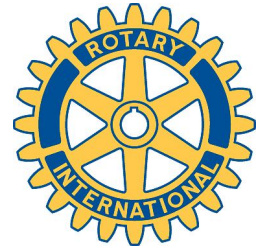




東風 Tung Feng



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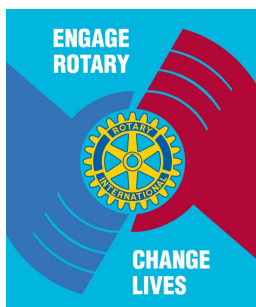
Last Week's Proceedings – 16th May, 2014

The Last Area 3 Joint Meeting was held at the Ballroom, Regal Hong Kong Hotel, Causeway Bay where 77 members, District Dignitaries, and guests attended in welcoming our honourable speaker, Mr Coils Lam, the Founder of 759 Stores. His topic was " It all begins from Procurement ".

The meeting began with bell rang Deputy Assistant Governor Douglas Hsia of RC Hong Kong Harbour who was also the Master of Ceremony. Presidents of Area 3 including --- Mawin Cheung of RC Happy Valley, Dora Liu of RC Hong Kong Harbour, Dr. Bau To of RC Hong Kong Northeast, Adrian Pang of RC Hong Kong South, Past President Tony Leung representing RC Quarry Bay, and our President Jonathan Lamport of RC Hong Kong Island East were all in place on the head table, Assistant Governor Heman Lam then warmly greeted our VIP guests namely, Past District Governors Tony Wong, Club Presidents Francis Au from RC Tai Po and Joyce Lau of RC Lan Kwai Fong. Our members, including IPP Nancy Yee, PE Norman Lee, PP Uncle John and his guest Simon Ng, Dir. William Wong, and his guests Annie Lam and Pat Kwong, Rtn. Avis Kong, Rtn. Jason Chiu and his guest John Poon , Rtn. Peter Yeung, Rotarianne Olivia Kan.

DAG Douglas then promoted upcoming District events as follows:

- a. District Training Assembly will be held on next Saturday, 24 May at Regal Airport Hotel, Chek Lap Kok. All incoming officers are required to attend, there will be 8 free seats available for each clubs. Please registered with RIC through club president and secretary if not already done so.



THE ROTARY CLUB OF HONG KONG ISLAND EAST LTD.

香港東區扶輪社週報

Club 16340

District 3450

Chartered on 06 April, 1954 by Charter President

PDG (Uncle) John Yuen

- b. District Installation will be held on Friday, 4 July at 7pm, Regal Airport Hotel. There will be a special early bird discount for Gold Table as low as HK\$1,800 per person for a table of 12 people and above, early bird deadline before 5:00pm on 30 May. There are also Platinum table of HK\$1,688 per person. All proceeds raised from the Installation Dinner will be donated to 2014/15 Community Service Project funded by the District Fundraising Committee. Beneficiary is the Vocational Training Council .

The Club Presidents of Area 3 then began to give their reports, our President Jonathan provided his report as follows:

1. Our sister club RC of Osaka Jonan invites us to visit Osaka and join their 45th anniversary commemorative ceremony and banquet on 30th May. The time will be from 3pm to 6pm and the venue is Sheraton Miyako Hotel, Osaka. Ordinary attire will be fine. My wife and I, PDG YK Cheng and spouse, PP Stephen Liu and spouse, Rtn. Sharon Lamport will attend. PP George Leung and PP John Kwok are considering to join.
2. The Rotary Leadership Institute (RLI) is a multi-district, grassroots leadership development program of member districts organized into regional divisions in various parts of the world. RLI seeks to have Rotary Clubs in its member districts identify those Rotarians who appear to have the potential for future club leadership (not necessarily as club presidents) and provide those so identified with a quality education in Rotary knowledge and leadership skills so important in voluntary organizations. Rotary Leadership Institute Part 2 will be moved from May 17 2014 (SAT) to June 7, 2014.(SAT). Venue will be the same : Rosedale in the Park, Causeway Bay.
3. Our Club PP David Li is honored as Council Member of 香港黑龍江經濟合作促進會 and offered two tables for Hong Kong Island East members and guests to attend inauguration on 17th May. The venue is at Hong Kong Convention and Exhibition Centre. The time is 7pm, members who are interested please enroll to me directly. So far we have 10 members, spouse and guests will be attending.
4. The board meeting with RAC Lingnam University Student Union will be held at 19/5 8p.m. in, Chef's Noodle(韓廚麵) Wan Chai. All of RAC board members will come, total 13 people. DGND Eric and Rtn Charles will attend. Should there be any members joining, please contact DGND Eric.

AG Heman then recognized District Governor Eugene Fong upon his arrival as he attended Area 4 joint project of delivering meal boxes to the needy in Sham Shui Po. He was then invited to address the meeting. He began by greeting everyone and congratulated Area 3 for conducting a series of 4 Joint Meetings. He also thanked his Presidents and the AG team for their supports throughout this year.

AG Heman proceeded to the podium and introduced Mr Lam as follows:

Mr Coils Lam, founder of 759 Store, started his own business, Coils Electronics Co., (CEC) