

■ November 2011

China that's

Zhejiang 城市漫步

- Get a (Non-Teaching) Job
- Top Trumps: China Careers
- Public Speaking in China
- Challenge...
- Play the 'Face Game'
- 'Survive China' Guide
- Zhejiang Bus Map
- News, Reviews & Listings

Reviewed: IW Coffee House | Xiangshen Kitchen | Manji Dessert Café



Expats on the Job

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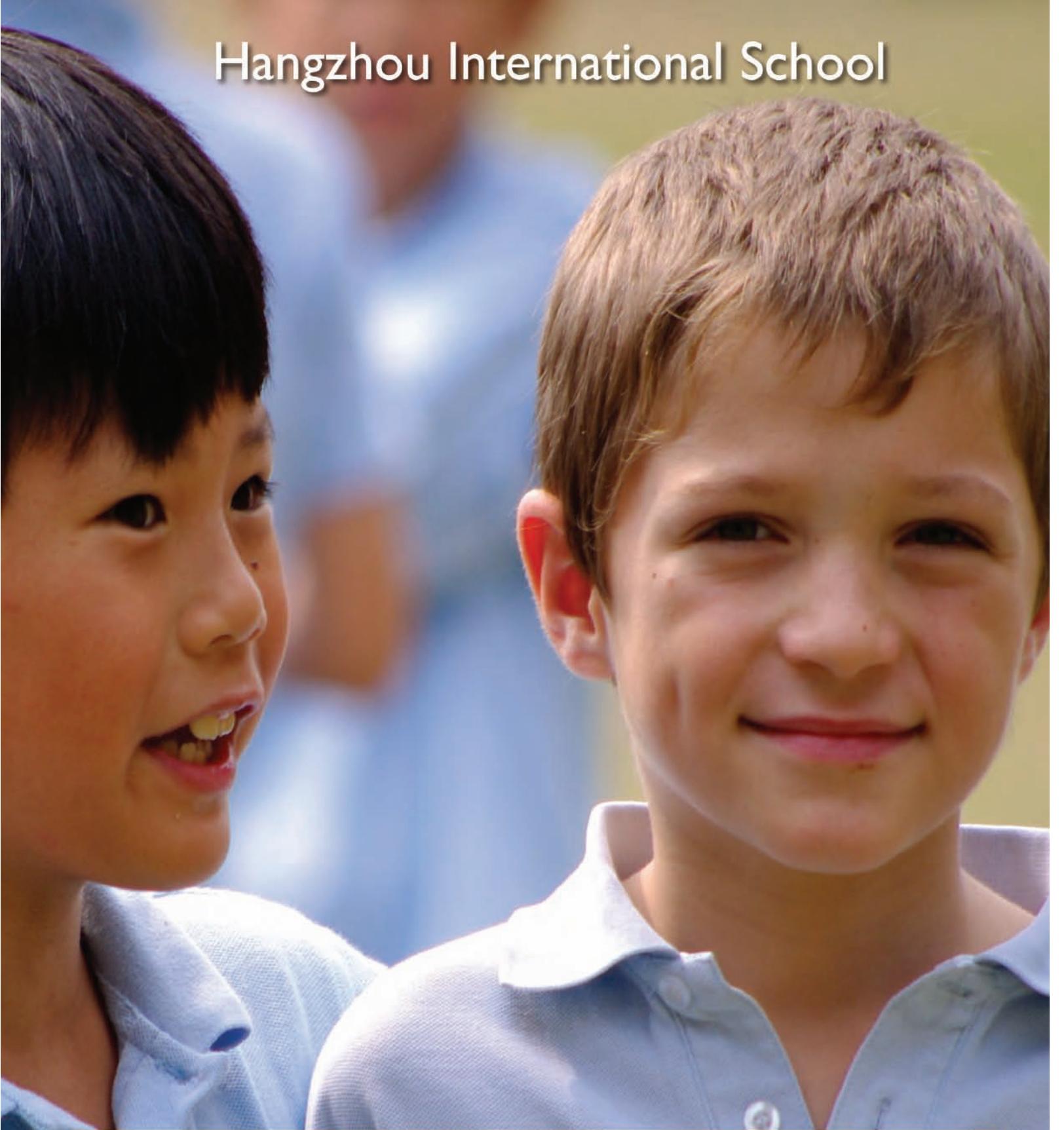
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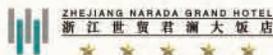
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China that's

Zhejiang 城市漫步

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Editorial —

Welcome to November's edition of *that's Zhejiang*. This month's issue is all about work and jobs. In the eyes of many, the Middle kingdom is the new Mecca of opportunity; where the streets are paved with gold and a pasty white face is enough to make you rich and famous.

Whilst this may have been true in the 1990's, China is no longer a hideaway for those that can't make it in their own country but is in fact the world's fastest growing, and soon to be largest, economy. This month we've included some guides on how to get a job, successfully do business, and adapt to Chinese business practices as well as some background information on expats that have made a splash throughout China's history.

Check out Alex Hoegberg's 'How to get and keep a (non teaching) job in China' (p.18) which is a good read as well as a genuinely useful guide. Once you've made the step towards gainful employment, rank yourself against some of the more unusual jobs done by expats in China with our 'top trumps' card game (p.22) and against 'famous expats – then and now' (p.28).

Adapt to the Chinese way of doing business (or at least learn to understand it before doing it your own imperialist way anyway) with our guide to the concept of 'face' in business (p.30) as well as a tutorial on how to deliver the perfect speech in Chinese (basically it's just an overblown, self indulgent, brown nosing fest) (p.32). This month's work issue also seemed like the perfect time to begin serialising our new business column (p.16).

Brad is back with another challenge this month (p.24). We challenged him to build a raft and sail it on one of Hangzhou's numerous water features – not the West Lake though, that would be illegal and we definitely didn't tell him to do it there.

We've changed the layout of our social calendar this month (p.12), including fewer events but giving more prominence to the month's biggest attractions. Please let us know what you think or email me with event information, or anything else, at lee.thatschina@gmail.com

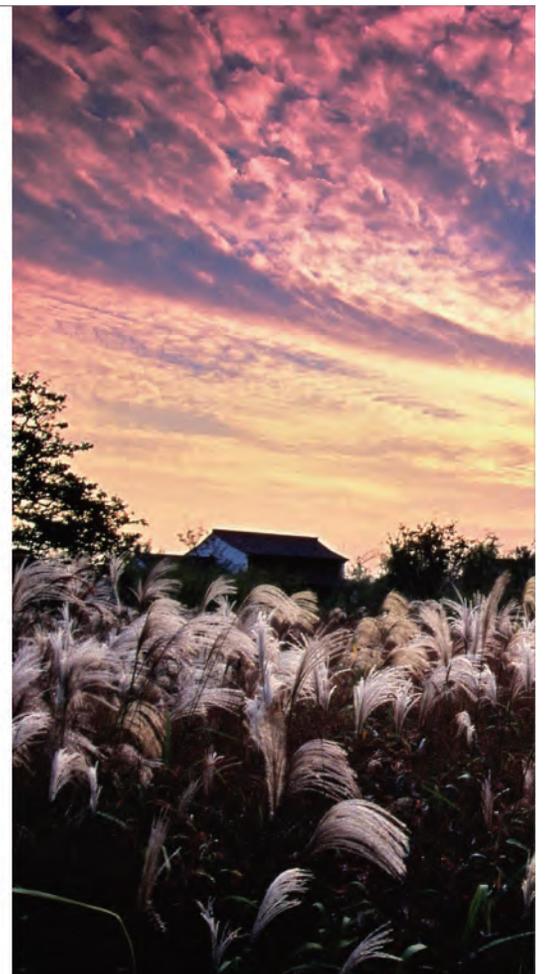


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News in Brief

1 Passionate spectators constitute an important part of the 8th National Sports Meeting for the Disabled.

2 The 8th Siming Mountain Persimmon Festival was held in Dalan Town, Yuyao, Ningbo during the week of October 12. Dalan Town is the most famous persimmon production base in eastern Zhejiang.

3 'Smart Police' was launched for use at Tianyi Square in Ningbo during the National Day Holiday by Ningbo Police. With a built-in intelligent system that includes a high resolution camera and high-performance storage apparatus, the vehicle is now under a two-month pilot operation.

4 The two-day China Xiaoshan (Xiang Lake) International Kayak Marathon Invitation Competition was held in Xiaoshan on October 7-8. The 8km challenge was attended by 61 athletes from China and 12 from the US, Canada, the UK, France, Spain, Italy and Israel.

5 WSX International Roller Skating was held in Haining Stadium, Haining last month. It closed with the French team winning an overwhelming victory. This is the first time the games have come to China.

6 The curtain of the 8th National Sports Meeting for the Disabled fell on the night of October 19 in Hangzhou's Huanglong Sports Center. Zhejiang teams won 111 gold medals from the game.

7 It took firemen nine hours to put out the fire at the premise of Huazheng Group in Lingxi Town, Cangnan County, Wenzhou on October 18. The fire was so ferocious that the Cangnan fire brigade had to seek help from nearby cities such as Pingyang and Rui'an.

8 The 15th Ningbo International Fashion Festival was held in Ningbo in mid-October. The first 25 shows drew about 8,500 buyers. Ningbo is China's largest clothes manufacturer and exporter, and has hosted the fashion fair for the last fifteen years.

9 Yi Yi, the last survivor of July's Wenzhou train crash, completed her treatment in Xinhua Hospital in Shanghai, taking her first step after the tragic accident on October 18, although it is still hard to predict whether the toddler will be able to regain all her muscle mobility in her left leg.

10 A series of activities were held at Zhejiang Library on October 15 to celebrate the 28th World Blind Day. The picture shows how a specially designed Chinese chess board can be enjoyed by a blind person.



Yao Ming Shows up at China's Sports 'Oscars'

The awarding ceremony of 6th China Laurence Award, dubbed China's sports "Oscars", was held in Xiangshan, Ningbo on the night of October 11. This is the first time this triennial carnival was hosted in a county-level city. Liu Xiang received the "Most Popular Sportsman of the Year" award. After a 13-month absence due to injury, he returned to compete in the Men's 110m hurdles final at the IAAF World Championships in Daegu, South Korea and won for the fourth time in a row.

Sun Yang walked down the stage with the "Best Rookie" and "Breakthrough" awards for his record-breaking performances in the 1,500 metre freestyle and two gold medals won from the 14th FINA World Championships (Shanghai 2011).

Yao Ming received the "Prominent Achievement of the Year" award despite his farewell to his fans made earlier this year. The "best coach of the year" award went to Li Yongbo (head coach of China's badminton teams) and Liu Guoliang (head coach of China's men table tennis team).

Hou Yifan won the Best Non-Olympic Athlete award. The 17-year-old impressed the world at the 2010 Chess Championship with her genius performance.



Eastern Cixi Unveiled as a New Marine Economy Platform

The Eastern Cixi Sea-front Area was officially unveiled last week, adding a new platform for the thriving marine economy of Ningbo.

The 168 square-kilometer area borders Zhenhai to the east and links Jiangbei District of Ningbo in the south. The western and northern boundaries of the new economic powerhouse are defined by Cixi and the Hangzhou Bay, with Longshan Town and about 27 square kilometers of shoal area included in its territory. The goal is to build a modern sea-front town in the area over the next decade.

Wenzhou Considering Construction of China's Largest Tidal Power Station

Wenzhou, the economic powerhouse of southwestern Zhejiang, is mulling construction of the country's largest tidal power station.

It has been confirmed that major technological problems have been solved. Currently, the country's largest tidal power station is Jiangxia Tidal Power Station in Wenling, Taihou.

The core technologies to be involved in the project will be developed jointly by Zhejiang Hengfengtai Reduction Gears Manufacturing Company and Shanghai Marine University. One of the breakthroughs is the design of a semi-submersible generator. Currently, all tidal power stations in China use full-submersible type generators.

Dayangyu Islet to be Auctioned Off

Ningbo began inviting bidding for the rights of use its uninhabited islets on October 9.

Dayangyu Islet, located in Xiangshan County, Ningbo, will be auctioned off at the Xiangshan administrative center on November 10.

The islet neighbors Xiangshan's new urban zone Damuwan and the state-level Songlanshan Sea-front Resort. It is one of the 176 uninhabited islets announced by the state ministry in April of this year.

The bidding price starts at RMB 18 million, exclusive of a cash deposit of RMB 2 million.

Zhejiang to Invest in Vegetable and Produce Markets

People living in the Zhaohui residential community of Hangzhou will find shopping in the community vegetable and produce market very different from now on.

All dealers in the market will now provide receipts for each purchase completed. The change is part of an upgrading project launched earlier this year by the provincial government.

The total investment is estimated to top RMB 1.1 billion. A total of 114 markets across the province will be taking part.

The upgrading allows customers to track down the source vegetables they've bought and will hopefully prevent unsafe vegetables from finding their way onto the customers' table. The upgrade also includes a price monitoring system and services from a special testing center set up inside the market where random checks of the safety of the vegetables will be conducted on a daily basis.

Hangzhou Produce Logistic Center is the largest one of its kind in eastern China. A total of 18 vegetable markets in Hangzhou will be included in the project.

Fenghua City Going Organic on World Food Day

Tourists poured into Fankeng Village in Dayan Town, Fenghua City, Ningbo on October 16 (the 31st World Food Day) to join the festivities – the town is known for successful piloting on organic paddy cultivation.

The yield per unit of the organic paddy fields in the mountainous areas of the town is about three times that of conventional rice farming. The organic rice has been given the seal of approval from the Ministry of Agriculture. The first 80,000kg rice sold out within two months at the price of RMB 50 per kilogram. The pilot project has made the town an ideal destination for agri-entertainment

The picture shows a foreign student from Ningbo Nottingham University learning to reap the harvest in the village's paddy fields.



Sino-UK Relations in 'Dynamic Phase' – Minister

Relations between China and the United Kingdom had entered a new and dynamic phase, according to Chinese Minister of Foreign Affairs Yang Jiechi.

Recent high-level visits between the UK and China, including by Chinese Premier Wen Jiabao, had served to give new impetus to the strengthening and building of these ties.

The University of Nottingham, the first to establish a fully approved Sino-foreign collaborative university on mainland China, had become a conduit for furthering China-UK cooperation, he said.

He also warned that the University faced tough new competition on the horizon.

The University of Nottingham Ningbo China's president, Professor Yang Fujia, explained how the number of students on the China

campus had risen to more than 5,400 while more than 3,000 had already graduated since the campus opened its doors only seven years ago.

He added that though he didn't work for the Ministry of Education, "we will do our very best to help with the development of this great university".

Professor Nick Miles, Provost and CEO of The University of Nottingham Ningbo China, pointed out that the next phase of the campus's development will focus more on science and engineering to support the development strategy of the city of Ningbo's and to enhance knowledge transfer and build research capacity. (Edited from University of Nottingham Press Release)

National News

China to Establish Nationwide Social Credit System

China will strive to establish a social credit system nationwide to ensure sound and healthy social and economic development, China's State Council, or Cabinet, said on October 19.

China needs to create an honest and faithful society through system improvement and enhanced education, as lack of credibility remains a prominent problem, according to a statement released after a State Council executive meeting chaired by Premier Wen Jiabao.

The statement mentioned some of the behaviors featuring lack of credibility, such as business fraud, manufacture and sale of fake products, fraudulent applications and claims, and improper academic behavior.

China will push forward the establishment of a nationwide social credit system in the next five years by establishing a system to keep record of all citizens' credit history, it said.

The country will also accelerate legislation and regulation improvement concerning the credit system and push forward the construction of credit systems within industries and government departments, and at local levels, according to the statement.

The government will also work so that the credit information can be shared across the nation, develop credit rating agencies and promote use of credit products in an orderly way. (Edited from China Daily)

Home Price Increases Slowing Down

More Chinese cities saw property price increases slow down in September year-on-year as the government's tightening measures to cool the market kicked in, the National Bureau of Statistics (NBS) said on October 18.

On a monthly basis, 17 cities saw new-home prices decline in September, up from 16 in August. Meanwhile, prices in 29 cities remained unchanged, NBS statistics showed.

Chongqing, one of only two cities to impose property taxes this year posted the steepest decline as prices dropped 0.4 percent from August.

"Residential prices will see a bigger drop in the fourth quarter of this year as the government's tightening credit policy toward property developers and individual buyers continues and even strengthens," said Joan Wang, head of research at Savills (Beijing).

On Oct 13, the Beijing branch of China Construction BankCorp raised the mortgage rate for first-home buyers to be 1.05 times the benchmark interest rate. It used to offer first-home buyers 30 percent off the benchmark rate.

So far, some banks in 14 cities, including Guangzhou, Shenzhen and Shanghai, have raised the mortgage rate by 5 percent to 30 percent, a move experts said will slam owner-occupiers and thus hurt the property market. (Edited from China Daily)

Angry Birds to Land in Shanghai

Rovio Entertainment Ltd, the maker of the popular game Angry Birds, announced on October 18 that it will open its first overseas operation in Shanghai, marking a clear step to further penetrate the Chinese market that has witnessed thriving business growth during the past year.

The move will help the Finnish company gain a greater share in the largely neglected feature phone sector and lay a solid foundation for future acquisition activities, said Peter Vesterbacka, chief marketing officer.

"Rovio chose Shanghai as the first location for an international office because of its unique position as one of the most creative and technologically advanced cities in the world," said Vesterbacka at the launch event.

The new operation, located in an animation center in Shanghai's Baoshan district, is set to be fully operational by the end of 2011 with some 20 staff members. It will be a multifunctional operation,

handling the research, marketing and sales of Angry Birds-related products.

Currently, Rovio has around 10 business partners in China, ranging from the telecommunications provider China Mobile Communications Corp to the social networking site Renren.com and the search engine Baidu Inc.

An agreement between Rovio and VoDone Ltd, a Beijing-based video and telemedia service corporation, will pull millions of Chinese feature-phone users into the Angry Birds orbit.

"Hopefully, Angry Birds will become the first entertainment brand to have more than one billion fans globally. And occupying the feature phone segment is absolutely a big part of the plan," said Vesterbacka.

He also expressed a wish to acquire emerging companies, notably Chinese counterparts, which could bolster Rovio's growth. (Edited from Xinhua)



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THE EVOLUTION OF CHINESE CHARACTERS



Oracle bone Script 甲骨文:
The Oracle bone script was used during the Shang or Yin Dynasty (c. 1400-1200 BC), mostly inscribed on tortoise shell and ox plastrons, used for divination purposes. Mainly pictographic in nature.



Bronze Script 金文:
The Bronze script was used during the Zhou Dynast (c. 1100 – 256 BC). More stylised version of the oracle bone pictographs.



Large Seal Script 大篆:
The Large Seal script was used during the Zhou Dynasty (c. 1100 -256 BC).



Small Seal Script 小篆:
The Small Seal script was used during the Qin Dynasty (207-21 BC).



Clerical Script 隶书 & **Standard Script** 楷书:
The Clerical and Standard scripts first appeared during the Han Dynasty (207 BC – 220 AD). These are the standard scripts that calligraphy students begin by learning.



Running Script 行书:
The Running script has been used for handwritten Chinese since the Han Dynasty.



The Grass Script 草书:
The Grass script is the Chinese equivalent of shorthand and has been used since the Han Dynasty. Practically illegible to the untrained eye.



Simplified Script 简体字:
The Simplified script has been used in the PRC since 1949. It is also used in Singapore.

