



# How Apple Lost China

**T**wo years ago, Oppo and Vivo couldn't crack the top five in China's smartphone market. Now they outrank everyone after elbowing Apple aside, thanks to people like Cheng Xiaoning.

Cheng runs a thriving electronics store in the rural town of Miaoxia, tapping into her WeChat social media account to promote the brands that pay the biggest commission, and in her case that's Oppo and Vivo. While such payments start at about 40 yuan (USD6), they escalate for more expensive handsets and reach almost 200 yuan for Oppo's high-end smartphones.

"That's why I like to introduce the Oppo R9 Plus to potential customers," she said. "Business has been perfect, actually never been better."

Cheng and tens of thousands of like-minded boosters form the vanguard of the pair's charge against Apple Inc. and Samsung Electronics Co. Working with the local stores that dominate sales in China's far-flung provinces, Oppo and Vivo came out of nowhere to upend the industry order and squeeze out former local darling Xiaomi Corp. Their labels graced one out of every three smartphones sold within China in the third quarter, while the iPhone's market share at 7 percent stood at its lowest in almost three years.

CONTINUED ON X3



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DRIVE IN

Jocelyn Noveck, AP National Writer

BEATTY AS ECCENTRIC BILLIONAIRE  
- NOT THAT ONE

Warren Beatty doesn't want us to regard "Rules Don't Apply," in which he stars as Howard Hughes, as a Howard Hughes film. It's actually a movie about late '50s Hollywood, he says, and the sexual puritanism of the era. Indeed, Beatty doesn't appear for a long while in this much-awaited film, which he co-wrote, directed and starred in — perhaps partly to prove his point that he's not the main attraction. But come on — it's Warren Beatty, a legend who hasn't made a film for 15 years, playing America's most famous eccentric, controversial billionaire until... well, until you know who. Of COURSE it's a

Howard Hughes movie. And that's not a bad thing, because whatever you think of the new film, Beatty at 79 retains much of that youthful charisma — he may have wrinkles, but the features are still boyish — that's made him a Hollywood fixture for more than a half-century, from "Splendor in the Grass" to "Bonnie and Clyde" to "Shampoo" to "Heaven Can Wait" to "Reds." As for "Rules Don't Apply," it's many years — decades, actually — in the making, brings together a who's who list of on-and-offscreen talent, looks gorgeous — and still feels strangely uneven and tonally confusing. But if you can get

over that, it's undeniably entertaining and at times, even quirkily mesmerizing. It's Hollywood in 1958 — just three years before Beatty himself made his mark — and aspiring starlets are descending on the town, among them fresh-faced Baptist beauty queen Marla Mabrey (Lily Collins, a gorgeous Natalie Wood lookalike). She's been invited by the reclusive Hughes to audition for his RKO Pictures. Once there, she realizes she's just one of many aspiring starlets Hughes has brought in on contract. But when her mother (the always-superb Annette Bening, being directed by her husband for the first time) gets the



Lily Collins (left), and Alden Ehrenreich in a scene from "Rules Don't Apply"

willies and suggests they leave, Marla insists on staying. Marla's handsome driver is aspiring real-estate developer Frank Forbes (the appealingly earnest Alden Ehrenreich, soon to be the next Han Solo). When Marla complains she hasn't yet met Hughes, Frank admits he hasn't met their employer, either. Suddenly, Marla's ushered into a darkened hotel bungalow and served a TV dinner in tinfoil. Hughes appears, befuddled and amusing. He asks her name, plays some saxophone, barks into the phone to his subordinates. These include Matthew Broderick (having lots of fun as Hughes' chief driver, especially in a laugh-out-loud scene with his boss toward the end), Candice Bergen as a personal assistant, and Martin Sheen as Hughes' CEO.

The plot — often in short, choppy scenes unfolding pell-mell — careens like a pinball between Marla, Frank and Hughes. The young couple has obvious chemistry. There's a catch, though. Frank, a Methodist and a virgin like Marla, is engaged to his hometown sweetheart. And Hughes, despite his own sexual dalliances, has declared that drivers hitting on actresses will be fired. The Marla-Frank plotline competes with Hughes' increasingly erratic episodes — taking the cockpit for a terrifying ride while singing at the top of his lungs, or ordering truckfuls of Baskin-Robbins' Banana Nut ice cream, and then declaring: "No More Banana NUT! I want French Vanilla!" And mostly, the Frank-Marla courtship has the pizzazz of, well, vanilla ice cream. The

Hughes storyline? More banana nut — emphasis on nut. Which would you rather watch? Beautiful to look at, never less than engaging, sometimes inspired and sometimes just odd, the film shifts uneasily in tone. Yet it's distinctly watchable, even when perplexing us. Is this Beatty's final big film? At this rate he'll be in his 90s for the next one. (And still look boyish.) All the more reason to appreciate this, foibles aside. Perhaps for a man with the pedigree and charisma of Warren Beatty, the rules really don't apply — and that's OK.

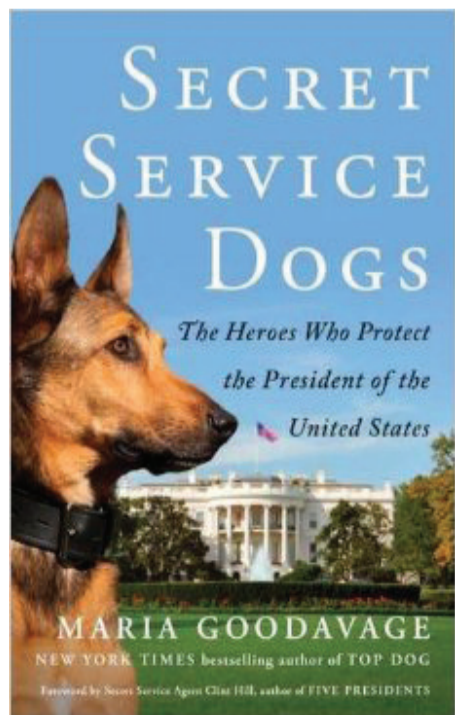
"Rules Don't Apply," a 20th Century Fox release, is rated PG-13 by the Motion Picture Association of America "for sexual material including brief strong language, thematic elements, and drug references." Running time: 126 minutes. ★★☆☆



Warren Beatty as Howard Hughes

BOOK IT

EX-JOURNALIST EXPLORES NATION'S  
SECRET SERVICE DOGS



"Secret Service Dogs: The Heroes Who Protect the President of the United States" (Dutton), by Maria Goodavage

Even non-dog lovers will be fascinated by Maria Goodavage's in-depth examination of the highly trained canines and their equally impressive human handlers in "Secret Service Dogs: The Heroes Who Protect the President of the United States." Readers are offered an unusual peek into a rarefied world of international intelligence and security and the important role these specially bred pooches play. Goodavage enjoyed unprecedented access to the government's meticulous training camp as well as to the dogs' human colleagues. In lively, often lighthearted language, Goodavage describes the life cycle of the primarily Belgian Malinois, often mistaken for German shepherds. She explains how and where they're bred, selected and trained. But most compelling: her descriptions of the agents' relationship with their dogs. Secret Service handlers spend 24/7 with their dogs, forming a unique bond. While the story is well-researched and unusual, the way the book is organized feels disjointed and repetitive. Perhaps quality suffered a bit in the rush to release it in time for the 2016 presidential election? What's clear is the winner will be protected by some of the nation's best dogs.

