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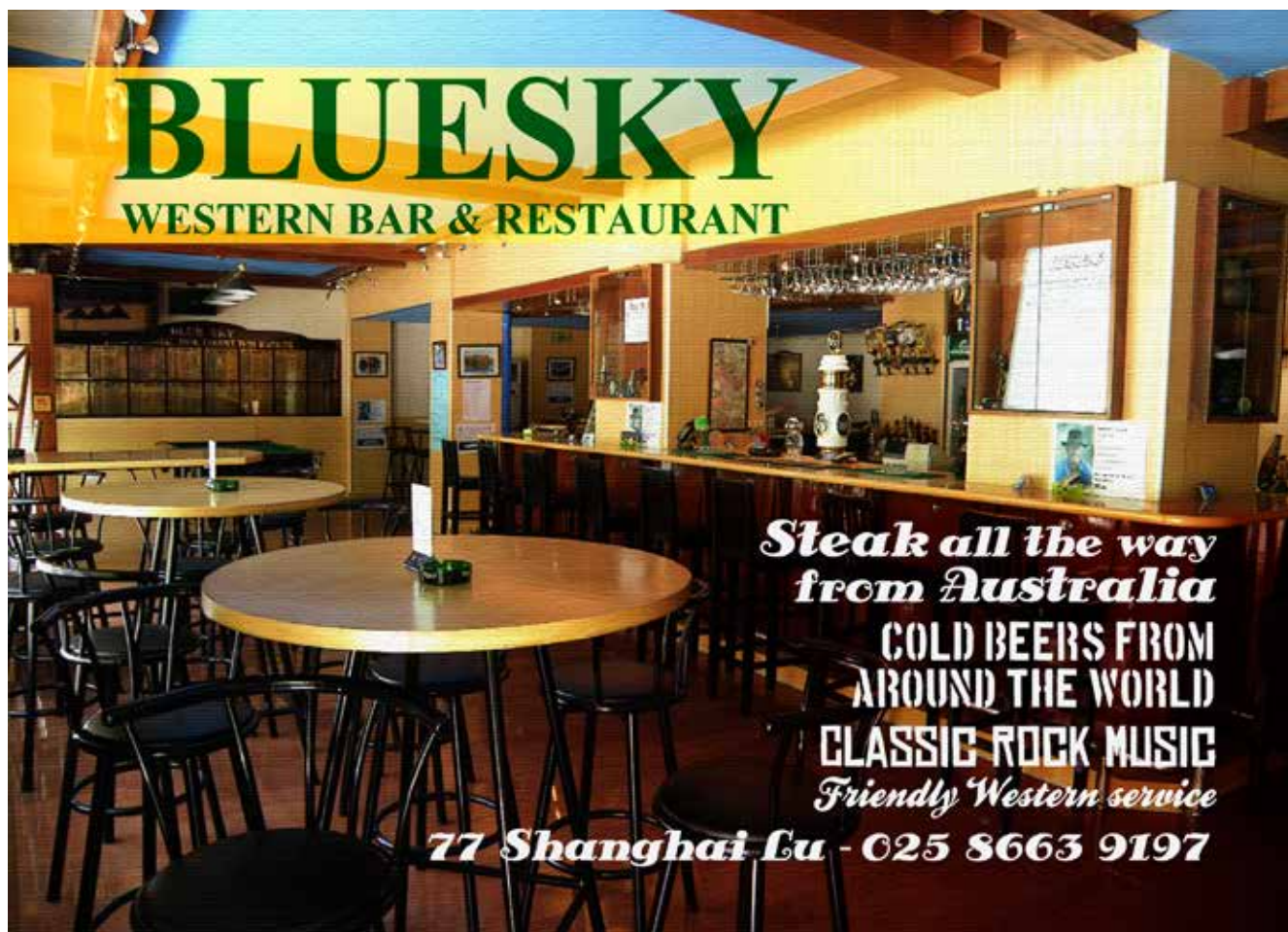
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dirty socks everyday, and to
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something else to do.

This I promise you from
this day forward
until death do
us part."

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Welcome
to weddings
from The Nanjinger

THE NANJINGER

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The Nanjinger is a publication of Nanjing Expat
Operated by SinoConnexion Ltd.
运营管理:南京贺福文化传媒有限公司
Editor-in-Chief: Frank Hossack
PR / Marketing Manager: Jeremy Liu
Deputy Sub-editor: Doug Hughes
Creative Director: Ronald Paredes
Graphic Designer: Sasha Zhang

Contributors:
Adam Wilkie, Dan Clarke, Elsie Xu, Jochen Schultz,
Laura Helen Schmitt, Megan Fisher, Parsley Li, Rick Staff,
Thomas Hale, Yolanda Lu.

Graphic Design:
VOZ Design / www.vozdesign.com
Publication Consultants:
Life Magazine Korean Information
Legal Consultant:
Ma Haipeng

The Nanjinger - Nanjing Expat
Volume #3 Issue #1 - Weddings
October 2012
Nanjing City
Jiangsu Province
China

Licence number
VOLUME #3 / ISSUE #1 / Oct 2012
南京权安 广告 苏印证: 2012-0043
Printing Date: 5th October, 2012
Publication Date: 10th October, 2012
Printer: Chunyang Printing Factory, Wuxi



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General Enquiries & Advertising: (025) 84718617
English/英文: +86 13851522275
Chinese/中文: +86 15050527655
Content or feedback: content@nanjingexpat.com
Sales: sales@nanjingexpat.com
Classifieds: classifieds@nanjingexpat.com

Introducing some of our contributors, writers and editors

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，他还是克兰菲尔德的工商管理硕士，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。

Dan Clarke has spent the last five years teaching public speaking and dealing with Western culture to university and adult students. In his spare time he works as a freelance writer online, and has started his own life coaching business helping people all around the world.

最近之五年来，Dan Clarke教大学生与成年人演说以及了解西方文化。此外，他使用业余时间当网络作者，也创立了生命教练公司，给予来自世界各个国家的人服务。

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 25 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25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。

The Gavel

LEGAL NOTES FROM THE NANJINGER
IN ASSOCIATION WITH PICOZZI & MORIGI LAW FIRM



CHINESE CAPITAL INVESTMENT REGULATIONS ENCOURAGE SETTING UP SHOP ABROAD

■ As long ago as May 2010, the State Council issued the Opinions on Encouraging and Guiding the Healthy Development of Private Investment (Guo Fa [2010] No.13) to encourage private capital investment abroad. In order to facilitate overseas investments and simplify foreign exchange control policies for outbound investment by Chinese enterprises, the PRC State Administration of Foreign Exchange (SAFE) released the Circular of State Administration of Foreign Exchange on Issues concerning Foreign Exchange Control in Relation to Encouraging and Guiding the Healthy Development of Private Investment (Hui Fa [2012] No.33) (the “Circular”). Now, a new Circular simplifies the regulation processes for the remittance of foreign direct investment capital as well as offshore loans granted by domestic enterprises and relaxes the administration of external security provided by individuals. The Circular promulgated by SAFE came into force on 1st July, 2012 with the following provisions.

SIMPLIFY THE MANAGEMENT OF OVERSEAS DIRECT INVESTMENT FUNDS

Before this Circular was issued, domestic enterprises were required to register outbound investment reduction or the withdrawal of such outbound investment before they could remit any funds back to China. Now, such direct investment funds, as defined by the difference between the domestic enterprise’s total investment and its registered capital, may be remitted back to domestic territories without registration of capital reduction or divestment as long as such funds have been registered with the local foreign exchange bureau.

REMOVAL OF RESTRICTIONS ON FUNDING OF OUTBOUND LENDING

The new Circular has also removed the verification requirements for purchasing foreign currency to be used for outbound lending and fund repatriation from overseas. After the completion of the relevant registration formalities, domestic enterprises may receive or make payments through a special account for offshore loans opened with the bank having foreign exchange business. These loans must be within the offshore loan quota approved by SAFE.

PERMISSION OF PROVIDING EXTERNAL SECURITY BY INDIVIDUALS

In the past, individuals were not permitted to provide financial assurances on behalf of a foreign entity. However, under the new Circular, an individual in China may act as co-guarantor with a Chinese company to provide a guarantee, a mortgage, a pledge, or other legitimate means permitted under the PRC Security Law connected to financing provided by a foreign lender to an offshore company. However, the individual is only allowed to do so if an external guarantee is also provided by a Chinese company. In other words, foreign lenders now require the individual owners of private companies to provide security for the loans taken out by offshore enterprises.

Such individuals must entrust the domestic enterprise providing the corporate external guarantees with applying for the individual external security at the company’s local bureau of SAFE. If SAFE approves the external security provided by said Chinese company, SAFE may register the individual external guarantee together with the external security provided by the company. Meanwhile, SAFE will not verify the terms of the individual security, such as the qualifications of the individual, the manner of security, or the scope of the secured assets. 📄



The Wedding Planner

By Frank Hossack

● There are currently in excess of 12 million weddings a year in China. While no one knows for sure, it is likely that these together generate in the region of half a trillion renminbi. If so, the Chinese wedding industry has surpassed even that of the USA. For as brides to be in many other countries seek ways to economize on their big day, behind the Great Wall it is all about having it, and flaunting it.

One reason for the wedding industry's explosive growth of late stems from the government's decision to remove restrictions on locations where weddings could be staged. The Nanjinger was recently invited to the distinctly surreal "Wedding Show" held at Fraser Suites, in which fresh from his performance a magician got down on one knee and proposed to his bride to be (it appeared real), one who moments before had been modeling wedding gowns down the catwalk. This was followed by the celebrity boss of a prominent local wedding photography company playing the saxophone and a cutie in an evening leopard skin number singing a cabaret (and somewhat throaty) version of "Can Take My Eyes Off You". What on earth could all this have common?

A seismic shift has occurred the brides and grooms to be who live in the first and second tier cities of China's eastern seaboard, as they seek a more western style ceremony, with less focus on face and more on individuality. The Wedding Show's means to an end was a bringing together of industry suppliers, all of whom donated their services free of charge. In other words, they were just showing off to each other. No doubt business ties were also forged, in efforts to not only cash in, but also to merely keep up with the ever-changing and demanding needs of young brides.

One of the biggest developments of recent years has been a scaling down (physically) of the Chinese wedding. This means not so much of the traditional banquet with as many as 1,000 guests, and more creativity; to keep things simple many younger couples opt for weddings in the 200 guest range. This is great news for places such as Fraser Suites in Nanjing, who do not have the facilities to handle larger traditional weddings.

Yet this pales into insignificance beside the China International Wedding Expo, held in Shanghai each March since 2005 and covering every conceivable aspect of the couple's big day. Away from the dresses, photo studios, and 88 course banquet menus, it's not all glamour. Much of a modern wedding lies in the details, as do the profits and the livelihood of many on the wedding periphery.

China is not dissimilar to other countries in so much that its wedding industry is a playground for small local innovative companies of which there is no one dominate player. The nature of weddings makes them heavily reliant on local suppliers; everything from reception catering and place settings to wedding favours and stag nights can likely be sourced at a cheaper price by insider locals who know the territory and have the necessary contacts. Du Xiaoyan is a Nanjing local who runs Jiaren, producing, among other household items, made to order bedding for the Chinese wedding industry.



To a European, beds need to be comfortable (and possibly healthy). Here in China beds need to be... lucky.

Couples will spend another small fortune on their wedding bedding; fortuitous it being to have bed sheets in gaudy red decorated with the character Baizi Tu.

Ms. Du says her wedding related business this year will account for 12.5% of her company's revenue; a number which has year on year increased significantly throughout her 12 years of trading. She is also quick to spot trends, and be responsive thereto.

"Wedding items have become more retro, more comfortable, and they are also very green. Recently, the main products we developed are made of linen and silk", observes Du.

With the focus of the modern wedding in China shifting to the more personable, companies that provide wedding planning services are jostling to be the most creative. Themselves a couple, Yu Wei and Zhang Li have operated their own company, Little Fish Workshop for the last 11 years. From their little workshop in south Nanjing, they enjoy their golden months at this time of year when Chinese couples tie the knot, designing every aspect of their clients' weddings through the provision of many custom-made and imaginative items such as mugs, badges, paper art and floriculture.

Then there comes the dress. Some brides opt for the traditional qipao, others are choosing the more western idea of buying a dress instead of renting, color for some is more important and so not only red, but also ivory and more is called for. No matter, for the Chinese bride will on average change dresses four times during her joyous day. Yu Wei reveals that the average per-bride spend on wedding dresses in Nanjing is between ¥2,000 and ¥5,000.

"More and more people like tailor-made wedding gowns, and they want to add some related elements of their themed wedding to the dress design, and therefore that design should be in their own style.

"More and more couples attach importance to their wedding dress, and couples will accept the private customization service gradually", Yu predicts of the future.

Yet is not just the little local firms who vying for a slice of the proverbial cake; the sheer size of the Chinese wedding industry not having escaped the notice of foreign entrepreneurs. Just one such example is Weddings Beautiful China, a Virginia (USA) firm that specializes in training wedding planners. Weddings by Ling, the "Chinese partner" in the joint venture, is itself an American-owned boutique founded by "celebrity wedding planner Lin Ying" that "caters to today's modern, elegant and chic brides living in China".

Raul Vasquez, president of the joint venture, says, "With the fast economic development in China, consumers are choosing more unique and personalized weddings, giving a boost to the wedding industry in China".

So while the industry here in China is exploding, by comparison to many western countries, putting on a wedding here remains relatively cheap. So much so that, with the US economy in the doldrums, American brides to be are ordering their wedding gowns online from EBay in China, spending only a couple of hundred bucks in the process. If only they knew about taobao.com and alibaba.com they would save themselves even more where on the latter wedding dresses start at as little as US\$44.



Rachel is a British, Nanjing based freelance blogger/designer for www.noviamor.co.uk, a Chinese wedding brand who designs and makes stylish but affordable wedding dresses. Currently blogging and designing for the UK, Rachel also has plans to break into the Chinese design market very soon.