HOW TO USE A CHINESE DICTIONARY

Nothing illustrates the tortuous difficulty of the Chinese language more than the process of looking up Chinese characters in a dictionary. It can be a time-consuming exercise fraught with frustration. The process can at first seem like some arcane ritual that requires the alignment of planets and a sacrifice to the ancient Taoist gods to accomplish. Like so many things however, once you have grasped the basics, it becomes a fairly routine - if still lengthy - process.

LOOKING UP '家'

1. Examine the character and identify its radical. This is actually more difficult than it sounds. The radical is normally on the left of the character: For lang 浪 (wave); the radical is the three dots to the left of

the character, signifying water. For our character, 家, the radical is at the top of the character, the "roof". If you can't identify a radical, find a Chinese person. That, or burn the dictionary on a sacrificial pyre, cursing the day you decided to tackle this heathen language.

2. The radical is 宀, which is comprised of three strokes. We then look up the radical in the radical index, by looking under the three strokes column. Turn to the page listed next to the radical, which is where all the characters with said radical are listed. If you don't know how many strokes the radical is composed of, then you'll have to search for it manually, looking at the list of radicals – pray that the Gods look favourably upon you.

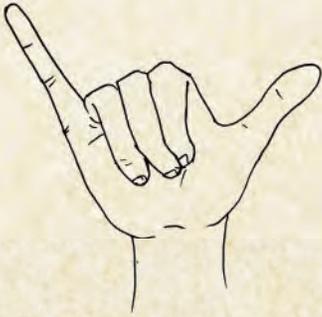
3. Count the remaining strokes – not including the radical - in the case of 家, there are seven strokes. Looking under number seven, we see all the characters with the 宀 radical that have seven strokes. We can then find 家 on this list, and the page number for the dictionary headword will be located next to the character. Turning to the page, we learn that the character is pronounced *jiā*, and it means 'home'.

Copious volumes of blood, sweat and tears later, you have finished your task. Now, don't forget the character, or you'll have to look it up again (you will forget it).

NUMBER GESTURES

Chinese people have a way of using the digits on one hand to express the numbers one to ten. These are often used in day-to-day life, for example; at the wet market, in shops, and when bartering for slaves down at the local amphitheatre...

Numbers one to five are straightforward (if you have a full complement of digits).



SIX (六)

The little finger and thumb are extended, with the other fingers closed into the palm. Although this looks like a bull's horns, turn it upside down and you can see the resemblance of the bottom half of the Chinese character for six.

SEVEN (七)

Touch all your fingertips together, with the fingers pointing downward; alternatively just bring the fingertips of the thumb and first two fingers together.



EIGHT (八)

The thumb and index finger make a sideways "L", other fingers closed, with the palm facing the observer.

NINE (九)

Make a hook with the index finger, keeping the other fingers closed. This resembles the 'hook' in the Chinese character for nine.



TEN (+)

There are two ways of depicting the number ten: either with a closed fist; or with the middle finger crossing an extended index finger.

CHINESE NUMEROLOGY

Most numbers in China are considered lucky based on the way they sound. If they sound like another word in Chinese that means something 'good', such as 'long-life', then they are considered lucky. If they sound like something bad, like 'death', then they are unlucky. Chinese has a relatively small number of sounds, which makes these associations possible (not a lot sounds like 'seven' in English, for example).

TWO

The number two (*èr* or *liǎng* 二 两) is generally considered to be a good number in Chinese culture, if not particularly lucky. It is common to use double symbols, such as the character *xī* 喜, double happiness, as an indicator of good fortune. In addition, two can symbolize husband and wife, heaven and earth, and the yin and yang.

THREE

The number three (*sān* 三) sounds similar to the character for "birth" (*shēng* 生), and in the ancient Daoist classics, three was said to be the number that "produced all things". It symbolizes the family unit of father, mother and child. The character *xīn* 鑫, normally used in names, symbolizes wealth and prosperity, and is composed of the character for gold, *jīn* 金, repeated three times. Three can represent plenty, and is considered a lucky number.

FOUR

The number four is bad news in China, and people go out of their way to avoid it. Four (*sì* 四) is considered an unlucky number in Chinese because it sounds almost the same as the word for "death" (*sǐ* 死). Because of this, some buildings don't have a fourth floor and people try to attain phone numbers with as few fours as possible. Four has not always been seen as a bringer of bad luck. Ancient Chinese believed even numbers to be lucky, and this includes the number four. The number four represents the four seasons, and so is symbolic of wholeness. Most chengyu idioms in Chinese are composed of four characters, and this is known as the *sìzìgé* 四字格, four character structure.

FIVE

While not considered either particularly lucky or unlucky, five is used as number that symbolically encapsulates all things of a certain field or subject. For example, the *wǔdú* 五毒, five poisons: scorpion, snake, centipede, gecko and toad; and the *wǔgǔ* 五谷, five grains: rice, corn, millet, wheat and beans.

SIX

In mandarin the number six is a lucky number: it is pronounced *liù*, and sounds similar to *liú* 流, flow, which is considered good for money-making. It indicates "a constant flowing stream" of business.

EIGHT

The word for eight, *ba*, sounds similar to the Chinese word for 'prosper' or "get rich" (*fā* 发 - short for *fācái* 发财). The number eight is viewed as such an auspicious number that any number with several eights is considered very lucky. Phone numbers containing a number of eights are very valuable, highly-prized possessions, as are car licence plates consisting of many eights. The general rule is this: the more eights the better.

NINE

The number nine and its multiplications feature prominently in Chinese culture. Nine was traditionally seen as the 'largest' number, and signified completion. It sounds almost the same as *jiǔ* 久, longevity, and is thus prized as a lucky number that blesses long life. In ancient China, men of letters and emperors alike looked up to the number nine. The high heavens were spread across *jiǔxiāo* 九霄 nine levels, officials were sorted into *jiǔpīn* 九品 nine ranks, and Chinese territory was divided into *jiǔzhōu* 九州 nine states.

BABY, IT'S (GOING TO BE) COLD OUTSIDE

By Edward Bothfeld

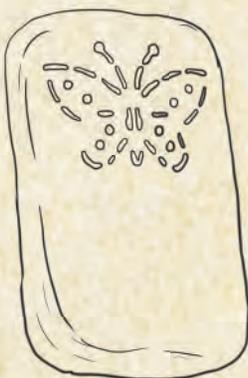
After another sweltering summer, fall officially arrived in late September and temperatures are dropping. And they will keep dropping. Although temperatures won't get too low, winters in Hangzhou can feel bitterly cold. This bitterness can be attributed to a few different causes. First, Hangzhou's winters are relatively short, so the city's infrastructure doesn't really cater to them. For example, most schools have an outdoor floor plan, thus requiring you to be outside more. Dryers are uncommon, and it can take days for clothes to dry outside. Second, the most popular way to get around is by bicycle or e-bike, which obviously don't have heating systems. What better way to prepare for the next few chilly months than knowing what to wear to stay warm?

PADDED PAJAMAS (SHUI YI) 睡衣 – The perfect outfit for a quick morning errand when (and where) you're unlikely to see anyone you know, padded pajamas will keep you warm but aren't the most stylish fashion choice.



BIKE MITTENS (FANG FENG SHOU TAO) 防风手套 – Always gripped tightly to the handles of your bike, your hands are especially vulnerable to the wind chill. Bike mittens will keep your hands toasty warm as you trek (or sit in traffic) across the city.

HEAT PADS – (DIAN RE SHUI DAI) 电热水袋 – Electric heat pads make a world of difference after a day in the cold. Resting and fondling your cold hands on the soothing, floppy, water-filled bag can be habit forming. Although they are often decorated with silly cartoons, the pleasure they bring is well worth it.



HAND WARMER – (NUAN SHOU BAO) 暖手宝 – In the shape and style of an iPhone, the metallic hand warmers that are sold at the night market are a light and electricity free way of keeping your hands warm. With lighter fluid in its base, the hand warmer slowly burns away the oil to heat the metal flask. However, the heat only lasts for a mere 30 minutes before the base needs to be refilled, so if you are not keen on keeping lighter fluid on you at all times (and perhaps running the risk of starting a fire), these hand warmers function as more of a novelty.

WOOL SOCKS – (YANG MAO WA) 羊毛袜 – There's nothing worse than having cold feet and putting on socks expecting them to replenish your feet's blood flow, only to have the numbness continue. Wool socks will prevent you from experiencing this helpless feeling. Another way to create additional warmth is to wear wools socks over your every-day ankle socks. This combination will combat even the most frigid of temperatures.

LONG UNDERWEAR (MIAN MAO KU) 棉毛裤 – Veterans of Hangzhou know that wearing layers of clothes is the best way to keep the heat in. While wearing undershirts and sweatshirts will take care of your upper body, don't neglect your legs. A skin-tight pair of long underwear will work miracles and will not give you thunder thighs.

TAXI BINGO

Take enough taxis in Hangzhou and you'll soon see the same hair-raising stunts and dirty cons over and over again. Enjoy their Machiavellian tactics and squeal inducing maneuvers by ticking off the most common taxi travesties with our fun game of taxi bingo!

The Traffic Light Freight Train

Laying on the horn before, during, and after the red light while running the light at high speed just to let everyone know you won't be stopping or braking for anyone.

Traffic Light Lane Change

Waiting for the 'left turn green' arrow he takes the left turn lane half way before jerking wildly into the right lane and driving straight at full speed.

Icebox Jackpot

Find one of the five drivers from Harbin who always has the AC on, even in the winter.

The 'Hundred Kuai Fork In The Eye'

Give the driver an RMB 100 note for a short fare and watch him act like you just stuck a fork in his eye. (May also shout at you in a local dialect).

The Olde Switcheroo

Giving a 'pink Mao' to the driver only for him to return it claiming it's fake, as he switches the bill for an actual fake one and keeps your original, genuine one.

VIP Lane

Sneaking through the bike lane to avoid lights and traffic. Also known as the warp corridor.

The 'Henan Ask'

Tell the driver where you are going before realizing he is a new driver from Henan. Watch him stop and ask for directions every twenty feet before getting lost anyway.

Meter Mischief

Refusing to use the meter or charging more upon arrival than is displayed and refusing to give a receipt. In this instance the driver usually bares no resemblance to license photo on the dash.

The 'Shunt and Stop'

Your taxi kisses bumpers with another vehicle and you are stuck at the scene of the 'accident' for hours as the drivers shout at each other and wag their fingers in a disconcertingly phallic manner.

The 'Ba-Ba Taxi'

Driver is blasting and possibly singing along to Chinese techno from 10 years ago making one feel as though you're in ba ba or any other Chinese club. There's also a high probability of cheesy love songs about broken hearts and good times gone bad that make him a little emotional by the end of the fare.

Interception

After thirty minutes of waiting patiently at an intersection a taxi finally stops near you to drop someone off. As you wait patiently for them to pay their fare someone else jumps in and steals the cab. Red mist ensues but, in the heat of the moment, you forget all those bad words your Chinese teacher taught you.

The Getaway

If you live in Xiaoshan and your taxi driver doesn't want to go across the river, give them an address close by and then keep saying, "just a little further", until you're in Wulin Square. Works every time.

Picture of the Month



This month's picture was taken by Bradley Wilkins in Shaoxing. Submit your pictures to lee.thatschina@gmail.com. If we use your image you'll receive RMB 100 of Starbucks vouchers.

Poem of the Month

Without Blue

By Stuart Blaney

I yearn for the azure,
even though the hills and lakes
beg me to forgive
the cobalt sky above them.

In a sea of ochre stares
that pierce my anonymity
I search for blue skies,
blue eyes, blue dreams.

Walking streets all set in squares
my shadow seeks winding paths
that would lead me to the blue,
but it never finds them.

Liquid nights carry me away
in a momentary reprieve,
as starless nights and misty moons
take me home.

But when I awake
it's always without blue.



By Danielle Hochstetter

Converting Coffee Drinkers to Tea

Tea Corner

If you are still spending a quarter of your salary on Starbucks and other mediocre coffee, please put down the coffee mug and read on. If you drink coffee for the pick me up, then run with it; tea has more caffeine than coffee. (This is true for the dried product, as in a pound of coffee beans versus a pound of tea leaves. Since coffee beans and tea leaves are not meant to be eaten.... let's look at it another way.)

The average cup of black tea has half the caffeine of a cup of coffee. So what you do is... you double the leaves. There. Now, you just doubled the caffeine in your tea. And luckily for you, caffeine is one of the first components in the leaves to make it into your cup. So you can steep the tea for just one or two minutes and you will still get the caffeine.

If you drink coffee for the flavour, try the robust smoky black tea from Yunnan called *Dianhong*. Keep in mind that the Chinese value subtle flavours, so the more expensive, the weaker the tea may seem.

Speaking of price, if you can make the switch to tea, how much money can you really save? Let's say you buy 250 grams of a sturdy black tea for RMB 100 (lower grades can be gotten for cheaper, let's just say they give you the 'laowai price'). For one cup of tea, one normally uses 6 grams, but if you double it, you have 12 grams. That means you have spent under RMB 5 for a cup of strong black tea, instead of the fortune you might spend on coffee.

Having said this, the biggest divide between coffee and tea is perhaps the culture. I can understand the romance of coffee culture. Sometimes I wish there was a Steve Jobs (may he rest in peace) of tea who could sit down with the Bill Gates of coffee and put the bickering to rest.

Until then, it seems the surest way to convert a coffee drinker to tea is to send them to China.

If you want to tell me your conversion story, or contest my maths, please email me at danielle@hangzhouteatours.com



↑ A larger portion of Dianhong Tea still goes a long way

November



1st-31st Nov

Hot Chocolate at Four Seasons

Venue: Leisure Expo Park, Xiaoshan
 Tickets: RMB 50



6 Nov

2011 Hangzhou International Marathon



Until 9th Nov

Stone Carving Exhibition

Time: 9:00am-6:00pm
 Venue: Zhejiang Museum
 Add: 25 Gushan Road



Until 23rd Nov

Charm of the Horsebacks

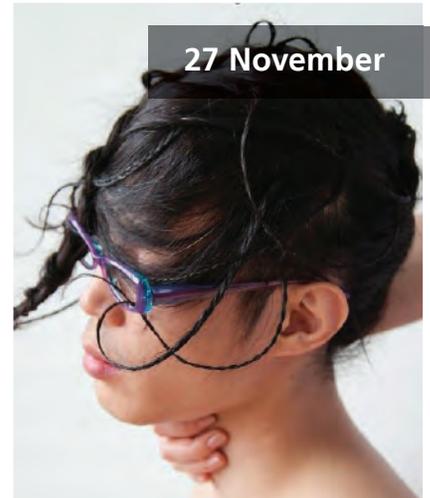
Time: 9:00am-6:00pm
 Venue: Temporary exhibition hall, 3/F, China National Silk Museum
 Add: 73-1 YuHuangShan Road



Until 18 Nov

World Leisure Expo 2011

Venue: Leisure Expo Park, Xiaoshan
 Tickets: RMB 50



27 November

Concert: Megrin - 2011 Winter Tour

Tickets: RMB 120 (Limited to 100 People)
 Venue: Code Space
 Add: 1F Building 5, 177 North Huancheng Rd.



Love Bang (Shanghai) & Elements (Hangzhou)

Venue: Code Space
 Add: 1/F, East Building, No. 5 Building, 177 North Huancheng Road 环城北路177号内5号楼东楼1楼
 Tickets: Free before 11pm. RMB 40 after 11pm with a free drink and Love Bang mixtape.



Mogwai (Shanghai)

Venue: New Mao Livehouse
 Add: 308 South Chongqing Road, Lu Wan District, Shanghai

Throughout the Month

Let's Rock Sunday @ Joy Luck Club.

Time: Every Sunday
 Venue: Joy Luck Club
 Add: No. 615 West Wen'er Rd.

All Month at Vineyard Café

Mondays: Texas poker night with RMB 60 open bar
 Tuesdays: RMB 60 open bar with DJ Scene. Birthday people drink for free with a group of 10 or over.
 Wednesdays: Movie night
 Thursdays: Trivia night
 Friday, Saturday & Sunday: AFL and English Premier League on the big screen
 Sundays: BBQ in the Beer garden

JW Marriot Hotel Hangzhou

Free Cocktail flow
 RMB 100 for free cocktail flow everyday from 6pm-8pm
 Venue: Velocity Bar
Bucket Loads of Beer
 Choose from a wide range of International beers
 Special 'Beer in Bucket' package, buy 6 get 6 bottles for free.

Or RMB 100 net for 3 bottles of beer.
 Add 28 RMB and enjoy V28 combo snakes.
 Venue: Velocity Bar

Shangri-la Hotel Hangzhou

Shang Palace
 Beggar's Turkey: Give a Thanksgiving twist to the Hangzhou all time favourite and you'll be licking your fingers of this tasteful and juicy signature dish.
 Hairy Crabs: Choose between the simply yet perfectly steamed crab and our delicate dishes
Garden Bar
 Wagyu Burger Promotion: Due to popular demand, the Wagyu Burgers are back! 5 flavors.1 at RMB 38, 2 at RMB 68, and 3 at RMB 88.
 Happy Hour: New at Garden Bar! Buy 1 get 1 free on all drinks (except premium beverages) from Monday to Thursday, 5:30 to 8:30pm.
Peppino
 Seafood Fiesta / Seafood Market: Great Seafood specialties at unbeatable prices. From freshly grilled King Prawns to Squid Risotto and Singing Seafood Pizza.

Highlights of the Month

1st-31st Nov

Hot Chocolate at Four Seasons

Pamper yourself with the newly created hot chocolate drink. Served with a cup of hot milk and a 65% Valrhona dark chocolate, you can get to experience the process of making your own sweet and delicious hot chocolate drink that will warm you up in the cold season.
 Add: 5 Lingyin Road, Hangzhou. 杭州西子湖四季酒店, 杭州市灵隐路5号.
 Tel: 0571-88298888.

1 Nov & 2 Nov

Kaspersky- Fell in love with Teresa (China tour)

Time: 7:30pm
 Venue: Hangzhou Grand Theatre
 Ticket: RMB 580, 480, 380, 280, 180, 100
 Add: 39 Xinye Rd.
 Tel: 0571-88398123

Until 9th Nov

Stone Carving Exhibition

Time: 9:00am-6:00pm
 Venue: Zhejiang Museum
 Add: 25 Gushan Road

November 10

Christophe Loviny: Exhibition Opening Night

Christophe Loviny is a photographer who has been traveling around the world for over 25 years. His work has already been published in many books, exhibitions and international magazines.
 Time: 6:30pm
 Venue: Alliance Française de Hangzhou
 Add: 198 Jiaogong Road

11 Nov

Headhunter Social Networking Evening. FC Club (Hangzhou)

Professionals from all industries: Business managers, business owners, expatriates, human resource personnel, employers, headhunters, recruiters are all welcome
 Venue: Velocity Bar, JW Marriott Hotel
 Add: 28 Hushu South Road,
 Tickets: RMB 100 (RMB 150 at the door)
 Contact: event@fcclub.com

Until 18 Nov

World Leisure Expo 2011

Venue: Leisure Expo Park, Xiaoshan
 Tickets: RMB 50

18 Nov

Love Bang & Elements

Shanghai's biggest monthly dance party comes to Hangzhou for a one-night stand with Elements, Hangzhou's biggest party crew. Love Bang = music with tons of bass, booms, and blips, and soul, big dancefloors, and cheap, proper drinks – NO boring house, weak commercial, or Justin Beiber electro remixes, NO "vodka" that's actually antifreeze, and NO Lady Gaga.
 Party starts with hip hop (classic and new) and the tempo moves up into moonbahton, ghetto house, and late in the night, bass music and Dubstep.
 Love Bang gets crazy: sometimes

people crowd surf. They're also bringing Shanghai's two best MCs - MC One Consciousness and MC 大狼.
 Venue: Code Space
 Add: 1/F East Building, No. 5 Building, 177 North Huancheng Road 环城北路177号内5号楼东楼1楼
 Tickets: Free before 11pm. RMB 40 after 11pm with a free drink and Love Bang mixtape.

