



扶輪



# Tung Feng

VOL. 50 No. 23

11<sup>th</sup> December, 2002

## *What Happened Last Week*

PE. Henry, acting on behalf of Pres. Chris, initiated today's session by inviting Rt. Danny to introduce our guests and visiting Rotarians. There were three guests, all of whom are friends of IPP. Stephen, and two other visiting Rotarians. PE. Henry then conducted an exchange of the club's banner with Rt. Roland, who was from Farnborough, England. Secretary Eddy also reminded members to submit any nomination for the new board of directors. Rt. Laurence acted as the Sergeant-at-Arms and announced a collection of HK\$1,100.

Subsequently, Rt. Jason took the rostrum and invited members to participate in the Christmas Card Exhibition, to be held on Dec. 15 in Metroplaza Tower at Kwai Fong. The event would start at 10 a.m. on that day, and showcase a number of Christmas artworks prepared by the pupils from the HK School for the Deaf, as well as Victoria Park School for the Deaf. This event would be sponsored by the Rotary Club of HKIE, together with the help of the Rotaract Club of HKIE and of Lingnan College. PE. Henry also reminded members to sign up for the racing night at Happy Valley on January 15, 2003.

Then, IPP Stephen introduced Mr. S.C. Liu first as the "HK Tigerwoods," due to his resemblance to the real guy and his love for the game. Mr. Liu was a chartered surveyor and founded the Peal River-Hang Cheong Real Estate Consultants Ltd. in Guangzhou in 1993. His company, which was awarded the class A real estate agency qualification, provided comprehensive land and property development consulting services to many leading domestic and foreign developers, including government departments. Mr. Liu was also the Chairman of Guangzhou MyTophome Co. Ltd. that operated a real estate agency network and a real estate website in Guangzhou. The Guangzhou public voted his real estate agency network as the most popular property agency of the city in 2001. The real estate web site (house.21cn.com) had over 20,000 visits per day and was the most popular real estate web site in southern China. Mr. Liu was made an Honorary Fellow by the Hong Kong University of Science and Technology. He was also an Honorary Professor at the University of Hong Kong and an Adjunct Professor at the Hong Kong Polytechnic University. Mr. Liu also assumed



THE ROTARY CLUB OF HONG KONG ISLAND EAST

香港東區扶輪社週報

Club 4350

District 3450

Chartered on 6 April, 1954 by Charter President  
PDG (Uncle) John Yuen

other positions, including Visiting Professional Fellow to the Cambridge International Land Institute, sub-committee member of the Law Reform Commission and the Hong Kong Housing Authority, and, last but not least, the director of the Board of HKUST RandD Corporation Ltd.

Our featured speaker, Mr. S.C. Liu, then began his presentation entitling "Roles of Hong Kong Professionals in various development stages of Pearl River Delta (PRD)." He first categorized the development stages of PRD into three distinct ones, namely, Developing Stage (from 1979 to now), Maturing Stage (Now to 15 years from now,) and Developed Stage (15 years later thereafter.) According to Mr. Liu, Hong Kong professionals could assume the roles of Navigator, Facilitator and Partner in the first, second and third stages of PRD development, respectively. Mr. Liu elaborated further that the year of 1979 was approximately the time when China first opened its door to the world. At that time, the staple industry of PRD was mainly manufacturing-based. With the role of a Navigator, Hong Kong professionals helped to identify opportunities in mainland for Hong Kong and overseas investors, as well as steer the direction of economic growth by matching competitive edges of PRD with that of the non-domestic investors.

The Maturing stage of PRD development signified the duration of substantial growth in the service sectors, such as, banking, insurance and logistics. During this period, the Hong Kong professionals assumed the role of Facilitator, helping to serve increasing demand in the mainland market by developing more local-oriented service models, as well as stimulate domestic economic growth by improving market efficiency employment. Mr. Liu mentioned further that the gain in productivity included, but not limited to, the reduction of time in processing banking transaction and in telephone line installation. In addition, various IT services in the Real Estate Market also helped in boosting efficiency for real estate agency services. The Maturing stage also represented a gradual transition for the PRD businesses to collect its revenue from that of non-domestic clients (during the Developing stage) to domestic clients.

