



東風



**TUNG FENG**

香港東區扶輪社週報 THE ROTARY CLUB OF HONG KONG ISLAND EAST

## **Last week's Proceedings -**

**24th November, 2010**

Pres. Heman started the meeting at 1:00pm sharp to welcome everyone to our Rotary meeting #21.

He asked members to introduce their guests for today. First PP Rudy introduced his mentee Ms Huang Jia Xin. Then PE Eric rose to introduce his two guests who were Dr Felix Yip and Ms Connie Hui. Pres Heman then welcomed visiting Rotarian PP William Fong Yan of the Rotary club of HKN. There was no birthday celebration today but he welcomed back a few Rotarians of our club such as PP Hubert, whom we have not seen for a while.

Pres. Heman then went ahead to make his announcements.

(1) Uncle John, IPP Norman, Dir. Kevin and himself attended Father Foley Memorial Award cum Peter Hall Kam Ping Cup of Community Service Achievement awarded for highest service hours at Wah Yan Speech Day, 50 students over 200 hours in voluntary service, the awardee of Uncle Peter's Cup did over 400 hours.

(2) Asia Social Innovation Award 2010 was successfully completed. 3 winners from HK Region and 3 from other Asian Cities were selected. Thanks to PP Hubert who has taken his time to be one of the award judges.

(3) PP George golf day will be held on 17 Dec Friday at Zhong Shan Hot Spring Golf Club. PP George invited all golfers and non-golfers to attend and he will treat all participants to a sumptuous dinner. For non-golfers a side trip to Zhong Shan Dr. Sun Yat-sen former residence will be arranged.

(4) We would like to encourage our members' children and student leaders to apply for the Rotary Youth Leadership Awards (RYLA). The deadline for the application is 23rd December 2010 (Thursday). It is a four-day camp with the theme of 'Build the Future, Bridge the Cultures', the camp will be held on 10th - 13th February 2011 at Breakthrough Youth Village.

Next he called upon Acting SAA Rudy to make his report. PP Rudy reported a handsome collection of \$1,000 all together.

Then came the induction of a new member and invited Rtn. Dr. Tony Loy to introduce his candidate. Dr Loy introduced his guest as a fellow doctor, Dr. Wu Chee Wo, Frederick who is a Cardiologist. He has been thoroughly indoctrinated in our Rotary club principals and was then inducted into our club. He then thanked Dr. Loy for introducing him to our club and promised to do his part in what we will be doing in the future for our community.

Then we came to the highlight of this meeting. Dr. Eric Chin introduced our guest speaker who is Mr. Rodney Man and his topic is "Reminiscences from 16 years of working in China as JV Negotiator".

Mr. Man, an Ethnic Chinese but born & bred in South Africa, he has both degree in Chemical Engineering and Commerce, and also an MBA from Cape Town University. After graduation he has been worked in Diamond mines and an Engineering company, later he worked for the local subsidiary of a global Gas Company (British Oxygen) for many years and given international assignment to come to HK at the end of 1994 to work in Northern Asia, Hong Kong Oxygen is part of the Group.

Mr. Man has led a Business Development team in negotiating a number of JVs in China, encompassing investing in large oxygen plants and supply gas under long term contracts to entities such as Taiyuan Iron & Steel, the BASF-Sinopec Yangzi Petrochemical JV in Nanjing, and the Fujian Petrochemical/Exxon Mobil/Aramco JV in Fujian Province. Has also made several deals in South Korea and Taiwan. Incidentally, he has just retired from Linde, and going to spend time to improve his golf skill while maintaining an interest in business.

Mr. Man then gave us an address on his background in his field of endeavour.