Kim Curtis, AP

TUNES

RUMER EXPERTLY CUDDLES  
BACHARACH & DAVID CATALOG



Rumer, "This Girl's in Love: A Bacharach & David Songbook" (Rhino Records)

Rumer sprinkles moon dust over a dozen tunes from the Bacharach/David catalog, putting her smooth imprint on songs of love and heartbreak. Rumer and husband/producer Rob Shirakbari opt mostly for subtle changes in tempo or mood on tunes best known in versions by the likes of Dionne Warwick, Dusty Springfield, The Carpenters and Jackie DeShannon. The album comes with Burt Bacharach's seal of approval, the master adding piano and a fragile vocal introduction to the title track, while also suggesting a few of the selected tracks — "Land of Make Believe" and "The Last One To Be Loved." It is on the latter that Rumer probably sounds most like Karen Carpenter, a comparison that's no less true no matter how often it's made. Shirakbari — a long-time music director for Warwick and, earlier, for Bacharach — must know every detail of these songs. His arrangements rely on a traditional rhythm section and a variety of string and horn sections and are built to embrace and elevate the nuances in Rumer's expressive, soothing voice. If you're looking for uniformly excellent interpretations of some of the best and most elegant pop songs ever written, including "Walk On By," "What the World Needs Now Is Love" and "(They Long to Be) Close to You," Rumer's the girl in love you should fall for.

Pablo Gorondi, AP

## NEWS OF THE WORLD

Ralph Jennings, AP, Taipei

# How Apple Lost China to two unknown local smartphone makers



CONTINUED FROM X1

Oppo and Vivo trace their origins to reclusive billionaire Duan Yong Ping and employ similar strategies. That includes harnessing the spending power of rural customers away from top-tier cities such as Beijing and Shanghai. It's where Apple's vulnerable given the iPhone's lofty price tag. They eschewed e-commerce to instead court the stores where three-quarters of smartphone sales take place. Apple has been more reluctant to relinquish the retail experience to local free-agents, who sometimes charge brands for in-store displays and posters.

"Oppo and Vivo are willing to share their profit with local sales. The reward was an extremely active and loyal nationwide sales network," said Jin Di, an IDC analyst based in Beijing. While they declined to detail their subsidy program, she estimates the two were the top spenders in the past year. "They're doing something different - they do local marketing."

China had for years driven Apple's and Samsung's growth. The U.S. company generated almost USD59 billion of sales from the region in fiscal 2015, which was more than double the level just two years earlier. During that time its shares surged more than 60 percent. At its peak, Greater China yielded almost 30 percent of its revenue and Apple was neck-and-neck with

Xiaomi for the mantle of market leader as users clamored for the larger iPhone 6 models. Even as the domestic economy began to sputter, Chief Executive Officer Tim Cook spent a good chunk of an earnings call last year talking up the country's promise, saying Apple's investing there "for the decades ahead."

Then the country's slowdown and regulatory tangles took their toll. Authorities intervened, blocking iTunes Movies and iBooks, ending a period of near-unimpeded growth in the country. But perhaps most crucial was the ascendancy of cheaper but just-as-good local alternatives. Oppo and Vivo's gains have come mainly at the expense of lower-tier names thus far, but if they climb further into the premium segment, the U.S. company will need an answer. Some think the 10th-anniversary iPhone due in 2017 could deliver.

"Apple needs to offer something cutting-edge to appeal to maturing Chinese smartphone users," Counterpoint Research director Neil Shah writes. Oppo and Vivo can use the time until then to cement their positions, he said.

Together Oppo and Vivo shipped about 40 million smartphones in the third quarter, about 34 percent of devices sold in the world's biggest market, according to IDC. In 2012, their combined share was about 2.5 percent. iPhone shipments plunged more than a third

to 8.2 million during the period - less than half of Vivo's. Samsung, which once led the market, now settles for roughly 5 percent, according to Counterpoint.

As Apple has faltered in China, Tim Cook has stepped up his courtship of decision-makers. He visited the country several times this year, unveiled plans for research centers in Beijing and Shenzhen, and invested \$1 billion in Uber rival Didi Chuxing. Cook said on his last earnings call he remains confident of a return to growth this quarter. Samsung declined to comment for this story, while Apple directed Bloomberg to Cook's previous remarks on China.

It's unclear how Apple can reclaim lost ground in the interim. Previous attempts to drift down-market - with the iPhone 5c and SE, for instance - fizzled as local users shunned seemingly inferior devices. Apple doesn't run a vibrant online social community for users the way some of its local rivals do. And competing on price will jeopardize the industry's fittest profit margins.

Oppo and Vivo pack high-end specs into a phone that sells for a fraction of its rival's in China, where iPhone 7s start at 5,388 (\$784). Consider the Oppo R9 plus: for 2,999 yuan, buyers get an aluminum body, 6-inch display, 16-me-

gapixel camera and a battery that claims 19 hours of calls, photo and web browsing. Vivo's high-end Xplay6, with a price tag of 4,498 yuan, also undercuts Apple.

"Both companies invested heavily in marketing," said Nicole Peng, Asia Pacific research director at consultancy Canalis. Oppo and Vivo have a strong grip on the middle market for phones from \$200 to \$500, she said. "Their offline channel strategy paid off."

The man who's clobbering Apple started out low on the tech spectrum. Duan made his fortune selling DVD players, telephones and game consoles similar to Nintendo's. Bubugao Communication Equipment Co. Ltd., the parent of Vivo, emerged from a restructuring in 1999 that split his company. The billionaire later teamed with long-time colleague Tony Chen and others to found what came to be known as Guangdong Oppo Electronics Co.

