finds such a little too imposing, head upstairs where more intimate Japanese private dining rooms are to be found, of which the highlight is undoubtedly one that opens out to a third floor balcony overlooking 1912 and Taiping Bei Lu.

While my companions were tucking in to their Salmon stomach (the only place to offer such in Nanjing), my eyes were

firmly on the meat. Each diner is provided with their own personal hot plate on which to cook succulent cuts from Australia, the US as well as Japan and China. Herein lie the problem; dubbed a lifestyle dining experience (a filtration system has been installed so that patrons may observe ingredients being safely washed under the tap), Kagetsu serves up service that is second to none in a stylish innovative environment (even the bidet is electronic) in which exquisite culinary presentations unfortunately relegate taste into second place.

With two Japanese staff on hand (chef and consultant), partner Yan Dong is aware of the competition that lies not far away. Yet he admits the opportunity to open Kagetsu was too tempting to refuse; "Firstly, I had lived in Japan for 20 years, and secondly I simply love the food so much!"

Such devotion is undoubtedly a good sign for Kagetsu's long term trade. In the meantime however; less lifestyle, more taste, as soon as you like, please.

Kagetsu is located inside 1912 at 62 Taiping Bei Lu (太平北路62号 1912街区内)

Tel: 86625577

Online Shopping Review

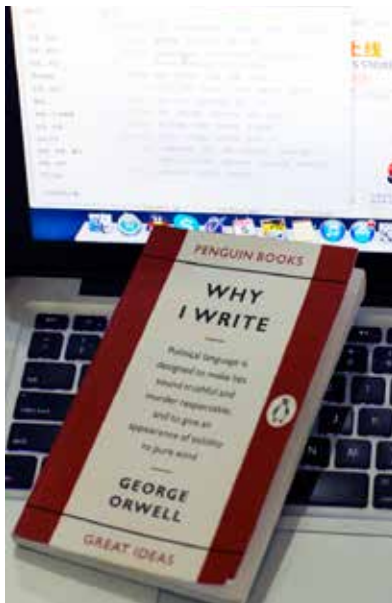
George Orwell

A New Friend Who Brings You Old Friends

By Doug Hughes

■ This year will mark the 110th birthday of Eric Arthur Blair, a British author better known by the pen name George Orwell. Though Orwell died in 1950, only a few months after the founding of The Peoples Republic, references to his works and ideas are still regularly inserted in discussions about China. Most recently, a quote from his essay Politics and The English Language (1949) appeared in an online debate about the writings of Mo Yan, the Chinese author who received the 2012 Nobel Prize in Literature. "But if thought can corrupt language, language can also corrupt thought." Intrigued, and having never read any of his essays, I decided to see if I could purchase a volume of them online here in Nanjing. This experience provided me with two useful discoveries.

Tracking down Orwell's Why I Write took all of 2.6 seconds on Amazon.cn. It only took a further 24 hours for my order to arrive at my front door, paid for cash on delivery. This seamless transaction provided two simple but important realisations for a still tabletless reader such as myself. First, gone are my days of crosstown taxi rides to rummage about in the Foreign Lan-



guage Bookstore for anything more appealing than Aristotle and Dickens. Second, the Amazon delivery man with his over stacked electric scooter and carefully balanced packages is, quite simply, awesome. He handed me a plastic envelope while unholstering his wi-fi credit card machine, quickly swiped my China Construction Bank card, and drove off into the sunset. This unexpected pleasure of discovering the new ease with which one can now purchase English language books in China was followed quickly by another.

When reading *Why I Write*, I was reminded why *1984* and *Animal Farm* first attracted me. These are all works filled with thought-provoking ideas written down in plain English. Though few could match Orwell's intellect, his writings did not target an audience of academics. He chose, instead, to focus his energy on contributing to public discourse, both in his own time and, unbeknownst to him, in ours as well. This volume's 120 pages contain succinct expositions touching on subjects from the death penalty to the socialist economic system. The author's two best-known novels are similar in nature; well-crafted food for public thought. 110 years after Eric Arthur Blair was born, I have finally realized I should go back and see what else he had to say.