19 Nov

Dead J 'The Shape of Sound (Audio Visual Live Set)

Dead J is the Alias for Beijing based electronic musician Shao Yanpeng. He has been exploring the multiple options of minimalism and experimental sound for the past eight years. From 2005 to 2008, he has released three albums on ModernSky: "Mental Imagery", "Mental Magic" and "Psychedelic Elephant". Dead J received the prize of Best Electronic Artist for his album "Mental Magic" at the Chinese Music Media Awards.
 Time: Sat 8:30pm-1:30am
 Venue: Code Space
 Add: 1F Building 5, 177 North Huancheng Rd.

26 Nov

Funk You!! by Elements

Elements want to funk everyone on this night devoted to pumping (music). Expect funky tech, funky house, funky electro, funky soul. With Hangzhou's 3 most funkyed up Djs: Tamlan S, Stephen K and Scene
 Venue: Code Space
 Add: 1/F East Building, No. 5 Building, 177 North Huancheng Road 环城北路177号内5号楼东楼1楼
 Tickets: Free entrance for anyone that's willing to funk.

27 November

Concert: Megrim - 2011 Winter Tour

Tokyo based avant-garde electronic musician, Takahisa Mitsumori aka mergrim, with percussion artist Kazuya Matusmoto aka horhythm, visual artist Masato Tsutsui, and special guest Zhai Ruixing aka ME:MO, Beijing folktronica musician, are bringing waves of sensory excitement to Code Space.
 Tickets: RMB 120 (Limited to 100 People)
 Venue: Code Space
 Add: 1F Building 5, 177 North Huancheng Rd.

Until 23rd Nov

Charm of the Horsebacks

Time: 9:00am-6:00pm
 Venue: Temporary exhibition hall, 3/F China National Silk Museum
 Add: 73-1 Yuhuangshan Road

Every Sunday

Figure Study Art Class

Figure Study art club meets every Sunday at Code Space at 3 pm. Everyone is welcome to join- no art skills necessary! Just bring your own art supplies and RMB 10. A model will pose for one hour. If there are any questions, please contact Devin at hangzhouart@gmail.com



By David Kay

China Blog

Every month **David Kay** muses on the stranger aspects of living in China and gives his idiosyncratic, often bizarre, take on things.

One thing that pleases me about living in China is the lack of hassle I get on the street. Back in the UK, my sartorial elegance would provoke anger, fits of laughter, confusion or just plain old disgust. I always found it strange because I don't dress outrageously - and neither do I sport a red mohawk - but nevertheless, bad vibes would be my daily toil. Here in China however it's a different story; now I'm just another laowai, and thus I attract attention just because I'm western and white, and not because I'm wearing tight jeans or a cowboy hat. It's refreshing.

Unfortunately though I now seem to be attracting a different kind of negative response, but this time its not down to my clothes or 80's hair style, its all because of my little teddy pup, Pepe.

Pepe is an adorable little critter that looks like he was designed in a lab, such is his legendary loveliness. He wears a gold doggy back-pack, loves to say hello and is generally the picture of joyful wonderment and fluffy niceness. Despite his cute-o-meter busting handsomeness, people on the streets of Hangzhou recoil in horror, twist

their faces in disapproval or jump out of his way in such an over-the-top manner that, well, it really has to be seen to be believed. So, I wonder, why the big song and dance over my fuzz-ball? Why the poo-pooing of my puppy? I mean, Chinese people strike me as being very un-squeamish - any trip to Hefang Street for lunch proves this theory - so what gives? Surely they 'aint afraid of a teddy dog? As always I asked some Chinese buddies for an explanation, and - as ever - they left me none the wiser!

One friend told me that canines are usually only used as guard dogs in China which is why people are scared of Pepe. Pffff, a guard dog in a Marlborough rain coat and a tennis ball in its mouth? Puh-leese! It doesn't take a genius to work out that this hound is no ferocious scrap yard beast. NEXT! Another friend told me that - legend has it - dogs can make you infertile. Well that could explain why most of Pepe's detractors are female, but - come on! - I seriously doubt that this is why people are scared of him. I was also told that its Pepe's reddish brown coat that gives people a chill, for these are the colours of aggression and danger. Hmmm, me thinks not. Finally,

I was told that pets are a relatively new trend in China, and people are just not used to seeing dogs on the streets, hence the surprise and shock. I think this is closer to the truth, but I'm still not wholly satisfied. I see MANY people with dogs here - dogs in shoes, dogs with pig-tails, dogs in jeans! I'm not sold.

Whatever the reason, people fearing me because of my pooch sure beats people hating me because of my boating shoes or 'dollar bill' shorts - of this I am sure!



Chinese Dating: Alphabet Soup

In modern Chinese pop culture, single men and women are divided into four categories -- A, B, C and D - with regard to their wealth and status. Since Chinese women are generally more willing to marry someone who is more successful and richer than themselves, and men are unwilling to marry a woman more successful, a strange circle begins: D women marry C men; C women marry B men; and B women marry A men. This then means that A women and D men become the leftovers. A women are too good to get married while D men are too useless. "A women, D men" has become a catchphrase in the Chinese language which interprets the new problem of marriage.

In 2010, the Chinese population included 180 million single people of a marriageable

age. Not to forget all the parents, busily seeking a spouse for their unmarried children. The stereotype of a strong man with a weak woman still dominates many people's minds. A successful woman wants to find a more successful man. While a successful man's ideal wife is not necessarily successful, but gentle and virtuous.

In the marriage market, men and women always have 'a price'. This price shows the prevailing social values of the age. In the 1970s it was the soldiers that made the ideal husbands, in the 1980s it was the university graduates, and in the 1990s the rich men. Now whether a man has a house or owns a car has become the most important criteria to help them find a spouse.

Modern society provides Chinese women with more opportunities than their mothers' generation to realize their individual value. While they are working hard and pursuing lives that their mothers could only dream of, they suddenly realize that they have become part of a group that men may not want to marry.

Those super leftover women believe that they have a house and a car and have no important bread-and-butter issues to worry about. They do not rely on men to improve the quality of their lives, so if they can't find a Mr. Right, they choose to be single. People joke that A women can only be the secret lovers of A men, good friends of B men, mentors of C men and the goddesses of D men.

Diary of a Laowai Father

Iain Jeffrey and his partner Catherine had a healthy baby on May 17th. During the pregnancy Iain kept a diary of his experiences, detailing the ordeals one goes through being a father in a foreign land.



By Iain Jeffrey

The Birth (Part Two)

After a long night of contractions we're summoned to the delivery room at eight o'clock in the morning. My now unrecognisable partner is still experiencing waves of numbing pain with every new contraction. Two hours ago we were at a whopping 3cm of dilation which seemed like a country mile from the desired ten. I anxiously await the new update in Sir Run Run Shaw's ultra-modern delivery room....

Before entering the room I have to wear my 'new father apparel'; a hospital gown and a hairnet. Both made of plastic, I'm now sweating profusely. It's a nice complement to my exhaustion which must pale in comparison to my partner Catherine's. The obstetrician told us that the baby's face was showing in the birth canal a few hours ago. This is not good news. The head should be tucked in, chin to chest, the baby ready for a head-first cannonball into his shocking new world.

Enter the maternity ward's head doctor. She has to see this. The baby's position has not improved. Its face is still visible, not the top of its head. She checks Catherine out. Unbeknownst to the lady giving birth, the doctor has entered the delivery room with her entourage. They have to see this. Not only is the baby in a position that occurs in one out of every 500 births but it's a laowai baby. Awesome.

and child off to the surgery ward for an emergency caesarean section. After doing all she could to avoid this predicament and have a natural birth, the writing is now on the wall. Catherine will have to go under the knife. I try to explain this to her and she agrees, tacitly, to the c-section.

The emergency elevator takes us to the 2nd floor surgery ward. I sign all kinds of papers and have the luck of seeing one of my students, a nurse, behind the desk at the entrance to the ward. I'm still crying. Catherine is wheeled away and I'm left to wait in our room until news of the surgery arrives. The range of emotions we've already been through is difficult to describe. Now I'm waiting in an austere hospital room, echoes of the delivery room contraction machine ringing in the halls, before meeting my child for the first time. Do they have CCTV5 in here?

They gave Catherine a local anaesthetic, an epidural, for the caesarean. The relief that washed over her at that moment lasted until they decided to give her a general anaesthetic. Conscious enough to know that the baby had been removed safely, Catherine also noticed that the medical team performing the surgery was moving quickly and perhaps even frantically, exclamations of *kuai dian* becoming the predominant means of communication.

eventually. The midwife barges into the room, without knocking, and invites me to meet my son. I walk to the midwives' headquarters in the maternity ward and meet my first child. He's wearing a blue 'nightgown' with a green hat, both sent from his grandmother in Canada. He looks like he's bleeding from the face and head

“ Am I dreaming? Or am I actually wearing a hairnet in a Chinese hospital while my French partner acts as empirical evidence in a medical lecture? Perhaps the students won't notice the fact that the foreign woman's male companion is crying like a little school girl ”

but he's in good shape and that's surely not his blood. His hands are ghostly white, like a bad Halloween prop, and he's already trying to suck on his thumb. He manages to open his eyes for mere moments to reveal bright blue pupils. Wow. I try to explain to the paediatrician and the midwives that his eyes are blue. As if they hadn't noticed.

I wait with my new favourite person in the whole world for mummy to come back. He looks hungry. I can't even call him by his first name as choosing one that we both like and that works in both French and English has proven remarkably difficult. We wait and wait. The obstetrician comes in and explains the ordeal that Catherine went through. Two anaesthetics and a haemorrhage involving over a litre of blood (there are five litres in our bodies) and I don't know what to think, let alone say, in response.

Finally mother is wheeled into the room, lying down, surrounded by three of the medical staff. Damn it, I'm crying again. So is she. I'd better pull it together and start acting like a dad... (To be continued)

“ Now I'm waiting in an austere hospital room before meeting my child for the first time. Do they have CCTV 5 in here? ”

The doctor, clad in latex gloves, begins explaining the situation to the ten other doctors or med students who have followed her into the delivery room. Am I dreaming? Or am I actually wearing a hairnet in a Chinese hospital while my French partner acts as empirical evidence in a medical lecture? Perhaps the students won't notice the fact that the foreign woman's male companion is crying like a little school girl.

With the learning finished it's time for said male companion to make a family decision; try to yank the baby face-first out of the birth canal using forceps, or send mother

The obstetrician, with us through thick and thin, tells Catherine that she's haemorrhaging and will need to have a general anaesthetic. Her poor uterus, battered by contractions for fifteen hours, had become 'lazy' and unable to retain the blood that was now flowing out of her body. Totally oblivious to the surgery room dramatics, I had already given up on the mixed doubles badminton being replayed on CCTV5.

A knock at the door. Is this it? Am I about to meet my child? No, it's the guy who comes round with duck eggs and lukewarm rice porridge. I'm sure mummy will eat it



By Clara Muriel-Ruano

Sourcing From China: Who are the 'Happy Buyers'?

After a couple of years in China, I have managed to meet a good number of entrepreneurs and business people sourcing goods from Chinese suppliers. I've also read plenty of posts from bloggers providing negotiation tips and often narrating horror stories (and I've also shared tips and written a few horror stories myself!).

Last week I was chatting with somebody who is heading a regional office that helps source a number of goods to its headquarters. I soon realized this person was a satisfied buyer who surely had lots of horror stories to tell but was far from bitter about suppliers. That made me think about the people I've met that could be, quite simplistically, described as 'happy buyers'. All of these 'happy buyers' seem to have the same common characteristic and share a similar approach to business:

1. 'Happy Buyers' are into building long term relationships

a) They happen to be genuinely looking for 'win-win' situations because they want and, more importantly, need long term suppliers.
b) They focus on strengthening the relationship because they are aware they may not have the big purchase orders they need for leverage in the relationship. With that objective in mind, they make sure that they visit their suppliers often... because in China, things don't get done by fax.

2. 'Happy Buyers' approach price negotiation very professionally

a) They understand their suppliers cost structure (how much goes into labour, how much materials cost)
b) They track commodity prices that are involved in their products so, when a supplier comes back saying "I need to

increase the price" they can assess if there is a valid reason behind the request and estimate what would be a fair cost impact. They can then use these estimations to objectively decide if they should give in to the price increase (for future orders, not the existing one). This process will positively help the long term relationship and keep both sides satisfied.

There are also some other very basic things in common like having the right tools in place (contracts, good quality control etc) but the two factors mentioned above are crucial. People will still sometimes get their fingers burned even if they have ticked all of the above, but satisfied buyers all have the above factors in common and learning from their experience can perhaps make you a 'happy buyer'.

Follow Clara Muriel-Ruano's blog at www.foreignentrepreneursinchina.com

Cooking

Okra in Fish Broth

Okra, the 'magical' vegetable, is becoming increasingly popular among health fanatics for its nutritional value and great, juicy taste.

It is best eaten either plain boiled or raw, as this preserves all the healthy goodness. If you boil it for half a minute then mix with your favourite seasonings, you're in for a tasty treat.

Ingredients

150 grams okra
80 grams of dried fish strips

Seasoning

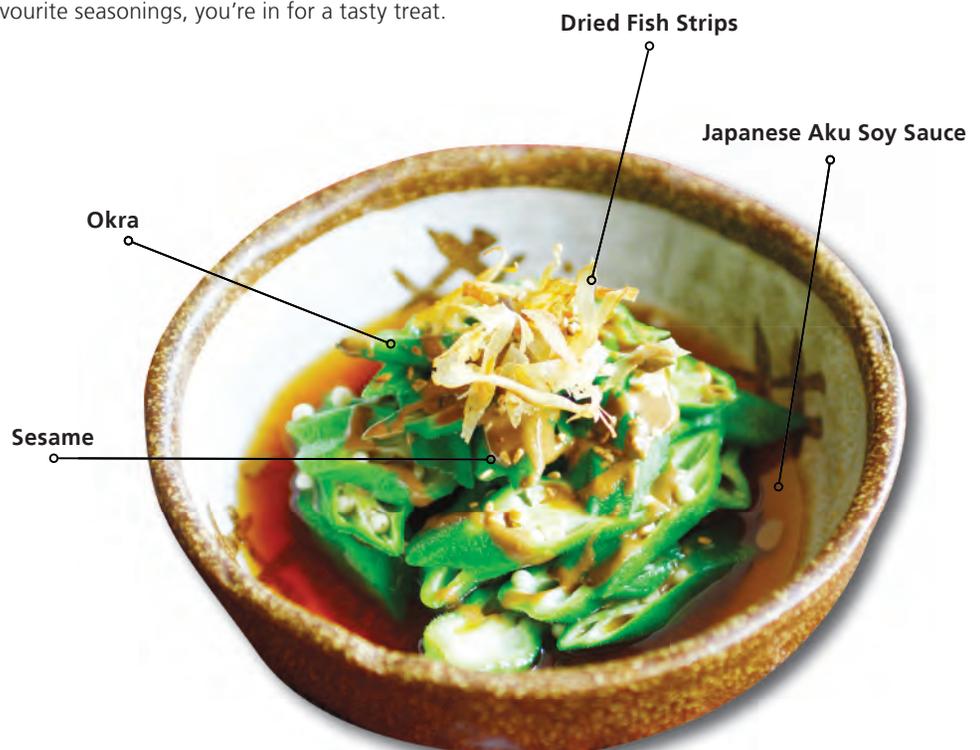
1 soup spoon of Japanese aku soy sauce, 1 teaspoon of sugar, 1 teaspoon of sesame paste, wasabi

Method

1. Put 500ml of water in a pan, bring to boil. Add 50g of dried fish, simmer until the soup turns brown. Remove the fish, and you are left with the broth.

2. Wash the okra. Place whole in a pot of boiling water for thirty seconds. Remove and place in a bowl of icy water.

3. Dry the okra and chop into pieces. Marinate in the soy sauce, sugar, sesame paste and wasabi for five minutes. Finally, put okra into the broth and add the dried fish strips.



Your Say

What's your ideal job?



Cindy Xin 30 teacher
 Ideal job: a freelance job
 Reason: No bus catching or clocking in/out
 Good money is a must!
 More holidays are appreciated!



John Keefer 26 teacher
 Any job that pays more
 than my last one...
 that's the Chinese answer
 right?



Lena 23 student
 I'd like to work for myself at home
 I could choose the project through
 Internet. Then, everything states clearly
 and openly and let us know why they do so.

Go Figure

30,000

The sale of 500 high-end apartments along Qiantang River went sour after the failure of the Zhongya Business Ltd. to make payments on them. The apartments sold for RMB 30,000 per square metre.

15 million

15 Million tourists visited scenic spots around Hangzhou during the National Day holiday, marking a 15.9 percent increase from last year. Hangzhou had the third highest number of visitors of any city in China during the period.

110

110 couples participated in the 'West Lake Love' Wedding Ceremony on October 6, depicting the 'Ten Scenes of West Lake'. The couples rowed on boats across the lake then had their ceremonies at the Qianwang Temple.

60

Approximately 60 Disney inspired sand sculptures were showcased at an exhibition in Zhoushan City that opened in September.

20

More than 20 tourists were injured while gathering to witness the tidal bore on the banks of the Qiantang River. Crowds of people were swept of their feet when the wave burst the river banks. No one was seriously hurt.

August 2011
China that's
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SURVIVE CHINA

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How to Get and Keep a (Non-Teaching) Job in China

By Alex Hoegberg

The 2010 population census revealed that about 600,000 foreigners live in China. This figure may or may not be accurate, but at least we can conclude that the expat population in China is rather vast. How many of them do you think are language teachers?

Despite not having an official figure to answer that question, our guess is: Plenty. Taking on a teaching position is an easy way for a foreigner to get into the Chinese job-market. In many cases, your previous work experience, actual skills or suitability to work as an educator comes second to your, well... foreignness. Often you don't even have to be a native speaker to get a job as a language teacher, having that exotic *laowai* look on your side is qualification enough.

However, although teaching may be the easy way to go, it's far from the only option and, let's be honest, far from the ideal occupation for a fair few of us. *that's Zhejiang* have looked into how you go about finding a non-teaching job in China. Here's a thing or two to keep in mind along the path to finding your perfect job.

1. Get Over Yourself

The biggest obstacle to throwing yourself into the deep and unknown waters of finding employment in a non-teaching sector is often your own attitude. Foreigners teaching are so common that people sometimes forget that you can do other things as well. Those of us who do not teach are used to the (for us) confusing question "are you a student or a teacher?" followed by an equally (for them) confused "oh... really?" upon replying that we're neither one nor the other.

Think of your life not just as a *limited period of time spent in China*, but as what it actually is: Your very own real life. What kind of job would you want to do if you were in your homeland? *That's* the job you should be looking for, and there's no reason why you shouldn't be able to do it here.

It's true that many jobs require extensive knowledge of the local language, but don't let that stand in your way. Mastering Mandarin to at least some degree of fluency will naturally make it easier for

you, but don't be discouraged if you don't.

