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# 中国人日益推崇 BC Chinese Appetite for B.C. Jade

By Sara Donnelly

**玉**是人类文明最早青睐的一种原料。由于玉的硬度高，最初用来制作工具和武器，后来很快演变成财富和纯洁的象征。玉在中国有非凡的文化意义，用玉作为象征的习惯用语和表达不胜枚举。据史料记载，公元前283年，秦昭襄王差点就用15座城与赵国交换和氏璧这块稀世宝玉。

卑诗省是世界上最大的软玉产地之一，软玉是两种主要类型的玉石之一。如今，卑诗省软玉产业规模达3,000万加元，每年售出的玉石约为1,200吨。上等玉石深受玉雕匠人和珠宝制造商的青睐，售价从每公斤150加元至500加元不等，2016年价格肯定还要上涨。

中国经济持续向好，对卑诗省软玉的需求越来越大，该省开采出的玉石有90%都出口到亚洲。名为“玉石”的真人秀于去年在探索频道首播，玉石采矿业也因此名声大噪。

**\$30  
million**

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**J**ade is one of the first materials human civilization adapted. First appearing as tools and weapons due to its strength, and soon evolving into a symbol of wealth and purity. The cultural significance of jade in China is so great that there are literally hundreds of idioms and expressions using jade as symbolism. In one historic event, in 283 BC a king almost traded 15 cities for one especially nice piece of jade.

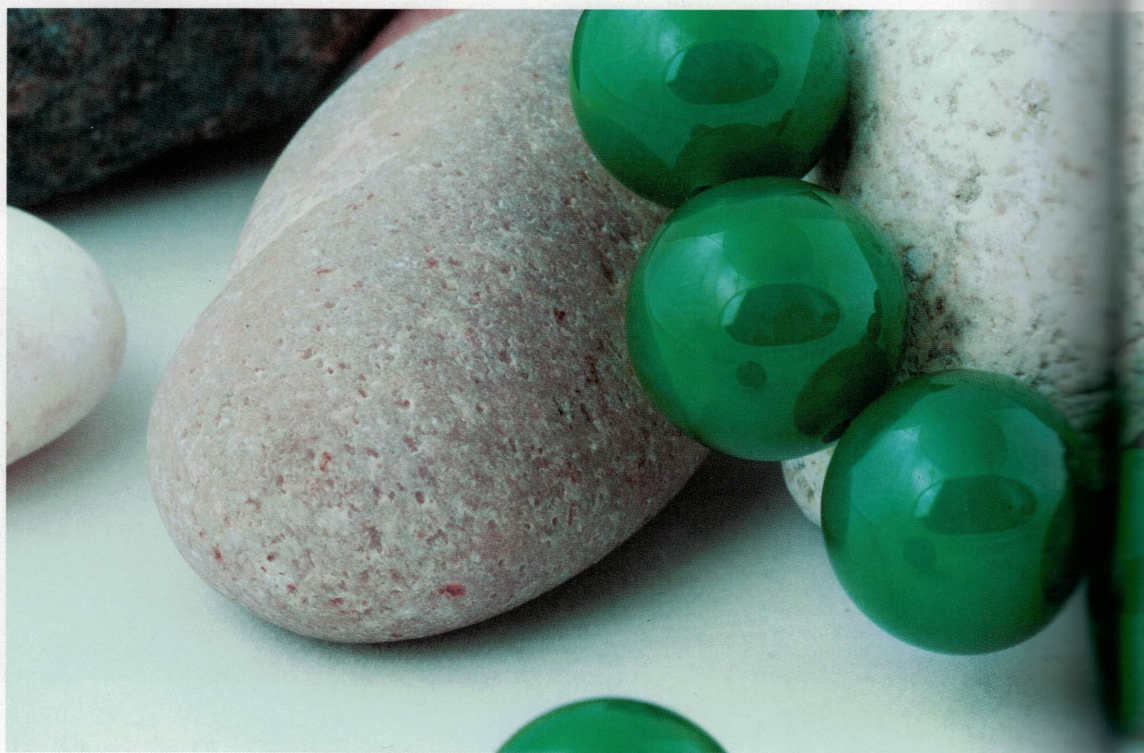
British Columbia is one of the world's largest producers of nephrite jade, one of the two main types of jade ore. Currently it is a \$30m industry in the province with some 1,200 tonnes of B.C. Jade sold annually. Premium jade, prized by carvers and jewelry makers, sells from \$150 to \$500 USD per kilogram and it is set to grow even more in 2016.