Now that major European high street retailers such as Top Shop and Monsoon have launched their own ranges of online wedding dresses, that are in all likelihood made in the very same factory as start-ups such as that for whom Rachel works, the line between "made in China" and "made somewhere" is more blurred than ever. As a result, Rachel reasons, "I'm here to give credibility, to help repair a somewhat tarnished reputation for the whole 'made in China' concept.


She says, "The wedding industry is amazingly vast with so much advice and links out there; it's now just about helping the British bride bring all these items together to help them accomplish the wedding of their dreams".

"The Chinese are so Bling, bling, wow, OTT with their dress sense; the complete opposite to the European and US market right now, which is returning to a more minimalist, traditional lace styled design.

"When it comes to fabric and workmanship, there is absolutely no issue with Chinese standards, however it's with the minor details that the Chinese struggle, such as presentation, when the design and samples are sent out to the clients. I care a lot about the first impression; it gives the product more of a lasting impact."

Another way to save money on your wedding is to get as far away as possible from those irritating guests, with their habits of relieving one of as much expensive alcohol as possible. Extraordinary Wedding Destinations is a US outfit that specialises in sending couples to, among other places, China for their weddings. An ABC herself, Faye Xuan, the firm's regional coordinator for China, explains two main types of people are attracted to having their wedding in China.

"The first is that they have roots in China, for example one of the parents of the groom or the bride is Chinese, or they're second generation Chinese-American. The second group tends to be that kind of individual that craves that exotic or one of a kind wedding experience, so someone who thinks outside the box."

The escalating size of the wedding industry in China certainly shows no signs of abating. The one-off nature of weddings plus the Chinese face factor together make for ventures of unlimited commercial potential. Yet virtually the entire human race would be united in the desire to make every effort possible to ensure that a bringing together of two individuals in a lifelong bond be an event of the most memorable proportions. And why not? China, for now at least, has the resources to make it happen. 





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Red Satin Veil

By Parsley Li

Wedding traditions have and will continue to evolve over the years, varying from region to region, country to country. Unique and enchanting wedding traditions around the world are a reflection of the past. The exquisite etiquette and elaborate arrangements that manifest China's abundant culture and rich history are perhaps typified by the kind of marital union that would have occurred in a wealthy family during the Qing Dynasty from the late 16th Century until the end of the 19th Century.

Prior to China's liberation (1949) from the yoke of feudalism, every marriage was required to adhere to the overriding rule of "fu mu zhi ming, mei shuo zhi yan" (parents' commands and matchmakers' words) and follow the principle "meng dang hu dui" (the couple of the same class). Liberal romance and marriage was frowned upon by conservative people and led to many love-struck couples either eloping or doing a Romeo and Juliet. Elders cherished a conviction passed on from generation to generation; "Marriage is for continuing the ancestral line and creating alliances between families, thus the duty is too important to be left in the rash hands of the young". Youngsters were puppets, treated like pawns, without freedom or rights, constrained by feudalism and unable to savour the nectar of happiness.



The matchmaker (normally female) played a leading role in every marriage, acting as a buffer between the two parties, picking the potential nubile candidates and undergoing betrothal negotiations, during which her witty tongue was crucial to the parental decisions of both parties. The names, birthdays and horoscopes of the selected couple were presented to fortunetellers or astrological experts; after the go-between's recommendation and fortuneteller's confirmation, it would sometimes be arranged for the young man and woman to meet in the presence of their parents, but in most cases, their first meeting only occurred on the wedding day. On such a first visit of the groom-to-be to his future wife's home, he was required to present betrothal gifts (money, jewelry or valuable antiques) to his future in-laws and the value of these were perceived as a reflection of his sincerity and commitment to the marriage. After accepting the gifts, the parents of the bride-to-be would sign an agreement to confirm that the couple was engaged. Breach of this would result in the return of all gifts and often severe compensation from the man's family. After referring to a Chinese almanac, both parties settled on a propitious date and began thorough preparations.

Our ancestors abided by many auspicious beliefs, especially for a wedding referred to as "da xi zhi ri" (red-letter day). A strict Visual Identity system dictated the colours red or gold; definitely no black or white, reserved for funerals and other ominous events. On the night before the wedding, the bride-to-be stayed in her own home having her last dinner with her family as an unmarried woman while the groom-to-be slept with a virgin boy (which presaged that he would be blessed to have a son in the near future). In the bridal chamber, the newly made red quilted bed was adorned with "hong dou" (red beans), "hua sheng" (peanuts) and "gua zi" (melon seeds), often referred to as "zao sheng gui zi", all symbolizing the birth of a son, traditions that reflect the deep-rooted concept of a son being the only suitable candidate to continue the family line.

The red-letter day arrives, and the groom, wearing a bright red gown with a big red satin-made flower pinned on his chest, heads for the bride's home over long consecutive waves of ear-splitting firecrackers,

used to drive away evil spirits. As the groom arrives, firecrackers are set off again to urge the guards behind the door to open up promptly. However they will not abide unless the groom is generous enough to slip a stuffed red envelope into each of their pockets. Meanwhile, the bride is waiting anxiously in her bedroom in a tailor-made bright red mandarin gown embroidered with auspicious symbols; perhaps a phoenix, peony and an exquisite coronet. Her face, richly adorned with rouge and scarlet lip balm, is veiled in red satin. This traditional adornment is used to conceal the bride's nervousness; the privilege of unveiling belongs exclusively to her husband.

The groom is provided with dim sum upon entering the house. After a short time, and on a full stomach, he carries his bride out and firecrackers are lit once more. The bride's parents follow, spreading a handful of rice and spilling a bowl of water behind the sedan chair, **implying that just as the water and rice is gone for good, their daughter nominally is no longer counted as a part of the family; belonging forever to another, even in death.**



The bride takes a new pair of chopsticks and embroidered shoes with her, indicating the start of her new life in a new home that would remain so for the rest of her life. With butterflies in her stomach and a mixture of emotions rising in her heart, she sits quietly alone

in the sedan chair, recalling her dying girlhood, thinking of her secret love for the last time (often the bride loved another man) and enjoying her last moment of peace before starting a regimented life in an unknown place, while all around the beating of gongs and drums resound in her ears.

Upon arriving at his house, the groom dismounts from the horse first and shoots a bow towards the sedan chair to dispel any unlucky omens encountered along the way. Holding her groom's hand, the bride steps out of the sedan chair and, in another dispelling of ill will, is led to jump over a bowl of fire. The couple are invited to sit down to enjoy a dish of boiled glutinous balls with brown sugar that symbolize union and the wish to conceive a son.

Soon the grand wedding ceremony begins. Escorted by her father, the bride enters the hall to the curious and complimentary gaze and sincere blessing of all in attendance. The groom takes his bride's hand from her father, stands upright facing the Master of Ceremonies and following his order the couple kowtows three times; first towards Heaven and Earth, next to their parents and at last to each other. They now kneel down for a few moments, the bride behind the groom as an indication she rests in the palm of his hand; an implication of obedience. After serving tea to the senior family members and receiving their red envelopes, the couple finally ties the knot.

To the newly-weds, what follows is the most expectant and to some couples who had previously not met, a crucial moment that could bring about joy or tears, rapture or desperation.

Sitting on the bridal bed decorated by red paper cuttings, the groom uses a measuring scale beam to unveil the bride, an action known in Chinese as "chen xin ru yi". They cut a lock of each other's hair and bind them together, signifying the unbreakable family bond and after drinking the wedlock wine, the couple go out to welcome and toast guests at the banquet.

At night, guests rush to the bridal chamber where unfolds a frenzied and exhilarating "nao dong fang" (wedding horseplay).

At the prompting of mischievous friends, the couple act out a series of pranks, such as simultaneously biting the same apple. As bedtime approaches, guests shall be dismissed but the more playful will secretly stay outside to eavesdrop. The bride will not go to bed until the wedding candles have burnt out for fear of incurring bad luck. Should the unruly guests also escape with the groom's clothes, the next morning he shall also need to slip them a red envelope to recover them.

Fast forward to modern China where universal customs such as wearing red gowns and setting off fireworks are retained. Certain areas have also preserved their own traditions. In my hometown (Southern Jiangsu province), the groom will eat a poached egg with vermicelli (implying fertility and longevity) upon entering the bride's house whilst in Fujian province, a wedding banquet usually lasts for three days with dinners set in both homes. In Shanxi, crying during the marriage ceremony is expected; the folklore goes that if the bride cries on her wedding day, accompanied by her mother and sisters, they will be blessed with wealth and good fortune in the future.

While modern Chinese weddings have in many ways copied the western format, the differences between them remain influenced by their distinctive culture and values. No matter where in the world it occurs, marriage is predominantly the joining of two individuals as a couple, with hope and expectation that two willing hearts be determined to stick together through thick and thin. While some may argue that the institution is outdated, time has not changed the wish of every young woman, Chinese or foreign; to walk down the aisle, or be carried in a red sedan chair, to her "zhen ming tian zi" (Mr Right). **NU**



2McBRIDES WITH FRIES, PLEASE!



The institution of marriage is one of the many things that have been swept up in China's ferocious rate of change.

Not too long ago, marriage was an economic system of exchange between large families; arranged marriage was commonplace and practicality won out over romantic idealism. The transformation of China under Mao changed these ancient traditions: romance was instead encouraged, as arranged marriages and concubines were outlawed. The structure of the family, that had for so long defined marriage, was in turn later transformed by the one-child policy.

Today, marriage in China has in some ways returned to its (forgive the cynicism) purely economic status.

A car and an apartment are commonly seen as essential purchases for the newly weds, with the man's family providing accommodation and the woman's providing a car. In a country that prizes security, the need for a financially reliable spouse is stronger than ever. Marriage has also become something of a carnival attraction. Of the staple stories foreigners in China recount, that of the drunken, debauched Chinese wedding is perhaps the most persistently popular. Round after round of brutal baijiu shots, and tables of food that, quite simply, cannot possibly be finished, make marriage a common talking point amongst



foreigners. Yet there are other ways in which Chinese marriage is tied up in the world at large.

The 2010 spate of McDonalds marriages in Hong Kong was on the surface yet another amusing anecdote about the cultural differences between East and West when it comes to marriage.

On a deeper level, though, it signified an important shift in commercializing marriage itself. McDonalds, a towering global corporation, has managed to extend its brand even into the most intimate of traditions. Westerners, especially Europeans, tend to look down on McDonalds, but this snobbery is less present in China and Hong Kong. Instead, economic changes have meant that global brands tend to be seen as symbols of development and beacons of hope. The McDonalds saga is actually an important step in China's relatively short relationship with consumerism, embodying the marriage of the most ancient of traditions, with one of the most powerful international businesses to emerge in this newly globalized age.

These extravagant Chinese marriages, where tens of thousands of yuan is spent on food and drink, and even more is spent on gifts, are closely related to these kind of economic changes. The average spend at such weddings is enormous.

Whilst the Chinese typically save a lot more than most other nationalities, weddings seem to buck the trend. A failure to spend big can cause a major loss of face. Food will cost around ¥1000 per table, and with some weddings hosting up to fifty tables, this cost can quickly escalate. The fact that much of this food will remain uneaten is a potent symbol of a consumerist society; it is no coincidence that waste of food is higher in the US than anywhere else. Easter China again stands out from its Western counterpart: the most expensive place to get married is Shenzhen, with marriage costing around ¥352,641. Beijing comes in at a close second. **The real cost lies outside the wedding, where the man's family will often be expected to fork out for an apartment.** In Nanjing, an 80 square-meter house will cost around ¥800,000, in addition to at least ¥100,000 on decoration and appliances. In fact, such is the burden of marriage that many Chinese families dread giving birth to a boy – it is estimated that nowadays a girl will save you well over ¥100,000 through marriage alone. Gone are the days of Chinese parents praying for a son, which is probably good news given the worrying projected gender imbalance in China over the coming years.

For the Chinese people in general, then, weddings represent a huge cost, and an uncharacteristic need to spend heavily. As the average GDP rises, so does the cost of weddings. Beyond the general population, China's economic changes have brought about the rise of the super-rich, i.e. individuals who have amassed extraordinary personal fortunes through industry and business. One such individual is Xing Libin, chairman of Shanxi Laisen and a member of the 2011 Forbes China Rich List. In March 2012, he held a wedding for his daughter. The estimated cost was over ¥70 million, which included three planes to fly in family members. In a modern twist on an old theme, the daughter's 'dowry' was 6 Ferraris. Pop stars from Hong Kong were flown in to perform. China does not yet have a celebrity culture as seen in the US and UK, but such events, and the attention they receive, mean that it's well on its way.

Yet Xing Libin made his fortune in coal – a reminder that wealth in China is a very different animal to that of the largely post-industrial West (it is hard to imagine widespread coverage of a Chinese wedding where the bride and groom are famous only for being famous).

Examples such as these do more than merely display the lifestyles of the unimaginably wealthy. They represent a global trend that has seen marriage become almost the pinnacle of consumption. In the UK, the hit TV show 'My Big Fat Gypsy Wedding' captured the nation's imagination through its portrayal of extreme extravagance from families that were by no means wealthy (and were usually portrayed as the very opposite). Mass media and the rise of the cult of the celebrity has played a huge role in such attitudes: weddings of famous individuals are now the most significant events for many publications specializing in celebrity gossip, culminating in deals worth millions. Such influences seem to have a kind of psychological effect on many people in the West, who convince themselves to spend far beyond their means when it comes to marriage, which, the justification goes, is a 'once in a lifetime event' and should therefore spare no expense.

The very same approach is present in China, albeit for very different reasons. **Here, old traditions surrounding face, and the need to display generosity at large events, drive high rates of marriage-related consumption.** At the same time, big stories such as Xing Libin's daughter's marriage demonstrate that perhaps China is beginning to swing towards a culture in which the lifestyles of the wealthy elite have a profound influence on the spending of the average person. Marriage continues to be a major financial drain on Chinese families; it is tied up in a complex and fast-changing domestic history, alongside a global narrative that has seen consumerism go through the roof. The future of the Chinese economy, according to many experts, depends on how the Chinese people spend. If marriage is anything to go by, they're going to spend rather heavily indeed. **NJ**



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1/2 cup dry white wine
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1 (16oz) can water-packed artichoke hearts, drained
& finely chopped
1 cup mayonnaise
1 egg
1 pound fresh crab, OR 2 (8oz) cans of crabmeat
Sliced black olives for garnish

DIRECTIONS

1. Preheat oven to 350°F.
 2. In a saucepan over low heat, combine white wine & cream cheese. Simmer until cheese is creamy. Remove from heat & blend thoroughly with wire whisk.
 3. Stir in artichoke hearts, mayo, egg & crab- meat. Pour into 8x8 ovenproof baking dish & bake for 30 minutes.
 4. Garnish with black olives if desired. Serve with crackers
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(see next page) 



热蟹酱



配料

- 1/2 杯干白葡萄酒
- 4 盎司奶油干酪,室温放置 1 罐(16盎司)清水洋葱心,沥干水,切碎
- 1 杯蛋黄酱
- 1 只鸡蛋
- 1 磅新鲜螃蟹,或者2(8盎司)罐蟹肉 一些黑橄榄,切片,用作饰菜

制作方法

- 1.烤箱预热至华氏350度。
- 2.在平底锅里,加入干白葡萄酒和奶油干酪,小火加热至干酪融化。把锅从炉灶上拿下来后,用搅拌器搅拌均匀。
- 3.拌入洋葱心、蛋黄酱、鸡蛋和蟹肉。将混合物倒入8英寸x8英寸的烤盘中,烤30分钟。
- 4.如果喜欢,用黑橄榄片装饰。和饼干一起食用。这道菜一定会给你带来非凡享受!



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SHOOT THE BRIDE

By Doug Hughes

In China, the wedding photography business is booming. 30 years ago, a single wedding photo was the norm. Due mainly to advances in camera technology as well as improved economic circumstance, newlyweds these days can pick and choose among hundreds of pictures taken both before and during the event. Although many well-to-do couples are gradually adding a few international elements to their marriage ceremonies, the vast majority of nuptial photographs are part of a trend that is unfamiliar to outsiders.

Many fashionable Chinese couples today have portraits taken months prior to tying the knot. A few dozen photos from both the studio and outdoor shoots are then displayed in album form at different points throughout the wedding day.

The photos, known commonly in Chinese as *Hun Sha Zhao* (婚纱照), were common in Taiwan for many years before they became popular on the mainland over a decade ago. In westerners' eyes, the pictures often seem a bit unusual; the bride and groom being depicted wearing a variety of different costumes and glamorous outfits.

Many of these photos walk a fine line between getting dressed up and playing dress up. On page one, man and wife might be in black tie attire in front of a backdrop of the Eiffel Tower. The following page could show the happy couple in traditional Chinese garb from the end of the 19th century. The book may also include a beach scene in formal wear, a studio shot in green PLA uniforms from the 1960's, or a snapshot of the man in a Chinese tunic and the woman in a qipao dress. Chinese photographers create whatever motif or dreamscape their client desires.

Some of the more entertaining of these shots require somewhat of a suspension of disbelief by their audience. A mixed couple may have a groom with blonde hair and blue eyes dress up in a traditional Chinese scholar robe. A local man may be wearing an all-white outfit including a tiny vest that shows off his bare chest and nipples while trying to stare romantically into his fiancée's eyes on the back of a yacht. Or couples may just lean against one another and close their eyes in an attempt to appear romantic that just makes them look asleep. See these and more by doing a Baidu image search for Hun Sha Zhao (婚纱照). There are also plenty of examples of high-quality professional photography. In most cases, you get what you pay for.

The wedding album can serve several different functions on the big day. The bride usually keeps the book in her dressing room before the ceremony so that family and friends can admire the portraits while she is getting ready. Attendees are encouraged to take time to review the pictures of the handsome couple during dinner. At large weddings, old friends and distant relatives often enjoy viewing photos of the bride or groom, who they may not have seen in years. After the couple marries, the book can be used to either entertain or bore dinner guests for years to come. Last but by no means least, one or more of the pictures is usually enlarged to poster size and displayed in the newlywed's home, often in the bedroom, and often in a gilded frame. These staged photos are not cheap. The entire production can cost anywhere from ¥3,000 up to ¥100,000. Most couples choose studios and local outdoor settings, but destination photo sessions are also an option.




The beaches of Hainan Island are among the popular spots where wealthy locals head to snap their pre-nuptials; it coming as no surprise that after a decade of virtually continuous double digit growth, there be a lot more people who are willing to spend some extra money on their wedding photos.

Adding to the Chinese wedding photography spending spree is a developing trend to have a photographer capture the wedding day as well. Some are also shunning the idea of having their mates snap away all day long in favour of a professional photographer who can document their ceremony; they also expect such a professional to give directions to be sure that the photos are just right.

Nicolas Harter is an experienced freelance and wedding photographer based in Nanjing. He says that recording Chinese weddings can involve a unique set of logistical issues, but that his guiding principle as a photojournalist is always the same. "I have learned to focus on what is common to all weddings and what is really the core of the ceremony. It can be a civil servant, a priest or a DJ talking, but in the end it is all about introducing a new couple and unifying two families by starting a new one.

"Westerners tend to prefer the reportage-style approach and expect their photographer not to be too present, while Chinese couples often like to have a photographer that looks a bit like a movie-director and helps the bride and groom to stage every step of the day so that each picture is perfect."

The emerging middle-class in China will probably continue to fuel the growth of the wedding photography industry for many years to come. As couples spend larger quantities of money on pictures of and for the big event, higher expectations may force companies to stop using the cheap Parisian backdrop and opt for a more believable or natural settings. Perhaps pre-wedding travel to exotic places to take photos will become the new norm. However, costumes will probably stick around for some time. After all, who doesn't like to play dress up once in a while? And if the bride wants a fashion shoot, there is very little the groom can do about it. Let us also not forget that universal rule of weddings; what the bride wants, the bride will get. 



Mixing The Gene Pool

By Ronald Paredes

he year was 836 when the newly appointed governor of Canton (Guangzhou), Lu Chun, disgusted by the sight of locals living and marrying with “people of dark skin”, declared an edict that both prohibited Chinese people from marrying foreigners and also prevented the outsiders from owning property. During the same period of the Tang Dynasty, another decree forced Uighurs to wear their ethnic dress in order to differentiate themselves from Han Chinese. Intermarriage between Uighurs and Chinese citizens was also illegal at the time.

During the early years of the Ming Dynasty in the 14th century, China saw an increasing number of immigrants from Muslim countries. Males constituted the majority of a population that eventually numbered over 4,000,000 people. The growth of this diaspora led to a violent backlash against central and western Asians. In order to control the violence, the Ming administration implemented a new policy in which foreigners were required to intermarry with Chinese women and to assimilate into the local culture as Chinese citizens. The descendants of those marriages is the group we know today as the Hui people, one of the 56 official ethnic groups in China. Despite living among the Chinese, the Hui maintain a strong sense of their cultural identity, so strong in fact that they rebelled against the Imperial Government in the 19th century in hopes of creating their own state.

INTERRACIAL MARRIAGE IS INTERWOVEN WITH THE HISTORY OF THE MIDDLE KINGDOM, in fact constituting an important force in the development of Chinese culture in general.

For a vast country such as China that has a long history of both territorial conflict and trade of goods with its many neighbours, the social phenomenon of miscegenation (the mixing of different racial groups through marriage) is so natural that it has tremendously influenced local cultures and laws for hundreds of years.

Chinese people have exerted tremendous influence, both culturally and economically, over the whole of Asia. From Mongolia to Singapore, it is very probable that interracial marriage was the most determinant factor in the spreading of this influence throughout the continent. However, the Chinese melting pot is not endemic to Asia alone. There have also been major Chinese migratory movements to western countries.



These enclaves consist principally of Cantonese males, number in the hundreds of thousands, and reach as far as Central and South America. In countries such as Cuba, Mexico, Costa Rica and Peru the number of descendants from marriages between Chinese and locals is large enough to represent a considerable percentage their local census, occasionally as high as 4% of the total population.

Interracial marriage remains a controversial issue in China today; it can still be seen that among Chinese nationals marriage between different ethnicities is avoided in a society that largely still sees marriage as a form of transaction; an act that could bring social, cultural or economical benefits. Despite having become a modern and open-minded society, therein still lie some resistance; some aim to preserve Chinese racial purity, specifically of the "Han" in the belief that marrying somebody from a community, ethnicity, race, or nationality regarded as lower in status could be wasteful or even shameful to the family,

WHO'S WORTHY OF WHO?

Among Chinese nationals, marriage between people from different ethnicities is often avoided. Some communities and ethnicities are regarded as being of a "lower status" than others in China. Marrying down this ladder of perceived hierarchy can bring shame on the bride or groom's family.



IT DOESN'T GET BETTER WITH FOREIGNERS.

Marrying a foreigner can still sometimes draw criticism in China. Regardless of the outsider's origin, a few individuals still look down on those who they feel have "betrayed" their Chinese heritage by choosing a foreigner as their life partner. Women can encounter insults on the streets from traditionally minded people with an extreme sense of nationalism.



Another reason for some to avoid interracial marriages is the perceived cultural gap. This cultural disconnect is even more pronounced with people from smaller cities or communities. Many outside of big cities tend to avoid relationships with foreigners, firstly on account of immense pressure from families; any of the younger generation believe their family would never accept their relationship with a non-Chinese. Secondly, some locals fear of not knowing how to deal with a different culture, especially when it comes to personal interactions.

WHILE FOREIGNERS CAN FIND THE CHINESE ETIQUETTE INTRICATE, UNPRACTICAL AND COMPLICATED, SO THERE ARE CHINESE WHO FIND THE DIRECT NATURE OF FOREIGNERS TO BE RUDE AND DISTASTEFUL.

Despite the many complications associated with intermarriage, there are reasons for optimism. The economic development of the country has seen the opening of Chinese society. A younger generation of families that is more accustomed to foreign cultures has learned how to accept our differences. Meanwhile, people in other countries have turned their eyes to China with interest. Other cultures are trying to understand the intricacies of the Chinese nation from its language to systems of etiquette and behavior, noting it to be beautiful once they understand it. All these elements are enabling more and more Chinese families to view interracial relationships as something natural; more and more families are choosing to support their children's choices.

Rough periods in a marriage are natural and being in an mixed relationship can increase the chances for difficulties. No matter how open minded one is, there is another whole set of complications that lies within mixed families; that cultural differences will always cause issues. DIFFERENT LANGUAGES MEANS THERE IS INCREASED POTENTIAL FOR MISCOMMUNICATION.

DIFFERENT VERSIONS OF COMMON SENSE WHEN DEALING WITH DAILY LIFE SITUATIONS, TRADITIONS, RELIGIOUS PRACTICES, EDUCATION, CAN ALSO CAUSE TURMOIL, NOT TO MENTION THE PRESSURES OF MAKING A LIFE IN A COUNTRY THAT NOT ONE'S OWN. There is an immense need in these cases for understanding, compromise, and patience. It takes a lot of work but, it is all part of the fun of sharing a life with somebody from a different cultural background. Making a mixed marriage is not an easy thing to do especially in a demanding and at times intransigent society. Nevertheless, it is probably one of the most edifying, rewarding and character building experience that one can have. 



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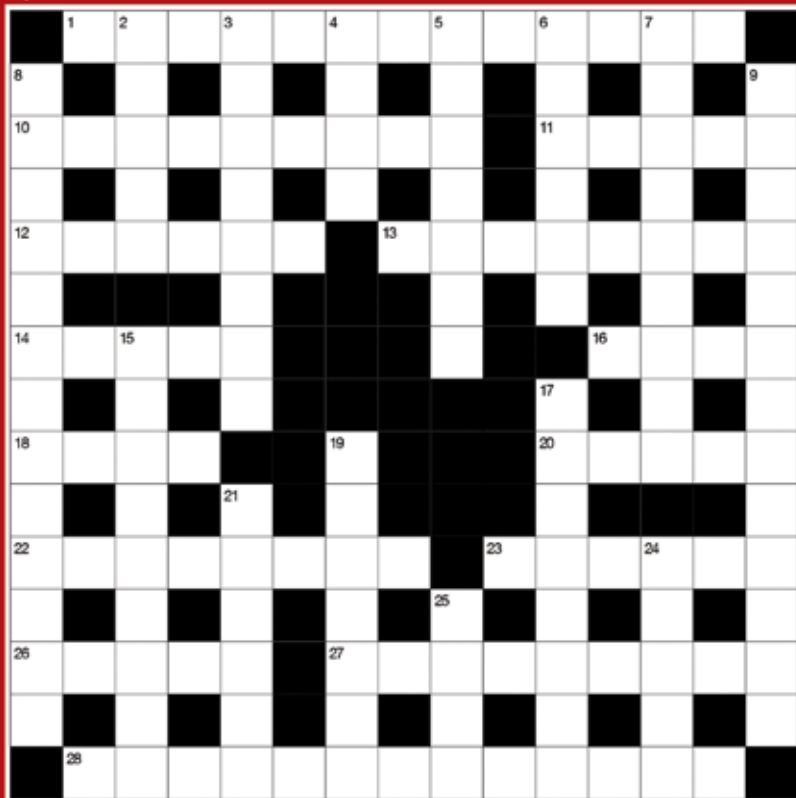


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The Nanjinger Cryptic Crossword

By Adam Wilkie



Across →

- 1,19 Yet he sounds almost humanoid (3,10,7)
 10 Was an island about four likely to be thrown out? (9)
 11 Hears a toast to the DPM, with this and gin (5)
 12 Its lid comes off to purify (6)
 13 Put a bar on opal to get this curve (8)
 14 Car club back with four for cleric (5)
 16 Part of cover became part of speech (4)
 18 Animal put out to grass
 20 Secure tapes around (5)
 22 Races got fouled by this French slow mover (8)
 23 In addition, Anne included her old boyfriend (8)
 26 Material railway perhaps to the north (5)
 27 Forming ratio in double G (8)
 28 Describes a strong, tall male (4,3,6)

- 2 These vulgar reporters could soundly cut (5)
 3 Alters, that is altered workshops (8)
 4 I'm up in to up and leave out (4)
 5 I enact with ten all confused to be approximate (7)
 6 Part of evenings last rays go missing (6)
 7 Fleet needles make cockneys (9)
 8 A way to be in love, though upside down (4,4,5)
 9 Gags! (9,4)
 15 Science R and D leads to climaxes (9)
 17 Small gold search crossing over (8)
 19 See 1 across
 21 Not a first class US farm but an offshoot (6)
 24 Be part of latex is tough (5)
 25 Con unholy scampi (4)

Down ↓

CHINESE CORNER 汉语角

Hànyǔ jiǎo

By Laura Helen Schmitt

Useful little oddities from an English/Mandarin world: Marriage

If you want to get married in China, first of all you are going to need a car and a house, especially in Shanghai.

