

## 2 ACROSS AMERICA

## TECHNOLOGY

# Guizhou area pitches big data to Silicon Valley

By CHANG JUN in San Francisco  
junchang@chinadailyusa.com

Senior officials from Guizhou province are visiting Silicon Valley to promote their big data comprehensive pilot zone, hoping the preferential policies Southwest China provides and its abundant resources will help generate more collaboration and exchanges between Guizhou and San Francisco.

Chen Gang, secretary of the CPC Guiyang Municipal Committee and a member of the Standing Committee of the CPC Guizhou Provincial Committee, said the Chinese central government has pinned high hopes on the development of the big data industry nationwide and chose Guizhou to start the pilot zone.

He spoke at a seminar on Monday in Santa Clara, California, which drew researchers, industry insiders and local officials.

"We can explore big data sharing, data center integration, the whole industry agglomeration, besides big data flow and dissemination," said Chen, who is also deputy director of the leading group on the construction and development of the Guizhou Big Data Comprehensive Pilot Zone.

Since Chen and his 20-member delegation arrived in the Bay Area six days ago, the team reached out to the high-tech industries in Silicon Valley, and scholars at universities such as UC Berkeley.

"They are shuffling back and forth around the Bay Area in order to meet more professionals and better present Guizhou and their big data industry," said Ren Faqiang, deputy consul general at the Chinese Consulate General in San Francisco, who also attended the seminar.

"The United States remains the world's most important economy powerhouse, and Silicon Valley is the most famous cradle for innovation and high-tech incubation," said Chen Gang, who used to work in Beijing and supervised the capital city's high-tech industry.

"Through my many business trips to the US and the Silicon Valley in

particular, I'm glad that a lot of collaborations and cooperation took place which benefit both sides," Chen said.

Now stationed in Guiyang, capital city of the mountainous Guizhou province, Chen and his team are eager to showcase the vigor and potential of his new territory and facilitate more China-US cooperation in the big data industry.

Citing the case about how the Guiyang government uses big data to administer unlicensed taxi vehicles and clean up the on-demand transportation industry, Chen said the government has adopted big data applications across settings to help raise efficiency and accountability.

Guizhou occupies an important position regarding China's national strategic layout of the big data industry, said Chen Gang.

"Guizhou National Big Data Pilot Zone is the only zone of its kind approved by the central government to carry research and development. The habitat is fully functional — the cloud service platforms, open data resources and a wide range of big data industry clusters are emerging here."

In recent years, Guizhou has launched cooperation with international companies at home and abroad and offered them preferential policies.

"Cloud computing and big data have been the driving force of Guizhou's economy," said Chen, adding that Alibaba, Baidu, Qualcomm, Dell, HP, Oracle, Microsoft and Google all operate in Guizhou with business scope ranging from unmanned vehicles, smart city and server chips to energy transmission and storage.

Guizhou started sponsoring the Guiyang International Big Data Expo two years ago and drew more than 20,000 guests worldwide.

"If you have missed the investment opportunity in Guangdong or Zhejiang 30 years ago, by no means should you miss that of Guizhou today," said Jack Ma, founder of e-commerce giant Alibaba, who attended the expo for two consecutive years.



## Obama addresses military families

US President Barack Obama holds a town hall meeting with members of the military community hosted by CNN's Jake Tapper at Fort Lee in Virginia on Wednesday. Obama said he would be proud if his daughters decided to enlist in the US military, but admitted he would worry about them, too. KEVIN LAMARQUE / REUTERS

## TOURISM

# Washington courting Chinese tourists

By CHINA DAILY in Washington

Washington is about to get more China-friendly.

Representatives from hotels, restaurants, museums, airports and other tourism-related industries across the greater DC area each got a checklist of things they could do to help make their operations more Chinese friendly, as they gathered at this year's Destination DC Global Marketplace conference Welcome China, on Tuesday in Washington.

For the first time, Destination DC has hosted a conference focusing on the Chinese tourist market. The gathering was also part of the Welcome China program initiated by Destination DC recently to help Washington better accommodate Chinese visitors.