Music Review Johnny Marr The Messenger

By Frank Hossack



■ For just over 25 years we have lived in a world without The Smiths, for many the most influential British band of the 1980s. For the rest of us, planet Earth is a better place without this largely repelling quartet; brooding lyrics ripped from singer Morrissey's diary being little more than pretentious rotten eggs. Sustaining and nourishing the depression was guitarist Johnny Marr; his ringing rhythm patterns and fleet arrangements the

glue holding together otherwise incurably tuneless music.

Perhaps it has taken a quarter of a century for Marr to feel ready to emerge from The Smiths' legacy, or perhaps he was just in the rehearsal room a lot; on "The Messenger" he not only writes all the music (as he did with The Smiths), but has also penned the lyrics and stepped up to the mic.

With his first solo outing Mr. Marr also reveals a deeper, philosophical self that perhaps was previously hid under Morrissey's cries of "Meat is Murder"; Marr sings instead of the disconnect between man and technology through lyrics that are both abstract and enigmatic.

Admirable as such first efforts are, Marr's pluck remains as the centre of interest. A consummate professional and student of the guitar from his early teens, it was the Rickenbacker 330 that became associated with Marr due to the "jangly" sound to which The Smiths gave birth. Now, the man earlier this year awarded Godlike genius by NME, plays a Fender Jaguar on "the Messenger". The distinctively restrained style and sound for which Marr has always been known now occupies the same front of house as power guitar solos, an area of expertise new to Marr, but a spotlight in which he now appears to feel confident.

The Messenger marks the first of what Marr promises us will be at least three solo efforts. He certainly has not lost his touch; playing together in New York last December, J. Mascis of Dinosaur Jr. described Marr's way around the fret board as "very cool, English and new". Not 'alf.

Event Review

Nanjing International School International Day

International Festival, Multi-culture Spirit

By Jinghong Chen

■ On 23rd March, Nanjing International School held its annual International Day fair, with a series of events, including an exposition and theatrical performances, that attracted over 1,500 visitors to join its multi-cultural spirit.

Nineteen booths showed off the cultural offerings of 24 countries, including the USA, China, Canada, Germany, India and Mexico. With a “passport” tinted in green, one could wander among the booths to enjoy alien charms, typical food and colourful activities.

Organisers worked since November to prepare for the festival. Each country chose its own theme and designed its individual way of presenting.

Australia’s focus this year was the beach, with an marine-themed booth embellished with aquatic-shaped streamers. “We have been planning for this for a long time. And some decorations and flags are even brought back to China from our hometown during the Christmas holidays,” one of the organisers said. The elaborate activity of jellyfish drawing also drew a number of children.

China, as the host, shared the four great inventions of its ancient history with visitors. Most organisers are parents of local students; they put in much effort, with regular meetings and discussions. The most arresting part of their exhibition; an antique alumen plate used for printing and made in the Ming or Qing Dynasty, was contributed by a Chinese parent.

Some booths also took up collections for children lacking homes or care, such as the “Ray of Light Cambodia” charity to help orphans in that country.

As the exhibition went on throughout the afternoon, there were a number of live performances in the theatre, presented by NIS students and parents. The shows, including a traditional fashion show, dances and ballads, a combo of different forms, displayed a wonderful mixture of varied countries and cultures. The American performance welded multi-culture into an organic whole, including poems, varied and group dances consistent with its theme “Multicultural America.”

Organisers said the goal of the event was to build a sense of community within the school as well as outside. They seemed to have fulfilled that goal, attracting people from the NIS community and outside to share in the mix of cultures.

One visitor, Mr. Wu, father of a two-and-a-half-year-old child, sounded pleased. “We enjoy a lot. Though my kid has not been in school, this festival reminds me to start a multicultural education for her in the future.”









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NU Sheraton Nanjing Kingsley

金丝利喜来登酒店

169 Hanzhong Lu

汉中中路169号

86668888

One of Nanjing's oldest five star hotels. In its downtown location, amenities include fitness center, baby sitting and butler service plus car rentals and much more.