如果你在中国结婚你起码需要一套房子，还有一辆车，尤其是在上海。

Rúguo nǐ xiǎng zài Zhōngguó jiéhūn nǐ zuì qǐmǎ xūyào yī tào fángzi , háiyǒu yī liàng chē , yóuqǐ shì zài Shànghǎi.

In the past having two weddings would seem like folly, but with cross-continental couples it has become a necessity.

过去办两个婚礼，人家会觉得你疯了，可是对跨国的情侣而言这是非常必要的。

Guòquànǐ liǎng gè hūnlǐ , rénjiā huìjuéde nǐ fēng le , kěshì duì kuàguó de qīngniǚ ér yán zhè shì fēicháng bìyào de .

If you had to choose between buying two middle-class cars or paying for a wedding, which one would you pick?

如果你要在买两辆中等汽车或者办婚礼之间做出一个选择，你会怎么做？

Rúguo nǐ yào zài mǎi liǎng zhōngděng qìchē huòzhě bàn hūnlǐ zhījiān zuòchū yī gè xuǎnzé , nǐ huì zěnmě zuò ?

Arranged marriages seem a bit like the lottery, before you meet your future husband you probably wonder whether you will hit the jackpot or draw a blank.

包办婚姻是不是跟彩票很像？你不知道会不会中个头奖或者一无所获。

Bāobàn hūnyīn shìbúshì gēn cǎipào hěn xiàng ? Nǐ bù zhīdào huìbùhuì ná gè tóujiǎng huòzhě yīwúsuǒhuò.

World Class Manufacturing: Leading a Change Program

Over the past 20 years, when visiting businesses I have seen the full range of chaos to pre-eminence and assisted some to move up the scale. Some are willing to make that great leap forward. Other say they are changing, but carry on doing the same old. With this new column we hope to shed a little light on the behind-the-scenes psychology and workings of more than a few household names.

Vision

The term World Class Manufacturing conjures up images of shiny clean factories; staff in white uniforms efficiently operating at an unhurried pace with all around in order; visible indicators inform teams as to their machines' status and how customers are being satisfied. Oh, and lots of smiles.

Does that sound like a sci-fi movie; too removed from reality and therefore to be discarded? Perhaps, but nevertheless the tools needed to implement such a scenario would have previously been examined and proven by a business intent on becoming the best in their class.

This then sets the scene; world recognition does not happen by accident. Does the leadership want to operate at that level and if so are they prepared to invest in a Change Program that will get them there? If lofty goals are not stated, it is a given that mere incremental change is inevitable.

Too many companies just aspire to be world class. The key to a compelling vision is to provide the purpose and values the organisation aspires to embrace, stimulated by a recognised need for change plus new strategic directions generated from group requirements, internal analyses or competitive stimulus.

The best visions are developed along with the people inside the business; the aligning of projects and daily activities requires a healthy communication culture.

A couple of examples:

Amazon: To be the world's most customer-centric company, where customers can find and discover anything they may want to buy online at a great price.

Volkswagen: By 2018, the Volkswagen Group is to be the world's most successful and fascinating automobile manufacturer – and the leading light when it comes to sustainability.

Change Programs

Model behaviour is critical here; the roles and responsibilities of those implementing the Change Program should be clarified from the start; an objective plan is essential for progress measurement. The reactions of those involved need to be anticipated, so that potential obstacles may be removed and psychological understanding shall be necessary to help them through the change. This is often overlooked and therefore there is surprise when resistance occurs; often one of the main risks associated with the programme.

If being implemented in the manufacturing sector then an assessment of support needed is also required, particularly from HR; its role shall likely evolve from recruitment and structure to something more strategic, as these core functions will transfer, to become the responsibility of the main Supply Chain.

Culture Change

The culture change needed to match those considered to be world class can be a considerable challenge to management; empowering those lower in the organisation to make decisions appropriate to their level. So how do we move away from the past, particularly when people often only listen to their seniors and the boss is always right?

We shall develop the elements of Change Programs in future editions of Par Excellence. **NIX**

DEVELOPING MANAGEMENT CULTURE

PART 1 OF 2
With Jochen Schultz

■ The development of a sustainable management culture is a difficult and complex process. This evolution may require modification to the fundamental way that managers go about doing their jobs; a type of change requiring more than just behavioural training.

Several years of uncoordinated leadership behaviour development can lead to a need for broad change in management culture. When employees and manager can no longer communicate or work together effectively, the development of a sustainable management culture must be prioritized. Otherwise, teamwork will not evolve among managers, employees, or between the two. Extensive periods without change can lead to a strong resistance to attempts to change or modify ineffective habits, making the campaign even more difficult.

A change in management culture cannot be achieved by a single act, but rather should be manifest in a prolonged campaign to modify entrenched behaviour and mindsets. The goal is to do away with unproductive behaviour and ineffective thinking in order to bring about sustainable improvement in management quality. Such improvement requires a long-term organizational development process addressing a company's specific issues and problems; implementing changes that address each of the following:

- Level of attitudes and mindsets
- Level of management structures and processes
- Level of management instruments and standards
- Level of specific leadership behaviour

It is crucial the development process spans all levels and sub-projects. For example, the process of introducing instruments and standards has to be participation-oriented in order to change mindsets and attitudes and to make new behaviour visible. The change processes need be

supported by methodical instruments that then need to be practiced and integrated through training in order to be effective and permanent.

The following sub-projects are good examples of how such a project could be planned over a five-year period. Certain components should be realised in parallel, while others may be administered in a more subsequent order.

Development of Management principles

The first priority is to develop a unified management understanding by beginning with a reflection on common management understanding. Managers should hold a workshop to outline important leadership principles and then summarize them in a catalogue of management principles. This is then discussed and agreed upon by all managers during the meeting. After compiling this document, it should be forwarded to all employees and discussed together.

Competence profile for managers

Management principles should be distilled into management standards, and subsequent general requirement profile for managers. Involvement from managers at all levels is required. Singular management functions need to be weighted to create quality benchmarks for future management behaviour. Employees and managers as well as a third-party organisations can then evaluate the company's management based on the requirement profile, helping to paint a clearer picture of the company's overall management situation.

Management conversations

Once the competence profile is introduced, management training should be held focusing on using and discussing the competency profile with employees.

Management meetings and feedback

Management concepts and instruments should be developed to enhance the exchange concerning management expectations and their fulfillment.

*Join us back here next month for Section Head when we conclude our revelation of the components necessary for developing a management culture. **NX***



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DUNHUANG GANSU

BY HARRIET PETTY

Our journey begins in Xinjiang, China's rugged Northwestern province. The city is Urumqi, a place which to me is now synonymous with grit, dirt, pollution and whack-a-mole (the latter courtesy of one of the city's temples, struggling to retain its spiritual charm amidst a collection of noisy fair-ground stalls). Following a week and a half of prolonged food poisoning, 24+ hour bus rides and frankly traumatising toilet stops through its barren moonscapes, Xinjiang had altogether failed to charm. One last gruelling bus ride brought us out of Xinjiang and into Dunhuang, the fertile oasis town in Northern Gansu's Gobi Desert. Edged by sand dunes and devoid of the pastel-coloured high-rises so common in China's cities, Dunhuang was instantly likeable with a distinctly small town feel.

Stepping off the bus in the early hours of the morning we flagged down a taxi and headed for a hostel in the outskirts of town at a lethargic 10mph. The hostel itself was a beautifully kept Chinese courtyard house nestled beside sand dunes in a lush apricot orchard. Swallows nested in the eaves and dried corn kernels hung in bundles from every available alcove. Our room for the next few nights would be one of the quaint wooden huts in the orchard, complete with porch, hammock and an array of friendly farmyard animals roaming free in the undergrowth. Having showered the grime of a 16-hour sleeper bus away, we ventured back to town in search of food, caffeine and local information.





Following in the footsteps of countless camera-wielding tour groups, our main purpose for coming to Dunhuang was to visit the famous Mogao Ku: A collection of caves with some of the most impressive Buddhist Cave Art in the world. I could gush enthusiastically about the thousand Buddha frescoes and enormous indoor statues, but instead I'm going to talk about burgers. Shanxi Pork Burgers to be exact. Though slightly less culturally endowed than the ancient paintings of Mogao Ku, these burgers were an undeniable highlight of my time in Dunhuang. Discovered courtesy of an American couple at our hostel, they originate (as the name suggests) in Shanxi Province, but a small glass box in Dunhuang's busy street food market is where the recipe has been perfected. A smiling and jovial local man wielding a well-worn meat cleaver prepares these roujiamo (as they are known in Chinese), which are made from a finely chopped puree of succulent pork, fresh coriander, chilli and garlic squashed between two sides of freshly baked flatbread. We ploughed through several meaty morsels before setting out for one of Dunhuang's more active leisure pursuits, in a vain effort to reduce the burger paunch that was sure to follow.

We'd heard of a local entrepreneur who'd seen the true potential of Dunhuang's sand dunes, renting out tea trays on the highest ridges for adrenalin seeking travellers to slide down the slopes of the shifting dunes. In this extreme sport version of a helter-skelter, the tea trays pick up speed quickly as you fly past large tour groups clambering uphill in their bright orange, plastic shoe covers. Sadly, it was not meant to be.

Having vetoed the extravagant entrance fee to the dunes, we failed to find the gap in the fence promised to us by a group of fellow travellers. By the time we made it back from side-stepping steaming piles of dung in the camel pen, it was too late to enter through the main gate and we had to settle for an evening camel trek instead.

A few hours later, having had a full introduction to our trusty steeds, Chang-Chang and Le-Le, we found ourselves in the middle of the Gobi desert with numb burns on a herd of bored-looking camels with a merry tour guide whose favourite pass time seemed to be improvising Chinese melodies to accompany his daily activities.



A catchy number about cooking noodles was followed by a curiously sombre tune about making tea, finishing with a classic rendition of Old MacDonald... likely the only English song in his repertoire. After an exhausting climb to the top of a particularly high sand dune, we were rewarded with a brief glimpse of dusk over the surrounding peaks before a miniature sandstorm clouded the view. Sliding feet-first down the dunes and climbing back onto our camels, we headed back to town in the moonlight with every inch of skin now clogged with a thick layer of grit.

After three lazy days in Dunhuang, fattening up on a very un-Chinese diet of burgers and ice-cream milkshakes, we were ready for the next leg of our journey: A 17-hour slog into Qinghai Province, destination Xining.

To be continued...



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TOP OF MIND

As you read these very lines there is a committee in a room somewhere discussing the next great promotional campaign; you can almost hear the voice of the little marketing manager wiz blabbing...

“I have an idea,
Let's make **A FLYER!**”

By Ronald Paredes

■ **N**othing wrong with that. The fact is that the flyer was the communication instrument of choice during times of war because of its effectiveness in delivering precise messages in a short time to a large audience. These little pieces of paper would be loaded into a device similar to a bomb to be launched from an aircraft, releasing hundred of thousands of pieces of paper that would fall from the sky into targeted areas. Hence the term “flyers”.

The messages would vary from political propaganda to communications with troops or even psychological warfare. What made this communication method so effective was the fact that was relevant to the situation. It was also easily and quickly distributed; as a consequence difficult to control or eradicate, making it one of the earliest examples of guerrilla marketing in the history of mass communication.

Nowadays the flyer often completely loses its effectiveness and relevance when it becomes a rather predictable method of promotion filled to its last inch with useless and irrelevant information that is badly laid out and poorly designed. In turn it becomes a sad little piece of paper handed out by an even sadder person who even gives out two or three at once in their desperation to finish such tedious work.

If you think about it for a moment you will realise the proportion of people who actually read flyers is extremely low, meaning that to ensure its effectiveness both a larger print run and increased frequency of delivered shall be required. This in turn translates to increasing costs.

The flyer is an instrument of communication designed to im-

mediately grab the target's attention. More often than not people in receipt of a flyer are walking down the street concerned with their own business. Therefore the design of the flyer should have enough impact to bring the target's attention away from such precious thoughts and onto the flyer, leaving its mark in the target's memory in only a few short seconds; time that is before the flyer is thrown away.

Information delivered via a flyer should be brief, precise and relevant to the target audience, e.g. you would not give away information about a new car to a teenager who is not old enough to drive. Let us reiterate that; **BRIEF, PRECISE and RELEVANT**. In these times of communication overload nobody has the time to read overly decorated testaments thrust toward us by a random nobody. Instead, take time in choosing the right person, with the right attitude and appropriate charisma; this can make a big difference in the way messages are interpreted. It is an unfortunate fact that many people believe anyone with a couple of hands is capable of handing out promotional materials.