The Developed stage of PRD development symbolized PRD becoming one of the most prosperous regions in the world, whereby economic fusion and repositioning of the region would be completed. During this period, the Hong Kong professionals assumed the role of Partner, helping to facilitate the export of capital, technology and services to the global market, as well as establish the economic pillars of the region. Mr. Liu anticipated that the PRD businesses would collect its revenue from both the domestic and global markets. In addition, he noted that China would be one of the biggest buyers of foreign products, such as, US bonds, technology, and oil. Hong Kong would also function as a two-way bridge of transactions into and from the PRD region.

Mr. Liu further described the economic reality in PRD. He noted that, on the one hand, PRD was a growing market with big potential. On the other hand, the region was highly competitive for non-local competitors enjoying goodwill, know-how, international exposure, and capital advantages, well as for local competitors enjoying low cost, local knowledge and connection ("guanxi") advantages. With the low entry barrier for companies to enter the PRD region, Hong Kong was basically sandwiched between these types of competitors. Mr. Liu suggested that Hong Kong needed to develop its competitive business model around six important factors, namely, its know-how (including

technical, management and language,) connection (including domestic and overseas,) people (committed with local knowledge and culture,) free capital, perseverance and adaptability. Mr. Liu further mentioned that Hong Kong's professionals could assume several important roles in shaping the PRD's economy, including, ensuring Hong Kong's economic influence in the region, enriching investment opportunities for established organizations, enhancing return for Hong Kong capital and technology, enhancing employment in Hong Kong (especially in more sophisticated service sector,) and ensuring Hong Kong's role as a service hub of China.

PP. Hubert led members in thanking Mr. Liu for his informative talk in the usual Rotarian manners.  
PE. Henry then ended the session by proposing a toast to the Rotary Club of Farnborough.

## ~ Rotary Information ~

### Centennial Projects

Rotary's Centennial on 23 February 2005 may be more than two years away, but it's not too early to begin the countdown to the big event. RI's Centennial Planning Committee encourages Rotarians to focus on three key goals for 2005 in support of the Rotary Centennial: Eradicate polio, increase membership to 1.5 million members, and support The Rotary Foundation of RI's goal of US\$100 per member in donation to the Annual Programs Fund.

The Committee urges clubs and districts to form their own centennial planning committees this year to plan and launch special observances and projects.

Rotary clubs are also encouraged to plan a new community service project that will commemorate Rotary's centennial. To participate in this effort, clubs must register their project with RI by 1st January 2003, using the online registration form at [www.rotary.org](http://www.rotary.org). All projects must be completed by February 2005.

In order to qualify as a Rotary Club Centennial Community Project, a project must

- a. Fulfill a clearly identifiable community need;
- b. Provide a solution that has measurable results;
- c. Involve the active participation of Rotarians (as opposed to simply providing funding to another organization);
- d. Create a permanent sign, plaque, or inscription at the project site that identifies the sponsoring Rotary club and Rotary's centennial year.

*(For more information about the Rotary Club Centennial Community Project, visit [www.rotary.org](http://www.rotary.org) or contact the RI Community Programs Section at (847) 866-3404 or [programs@rotaryintl.org](mailto:programs@rotaryintl.org).)*

# LAUGH FOR THE WEEK

A couple is divorcing. They are fighting for the custody of their child. That day in court, the judge ask the mother why the child should stay with her. The mother answered: "Because I am the one who give birth to him." The judge then turned to the father and asked him the same question. The father answered: "Judge, I ask you a question. If I go to a vending machine to buy a coke, I put a coin inside and out came a can of coke. Does the coke belongs to me or to the vending machine?" The judge resigned the next day.

The couple had been married almost 70 years and, clearly, they were still very much in love. While the wife was in the kitchen, the man leaned over and said to his host, "I think it's wonderful that, after all these years, you still call your wife those loving pet names."