NU InterContinental Hotel

紫峰洲际酒店

1 Zhongyang Lu, Zifeng Tower

中央路1号紫峰大厦鼓楼区

83538888

www.intercontinental.com

A grand statement from InterContinental, found in the 450 metre high Zifeng Tower; the tallest building in Nanjing.

NU Sofitel Galaxy

南京索菲特银河大酒店

1 Shanxi Lu

山西路1号

83718888

www.sofitel.com

resoff@sofitelnanjing.com

The accommodation of choice for many visitors coming to Nanjing, along with all French dignitaries.

NU Sofitel Zhongshan Golf Resort

钟山索菲特高尔夫度假酒店

9 Huanling Lu

环陵路9号

85408888

www.sofitel.com

reservation@sofitelnanjing.com

Preferred spot for Nanjing's rich and famous to play a round or two.

NU Jinling Hotel

金陵饭店

2 Hanzhong Lu

汉中中路2号

84722888

A landmark hotel with numerous top notch restaurants plus train ticket purchase counter.

NU Hilton Nanjing Riverside

南京世茂滨江希尔顿酒店

1 Huaibin Lu (cross of Qinhuai and Yangtze Rivers)

下关区淮滨路1号(近秦淮河和扬子江交汇处)

83158888

nanjingriverside.hilton.com

nanjingriverside.info@hilton.com

Modern in-room technology plus extensive meeting, conference and recreation facilities. Many rooms have balconies overlooking the Yangtze.

NU Nanjing Sunflower International

Youth Hostel

南京瞻园国际青年旅社

80 Zhanyuan Lu (Fuzimiao west gate)

瞻园路80号, 在夫子庙西门的附近

52266858 / 66850566

www.nanjingyha.com

A popular youth hostel that includes free pool, DVDs, cable TV, foosball, wifi, travel info, English menu and English speaking staff.

Resorts

NU Kayumanis Private Villas & Spa

南京香樟华莘温泉度假别墅

Xiangzhang Hua Ping, Sizhuang Village,

Tangshan

江宁区汤山镇寺庄村

84107777

www.kayumanis.com

nanjing@kayumanis.com

High end private villa with refreshing natural hot spring and mountain view.

Regalia Resort & Spa (Qinhuai River)

御庭精品酒店 (秦淮河)

E5, No 388, Yingting Jie (inside Chenguang 1865

Technology Park)

应天大街388号 (晨光1865科技创意产业园) 第E5幢

51885688

www.regalia.com.cn

A Thai style spa offering a holistic approach to rejuvenation and relaxation, exuding serenity, peace and solitude.

Tangshan Easpring Hot Spring Resort

汤山颐尚温泉度假村

8 Wenquan Lu, Tangshan, Jiangning

汤山镇温泉路8号

51190666

A leisure hotel in Tangshan offering different types of bathing.

Museums

Nanjing Massacre Museum

侵华日军南京大屠杀遇难同胞纪念馆

418 Shuiximen Jie

水西门大街428号

86612230 / 86610931

Hours: Tue - Sun from 8:30 to 16:30

Located on a former execution ground and mass burial place of the Nanjing Massacre. Admission is free.

Rabe House 拉贝故居

1 Xiaofenqiao, Guangzhou Lu

小粉桥1号

Tuesday - Sunday from 8:30 to 16:30

The former home of the German Industrialist who saved thousands of Nanjing people in 1937 during which time the house served as a refugee shelter.

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

Visitors can observe professionals working on wooden looms making the finest brocade on earth. Hand made and machine made fabric plus finished items also available for purchase.

City Wall Museum 南京明城墙遗址博物馆

8 Jiefang Men 解放门8号

83608359

Long-gone city gates, maps and a full-scale model of the walled city. Captions in Chinese.

Nanjing Municipal Museum (Chaotian Palace)

南京市博物馆

Mochou Lu 南京市白下区莫愁路朝天宫内

World class museum presenting ancient pottery and earthenware, calligraphy, clothing, jade, golden buddahs and so on.