Being a foreigner means that you can offer an employer things that locals cannot. You have the benefit of understanding not only the cultural area where you're from, but also the Chinese culture and society. Unless you're unfortunate enough to be a native English speaker (sorry guys), you're likely to speak *at least* two languages already. Emphasize these advantages when you're dealing with potential future workplaces. Moreover, as sad as it may be, foreigners are still somewhat a novelty in China, and in certain lines of business having a *laowai* on the staff simply makes the company look better.

“Be aware of your interviewer's senior position over you, and don't act as a foreign Messiah who has all the solutions”

2. Sniff Out the Job

We know you've heard it before but it bears repeating, *guanxi*, the cultural phenomenon of professionally beneficial personal contacts, will always get you places. While in many Western countries obvious nepotism in the business sphere is frowned upon, in China it is not just accepted but even crucial. Get your *guanxi* and networking skills going and start making contacts. Once you know which sector you want to work in, try to get to know people in that sector or at a specific company. Once you've got them warmed up to your charm, ask them to introduce you to more people. Sooner or later, someone will provide you with the essential contact you need to at least have a shot at an interview.

However, *guanxi* is not the only way. The internet is riddled with job search engines specifically aimed at foreigners looking for employment in China. Many of them are difficult to navigate and if you have an uncommon profession in mind, it can take time to find what you're looking for. The more specific your search is, in terms of position and location, the more difficult it will be to find something suitable. Make searches in the general area you wish to work, and widen your search to other cities or the entire country if moving somewhere else is an option for you.

3. Landing an Interview

Handing in your CV and making it through a potential job interview alive are possibly the two most stressful things you'll have to go through in the process of finding a new job.

Since the general standard and formatting of CVs differ from nation to nation,

consider having yours translated entirely, cover letter as well as resume, into Chinese and submit both the English and Chinese copy when you apply for a job. Otherwise, you risk that your application may not be duly considered if the person receiving it can't manage English with ease. If you have no one at hand to help you with the translation, getting it translated by a professional is worth the investment.

When you're preparing for your interview, do thorough research on the company and find out what their main goals are and which qualities they may be looking for in an employee. Based on what you learn, adjust your replies accordingly, so that when you're doing your interview you'll only talk about things that are relevant for that particular job.

Try to show them your Chinese skills, even if it's only by saying a few words or phrases in Mandarin as you introduce yourself, and use the Chinese name of any previous Chinese employer or company. Tune in on the English level of your interviewer so that you don't end up using complicated English words and talking over the head of the person in front of you.

“A difficult question to tackle can be when you are asked about your strengths. China, after all, is the country where you're supposed to object when receiving a compliment”

Interview questions don't necessarily differ so much between China and other countries. It's likely that you will be asked to tell them about yourself, your hobbies and why you like China. Focus on characteristics and interests that will help you get the job. You don't need to tell them about your great love for dogs, or passion for RPG games. When asked about China, it's

possible the interviewer is merely curious to hear your impressions of the country. However, take this opportunity to show them that you are adjusted to the Chinese society and have an understanding of the culture. You can, for example, do this by highlighting a typical Chinese cultural trait that you appreciate like the respect elders are treated with or the importance of strong family ties in China.

A difficult question to tackle can be when you are asked about your strengths. China, after all, is the country where you're supposed to object when receiving a compliment rather than say "thank you", so how do you put yourself in a positive light without overdoing it? Confidence is considered a strength in many countries, but take it too far here and you come off as aggressive. Highlight strengths which the company can benefit from, but be humble and don't promise more than you can deliver. Be aware of your interviewer's senior position over you, and don't act as a foreign Messiah who has all the solutions.

On the other hand, when asked about your weaknesses, give one or two honest examples but only mention things which

will not have any impact whatsoever on your work performance in this specific company.

Naturally, a key question will be why you want the job. Don't tell them you're in it for the pay, they want you to have a deeper motivation to work for them than that. Give them examples of things about the company that you appreciate. Make

Top Job Search Engines for Asia

eChinacities has specified "non-teaching" or "teaching" search options: www.echinacities.com

51job is a bilingual job search engine: www.51job.com

ChinaHR is bilingual and linked with Monster: www.chinah.com/english/

Zhaopin only has Chinese search options: <http://www.zhaopin.com/>

LinkedIn's group "China Expats and Returnees Jobs - 外国人和海归招聘论坛" has job offerings for group members. Search for the group here: www.linkedin.com/groups/

Asia Net (China) lets you submit your personal and professional information online to match any potential positions. They seem to focus solely on Shanghai, Guangzhou, Beijing and Hong Kong: www.asianetchina.com/jobsopening.php

Asia Xpat only lists Shanghai, Beijing, Guangzhou, Hong Kong and Taipei: www.asiaxpat.com

Wang & Li doesn't let you search for a specific location: www.wang-li.com

references to previous experience in the field, if you have any, and explain how the position suits your interests, expectations and provide an opportunity to further develop your professional skills.

“ Do not trash-talk your colleagues. Everything you say can and will be used against you in the court of the office ”

4. Surviving the Job

So you've landed the job and are settled in your new work position. Now you can relax, right? Wrong. If you have little experience of working for a Chinese company or with mainly Chinese colleagues, there are a few work-related standards you would benefit from being aware of. Of course, being foreign also means being a strange bird and you may be excused certain social faux pas on that basis, but that's hardly a rule of thumb and you shouldn't rely on it.

First of all, understanding the hierarchical structure at your work, and where you fit into it, is essential. Show respect to those senior to you, if you do not acknowledge your superiors as being exactly that, you will not last long. Your boss might come off as some sort of ruler over his own micro-empire, and the best thing you can do is to roll with it. When you're dealing with those higher up in the hierarchy, speak when spoken to, and speak less. Observe the dynamic of your colleagues and adjust to how they talk and act towards one another.

Remember that everything you say can and will be used against you in the court of the office. Do not trash-talk your colleagues, whether Chinese or foreign, for the day may well come when someone pulls up one of your unfavourable quotes to undermine your position or credibility.

Depending on the nature of your work place, hidden agendas are to be expected; you'll need to learn how to navigate the murky waters of office intrigues. If you're working at a company ran by both Chinese and foreigners, the Chinese management may have another agenda than the foreign. You colleagues will understand these games and play their cards accordingly; unless you do too you might find yourself professionally outmanoeuvred.

Nurture private relationships with your colleagues. Besides offering an opportunity to make new friends, it will make your work place more intrigue-free and your job easier to carry out. Learn about their families, their hometowns, zodiac signs and favourite food. The power of *guanxi* doesn't just help you along the way when looking for a new employment; it will continue being in effect also after you've got the job.

China is the land of opportunities of the 21st century. In many cases your professional possibilities lie in your own hands, so grab them by the throat.



How Did You Find Your Job?

We asked a couple of local expats how they got their non-teaching jobs. This is what they told us.

Trevor Lamb, Director of International Operations at Hangzhou Sinobal Football Club

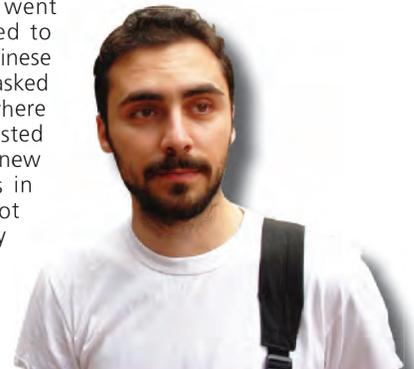


Part of it was destiny, part of it is because of *guanxi*, and part of it because I was a well qualified candidate for the job. Coming back from China last summer I told my Chinese friend I wanted to find a professional Chinese soccer club to play and work for. He said these types of jobs didn't exist. But like they say, "China: where nothing is possible, and nothing is impossible". So after playing soccer with as many people in town as possible I was eventually introduced to the club by some international students who trained with the team. After impressing in a few games they

found out that a) my Chinese was passable b) I was a certified football coach and c) I had some applicable management/marketing experience- they offered me a full time position. Since then it's been an epic rollercoaster with little time to look back.

David Stancu, Architect at Southeast Architecture Design Co.

In the winter of 2009 I came to China to visit a friend who was doing an internship at an architecture firm here, and on that occasion I got to meet some expats and Chinese. Later, when I started looking for a job and my emails went unanswered, I decided to write to one of the Chinese contacts I'd met and asked him if the company where he worked was interested in hiring me, or if he knew any other companies in town. In the end I got a job at his company and I guess it was his personal doing. I don't speak Chinese, but in my job I do fine without it.



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Top Trumps: China Careers for Expats

For some of us, simply living in China is a heroic accomplishment. But we are often unavoidably judged by what it is we do for a living; after all, nobody is going to pay you just to be an expat, sitting around breathing sweet Chinese air.

Newsflash! Teaching English in China has become a gigantic cliché. Just like the nouveau riche drive their Audis to compensate for other deficiencies less easily overcome, and women with more money than sense tout the latest garish bags and super perms, the foreigner teaches English.

If you aren't a teacher, odds are you're an engineer, or in the import/export business. None of this is particularly interesting. We don't want to hear about how you managed to teach a class whilst still drunk or otherwise intoxicated. We don't want to hear about your latest factory quality control problems (unless, of course, it was you that was responsible for a certain dairy product fiasco). We want to hear interesting stories about an authentic China experience. Is this really too much to ask?

There are foreigners out there doing exciting, different things. All you have to do is go looking. Just don't look in the local bar. Everything's relative, but we can say with tentative authority that these people are getting more out of their China experience than your average traveller.

Amid the droves of budding businessmen and interchangeable MBA candidates that flock to China for new-found riches and opportunity, Greg Lepkoff is something of an oddity. He dreams of being a Chinese farmer. In truth, that's a little bit of a misrepresentation: he dreams of developing China's organic agriculture. He is co-founder of AgraChina, a "business hub that... fosters the vision of a more sustainable Chinese agriculture", whatever that actually is. What about Jay Brown, who converted a derelict farmhouse on the shores of Lashi Lake, in picturesque Lijiang, Yunnan province, into an art studio. He grows his own food, has made friends with the local farmers, and invites artists from around the world to his studio to interact with the locals and make art. UK expat Scott Bird arrived in China looking to hone his martial arts at the Shaolin Temple. He did just that, and what's more, he stayed on, opening his very own kung fu school in a remote part of Fujian province, but not without the help of his Chinese father-in-law's government connections.

The opportunities for doing something different and exciting in China are endless, limited seemingly only by one's imagination (and government connections, obviously).

Compare the vital statistics of China expat careers with our top trumps card game...

Great China Novelist



Fun: 6

Prestige: 9

Pay: 6

Rarity: 5

Plenty wish to become a Great China Novelist, but very few ever manage to get published, let alone sell millions. With River Town, Peter Hessler pioneered the newest generation of China expat writers. Chinese women want to marry him, expat men want to be him.

Farmer



Fun: 3

Prestige: 4

Pay: 2

Rarity: 9

Only for the most hardened of ascetics. Ever tried growing a field of rice during a drought? Great fun it is certainly not. There's a reason why the rural population are flocking to the cities in ever-increasing numbers.

Kung Fu Master



Fun: 8 **Prestige: 8**
Pay: 6 **Rarity: 8**

Crack heads and do flying crane kicks for a living. China has its share of venerable kung fu masters, but foreign kung fu teachers are much less common.

Chinese Medicine Doctor



Fun: 5 **Prestige: 7**
Pay: 7 **Rarity: 7**

Stab people randomly with acupuncture needles, and feed them preserved animal testes until they gag. Sound fun? Be warned; dealing with sick people all day can drain one's vital energies.

Film Extra



Fun: 8 **Prestige: 6**
Pay: 5 **Rarity: 5**

Play countless moustachioed bad guy roles on Chinese TV. All you have to do is know how to act like an entitled imperialist pig dog, get shot by the righteous Chinese PLA, and collect your pay cheque. Tends to pay badly, unless you manage to get a starring role.

Taoist Priest/Buddhist Monk



Fun: 8 **Prestige: 8**
Pay: 3 **Rarity: 9**

Unravel the mysteries of the universe by foregoing the worldly life and living in a monastery on top of some mist-shrouded mountain. Hardly the path to endless riches, but if spiritual enlightenment is your goal, this is the Bodhi tree-lined path for you.

Panda-Hugger (Eco Worker)



Fun: 7 **Prestige: 8**
Pay: 4 **Rarity: 7**

Save the world, one cuddly bear at a time. Environment industry expats are mostly found in the forests of Yunnan, or the panda enclosures of Sichuan, bleating self-righteously.

ESL Teacher



Fun: 3 **Prestige: 2**
Pay: 5 **Rarity: 1**

Useful as a way into China and an excellent way to travel the world. Be warned; do it too long and you'll find yourself speaking broken English in everyday conversation.



Challenge... Build a Boat and Sail on the (not) Westlake

By Brad Wilkins

Seeing as Hangzhou features so many tranquil and beautiful lakes, rivers and canals, *that's Zhejiang* challenged Brad to build a homemade raft and sail it in one of these famous water features. He definitely did not do it on West Lake though, that would be illegal and we obviously don't condone such behavior in any way.

Finally a water challenge! With plenty of prep time ahead of me, I set to work at once on procrastinating until approximately a week before the big day. With plans and ideas suddenly rumbling about in my dome, coagulating, dissipating, forming, reforming, falling apart, forgetting, remembering, and finally coalescing into Plato's perfect form of a one-man raft. Simple, elegant, lightweight, portable and majestic, my raft would soon be sailing from my dreams to reality. All that was left was to build the damn thing.

Materials: Six empty water-cooler jugs for buoyancy; a thin sheet of wood for a deck; a thin rope, cause it's a god-damned boat

and every boat needs a rope; a teensy-weensy green folding chair for comfort; a makeshift flagpole from which to fly my colors; and a shit-ton of Chinese duct tape. Nothing too difficult to procure, to be sure, as every street is stuffed to the gills with bike shops, corner stores, pink houses, and

hole-in-the-wall hardware stores. [How did the pink houses help exactly? - Ed]

Luckily for me, the most difficult/expensive items on the list – the six big ol' water jugs – proved the easiest bit to get, though still the hardest to transport home. After eleven

“ Most folk recognize me going to and fro down my little street, but never in their deepest opium dreams did they expect to see a *laowai* waltzing down the road with such a magnificent raft on his head ”



months of cultivating a friendship with an *ayi* named Helen at my school I had only to ask for a bottle, explaining that I needed six for a raft I was building, before she scooted out of the room with a, “*Ke yi, ke yi*” and a cackle. By the end of my last class that day, I returned to the teachers' office to find Helen beaming before a stack of four empty jugs.

After a harrowing cycle home with water jugs bungee all about my bike, I gathered all the materials together and bound them in the darkness. After around three hours of taping, 'TED talking' and daydreaming my raft was complete. As the awe wore off, I realized that in all my planning I had overlooked a key, if external, component of the raft: the oar! As it was now the night before the challenge I had to channel my inner innovator and make myself an oar. Scanning my kitchen, I quickly found all the necessary implements. I cannibalized an old broom, reinforced it with some

flimsy disposable chopsticks and the remainder of a role of tape and duct taped a flattened beer box to the end. It was 2 a.m., my handiwork was done, and I was mostly sober. For perhaps the first time in Challenge Brad history, I was slated to get more than five hours of sleep before heading out.

Morning of the challenge I get a call from Brian, totally rad new photographer, and we agree to meet up at Ellen's Café at around 10. I gather up a change of clothes, a towel and my raft and walk the short distance to the meeting spot. First thing I notice is the sun shining brightly behind a thin strip of billowing clouds in a very pleasant tug-of-war in a nearly blue sky. Second up was the higher than usual gawk-factor from the locals. I have lived in my neighborhood long enough now that most folk recognize me going to and fro down my little street, but never in their deepest opium dreams did they expect to see a *laowai* waltzing down the road with such a magnificent raft on his head. Third, and last, I notice how heavy my lightweight raft becomes after balancing it atop my dome for any extended period of time.

I meet Brian en route and we quickly agree to relax, get some grub, and go over the plan while waiting for some stragglers to join our merry band. After a few omelets a couple of friends show up and we all hop in a cab, with the raft in the trunk, and off we go! We arrive and start hoofing it, looking for an adequately secluded and shallow spot to launch from. As we traipse about, me with the raft balanced atop my head and my friends with their cameras taking as many candid shots of the situation as they can, I'm reminded again of what an



outstandingly wonderful day it is. Weather aside, the park we're wandering through is nothing but lazy creeks, green trees, and stone paths. It takes all of a minute of light walking to completely leave the city behind.

After about five minutes we find the perfect spot to launch the raft and I start in on the final preparations of affixing the chair and flag to my 'precious', before gingerly setting it into the water for the first time in its young life. With some extremely uncoordinated difficulty I finally rest my bones in the little green chair and after an ever so gentle push off from my bosom buddy I immediately lose balance and tumble into the filthy water as the chair tears free of its bindings. I scrap the seat

“ Scanning my kitchen, I quickly found all the necessary implements; I cannibalized an old broom, reinforced it with some flimsy disposable chopsticks... and duct taped a flattened beer box to the end ”



idea, tossing it to shore. With my paddle in hand and a decidedly lower center of gravity I set off for the middle of the lake.

Two feet in the water, two hands on a soggy taped up broom, and two wet ass cheeks on a board that was meant to be a shelf on a decidedly lovely day. All thoughts of a Challenge were washed away while

“ It took about thirty seconds after that for the raft to suddenly jut out from under me, leaving me to test the depth of that portion of the lake ”

straddling my raft and I lost myself in the tranquil drifting in that cool green water reflecting honest to god discernible clouds and the countless leaves of innumerable trees all vying for lakefront property.

Rather wanting a swim, I decided to test the stability of the oh-so-obviously unstable craft and attempted to stand up for a final victory pose before heading back to shore. My raft, being the strict Newtonian that it is, countered every one of my slight weight shifts with a gross shift of its own. It took about a minute to get one of my feet flat on the deck without the whole thing tipping, and it took about thirty seconds after that for the raft to suddenly jut out from under me, leaving me to test the depth of that portion of the lake.

I tried a few more times to stand on the raft, breaking both my broom paddle and

flag post in the process, before simply attempting to get back on it to sit and row back to shore. I wound up flutter-kicking my still-floating beauty back to shore to the cheers and jeers of my waiting friends.

I couldn't help but feel a bit like Huck Finn as I got back to shore, soaked and stoked. A quick towel-change into dry clothes and it was challenge complete. Though, to be honest, I'm still a bit hazy as to the parameters of this particular Challenge. If it was simply to build a raft and not get wet, then I was bound to fail... but if it was, as I choose to interpret it, simply to sail around on a beautiful day and take a quick dip all while not getting arrested then I passed with flying colors.

Thanks for the break on this one, bring it on next month!



Highbrow Shanghai

Shanghai isn't just about cash and concrete. A multitude of erudite pleasures are waiting to be unearthed in the 'Pearl of the Orient'. Next time you make the short trip, be good to yourself and bad to your credit card with some highbrow hedonism in China's second city.

Shopping

Unique Clutch Handbags

Shanghai is full of expats who decided to start a new career with their unique worldview. Conlyn Chan, the mastermind behind Lawless, is a Canada-born expat that launched her very own handbag line in Shanghai and created an entirely unconventional luxury brand with her signature sting ray and python bags, hitting right at the hearts of globe-trotting fashionistas. Her clutches are designed with practicality in mind, which look fun, but at the same time give you the versatility to change the bag around for different uses. Try out her latest collection at Tina Couture on Wuxing Road.

