

Ningbo Shines at 4th CIIE

By Dong Na

The 4th China International Import Expo (CIIE) was successfully held in Shanghai.

The world's top 500 companies were there to showcase their newest products and latest technological achievements.

It is worth noting that Ningbo plays an indispensable role in the production process of many global industry leaders.

Ningbo Delegation Signs 14 Projects

On the afternoon of November 6, a business matchmaking session and partnership agreement signing ceremony between Ningbo and Belt and Road countries was held, as the most important event of the Ningbo Trade Mission at the Expo.

About 100 exhibitors from countries along the Belt and Road held trade talks with Ningbo manufacturing enterprises, importers, and distributors. 14 agreements were signed at the Expo, including 5 procurement projects with an intended purchase amount of USD 811 million; 7 foreign investment projects with total value of USD 1.454 billion and 2 domestic investment projects with total value of RMB 617 million.

The 7 foreign investment projects include partnerships in chemical production and green technology, equity investment agreements, and value chain cooperation. The partners involved come from the US, Germany and Thailand.

The five procurement projects will import meat, convenience foods, Indian chili, consumer goods, and other daily products, as well as raw materials and bulk commodities into China.

Ningbo also signed two major projects with domestic investors: an API and pharmaceutical formulation production project and a sodium hyaluronate industrial park construction project. The arrival of these high-quality projects reflect the attractiveness of Ningbo's friendly business environment and innovative development policies.



The fourth CIIE in Shanghai.

[Photo by Shan Yuzifeng]

'Made in Ningbo' Supports the World's Top 500

In the automobile pavilion, Tesla, Volkswagen, and other industry leaders are displaying their latest products. As one of the trillion- yuan modern industry clusters Ningbo is building, Ningbo's auto industry is producing parts that are used up and downstream the auto manufacturing value chain. Many Ningbo auto parts makers, such as Xusheng and Tuopu, are Tesla's partners.

At present, Ningbo has more than 4,000 auto parts enterprises, including about 600 enterprises with annual main business revenues of RMB 20 million or more. The cluster effect is becoming increasingly significant.

In this year's list of top 100 Chinese auto part enterprises, there are eight companies from Ningbo, two of which are Tesla's long-time supply chain partners.

"We have many customers in Ningbo and across the Yangtze Delta, and we hope to have better

cooperation and development in Ningbo in the future," said Pan Yuchun, training manager of Tesla (Shanghai) Co.

In pursuit of "carbon neutrality", Toyota, Hyundai, Michelin and other well-known multinational auto makers and auto parts companies are becoming more involved in the manufacture of new energy vehicles (NEVs). However, Ningbo companies have already made the first move.

"As the world's leading manufacturer of pure electric vehicles, we hope to drive the synergistic development up and downstream on China's NEV value chain by building an advanced, green and sustainable factory model," said Liu Yang, head of product communication of Tesla China.

Ningbo's manufacturing industry has also witnessed remarkable progress.

In the medical exhibition area of the Expo, the booth of MRK, the global pharmaceutical giant, is particularly impressive. In 2019, MRK set up a wholly-owned subsidiary specializing in animal healthcare in Ningbo's

Hangzhou Bay New District; it invested over USD 40 million in the new Ningbo R&D center, which will become MRK's third-largest animal healthcare R&D center worldwide.

An Emerging Market for High-end Equipment

Nachi- Fujikoshi, a world-renowned industrial robot manufacturer, is a "dazzling star" in the technology and equipment section of the Expo. The dancing robots at its booth attracted many visitors to take pictures.

What is less known is that in Nachi- Fujikoshi's business roadmap, Ningbo, which has a strong manufacturing industry, has long been a very important part. Nachi-Fujikoshi has an office in Yinzhou, Ningbo, that handles the sales of industrial robots, bearings, machining tools and other product lines. Haitian Precision, a publicly-listed Ningbo company specializing in the manufacturing of CNC machine tools, is one of Nachi-Fujikoshi's main clients in Ningbo.

"Recently, I visited the

company Ningbo Physis Technology. They want to expand their new product line and start providing motors for NEV. Our products are the perfect choice for such purposes," said Wu Xiaowei, sales and technical manager of Nachi-Fujikoshi. "We attach great importance to the Ningbo market, especially the local motor companies. I go to Ningbo at least once a month."

Hitachi Group's business manager Wang Xuming said, "I maintain contact with more than a hundred Ningbo mold and casting enterprises; the market there is large. With our technology, the production of molds can become easier and faster. A process that would otherwise take 5-6 hours can be shortened to 2 hours."

