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MADRID TREASURE HUNT

Cats - the word means "gatos" in Spanish and the colloquial name for Madrileños whose parents were born in Madrid. Also the name of this quaint little establishment on Calle Jesús - visit this for a selfie with the greatest matador of them all.

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Now that the street temperature gauges have dropped a little and we can all walk around Cibeles without the need for jumping in it's time to enjoy Madrid at it's best – beautiful sunshine, great days and exciting things happening happening as we all return from our holidays and get to back to our routines.

In this edition we highlight what's on in town, some great history as to how it all began as well as our usual featured articles from our tremendous team here at The Madrid Metropolitan.

We hope you enjoy reading.

The Madrid Metropolitan team

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AUTUMN IN MADRID

Autumn is here and it's one of our favourite times of the year in Madrid. We get a well earned rest from the summer heat but still plenty of blue skies. There's never a better time to enjoy the Retiro Park, or the magnificent Sierra de Guadarrama. Just wander around and watch the world turn gold! And while we're in a poetic mood, here's Federico Lorca Garcia reflecting on the changing season. Try reading with a dictionary, an excellent way to improve your vocabulary. We'll give you a headstart... "Tan, Tan" is Spanish for "Knock, knock."

"Tan, tan"

Tan, tan.

¿Quién es? El Otoño otra vez.

¿Qué quiere el Otoño? El frescor de tu sien.

No te lo quiero dar. Yo te lo quiero quitar.

Tan, tan. ¿Quién es? El Otoño otra vez.

Federico García Lorca



FEATURED STAFF MEMBER



Este es Steven, de California del Sur, un miembro clave de nuestro Student Care Team. Desde que visitó Buenos Aires en su infancia, Steven se quedó fascinado por los idiomas y ha aprendido a hablar español, francés y ruso fluidamente. Como muchos otros lingüistas, rápidamente vio el paralelismo existente entre la música y la lengua. Acudiendo a clases de ópera, el canto y el baile también se convirtieron en partes importantes de su vida. Pero Steven tiene claro que su primer amor es el idioma y actualmente está afincado en Madrid, trabajando en AIL, disfrutando mientras ayuda a otros a alcanzar sus metas de aprendizaje lingüístico.

Meet Steven from southern California, a key member of our Student Care Team. Since a childhood visit to Buenos Aires, Steven became fascinated by languages and has gone on to speak fluent Spanish, French and Russian. Like many linguists he was quick to see the parallels between music and language, and following some opera lessons singing and dancing also became important parts of his life. But Steven is clear that his first love is language and he is now firmly settled in Madrid at AIL enjoying helping others to achieve their language learning goals.

AUTUMN PROVERBS

Spanish is incredibly rich in proverbs. Here are some related to autumn. Try completing them with the appropriate food item. Then impress your Spanish friends by slipping them into conversation.

- Mucha agua en la otoñada, poco a)..... y menos b).....
- a) coloridas, en otoño recogidas.
- Otoño entrante, a)..... abundantes.

Answers: 1. a) Trigo (wheat), b) Cebada (barley)
2. Calabaza (pumpkin) 3. Uvas (grapes)

SOPA DE LETRAS El Otoño / Autumn

Search the autumn words in Spanish:

- | | |
|---------------------------|----------------------|
| 1. Octubre / October | 6. Manzana / Apple |
| 2. Septiembre / September | 7. Naranja / Orange |
| 3. Castaña / Chestnut | 8. Setas / Mushrooms |
| 4. Frío / Cold | 9. Uvas / Grapes |
| 5. Marrón / Brown | 10. Bosque / Forest |



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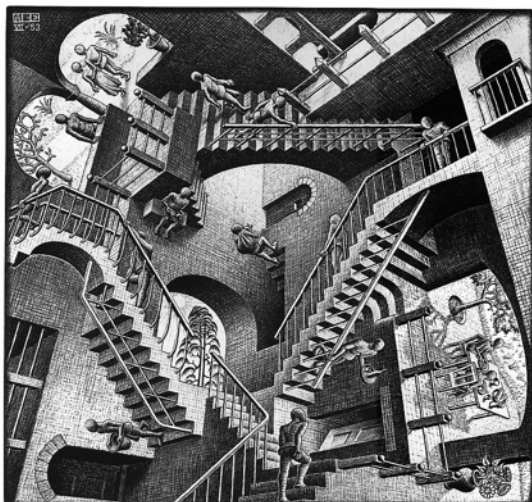
Where to find us



Escher - Until September 24

Having been extended to allow for more visitors, this highly popular exhibition, which has already fascinated over a hundred thousand people since opening its doors this February, finally comes to a close on the 24th September. Recalling the work of the Dutch surrealist, Maurits Cornelius Escher, it has also proved an international hit, having drawn huge numbers in several major Italian cities.

Held in the recently re-opened Gavira Palace, itself a work of architectural beauty, the exhibition explores the output of one of 20th century's most fascinating figures in art and mathematics and in-



cludes various interactive installations and other educational activities, as well as displaying the artist's major works. Don't miss your last chance to see this absorbing exhibition in its stunning surroundings.

Gavira Palace, Calle Arenal, 9

Pitingo – Soul Bulería and More



Pitingo, the heartbreaking voice from Huelva who forged his international career in Madrid more than a decade ago, returns to showcase his brand of flamenco-soul in his latest production, Soul Bulería and More.

Tickets are still on sale for this show, which runs for another few days at the Teatro de la Luz Philips on Gran Vía. In addition to the man himself, a carefully selected range of star performers from the world of pop, flamenco and gospel are accompanying him and contributing to his trademark American style.

Tickets start from €20, with a limited offer of a further 30% off on patio seating between 15th and 17th September. See their website for details.

Teatro de la Luz Philips - Until September 17

Mercedes-Benz Fashion Week, Madrid

Get ahead of the pack and discover the fashion trends for Spring-Summer 2018 during the second of Madrid's annual fashion weeks. This twice-yearly event showcases the latest creations by both established and hot new names in fashion from around the world. The runway events hosted at FERIA de Madrid will also present collections by numerous bigfashion names from Spain, including Ulises Mérida and Agatha



Ruiz de la Prada, amongst many others. Consult the IFEMA website for more details.