While Duan has kept a low profile since moving to the U.S. in 2001, he occasionally makes his way into the spotlight. In 2006, he bid a then-record \$620,100 to have lunch with Warren Buffett. Oppo's first smartphone came in 2011, when it unveiled a device with a BlackBerry-like keyboard. The same year, Bubugao created the business that would become Vivo.

Today, Vivo touts its cameras and Oppo focuses on rapid-charging and battery life. But their offline strategies remain the same: mobilizing tens of thousands of private shop owners. Oppo said it sells its products through roughly 240,000 privately owned stores as of June - six times the global count of McDonald's.

Vivo manages about half that, said Jin. Oppo, which doesn't disclose sales figures, said about 90 percent of its phones were sold offline.

While Xiaomi shot to international prominence with flash online promotions, that success has been concentrated in densely packed cities. That doesn't work so well in the countryside, where novice buyers want advice and demonstrations. By cultivating a physical network, Oppo and Vivo are building a platform difficult to replicate in the short run.

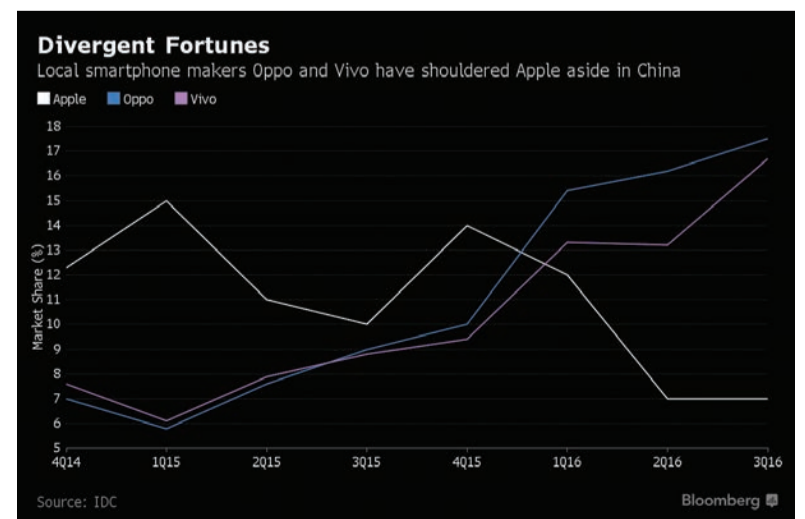
Apple, in contrast, has fewer than 40 stores across the mainland, most of which are in large cities. Cook has said its iPhones are also sold through about 40,000 locations, though that includes stores controlled by wireless carriers and spots within nationwide electronics chains. While its retail network is lauded for helping weave an aura of exclusivity and chic around its higher-priced gadgets, Chinese consumers - particularly in smaller, poorer cities - value access to someone local who can work out kinks. That sort of after-sales support is in itself a powerful marketing tool, IDC's Jin said. For now, neither Oppo nor Vivo appear overly concerned with the world's most valuable company. Their executives say they'll stick to their winning strategies, while exploring ways to keep pushing the smartphone envelope.

"We have to keep our minds clear in the fast-changing market," said Allen Wu, Oppo's vice-president in charge of sales. "All we need to do is to keep our heads down and make the correct moves."

To Vivo, that means targeting younger users with higher-performance devices. "Camera and music will be our key focuses in the future. We are seeing greater customer expectations out of these two areas," company vice-president Ni Xudong said.

That message resonates with the likes of Chen Siyu, an accountant who uses her Vivo phone at least four hours a day to chat with friends, watch videos and apply for jobs.

"I chose Vivo because of its design and photographing capability," said the 26-year-old who lives in the town of Pu'tian in Fujian. "It is not expensive and doesn't slow down after longtime use like many Android phones do."



WORLD OF BACCHUS

Jacky I.F. Cheong

The Magic Ring



**DR. PAULY-BERGWEILER (DR. KARL CHRISTOFFEL) BERNKASTELER BADSTUBE RIESLING KABINETT 2010**

Glossy citrine with light golden reflex, the aromatic nose offers apricot, custard apple, wet stone and daffodil. With energetic acidity and fresh minerality, the succulent palate delivers mandarin, nectarine, crushed shells and white rose. Off-dry and medium-bodied at 9%, the stony entry carries onto a rich mid-palate, leading to a long finish.



**DR. PAULY-BERGWEILER (DR. KARL CHRISTOFFEL) WEHLENER SONNENUHR RIESLING SPÄTLESE 2009**

Luminous citrine with clear aureolin reflex, the intense nose presents longan, apricot, seashells and frangipane. With Vibrant acidity and clean minerality, the corpulent palate supplies persimmon, nectarine, crushed rock and jasmine. Off-sweet and medium-full bodied at 8%, the fleshy entry continues through a honeyed mid-palate, leading to an adorable finish.



**DR. PAULY-BERGWEILER (DR. KARL CHRISTOFFEL) WEHLENER SONNENUHR RIESLING AUSLESE 2009**

Radiant citrine with deep golden reflex, the alluring nose effuse guava, pineapple, crystallised tangerine, white clover honey and fragrant minerals. With abundant acidity and structured minerality, the urbane palate emanates mango, rambutan, dried mandarin, lemon custard and fine chalk. Fully sweet and full-bodied at 8%, the rounded entry evolves into a chiselled mid-palate, leading to a persistent finish.

Each of Germany's 13 wine regions has its own chapter of *Verband Deutscher Prädikats- und Qualitätsweingüter* (VDP), formerly *Verband Deutscher Naturweinversteigerer*, established in 1910. The Mosel region – until 1 August 2007 called Mosel-Saar-Ruwer – has two: *Großer Ring VDP Mosel-Saar-Ruwer*, comprising 31 estates; and *Bernkasteler Ring*, comprising 34 estates. The predecessor of *Bernkasteler Ring*, *Vereinigung der Weinbergbesitzer der Mittelmosel*, was established in 1899 in Bernkastel-Kues. In 1978, it merged with *Trierer Ring* and became *Bernkasteler Ring*. It is the oldest wine association of Mosel and indeed Germany. Most of its member-estates are quality-driven family-owned smallholdings, some with as little as 2ha of vineyards. Unlike VDP member-estates, *Bernkasteler Ring* member-estates overwhelmingly focus on Riesling, some even plant Riesling exclusively. *Bernkasteler Ring* began the tradition of wine auction in 1901, and in 1923 stipulated that all wines to be auctioned must have been blind tasted beforehand. In 1924, it pioneered the auction of wine in bottles, as opposed to *fuder* (1,000L tanks) in the past. Due to war efforts under Nazi rule, *Bernkasteler Ring* was allowed to continue auctions until only 1942, when in fact 70 percent of its produce was confiscated for military consumption in October 1941, when the German forces were at the gate of Moscow. Whether those wines were for the officer corps