Nanjing Science Museum 南京科技馆

9 Zijinghua Lu, Yuhua District

雨花台区紫荆花路9号

58076158

Hands-on fun and learning for kids. IMAX Cinema.

Parks

Qingliangshan Park 清凉山公园

Guangzhou Lu, near Huju Lu

广州路西端

A quiet park, once home to Chinese artists, that offers calligraphy and stone museums, as well as an art gallery and pottery studio open to the public.

Zixia Lake 紫霞湖

A mountain fed lake in which you can swim. Exercise with care; a number of deaths occur each year as a result of cramp brought on by cold currents flowing into the lake from deep inside the mountain.

Mochou Lake Park 莫愁湖公园

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

Dulwich College Suzhou

苏州德威英国国际学校
360 Gang Tian Road, Suzhou Industrial Park,
Suzhou
江苏省苏州市工业园区港田路360号
(0512) 6295 9500

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科技合作协会
7-3 Dabel 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

Language Training

New Concept Mandarin

新概念汉语
3302, Block A, New Century Plaza, 288 Zhongshan 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@afchina.org
Offers a large selection of French-Chinese language 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 locally-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 conversational 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 Dabel 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 Taiping 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 hangings 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 colourful 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(南京南湾对面)
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, 五台山体育场
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

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

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

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, 2

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 Yingting 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

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

Lukou Town, Jiangning District

江宁区禄口镇

968890 / 52480499

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 Yingting 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 Zhongyangmen Coach Terminal

南京中央门长途汽车总站

1 Jianning Lu

建宁路1号

85531288

Property Services

Nanjing Houses

15150698134

www.nanjinghouses.com

info@nanjinghouses.com

Provides a unique to the industry process of pre-screening options in order to save time and energy while looking for an apartment or villa.

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号星汉大厦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.

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 plus departure and destination services.

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 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.cmchina.com

Supplies multinationals, 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

观音会南京韩人佛教会

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
南京市白下区汉中南路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, portrait and more.

Miscellaneous

Wow-Super A Translation Service

南京领域翻译有限公司
Rm 4004, F40, Tian'an International Building
南京市新街口天安国际40楼4004室
4006969469
www.wowtran.com
service@notary-trans.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 Nanxun 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 Yingting 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馆
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 Dashiqiao, 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 Theatre 兰苑剧场

4 Chaotian Gong 朝天宫4号

84469284

Live performance of Kunqu opera.

Beauty

Franck Provost Hair Salon

梵珀巴黎法式发艺

F322 Deji Plaza Phase 2
中山路18号德基广场二期F322店铺
86777366

Wan Yan Shi Beauty Salon

完颜氏美容沙龙

Room 108, Building 2, 9 Wenfan Lu
文苑路9号2幢108室
85791042

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.

Keziguli 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

食正坊咖啡店

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 Vindaloos 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.

Kagetsu

嘉月

62 Taiping Bei Lu, 1912

太平南路62号 1912街区

86625577

A lifestyle oriented dining experience with a focus on creative cuisine. Balcony affords views over 1912.

Taiyō Teppanyaki 大渔铁板

57 Zhongshan Lu

中山路57号

84729518

All you can eat and drink special offer includes sushi, sashimi, sake, beer, and everything on the menu. Two more locations in 1912 and near to Xuanwu Gate.

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, Shuimuqinhui, 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 specialties 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.jimmy'snj.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.

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楼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 Xijiekou 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 stop 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.

NU Bellini Italian Bar & Restaurant

贝丽妮意式餐厅
1-106, 9 Wenfan Lu, Xianlin
仙林大学城文范路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.

NU 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.

NU Blue Marlin

蓝枪鱼音乐餐厅
8 Changjiang Hou Jie, 1912
南京市玄武区长江后街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.

NU 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!

NU Talking, Talking 2, Talking 3, Talking 3

对话餐厅
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.

NU 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.

NU Ciao Italia

你如意大利
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.

NU Pisa Pizza

比萨斜塔意式西餐
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.

NU Friends

老友记意式西餐酒吧
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.

NU 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!