Shop: Tina Couture
Add: 248b Wuxing Road (Near West Jianguo Road)



Versatile Cashmere

Woo is definitely a well kept secret in Shanghai, carrying a mind-numbing choice of cashmere products in stock. From scarves to cardigans to travel blankets, this unique brand has dominated Tian Zi Fang, one of the most artistic areas in Shanghai. This is one of the rare spots where both men and women would come out with a handful of shopping.

Shop: Woo
Add: 210 Taikang Road (Near Sinan Road)



Fine Dining

Ultraviolet

Due to open in late 2011, Ultraviolet is the first restaurant to present food in a theatrical manner. Tucked away in an unassuming part of Shanghai, the location is so secretive that you need to be led to know where you are going. The restaurant only serves ten guests every evening, so you can ensure you are getting Chef Paul Pairet's full attention. Not only do they serve an avant-garde menu made in a state-of-the-art kitchen, the entire dining experience is choreographed by a dedicated audiovisual team to ensure that the surroundings, the aroma, the lighting, the breeze, and of course, the music, goes well with the gourmet cooking. Their complimenting bar and lounge area will round up the evening on a sweet note.

Website: <http://www.uvbypp.cc>



Gillian Chu is a Hong Kong Raised Canadian who writes for various lifestyle and fashion publications throughout Asia. Check out her blog at <http://gillian-chu.blogspot.com>

Expats on the Job:

Notable Foreigners Working in China - Then and Now

By Edward Bothfeld & Brown Rogers

If you're reading this, you're likely a foreigner living and working in China. You're not the first. While China has recently been flooded with ex-pats seeking lucrative business opportunities since its opening in the late 1970's and subsequent economic boon, there have been foreigners making a splash in China for nearly eight hundred years. *that's Zhejiang* has dug through the archives to find a few foreigners who found success back then, as well two notable ex-pats who are currently enjoying the limelight in China.

Then

Matteo Ricci (1552-1610)



A Jesuit missionary born in Macerata, Italy, Ricci worked the majority of his years in Peking where he passed away from what many say was sheer exhaustion. Ricci had a profound impact through his work in China during the sixteenth century; he made Confucian ideology applicable to the patriarchal system of Catholicism and introduced western advances in science, and mathematics (geometry and trigonometry to be precise).

He also translated western classical literature into Mandarin. In retrospect, Ricci is considered a pioneer for global relations. Ricci's character as a person was genuine; historians believe this is the fundamental reason for his embrace by the Chinese. In teaching religion, he did not carry the slightest sense of superiority so people willingly opened up to him. In teaching science he did so authoritatively, inspiring people to believe in him. For his selfless nature Ricci was the first foreigner to live in the Forbidden City.

Marco Polo (1254-1324)

Born in Venice, Italy, Marco Polo was a truly international man. His business was in the silk trade but his passion was for exploration. It was that passion for exploration that fueled Polo's experiences and accomplishments, extending far beyond that which most can comprehend. No doubt he was a cultured man and linguist who spoke four languages. Credited as the one of the first to paint a picture from the east to the west, he wrote in great detail of Chinese nature, arts and lavish lifestyles. Polo's skeptics were already doubting the authenticity of his tales during his lifetime, prompting him to say on his deathbed, "I did not tell half of what I saw, if I had no one would believe me."

Some intriguing details he did share were of being appointed governor in one area of China, being a father to three, and a prisoner of war at one time or another. His array of experience and detailed observations are recorded in the "Description of the World", nicknamed *Il Millione* (The Million). A title that played on his nickname as 'the man of one thousand lives.'

Just entering manhood - merely seventeen years of age - Marco set off with his father (Niccolo), uncle (Maffeo) and Catholic missionaries along the Silk Road and journeyed to Cathay (China) for three years. The Polo family brought the first Catholic missionaries into China upon the emperor's request. This emperor, Kublai Khan, grew a keen fondness for the whole

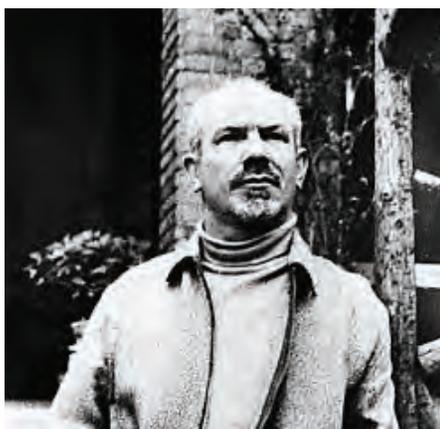


“Polo's skeptics were already doubting the authenticity of his tales during his lifetime, prompting him to say on his deathbed, "I did not tell half of what I saw, if I had no one would believe me”

family and, after twenty plus years in Cathay, refused to let them return home. The Polos, conscious of dangers stemming from their political ties, felt the need to leave as the emperor noticeably aged. So when Khan's daughter, the Princess Cocahin, was to be married in Persia, the Polo family negotiated their freedom by offering to accompany her on the journey. With the agreement established, they left by sea with six hundred people.

They returned home in 1295 with extraordinary wealth and jewels never seen in Europe. Although wealthy, Venice was at war and in 1298 Polo became a 'gentlemen commander' of a Venetian galley. Within a year he was captured by the Genoese. Had he not been jailed, perhaps, history would have forgotten Marco Polo. For it was here he met Rustichello da Pisa, an Italian romance writer, who wrote the stories within *Il Millione* based on Polo's oral accounts and notes. Following Polo's release he returned home where he married and settled down, raising three children before his death near the age of seventy.

Norman Bethune (1890-1939)



Norman Bethune came to China in 1937 to aid Mao's troops in the Second Sino-Japanese War. A communist doctor from Canada, Norman Bethune lived only two years in China. During that time, he devoted himself fully to the cause and the Chinese people. Bethune did not work in the background; he went directly into the action saving lives and suffering with the soldiers. In this short time, he became without dispute the most beloved and well-known foreigner in China's history. In the midst of battle, his physical appearance went from heavy set to frail and still only his death could stop him. His command considered him a part of the Chinese with no division.

There are more statues and tributes to Bethune than any other foreigner. He is also in the compulsorily elementary school textbook, where it reads "Comrade Bethune's spirit, his utter devotion to others without any thought of self, was shown in his great sense of responsibility in his work and his great warm-heartedness towards all comrades and the people ... We must all learn the spirit of absolute selflessness from him" If you don't believe the prevalence of his legacy, try dropping the name Norman Bethune (*Bai Qiuen*) in restaurants and teahouses; it has been proven to come with gifts.

Now

Andrew Ballen

Credited with bringing hip-hop to China, Ballen defied his parents and dropped out of law school after his second year at Duke University to start a new life in Shanghai. The decision to move to China was based on his eagerness to live in a place that is, "relatively untouched by Western paradigms", especially in regards to his skin color. While in the decision-making process he thought, "hip-hop is in Japan and Korea, but is it in China?"



It is now. While teaching English in Shanghai, Ballen approached the nightclub 'Pegasus' with an idea to have a hip-hop night every Thursday. At first hesitant to play only "black music", the manager relented and agreed to split the proceeds from the theme nights. Ballen's hop-hop nights were wildly popular and Pegasus is now a Shanghai institution. He even brought American hip-hop artists to China to perform. With his name circulating because of the hip-hop nights, Ballen was offered to be a radio guest on 'Live it up Shanghai'.

He was first approached to host 'Live it up Shanghai' through a recommendation from one of his students. While hosting, he recognized that there was no sponsorship or advertising for the show. He seized the opportunity and founded a media company, AVD Media Group, to occupy this gap in the market. At the helm of AVD, Ballen sought sponsors to target China's youth demographic.

With a career in media rapidly developing and his Mandarin skills improving, in 2003 Ballen was chosen to host a bilingual TV series called 'Getaway' in 2003, in which he travels to all corners of China chatting with locals and exploring tourism. After hosting hundreds of episodes, he accepted offers to do voiceovers for McDonald's, Motorola, and Toshiba. Recently, Ballen has used his fame and connections to become a cultural bridge between African-American and Jamaican culture and China. His company has started a bilingual reality TV competition titled 'Remix' for aspiring performers and pop enthusiasts. He also helped handle his native Jamaica's media and event production during the 2008 Beijing Olympics.

Mark Rowswell (Dashan)



Widely considered the most famous foreigner in China, Mark Rowswell embraced Chinese culture from the moment he arrived in 1988. After studying Chinese at university in his native Canada, Rowswell moved to China to further his studies. Shortly after his arrival, he was chosen to host an international singing competition. This gig led to an appearance in 1989's CCTV New Years Gala, a program viewed by an estimated 550 million people. Overnight, Rowswell was a national star due to his fluent Chinese, kind demeanor, and respect for Chinese culture (fluent, tall, blonde haired foreigners were a rarity in the 80's).

Wildly popular with the Chinese, Rowswell began studying and performing the art of xiangsheng (crosstalk) comedy at the CCTV New Years Galas. This traditional and humorous Chinese dialogue is a fast paced duel between two performers, each looking to outwit his counterpart with puns and jokes. Having a foreigner like Rowswell excel in this Chinese art earned him the respect of hundreds of millions of Chinese.

Rowswell has remained in the media as a television host for "Travel in Chinese", a basic language-learning program. As he admits, his twenty-three years of fame has earned him "instant guanxi". In recent years, Rowswell has used his guanxi to become more of a cultural ambassador for the West and Canada. He has helped organize and host multiple cultural events that bring Chinese and Western traditions together. Furthermore, he was Team Attaché to the Canadian Olympic Committee for the 2008 Summer Olympics in Beijing. He also served as Canada's Commissioner General for the Shanghai World EXPO 2010.

Facing the Facts about Face-

A Rough Guide to the Concept of 'Face' in Chinese Culture

By Trevor Lamb

In and outside of China, everyone knows the importance networking and relationships play in the Middle Kingdom. So much so that *Guanxi* is a staple in even the most modest of expats' Chinese lexicons. However, arguably just as important and prevalent throughout Chinese society is face. No, we're not talking about anything pudgy, pimply, or sweaty. This face is a reference to the social norms that subtly pervade almost all interactions in China. Lurking in the shadows of any group dynamic or event, face can rear its ugly... face. In reality it's not so bad, in fact most Chinese do not believe face is a good or bad thing. It simply is. So what is it?

What is Face?

You can debate for hours but you'll never really be able to clearly define what face is in words because it's always contextual. Examining face out of social situations is like tasting tea out of the water. However, if we must generalize, face would be "reputation; dignity; prestige," according to dictionary.com. But that just scratches the surface of what face is. It's an Asian anomaly that is strongly linked with morality. Asian morality operates on a completely different platform than 'Western' morality, which is often defined by principles, integrity, and ones actions. In Asia, morality coincides closely with maintaining sweet social harmony. That being said, face is what functions to maintain social harmony, in a nutshell.

It must be noted that face is not important among close friends and family. Nor does it carry great weight among strangers. Face operates more in the awkward realm of acquaintances. In this realm you can gain face, love face, disregard face, or lose face.

Losing Face = Disturbing Harmony

Losing face is easy to understand. Anything publicly embarrassing or humiliating causes one to lose face. But it gets more complicated than that. Remember the last time a Chinese friend invited you out but you were too busy? You caused them to lose face. What about that time you made a sarcastic joke to a Chinese friend in a

group of people, or the many instances you complained to a Chinese person about how incomprehensible things in China can sometimes be? Ouch, major slaps in the figurative face. Yes, all these seemingly harmless occasions caused those around you to lose face. In fact, any public display of contradiction or criticism (however comical) towards a person or what they represent causes them to lose face.

Congratulations, you now realize what a douche-bag you have been to those who have helped you.

With ex-pats, due to their inherited genes, foreign upbringing, and the sea of Han Chinese around them, it can be easy to redeem oneself. A foreigner's face points are worth double the average Chinese

The Face Game

Now that you understand the complex realm of face, you are ready to start playing the face game. By staying conscious of your actions and following the points system below you will eventually have no problem giving and gaining face.

Key: FP= Face Points

Gaining Face/Giving Face

- +1 FP - Someone acknowledges your existence
- +5 FP - Someone compliments you on being attractive, clever, friendly, or good at speaking Chinese
- +5 FP - Someone asks for your contact information
- +10 FP - Someone invites you to join an activity, eat, or generally do something recreational
- +10 FP - Your photo appears in *that's Zhejiang Magazine*
- +20 FP - Someone treats you to a nice sit down meal.
- +20 FP - Someone offers you a gift.
- +30 FP - Someone invites you to their home
- +40 FP - Someone introduces a potential girlfriend or boyfriend
- +50 FP - Someone offers you a Job
- +100 FP - A celebrity acknowledges your existence.
- +1,000 FP - A movie or book is written based on your life.
- +1,000,000 FP - Peace in the Middle East is achieved because people want to respect you and maintain harmony in your honor.

*Note: Giving or receiving is equivalent in cases where it applies.

*Note: if you refuse any of the above gestures you cause the other person to lose face.

Losing Face/ Causing Disharmony

- 1 FP - You say thank you to any compliment
- 2 FP - You slip and fall
- 5 FP - You refuse an invitation
- 5 FP - You show emotion in public
- 5 FP - You slip and fall in front of others
- 10 FP - You criticize China openly in front of a Chinese people
- 20 FP - You are contradicted in public
- 500 FP - You slip and fall on television
- 1,000 FP - You refuse a public marriage proposal.
- 1,000,000 FP - You tell any 'your mama' joke to a Chinese friend.

*Note: Face is reciprocated, so you can lose face by being on either end of these actions.

persons - not because foreigners are better than Chinese, but because most foreigners know little about the face game and are new to it. A foreigner sensitive enough to Chinese culture can give their company great face through actions and words. However, there are only two issues in getting started. First, Chinese are already masters of face whereas foreigners are newbies. Second, the more face given the more received. By playing the face game you risk becoming addicted to it like Angry Birds or chocolate. This is your warning.

Gaining Face

Gaining points in the face game is a tricky, two-faced, issue. The best way to gain face is by giving it. Receiving gestures is also a sure way for others to verify that you have face. Although money is becoming increasingly related to face, it's important to realize that it is not always a means to get face. For example, if a girl marries a wealthy man she gains face for her family. Or, when giving *hong bao* (红包), greater quantities of money translate to more face given (and gained by the gift-giver in the process). Wearing expensive brand clothes or accessories and driving fancy cars can also help you gain face for having expensive or 'classy' taste. But not everything about gaining face is related to money. There are inexpensive ways to gain face - like by being courteous and respectful.



Useful Chinese

- Miàn Zi (面子) - Have Face
- Liǎn (脸) - face
- Yǒu Miàn Zi (有面子) - Gain Face
- Diū Miàn Zi (丢面子) - Lose Face
- ài Miàn Zi (爱面子) - Love Face, be proud of one's reputation
- Bú Yào Liǎn (不要脸) - Shameless

Take the (Crazy) Mic

Keep it simple, stupid. Or not. How to prep up properly for business public speaking in China.

By Kyle David

The outside temperature was 28 degrees below zero but Jason Prater, a sales intern on business in Northeast China, was sweating bullets. "I was the only person burning up in the building, but then again, I was about to give a speech in Chinese to hundreds of strangers," Jason recounts. "I had already botched the tones on 老板 (lǎobǎn) and called my boss my 老伴儿 (lǎobàn), or old spouse, instead. My opening joke about his comb-over hadn't gone over well. It was an utter catastrophe."

Long after speaking to small groups has become second nature, the thought of addressing a room full of expectant strangers leaves even the most talented language learners tongue-tied with terror.

There are also cultural nuances to be considered. In the West, the KISS principle reigns supreme: Keep It Simple, Stupid. By contrast, a typical Chinese speech sounds like an audio recording of a Victorian novel. "They tend to use a lot of over-the-top language," comments a Canadian student. "Their method of public speaking sounds overly eloquent to the Western ear, but it is all part of the culture."

Fear not. With this article and some practice in front of the mirror, you'll be one step closer to wowing your audience with an excellent oration.

Extravagant Beginnings

Western presenters tend to get right down to business after a brief introduction. In China, the start of a speech is an elaborate opportunity to praise hosts, previous speakers and distinguished guests.

"Get everyone's names and titles right," says Daniel Rochette, a Chinese-language researcher. "Before my first time ever presenting in China, a stage hand showed me around backstage. I thought I heard him say, 迈克疯了 (Màikè fēng le) or, 'Mike is crazy'. When a colleague arrived with a group of Chinese guests, I went up to the one named Mike and said in Chinese, 'Oh, and you must be crazy Mike.'" It turns out the stage hand wasn't referring

to Mike, but to the microphone (麦克风 màikè fēng). Thankfully I got that cleared up before I had to introduce Mike on stage."

Use your speech to give face to VIPs and colleagues. Try to avoid calling them crazy.

Distinguished [surname and title], ladies and gentleman, good afternoon.
尊敬的.....各位女士们, 先生们, 下午好!
Zūnjìng de.....gè wèi nǚshìmen, xiānshengmen, xiàwǔ hǎo!

I represent...
我代表.....
Wǒ dàibiǎo.....

I'd like to express my thanks to...
我对.....表示感谢!
Wǒ duì.....biǎoshì gǎnxiè!

I am Ren Dawei and I represent the company's American branch office. Firstly,

I'd like to express my thanks to Chairman Chen and Supervisor He.
我是任大伟, 请允许我代表美国分部, 对陈总裁以及何经理表示感谢!
Wǒ shì Rèn Dàwěi, qǐng yǔnxǔ wǒ dàibiǎo Měiguó fēnbù, duì Chén Zǒngcái yǐjí Hé Jīnglǐ biǎoshì gǎnxiè!

This kind of flowery language would torment a Western crowd, but to your Chinese audience it is music to the ears. Eloquence is bound to get you in the good books with your guanxi (关系 relationship).

The content of her speech was original and clear. It really hit the mark.
她的发言条理清晰, 见解独到, 切中要害。
Tā de fāyán tiáolǐ qīngxī, jiànjiě dúdào, qièzhòng yàohài.

She has vast experience and knowledge.
她见多识广, 学富五车。
Tā jiàn duō shí guǎng, xué fù wǔ chē.



Funny to the Right Degree

Humour often doesn't translate well. Poking fun at a superior's fashion sense is a great crowd warmer back home, but doing so here spells disaster.

One presenter learned this the hard way, "I was giving a presentation in Beijing on our research findings. I opened with what I thought was a great joke. I said, 'There's something special in the air over here in China that makes me feel different... I think it's a mix of lead, methane, and perhaps copper.'" The audience barely produced a grin.

In contrast, the Former Prime Minister of Australia got his crowd howling when he opened with the line, "[The person who just introduced me] commented that my Chinese is very fluent, but he's just being polite. My Chinese is getting worse by the day. In China, there's an old saying: 'Nothing to fear in all heaven and hell, save for the laowai who speaks Chinese well.'"

Supervisor He was being polite just now when he said I speak fluent Chinese.
何经理刚才说我的汉语非常流利, 其实他是客气了。
Hé Jīnglǐ gāngcái shuō wǒ de Hànyǔ feícháng liúlì, qíshí tā shì kèqì le.

My Chinese is really very ordinary.
我的汉语水平很一般。
Wǒ de Hànyǔ shuǐpíng hěn yībān.

Nothing to fear in all heaven and hell, save for the laowai who speaks Chinese well.
天不怕, 地不怕, 就怕老外说中国话。
Tiān bú pà, dì bú pà, jiù pà lǎowài shuō Zhōngguóhuà.

