



如今的宁波日新月异

作者：John McKenzie



约翰来自苏格兰，2008年加入诺安检测服务有限公司任总经理、分析服务总监。在分析服务行业工作20多年。对于在宁波的生活，他感到很舒适。他喜欢宁波的一切，尤其是宁波的夜市烧烤，当然也喜欢海鲜。

I came to Ningbo in 2008 because of a business decision and stayed here for 9 months to start business. We had the first laboratory in Qingdao. And Ningbo is a beautiful city that is similar with Qingdao, a port, seafood, industry, good universities and good business structure. Thus in the second year we chose Ningbo in that Ningbo is a valuable city and has great development potential. Now I usually go between the two cities, Ningbo and Qingdao. There are many differences between Ningbo and Glasgow (a city of UK), my hometown. In terms of weather, Glasgow is cold and wet, while Ningbo is warm and comfortable. But the similarity is that Glasgow people and Chinese people are both warm and friendly, so we often have conversations and meet many friends and people. Ningbo is a home-based town, a city without the hustle and bustle. After a day's work, people can enjoy the peace and quietness or enjoy the taste of the city. Ningbo makes me feel warm and comfortable. Comparing with other cities such as Shanghai, Shenzhen, Hong Kong,

译文

我因一个商业决定于2008年来到宁波这个城市，九个月后便开始了自己的业务。我们在青岛有一个实验室，而宁波是一个美丽的城市，又与青岛有很多共同之处，海港、海鲜、工业、著名的大学以及良好的商业架构。于是次年我们便在宁波建立了我们的第二个实验室，因为宁波是一个有价值的城市，并且有极大的发展潜力。现在我经常往返于青岛与宁波两城市之间。

宁波和我的家乡格拉斯哥（英国城市）有很多的不同。比如格拉斯哥的天气经常是寒冷又潮湿，而宁波却温暖舒适。这两个城市的共同之处在于格拉斯哥人和中国人同样热心又友好，所以在宁波我经常结识很多人并结交朋友。宁波温馨如家，没有繁华都市的喧嚣。人们在一天忙碌工作之后，能够静静地去感受家的气息，放松于这座城市宁静的氛围之中。一丝惬意，一份温馨，一杯温暖，都是宁波所给予我们的。与诸如上海、深圳、香港这样的大城市相比，宁波是一个小城。但是对于我来说，这座小城是一个小区，是一个家。上海和北京城市虽大，在那里我却很难感受到温馨舒适，而宁波却是一个友爱幸福的小城市。

在这座城市我不是一个游客，参与地方经济、与客户和政府部门会晤等是我和宁波独特的互动方式。通过与当地人交流，和同事们沟通，我们共同直面文化差异的解决方法。我认为融入某一文化的关键便是问自己

Ningbo is a rather small city. However it is a small family city and a small community to me. Shanghai and Beijing are quite huge, but it is difficult for me to feel at home there, because Ningbo is a much friendly, happy small city.

I enjoy cooking though I do not cook very well. Whether I am at home country or in China, I will do the cooking. It is very relaxing and a good thing to do. I have no strong preference in food, but I adore Ningbo food a lot, especially barbecue food and seafood. Chinese traditional dishes enjoy an excellent reputation. Food has always been a major feature of Ningbo and a comfortable environment and location have made Ningbo's seafood world-famous. In the evening, we can have some fantastic barbecue food. That's the best part I like about Ningbo city. In ancient times, people tended to say that seafood would benefit the brain. Now Ningbo has extended the processing industry, making Ningbo's seafood go further. Every year Ningbo holds a food festival and men and women flock to savor the moment inviting friends. Thus expatriates take Ningbo a step closer to the world.

I have been invited to many staff weddings, and some other social events in Ningbo, organized by the foreign business groups as well. Chinese weddings are very happy occasions, family occasions, and what impresses me is that there are such social and traditional events in which I can see genuine Chinese society and traditions. In this way we gradually integrate our lives into Ningbo, an international harbor in the world.

Seeing is believing. Ningbo is developing rapidly with each passing day, many of the Ningbo old things have sank in the river of time. These changes require us to be contemporary with a new attitude and a new vision to observe and experience the city.