or enlisted men is difficult to ascertain, but the average Vichy French soldier would be drinking just simple reds from Languedoc-Roussillon, which commanded much lower prices than the fine Riesling produced by *Bernkasteler Ring* member-estates. It was not until 1948 and 1949 that *Bernkasteler Ring* hosted its first post-war meeting and auction respectively. In 2005, *Bernkasteler Ring* created its own *Großes Gewächs* classification, with such stringent criteria as vineyards must be southeast- to southwest-facing with minimum 30 degrees gradient, and that all grapes must reach at least 93 degrees Oechsle – i.e. *Auslese* level – without chaptalisation, a word that causes as much moral outrage as caramel does in brandy and whisky. Dr. Pauly-Bergweiler is one of the leading member-estates of *Bernkasteler Ring*. In 1997, along with Markus Molitor, it shattered the previous record of most expensive Germany wine at auction, at 1,400 Deutsche Mark. Some 75 percent of its vineyards are classified as *Steillage* (literally: steep slope). Its mere 16ha are scattered in 15 different vineyards, each with its unique character, in a list of familiar sounding towns such as Bernkastel, Brauneberg, Erden, Graach, Ürzig, Wehlen and Zeltingen. Dr. Karl Christoffel is a private label by Dr. Pauly-Bergweiler for the regional market.

Available at Grand Wine Cellar; W: www.gwc.com.hk; E: enquiry@gwc.com.hk; T: +852 3695 2389

Jacky I.F. Cheong is a legal professional by day and columnist by night. Having spent his formative years in Britain, France, and Germany, he regularly writes about wine, fine arts, classical music, and politics in several languages

RESTAURANTS

CANTONESE



**GRAND IMPERIAL COURT**  
5pm – 12midnight  
T: 8802 2539  
Level 2, MGM MACAU



**IMPERIAL COURT**  
Monday - Friday  
11am - 3pm / 6pm - 11pm  
Saturday, Sunday & Public Holidays  
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T: 8802 2361  
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**BEIJING KITCHEN**  
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Opening Hours  
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956-1110 Avenida da Amizade, 2/F  
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Opening Hours  
11:00 - 15:00; 18:00 - 22:30

SHANGHAI

**CATALPA GARDEN**  
Mon - Sunday  
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Hotel Royal, 2-4  
Estrada da Vitoria  
T: 28552222

FRENCH

**寶雅座  
AUX BEAUX ARTS**

**AUX BEAUX ARTS**  
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6pm – 12midnight  
Saturday – Sunday  
11am – 12midnight  
T: 8802 2319  
Grande Praça, MGM MACAU

GLOBAL

**HARD ROCK CAFE**  
Level 2, Hard Rock Hotel  
Opening Hours  
Monday to Sunday : 11:00 - 02:00  
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956-1110 Avenida da Amizade, 2/F  
T: 87933871  
Mon - Thurs  
06:30 – 15:00 / 6:00 – 22:00  
Fri – Sunday  
06:30 – 22:00

**MEZZA9 MACAU**  
Level 3, Grand Hyatt Macau  
Opening Hours  
Dinner: 5:30 – 11:00

**VIDA RICA (RESTAURANT)**  
2/F, Avenida Dr Sun Yat Sen, NAPE  
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T:853 8117 5000  
mortons.com  
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Open daily at 3pm  
• Dining Room  
Monday - Saturday: 13:00 - 23:00  
Sunday: 17:00 - 22:00

ABA BAR

**ABA BAR**  
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T: 8802 2319  
Grande Praça, MGM MACAU



**PASTRY BAR**  
10am – 8pm  
T: 8802 2324  
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**ROSSIO**  
7am – 11pm  
T: 8802 2372  
Grande Praça, MGM MACAU



**SQUARE EIGHT**  
24 hours  
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Level 1, MGM MACAU

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TEL: +853 8118 9950



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6:00pm – 3:00am  
Location : AfriKana, Macau Fisherman's Wharf  
Telephone Number : (853) 8299 3678

JAPANESE

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Level 1, Crown Towers  
Lunch 12:00 - 15:00  
Dinner 18:00 - 23:00  
Closed on  
Tuesday (Lunch and Dinner)  
Wednesday (Lunch)

ASIAN PACIFIC

**ASIA KITCHEN**  
Level 2, SOHO at City of Dreams  
Opening Hours  
11:00 – 23:00

**GOLDEN PAVILION**  
Level 1, Casino at City of Dreams  
Opening Hours  
24 Hours



**GOLDEN PEACOCK**  
Casino Level1, Shop 1037,  
The Venetian Macao  
TEL: +853 8118 9696  
Monday - Sunday:  
11:00 - 23:00

PORTUGUESE

**CLUBE MILITAR**  
975 Avenida da Praia Grande  
T: 2871 4000  
12:30 – 15:00 / 19:00 – 23:00

**FERNANDO'S**  
9 Praia de Hac Sa, Coloane  
T: 2888 2264  
12:00 – 21:30

THAI

**NAAM THAI RESTAURANT**

**NAAM**  
Grand Lapa, Macau  
956-1110 Avenida da Amizade, The Resort  
T: 8793 4818  
12:00 – 14:30 / 18:30 – 22:30  
(Close on Mondays)

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Avenida de Kwong Tung, 38/F Talpa  
Sun-Thu: 13:00 – 02:00  
Fri, Sat and Eve of public holiday:  
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Level 1, Hard Rock Hotel  
Opening Hours  
Sun to Thu:  
11:00 – 23:00  
Fri & Sat:  
11:00 – 24:00



**BELLINI LOUNGE**  
Casino Level 1, Shop 1041,  
The Venetian Macao  
CONTACT US:  
Tel: +853 8118 9940  
Daily: 16:00 - 04:00



**D2**  
Macao Fisherman's Wharf  
Edf. New Orleans III  
Macao

**VIDA RICA BAR**  
2/F, Avenida Dr. Sun Yat Sen, NAPE  
T: 8805 8928  
Monday to Thursday: 12:00 – 00:00  
Friday: 12:00 – 01:00  
Saturday: 14:00 – 01:00  
Sunday: 14:00 – 00:00

**VASCO**  
Grand Lapa, Macau  
956-1110 Avenida da Amizade, 2/F  
T: 8793 3831  
Monday to Thursday: 18:30 – 12:00  
Friday to Saturday: 18:00 – 02:00  
Sunday: 18:00 – 24:00

## FOOD &amp; BEVERAGE

Sara Moulton, AP

AP PHOTO



## TOMATILLO SALSA OFFERS FRESH APPROACH TO POACHING SALMON

The French love to cook fish by poaching it in a flavored liquid, usually a combination of white wine and water, leeks or onions, and some herbs. It's a notably lean way to roll because there's no fat involved. And the finished product is reliably tender because it's been cooked at a low temperature. So, it's lean, tender and... quite boring. I crave more flavor and

texture. So here's a recipe for poached salmon that adds the missing elements.