Enzo

8-3 Changjiang Hou Jie
南京市长江后街8-3号
3789898
With more of the latest in over-the-top nightclub entertainment, Enzo also has access to many of the big names in entertainment, for example Paul Oakenfold playing on 9th May, 2013.

Bakery & Café

NU 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.

NU 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.

NU 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.

NU 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.

NU 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.

NJX THE NANJINGER CLASSIFIEDS

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

Advertisements are edited for the purposes of format and length only. Errors in spelling, grammar or punctuation are the responsibility of the author

Jobs - Positions Vacant

■ Part time teachers for Corporate Training

Who are we?

We are specialized in corporate training, our services range from teaching basic English to teaching soft skills.

What are we looking for?

We are looking for part time teachers with following traits.

- Dedicated, punctual and responsible.
- Flexible and willing to follow a teaching system
- At least two year teaching experience with adults. (a teaching certificate is preferable).
- Teachers can work in evenings and late afternoons.

What are we not looking for?

- Bag packers and drifters.
- Teachers with casual attitude towards teaching.
- Teachers who are not willing to follow a system.

What do we offer?

We offer at least 150 yuan per hour.

Email: kimzee612@yahoo.com / cameron@grandedu.com.cn

Phone: 15951994628

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

■ Looking for English Teacher (Native Speakers Only)

Hi, everyone. We are New Channel School, we are looking for a Native English Teacher now. We offer one year contract, 9500RMB per month. Work Permit, 80 teaching hours per month, you will get 120-130rmb per hour if you work more than 80 hours. there is no office hour, you can leave the school whenever you finish your classes. the air allowance is offered, 6000rmb. Our school is nearby the subway station DA XING GONG. Phone: 13605162255

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

■ Work place close to Shanghai: Kunshan city needs U

Salary: 8000 yuan per month

Welfare: 3000 yuan for airfare for half a year; 2000 yuan for housing

Students: 10-50 years old

Work time: 25 hours per week ; 15 office hours; two-day weekend

Working city: Kunshan city, Jiangsu province

Start time: Apr, 2013 and Working visa covered

Requirement: native english speaker with BA, 2 years experience

Email: chinesejob001@163.com

Phone: 027-87415963

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

■ Wanted: Actors for Sitcom

Are you an expat living in Nanjing? Do you have something to say about it? We are filming an independent TV series that portrays the lives of expats in Nanjing and makes you laugh. The series is a sitcom that focuses on the lives of a few lead characters living in Nanjing and is seen through the expats' eyes.

The show will be released on IPTV Jiangsu, longhoo.net, and Youku. Do you have a passion for acting? Please join us! No professional experience required—just talent.

Email: intheoffing@hotmail.com

Phone: 18952049773

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

■ Leaving Nanjing? Your Ayee needs a steady new job?

Full time Ayee needed 5.5 days per week for British/Chinese family of 2 people and 2 cats, in Xianlin Area. No childcare duties. Cleaning, tidying, laundry in one apartment and one office in an adjoining compound. We are permanently located in Nanjing so this is a long term prospect for a suitably thorough and efficient Ayee with a sunny disposition.

Email: ghayden@searchassociates.com

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

■ It's Nanjing now that needs European or American

Salary: 8000-10000 yuan per month; if you have experience, that will be 10000-12000 yuan / Students: 3-14 years old / Work time: 20 hours per week ; office hour; two days off / Working city: Nanjing city, Jiangsu province / Start time: ASAP and Working visa covered / Requirement: native english speaker with BA and Teaching certificate

Email: chinesejob001@163.com

Phone: 027-87415963

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

Jobseekers

■ Psychological Counselling/Testing

I will be in NJ for a couple of weeks, and have a few session times available for private consultancy available for anyone wishing to talk with me. Specialising in child psychology, intelligence, and/or adult mid-life crisis/adaptation management. Professional testing also available. Discreet and confidential, retired British professor resident in NJ/HK. English speaking clients accepted only.