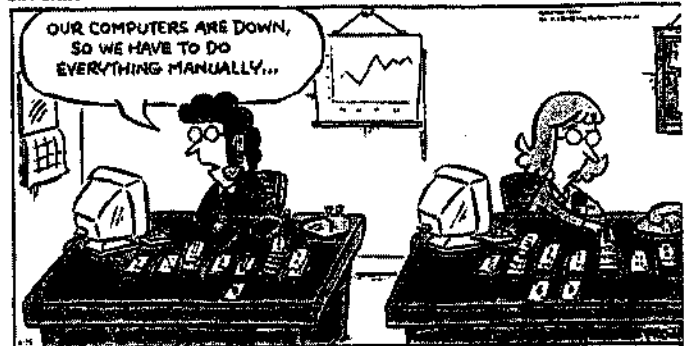
The old man hung his head. "I have to tell you the truth," he said, "I forgot her name about 10 years ago."

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An elderly gent was invited to his old friends' home for dinner one evening. He was impressed by the way his buddy preceded every request to his wife with endearing terms-Honey, MY Love, Darling, Sweetheart, Pumpkin, etc.

SIX CHIX

BY RINA PICCOL



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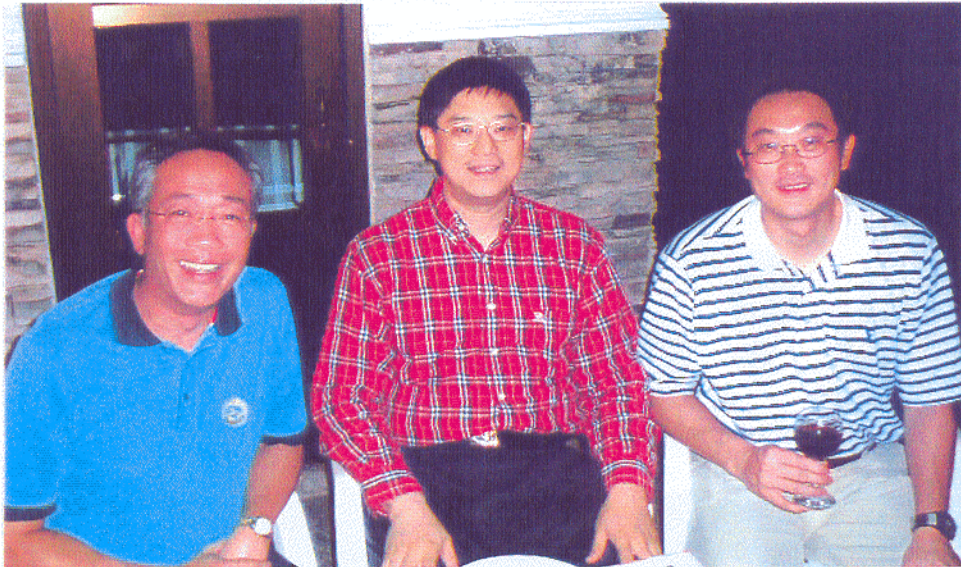
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**ROTARY CLUB OF HONG KONG ISLAND EAST MEETS EVERY WEDNESDAY, 12:30 p.m. AT  
EXCELSIOR HOTEL, CAUSEWAY BAY**



Laurence Chan's Fireside BBQ Party on 7<sup>th</sup> Dec., 2002



(L to R) PE Henry, late comer Dir Paul, & Rtn Andy.



Hon Sec Eddy's big surprise was he could really sing.



PP George' two daughters Noelle & Iris in a very happy mood.



## Laurence Chan's Fireside BBQ Party on 7<sup>th</sup> Dec., 2002

We were invited to Rtn Laurence's house at Fairview Park, Yuen Long, N.T. for a BBQ party. These are a few of the Photos taken that afternoon.



(L to right) VP Rudy, Jackie Chan (Laurence's youngest son), Andy Wong & our gracious hosts Rtn Laurence & Jennie.



(L to R) Rtn Andy & Angela, PP C. Y. & Teresa, PDG Uncle Peter, PP John, VP Rudy.



(L to R) PDG Uncle Peter, VP Rudy, PE Henry, Rtn Laurence, Rtn Andy, PP John, Dir. Jason & PP George.





PDG Peter, Our Speaker SC Liu, & PE. Henry graced the head table.



Acting President Henry Chan



Dir. Jason reported on the progress of Dec 15 X'mas Card exhibition in Metropolitan Plaza in Kwai Fong.



PP Stephen introduced SC Liu who addressed us on HK professional development for Pearl River Delta



PE Henry exchanged banners with Visiting Rtn Roland (Fanborough, UK)



December 4 Group photo





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