With record arrivals of around 300,000 visitors from China last year, Washington has witnessed a 635 percent growth in Chinese visitors over the past 10 years, according to Scott Johnson, president of Travel Market Insights.

"One out of every nine Chinese visitors that comes to the United States

### Want to join Welcome China team?

Attractions and cultural institutions must meet any three of the requirements below to be Welcome China certified.

- Chinese language map/materials
- Chinese language content on website
- Accept China UnionPay/China UnionPay ATMs
- Audio tour in Chinese
- Chinese food/drink options (if applicable)
- Free Wi-Fi
- Signage in Chinese
- Chinese subtitles on videos
- Chinese social media accounts (WeChat/Weibo)
- Take at least three Destination DC Welcome China seminars
- Have at least one Mandarin speaking staff member

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actually comes to Washington," said Elliott Ferguson, president of Destination DC. "So not only are we trying to grow the number of Chinese coming to Washington but also the number coming to the United States."

"Clearly, China is going to outpace all other markets in the next five years," Johnson said, showing a graphic predicting Chinese arrivals increasing 96 percent for the next five years compared to India, ranking the second, with about a 30 percent

increase.

"We're always asked what we're doing as a destination not only to make those Chinese visiting us feel more welcomed but to become more of an international destination," Ferguson said. "Sometimes it's as simple as offering hot water with green tea."

Through the program, they want to offer the tourism industry a way to learn about Chinese culture, incorporate Chinese customs into their offerings and effectively communicate

with Chinese visitors, Ferguson said.

"This is our first entrance into a certification program, so we're going to do a lot to promote the program out to the customers," said Theresa Belpulsi, vice-president of tourism and visitors services at Destination DC.

To earn Welcome China certification, the business must offer at least three of a list of 12 requirements, such as having Chinese social media accounts, providing Chinese subtitles on videos and audio tours in Chinese.

Belpulsi said they were working to build content and spread word about the quality of their products, "not just about the museums that are here but all the other cultural experiences that they can have."

The goal is to attract about 500,000 Chinese visitors by 2020, she said.

Mavis Zhang, vice-president of SinoMedia, and Eagle Yi, director of business development of WeChat, made a presentation on how to market to the Chinese tourist.

Yuan Yuan in Washington contributed to the story.



Kassie Fraser (left), director of Asia-Pacific marketing of Visit California, and Guizhou Provincial Tourism Development Committee member Shi Jingyi (right) present a tourism cooperation memorandum between California and Guizhou in San Francisco on Tuesday. CONGJIANG WANG / FOR CHINA DAILY

## BUSINESS

# Chinese paper mill project advances in Va.

By PAUL WELITZKIN in New York  
pauwelitzkin@chinadailyusa.com

A Chinese company's planned \$2 billion, 850-acre paper mill in Virginia took another step forward when a contract for design services and permit acquisition was awarded.

The contract signed on Wednesday with Jacobs Engineering Group Inc is for supporting permit acquisition and developing the overall site design, which includes pulping facilities, tissue making and fertilizer production using the proprietary technology of Vastly, also known as Tranlin Inc, the US subsidiary of Shandong Tranlin Paper Co Ltd. "It's a complex project and as

Jacobs lays out the design for the site a major part of the work will involve all the environmental permits that will be required," John Stacey, senior vice-president of marketing and product development at Vastly said.

In 2014, Shandong Tranlin Paper said it would invest \$2 billion over five years to build its first US manufacturing operation in Chesterfield County, which is about 20 miles from Richmond, the state capital. The plant is expected to generate 2,000 new jobs by 2020. It is the largest Chinese investment and job-creation project in Virginia. The company broke ground on the plant's site along the James River in 2015.

"We are within the schedule to begin full operations by 2020," said Stacey.

The plant is expected to begin limited production of bathroom tissues, paper towels and napkins in 2018 by importing rolls of paper from China. "In 2020 everything including the rolls of paper will be made in America with American materials," Stacey said.