Typically, poaching calls for a lot of liquid. The fish is supposed to be submerged as it cooks, after which the liquid usually is tossed. I wanted a way to poach the fish in a small amount of liquid, which then could do double duty as a sauce. Given that fish generally requires a spritz of acid to brighten

it up, the ideal liquid needed to be acidic and intensely flavored. Green salsa — that is, tomatillo salsa with chilies and lime juice — struck me as a likely candidate. The salmon wouldn't have to swim in a vat of the salsa. I made a modest batch and cooked the salmon in a smallish skillet with the salsa rising halfway up the sides of the fillets. I covered the pan tightly to trap the heat and flipped over the salmon halfway through its cooking time to make sure it cooked evenly.

How do you know when the salmon is finished cooking? If you slide a knife into it and the blade sails through the fillet with no resistance, it's done. And be sure to pull it off the heat when there's still a tiny bit of resistance left, which will allow for carry-over cooking time.

For crunch, I sprinkled tortilla chips on top; they are salsa's classic partner. But these were my own healthy baked tortilla chips, which take only 15 minutes to prepare. On the whole, this recipe is pretty quick and easy to make, but you can streamline it even further by picking up green salsa and baked tortilla chips at the supermarket.

By the way, there were leftovers the second time we tested this winner. When we polished them off the next day, we discovered that this dish is just as delicious cold as hot.

## SALMON POACHED IN GREEN SALSA AND TOPPED WITH BAKED CHIPS

**START TO FINISH:** 40 minutes

**SERVINGS:** 4

**FOR THE TORTILLA STRIPS:**

2 tablespoons vegetable oil  
1 teaspoon chili powder  
1/2 teaspoon ground cumin  
Four 6-inch corn tortillas  
Kosher salt

**For the salmon:**

8 ounces fresh tomatillos, husked, rinsed and quartered  
1/2 cup coarsely chopped scallions (white and light green parts)  
1/3 cup coarsely chopped fresh cilantro  
1 tablespoon lime juice  
1/2 jalapeno or serrano chili, seeds removed if desired  
2 cloves garlic, finely chopped  
2 tablespoons vegetable oil  
1/2 cup finely chopped red onion  
Kosher salt and ground black pepper  
1 1/2 pounds center-cut salmon fillet, cut into 4 equal portions

To make the tortilla strips, heat the oven to 400 F.

### HOW TO DO IT

In a small bowl, stir together the oil, chili powder and cumin. Brush the oil mixture over both sides of each tortilla. Using a knife or pizza wheel, cut the tortillas into thin strips. Arrange the strips in a single layer on a rimmed baking sheet. Bake the strips on the oven's middle shelf for 6 to 8 minutes, or until crispy. Sprinkle with salt, let cool completely, then break them up slightly. Set aside.

To prepare the salsa, in a food processor, combine the tomatillos, scallions, cilantro, lime juice, chili and garlic. Pulse until the ingredients are almost smooth with a few small chunks.

In a medium skillet over medium, heat the oil. Add the onion and cook, stirring, until softened, about 5 minutes. Add the tomatillo mixture and simmer gently, stirring occasionally, for 10 minutes. If the mixture gets too dry, add 1/2 cup of water. Season with salt and pepper. Add the salmon to the skillet, skin sides down, then cover the skillet tightly and simmer gently for 5 minutes.

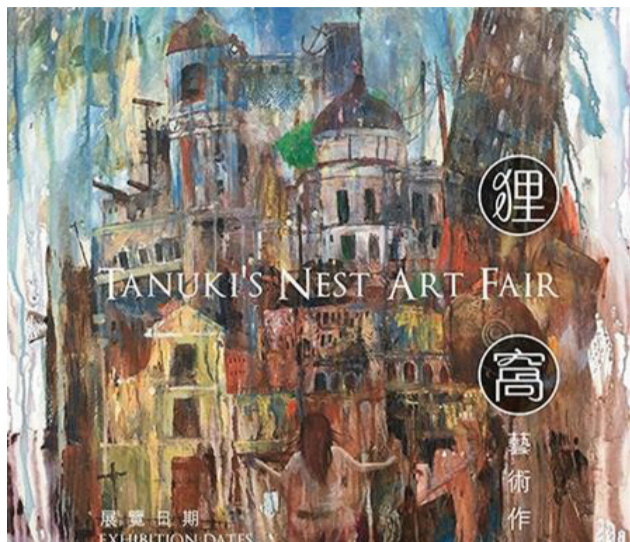
Turn the salmon over, cover tightly and simmer gently until the salmon is almost cooked through, about another 5 minutes. Remove the pan from the heat and let the salmon stand for 3 minutes, covered, before serving.

To serve, transfer a portion of salmon to each of 4 plates, then top each with sauce and tortilla strips.

Nutrition information per serving: 470 calories; 240 calories from fat (51 percent of total calories); 27 g fat (3 g saturated; 0 g trans fats); 110 mg cholesterol; 370 mg sodium; 18 g carbohydrate; 3 g fiber; 4 g sugar; 40 g protein.



**WHAT'S ON**



**TODAY (NOV 25)**  
ARTWORK EXHIBITION "TANUKI'S NEST"

"Tanuki's Nest" means bringing people together. Local artist Lio Hak Manin collaboration with 12 local art practitioners, namely Wong Soi Lon, Choi U San, Pun Ka Ian, Pun Weng I, Che Sin Mei, Che Sin Ieng, Ho Si Man, Tou Mei Kun, Lam Tek lo, Lam Tek Lam, Mak Chi Ieong and Mak Kei, present their new artworks of the "Paint Brush Tempering" series. Since 2011, Lio has annually gathered his friends to hold joint exhibitions of "Paint Brush Tempering", aiming to showcase their achievements and to record the process of their drawing skills, allowing more people to evaluate their works and offer more opinions, so as to stimulate further improvement.