China's economic prosperity has resulted in higher demands for B.C. Jade, with ninety percent of the jade being mined in B.C. exported to Asia. A reality show called "Jade Fever" debuting on

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“自2010年以来价格已经上涨十倍以上。这样的价格暴涨真是太疯狂了，”位于卑诗省里士满的碧峰矿业公司(Green Mountain Jade Inc.)总经理李少龙(Li Shao Long, 音译)如是说。

在中国，玉石通常作为传家宝代代相传，所以买家在挑选玉石时非常挑剔，愿意赴世界各地寻找最合适的玉石。

为了顺应这一趋势，碧峰矿业公司决定免除中间代理人这一环节，并为通常在10月份举行的年度拍卖会上购买玉石的玉器珠宝商和转售者提供全年开放的交易平台。此外，公司还将拥有自己的零售店。该零售店面积约4万平方尺，位于卑诗省里士满River Road，计划在今年3月开张营业。

卑诗省Cassiar Jade Contracting和碧峰矿业公司是玉石开采的两大企业。“加拿大的玉石开采历史较短，最多不过50年左右。不过这两大企业几乎把持了整个行业。BC玉行业的矿工总共不到50人。”李先生说。

据李先生说，在卑诗省经商成功的窍门有别于中国。这里需要更多的合作。“在卑

Discovery channel last year, has also raised the profile of the jade mining sector.

"The price has risen more than tenfold since 2010. It's a crazy price jump," says President and Founder of Richmond, B.C.-based Green Mountain Jade Inc., Li Shao Long.

As a gemstone that is meant to be treasured and passed down through generations as an heirloom, people are highly selective of their jade, traveling the world to find just the right piece.

Green Mountain hopes to capitalize on this trend by cutting out the middleman and having a year-round trading platform for jade jewellers and re-sellers who usually buy ore at auction once a year in October. Attached to this, the company will have its own retail store. The 40,000 square foot facility on Richmond's River Road is slated to open this March.

The two main players in the B.C. Jade mining industry are Cassiar Jade Contracting and Green Mountain. "Canada has the shortest history of mining, about 50 years max. But the two main companies involved pretty much control the whole industry. And direct miners, it's under 50 people." Says Li.



卑诗省，善于沟通和借助其他人的资源尤为重要。与我以前工作的地方相比，这里的人口要少得多。他指出，碧峰矿业公司和Cassiar Jade Contracting的合作非常紧密。“在某种程度上，我们是两家相互竞争的公司，但我们彼此受益。如果我们大家生产出更多的玉，我也把营销推广做的更好，这其实对整个行业都有好处。你不会想多雇20人，与另一家公司展开两败俱伤的竞争，你希望每个人都能够人尽其才。Cassiar也深知这一点。我们经常借用他们的直升机和机械设备。他们也会借用我们的关系，这样一来，我们两家公司可以资源共享，有钱大家一起赚。我们不用投资任何额外的东西，只要把朋友交好就行了，并且我认为这对卑诗省来说很重要。我们再也不能单打独斗来做事了。”

玉石开采业比其他类型的采矿业要稳定；卑诗省的玉石产业受大宗商品价格和经济环境的影响相对较小。玉石采石场的占地面积最小，对环境造成的影响比其他形式的采矿都要小。大多数玉石采石场的面积只有足球场大小。

According to Li, the way to do business successfully in B.C. differs from China. It requires much more collaboration. "Communication and using everyone else's resources is really important in B.C. The population here compared to where I'm from is much lower. Green Mountain and Cassiar work really closely, he notes. "In a way we're two competing companies, but we benefit from one another. If we produce more jade together, and I do better promoting, it's actually better for the whole industry. You don't want to hire 20 more people and start a war with another company that's the worst for everybody, you want to use everybody's specialty. Cassiar understands that too. We use their helicopters and machinery a lot. They use our connections and so in that way as two companies we're sharing and profiting and we're not investing anything extra, just making friends, and I think that's very important for B.C. business. You can't just do everything yourself anymore."

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*It is more stable than other mining industries; the BC jade industry is less affected by commodity prices and economic conditions.*



**“开采玉石在某些方面更富于浪漫色彩。有时候不乏惊喜。我们发现过一块大石头，售价高达几百万加元，每个人都感觉像中了大奖一样。有时，会连着下五天雨，我们不停地挖呀挖，结果什么也没有挖到。不过，干这行令人非常兴奋，很有趣。”**

在涉足玉石开采行业之前，李少龙的家族在房地产开发领域已经颇有名气。“我们究竟是如何涉足卑诗省玉石开采业的，想想真的很有趣，”他说，“我的家人在我十岁那年把我送到加拿大。对房地产行业来说，2008年当然是最糟糕的年景。所以当时我们想看看把钱投到哪个领域保险一些，那时候在售的有铜矿、金矿，还有玉石矿，而我想，好吧，让我们去看看玉矿的情况吧。我们去考察的这座玉石矿

prices and economic conditions. Jade mining has the smallest footprint and is less invasive than other forms of mining. Most mines are the size of a football field.