Feria de Madrid: 15 – 19th September

Architecture Week 2017

In another week dedicated to design, this series of tours, exhibitions and talks explores the world of architecture and urban development, with the goal of raising awareness of their value to society.

Run by the COAM (College of Architects Madrid), via the COAM

Architecture Foundation, in conjunction with Madrid City Council and the Community of Madrid, this annual festival also aims to encourage greater international collaboration by inviting a different city each year. This year, the city is Paris, and with the involvement of the French Embassy in

Madrid, the French Institute and the Alliance Française, the event will be analysing urban development and heritage protection using examples from both Paris and Madrid.

Last year, over 200,000 people participated in events related to Architecture Week, which centres around the headquarters of the COAM on Calle de Hortaleza, but also takes place in various buildings and universities around the city. All visits are free after regis-



tration, which can be done from the 20th September onwards, on the dedicated page of the Visit Madrid website.

29 September – 8 October

Apertura - Madrid Gallery Weekend

This weekend, Madrid opens itself up to become a capital of Modern Art in the 8th 'Apertura' gallery weekend, in which galleries and museums collaborate to open exhibitions at the same time, with the aim of bringing contemporary art closer to the general public and spreading the reputation of Madrid's art scene.

It is organised by the 46 galleries across Madrid, who make up the association 'Arte_Madrid', regularly taking part in well-known and prestigious international fairs, such as Art Basel, Frieze and more. The event at-



tracts collectors, experts and curators from around the world.

More detailed information is available on the Arte_Madrid website.

<http://www.artemadrid.com/>
14 – 16 September

Oktoberfest – Beer Festival 2017

Always somewhat early in Madrid, Oktoberfest 2017 is coming to town from 21st September until 1st October, this time at the new venue of the Vistalegre Arena in the Carabanchel neighbourhood.

The event, as usual, will include Bavarian speciality food and beer,

served up by waiters and waitresses in traditional dress, all accompanied by live music. Paulaner Oktoberfest Bier will be served, being one of only six Bavarian beers certified for sale at Oktoberfest events. Entrance to the festival is free.

World Press Photo 2017

On an annual basis, the Official Association of Architects of Madrid undertakes the display of winning images from the World Press Photo exhibition.

This year's exhibition of images from 2016 shows 143 photographs selected from the 80,404 photos submitted by press photographers from all over the world.

The winning photo this year is the stunning An Assassination in Turkey by the Turkish photojour-

nalist, Burhan Ozbilici on behalf of the Associate Press agency, capturing the moment immediately after a 22-year-old off duty policeman assassinates the Russian ambassador at an art exhibition in Turkey.

Entrance fees range from €3 on Mondays to €7 for a 'fotofan' ticket, which allows you to visit on two separate occasions. The 'Colegio Oficial de Arquitectos' can be found at 63 Calle Hortaleza.

29 Sep – 1 Nov

Lucio Silla - Teatro Real: 13 – 23 Sept.

The Teatro Real has a lot to celebrate this season, as it approaches the 20th anniversary of its re-opening in October 1997, and the bi-centenary of its foundation, which took place in April 1818.

These celebrations are being launched with 9 performances of Lucio Silla, Mozart's Italian Opera in three parts. Claus Guth, who returns this season after recent successful productions, is directing it in conjunction with Mozart expert, Ivor Bolton, who is also

celebrating 10 years as Teatro Real's musical director with this, his 10th opera for the theatre.

This internationally-renowned production, which is performed by two different casts and set in Ancient Rome, has previously been shown in Barcelona's Liceu theatre and debuted at the Wiener Festwochen Festival in 2005.

Tickets start from €12 and can be purchased direct from the Teatro Real's web.

www.teatro-real.com

Why Madrid?

Why and how Madrid became the capital of Spain dates back to the reign of King Felipe II, 1556 - 1598.

Prior to this Madrid was a reasonable large, by medieval standards a fortified town with the original Moorish 'Alcazar' re built by Carlos V, father of Felipe II. Whilst it lacked the historical splendour and magnificence of the medieval cities of Seville, Toledo, Segovia and others, its advantage then and for the future lay in being at the cross-roads and geographical centre of Spain.

Felipe II was known in Spain as 'Felipe el Prudente', his empire included territories on every continent then known to Europeans, including his namesake: the Philippine Islands. During his reign Spain reached the height of its influence and power. This is sometimes called the Golden Age.

Felipe II was a devout Catholic and desired to build a Monastery combining Royal palace, his court, place of learning, basilica, pantheon, library, museum, university, hospital and necropolis for his Royal parents, himself and descendants.

His choice of location was a small village called El Escorial situated at the foot of Mt. Abantos in the Sierra de Guadarrama. This austere location, hardly an obvious choice for the site of a Royal palace, was chosen for its climate and

its position only some 45 km to the North West of Madrid.

Construction started in 1563 and was completed in 1584. Visitors to El Escorial can take a short drive to the south where there is a rocky outcrop with a 'seat' carved out and where Felipe II used to sit and watch the Monastery being built known as 'Silla de Felipe II'.

The development of Madrid as a city began when Felipe II moved his court there from Toledo in the 1560s. Madrid became the country's capital in 1562 and apart from a brief period, when Felipe III moved his court to Valladolid, has been capital of Spain continuously since 1606.

The documented history of Madrid dates to the 9th century, even though the area has been inhabited since the Stone Age. The Roman Empire had established a settlement on the banks of the Manzanares river and was an important and strategic staging post between the Roman towns of Segovia and Toledo. The remains of a Roman road and bridges can be seen to this day when hiking over the Sierras from the village of Cercedilla.

The Moorish occupation of Spain lasted from AD 711 - 1492 and in the mid-9th century, Muhammad I of Córdoba constructed a small castle where the Palacio Real stands today. They named the area after the nearby Manzanares river, which the Muslims called al-Majrīt, meaning source of



water and from this came the name Magerit, later spelled Madrid.

The re-conquest of Spain by the Christian Kings was spread over several centuries and it was one King Alfonso VI, King of Leon and Castile that laid siege to Magerit in AD 1083. The story goes that a small boy offered to climb the citadel's walls, lower a rope and enable King Alfonso's troops take the Moors in the rear and open the Citadel's gates. The King observed that the boy climbed the walls like a cat and to this day Madrileños born in the city are known as 'Gatos'.