TIME: 11am-10pm (no admission after 6:30 pm, closed on Mondays)  
UNTIL: December 31, 2016  
VENUE: Anim'Arte NAM VAN, located at Nam Van Lakeside Plaza at Avenida Panorâmica do Lago Nam Van  
ADMISSION: Free  
ORGANIZERS: Cultural Affairs Bureau (IC) & the Macau Artist Society  
<http://www.macaucchi.com/en>



**6075 MACAU HOTEL ART FAIR**

"6075 Macau Hotel Art Fair" is the first international art fair in Macau showcasing artworks in hotel rooms. The second edition will be held from November 24 to 2, featuring 60 local and international young artists of talent. Born after 1975, these artists will ignite the vitality of each room by presenting their unique solo projects. By exhibiting artworks of up-and-coming artists and collaborating with celebrated galleries, art organizations as well as veteran curators and art critics, the fair opens in Regency Art Hotel and offers a platform for cross-cultural exchange and connect collectors with art pieces of great potential. For this time, the exhibition presents more than a thousand selected art works of 60 artists, from 39 galleries and art organizations, in 10 cities and four different countries.

TIME: 12am-8pm, (Closed on Mondays)  
VENUE: Regency Art Hotel, 2 Estrada Almirante Marques Esparteiro, Taipa  
UNTIL: November 27, 2016  
ADMISSION: Free  
ORGANIZER: Art For All Society  
ENQUIRIES: (853) 2836 6064  
<http://www.afaMa27cao.com>



**TOMORROW (NOV 26)**  
AFA AUTUMN SALON

Macau is considered the "Las Vegas of Asia", packed with hotels and casinos. The small streets around the Ruins of St. Paul are constantly jammed with gigantic tour buses. The quality of the environment inside the city is getting worse and worse. But even though Macau has become the most densely-populated area of the world, we still have to find the space for a "salon". We can plant an oasis in the desert of culture. It is a space where different ways of thinking co-exist. It is a space where artists show their hard works and create sparks by being next to one another. Same as in the previous six years, Macau Autumn Salon has collected artworks with an open-call for entries. After discussion of a jury, 67 pieces of artworks were selected, including painting, drawing, sculpture and photography by 32 artists who are living and working in Macau.

TIME: 10am-7pm, (Closed on Mondays and public holidays)  
VENUE: Orient Foundation, Casa Garden  
UNTIL: November 30, 2016  
ADMISSION: Free  
ORGANIZER: Art For All Society  
ENQUIRIES: (853) 2836 6064  
<http://www.afaMacau.com>



**SUNDAY (NOV 27)**  
60TH ANNIVERSARY OF THE MACAU ARTISTS SOCIETY – A RETROSPECTIVE

The exhibition features a selection of calligraphy and oil paintings, watercolours and painting in traditional Chinese ink, as well as a series of rare collaborative paintings created exclusively for the National Day of the People's Republic of China. Encompassing Chinese and Western techniques, the artworks are of different genres, ranging from Chinese traditional paintings of natural landscapes, flowers and birds, portraits and still life, calligraphy, collage, abstract paintings as well as comics. These products of the Chinese and Western cultures are items of Macau's cultural heritage featuring Macau's unique human characteristics.

TIME: 10am-7pm (no admission after 6:30 pm, closed on Mondays)  
UNTIL: December 4, 2016  
VENUE: Macau Museum of Art, Av. Xian Xing Hai, s/n, NAPE  
ADMISSION: MOP5 (Free on Sundays and public holidays)  
ENQUIRIES: (853) 8791 9814  
<http://www.mam.gov.mo>



**MONDAY (NOV 28)**  
EXHIBITION "TRACES AND VISION – LONGZHOU 'SHEHUO' FOLK PERFORMANCES, PHOTOGRAPHY BY WU XIAOPENG"

The exhibition features a total of 60 works by the famous Chinese photographer Wu Xiaopeng. The show displays the folk customs of Longzhou 'Shehuo' in Shaanxi Province. Wu Xiaopeng visited dozens of villages across Longzhou in Shaanxi Province in recent years to capture images of the quaint Shehuo activities. This profound historical and cultural folk custom, of which Shaanxi Province is one of the representatives, was inscribed in the National List of Intangible Cultural Heritage in 2006. Rather than pursuing the visual aesthetics of the images, Mr. Wu showcases his endeavour to capture the villagers' spiritual demeanour and present the customs of indigenous communities.

TIME: 9am-9pm  
Until: January 8, 2017  
VENUE: Temporary Exhibitions Gallery of the Civic and Municipal Affairs Bureau Organizer: Civic and Municipal Affairs Bureau, Cultural Affairs Bureau  
ADMISSION: Free  
ENQUIRIES: (853) 8988 4100 / 2882 7103  
ORGANIZER: Civic and Municipal Affairs Bureau  
<http://www.iacm.gov.mo>



**TUESDAY (NOV 29)**  
2016 MACAU OPEN BADMINTON

First organized in 2006 - and part of the BWF Grand Prix Gold Series - this is the 11th edition that the event will be held in the city. Every year, some 300 players from 20 countries/regions participate in Men's Singles, Women's Singles, Men's Doubles, Women's Doubles and Mixed Doubles to compete for porting sglory and the tournament prize money of approximately MOP1,000,000 (USD120,000).

Olympic medallists and top world players such as Lin Dan, Li Xuerui, Yu Yang, Zhang Nan, Zhao Yunlei from China, Lee Chong Wei from Malaysia, Lee Yong Dae and Ko Sung Hyun from Korea are set to compete along with other inspirational players.

TIME: 8:30am-8:30pm (Nov 29-30)  
12:30pm-8:30pm (Nov 1-2)  
12:30pm-9:30pm (Dec 3)  
12:30pm-5:30pm (Dec 4)

VENUE: Tap Seac Multisport Pavilion / Rua de Ferreira do Amaral

ADMISSION: MOP150 (One Day Ticket; November 29-December 2) MOP400 (One Day Ticket; December 3-4)

ENQUIRIES: (853) 6698 9877

ORGANIZER: Badminton Federation of Macau

<http://www.macaupenbadminton.com>



### WEDNESDAY (NOV 30)

COMMUNICATION & MEDIA STUDENT EXHIBITION:  
SHARE

This exhibition includes photography & photojournalism, digital photomontage, graphic design, interactive media, animation, video production and digital audio recording. The myriad of media formats presented in this event reflects the multidisciplinary approach of USJ's Bachelor of Communication and Media programme.