**"Mining Jade is a bit more romantic in some ways. It's a surprise sometimes. We find a big boulder that will sell for a couple million dollars and that's like a jackpot for everyone. Sometimes it'll be five days of rain, and just dig, dig, dig and there's nothing. But it's a very exciting industry and very fun."**

Before getting into mining, Li's family established itself in real estate development. "How we got into BC Jade mining, it's really funny," he says, "My family, sent me out to Canada when I

就在温哥华附近，离希望镇(Hope)两个小时车程。不过，我们没想到的是，在加拿大获得采矿权居然这么容易。有些采矿权在网上就能够办理，只需几百加元。而在中国，必须由政府出具授权证书。这里情况不同。正因为如此，有不少人都在试图诱骗投资人购买所谓的矿（实际上是农场）。”

幸运的是，我们的玉矿生意进展地很顺利，目前碧峰矿业公司旗下拥有4座正在运营的玉石采石场，另外我们在卑诗省控制超过18,600公顷的矿床。在2011年，碧峰矿业公司联手玉西集团(Jade West Group)，该集团拥有40余年的开采、出口、制造、设计、批发和零售软玉的经验。他们还还为包括蒂芙尼公司和德比尔斯公司在内的著名珠宝商提供软玉。在2014年，该公司出产了约300吨的软玉。

“这对我来说是个非常有趣的工作。这块业务以前算不上主业，不过我把绝大部分精力放在玉石生意上，“李先生说，”因为我觉得玉石生意的潜力远比房地产要大得多。房地产的收益可以计算出来，不过绝不可能达到两倍或三倍那么高。玉的升值潜力就难以估量了。例如，从2005年到2015年这段时间，玉的价格至少涨了20到30倍。”

对于从卑诗大学获得林业学位的李先生而言，做玉石生意几乎就像是他自己使命的召唤。“我们在其他行业也可以赚很多钱，不过我想做更有意义的事情。如果我从现在就开始不懈努力，并且玉石生意进展顺利的话，我敢说，到父辈那个年纪，我应该已经是玉石大亨了。我希望到时候会是这样的情况。我觉得命运中冥冥注定。人们不辞辛苦，远赴世界各地，就是为了找到心仪的美玉。我的宿命就是到处去寻找我钟意的玉矿。我觉得我很幸运，我不想失去上天对我的眷顾。这是我最好的动力。玉是人类文明最早开始珍视的东西之一，我认为这种趋势会持续下去。”

# 20, 30

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was ten. 2008, of course, was the worst year for real estate. So we wanted to find somewhere to land the money safely-there were copper mines for sale, gold mines, and there's a Jade mine for sale, and I'm like, ok, let's go see a jade mine. It was right around Vancouver, about 2 hours drive from Hope. But we didn't know in Canada it's so easy to get mining claims. You can get some claims online, a couple hundred dollars. In China it has to be certified by the government. So it's different-a lot of people are trying to trick people into buying a mine, but it's a farm."

Luckily, things turned out well, and currently Green Mountain Jade operates four mines, and controls more than 18,600 hectares of deposits in B.C. In 2011, they joined forces with Jade West Group, which has 40 years of experience in mining, exporting, manufacturing, designing, wholesaling and retailing nephrite jade. They also supply nephrite jade to prestigious jewellers – including Tiffany & Co., and DeBeers. In 2014, the company produced approximately 300 tonnes of nephrite jade.

"It's a really fun job for me. It was a side business, but now I'm focusing mainly on jade," Li says, "Because I think the potential here is much greater than real estate. Real estate you can calculate, but it won't be double that, triple that. But jade is hard to calculate. For example, since 2005-2015 at least 20, 30 times gain in price."

For Li, who graduated with a degree in Forestry from the University of British Columbia, jade has become almost like his calling. "We can make a lot of money in other industries, but I want to do something that's more meaningful. If I start right now and I do Jade well, when I get to my parent's age I'm very confident I'm probably going to be the Jade Man. I want it to be like that. I think this is kind of like a fate. People travel around and find the perfect piece of Jade. My fate, I travel around and find the Jade mine. I think I'm lucky, and I don't want to lose this. That's my best motivation. It's one of the first things that human civilization appreciated, and I think it should last."