Because of the many bears that were to be found in the nearby forests, which, together with the strawberry tree, the Spanish madroño, have been the emblem of the city from the Middle Ages.

During the 17th century Madrid grew rapidly. The royal court attracted many of Spain's leading artists and writers, including Cervantes, Lope de Vega, and Velázquez. Under the reign of Philip III the Plaza Mayor was built in 1619 and the crossroads of the Puerta del Sol formed the heart of Madrid. To this day all roads in Spain are measured from a plaque in the Puerta del Sol, Kilometre Zero.

In 1739 Felipe V began constructing new palaces, including the Palacio Real de Madrid. It was under Carlos III, 1716-1788, that Madrid became a truly modern city, the King cleaned up the city and its government and became one of the most popular Kings to rule Spain. Besides completing the Palacio Real, Carlos III is responsible for many of Madrid's finest buildings and monuments, including the Prado Museum and the Puerta de Alcalá. Various other Puertos (Gates) Toledo, Alcalá and others were built guarding the entrance to the city.

On October 27th 1807, Carlos IV of Spain and Napoleon signed the Treaty of Fontainebleau, which allowed French troops passage through Spanish territory to join Spanish troops and invade Portugal. In May 1808 Napoleon's troops entered the city of Madrid and on the 2nd of May Madrileños revolted against the French forces. Francisco Goya's famous painting of the massacre on the 'Dos de Mayo' is on display at the Prado Art Museum.

Throughout the 19th and early 20th century the Spanish Empire declined and almost disappeared although Madrid continued to grow in importance and status.

During the period of the Spanish civil war, 1936 - 1939, Madrid was held by forces loyal to the Spanish Republic. It was besieged by Spanish Nationalist and allied troops under Francisco Franco and eventually fell to the nationalists on 28 March 1939.

During the dictatorship of Francisco Franco, especially after the sixties, the south of Madrid became very industrialised and experienced massive migrations from rural environments into the city. Madrid's south-eastern periphery became an extensive slum settlement, which was the base for an active cultural and political life.

Following the death of Franco, and in order to secure stability and democracy, the emerging democratic parties accepted Franco's wish to be succeeded by Juan Carlos I, leading to Spain's current position as a constitutional monarchy.

Benefiting from prosperity in the 1980s and through to the present day, Spain's capital city has consolidated its position as the leading economic, cultural, industrial, educational and technological center of the Iberian Peninsula.

**By Barry Haslam-Walker
FRICS**

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Autumn at the Movies

Greetings everyone, it's good to be back - fresh from a rest. I hope July and August were full of ice cream and sand castles for you and yours and that the heat wasn't too debilitating. Did you get to see Baby Driver or Dunkirk? Drop me a line and tell me what you thought.

It was a pretty good summer for film but now that the dog days of July and August are behind us and temperatures are beginning to simmer around the mid twenties, films increasingly look like the kind that may figure in Oscar chatter around New Year 2018.



On our screens in September and October we've got Tom Cruise again, horror, animated Lego, Detroit riots, Blade Runner, Thor, a super-creepy snowman and a big name documentary and more.

First up is the evergreen Tom Cruise. Cruise, whose Cruise control has been temporarily halted by an accident while filming the next Mission Impossible film, plays Barry Seal in American Made. Teaming up for a second time with director Doug Liman, after 2014's splendidly bonkers Edge of Tomorrow, the film tells the true story of Seal, caught up in drug smuggling '80s Colombia - between the Medellin cartel, the DEA, the CIA and the lure of cocaine riches. Reviews have been mixed with some saying that Cruise's Seal is a welcome challenge for an actor who hasn't been stretched in terms of a performance in over ten years, while others have seen his portrayal as hijacking a story which is full of

dramatic potential. You be the judge. For me, Tom Cruise brings a dedication that always makes his films at the least, entertaining. Expect planes, perilous stunts, rise and fall and a mint-white smile. American Made is released on September 1st in Madrid.



The following Weekend (8th) Stephen King's killer clown classic IT gets another re-imagining. Troubled kids riding '80s BMX bikes in small town America are united by their sightings of the mysterious clown figure that lurks, trademark red balloons in tow, in their town, in cupboards, sewers, abandoned houses and nightmares. If you don't like clowns to begin with, avoid this. The creepy clown returns every few decades to taunt the town and with his receding ginger hairline and mad, boiled-egg porcelain head the clown looks to be a horrific creation in this film. Word is that this is a decent horror movie.

Kathryn Bigelow, so far the only woman to win a best director Oscar, brings us Detroit on September 15th. After The Hurt Locker - for which she won the award - and Zero Dark Thirty, Detroit is another suspenseful slice of violent life. The film relives the events of the Detroit riots of 1967 which were sparked by a notorious case of police brutality in a Detroit motel. It looks loud, chaotic, and keeping with Bigelow's simple style, real and unstylised. This could be in the running for awards and is one I'm really looking forward to. There has been a recent tide of films

covering American racial tension in recent years and this appears to be another cold re-examining of American social scars. See it.

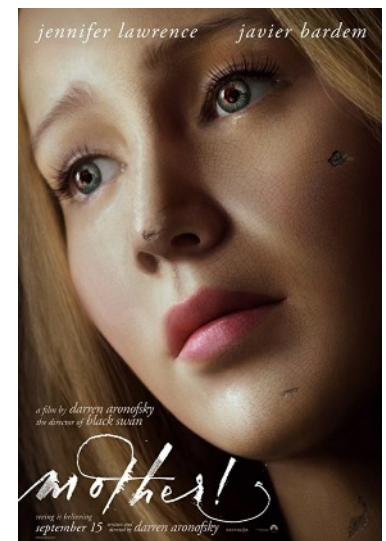
Back in 2014, Kingsman: The Secret Service was a surprise hit that really brought mad, bloody cartoon violence to the screen. It was great fun and I loved it. As an alternative to the increasingly serious Bond movies and with a huge fanbase, it was clear that a sequel would be coming. This time the scrupulously-tailored, hyper-British Kingsman gentlemen are teaming up with their American cousins, who in this world all dress in cowboy hats, drink bourbon and use a lasso in a dust up with the bad guys. The cast is impressive - with the usuals Taron Egerton, Colin Firth and Mark Strong, joined by Channing Tatum, Halle Berry and Jeff Bridges. The spies at Kingsman and their American counterparts at 'Statesman' are on the trail of shadowy forces which threaten to undermine the world as we know it. See it from September 22. Matthew Vaughn returns as director.