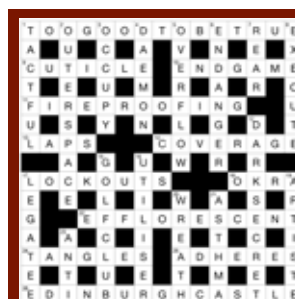
For full advertisement text, visit: www.nanjingexpat.com

For Sale

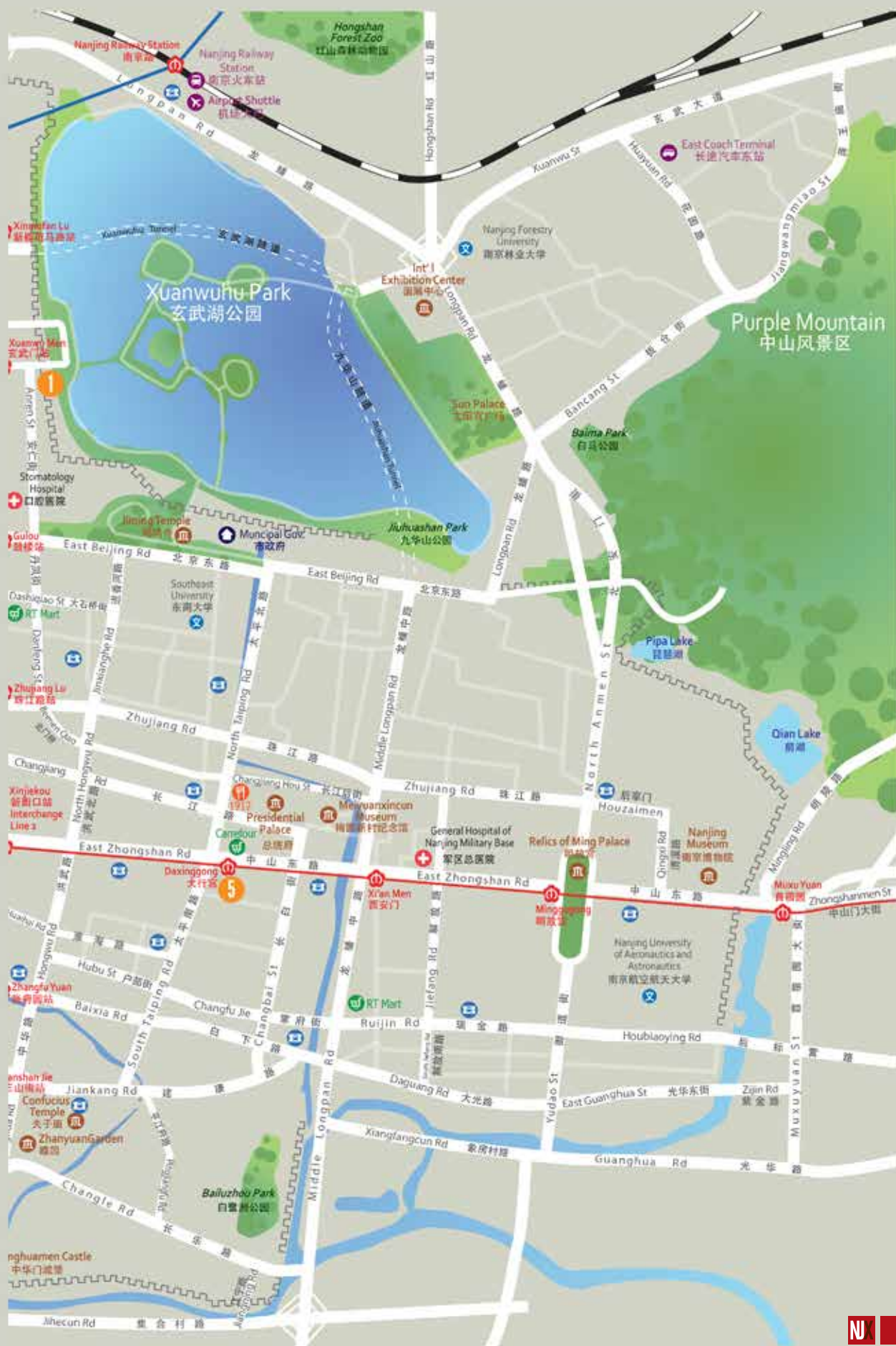
■ 78 km/hr E-Bike For Sale

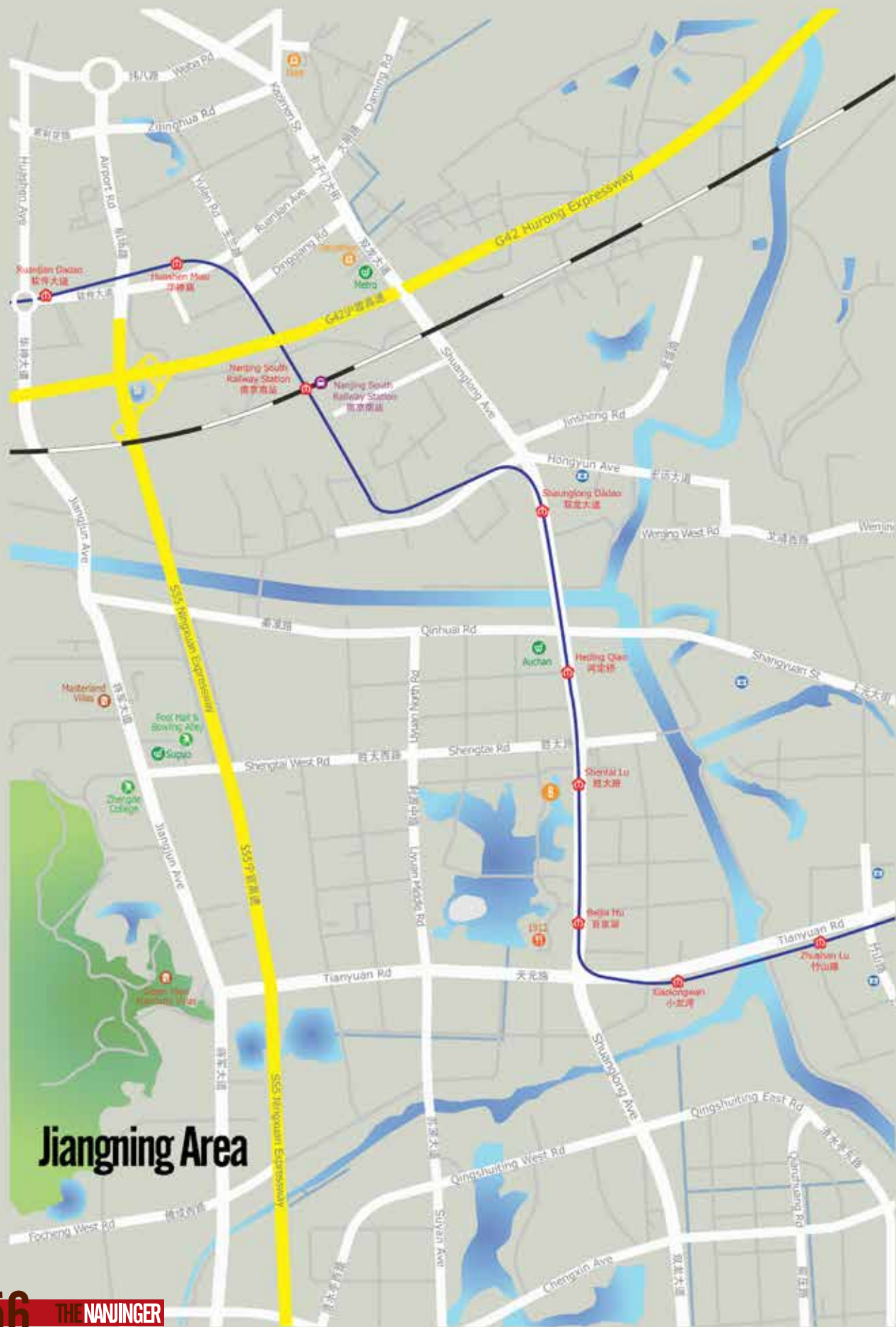
I have a three month old E-bike which is the Ferrari of E-bikes in China. With a speed of over 78 km/hr and the pick-up of a 30 cc gas powered bike, you will rule the streets of Nanjing! This bike comes with three power settings: 500W/800W/1200W. With its 60 volt power supply you will be able to ride anywhere in Nanjing, all day on just one overnight charge. Easily go with the flow of car traffic or burn up the bike lanes with the sports car of E-bikes. I can meet you somewhere for a test drive. Sorry, no payment plans, cash only. New this bike costs 4200 rmb, I will sacrifice it for 3600 rmb or OBO. I finally got a plate for my motorcycle and now I do not need the E-bike. Phone: 15261467212