TIME: 2pm-7pm (Mondays to Saturdays)

UNTIL: December 3, 2016

ADMISSION: Free

VENUE: Center for Creative Industries, G/F Macau Cultural Centre Building, Xian Xing

Hai Avenue Enquiries: (853) 2875 3282

ORGANIZER: Creative Macau - Center for Creative Industries

<http://www.creativemacau.org.mo>



### THURSDAY (DEC 1)

AD LIB – RECENT WORKS BY KONSTANTIN BESSMERTNY

This year, the exhibition Ad Lib – Recent Work of Konstantin Bessmertny is going to be held in the Macau Museum of Art. Thirty-four sets of work, which consist of paintings, sculptures, installations and videos from Mr. Bessmertny, will be displayed here. There is not a unifying theme, just like its Latin title which means "at one's pleasure". In this generous exhibition space, the artist seems to improvise a bustling and humorous show that echoes different social phenomena, reflecting Bessmertny's personal musings.

TIME: 10am-7pm (No admission after 6:30 pm, closed on Mondays)

UNTIL: May 28, 2017

VENUE: Macau Museum of Art, Av. Xian Xing Hai, s/n, NAPE

ADMISSION: MOP5 (Free on Sundays and public holidays)

ENQUIRIES: (853) 8791 9814

<http://www.mam.gov.mo>

# Sands WEEKEND



## #TWINS#LOL#LIVE AROUND THE WORLD IN MACAO

8pm, 26 November (Saturday)

Cotai Arena

Cantopop's most popular female duo group Twins, comprising Charlene Choi and Gillian Chung, bring their dynamic new production to Macao. The show is designed as an interactive experience, allowing fans to get up close and personal to the charismatic duo. With themes of positivity, partying and "LOL", and their desire that every audience member will "Laugh Out Loud", the audience can expect Charlene and Gillian, who have enjoyed 15 successful years in the music industry, to perform a wide range of their songs, both old and new. The show is particularly meaningful because it is Twins' 50th concert, and the special anniversary celebration with Macao fans is guaranteed to provide an unforgettable experience!

Tickets: From MOP/HKD380, call reservations +853 2882 8818  
[cotaiticketing.com](http://cotaiticketing.com)



## ST PETERSBURG BALLET - SWAN LAKE

2- 3 December

The Venetian Theatre

Globally renowned St Petersburg Ballet Theatre is bringing Tchaikovsky's classic ballet Swan Lake to Macao. Founded in 1994, the 60-member company, led by prima ballerina Irina Kolesnikova, continues to receive rave reviews around the world and thrill audiences with breathtaking scenery and magnificent costumes. Friday's show is at 8pm and Saturday's shows are at 3pm and 8pm

Tickets: From MOP/HKD388, call reservations +853 2882 8818  
[cotaiticketing.com](http://cotaiticketing.com)



## A REWARDS SEASON

10am to 11pm, Daily, Until 5 December, Sands Shoppes

Renew your wardrobe with endless Fall Winter shopping possibilities! Sands Shoppes offers the most extensive range of luxury duty-free shopping experiences and worldwide cuisines in Macao. Simply spend at Shoppes at Four Seasons, Shoppes at Venetian, Shoppes at Parisian and Shoppes at Cotai Central to earn up to MOP2,000 worth of Shopping Vouchers to be used in over 300 participating outlets. Sands Rewards members can enjoy a host of privileged discounts as well as earn and redeem points in partner outlets. So join today and experience all the exclusive rewards available!

Spending	Earn Shopping Vouchers
MOP5,000	MOP200
MOP10,000	MOP400
MOP25,000	MOP1,000
MOP50,000	MOP2,000

Redemption Locations: Information Counters throughout Sands Shoppes

\* Customers must present two same-day valid receipts issued by two different merchants (a maximum of one receipt from dining outlets will be accepted) with a minimum spending amount of MOP200 upon each receipt for redemption purpose.

Please refer to the Terms & Conditions for further details.



## LA CHINE

Daily 11:00am – Midnight

Level 6, Eiffel Tower, The Parisian Macao

Situated within the Eiffel Tower, La Chine offers a vibrant and chic dining experience, with an amazing view of the Cotai Strip. The menu deftly combines regional Chinese favourites with French joie de vivre to create imaginative dishes that will leave you craving another bite or two. French service standards, with Chinese-cuisine, executed with a flourish that is unique in Macao.

Reservations: +853 8111 9210



澳門金沙度假區

Sands  
RESORTS  
COTAI STRIP MACAO



# WORLD OF WONDER

Exploring the realms of history, science, nature and technology

By Laurie Triefeldt

# MOUNTAINS

Mountains are not just beautiful peaks rising into the clouds. They also are valuable ecosystems that support a large variety of plants and animals. Mountain ranges play a vital role in climate and water flow for surrounding countryside, and they are great natural resources, supplying the world with many metals and minerals.

## Growing up

Mountains and hills begin underground, created by the pressure of **tectonic plates** colliding and shifting, forcing surface and subterranean rocks upward. There are five main kinds of mountain development. Most mountains take millions of years to form.

### Fold mountains

When two plates move toward each other, they push rock and sediments up, forming mountain ranges.



### Volcanic mountains

Volcanic lava repeatedly flows and hardens, forming layers of rock.



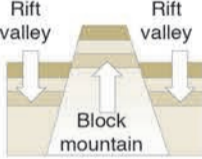
### Dome mountains

The force of molten rock or underground water can push the surface into a dome-shaped mountain or hill.



### Block mountains

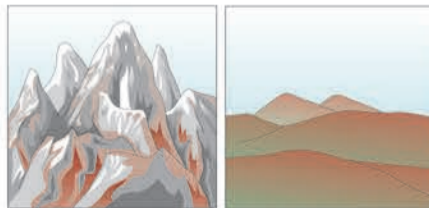
When rocks shift or slide (usually along fault lines), large masses of earth can rise or sink, creating mountains and valleys.



**Erosion mountains** are formed by wind, rain, rivers and glaciers that slowly eat away at high plateaus, creating peaks and valleys.

## Aging gracefully

Mountains shrink as they age. They are worn away by centuries of wind and water. Younger mountains tend to be higher and more rugged than older mountains.