The same weekend sees the release of the third Lego movie. Following on from the first Lego Movie and The Lego Batman Movie, the new one tells the tale of a group of high school ninjas defending their island from invaders. The animation is a gorgeous rendering of the Lego blocks that we've all grown up playing with and provides a lot of the humour. The great Jackie Chan provides the voice of a wise old master who mentors the group. Should be fun.

Director Darren Aronofsky made one of my favourite films of the last ten years in

Black Swan and returns after the middling, batshit biblical epic, Noah, with Mother!. Jennifer Lawrence is a perfect lead for Aronofsky's trademark brand of psychological collapse and paranoia. JLaw is joined by a stellar cast with Javier Bardem, Michelle Pfeiffer and Ed Harris - whose inclusion always brings something sinister. The fear of unwanted house guests is the centre of the psychological apparatus that starts to crumble and the film looks unnervingly claustrophobic and damp. Try it if you're looking for something a little different. Mother! is released on Sept. 29th.



Coming to Madrid's screen on the same day as Mother! is the sequel to former Vice President Al Gore's environmentalist documentary An Inconvenient Truth. Gore spent years researching this and has amassed a collection of poignant images and interviews that provide a window into the problems we face in a world with a rapidly changing climate. The science is grim and those already affected are a warning to us all for our future. The recalcitrant politicians, the deniers and the angry public all have their say in this film as Al Gore tries to bang the drum for some collective action by using his political muscle. An Inconvenient Sequel: Truth to Power is a must-see addendum to the original Oscar-winner from 2006.

Kicking off October, on the 6th, is a movie laden with expectations and the promise of a return to a beautiful, familiar, paranoid world of a wet dystopian future. Blade Runner 2049 takes us to the neon cityscapes of its titular year and finds Ryan Gosling's 'Officer K' on the trail of original Blade Runner: Harrison Ford's Deckard - from





the Ridley Scott directed 1982 film. With AI featuring prominently in the public consciousness and some of the themes and tech of the earlier film being within the realms of today's possibility, this film feels particularly germane in 2017. Jared Leto, as ever, commits

to a scene-stealing supporting role. 2049 is directed by Denis Villeneuve, who with Sicario, Arrival and Prisoners has made some of my favourite films of the last few years. The ingredients look to make this new one a must-see.

Horror fans, me included, whose tummies might still be rumbling with an insatiable appetite for yet more horror after the killer clown turmoil of IT, may find much to terrify them in the possessed-doll-dread of Annabelle: Creation. Initially a peripheral tale in the first Conjuring movie, Annabelle has come out of the cupboard and in this film we go back to the fifties to learn the origins of the doll. Annabelle terrorises a bunch of kids and all kinds of supernatural shenanigans and jump scares will leave you struggling to keep hold of your popcorn. See it from the 12th in Madrid.

The same weekend another symbol of childhood innocence is given a sinister makeover when

The Snowman hits our screens (13th). Based on the novel of the same name, Michael Fassbender stars and Tomas Alfredson (Let the Right One in, Tinker, Tailor, Soldier, Spy) directs in the tale of a killer who leaves a Snowman as a calling card for his kills. Fassbender brings desperation and a tenacious grit to his detective Harry Hole - who really should do his coat up in all that snow. He is surrounded by a brilliant cast - with Rebecca Ferguson, Toby Jones, Val Kilmer, Chloë Sevigny and JK Simmons. Alfredson, as director has an impressive track record so far and I see this as one of the highlights of the next few months. See it.

No Pick of the Flicks would be entirely settled without a visit from a superhero intent on assaulting our eardrums and throwing colour all over our giddy cinema screens. Well, on the 27th of October we have Thor: Ragnarok. This film takes place on

Thor's home planet Asgard with Thor having to defend his land from the goddess of death, Hela - played by the always wonderful Cate Blanchett. In doing so he recruits Hulk and his locked-up brother, Loki. Alliances fade and switch and the battles between sides and within sides look awesome. In casting, Marvel may have outdone itself. Along with surname only stars Blanchett, Ruffalo, Hemsworth and Hiddleston we have a cameo buffet with Cumberbatch, Elba, Goldblum and loads of others popping up. The tone, as with many recent Marvel films, is light and in this movie the humour seems front and centre, with Thor, often the serious Avenger, lightening up a little. It looks like a blast.

Whatever you go for, have fun and I look forward to telling you about November's movies. Enjoy!

By Andrew James Ball
@AndJayBall

English-language VO Cinemas in Madrid:

Cines Princesa - Princesa 3,
28008 Madrid.

Cinesa Manoteras - Avenida de
Manoteras 40, 28050 Madrid.

Renoir Plaza de España - Mar-
tín de los Heros 12, 28008 Ma-
drid

Verdi - 28, Bravo Murillo, 28020
Madrid.

Yelmo Cines Ideal - C/ Doctor
Cortezo 6, Plaza de Jacinto
Benavente, 28012 Madrid.

Yelmo Cine Plaza Norte 2 -
C.C. Plaza Norte 2, Ctra. de Bur-
gos salida 19, 28703

For a complete list of the latest
VO movies in Madrid see:
[https://www.angloinfo.com/
madrid/events/movies](https://www.angloinfo.com/madrid/events/movies)

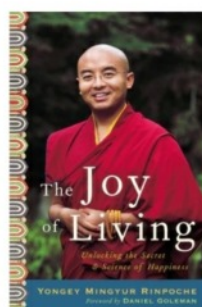


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Saturday, 7 October: 10.00 – 18.00
Sunday, 8 October: 10.00 – 17.00

Where
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Metro: Prosperidad

Price
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Information and registration
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Telephone: 637331759 / 610670213
(18:30 - 21:00)

Website: <https://tergar.org/events/>



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Selling Into Spain

Expanding into Spain: this month we take a look at some of the things foreign businesses should watch out for.