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

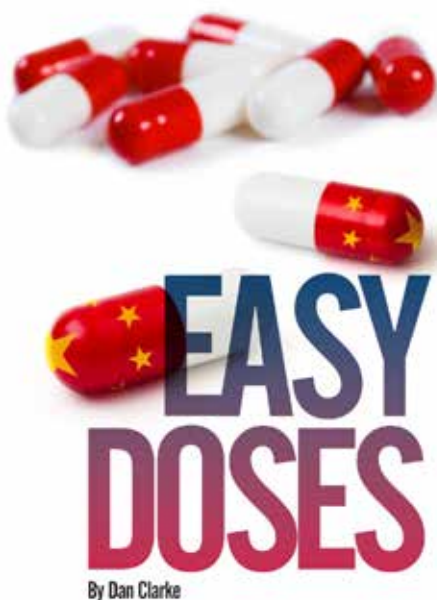


The Nanjinger
Cryptic
Crossword
Answers





Jiangning Area



Stepping Back

This may seem a little bit selfish to some people, but sometimes you have to be more concerned with yourself than others. Only sometimes though.

When you are working with someone, dealing with a spouse, child, partner or friend, they will want to do something that you know or think is not very good. Your co-worker may want to do something that is not as efficient as your way, your spouse may want to buy something that you do not need, your child could want to do something really “cool” or your friend may be making a bad move in a relationship. You know it is going to end badly, but they are very insistent. What do you? In most cases you should step back and wish them luck.

When to Step Aside

A few times you may want to put your foot down. If the co-worker will get fired for doing something, spell it out for them in no uncertain terms, especially if you may be caught in the crossfire. For children make sure it is something that will not hurt them, or lock them in their room until you can get it through their heads why something is very dangerous. But for the most part, as long as it will not end in firings, debt, or

blood, better to not spend all day arguing about something.

How to Step Back Gracefully

First when someone is insisting their way is best, try to explain in calm terms why they are wrong. Have a friendly debate about the pros and cons, and keep an open mind; maybe they are right.

If you cannot convince them, tell them you think they are making a mistake. Do not say they are making a mistake, just that you think they are, but that will not stop them. If you can, keep watch on how things are going, and offer them a bit of support if you can. If you cannot, then simply wait for it all to end and find out what happened.


When they have tried their way, where it succeeded, smile, congratulate them and admit you were wrong. You will look good admitting they were right, and if you kept calm and helped out a little bit when asked, they will probably be pleased that you respected them enough to stay out of the way.

If it failed, do not say I told you so; it looks petty. Just offer to help them do it the right way, and offer them a shoulder to cry on.

Why Step Back

You should step back because if the other person is certain they are right, nothing you say will work. By arguing you will just make yourself and them angry, which damages relationships and adds to your stress.

As long as their decisions do not cause you real hardship, there is no reason to argue. If your husband wants to buy a car and you do not have the money, that is when you argue. If a co-worker will do something that could get you fired, that is when you argue. If your child thinks that a flower tattoo on their cheek is great, that is when you argue. But if your wife uses her own personal money to buy a nice purse, it does not matter if she has five perfectly good purses in the closet. So don't argue.

You cannot always have your own way, and you are not always right. By stepping back and letting people do what they think is right, you are treating them like they are adults and relieving your own stress. 



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