Straightforward Structure

After warming up the crowd, you can finally get down to business. The good news is, that presentation structures flow similarly to what you are already used to.

The topic of today's meeting is...
本次会议的议题是.....
Bēncì huìyì de yìtí shì.....

Firstly...
首先.....
Shǒuxiān.....

Secondly...
其次.....
Qícì.....

Also...
再次.....
Zàicì.....

Lastly...
最后.....
Zuǐhòu.....

Go Get 'Em!

No speech is complete without some words of encouragement. Use the phrases below to add some "umph!" to your message.

Devote oneself to intense hard work
埋头苦干
mái tóu kǔ gàn

Achieve brilliant success
取得圆满成功
qǔdé yuánmǎn chénggōng

In order to realize this great vision, we must devote ourselves to hard work.
要实现这美好的愿景, 我们只有埋头苦干。
Yào shíxiàn zhè měihǎo de yuànjǐng, wǒmen zhǐyǒu mái tóu kǔ gàn

Grand Finale

The closing of a Chinese presentation is not only a chance to summarize main points for the audience, but also to thank special guests in attendance and exhibit modesty.

Finally, I'd like to say....
最后, 我想说的是....
Zuǐhòu, wǒ xiǎng shuō de shì....

I'd like to thank you all for your tremendous support in today's meeting.
感谢你们对本次会议的大力支持。
Gǎnxiè nǐmen duì běncì huìyì de dàlì zhīchí.

I hope we are able to use this opportunity to strengthen communication.
希望我们能够借此机会加强沟通。
Xīwàng wǒmen nénggòu jiè cǐ jīhuì jiāqiáng gōutōng.

Courtesy of The World of Chinese, watch a video for this article at www.theworldofchinese.com

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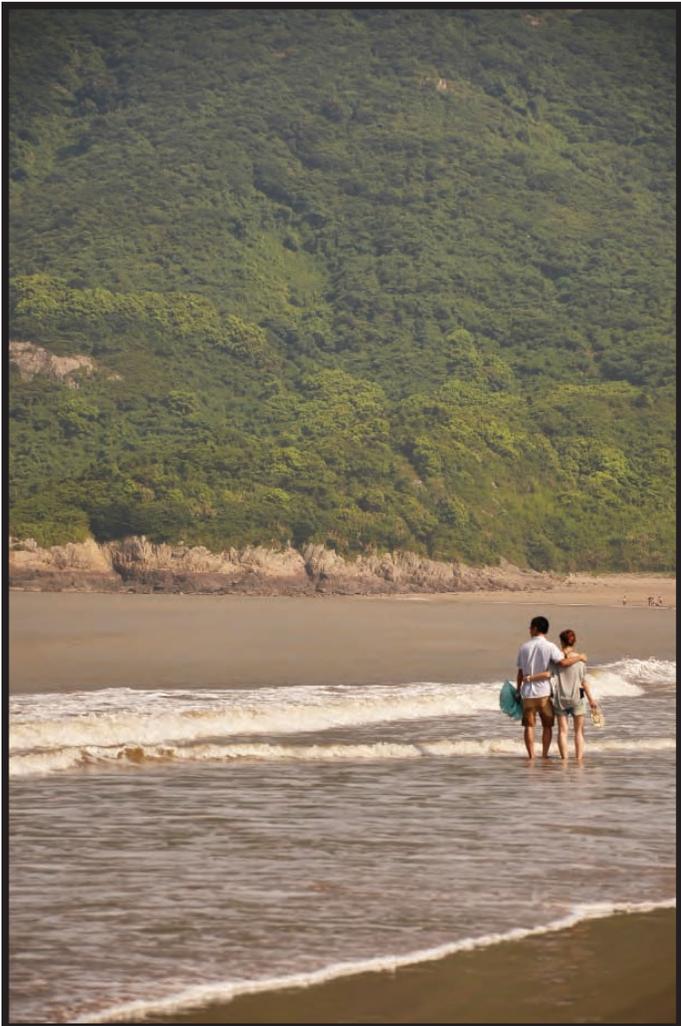
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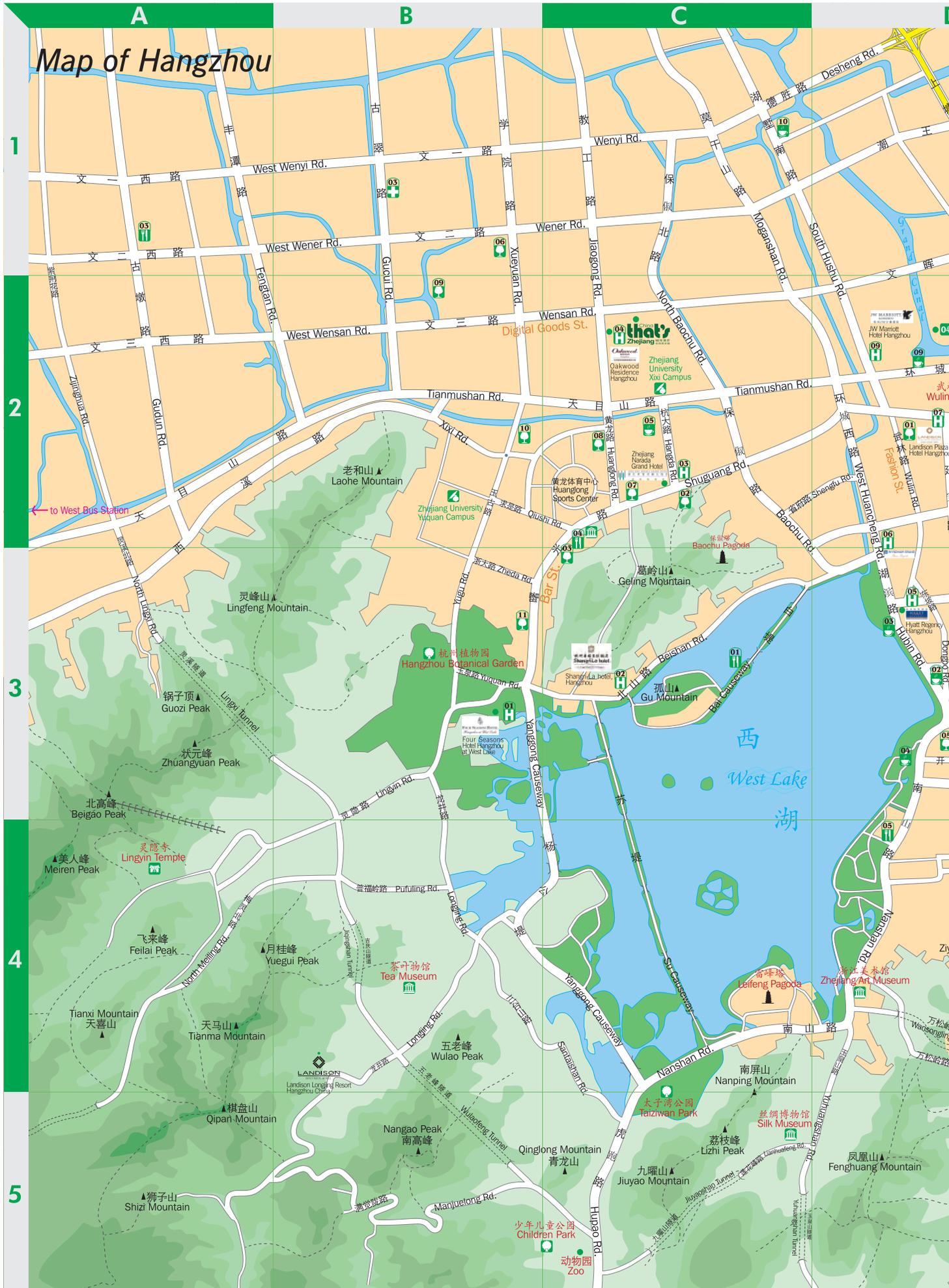
Tantou Island, Ningbo

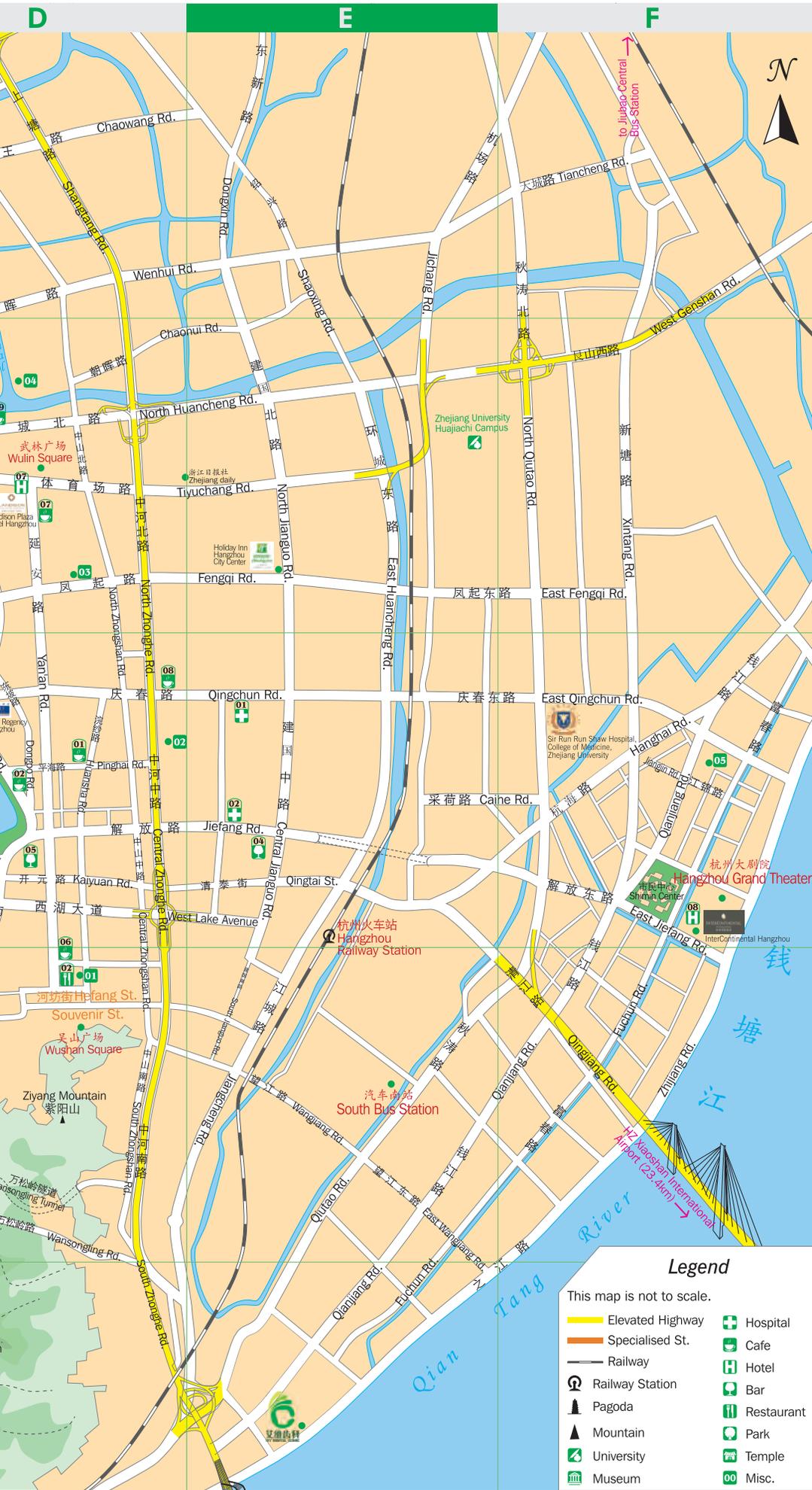
By David Stancu

Every month we send our photographers around the province to document a different facet of Zhejiang life. This month we sent David Stancu to Tantou Island, near Ningbo, to relax and take a few snaps.









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Use our grided map to find the location easily.

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Legend

This map is not to scale.

Elevated Highway	Hospital
Specialised St.	Cafe
Railway	Hotel
Railway Station	Bar
Pagoda	Restaurant
Mountain	Park
University	Temple
Museum	Misc.

Journey to the West

The Four Great Classical Novels are the four novels commonly regarded by scholars to be the greatest and most influential of pre-modern Chinese fiction. Dating from the Ming and Qing dynasties, they are among the world's oldest and longest novels (some consist of over 120 chapters). These works are considered to be the pinnacle of China's achievement in classical novels and still influence modern Chinese culture today. However, whilst they are well known to most Chinese readers, many westerners won't be familiar with these four seminal texts. Therefore, *that's Zhejiang* will be introducing one of the four novels each month, giving a brief overview of the plot and themes. It may not pass you a literature exam, but it'll help you sound intelligent in the bar.



By Kate Allvey

Much as with the hypothetical dinner party guest list discussion, the topic of whom you would invite on your ideal road trip could also be considered. Ideally, you want an entertaining conversationalist who is also good with maps. Sanzhang, the monastic hero of 'Journey to the West,' isn't so fortunate. He has to travel thousands of miles with a lecherous pig-demon and the irrepressible Monkey King as his companions.

'Journey to the West,' written at the height of the Ming dynasty, details the journey made by a monk from China to India eight hundred years ago to collect Buddhist scriptures, thus bringing Buddhism to China. This trip took seventeen years and spanned one hundred and thirty-eight separate states.

“ The first portion of the novel is set in Heaven, which bears a striking resemblance to the Ming government on Earth, with its bureaucracy and system of ranks ”

Taking 'Journey' as an example of Ming dynasty China, it's fascinating to think that it helped shape the world view of the time. The first portion of the novel is set in Heaven, which bears a striking resemblance to the Ming government on Earth with its bureaucracy and system of ranks. This may seem surprising, but it provides an insight into how Ming dynasty China viewed religion's role in their lives. The social networking aspect of getting ahead in Heaven always annoys Monkey King, since a higher-ranking monster protects every monster he fights. Perhaps Wu was voicing his own frustrations at his lack of professional progress through Monkey King's rants.

The humorous way in which Monkey King irritates his elders can be seen as a gentle poke at the Imperial court. A more serious social point can be viewed through Wu's descriptions of the evil demons that try to waylay the travellers. Sanzhang and his disciples venture to a land where the Emperor is persuaded by these evil demons to persecute all Buddhists in favour of their religious rivals. This episode is likely based on events that occurred when Wu was in his twenties. During this time, the Ming Dynasty Emperor was advised by an ill-chosen counsel, and the fact that Wu includes these veiled criticisms and warnings about listening to poor advice allows us to view 'Journey' as more than just an adventure story.

Redemption is a prevalent theme throughout the novel. Monkey King and Pig are forced to join Sanzhang's journey to pay for their crimes against Heaven after another drunken spree of vandalism. Sanzhang repeatedly preaches to his disciples that the only way they can get back into the divine books is to help him and by doing good deeds on their travels (in Monkey King's case, this can be interpreted as not attempting to kill everyone he meets).

All too frequently, however, the going gets tough and a hungry demon that's too strong for Monkey King to defeat captures Sanzhang. With Sanzhang imprisoned, the benevolent Guanyin, the Buddhist guardian angel, is called to help. This virtuous rescue can be viewed as the salient moral of the story: When you're in trouble, always remember to stay true to your beliefs and you'll find a way to prevail.

'Journey' is likely the most popular and widely known of the four great novels of Chinese literature, and for good reason. Yet when people think of 'Journey', only the spectacular fight scenes full of drama and action are remembered. Forgotten are the hardships and the simple moral lesson that Sanzhang sticks to: Live simply and never give up. Five hundred years on, this message rings loud and clear from every page of 'Journey to the West'.

While accounts began to circulate and became subject to hyperbole as soon as he returned, Wu Cheng'en wrote the definitive version of 'Journey' in the mid fifteenth century. A failed imperial graduate, Wu secured a job as a civil servant only to resign when his post wasn't prestigious enough for his liking. 'Journey' was allegedly written after he retired as a civil servant, during his years as a secretary to a minor official. Wu's style is characterized as a blend of fantasy and fact, featuring vibrant and exciting battle scenes. Rather than being just a travelogue, the antihero Monkey King battles demons and spirits to assist Sanzhang to his destination.

One of the more interesting comparisons that can be made with 'Journey' is with medieval European travelers' tales, which detail the wonders and marvels to be found just outside Christendom en route to Asia. Despite traveling in the opposite direction, this sense that outside of the Middle Kingdom's borders lay a fantastic landscape full of danger permeates through the book.





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“Winning Awards for Doing What Comes Naturally”

-Oakwood Residence Hangzhou



The Oakwood Residence Hangzhou just won an award for 'Corporate Housing Company of the Year' at the Expatriate Management and Mobility Awards 2011 and, with the completion of their North Tower in April 2011, seem to be going from strength to strength. *that's Zhejiang* sat down with Mr. Robert J Gerber, General Manager of Oakwood Residence Hangzhou, to discuss recent achievements as well as to look ahead at what the future holds for the city's premier line of serviced apartments.

that's What kinds of services does the Oakwood Residence Hangzhou offer its guests?

The majority of our long stay guests are businessmen who have been out posted to Hangzhou. Typically these guests bring their families with them. Our goal is to help the transition to expatriate life by making everything easier. Alongside 24-hour security and maintenance, we offer a comfortable environment with 5-star facilities. The typical length of stay for our long stay guests is two years, which is why we have a montessori school on site.

that's What makes the Oakwood Residence Hangzhou stand out from other serviced apartments?

First off we are currently the only game in town, the Oakwood Residence Hangzhou is the city's first and only serviced residence facility that combines hotel-like services and amenities with the comforts and conveniences of home. What sets us aside from other serviced apartments in China is that we offer short stays. Oakwood properties in cities such as Shanghai have no weekend business and complete blackout periods during national holidays such as Spring Festival. Hangzhou is different, as a tourism city we attract a lot of weekend and short stay guests who enjoy our 5-star facilities as they explore the city.

that's Being such a large global brand, how do you keep those personal touches that make guests feel welcomed?

We do whatever we can to make the Oakwood Residence Hangzhou feel a home away from home for our long stay guests. Every six to eight weeks we hold a function – be it Halloween, Christmas, Spring Festival and so on. We have a monthly newsletter with community news and events and arrange regular activities such as cooking classes and even regular buses to local attractions. We do what we can to make the families feel as comfortable and at home as possible- even if they are on the other side of the world.

“ The Oakwood Residence Hangzhou is the city's first and only serviced residence facility that combines hotel-like services and amenities with the comforts and conveniences of home ”

Furthermore, there are many advantages to being a trusted name world wide. Through the Oakwood Worldwide Alliance Network, we have properties in 70 cities across 40 countries (and we're currently rapidly expanding around the Pacific Rim). This means that our long stay guests can enjoy preferential rates at any other Oakwood location around the world. This service embodies what the Oakwood strives to achieve; a personal level of service from an organization expansive enough to take care of the most demanding traveller's needs.

Chu Chu's Reviews

Chu Chu works for the Editorial department at that's Zhejiang. We're not entirely sure what she does though as she seems to spend most of her time flouncing around town in cafes and bars. Every month she hand picks a few of her favourite joints in Hangzhou. Don't waste an afternoon in the city without reading this.



IW Coffee House

A coffee house in a museum: who would have thought it? To open up a coffee house inside a museum is a very novel idea (in China) for visitors to enjoy the visual beauty of the exhibits as well as enjoy some relaxation time. I and Westlake coffee house is hiding on the 2nd floor of Hangzhou's West Lake Museum. The interior is minimalist yet comfortable, softened with a mix of wood and chic refurbished furniture, giving a very warm and welcoming feeling for the customers. The handmade coffees come with a great taste and a reasonable price. The owners hope that Hangzhou can have its own coffee brand, letting more people know about Hangzhou and West Lake.