In the first three quarters of this year, Ningbo's GDP has exceeded one trillion yuan, with the secondary sector accounting for half of the total. Ningbo's small and medium-sized manufacturing enterprises are presenting attractive business opportunities for the world's leading advanced manufacturing companies.



双语汇 Different Tongues

天封塔：梯盘曲曲千层峻，灯映煌煌乙夜红

By Jin Lu

Tianfeng Tower is located on Dashani Street in Haishu District. It has stood in the heart of Ningbo for more than 1,300 years and remains one of the city's landmarks. The Tower is still easily visible despite the tall buildings that have sprung up around it.

天封塔位于海曙区大沙泥街，耸立在宁波市中心已有一千三百多年，现在也是宁波的标志性建筑之一。在高楼林立的街道中，一眼就能看到它的身影。

The Tower's height is 54.5 meters. It has fourteen hexagonal storeys: seven main storeys (including the underground palace) and seven mezzanines. On each storey there is a display of cultural relics, such as ancient

coins, bamboo slips with writing inscribed on them, and wooden chests. These relics provide valuable information for the study of Ningbo's economic and cultural history.

天封塔共有14层，约51米，分7明7暗（包括地宫），呈六角形。每层塔内都设置了专门放置文物的平台，如古代的钱币、竹简、木盒等。这些文物为研究宁波古代的经济、文化提供了宝贵的资料。

In ancient times, it was not easy to construct such a Tower. To build the higher storeys, workers stacked bags of sand into high mounds, then climbed onto them, carrying the building materials. After the Tower was completed, the sand was used to paved new streets near the Tower: Dashani Street ("Big Sand- and- Mud Street") and

Xiaoshani Street ("Small Sand-and-Mud Street").

在古代，建造这样一座塔可并不容易。工匠们把江沙堆成和塔差不多高的高坪，然后运送砖石直到塔顶。天封塔完工以后，这些用来运输的沙石就被用来铺设两条路，这两条路就是天封塔东侧的大沙泥街和小沙泥街。

As the tallest building of the city in the olden days, Tianfeng Tower was widely known. It was a must-see attraction for visiting officials and scholars over the centuries. Many poets have written about the Tower.

天封塔是古时城中最高的建筑，早年享有盛誉。曾是历代名人文人的必游之地，并有许多关于它的诗词铭文。

Tianfeng Tower was later rebuilt at its original location in the architectural style of the Song Dynasty. Standing tall and



Tianfeng Tower. /天封塔。

[Photo by Xin Zhicheng] 忻之承 摄

majestic, the Tower is still a charming presence on the skyline of Ningbo.

重建的天封塔在原址建造，为仿古的完整六边形宋塔。如今的天封塔仍以瑰玮庄重的雄姿挺立世间，为宁波增添了不少风采。

SPOTLIGHT

The Power of Role Models

By Gou Wen

Recently, two Ningbo citizens, Cui Yiwen and Zhu Shijie were named national ethical role models. "The honor represents a great responsibility. We want to hold ourselves to a higher standard and make more contributions to society," they said.

Cui Yiwen is a brave girl who protected her classmate from a knife-wielding attacker. She was stabbed eight times and almost bled to death.

It was the night of March 10, 2019, Cui Yiwen and her classmate were on their way back to the dormitory. An attacker approached them, brandishing a knife.

Cui managed to push her classmate out of harm's way. She pressed on her classmate's wounds to staunch the flow of blood, despite the attacker's continued crazed stabbing. Eventually, Cui lost consciousness due to loss of blood.

Cui's deed was widely reported. To spread positivity, she started to work a volunteer after recovery. "Helping others and contributing to society are missions in my life," said Cui.

The other national ethical role model from Ningbo is Zhu Shijie, an operator of travelling cranes at the Ningbo Zhoushan Port. He was recognized for his dedication to his occupation. Having worked on the job for over two decades, he never stops honing his skills and even invented a new operation procedure that raised efficiency.

However, his first time operating the crane was not easy. He spent over ten minutes trying to lift one container, but could not manage it. Undeterred, he spent a great amount of time practicing and asking for advice from more experienced operators.

Three months later, he passed the operator examination. However, his efforts did not end there. To improve container handling efficiency, he invented a new operating method and spent eighteen months refining and practicing it. In the end, the new method increased productivity at the terminal by 50%.

"I will continue to play my part in making the Ningbo Zhoushan Port a world-class port," said Zhu.

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