Spain is the 4th largest economy in the Eurozone and the fastest growing one, so it's an attractive market for international companies looking to expand abroad. How you go about it will depend on many factors, and we'll look at some of them here.

Entering any new market has its risks, and there is no guarantee of success. But there are ways to improve your prospects, the first of which is to invest time and money in researching the market before you take the plunge. This could help you avoid a costly mistake; however good your bayonet-fitting light bulbs are, for example, you won't sell them in a country where all the bulbs are screw-in. Once you've established that your product has a chance, you'll need to ask the same questions as for any market - who are your target customers and how will you reach them? Who is the competition? How does your product compare on price and quality with what is already around? Are your potential clients likely to be from the public sector?

The infrastructure you'll need in Spain will depend on the answers to the above questions, as well as how you see the potential of your business here, and the scale of your plans.

One of the big decisions is whether to set up a subsidiary - the most ambitious companies usually choose this route, which gives you the most control over the business but is also the most expensive option. Check out the Spanish labour laws and the likely employee costs.



For many, teaming up with a local distributor will often be the most cost-efficient way to sell in Spain, but the choice of partner is a hugely important decision and can require time and patience. Distributors are in business to make money, so they want products that will sell, and the easier the better. So do you: if they don't shift the container load they've bought from you, there'll be no repeat orders. A good distributor will want to see that you have a Spanish marketing plan before accepting working with you, - training, marketing budget, promotional events, whatever will help them sell your product. Any potential partner who doesn't insist on this is probably not the right one.

In Spanish business, face-to-face contact is important, so fly over to meet your partners and make sure you're clear on what you expect from them. If you want them to actively sell your product, it would be wise to think about training - your brand's image is at stake. Broach the subject of payment terms early on, as many distributors in Spain will expect credit terms from you. On the subject of credit, don't expect too much largesse from Spanish banks to finance your new subsidiary;

and if your main customers are other companies, especially large ones, count on getting paid later than in other countries.

Some sectors in Spain are especially competitive - gin, for example. Spain has been at the forefront of the gin and tonic boom, but the market is as crowded as Madrid's Gran Via on a Saturday. Dozens of Spanish home-grown gins have sprung up and compete with others from all over the world. Enhanced with exotic botanicals they may well be, but in the end the main distinguishing feature is the marketing budget. Being smart might help reduce the bill, but to compete, you'll need to spend, so make sure that's in your business plan. Retail stores - El Corte Ingles first among them - will not fall over themselves to stock products that don't already have a name in Spain, which again means investing in marketing. The same holds true for many consumer products; the Spanish are faithful to known brands.

If your customers buy directly off your web-page you probably need to speak to UPS or Fedex rather than a distributor. The Spanish Post Office offers a service that includes designing your web-page and handling all the logistics, from printing labels to dealing with returned goods. You will also need a website in Spanish. Get a good translator - a badly translated website gives the wrong image. And since Spain has four official languages, you may want to think about whether it's worth the expense of translating marketing material, labels or operating instructions into Catalan, Basque or Gallego.

Should you want to dip your toes in the market cautiously and test in one region, you could do worse than consider a place with a large population squeezed into a relatively small area and with the highest spending power in Spain. No prizes for guessing that we're talking about Madrid.

By Roger Pike

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The soul of a culture

Cultural can often mean trudging around dull museums, shuffling around ancient Cathedrals, gazing at endless rows of paintings, or reading impenetrable works of literature. Fortunately, however, there is also such a thing as drinking culture, which is much more fun. I know that alcoholism itself isn't funny but then neither are Nietzsche or Dostoevsky, and Van Gogh wasn't much of a laugh either. If you really want to get into the soul of a culture then the best way to do so is to go out drinking, unless you find yourself in a non-drinking culture in which case that pretty much tells you all you need to know anyway. Of course many people don't drink, in much the same way as many people don't write symphonies, or make sculptures. It doesn't matter. We cannot all be prodigies..

A nation's drinking culture is highly revealing. Different cultures drink in different ways. Show us how you drink and you'll show us what you're like. History teaches us, for example, that trying to outdrink Russians is ultimately as self-destructive as trying to invade Russia. Scandinavians, led by their Eastern neighbours the Finns, are famously morose drunks, partly I suppose because it costs about 10 euros a pint with anything stronger than beer being reserved for special government shops which dispense vodka in much the same way other cultures dispense methadone. I was once told that there is a specific verb in Finnish for getting drunk at home alone in your underwear, and I pray that this is true.

Generally speaking the further north you go not only do people drink more, but they do so in a much more deliberate and frenetic manner. The Spanish drink a lot, but rarely with the deliberate intention of intoxication, and they seem to know when to stop, and weirdly often don't notice that their glass is empty. Italians seem to be the least drunken people in Europe, possibly because it's difficult to get really pissed without spilling at least some of your drink on your clothes. The Germans of course are great drinkers of beer,

which they do in nice orderly beer houses and at designated festivals. They are loud but generally jovial. The English, on the other hand associate alcohol with mayhem and disorder, and the opportunity to bring chaos to the world. Visitors to provincial English towns on a Saturday night, reared upon a diet of Jane Austen, and Downton Abbey, are often surprised to find themselves in Armageddon.

I can think of two revealing examples that illustrate the way the Spanish and the English diverge in their approach to alcohol. First of all, even now, despite the ravages of globalisation, most bars in Madrid still serve spirits by pouring them manually into a tall glass and asking the customer "when?" Civilised Spaniards will usually wait until the glass is about half full and then indicate that that is enough. The Brits, reared upon foul optics that dispense a thimble full of whisky that evaporates before you can drink it, simply cannot believe that the waiter will continue pouring until asked to stop. So being British, they invariably pretend to be distracted by their phone, or something in the middle distance until the glass is actually overflowing. Only then will they gesture that that is enough. Cheap alcohol, and lots of it, the heady stuff of dreams.