Every poorly designed flyer that is given away is a lost opportunity to create a link with a potential customer; it would be more effective to just give away money on which is written information. On the other hand, a well designed flyer is a powerful call-to-action instrument of communication, the effectiveness of which has been proven time and again. Some flyers have become collectors' items not only on account of their artwork or message, but also as an influence in the course of important events in history. **NU**

南京 庆典 音乐 艺术, 食物 和慈善事业

NANJING'S CELEBRATION OF MUSIC, ART, FOOD, AND CHARITY

“音乐”节将于十月十四日在南京1865创意园区心之旅花园客栈内的营地咖啡酒吧隆重举行。这将是南京有史以来首次将艺术、音乐、美食和慈善融为一体的盛大活动。

Bringing together art, music, food, and Charity, Nanjing MUSART festival is Nanjing's event of the year to be held on October 14th at Traveler's Soul Inn in Nanjing's Beautiful 1865 district.

在享用顶级大厨 Serafino Di Giampaolo 给您带来的饕餮盛宴和著名的 Hannah Carlson 以及乐队现场爵士表演的同时欣赏极富魅力的艺术作品并为南京本土最佳慈善机构普方基金做出贡献。这将是一次令人难忘的、千载难逢的机会。之一。

Enjoy a marvelous Campaign brunch prepared by the amazing Chef Serafino Di Giampaolo, the enchanting jazz of Hannah Carlson, and an eclectic collection of art: all while helping to support the Pfang foundation, one of Nanjing's finest local charities.

10月14日13时
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October 14th
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Adults 285RMB
Children 180RMB





In the Pink!

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 Apoogee Of
WINE EXPRESSION



Once upon a time 'pink' used figuratively indicated the very pinnacle of excellence, rather than just the good health with which it is often acquainted; likely stemming from the Elizabethan era and the otherwise steely Queen's fondness for the Dianthus flower's pink petals. Pink wine, or rosé by another name, however, is not generally associated with excellence. Rosé's image is still reeling from the wanly sweet onslaught contained in the distinctively shaped bottles of Mateus Rosé rife in the 70's and 80's, and an enduring association with certain ladies matching wines to suit apparel rather than palate. Frivolous and a bit naff.

However, rosé wine is in a much healthier condition now with reputation and sales very much on the rise. There is such a broad spectrum of pink wine on offer, from lighter pale salmon colours through to weightier near reds, it is hard to generalise.

By way of highlight, the palest are really whites that just prefer to look pink; France's Provence being the pre-eminent provider of such. They are bone dry and scented and useful aperitifs in the main. The more southern Languedoc yields good rosé, with a similarly Grenache-dominated area in the lower Rhone, between Languedoc and Provence, producing creditable Tavel and Lirac. Not a drink claimed solely by the south of France, there are also pale Pinots from Sancerre (sometimes a little acidic), the deeper coloured (not necessarily deeper flavoured) 'clairet' from Bordeaux and the more mouth filling and fuller rosados from Spain and Portugal, which can be excellent. Italy does not make a lot of rosato but there are some toothsome takes from around Lake Garda to look out for. It is also worth mentioning the all too often too syrupy Zinfandel 'blush' wines from California. Available here in PRC (mega-producer Gallo being one of the main offenders), any residual die-hard Mateus fans should get along with them nicely.

The fashion for more concentrated red wines in recent times has meant that some rosés are really only a by-product, made by bleeding off the lighter must from the fermenting red wine, a technique known as saignée (bleeding); an unfortunate trend at least partly responsible for the increase in retailers' rosé offerings. Rosé wine is always made best with dedicated production when the crushed dark grapes' skins remain in contact with the juice for just a short time in order to leave the wine pink in colour, endowing wines with some of the complexity of a red but far more chiller-friendly. Red wines for torrid days.

The Côtes-du-Rhône Rosé, Font du Vent Les Promesses, 2011 (¥180 Bar Neuf, 1912 district) shows a soft side with Grenache, Syrah and Cinsault grapes delivering a pleasingly round and polished performance (16 points). Spain's Navarra region is normally committed to a more fulsome rosado though the Crin Roja Tempranillo Rosado 2007 (¥98, Aqua City BHG) has a light touch, which includes the price; brilliant orange/pink hues with a nose of fresh strawberries and many more red fruits on the palate make it refreshing from nose to throat (15 points). Santa Rita 120 Cabernet Sauvignon Rosé 2009 from Chile's Central Valley (surely the bargain at ¥74, Auchan) is very much a reflection of its dominant varietal with an intense colour. Delivers a pleasant hit of herbs on the nose, and on the taste buds cherries and plums with a refreshing zippy acidity. Easy-going drinking; just slightly chill it to make a genial quaffer for warm October days (15.5 points). **NU**

previews & reviews



Wine Bar Review

La Cantina

Vino Just Like Papa Drank

By Doug Hughes

■ On the 150th anniversary of Italy's independence day, Michele Dall'ara had more than just his Italian heritage to celebrate. March 17th, 2011 was also the day he opened his Nanjing wine bar, La Cantina. The establishment, located in an alleyway half a kilometre southwest of Xinjiekou's metro station, was modeled in the image of an Italian enoteca. Wine bottles that all hail from regions across the boot-shaped nation line the walls on wooden shelves. Michele's basic concept is a welcome change of pace from life on the streets of Nanjing: drink, unwind, and linger.

Originally, La Cantina was solely a wine bar. Two of Michele's friends are wine producers back in Italy, a circumstance that is part inspiration to the business. The friends now supply Dall'ara's business with two varieties of sangiovese (pronounced san-geo-vay-zee) that he imports directly from an area close to his hometown of Forli. In total, the location offers approximately 20 selections of wine. The wine menu changes periodically so that customers can continue to sample the labours of different vintners.

Two months ago, the wine bar expanded with new back room and began serving antipasti, pizza, and pasta. A personal-sized pizza runs to between ¥40 and ¥60. Michele and his girlfriend, Ms. Zhang, are constantly experimenting with new menu options. Luckily it is not hard to update the list of food offerings; presented to customers on an iPad.

While speaking with The Nanjinger, the pair worked to perfect a new recipe: pissa tonno cipolla, tuna and onion pizza. "Put a little sugar in the water with the onions", Michele explained to Ms. Zhang, who has been studying recipes family style, learning from Michele as well as Italian friends and colleagues. Considering the fact that there is neither a wood-burning oven in the back nor an army of Italian grandmothers upstairs, the resulting pizza was a surprisingly delightful slice.

La Cantina offers a charming refuge from those weary of the car horns and crowds of Xinjiekou. If you're looking for a place to while away a Sunday afternoon with friends over a bottle of wine or a taste of some Italian fare, you might want to check out East Nantai Xiang (off Wangfu Da Jie).



Activity Review 80's Party at Myth Pub

Do You Remember When We Used To Dance?

By Doug Hughes

The 80's were all about dancing, specifically angst-filled wacky dancing. That is admittedly a post-mortem analysis, as I spent 1989 in the third grade. However, movie scripts and song lyrics from the decade are riddled with the following assertion: I am young and all I want is to engage in epic dancing.

Footloose, Dirty Dancing, The Jitterbug, And We Danced, I Wanna Dance With Somebody, and Walk Like An Egyptian...the list goes on. Let's be honest though, the dancing looked ridiculous. On the other hand, that is exactly why 80's parties are so fun: you can't possibly look cool on the dance floor, so you can just stop trying and enjoy getting down with your bad self.

When we heard that there was an 80's party at Myth Pub one early September Saturday, a group of friends and I decided to dress up. My first instinct when I entered the door was to do a heroic Kevin-Bacon-alone-in-an-abandoned-warehouse type routine. Myth, a newly opened bar on Jiangsu Lu near the southern end of Shanxi Lu, has two floors, which means stair and mezzanine bopping were also possible elements of my routine.

My imaginary choreographed rocking would have wound up with a knee-swinging romp down the long bar and a flying leap back onto the floor. Luckily, common sense prevailed and my dignity was preserved, but only temporarily.

Even though my fellow Nanjingers didn't dress up, they sure cut loose when the DJ started playing music from 30 years ago. The Jitterbug was greeted with a level of enthusiasm that these days is usually reserved for Gangnam Style. By the time a few classics had played, Myth had become a kind of anti-1912; filled with a complete disregard for one's social image. Arms flailed, heads bobbed, and feet shuffled while the crowd danced as though Thriller had just been released last week.

Myth's 80's night made me realize that Nanjing needs more theme parties. It was refreshing to see everyone dancing in public with a bit of reckless abandon usually reserved for the privacy of our own homes. The bar was a great location, down the road a ways from Nanjing's same-old same-old haunts, with great ambiance and music dear to my heart. I apparently missed a Toga Party held there a few months back, but I will not be missing their next gathering.

Movie Review

The Expendables 2

By Laura Helen Schmitt



I was hardly surprised to find that it does not really matter in which language you choose to watch *The Expendables 2*, there is so little dialogue you do not need to speak any language of this world to get what this movie is about: big guns and testosterone. Oh, and bigger guns.

I personally felt quite disappointed that after the trailer promised me Jet Li, all I got was a five minute cameo from one of my favourite action stars. But maybe that's just me. However, sitting there watching one explosion after another while everyone with name and rank in the action biz showed up for at least one cameo and a cringy punch line, I could not help but feel a little melancholic. They just don't make them like that anymore.



Does not the fact that the team of fearless mercenaries is actually a group of old men in their mid-life crises unwilling to let go of their glorious past say it all? These are the greatest action movie heroes of all time and while I wracked my brains to come up with the younger version of Arnie, Sylvester and Jean Claude,

I simply couldn't. Just who has replaced the muscle-packed testosterone beasts that are the action heroes of the past?

All I could think of were the endless numbers of Marvel super heroes who seem to have taken over from the Terminators and the Rambos. Hurray, it's the age of the nerd! No more flexing muscles and showing off how strong we are; now it's all about brains, technology and hidden identities.



While I am a huge fan of the super hero genre, I did feel quite sad at the thought of saying good bye to the heroes of my youth. But in light of Stallone's progressively female features which increase with each face lift and Arnie's sparse head of hair, I could not help but think, "Guys, it's time to give it a rest". Arnie's joke that the whole cast belongs in a museum makes me think he agrees.

The world may think they are expendable, but if you love the classic action genre with guns a-blazing and little to no story, you should come along to see the crème de la crème in what is probably their last showdown. And bring some tissues to send 'em off.



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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

Just 25 minutes from the central business district, Hilton Nanjing Riverside offers modern in-room technology plus extensive meeting, conference and recreation facilities. Many rooms with 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, Yingtian Jie (inside Chengguang 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 & Parks

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 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.

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 Museum 南京博物院

321 Zhongshan Dong Lu 中山东路321号

Artifacts from Neolithic to communist.

Qingliangshan Park 清凉山公园

Guangzhou Lu, near the intersection of 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.

Nanjing Science Museum 南京科技馆

9 Zijinhua Lu, Yuhua District

雨花台区紫荆花路9号

58076158

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

Gulin Park 古林公园

21 Huji Bei Lu 虎踞北路21号

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

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.

Zixia Lake 紫霞湖

A mountain fed lake in which you can swim. Please 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.

Nanjing Hongshan Forest Zoo

红山森林动物园

101 Heyan Lu 和燕路101号

Underwater World 海底世界

South side of Purple Mountain

中山陵四方城8号

8:30am-5pm

Xuanwu Lake Park 玄武湖公园

1 Xuanwu Xiang 玄武巷1号

Offers trails for walking biking and running, with playgrounds, gardens, restaurants and boats for rent.

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.

Yuejiang Tower 阅江楼

202 Jianning Lu 建宁路202号
Includes the temple, Wanxian pavilion and a great view of the Yangtze River.

Zhongshan Botanical Garden

中山植物园
Covering over 186 hectares and home to more than 3000 plant species.

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
8669 6778

Novas Education Management

诺瓦斯国际
2405, Building A, New World Centre,
88 Zhujiang Lu
珠江路88号新世界广场A幢2405
68858565

Foreign Trade & Economic Development Agencies

Australian Trade Commission

澳大利亚贸易委员会南京代表处
1163, 11F, 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

Netherlands Business Support Office

荷兰贸易促进委员会南京代表处
Suite 2316, Building B, 23/F, Phoenix Plaza,
1 Hunan Lu
湖南路1号凤凰国际广场B楼23层2316室
84703707

Baden-Württemberg International

德国巴登符腾堡州国际经济和科技合作协会
7-3 Dabe Xiang Meiyuan Xin Cun
梅园新村大悲巷7-3号
84728895

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

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

Canadian Trade Office Nanjing

加拿大驻南京商务代表处
#1261, World Trade Centre, 2 Hanzhong Lu
汉中中路2号金陵饭店世界贸易中心1261房
84704574

Korea Trade Investment promotion agency

大韩贸易投资振兴公社南京代表处
Unit A, 40F, 1 Zhujiang Lu
玄武区珠江路1号珠江壹号大厦40楼A座
84704574

Language Training

New Concept Mandarin

新概念汉语
3302, Block A, New Century Plaza, 288 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号裙楼四楼
83598762 / 83598876
www.afnanjing.org
info.nanjing@afchine.org

JESIE-Goethe-Language Centre

JESIE -歌德语言中心
Jiangsu College for International Education, 3rd Floor, 205 Shanghai Lu 江苏省国际教育学院3楼, 上海路205号
83335690
www.goethe-slz.js.cn

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 Dabe 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

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 Shuimuqinhua, 99 Shitoucheng Lu 石头城路99号水木秦淮D-1号
84506789
Picture framing service and art related supplies.

Stone City Modern Art Creation Gallery

石城现代艺术创意园
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.

Nanjing Drug Art Museum

Building 22, 12 Dinghuai Men Jie
定淮门12号(世界之窗软件园) 22号房
83752646
Social experiments between local and foreign artists.

For the Home

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

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(南京南浦对面)
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
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 flower market with plants, cut flowers, fish tanks and fish, plus a selection of gardening tools.

Modern House NJ (Remo) 摩登舍

Ground Floor, Lan of mercy and Social Hall, off Huaqiao Lu
慈悲社兰之堂5-2号
86555566
www.amodernhouse.com.cn
Copied designer furniture & décor.

Malls

Golden Eagle Shopping Center

金鹰国际商城
89 Hanzhong Lu 汉中中路89号
84708899
Offers a wide selection of clothing, homeware, and a foreign food supermarket on the upper floor.