## Valuable resources

Many of the world's rocks and minerals are found in mountains. Granite, limestone, marble and slate are valuable building materials. Precious stones and metals are mined in many mountainous regions. A mountain's low, fertile slopes are ideal for growing grapes or tea. Electrical power may be generated by fast-moving mountain rivers. Mountains are also recreation areas where people go to climb, fish, camp or ski.

## Mountain or hill?

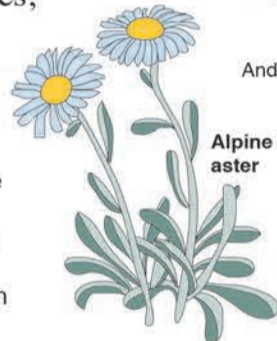
There is no universal scientific definition of a mountain. What one group may think of as a mountain would only be considered a hill by others. Mountains are often characterized by steep slopes and high peaks, but "steep" and "high" are also relative terms.

A mountain can be a lone peak (like a volcano) or part of a group of peaks called a **mountain range** (like the **Rocky Mountains**). The height of a mountain is usually measured by how high its peak is from sea level. But there are mountain ranges under the sea — they are measured from the ocean floor up. The **Mid-Atlantic Ridge** is an underwater chain of mountains formed from volcanic lava.

## Major ranges



The powerful **golden eagle** is a bird of prey that feeds on mammals and carrion.



Alpine aster



Mountain laurel

The **Alpine ibex** was once common in the Alps. Hunted to near extinction, it is now a protected species.

**Did you know?** Mountain climbing became a sport in the mid-1800s.



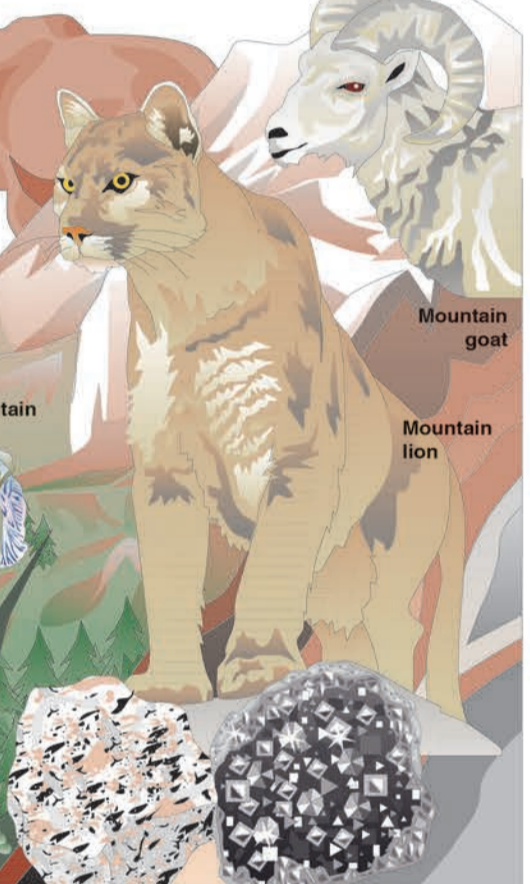
Black bear



Mountain chinchilla



Mountain iris



Mountain goat

Mountain lion

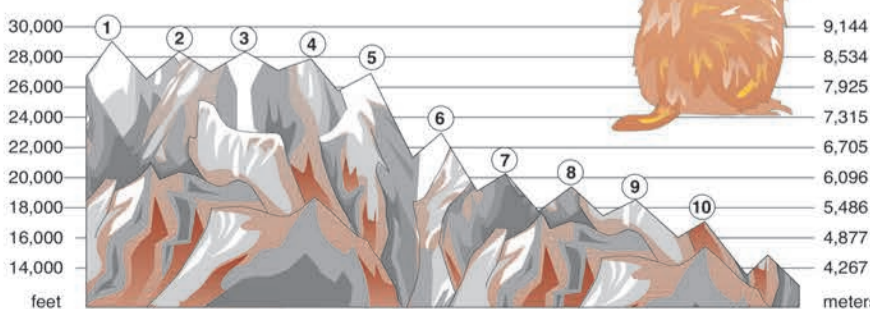


Granite and crystal geode

## Impressive heights

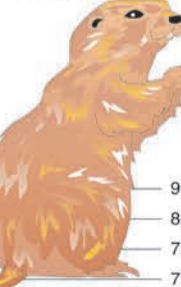
The world's highest peaks are located in Asia, in the Himalaya-Karakoram ranges. Here is a list of some of the world's most famous tall mountains.

- |                              |                      |
|------------------------------|----------------------|
| 1. Mount Everest (Asia)      | 29,029 ft. (8,848 m) |
| 2. (K2) Godwin-Austen (Asia) | 28,250 ft. (8,611 m) |
| 3. Kanchenjunga (Asia)       | 28,169 ft. (8,586 m) |
| 4. Makalu (Asia)             | 27,838 ft. (8,485 m) |
| 5. Dhaulagiri (Asia)         | 26,795 ft. (8,167 m) |
| 6. Aconcagua (South America) | 22,641 ft. (6,901 m) |
| 7. Denali (North America)    | 20,310 ft. (6,190 m) |
| 8. Kilimanjaro (Africa)      | 19,340 ft. (5,895 m) |
| 9. Elbrus (Europe)           | 18,510 ft. (5,642 m) |
| 10. Vinson Massif (Asia)     | 16,050 ft. (4,892 m) |



**Mountain quail** are ground-dwelling birds found in the western Rocky Mountains.

The **bobac marmot** lives on the steppes of South Russia and in Asia.



## Vegetation

Because mountains have different climate and soil conditions at different levels, they support a diverse group of plants and trees.

Forests of deciduous trees and a variety of plants grow on the lower slopes where it is warmest and the soil is most fertile. Flowers attract pollinating insects with bright colors.

Pines, firs and other conifers replace the deciduous trees higher up. They can tolerate colder weather and poorer soil.

## Wildlife

Life on a mountain can be hard, but many animals have adapted to this cold and rocky landscape. Mountain goats and sheep have developed special hooves, ideal for climbing steep and rocky slopes. They feed on the small plants and lichens above the timber line. Most mountain animals live below the snowfield. They have thick coats to help keep them warm. Bears and marmots hibernate to survive the cold winters. Eagles, condors and other birds of prey scan the mountainsides in search of small rodents.

SOURCES: World Book Encyclopedia, World Book Inc.; science.nationalgeographic.com; www.encyclopedia.com; easyscienceforkids.com; worldlandforms.com

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