如何作为，而不是如何解决。我曾经去过世界上其他国家很多动乱的城市，中国是我所去过的最为安全的地方，这也是中国吸引我的最主要原因之一。

我虽厨艺不精，却酷爱下厨。不论在家乡还是在中国，我都会亲自下厨。这是我自我放松的方式。对于食物我没有特别的喜好，但却非常喜欢宁波的烧烤和海鲜。中华美食一向誉满天下，而食品一直以来又是宁波的一大特色，尤其是海鲜。天水一色的环境和优越的地理位置酝酿出令世人称道的美食。古有海鲜益脑的说法，如今的宁波企业对海鲜产品深度加工，更将宁波海鲜销往世界各地。一年一度的宁波美食节更成为宁波亲朋好友同乐的美好时光。外籍人士也在助力宁波走向世界的大业。

在宁波我参加过很多的社会活动，有的是朋友、员工的结婚典礼，有的是由政府部门组织的外籍人士活动。中国的结婚典礼是幸福的时刻，又是家庭团聚的时刻，令我印象最为深刻的是在这样的社会活动和典礼中，我见识到真正的中国社会和传统。据此我们逐步地融入到了宁波社会，世界的国际港口。

眼见为实。尤其如今的宁波日新月异，许多陈旧的东西早已沉默于时代的长河。这些无所不在的变化要求我们当代人用一个崭新的姿态和全新的视角去观察和体会这座城市。整理 李飒

在宁波做生意也很轻松

作者：Alexis



亚历克西斯，来自法国，现在在宁波波英汽车电容有限公司担任销售经理。他的妻子是中国人，他们在奉化过着宁静的生活。

I have been in Ningbo for ten years. When I first came, I was new and there were opportunities for business, and I was working here because of my wife. We'd been together for many years before I came to China.

My feeling of the city is that it changes rapidly. Every time you look at it, you'll find something new. The city is very clean and people are very friendly and very easy to do business with, so it is a great city. Ningbo is not really a market, but our market is outside of Ningbo. The first time I came here ten years ago, there was one shopping mall, and it was empty, but now Ningbo has many shopping malls. You have business everywhere. There are new buildings being erected every day, so everything is great.

My own background is a factory established by my father-in-law. So I think there is a good reason to strive for new development, such as establishing new management and

manufacturing quality products. I came to Ningbo when the factory was newly founded. We hired additional people to build a new management team for further development. Things do not change all at once. We just do things step by step to make the company better. We already have Chinese customers. But it has not been as important as Europe or the US. Not yet. But we see the potential business opportunities in China.

There are many Chinese employees in my company. Sometimes I'd speak with them in Chinese or I would let people translate for me and explain it to me. So it depends on the situations. Simple things I will do in Chinese, but for complex things I work along with an engineer. When I have to explain something to them about feelings or about things line-by-line, I will think about asking somebody to translate it for me. But for things I use every day such as "chaopiao (meaning money)", I can say that in Chinese.

I have made many Chinese friends here in Ningbo, mostly neighbors or people in the working environment. Everybody is friendly and helpful. I know Ningbo has a lot of foreigners right now. When I first came ten years ago, there was nobody, but now, so many. There are a lot of schools giving Chinese classes in Ningbo.

As to the requirements of our employees, at first, I will ask somebody to be honest and hard-working. And I want people who can think for themselves. I mean, you can make your own decision and take more responsibilities. Being responsible means when something is wrong, you can take some responsibility first. That's the main thing.

译文

我来宁波已经十年了，第一次来的时候，对这里不熟悉，但看到了无限商机。我来这里工作也是因为我的妻子。在来中国之前，我们已经在一起很久了。

我对宁波这座城市的感觉就是变化很快，感觉很多东西都是崭新的。城市非常干净，人们很友善，在宁波做生意也很轻松，所以这是个很不错的城市。宁波算不上是个市场，因为我们的市场在宁波以外。十年前，我第一次来这里的时候，只有一个购物商场，而且空空如也。但是现在到处有大型的购物广场，到处有商机，高楼大厦似乎一夜之间拔地而起，我很开心看到这一切。

我的背景就是一个由我岳父建立的工厂，因此我需要谋求新发展，建立新的管理模式，生产高质量产品。新厂刚建成的时候我才来到这里。我们聘请了很多人形成新的管理团队以求进一步的发展。因此，很多事情不是一蹴而就的，我们所做的就是一步一步，让公司变得越来越好。我们已经有了中国客户了，但现在还是比较重

视欧洲和美国的商机。不过，我们也看到了在中国的商机。

我们公司有很多中国员工。有时候，我会和他们讲中文，或者让别人来翻译。这个看情况而定。有些简单的话，我会用中文表达，但是一些复杂的事情，我会和工程师一道配合。当需要解释一些我的想法和字句时，就会考虑找个人来帮我翻译。但是一些每天都要面对的事情，比如钞票，我就会用中文说。

我在宁波认识了很多中国朋友，大多是一些邻居，或者工作中的朋友。他们每个人都友善，也都乐于助人。我知道现在在宁波有很多外国人。我十年前第一次来的时候，这里没有外国人，但是现在有很多。宁波有很多学校开设了中文课。

作为对员工的要求，首先，是要诚实、勤奋。其次，要能独立思考。也就是说要有自己的主见和责任感。责任感也就是指当你做错事情的时候，首先要学会承担。这是最主要的。

整理 茅忆年