Deji Plaza 德基广场

18 Zhongshan Lu 中山路18号
84788066

A premier mall with wide variety of high class shops such as Louis Vuitton and Burberry. Includes also a movie theatre.

Nanjing Aqua City 南京水游城

1 Jiankang Lu 健康路1号
52233999

Home to many restaurants and western brand name shops as well as a cinema and the BHG import supermarket.

Wanda Plaza 万达广场

88 Hongwu Lu
白下区洪武路88号(近淮海路)
84783706

98 Jiangdong Zhong Lu
江东中路98号

86805588 / 86805577

Largely occupied by Chinese brands but with an increasing number of well known foreign retailers in the process of moving in. Includes Walmart outlets and large cinema (IMAX in the Hexi location).

Golden Wheel In-Citi 金轮新天地

8 Hanzhong Lu 汉中中路8号
84773788

Many restaurants plus brands such as Sephora, H&M, and Timberland, plus the ubiquitous Costa Coffee.

New City Mall 新城市广场

99 Caochangmen Da Jie 草场门大街99号
86210888

Many brand name shops, restaurants, a yoga studio, and a movie theatre.

Grand Ocean Department Store

大洋百货

122 Zhongshan Nan Lu 中山南路122号

Frequent promotions and many good value food stalls the basement.

Orient Department Store 东方商城

2 Zhongshan Nan Lu 中山南路2号

Gucci, Celine and other designer brands.

Electronics

Professional Photography Equipment Market

照相器材专业市场

3F, Binjiang Friendship Shopping Center, 301
Jiangdong Bei Lu

江东北路301号滨江友好商城三楼

Specialists in wedding photography plus equipment and 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 equipment market in Nanjing.

Mobile Shops on Danfeng Jie

丹凤街-手机

Indoor markets specialized in new and second-hand mobile phones and repairs.

Zhujiang Lu - IT Products

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.

Zhongyang Lu - Video Games

中央路-电子游戏

Any type of video game for all video game systems. Also do minor repairs.

Suning Electronics 苏宁电器

Local firm that is now one of China's largest retailers for electrical household appliances. Branches all over Nanjing.

Sports

Decathlon 迪卡侬

286 Ningli Lu (next to Metro)

宁溧路286号(麦德龙对面)

Sport Megastore, 9am-9pm

Giant 捷安特

178 Zhongshan Bei Lu, opposite the fabric market
"Bu Bu Bu"

中山北路178号

83611227

Largest branch of the popular bike manufacturer.

Jinxianghe Rd 进香河路

The outdoor store street in Nanjing; shops for biking, hiking, backpacks, equipment and apparel for outdoors.

Groceries

Fields

www.fieldschina.com

Shanghai's premier online grocery store for safe, high quality, delicious food delivery to your door. Delivering to Nanjing residents every Wednesday with free delivery for all orders over ¥500.

Nanjing Bakery

www.nanjingbakery.com

Delivery of home made cakes, ready to bake pizzas, lasagna etc. plus a range of grocery items such as pasta, butter, cheese, sauces and spices.

HomeGrocerChina

Rm 503, Building 65, Yushuiwan Garden, 169

Yudao Jie 御道街169号御水湾花园65室503室

84400397

www.homegrocerchina.com

Online shopping of premium imported products conveniently delivered to your door.

TASTEIT

www.tasteit.cn

Shanghai's top quality, organic, on line Italian wine shop. Delivering to Nanjing each Wednesday. 20% discount by inserting the code 118856.

N Times Grocery 泰晤士

48 Yunnan Lu 云南路48号

83685530

Compact yet its location close to the home of many expats, especially students make this a very popular foreign food store with a wide selection of imported yet pricy food.

Metro 麦德龙

288 Ningli Lu 宁溧路288号

300 Jianning Lu 下关区建宁路300号

German hypermarket with a wide selection of foreign foods.

Carrefour 家乐福

235 Zhongshan Dong Lu

中山东路235号

84658588

The omnipresent French hypermarché with four stores in Nanjing and a fifth (Pukou) on the way.

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.

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 Floor, Aqua City, 1 Jiankang Lu 健康路1号水游城地下2层

66985066 / 66985068

91 Matai Jie

马台街91号

68675666 / 68675699

Features a very large stock of imported goods plus fresh organic fruit and veg.

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. Order online at <http://shop.njaf.gov.cn>.

Wine Outlets

Newold Wine World 纽澳酒世界

Zone B, 1F, New City Mall, 99 Caochangmen Jie

草场门99号新城市广场一楼B区

86265959

Aussino Cellar 富隆酒窖

Room 109, 198 Zhongshan Dong Lu

隆酒窖 南京市中山东路198号109室

84679799

www.aussino.net

Ziyo Wines 南京紫元酒窖

18 Mochou Dong Lu 南京市建邺区莫愁东路18号

13770923489

N Eminence Cellar 香松酒窖

Inside Wutaishan (opposite to Jin Inn)

Guangzhou Lu 广州路, 五台山体育场

66012088

Chateau Family Cellar 名庄世家酒窖

16-10 Mochou Hu Dong Lu

莫愁湖东路16号-10

87781899 / 13852287767

Jiangsu Jiuchao Distillery 江苏九朝酒业

278 Hongwu Lu

洪吴路278号

84404159

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 南路1号八佰伴旁(近中央路)
83657000 / 83657111

Online Shopping

Chunjie365
www.chunjie365.com
cs@chunjie365.com
58933356
Online shopping site with English version that offers fun and unique gifts from the US and Asia with the ability to engrave or personalise for that special someone.

Services

Travel

N 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 - Room 417

N D.T. Travel
大唐国际(香港)商旅服务管理有限公司
22E, Golden Wheel Mansion, 108 Hanzhong Lu
汉中路108号金轮大厦22E
84720097
Ticket Booking: 400 886 1212 (FREE)
Quality English service that includes flights, visas, hotels and holiday packages.

Transportation

Nanjing Train Station
南京火车站
141 Longpan Lu
新庄龙蟠路141号
85822222 (enquiry)
85824224 (tickets)
www.njstation.com
Online train timetable and booking, but only in Chinese.

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
Serves all parts of the country in addition to direct international flights to Germany, Japan and Korea.

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, leaving every 30mins
2. Nanjing Zhonghua Men Station, 508 Yingtian Da Jie 南京中华门车站 应天大街508号 6am-9.00pm, leaving every 20mins

Nanjing Coach Terminals
南京长途汽车站
Coach timetable/ticket enquiry 96196

Nanjing Zhonghuamen Coach Terminal
南京中华门长途汽车总站
508 Yingtian Da Jie
应天大街508号
52418504

Nanjing North-Central Coach Terminal
南京中北长途客运中心
160 Huahongcun
秦淮区红花村160号

Nanjing Zhongyngmen Coach Terminal
南京中央门长途汽车总站
1 Jianning Lu
建宁路1号
85531288

Healthcare

N 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.

N 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, orthodontics and more. 100% Bilingual staff with another branch in Suzhou.

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

Health Examination Center
江苏省国医馆
2F, Outpatient dept. of NJUTCM, 282 Hanzhong Lu
汉中路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

People's Hospital 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 汉中路155号
86617141
The major Chinese medicine hospital.

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.

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.

Dan-De Dental Clinic 丹德齿科
D6, 9F, Huawei Mansion, 107 Shigu Lu
石鼓路107号华威大厦9楼D6
84217177
Centrally located dental clinic with western standards and several other branches.

KB+ Dental Hospital 康贝佳口腔医院
31 Fujian Lu (Huafu Mansion)
83433333 / 4001108899
www.kangbeijia.com
Jiangsu's first digital dental hospital.

N 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
Western standard dental care with English language.

Property Services

N 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
南京市汉中路180号星汉大厦1901室
51860592 / 5186 0590
www.shre.com.cn
sunhome@shre.com.cn
Pre-move Consulting, orientation programs, home search service, settling-in programs and vehicle leasing. Branch offices in Wuxi and Suzhou.

N Crown Relocations
嘉柏(中国)国际货运代理有限公司
Rm 1908, Block B, New Century Plaza,
1 Taiping Nan Lu
太平南路1号新世纪广场B栋1908室
84541017
Provides moving services, school search, intercultural services and a host of departure and destination services for relocating employees, expatriates, diplomats and private customers.

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

12C1, Jinlun Mansion, 108 Hanzhong Lu
汉中中路108号金轮大厦12C1座
84701658
www.cmrchina.com

Complete relocation service to multinational companies, with additional services including driver's license and import/export of pets.

Training & Coaching

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.

JESIE Corporate Training

苏教国际企业培训
Suite 210, 205 Shanghai Lu
南京市上海路205号210办公室

Legal

Picozzi & Morigi Law Firm 意大利高基莫里吉律师事务所

A4, 21F, Golden Eagle, 69 Hanzhong Lu
南京市白下区汉中中路89号 金鹰国际商城21楼A4
86556731
nanjing@picozzimorigi.it
www.picozzimorigi.cn
www.picozzimorigi.com
Italian law firm operating in China since 1991 and licensed by the Ministry of the Justice with two representative offices in Nanjing and Shanghai. Provides legal services in English, French, Chinese, Spanish, Italian and German with special regard to investing in China, M&A, labour law, IPR protection and cross border dispute.

Dacheng Law Offices 大成律师事务所

2F, 72 Beijing Xi Lu
2楼北京西路72号中华人民共和国
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.

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. Translation available in Chinese, French and Spanish.

KuanEumHui Korean Buddhist Club 观音会南京韩人佛教会

1703, Building 2, Full 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

Jingli Hotel, 7 Beijing Xi Lu
北京西路7号晶丽酒店
Mormon service, Sun 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.

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 25 plus years experience, and 19 years of work in China. Advertising agency services also available.

VOZ Design 嗓音设计

Office 612, Sunong Building, 357 Mochou Lu
莫愁路357号苏农大厦612室 210004
85520158 / 180 6168 5196 / 159 5057 5174
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

137 7076 1603
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

1377 099 9175
www.phrephotos.com
Photographic services offered. Product shots, portraiture and more.

Miscellaneous

Icalse Copier Rental 南京艾科思商贸有限公司

Huashan Hotel, Zhujiang Lu, Nanjing
南京珠江路华山饭店内
6866505
www.icalse.com
icalse@126.com
Photocopier and shredder rental, in all sizes including those for industrial use. Other branches in Suzhou, Kunshan and Shanghai.

Interpreter & Translation Service

Professional interpreter with extensive Sino-foreign business background
13002512862
nanjing.interpreter@gmail.com

Satellite TV Installation Service

13770323459
nanjingstv@gmail.com

Bottled Water Delivery Service

By Coca-Cola Nanjing
4008282288 (Free)
Mineral water, pure water, water machine cleaning.

Lustre Cobbler 莱斯特皮鞋修饰

Golden Eagle Shopping Center, 89 Hanzhong Lu
汉中中路89号金鹰国际
Central Department Store, 79 Zhongshan Nan Lu
中山南路79号中央商场

Hong Bang Tailor

红邦裁缝
18 Nanxiu Cun, Shanghai Lu 上海路南秀村18号
The tailor of choice for many a Nanjing expat.

Leisure & Sports

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. 12 luxurious single and twin private suites for men & 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
85861099
Upmarket spa with a focus on TCM catering for CEO types.

Gyms & Sports

NU Yanlord Tower Club 仁恒国际俱乐部

116 Lushan Lu
南京市建邺区庐山路116号
87765111
www.yanlordtowerclub.com
A wide range of leisure and entertainment facilities.

Olympic Century Star Ice Skating Club

奥体世纪星滑冰俱乐部
222 Jiangdong Zhong Lu (Inside Olympic Center)
江东中路222号奥体中心内
86690465 / 86690467

Nanjing North Star Ice Skating Club

南京北极星滑冰俱乐部
Qinhui Sports Center,
20 Pingjiangfu Lu
秦淮区平江府路20号
52200031

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.

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

Klein Billiards 克莱恩台球

135 Hongwu Lu 洪武路135号
51587158

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!

Changqing Taekwondo 长青跆拳道馆

145 Zhongshan Dong Lu
玄武区中山东路145号
84541055

Karate Eifuukaikan 空手道影风道场

96 Yushi Jie 鱼市街96号
52989189

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

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

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 江宁区谷里银杏湖1号
86139988

Art & Culture

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

NU Wan Yan Shi Beauty Salon

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

VS Philosophy Hair Salon

沙宜理念美发
6F, Deji Plaza 德基广场6楼
84763486

Nail Bar 指爱你美甲

44 Wangfu Da Jie
王府大街44号 84209596

Sweet Love in Nails 指间密语

89 Shanghai Lu
上海路89号

Cinema (call for English language availability)

Xinjiekou International Cinema in Deji Plaza

德基广场新街口国际影城
18 Zhongshan Lu
中山路18号德基广场7楼
84797700

Nanjing Shangying International Cinema

南京上影国际影城
New City Mall, 99 Caochangmen Da Jie
鼓楼区草场门大街99号龙江新城市广场3楼(近江东北路)
86223345 / 862240908

Aqua City Hengdian Cinema City

南京水游城横店国际影城
4F, Aqua City, 1 Jiankang Lu 建康路1号水游城4楼
82233599

Food & Drinks

Asian Cuisine

NU The Lobby Restaurant at Fraser Suites

仁恒辉盛阁国际公寓大堂餐厅
116 Lushan Lu
建邺区庐山路116号
86268888 Ext. 643
Sink your teeth into mouth-watering delights such as tender-grilled rib-eye steak, roasted chicken,

or the seafood linguine cooked in spicy tomato sauce. Asian must-tries also include Hainanese chicken rice and laksa.

Kezigu Muslim Restaurant

克兹古丽餐厅
53 Wangfu Da Jie
王府大街53号
85981468
A delicious change from the standard Chinese cuisine: spicy noodles, potatoes, chicken and lamb dishes. Xinjiang performance.