"This is an exciting opportunity for our global consumer products business. We have a long history of assisting our clients in growth and expansion in global manufacturing. We look forward to forging a strong, ongoing partnership with Vastly as we work together to develop this state-of-the-art facility,"

Bob Pragada, president of Jacobs Industrial Line of Business, said in a statement.

Stacey said Tranlin has decided to use the Vastly name to represent the brand in the US.

"The selection of Vastly was made after detailed market research and collaboration with a nationally recognized branding firm," continued Stacey. "The research indicated that often Americans associated the name, Tranlin, with a transportation or language translation company. Given the massive scale and many facets of the manufacturing operations, multiple product lines and our earth restoration efforts we wanted a big name with virtually endless possibilities."

# A trail of bullets and bodies: when Tongs ruled New York's Chinatown



William Hennelly  
NEW YORK JOURNAL

Before there were the Five Families of New York, there were the Tongs.

The On Leong Tong and the Hip Sing Tong waged a bloody battle for control of Manhattan's Chinatown over the course of 25 years, starting around 1900.

The story of the Tongs' heyday in New York is vividly recreated in the book *Tong Wars: The Untold Story of Vice, Money, and Murder in New York's*

*Chinatown* (Viking, 2016), by Scott D. Seligman. The author, fluent in Mandarin, is a historian, retired corporate executive and career China hand with degrees from Princeton and Harvard.

In his research, Seligman sifted through old newspapers and books but often came up against exaggerated accounts or stereotypical portrayals of the Chinese by the reporters of the day.

"Chinatowns have long suffered from tabloid-style coverage that portrays them as dangerous places run by inscrutable, all-powerful villains, their streets washed in the blood of the victims of the evil tongs,"

Seligman writes in the book's introduction. "But the Fu Manchu stereotype belies the reality that most of the restaurateurs, laundrymen, cooks, grocers, cigar makers, street peddlers, and other Chinese in New York at the turn of the century were decent, law-abiding people trying to make their way in a society that may have offered them a living but leavened it with a large measure of discrimination and abuse."

Many Chinese began arriving in New York in the late 1880s, after public jobs were closed to them on the West Coast, mainly in San Francisco.

Guangzhou-born Tom Lee sent out east from San

Francisco, headed up the On Leong Tong. Lee, aka the "Mayor of Mott Street," was the first Chinese to hold a New York City government position — deputy sheriff — which he used to his advantage as a middle man between illicit Chinese businesses, (such as fan tan and pi gow gambling parlors) and the New York Police Department, which at the time was rife with corruption.

The Hip Sings were led by the flashy Young Mock Duck, who if he were around today, could pass for a pop singer.

The tongs' weapons of choice included hatchets and six-shooters, and when it came to style, they favored fedoras

and pinstripe suits, not unlike their Italian and Irish contemporaries. They ruthlessly controlled the gambling parlors, brothels and opium dens of Chinatown.

And it was from these mean streets, in particular one street — winding, narrow Doyers Street — that the term "hatchet man" was coined, as axes flew unseen by unwitting victims.

"The street is angled in such a way that when you're on one end of the street, you can't see the other end of the street, which [made] it easy to ambush victims and to escape," Beatrice Chen, public programs director at the Museum of Chinese in America (MOCA), told

China Daily in 2014.

It was on that very street on Aug 6, 1905, when the violence reached its peak. A crew of Hip Sing gangsters stormed into the Chinese Theater during a performance of *The King's Daughter* and let loose a fusillade of 100 bullets, killing four On Leong Tong and two civilians.

The US newspapers took note of the massacre and ramped up coverage about New York's crime wave. The Chinese consul general in the US called on the New York district attorney for help in stopping the bloodshed.

In the 1920s, after years of intermittent bloodshed and the killings of some non-Chinese, the city finally asked the US

government to crack down on Chinese immigrants.

"No other immigrant group had ever been targeted the way the authorities were going after the Chinese. Italian and Irish émigrés had fought their share of brutal gang wars, but nobody had ever rounded them up for wholesale expulsion," the author writes.

"Yet this time, the government was acting as if the only way to bring peace to Chinatown was to get rid of its Chinese, through whatever means necessary."

Contact the writer at  
williamhennelly@chinadailyusa.com