Background : South African born & bred, but ethnic Chinese  
Coming to HK - 1994

### **My work**

Negotiate large supply deals  
Negotiate JVs in North Asia, especially China

### **Observations**

**Country development** - many bicycles initially, nowadays crowded off the road

First JVs Tisco - lunchtime siesta, take everything you give  
Partner wants (early) - money, management, guarantees their supply to partner  
Today, less about money - technology, access to west instead  
Their construction teams; own objectives, qualified people

**People development:** external people growing in sophistication

internal colleagues - fast development (Mentoring)  
Customers increase sophistication, learn every time  
Customer mix - very mixed in China, Locals, Koreans  
Key always - understanding wants  
Rapport with the customers

### **What it took to win business**

#### **External factors**

Work with people  
Patience  
Preparation - they look for this  
Cannot afford failed negotiation or JV - will cause damage of image & cost  
Multilevel contacts  
Credibility & trust more than message  
Body language; dignity  
Try & determine agendas; outs  
Contract drafting, terms of contract  
Social interaction - Celebration after milestones

#### **Internal Issues**

Internal signoff - crucial, sometimes very difficult  
Negotiators often caught between rock & hard place  
Diverse internal + external groups; British and German cultural differences

#### **The Future**

Business more complex  
Flexibility is key; relationships no question  
Give the team room to negotiate.

#### **Summary**

Experience invaluable - I would never trade what I know & learnt  
Treat people with dignity - will get more out of them if not otherwise.

PP Andy then came forward to thank Mr. Man for his very interesting talk.

Next week's program will be announced later. Pres. Heman then closed the meeting by proposing a toast to RI coupled with the Rotary Club of HK North and HK Island East. All members and guests are invited to take a group photo.

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# Rotary Potpourri

## A New Rotary Club Was Born

District 3450 has added a new club known as Rotary Club of Kai Tak, sponsored by the Rotary Club of Kowloon East. Its founder president is Rtn. Rainbow Li.

The charter ceremony was held at the Grand Ball Room, Harbour Grand Kowloon, Whampoa Garden, Hunghom, Kowloon on the 23rd November 2010. Its honorary member is PDG Peter Wong of District 3450. Total membership of this new club is around 28.

Simultaneously, the new club sponsored a Rotaract Club as well.

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## Electronic Make-up Questions

**You can submit an electronic makeup for this missed meeting by answering the following questions:**

Name: \_\_\_\_\_

Email: \_\_\_\_\_

1. Name any two of our guests today and who introduced them ?

Ans)

2. Who was our visiting Rotarian today and from which Rotary Club ?

Ans)

3. Who did we welcome back today ?

Ans)

4. Who attended the Father Foley Memorial Award cum Peter Hall Kam Ping Cup of Community Service Achievement ceremony at Wah Yan College ?

Ans)

5. When and where will the PP George golf day be held this year ?

Ans)

6. When is the closing date to apply for the Rotary Youth Leadership Awards (RYLA) ?

Ans)

7. When and where will the RYLA camp be held next year and what is the theme ?

Ans)

8. What was the Red Box Collection, who announced it ?

Ans)

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## Joke

**Subject: What's the difference!**

What is the difference between a politician and a lady?

If a politician says yes, he means maybe. If he says maybe, he means no. If he says no, he is not a politician.

If a lady says no, she means maybe. If she says maybe, she means yes. If she says yes, she is not a lady.

If you are unlucky, you get a Japanese home, British food, an American wife, a Chinese salary.

If you are lucky, you get a British home, Chinese food, a Japanese wife, an American salary.

# Photographs of our meeting

on

24th November, 2010

## 24 November 2010 Luncheon Meeting Photos



PDG Uncle Peter Hall, Guest Speaker Rodney Man & Pres. Heman Lam



PP John Kwok, new member - Dr. Freddie Wu & PP Andy Wong



Dir. Anthony Kong, visiting guests - Ms Connie Hui & Ms Huang Jia Xin



PP Stephen Liu & PP Hubert Chan



Visiting guest - Felix Yip



Rtn. William Wong & PP Laurence Chan



PP Eddy Wong & Dir Nancy Yee



PP John Kwok & PP Rudy Law



IPP Norman Lee & visiting Rotarian PP William Fong Yan from RC HK North



Rtn. Tony Loiy & Dir Kevin Leung



Pres. Heman Lam chaired the New Member Induction ceremony



Rtn. Tony Loy introduced the New Member - Dr. Freddie Wu





President Heman Lam inducted our new member - Dr. Freddie Wu - a Cardiologist, specialist.. We all so happy to have him as our member of the club



Gueswt speaker - Mr. Rodney Man gave us a very interesting talk - "Reminiscences from 16 years of working in China as JV Negotiator"



Pres. Heman Lam presented a club souvenir to Mr. Rodney Man



Group photo of members, visiting Rotarian & guests

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