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

食工坊咖啡店
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

NU 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
Well known for its blend of 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 offers a fine selection of imported wines and beers.

NU 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

南路狮子桥 2号

83245421

A well-established Indian restaurant in Nanjing offering traditional Kadhais, Murghs, Masalas and Vindaloos in addition to more familiar Chinese dishes. Free delivery within 3 kilometres.

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. English menu, English speaking staff, free delivery within 1 kilometre. Wifi available.

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.

Tairyo Teppanyaki 大渔铁板

57 Zhongshan Lu

中山路57号

84729518

54 Taiping Bei Lu (in 1912)

太平北路54号, 在1912里

84458310

3 Kunlun Lu

昆仑路3号

58850588

Famous for its special offer: ¥180 for all you can eat and all you can drink, including sushi, sashimi, sake, beer, and everything on the menu.

Korean Cuisine

Fudefang 福德坊

6 Taoguxincun, Hankou Lu

汉口路陶谷新村6号

83312091

Ke Jia Fu 可家福

38 Nanyangyangying (near Ninghai Lu)

鼓楼区南阴阳营38号(近宁海路)

83314283

Vegetarian

The Green Field – Vegetarian Restaurant

绿野香踪素食馆

1F Zhengyang Building, 56 Yudao Jie

御道街56号正阳大厦一楼

6661 9222

A wide selection of creative dishes and plenty of fresh vegetables along with special drinks and teas.

Pure Lotus 静心莲

1 Section C, Shuimuqinhuai, 99 Shitoucheng Lu

石头城路99号水木秦淮C区1号

83752306

LvLiuJv (Living by Green Willow) 绿柳居素菜馆

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

With genuine European flavours, grilled meat and seafood specialties, Studio 21 also offers renowned home made desserts, all in an elegant and relaxing atmosphere. Special Set Lunch Menu with prices from ¥38 and specials for student and teachers, plus live music every Friday and Saturday during dinner.

Shakira

夏琪拉

271 Zhongshan Dong Lu (Hanfu Jie/Changbai Jie)

中山东路271号

87716798

Touted as a Global Music Restaurant, Shakira features four floors with a distinctly different theme and vibe. Most attractive is the fourth floor rooftop bar.

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.

Danny's Irish Restaurant & Pub

丹尼'爱尔兰餐厅&酒吧

4F, Sheraton Nanjing, 169 Hangzhong Lu

汉中中路169号金斯顿酒店4楼

8666 8888 7775

Quality hotel dinners in addition to being a good place to sit and chat. Live performances and TV sport. Open from 6 pm.

C-Lounge

玺酒廊

237 Zhongshan Dong Lu (back of the Central Hotel)

中山东路237号(中央饭店后门)

An altogether more ambient vibe from the people who brought us Castle Bar, differentiating itself with Chinese nostalgia themed events and parties.

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

Drink, unwind, and linger amid a considerable selection of Italian wine. Dine in one of the back room booths on antipasti, pizza, and pasta.

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.

The BASSMENT

140 Guangzhou Lu (in the bassment of the Suiyuan building)

广州路140号随园大负一层

13951648378

Before midnight, a cocktail bar type vibe. After 12 is time to dance the night away! Live DJs every night. Doors open at 8.

Nail Jazz Bar

钉子吧

10 Luolang Xiang (200m south of the Sheraton)

罗廊巷10号, 立金斯利酒店200米

8653 2244

A relaxed bar that offers a wide variety of imported beers with a cozy upstairs and a more open downstairs, complete with stage and foosball table.

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 offering quality drinks plus German and European dishes. Happy hour from 4-7pm.

Bebbis

百比思

1st floor, Orient Department Store, 2 Zhongshan

Nan Lu

中山南路2号东方商城1楼

84730121

Interesting Fondue experience.

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 up a variety of Spanish food, including good tapas, pizza and a nice variety of wine. Outdoor seating expands the capacity of the restaurant considerably!

Talking, Talking 2, Talking 4

对话西餐厅

Room 101, 9 Pei De Li,

Ninghai Lu

宁海路培德里9号栋101室

83200844

Jinyin Street

金银街

83323969

Offers a surprisingly large variety of beers and liquors, as well as a good selection of food. Open 11:00 am until late, tending to fill up at night time.

Don Quixote

堂吉珂德餐厅与酒吧

39 Chengxian Street,

off Zhujiang Lu

珠江路成贤街39号

83359517

Bar that doubles as a Spanish restaurant. Live band upstairs when the kitchen closes; large screen plasma TV and video games downstairs.

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

(无高尔夫球场西侧台阶上)

A 2-floor bar featuring live music, pool, food and quality eats plus a fully-stocked bar.

Ciao Italia

你好意大利

193-2 Shigu Lu (outside Sunglow Bay near the

Sheraton) 石鼓路193-2号

86608807

Over 140 authentic Italian specialties, including 30 varieties of pizza that are considered some of Nanjing's best. Free delivery is available.

N Pisa Pizza 比萨斜塔意式餐厅

81-8 Shanghai Road
上海路81-8号
1580 517 7575

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

N Country Road 约翰·丹佛

20-1 Nanxiucun
南秀村20-1号
87776422

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

N Blue Sky Expat Bar & Grill 蓝澳西餐厅

77 Shanghai Lu
上海路77号
86639197
www.the-bluesky.com

One of the original expat bars to open in Nanjing, serving burgers, pizzas, plus Aussie meat pies and more. It is the only bar in Nanjing to serve Bundaburg Rum (Bundy).

N Ellens Bar 艾伦酒吧

132-3 Guangzhou Lu
广州路132-3号
83641119
丁家桥75号
58825052
75 Dingjia Qiao

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

N Swede and Kraut 云中餐厅

12 Nanxiucun 南秀村12号
86638798

Features an impressive beer list, including German and Belgian labels, alongside a menu of traditional European foods and desserts. Take out and special holiday dinners are available.

N 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.

N Soul Mate 索味法式休闲餐厅

15-1 Nanxiucun,
off Hankou Lu
南秀村15-1, 靠近汉口路
83328418

Located in an old house very close to Nanjing University, Soul Mate serves French style pizzas, omelettes, mixed drinks, wines, and beers. Open from 11:30 am to 10 pm.

N 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 wines by the glass, located in an old Chinese garden house.

N 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. Homemade traditional French dishes (set menu and à la carte available) for lunch and dinner in a friendly atmosphere.

N Jimmy's 吉米酒吧

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

American-owned sports bar offering satellite sports, a very well stocked bar that includes a large variety of whisky, plus most famously, pizza.

N 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 bands."

N Behind the Wall 答案墨西哥餐厅

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

One of the oldest bars in Nanjing with one of the finest terraces in the city. Live musical performances go well with strong sangria and beer.

N Jack's Place 杰克地方西餐厅

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.

N 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.

N Vanilla Sky 香草天空

4-4 Taoguxincun, off Shanghai Road
上海路陶谷新村4-4号
83202884

Pizzas, pastas, steaks and salads at reasonable prices; a cozy atmosphere keeps many customers coming back.

N Bellini Italian Bar & Restaurant 贝丽妮意式餐厅

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

Stylish and elegant yet easy in which to relax. Many dishes and drinks are unique in Nanjing. Reservations are advised.

Boston Chips

波士顿炸薯条

New City Mall, Hexi
河西新城市广场

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

Nightclubs

TRXX

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

New heavyweight on the 1912 scene, featuring stylish interior design and a wall of real sharks! And if you don't lock the bathroom door, people can see in!

Mazzo

玛索国际俱乐部

1912, 60 Taiping Bei Lu
太平北路60号1912街区6号楼
84537399 / 84631912

Foreign DJs play Hip Hop, House, MashUp and Electro. Wednesday is Ladies Night, Thursday International Night.

Bakery & Cafe

N Skyways 云中食品店

160 Shanghai Road 上海路160号
83317103

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

Breads, made-to-order sandwiches, cakes, chocolates, desserts, plus a fair selection of imported deli items such as cheese and salami. Large cakes and pies can also be pre-ordered.

N Sculpting in Time Cafe 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)

Pleasant coffee house atmosphere, along with brunch, cocktail hours, film screenings plus widely known brownies. Confucius temple branch balcony offers romantic evening views over the Qinhuai river.

N 3 Coffee 3号咖啡馆

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

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

N Godot's Home 戈多的店咖啡馆

23 Nanxiucun, off Shanghai Lu
南秀村23号
86637484

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

N Fish Tank Coffee 鱼缸咖啡小馆

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

High-quality coffee beans, freshly sterilized milk, as well as a variety of delicately created special drinks, served up in a stylish interior.

NX 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

■ Native, Female tutor for two kids

In need for a Native, female tutor for two kids in Nanjing at their house. About 10 minutes walk from Xinmo Fang Malu subway station. Twice a week, two hours each time. Please this is a long term deal and not just for a short time.

Email: abualsuudrami@hotmail.com

Phone: 13512516618

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

■ Business Development and B2B positions - 1 Full Time, 1 Part Time

TCC International is looking for two additional foreign staff:

A native Hindi speaker for contacting India, preferably available full-time

A native English speaker to call Europe/America, two full days a week (split) including one evening a week to ring the US/Canada.

India: A full-time, native Hindi Speaker / Must also be fluent in written and spoken English / Available preferably 0900 - 1800, Monday to Friday, certainly afternoons

Europe/America: Fluent English speaker / Additional languages (esp Portuguese) welcome but not necessary

To start, this position would be for two full days a week, that can be split as required, including one late evening/night a week to ring the US/Canada/etc. For example, a full day on Monday, Wednesday evening, Thursday afternoon. Actual hours can be discussed.

Both positions will pay a salary to be discussed based on availability, and a bonus based on the turnover of business attracted. Length of contract preferably 1 year minimum, with the first month as a test period.

For further information please send your details and CV, which position you are interested in, and an introduction on why you would like this position.

Email: tcc@tcc-china.com

Phone: 025 8657 2980

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

■ MATURE Kindergarten teacher for Australian Kindergarten up to 13,000 salary

Salary depends on experience and suitability and ranges from 9,000 - 13,000. No more than 25hrs per week with weekends always free. We are right by both Nanhu Lake and Mouchou Lake just 1 stop from Xinjiekou.

Superstar Kindy needs responsible, reliable, passionate, and mature - preferably female teachers who love kids and are willing to grow with their students as their own family for at least a year.

All lesson plans are provided so all you need is to turn up and turn on your happy button! Handsome rewards and bonuses for those who are loyal to our school and give 100% to their children.

Positions to be filled immediately!

Email: ami@SuperstarEnglish.com

Phone: 15951938389

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

■ Nanjing needs English teacher with 10000 yuan

Teaching place: training school in jianye district, nanjing city, Jiangsu province

teaching time: 20 hours, with office hours, two days off not on weekend

Salary: 10000 yuan monthly / Visa: working visa covered / Beginning time: ASAP /

Students age: 3-6 years old / accommodation subsidy: 1000-2000 yuan monthly

/ airfare subsidy: 7000 yuan yearly / Needed: native English teacher or non-native

teachers with great oral english

if you are interested in this one, please send the resume, a recent photo, copy of resume

Email: chinesejob001@163.com

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

Jobseekers

■ Looking for economics job

I'm a 26 years old male, recently graduated student with a major in economics with focus on china/chinese business culture. I'm currently staying in Nanjing for some months in order to search for a job or possible an internship.

I'm from Sweden and my father is from Germany, so I can speak Swedish, German, English and also some Chinese (one year of studies).

Don't hesitate to contact me if you are interested to know more about me or want to look at my CV.

Email: klasfelber@gmail.com

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

Real Estate

■ Apartment for Lease (3bed)

6 floor, near Nanjing University International Students Center 5 mins. Lease this apartment at least for 1 year. Rent is 4,200

Email: bamboonju@163.com

Phone: 18761894572

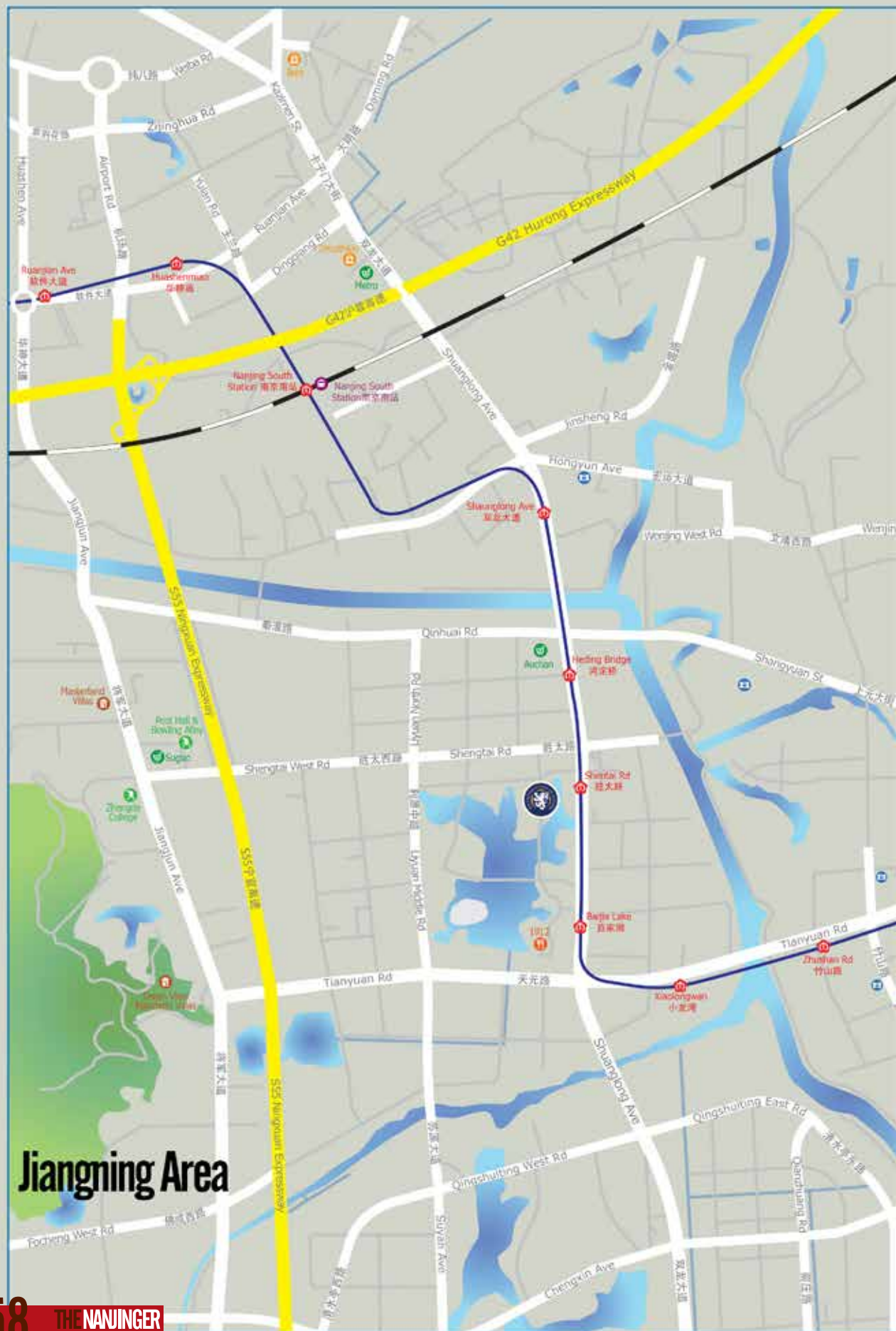
For full advertisement text, visit: www.nanjingexpat.com