The second example is even more poignant. When I first arrived in Spain about 25 years ago, before neo-liberalism had turned us all into anxious wage slaves, most people would have several Menu del Dias a week ie a fixed price menu that typically consisted of a salad and then a main course of fish or meat and dessert. It was very nice and very good value, and still is if you go to the right places. However, crucially it also came with a bottle of wine. I arrived in Spain with 5 other Brits and we soon realised that if you went to the restaurant alone you got a whole bottle of wine and if you went with 2 or three people you also got just the one bottle. This is because the Spanish think of wine as a beverage to accompany a meal, and not as a means to escape reality. So being young and British and victims of our culture we took to entering the restaurant separately and sitting at different tables until we

had each got our own bottle of wine, upon which we would suddenly feign to have noticed one another and then all join up at the same table with our 5 bottles between us. A sad story in



many ways, but they were happy times. I would like to think things have changed but a German friend in Barcelona was surprised when a year or so ago 10 Chelsea supporters entered his local bar and ordered 10 bottles of wine and then proceeded to sit in a row each swigging from their own personal bottle, living breathing metaphors for whatever is the opposite of civilised.

The great thing about drinking culture is that every culture has its own drink and literally the only good thing about globalisation is that they are now nearly all available everywhere. I once spoke to a friend about giving up drinking and remarked that it would be easy if only it weren't for the divine experience that is a cold beer on a hot day. He agreed and said he felt the same about red wine with steak. I countered with white wine and seafood, and any wine with cheese. He came back at me with malt whisky. We then went on to discuss rum (dark and white), vodka (keep it in the freezer), gin (a universe in itself), tequila, port, sherry, brandy, sake, and absinthe and concluded that everything is good except jagermeister, and that it's a pity we are born with just the one liver.

Apparently young people in the west are drinking less than ever. It's unclear as to why this should be. Some say it's a consequence of a collective nervous breakdown as a whole generation has become panicked by the neo liberal zeit-

geist into permanently worrying about the future. Others say it's to do with narcissism and the cult of the body although that doesn't seem to have stopped people from eating themselves into submission. I have heard it posited that it's to do with the influence of religions that not only believe that there is a supernatural being residing in judgement over humanity, but that it especially hates booze, and that they know this to be the case. Another school of thought is that people are terrified by constant health propaganda. I think it's actually probably more connected to the fact that for centuries there was very little else to do except drink, or moan about drinking, and now people have Netflix and Play stations and phones so they can kill aliens or watch endless TV instead while messaging their friends, or reinforcing their prejudices online.

Of course alcohol, like life is ultimately self-defeating, but in its own deeply flawed way it still helps lubricate our passage through this bizarre, beautiful, terrifying existence to which we are temporarily shackled and it also tastes nice. Especially if you go to one of the brilliant new micro pubs that are springing up all over East Kent and have a pint of White Rat, or Dog Vomit, or whatever other startlingly weird name they give to the nectar that is proper English Ale.

Live responsibly people, and enjoy the culture!

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How did you adjust to life in Madrid? - Three 'expat' stories

In the May edition of "The Madrid Metropolitan", Chris Neil wrote about the process of cultural adjustment when moving to a new country for the first time. He mentions that newcomers can often help themselves by comparing experiences with other members of the expat community.

As a newcomer, you might find one question always seems to be on the lips of others - "Why did you move to Madrid?" This can be awkward to answer - the reasons can be too varied, vague, or simply involve aspects you would rather not talk about. It is, however, one of the questions I put to three relative newcomers, in an effort to find out how they are adjusting to life here.

All have come from different backgrounds and they have all lived in Madrid for varying lengths of time, so their experiences are, unsurprisingly, different. Equally, they have all had quite different reasons for coming and this, perhaps, is what has informed their experience the most.

"To travel, but in a controlled way"



Deborah, a Canadian visual artist in her early 50's, has lived in Madrid for just under a year, after several trips back and forth between Canada, the capital, and coastal regions of Spain. She explains to me how she came to Spain primarily to experience a different culture and improve her Spanish. However, for her the move wasn't simply about 'hitting the road', as she feels she might have done in her twenties. "I have a family, and I never came with the intention of cutting ties with my old life", she says.

As well as being a painter and recently training as an EFL teacher, she ran a business in Canada, specialising in holistic treatments. When asked if there is something she wishes she had done before coming to live in Spain, she says she regrets not bringing a bigger

supply of vitamins and other similar products that, so far at least, she has been unable to find in Madrid.

Upon arriving here, Deborah recalls feeling "excited about being here and motivated to set myself up and get on with my life". Nearly 12 months on, she feels "more relaxed", having "found comfort in my barrio with businesses I frequent and places I like to go."

One adjustment Deborah has had to make is in terms of space, "...sometimes the difference in personal space between my culture and this culture has been challenging for me, such as when walking down the street." Although she has also learnt that she can be comfortable with living "simpler and with less space than I have been used to", including "living without a bathtub".

In terms of the personal qualities that have helped her adjust, she states, "I am naturally very adaptable, curious and love a challenge...qualities that help on a daily basis in a foreign country." She admits, however, that her Spanish is not "where I would like it to be" and attributes this partly to having to use English whilst

working as an English teacher.

Deborah has made good use of the various expat community groups and organisations in Madrid, although acknowledges that some events can become repetitive, saying that, "as a result I have limited my participation to specific interests from time to time." However, she is generally very supportive of their concept:

"I think it's really important and normal when you are new to a country to be want to immediately connect with others that speak the same language so that you can express yourself, get help with things and have an ear that understands what you are experiencing.... it's normal as humans to look for comfort in familiar places while you are learning about a different culture and its language."

Although some of the groups Deborah mentions also have Spanish

members, her experiences of integrating into the Spanish community "have been slow":

"I haven't found it an easy process and...there are probably many reasons why I personally feel that way. I am naturally more reserved and quiet...I personally feel that being accepted by (my) generation of Spanish (people) has been a bit of a struggle, as I am an outsider and always will be. Even if I learned the language well, I will never be Spanish and think I will always be treated as such."

However, keeping an open mind is also important to her, at least at this stage. In her opinion it is "too early to tell" whether Spain has met her expectations or not. "I think I would require more time (years) to answer that question fairly."

"To start a 7 month theatre tour"

Adrian, a British actor now in his early thirties, originally arrived in Madrid nearly 6 years ago for the sole purpose of doing the theatre-related work for which he had trained. Before that, he had "never had an interest in or intention of coming to Spain for anything longer than a holiday."