The shop also houses a lot of souvenirs and mementos which were designed and manufactured by the owners, from mugs to Hangzhou silk fans, from ceramic canisters to iconic T-shirts. I and Westlake coffee is another nice place to go on Nanshan Rd.

TAXI!

Add: 89 Nanshan Rd.
南山路89号西湖博物馆
Tel: 0571- 87798535



New Autumn Dessert Selection at Manji

Manji, the Hong Kong style dessert café has released four new fruit and nut based desserts for the Autumn season. The new products are based on the best selling desserts over the past season.

Walnut and almond milk custard with caramel syrup RMB 23
Even people who are not normally dessert aficionados will find it difficult to resist this bestselling dessert that combines scrumptious walnut with sweet almonds.

Almond milk custard with caramel syrup RMB 21

The smooth milk custard goes perfectly with the delicate aroma of the almonds, with flavours coming together to create a perfect taste.

Walnut milk custard with caramel syrup RMB 21

Large walnuts are tasty and fragrant, mixed with the sweet caramel syrup, creating a smooth, delicate and delightful dessert experience.

Mango milk custard caramel syrup RMB 23

The milky white custard, mixed with mango juice, the two aromas mixing to create a delightful fragrance. Succulent mango pieces add to the irresistible flavour of this dessert.



Reyi Restaurant

We are tired of the lack of creativity in the Hangzhou culinary scene, and have been trying to find something fresh. We recently heard tale that a well-known blogger in the food industry opened up a very personally styled restaurant, so paid the restaurant a visit, looking for inspiration and new cuisines. The decor throughout the restaurant is styled in a Mediterranean fashion, a lot of Grecian whites, sea blues and a dash of passion from Italy. Looking at the menu, there are more than 200 dishes from ten difference countries: Italy, France, Japan, Korea, Vietnam, Malaysia, Thailand, Laos, Mexico and the United States. And of course there is some local Chinese cuisine on the menu too. Some dishes are surprising fusions of Chinese and Western with tastes that we have never experienced before. All the food is reasonably priced and of high quality. If, like us, you just want to have a simple dinner in stylish surroundings, the Reyi restaurant is a great pick. In-house cooking classes, if you have a great interest in learning how to cook, are also held here.



TAXI!

Add: 161 Qingzhiwu 青芝坞161号
Tel: 189 6997 3778

Xiangshen Kitchen

Xiangshen Kitchen is a restaurant featuring Hunan food. Hunan food is arguably the spiciest in China, but here they've been kind enough to offer three choices in the level of spice on offer: not so spicy, kind of hot or colon blow-out (ie. wake up at five in the morning to relieve your bowels spicy). Hunan cuisine is primarily cured, simmered, steamed and/or stewed. Dishes of this style are usually tinged with a sour and spicy flavor. Xiangshen Kitchen is not that fancy a place, in fact, it's really quite simple, but that's not important. Their atmosphere is mediocre, but their food is good. It's on Wantang Road, and its popularity makes it hard to miss.



TAXI!

Add: 68 Wantang Road 万塘路68号
Tel: 0571-85024088

Michelin-Starred Menu at The Dragon Hotel Hangzhou

Gourmands of Hangzhou, rejoice! The way local media harp on, you'd think that every little restaurant in our town is a Michelin-starred den of fine eating and culinary fusion. This – until now – couldn't have been further from the truth. If you like your scallops seared and your hors d'oeuvres served with a side helping of haughty pretension, then you're in luck, because Michelin star style has finally reached us. Marco Stabile, the proud owner of a Michelin star for his restaurant, Ora d'Aria, is considered by

food-lovers and critics to be one of the most important chefs in Florence. He's kind of a big deal. He has been specially invited by The Dragon Hotel Hangzhou, to design a Tuscan menu full of Italian flavour. The majority of ingredients used will be imported direct from Italy, although Marco revealed that of the local produce, he particularly likes the tomatoes. The new menu will be traditional, not adapted to local tastes, and Marco hopes that local diners will be able to accept these flavours. We believe that his pedigree will prove irresistible to culinary stylistas of Hangzhou.



TAXI!

Add: 120 Shuguang Rd. 曙光路120号
Tel: 0571-87998833



LANDISON

PLAZA HOTEL HANGZHOU

杭州国大雷迪森广场酒店



The Oriental
婆 罗 湾

Set Lunch Menu at The Oriental
RMB78+15% per person

The Oriental presents the exquisite 5-course Set Lunch Menu with choices from more than thirty entries, further complemented by an unlimited provisions of seafood, fruits, salad, sushi etc. from our "Mini" buffet desk. The greatest value for money for your lunch arrangement.

Time: 11:30am-2:30pm
Valid from Nov.1st to Dec.31st, 2011

For more information call:
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333 Tiyuchang Road, Hangzhou, Zhejiang, China
Tel: (86) 571 8515 8888 Fax: (86) 571 8515 7777
www.landisonhotels.com/hangzhou

RESTAURANTS

BARBECUE

Caribbean Sea Restaurant

58 South Yan'an Rd. (near Wushan Square). Tel: 0571-87809900. About RMB 65 will get you all the skewered meat you can eat, which waiters bring to your table as they make their rounds. A live band plays every so soon. **加勒比海餐馆, 延安南路58号.**

Hemingway Steakhouse

Ramada Plaza Hangzhou Haihua, 298 Qingchun Rd. Tel: 0571-87215888-6328. Some great Australian steaks and imported wines. They've got a wide selection with some good choices on it. Red wine is from Australia, Chile and California. It's a little pricy though. Open daily until 10pm. **海明威扒房, 庆春路298号华美达广场杭州海华大酒店.**

Kama B.B.Q

Zhonghuan Mansion, 273 South Hushu Rd., Gongshu District. Tel: 0571-56313666. This is a really friendly place and well worth checking out. In addition to the servers coming round with hearty (and delicious) chunks of skewered meat there's a decent salad bar with a selection of sweets and french fries too. Plus they brew their own beer! You pay for a all you can eat buffet, the same as with most of these places and they keep coming round until you're absolutely stuffed. The restaurant isn't new and the décor's a little shabby but don't let that put you off. Check this place out!! Open for lunch from 11am - 2pm and dinner from 5pm to 9pm. **卡玛巴西烤肉, 拱墅区湖墅南路273号中环大厦.**

Ladonna Barbecue

1/F, Crystal Orange Hotel, 176-1 Nanshan Rd. Tel: 8702 3936. Waiters carry around long skewers of beef, chicken, pork, lamb, ribs, shrimps, pineapples and bananas to each table. There is also a self-catering section providing macaroni, salads, tomatoes, a couple of dipping sauces, and a few Chinese-style dishes. Ladonna claims to give you the proper Brazilian experience but it's not very Brazilian at all and the food's a little disappointing. The lunch buffet is priced at RMB 68 per person while the dinner is set at RMB 98 per person. Live performances are available during dinnertime. Open for lunch from 11.30am to 2pm and 5pm to 9pm for dinner. **拉丁娜巴西风情餐厅, 南山路176-1橘子水晶酒店1楼.**

Supersteak

2/F, 27 Ding'an Rd. Tel: 0571-87079555. Steak of cuts from all over the world, grilled pork and sausages. Creative dishes presented in an equally creative way. There is also a fruit and desserts buffet, and complimentary wi-fi. Open for lunch from 11.30am to 2pm and 5pm to 9pm for dinner. **超级牛扒, 定安路27号2楼.**

BUDGET

Foreign Students Canteen of Zhejiang University

1/F, Foreign Students Apartment, Zhejiang University. If you happen to be around the Yuquan Campus of Zhejiang Uni., this canteen is well worth a visit. Open for breakfast, lunch, and dinner at inexpensive prices. A plate of sweet and sour pork with fried rice costs less than RMB10. Their scrambled eggs and tomatoes are great, as well as their lemon-flavored chicken and french fries. It may be a good idea to bring a Chinese-speaking friend along, because the best foods are only written in Chinese. **浙大留学生餐厅, 浙大留学生楼1楼.**

Xiyuan Restaurant

South side of Xixi Rd. near the Hangda Rd intersection Tel: 0571-87982847. Don't be put off by its dumpy exterior and interior. It's tucked into the courtyard of the old Foreign Experts Hostel of Zhejiang Uni. The secret

of the place is simple: good food coming in small portions and cheap. Always packed during peak meal times. Open from 10.40am to 2pm and 4.40pm to 8.30pm. **西园, 西溪路杭大路口.**

CANTONESE & TAIWANESE

Be For Time

1)38 Pinghai Rd., (Merchant Marco Hotel) . 2)279 Tiyuchang Rd., 2/F, Liangmao Mansion Tel: 0571-85064156. 3)1 Yan'an Rd. Tel: 0571-87553000. 4)153 Chaohui Rd. Tel: 0571-85451486. 5)212-1 South Hushu Rd. Tel: 0571-88393857. Open until 3am (except the Hushu Road branch which shuts at 10pm); people come here for some Cantonese dim sum, black bean chicken feet, BBQ-pork rice noodle rolls, shrimp dumplings, etc. No English menu. Tel: 0571-87018888-1777. **避风塘, 1) 平海路38号. 2) 体育场路279号粮贸大厦2楼. 3) 延安路1号. 4) 朝晖路153号. 5) 湖墅南路212-1号.**

Cha ma te

1)B1 Intime Department Store, 98 Yan'an Rd. Tel: 0571-87002082 . 2)Guangli Mansion, 150 Qingchun Rd. Tel: 0571-87914380. 3)2/F Lixing Department Store, 124 Pinghai Rd. Tel: 0571-87913516. 4)105 Nanshan Rd., Xihu Tiandi. Tel: 0571-87916422. 5)Huanglong Sports Center, 1/F, Trust-Mart . Tel: 0571-87630985. 6) Wulin Square, 3/F, International Tower. Tel: 0571-85069297. Chatea's a little over rated, the food's on the pricey side and not particularly good. They have a good selection of teas and the décor's usually very nice. They serve a selection of traditional Taiwanese dishes. Open from 10:00am to 10:30pm. (www.chamate.cn). **一茶一坐, 1) 延安路98号西湖银泰百货B1楼. 2) 庆春路150号(广利大厦下面). 3) 平海路124号(利星名品广场2楼). 4) 南山路105号西湖天地. 5) 黄龙体育中心好又多1楼. 6) 武林广场国际大厦3楼.**

Craftsman Kitchen

1)108 Moganshan Rd. Tel: 0571-88806668. 2)11 Qingchun Rd. Tel: 0571-87799777. Nice decor; decent but pricey food. Open from 10.30am to 4pm. **名家厨房, 1) 莫干山路108号. 2) 庆春路11号.**

Crystal Jade Restaurant

147 Nanshan Rd. Tel: 0571-87026618. Sumptuous food, the menu includes a range of fresh seafood as well as some down-to-earth dishes, the flavors of most of which are taken from Shanghai. English menu available. Open from 10am to 10.30pm through the week and all day at the weekends. **翡翠花园酒家, 南山路147号.**

Ledao Restaurant (HK-Style)

1 Xin Yi Fang, South Hushu Rd. Tel: 0571-88223700. Rice, noodles, dessert, beverage and light refreshments, all in Hong Kong style. Milk tea and juice are highly recommended. You can also get a good spaghetti here. Elegant décor, perfect for a romantic date. Free WiFi. Open 11am - 11pm. **乐岛, 港式茶餐厅, 湖墅南路信义坊1号.**

Man Ho Chinese Restaurant

2/F, JW Marriott Hotel, 28 Hu Shu Rd., Gongshu District. Tel: 0571-89817305. This restaurant is like no other Chinese Restaurant in the city, modern sleek with rustic overtones. The features here are the display kitchens. Duck oven, work line and dim sum kitchens are all on show. Open 11am to 10pm. **万豪中餐厅, 湖墅南路28号杭州JW万豪酒店2楼.**

Ming Long Town

198, Nanshan Road, (south of China Academy of Fine Arts). A popular destination among locals although generally small portions. Try the Stewed Chicken with Three Cups Sauce (三杯鸡). 73% of diners rated it positively online. Average cost per person RMB 60. Open 11am -

2am. **玲珑小镇南山路店, 南山路198号(中国美术学院南侧).**

Mong Kok No.1

94-2 Baijingfang Alley . Tel: 0571-85164505. Mong Kok No.1 is a tea restaurant with light-colored decoration. B.B.Q Pork Rice and Mango Sago Delight are the most popular dishes in the restaurant. Open 9.30am to 9pm. **旺角一号港式茶餐厅, 百井坊巷94-2号.**

Soup Spoon

453 Wenhui Rd. Tel: 0571-88908100. Legend has it that the owner of the place is the sole inheritor of Jiaxing Fish Ball, the most famous and time-honored Taiwan fish ball label. 'ke zai jian', or Fried Baby Oyster, is a must-have and the pride of the restaurant. **汤匙餐厅, 文晖路453号.**

Summer Palace

4/F, Landison Plaza Hotel. Tel: 0571-85158888-66817. Features a unique blend of Cantonese and Family Tan delicacies. Open from 10.30am to 2.30pm and 5pm to 10.30pm. **夏宫中餐厅, 杭州国大雷迪森广场酒店4楼.**

Yuan Benqiu Taiwanese Restaurant

1)7 Tiede Rd. Qingbo Gate, Shangcheng District (Gate of Orange Tree). Tel: 0571-87030016/87088992. 2)9 Cuibai Rd. Xihu District. Tel: 0571-88884056. 3)753 North Jianguo Rd. Xiacheng District. Tel: 0571-85770292. This is a particularly good chain. The Taiwanese cooks fry up delicious rice, especially the bacon-fried rice. Open from 10.30am to 10pm. **元本邱台式料理, 1) 上城区清波门铁治路7号(桔子酒店正门口). 2) 西湖区翠柏路9号. 3) 下城区建国北路753号.**

JAPANESE

Ajisen Noodles

1)1/F, Century Mart Huashang Outlet, 2 West Wen'er Rd., Xihu District . Tel: 0571-88924637. 2)10 Hubin Rd. Tel: 0571-87172496. 3)1/F, 132 Shuguang Rd. Trust-mart Supermarket . Tel: 0571-87633552. 4)1/F East Entrance, Century Mart, 2 West Wener Rd. Tel: 0571-88924637. Noodles, snacks but the 'rice in hot pot' is tastier than all the noodles. Picture menu with English. Open from 10.30am to 10.30pm. **味千拉面, 1) 西湖区文二西路2号世纪联华华商超市1楼. 2) 湖滨路10号. 3) 曙光路132号, 好又多超市1楼. 4) 文二西路2号(世纪联华华商超市一楼东门入口).**

Baidie Japanese Restaurant

1)9-1 Qingchun Rd. Tel: 0571-87915330. 2)3/F, Xinmei Mall, 15-2 Xiasha Forth Rd. Jiangnan District. Tel: 0571-28006199. Japanese style decoration and tatami on the floor leaves you with the impression of being in Japan. You can choose either buffet or order separately. Open from 11am to 1.30pm and 5pm to 11pm. **百蝶日本料理, 1) 庆春路9-1号. 2) 江干区下沙四号大街15-2号新美商城3楼.**

Daolv Japanese Restaurant

1)339 Zhongshanbei Rd. Tel: 0571-85265057. 2) 225 Chaowang Rd. Tel: 0571-88399026. Very Japanese style decoration, California roll is the one of our favorite sushi in the shop. There are eel roll, is also very good. Sea urchin sashimi here regarded as a very fresh. **稻菊, 1) 中山北路399号. 2) 潮王路225号红石中央大厦2楼.**

Feile Japanese Barbecue

1)39 Hubin Rd. (near Overseas Chinese Hotel) . 2)103-2 Nanshan Rd, Shangcheng District Tel: 0571-87916796. Since it is located along the West Lake, there's a good natural environment. Ingredients are fresh and the roasted silver cod is nice for its sweet taste. Sign beef, grilled fish, Man-fish rolls and seaweed are pretty good. In addition, spicy sirlion Ishinabe Paofan is worth trying. **菲乐日式烧烤, 1) 湖滨路39号华侨饭店旁. 2) 上城区南山路103-2**

号.

Fugang Japanese cuisine

1)4/F, Xingdu Hotel. Tel: 0571-88396779. 2)3/F, 262-2, Nanshan Rd. Tel: 0571-87070058/85067778. Buffet and ordering a la carte are both available here. The food is fresh, the Shrimp Tempura and Sashimi are particularly good. It is just near the West Lake for after dinner walks. Open from 11am to 3pm and 5pm to 10pm. **福港日本料理, 1) 星都宾馆4楼. 2) 南山路262-3号3楼.**

Hatsune Japanese Restaurant

Qingsha Park, Lishui Rd. Tel: 0571-88027588. This is considered by many to be the best Japanese restaurant in town, for its dazzling range of tasty sushi; extremely elegant decor, decked out in a two-story Chinese style building inside a park along Lishui Rd. Open from 10am to 2pm and 5pm to 10pm. **隐泉, 丽水路青莎公园.**

He Le Ting Japanese Restaurant

39 Huansha Rd. Tel: 0571-87070699. Take-away services available. **和乐亭, 浣纱路39号.**

Imarigawa Japanese Restaurant

2/F, Continental Grand Hotel, 2 Pinghai Rd. Tel: 0571-87077553. The environment here is very good and all the waiters are very friendly. The food's wonderful. The Imarigawa Japanese Restaurant in Kaiyuan Rd. accepts both menu ordering and buffet, but the Imarigawa Japanese Restaurant in Pinghai Rd. doesn't have a buffet. The décor is cozy but not spacious. Open from 11.30am to 2pm and 5pm to 10pm. **伊万里川, 平海路2号五洲大酒店.**

Kaiseki Ryori

204 Nanshan Rd. Tel: 0571-87064168. The environment is fabulous even for the pickiest of people, it's very quiet and tranquil. Prices of the buffet for lunch and dinner are different. All the food is exquisitely presented. Among them, sashimi, hand-rolled, baked goods are the most popular. Open from 11.30am to 1pm and 5.30pm to 9.30pm. **木之兰日本料理, 南山路204号.**

KanDaGaWa

1)68 Xueyuan Rd. Tel: 0571-88853717. 2)6 Dongpo Rd. Tel: 0571-87172486. 3)122 Qingchun Rd. Tel: 0571-28805597. 4)121 Wulin Rd. Tel: 0571-87014686. 5)119-1 Jiaogong Rd. Tel: 0571-88071373. 6)300 West Wen'er Rd. Tel: 0571-88220411. Japanese food in this town can really break the bank. Next time you have a hankering for some, try one of the KanDaGaWa Restaurants. The silk lanterns and delicate kimono-clad dolls give the dining hall a touch of class. Curry dishes (RMB 18-20) are the best offerings. The Fried Chicken (RMB 10) is also really good. **神田川日式拉面, 1) 学院路68号. 2) 东坡路6号. 3) 庆春路122号. 4) 武林路121号. 5) 教工路119-1号. 6) 文二西路300号.**

Long live Japanese Restaurant

9 Hubin Rd. Tel: 0571-87089529. This restaurant has two floors which are the first floor and the third floor. The first floor offers revolving sushi, with romantic lights and cozy furniture. Average cost per person: RMB 75. Open from 10am to 10pm. **万岁日本料理, 湖滨路9号.**

Nasubi

4/F, Zhejiang World Trade Center Hotel . Tel: 0571-87969826. Nasubi in Japanese literally means "the fruits of eggplant". It is a famous Japanese restaurant that has over 10 branches in Shizuoka. Open from 11.30am to 1pm and 5.30pm to 10pm. **纳思比日本料理, 世贸君澜大饭店4楼.**

Niudao Japanese Charcoal Carbonado

2/F, Xinghe Office Tower, 89 Jiefang Rd. Tel: 0571-87555058. Neat and fresh

USEFUL TELEPHONE NUMBERS IN HANGZHOU

Directory Enquiries: 114
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Fire: 119
Ambulance: 120
Weather Forecast: 96121
Public Transport Info: 1606000
Taxi: 0571-28811111
Public Transport Info & Complaints: 0571-85191122
Tourist Info: 96123
Consumer Complaints: 12315 96315
Price Complaints: 12358
Quality Complaints: 12365
Hangzhou's International Postal Service: 0571-87817904
Hangzhou's Entry & Exit Management Office: 0571-87280561
Yellow Pages: 96345



HANGZHOU'S PUBLIC BICYCLE RENTAL SERVICES

Foreigners who want to use Hangzhou's public bicycle rental service are advised to ask for a bilingual brochure at the service centers to get some basic information about the service. You'll need to purchase an IC card, you can get a 'D' or 'Z' card from the Longxiangqiao Service Center. Then you'll be able to use any of the red public bicycles by swiping your card on the machine it stationed at. You'll also be able to use these cards on most of the buses. You should make sure you return your bike to a station by 8.30pm, if you're later than this you should take it to the Longxiangqiao Service Center (open 24 hours) to return it.