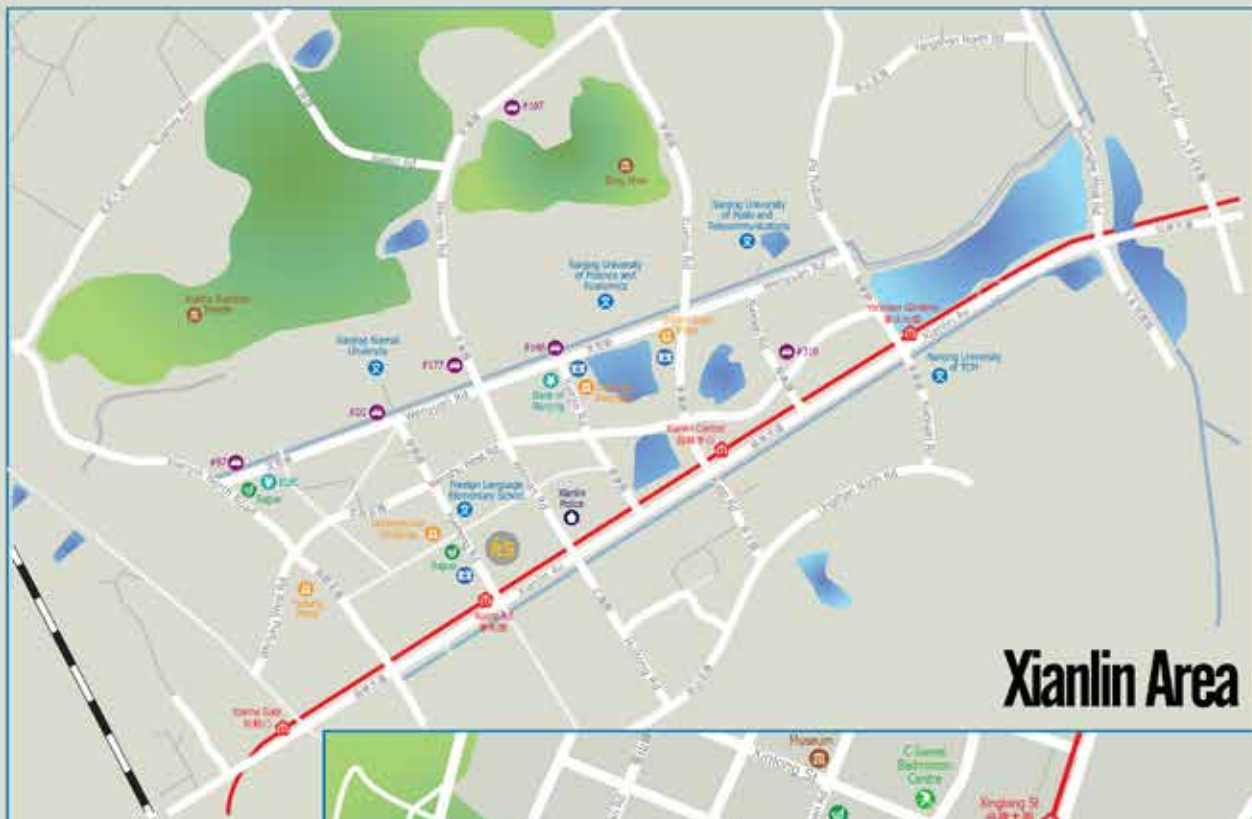
Wanted: A place to advertise items for sale, jobs vacant, services on offer, upcoming events or anything in between.
Visit: www.nanjingexpat.com



The Nanjinger
Cryptic
Crossword
Answers



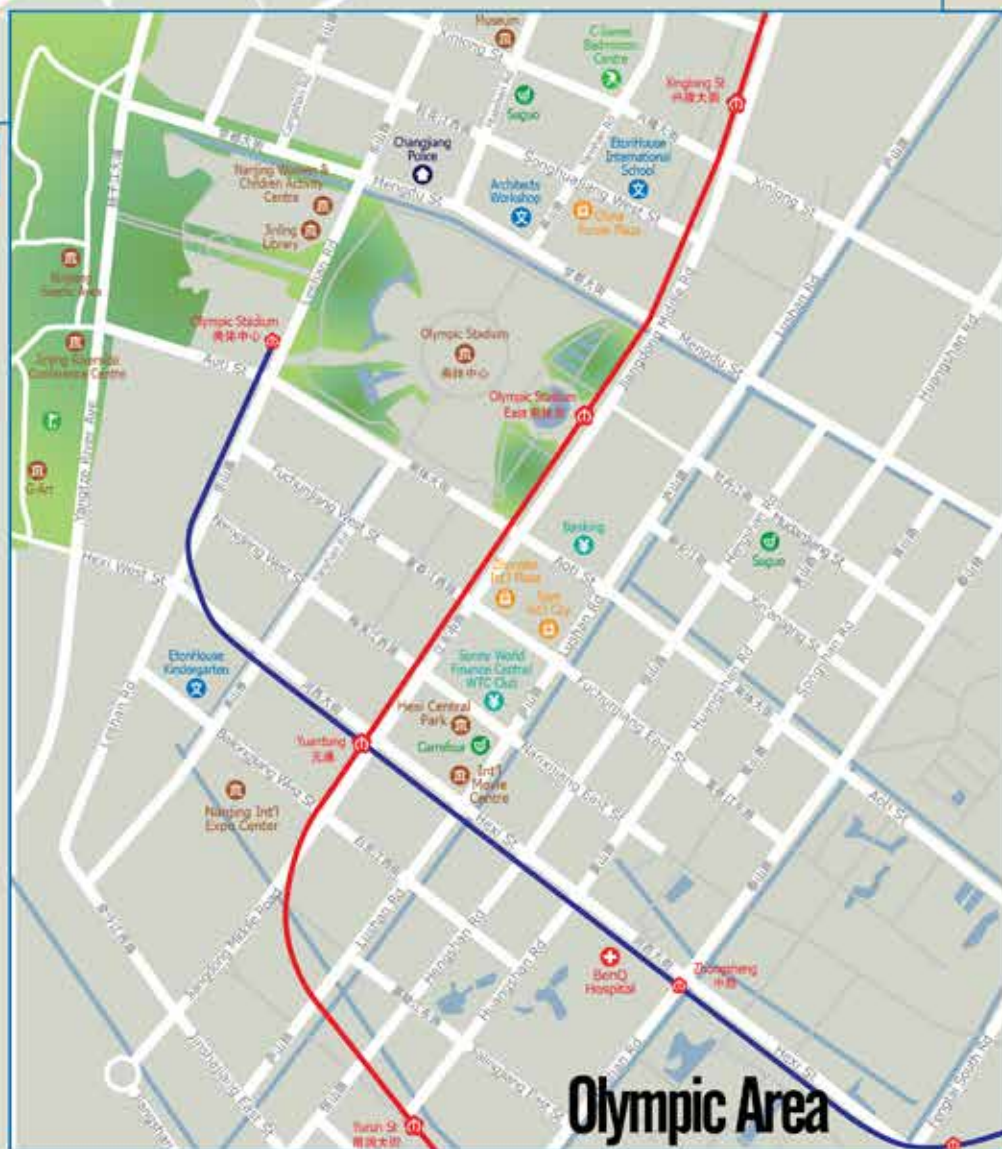




Xianlin Area

Map Symbol Legend

- Metro Station
- Coach Station
- Ferry
- Airport Shuttle
- Train Station
- Train ticket agent
- Supermarket
- Shopping
- University
- Hospital & Clinic
- Tourism Spot
- Government
- Banking
- International Dining
- Sporting venue
- Golf course
- Metro Line 1
- Metro Line 2
- City Wall Remains
- Tomb
- Railway Line



Olympic Area

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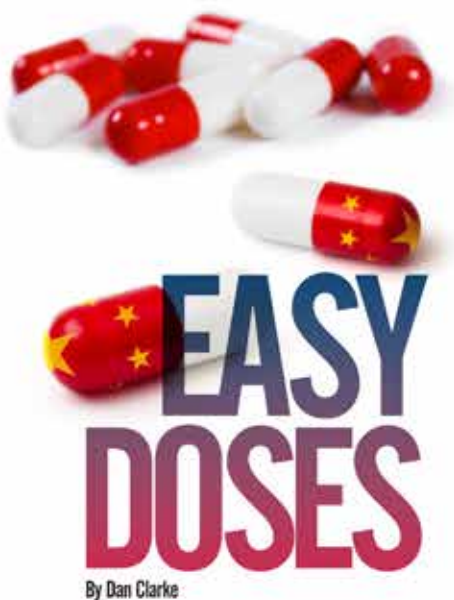
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The Reward Yourself Jar

■ **W**hen you set yourself a tough goal; perhaps learning Chinese, dieting, exercise, studying for school, or working harder at a job; it can be difficult to stay motivated.

To this end I thought of a trick called the Reward Yourself Jar. You have likely seen something like this on tv shows; you may have even tried it yourself. You get a jar and every time you do something bad, such as swearing, you put some money into it.

Well this is different.

Every time you do something good that furthers your goal you put money into the jar.

Let us assume you are learning Chinese by yourself. You plan on spending an hour each day writing Chinese characters, and talking to a friend in Chinese for half an hour every evening. You can either put money in the jar for every half hour you spend studying, or put money in for every new word you learn.

If you decide to lose weight by taking up running or biking, you can pay yourself for every kilometre you go, or for every 10 to 15 minutes you exercise.

How much money you put in depends on how much money you have. If you are well-afloat financially, and only work at it once or twice a week, putting in ¥100 every time is reasonable. If you are a slightly less well-off student or teacher and work at your goal every day, ¥10 may be better.

The system is very flexible. Try it one way for a week or two and if you are putting too much or too little money into it, change it to better suit your needs.

When the jar is full, or after a few weeks, you can take all the money out and do whatever you want with it. This is your fun money; go and reward yourself for a job well done.

However, if you do not work toward your goals, the money comes out of the jar. If you decide to skip your evening Chinese lesson, you have to take some money out of the jar; about the same amount you would have put in.

If you have trouble getting motivated, this might help you. Give it a try and see how it works out. NU



The Big End

By Frank Hossack



■ We'll wager most of the Korean people you know own a Kia. A slight generalisation perhaps but like all stereotypes, therein lie more than a grain of truth. With our investigative hats cocked slightly on one side, off The Nanjinger went but little were we to know that we would soon be terrified for altogether different reasons than our headed into deepest darkest Jiangning.


All but three of our test drives for The Big End have started from Daming Lu, Nanjing's answer to Detroit. Yet that is set to change as the motor city moves out to the suburbs, or in Nanjing's case, what feels like half way to Hangzhou. For here is the new Nanjing Dongshan Auto 4S Park, behind which we find space. Lots of it. Space for crazy test drives and space for big dealerships. Indeed, our Kia dealer therein is the largest imported Kia dealership in the world, apparently on account that the owner wanted to secure the Kia contract, and figured having a huge shop would do the trick. It did.

Hollywood styles chase scenes make much of the Kia Cadenza's capability to safely and virtually immediately change lanes at speed in the promotional videos playing in the dealership; blissfully unaware were we that such scenes were about to be played out in real life, using as the actors.

Into the imported Kia Cadenza we got, and were shortly after more than impressed with the phenomenally solid chassis as displayed by our over-confident salesman, first advising us to make sure our seat belts were fastened securely and to lock down all loose objects, then literally throwing the car across all three lanes of the thankfully deserted roads, at 100 km/h.

We then swapped into the Sorento, Kia's second largest SUV; when not bouncing off the interior we noted the engine is virtually silent with no vibration detected. Rock solid suspension again; put two people sitting on the tailgate and the Sorento hardly subsides. Aesthetically, the cars are also good lookers, in and out; a glance through not only the Cadenza and Sorento but also the entire imported Kia range reveals similar interior styling that is well thought through and consistent.



So the mystery has been solved, but we paid a price through our raised heartbeats and a possible shortening of our lifespans. But we do know that Koreans are into safety. And skid marks. 



The Nanjinger test drove the Kia Cadenza and Sorento at
江苏福霖达车业有限公司, 南京江宁东山汽车4S园天行路3号
Tel: 4001887171

Operation Smile China Celebrates 20 Years of Creating Smiles

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

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

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



Bao, before and after

For more information:

Operation Smile China: 中国微笑运动

Julia Jorgenson, Program Development Coordinator:

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

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

www.operationsmile.org/china



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