Adrian still talks passionately of his main emotion when arriving in Madrid:

"I was excited. I was 26 years old, I'd just moved from wet, cold, rainy Manchester where I'd been doing work that really I didn't enjoy and wasn't related to my career, to Madrid, to start a 7-month theatre tour. It was hot and sunny, I was meeting the new people I'd be working with and I had a beautiful city to explore."

Although he attributes some of the changes he has experienced since moving to Madrid as a typical part of growing up - "I imagine everyone changes a lot from their mid-20s to early-30s" - he has also experienced changes that are "more related to being in Spain":

"I'm a lot more relaxed about my time-keeping - for better or worse - I'd rather enjoy an afternoon on a terrace or at a friend's house than a night in a club...more importantly, though, I've made friends from all over the world here and that has broadened my view and knowledge of other countries and cultures. I'm far more open to hear and accept opinions that are different and question things that I thought I knew."

Adrian has also discovered the value of

leaving his "comfort zone":

"I've discovered that if I leave my comfort zone, whether it's work related or something socially...that I've enjoyed it, whether or not I feel I've been successful or comfortable in that new situation. I've learnt to push myself, because coming here was a push and a jump out of my comfort zone and I know it was completely worth it."

He admits, however, that there can be some down sides to living in Spain, talking about what he sees as "the relaxed nature of the culture" and the frustrations that involves:

"It's wonderful when you can enjoy it, but when you are trying to work or deal with people who are so 'mañana, mañana', it can be infuriating. I've seen fellow Brits come to Spain (who have) just never accepted the laid back approach that exists here. They get so angry at the lack of urgency and they can't accept that things move at a slower pace than in the UK. I've seen it make a few people feel that they couldn't cope and leave to return home. If you don't embrace the culture, you won't be able to survive here for long."

Adrian's only regret, however, is "not learning more Spanish before coming here" and he readily acknowledges that he has relied far more on the "Expat community" for advice than the Spanish community. He also expresses his desire to "integrate myself further into the local community".

In general, he says he "never imagined that I would love a place as much as I love Madrid":

"I feel more relaxed in general. Not everything is as shiny and new to me...but I'm still in love with Madrid and the thought of leaving is just as far, if not further, from my heart than it was the first time I strolled through Plaza Mayor".



"Unfinished business"

Hazel, an English teacher from Wales who now works for the British Council, first moved to Madrid seven years ago, whilst in her early 20s. It was her first foray into a foreign culture, and during that time, she met another Brit who she later married. Since then, the couple have taken teaching positions in both Egypt and Sri Lanka before moving back to Madrid about three years ago.

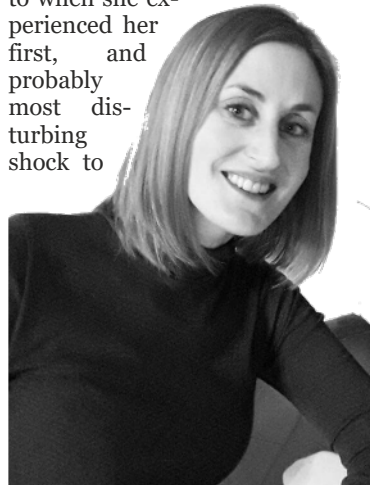
She explains how their current stay in Madrid was initially meant to be short-term, but they have ended up staying longer:

"It's just such an easy city to live in", she says. "I mean you talk about culture shock - it's just the opposite of that for me, you know? I just thought 'I love Spain, I love the culture, I love the people'. I know that sounds lazy and we both suffer from itchy feet - but here we are three years later. We've no plans to leave - we're definitely staying another year. We're really keen to go to South Korea, but a job came up about 3 days after we signed the contract to our flat, so it was like - oh well, never mind. But, it's not, like, a 'plan B'. Wherever we go, I think we'll come back here".

Hazel describes herself when she first arrived as being "completely on my own, no Spanish". She attributes a lot of her survival in those early months to the director of the language school she worked for - "a really, really nice lady...she was really good to new teachers". A fellow Brit from the same town as her mother, "she

took everyone under her wing and was just a really nice woman."

It was this woman Hazel turned to when she experienced her first, and probably most disturbing shock to



the system:

"The third day I was here, my ipod got stolen from the hostel I was staying in, which was just gutting. They could have taken 100 quid off me and it wouldn't have bothered me as much...whenever I went home I would think 'oh no, I'm on my own'. I would put on the TV and there would be bullfighting and I would think, 'oh god, I don't want to watch this', you know? So I would just put on some music - and then all of a sudden, I just lost all my music...it was a real punch in the stomach. I felt really lonely. It was such a weird trigger for loneliness, but well, after that things were on the up."

Needless to say, one of the first things her director did for her was help her find somewhere more permanent to live - but Hazel also notes how important English lan-

guage music was in those early days:

"After that I found a radio station that played all British music, English popular music and, oh, it was such a relief finding that, you know...because I didn't speak Spanish."

Hazel talks about the other ways in which a lack of Spanish impacted on her early experience of living in Madrid. At first, even ordering food was a struggle:

"I would just go into these salad places that are like, self-serve because I just didn't have that much confidence." A short time later, during her parents' only visit to the city ("I'm begging them to come back and visit again"), she was still struggling - and she feels this made their visit more uncomfortable for everyone:

"I would go out for coffee and I'd end up ordering the wrong type of coffee, and (my mum's) really particular, or I'd order meat and she would say 'what meat?' and I would be like, 'I don't know'..."

She estimates it probably took "about 6 months" before she felt she had enough Spanish to cope with everyday social situations. However, it is clear that language was a significant barrier in the early days:

"I was outgoing socially, but not really when I came here - but that was because I didn't really speak Spanish".

Thanks to the help she received from her director of studies, Hazel was able to find a flat in the El Carmen neighbourhood, "near the Ventas bullring and just the other side of the M30". This choice of

neighbourhood also helped her adjust in those early days:

"El Carmen's a really residential area...it's almost like I've gone the other way...I should have lived in Lavapiés (her current neighbourhood). But I liked it. It made me feel comfortable and adapt to Spanish life quite quickly, whereas my husband lived in Malasaña and it was a crazy, party town every single night. I don't know if that would have been a great influence very early on. I don't think I could have coped with it. Whereas now I've got all these great, multicultural bars and restaurants on my doorstep and I can just choose when to enjoy it."