Opening hours of rental bikes stations:
6:30am - 8:30pm

Charge:

Purchase and credit a 'D' IC card for between RMB 50-500 – if your balance slips below RMB 200 on the card you won't be able to rent the bikes until you add more credit. Purchase and credit a 'Z' IC card for between RMB 300-1000 – RMB 200 will be kept as a deposit on your card until you return it. After purchasing an IC card you can rent a bike for free for one hour. After one hour you'll be charged RMB 1, after two hours RMB 2, after three hours RMB 3. It's possible to return your bike for a minute and then rent it out again every hour so you don't spend any money.

Service hotline: 0571 - 85331122

Where to go:

20 Longxiang Road, Hangzhou Longxiang Bridge (it's about halfway down Yan'an Road, near the crossing of Pinghai Road). 龙翔路20号, 杭州龙翔桥IC卡发售中心
Open: Every day, 8am – 5pm

AIRLINE

Hangzhou Xiaoshan International Airport

Direct flights to over 30 countries and regions. Currently there are only a few international flights to Europe and the rest of Asia but they're growing in number all the time.

Tickets booking: 86668666
Flight details: www.hzairport.com

Ticket Offices:

Wulinmen Office, 390 Tiyuchang Rd. 体育场路390号 86668666
From here passengers can take the shuttle buses to the Xiaoshan airport. The trip takes around an hour. (05:30 - 09:00: every 30mins; 09:00-17:00: every 15mins; 17:00-20:00: every 30mins RMB 20). From here you can also take buses to Shanghai Pudong and Hongqiao airports (05:30-13:30: every 60mins; 13:30-17:00: every 90 mins RMB 85). The city's Huanglong Sports Center (87990788) also has buses to Shanghai Pudong International Airport (7:00, 8:30, 10:30, 12:30, 14:00, 16:30 RMB 100).

You can purchase train tickets in these post offices:

10 Desheng Road. 德胜路10号
 60 Fengqi Road. 凤起路60号
 58 Zhuantang Straight Street. 转塘直街58号
 240 Jichang Road. 机场路240号
 1 Er'liangting. 二凉亭1号
 568 Qiutao Road. 秋涛路568号
 1083 Gudun Road. 古墩路1083号
 135 Taian Road. 泰安路135号
 340 Moganshan Road. 莫干山路340号
 110 Jinhua Road. 金华路110号

TRAIN TICKET OUTLETS

71 Baochu Rd. (near Shengfu Rd.) 保俶路71号 (近省府路)	226 Wenhui Rd. 文晖路226号
425 Wulin Rd. 武林路425号	260 Daguan Rd. 大关路260号
12-9 East Huancheng Rd. 环城东路12-9号	4-3 Banshan Rd. 半山路4-3号
147 Huansha Rd. 纱路147号	58 Desheng Rd. 德胜路58号
4 East Qingchun Rd. 庆春东路4号	198 Xintang Rd. 新塘路198号
149 Tiyuchang Rd. 体育场路149号	270 Shenban Rd. 沈半路270号
110 Xueyuan Rd. 学院路110号	69 Shixiang Rd. 石祥路69号
1155 Moganshan Rd. 莫干山路1155号	534 Hanghai Rd. 杭海路534号
43 Wen'er Rd. 文二路43号	616 Booth, No 6 St., Xiasha District 下沙开发区6号大街616号
409 Wenyi Rd. 文一路409号	93 Qiushan St., Linping, Yuhang District 余杭临平邱山大街93号
139 Wenyi Rd. 文一路139号	146 South Shixin Rd., Xiaoshan District 萧山市中心南路146号
183 West Wensan Rd. 文三西路183号	

Time Schedule of Shanghai-Hangzhou High-Speed Railway

First class: RMB 131 Second class: RMB 82

Hangzhou to Shanghai Hongqiao					
Train No.	Departure	Arrival	Train No.	Departure	Arrival
G7362	6:05	6:57	G7426	14:37	15:36
G7302	7:00	7:45	G7318	15:00	15:45
G7402	7:38	8:38	G7428	15:20	16:20
G7304	8:00	8:45	G7430	15:38	16:37
G7382	8:14	9:13	G7320	16:00	16:45
G7404	8:20	9:20	G7388	16:10	17:01
G7406	8:38	9:38	G7432	16:20	17:20
G7306	9:00	9:45	G7434	16:33	17:32
G7408	9:20	10:19	G7366	16:41	17:40
G7410	9:40	10:40	G7322	17:00	17:45
G7308	10:00	10:45	G7436	17:17	18:09
G7384	10:09	11:10	G7390	17:23	18:16
G7412	10:34	11:26	G7438	17:41	18:40
G7414	10:40	11:40	G7324	18:00	18:45
G7310	11:00	11:45	G7440	18:20	19:20
G7416	11:19	12:18	G7368	18:28	19:27
G7386	11:38	12:38	G7442	18:38	19:38
G7312	12:00	12:45	G7326	19:00	19:45
G7418	12:17	13:09	G7444	19:16	20:15
G7420	12:40	13:32	G7446	19:40	20:33
G7314	13:00	13:45	G7328	20:00	20:45
G7364	13:10	14:02	G7370	20:08	21:01
G7422	13:41	14:40	G7448	20:17	21:09
G7316	14:00	14:45	G7450	20:39	21:31
G7424	14:20	15:13	G7330	21:00	21:45

Shanghai Hongqiao to Hangzhou					
Train No.	Departure	Arrival	Train No.	Departure	Arrival
G7401	06:32	07:32	G7427	14:38	15:30
G7403	07:19	08:11	G7317	15:00	15:45
G7301	07:00	07:45	G7365	15:14	16:09
G7405	07:38	08:32	G7429	15:21	16:14
G7303	08:00	08:45	G7431	15:40	16:32
G7361	08:14	09:09	G7385	15:54	16:40
G7407	08:39	09:39	G7319	16:00	16:45
G7305	09:00	09:45	G7433	16:20	17:20
G7409	09:17	10:16	G7435	16:38	17:38
G7363	09:30	10:23	G7321	17:00	17:45
G7411	09:38	10:31	G7437	17:10	18:03
G7381	09:54	10:40	G7387	17:25	18:18
G7307	10:00	10:45	G7439	17:40	18:40
G7413	10:20	11:13	G7323	18:00	18:45
G7415	10:40	11:32	G7441	18:17	19:17
G7309	11:00	11:45	G7367	18:53	19:40
G7417	11:30	12:30	G7325	19:00	19:45
G7311	12:00	12:45	G7443	19:10	20:02
G7419	12:30	13:22	G7445	19:30	20:24
G7313	13:00	13:45	G7327	20:00	20:45
G7421	13:20	14:19	G7447	20:20	21:19
G7423	13:33	14:33	G7449	20:40	21:32
G7383	13:47	14:40	G7369	20:46	21:40
G7315	14:00	14:45	G7329	21:00	21:45
G7425	14:20	15:13	G7389	21:12	22:13

RAILWAY & BUS STATIONS



Hangzhou Chengzhan Railway Station 杭州城站火车站

This is the main railway station of Hangzhou. Numerous trains running between Hangzhou and Shanghai are available here about every 30 minutes during the day. The most comfortable trains cost around RMB60 and are called 'dong che zu' 动车组 (train numbers for fast trains start with 'D') and take you to Shanghai in less than 80 minutes.

Hangzhou Xiaoshan Railway Station 杭州萧山火车站

Since the East Hangzhou Railway Station closed, some trains routes have moved to this station.

Buses: 300 from HZ Railway Station (6am-10pm) to XS Railway Station (5:10am-9:10pm) RMB 3

Hangzhou Jiubao Bus Station 杭州九堡客运中心站

3339 East Desheng Road, Jiubao town 九堡镇德胜东路3339号
Destinations are Shanghai, Ningbo, Shaoxing, Xinchang, Jiaxing, Tongxiang, Wuzhen, Haining, Jiashan, Tiantai, Zhujiajian, Shenjiamen. 87650678

Buses: 101 from Westlake Gym (西湖体育馆5:30am-7pm) to Jiubao Bus Station (6:30am-8pm) RMB 2

69 from North Bus Station (6am-6:45pm) to Jiubao Bus Station (6:30am-7:45pm) RMB 3

100 from Caihe Road crossing (采荷路口5:50am-7:30pm) to Jiubao Bus Station (6:15am- 8:15pm) RMB 2

Hangzhou South Bus Station 杭州长途汽车南站

407 Qiutao Rd. 杭州秋涛路407号
Destinations are Ningbo, Shaoxing, Wenzhou, Yueqing, Jinhua, Hengdian, Yiwu, Dongyang, Lanxi, Lishui, Zhujiajian, Shenjiamen. Buses: 14, 20, 39, 44, 59, 60, 71, 80, 196, 202, 216, 322, 327, 566, 864, 808, 836

Hangzhou West Bus Station 杭州长途汽车西站

375 Tianmushan Rd. 杭州天目山路375号
Destinations are Quzhou, Jiangshan, Longyou, Tonglu, Xin'anjiang, Qiandaohu, Huangshan.

Buses: 49, 70, 91, 102, 193, 179, 213, 310, 356

Hangzhou North Bus Station 杭州长途汽车北站

766 Moganshan Rd. 杭州莫干山路766号
Destinations are Suzhou, Nanjing, Wuxi, Huzhou, Anji, Changxing, Wukang.

Buses: 15, 67, 76, 91, 95, 188, 204, 33, 69, 192, 338, 372, 588, 516, 637, 931, 845, B-1.

HANGZHOU TOUR BUS CENTER



Tel: 0571-96123 www.96123.com

This is a self-service center for domestic and international travelers. And it's the largest of its kind in the Yangtze River Delta region of China, combining self-service travel, consulting, transition, hotel and ticket booking. The center provides a lot of packaged tours from Hangzhou to nearby cities such as Zhujiajian, Shaoxing, Zhoushan, etc. for you to choose from. This company organizes the following buses:

The following buses are available at the Hangzhou Tour Bus (Yellow Dragon) Center 黄龙旅游集散中心 (3 Huanglong Rd., Huanglong Sports Center 黄龙路3号黄龙体育中心 87961729).

Direct shuttle buses to Shenjiamen (Zhoushan)

(RMB 85/95) (07:30, 08:30, 09:30, 10:10, 11:30, 12:30, 13:10, 14:00, 15:00, 16:00, 16:50, 17:40)

Hangzhou-Shanghai Pudong International Airport Shuttle Buses:

(RMB 100) (07:00, 08:30, 10:30, 12:30, 14:00, 16:30)

Hangzhou-Yellow Mountain:

(RMB 95) (07:20)

Hangzhou-Hengdian

(RMB 62) (10:00, 16:30)

General Zhang and the White Ape

Every month we translate a folk tale from Zhejiang's rich collection of stories. This month's story comes from Xiangshan County.

Zhang Cangshui was a general loyal to the Ming dynasty. After being defeated by Qing dynasty government forces in the late seventeenth century, he retreated with his troops to an island near the Xiangshan peninsula, off the Zhejiang coast. The little island had sheer cliffs on three sides, and was only approachable from one direction, making it very easy to defend.

Clambering up to a high peak, Zhang looked down over the island. He couldn't see any signs of habitation; only overgrown, rocky terrain. He decided to make camp. On the highest point of the island, on top of a mountain, they built a fortress out of stone. The fortress had high walls, over a hundred rooms, and two water wells. There was not enough space for everyone to live there, so another settlement was built at the foot of the mountain. Three training camps were set up atop the mountain, and by day they practiced warfare, keeping watch by night. For food, they cleared land and cultivated rice. Zhang spent two years on the island, by which time all the other anti-Qing forces had either surrendered or been wiped out. His troop made up the last vestiges of the Ming loyalists, and the Qing government searched for them far and wide.

After five months without a drop of rain, the rice crops on the island withered and died. Faced with imminent starvation, Zhang sent one of his most trusted friends, Lin Sheng, to a nearby archipelago to buy rice and other provisions. He was explicit in his instructions, asking Lin to only buy a small amount of rice at each rice stall, otherwise it would arouse suspicion.

Twice, Lin Sheng went on successful rice-buying missions. The third time, however, he was recognized by two monks while drinking in a tavern. The monks were not real holy men, but were in fact turncoat soldiers who once fought under Zhang Cangshui.

He was captured and

tortured. Unable to withstand the pain, he revealed the whereabouts of the island hideout. The Qing forces devised a scheme to retake the island: they disguised themselves as rebel soldiers, and hid in the boat that Lin Sheng was going to use to transport the rice back to the island. They made Lin Sheng act as "captain" and ordered him to sail back to the island.

Zhang Cangshui kept a rare white ape as a pet. Whether in broad daylight or darkest night, the ape could see for ten leagues out across the sea from a vantage point in the mountains. If it saw an unfamiliar ship it would cry out, raising the alarm.

That night happened to be the seventeenth day of the seventh lunar month, and the moon was full and bright in the sky. The ape could see clearly that the approaching ship was under Lin Sheng's command, so it did not cry out. The boat made port, and Lin Sheng went up to Zhang Cangshui, alone, telling him that a general from the island of Formosa wanted to relay a secret message, and the messenger was

hiding in the boat. Believing the fabrication to be true, Zhang Cangshui went to the boat without any bodyguards. Seeing the soldiers dressed in Ming loyalist uniforms, he was perfectly at ease. Setting foot on deck, he was captured.

As soon as the white ape caught sight of the strangers on the boat, it began to shout and cry. The alarm was raised, but too late, for the boat was already sailing away, with Zhang Cangshui tied against the mast. The ape knew that it had been tricked, and that its master was doomed.

Letting out a heart-rending cry, the ape threw itself from its cliff top perch, onto the hard rocks below.



Illustration: Ye Junren

As told by Zhang Jinsong, a 74-year-old resident of Hua'ao Island, Xiangshan County in 1987

Bus Map of Zhejiang Province

Booking Tickets:

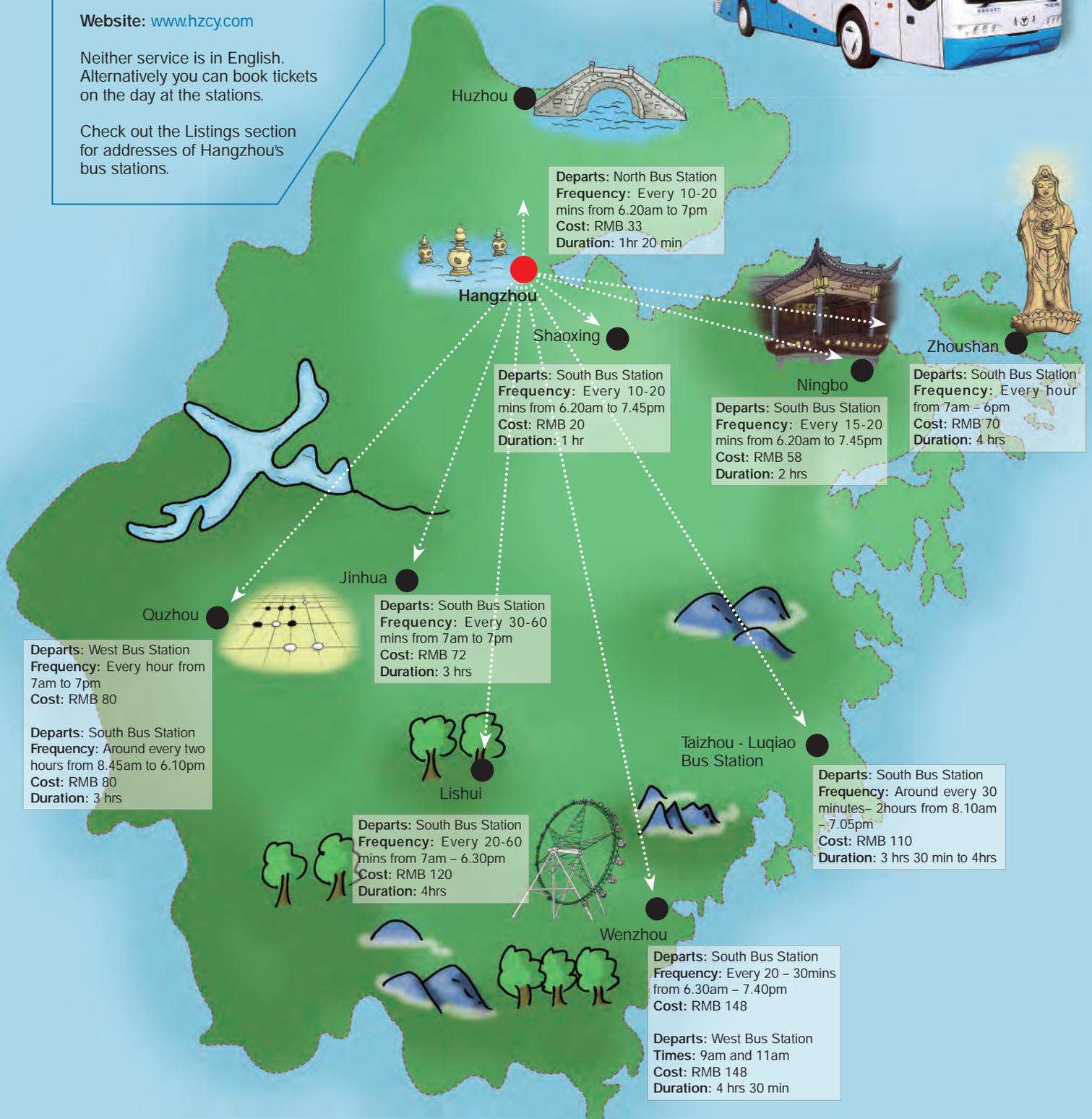
You can book tickets up to five days in advance.

Call: 0571-86046666

Website: www.hzcy.com

Neither service is in English. Alternatively you can book tickets on the day at the stations.

Check out the Listings section for addresses of Hangzhou's bus stations.





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