Although she has since worked to improve her Spanish, Hazel puts most of her successful adjustment down to "being open-minded". She describes this as, "a kind of willingness to realise that you're not going to fit in straight away, and just to be okay with it." Summarising, she says, "Madrid's not that big a culture shock but it has an everyday drip, drip, drip effect, that makes you think 'my god, this is a different place'...if you've been here for three months and think 'I haven't really found my place yet', don't panic...for me, I'd found enough of my way after about 5 months to think 'okay, I can do this'". Like Adrian, it sounds like Madrid has never been very far from her heart:

"I just loved Madrid when I first came here, and I kind of felt like I had unfinished business with it."

By Melissa Dura



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End of Summer Recipe: Atún con Pisto - By Jemima Butler



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Welcome back from the summer. With the searing heat left behind for most, especially the further north you go on the peninsular, we are all looking towards either keeping a little of summer going or accepting that is totally over. It really was a hot one in Spain, not really conducive to be toiling in the kitchen over hot flames or baking... Keeping topped up with cool drinks and dipping into cool waters was more the ticket.

I find I tend towards eating lighter foods in general in the summer - although having said that, a fantastic paella served on the waters edge by the sea is always a temptation. I love the summer vegetables on offer in the summer - not only the gazpacho that I love so much but also the asparagus; sometimes just grid-dled in olive oil with parmesan shavings and a dusting of pimentón...or just aubergine, peppers and courgettes on the barbeque,

having been marinated in olive oil and garlic and herbs, sizzlingly hot.

You can just eat them as is or thrown into a salad of crisp green lettuce leaves and a mustardy vinaigrette. Vegetables from the barbeque don't have to be teamed up with fish or meat; they can be eaten with some crumbly Manchego ewes milk cheese and a hunk of bread. Some don't think it is worth lighting a bbq for only vegetables but that is just short sighted.

Aubergines roasted whole on the embers at the end of BBQ lend themselves to a delicious dip called Babaganoush which has an earthiness to it which comes through with the tahini and a punch with some garlic and a squeeze of lemon. I love to have this as a snack at the end of a summer's day with some pitta bread, crunchy raw crudité or even just crisps...and a cold bottle of beer.

The tomatoes at the end of the summer are just wonderful and so many dishes are made with them in Spain...often just in a tomato sau-

ce; either with meatballs or stewed pork with herbs, or with fish like fresh tuna; in the summer tuna is fished in the seas of Cadiz, the dish is very typical in the summer and called 'atún con tomate'.

Usually at this time of the year after the summer I have a glut of green peppers, aubergines and tomatoes. I love making recipes with these vegetables - for me it keeps summer going...last year at the end of summer I had so many aubergines I made lunch for friends and we ate six different dishes made with aubergines! Delicious!

Yesterday I made a pisto which is a typical spanish dish made with summer vegetables of onions, peppers, tomatoes and courgettes too. It is very similar to the french ratatouille. I sometimes make it with aubergine too. It is often called Pisto Manchego and is usually served hot with a fried egg on top.

In fact yesterday I felt like keeping summer alive by making a version of 'atún con tomate' where I made a pisto and added a beautiful tuna steak from the Cadiz waters which I fried in chunks with slices of garlic and then mixed it with the pan of summer vegetables in tomato sauce.

Here is the recipe...

Recipe: Atún con Pisto

Ingredients

- 1 spanish onion
- 1 large spanish green pepper
- 1 medium aubergine
- 1 red pepper
- 1 can of tomatoes
- 1 teaspoon of fresh basil or dried
- 1 thick slice of fresh tuna
- 3 cloves of garlic (1 clove chopped or pressed and 2 sliced not too thinly to avoid burning)
- 3 tablespoons of olive oil
- Salt to taste

Method:

Heat two tablespoons of olive oil to a largish frying pan. The vegetables will take up some space at the beginning then cook down. Slice the onion. Chop up or press 1 clove of garlic. Chop the peppers, I like them smallish but larger is fine too. Chop the aubergines into chunks. Fry the onions with the garlic. until they are translucent and soft. Add the aubergines and peppers at the same time and turn down the heat and let them fry gently, you can cover them if you

like and they will cook down faster that way. The aubergines need quite a lot of oil so add a little more if you see the vegetables sticking to the bottom of the pan.

When the vegetables are cooked - about 30 minutes - add the tin of tomatoes. Stir gently altogether and add the chopped fresh basil or dried, leave the flavours to mingle while you fry the fish.

Heat a tablespoon of oil in another frying pan. Fry the garlic a little without letting it burn (garlic goes bitter if burnt). Cut up the fresh tuna into largeish chunks and add to the oil and garlic. The pan needs to be hot to sear the fish on the outside. I don't cook mine too much, I prefer it a bit raw on

the inside but it's not to everyone's taste. However when you add it to the sauce it will cook more so you don't need to worry too much. Add salt to taste.

Put the pieces of fish, garlic and juices into the pisto and heat through.

Lovely with just a simple salad on the side or some potatoes either steamed or fried.

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Le Pion Magique (Palacio de Hielo) Tous les mardi et jeudi matins, à partir de 10h. Pour reprendre une langue un peu oubliée ou pratiquer en vue d'un projet professionnel, venez nous rejoindre autour d'un café! Information: 663 374 184

Socratic Dialogue

Do you crave long form, meaningful discussions? This group is for anyone who wants to discuss important questions in a friendly atmosphere. We follow the Socratic method to come to rational conclusions on challenging topics. <https://www.meetup.com/Socratic-Dialogue-Madrid/>

Horse riding San Sebastian de los Reyes The Escuela de Equitación San Jorge is a family business, dedicated to teaching horse riding at all levels & ages, from beginner to competition level, under the supervision of qualified instructors. Contact: eesanjorge@gmail.com
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Conservatives Abroad Madrid

Launched in 2009. We meet at Gran Meliá Fénix bar, Plaza Margaret Thatcher, Calle de Hermosilla 2 at 8pm on the first Thursday of every month. www.conservatives-madrid.com

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Chris Neill (BSc)

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www.britishcemeterymadrid.com

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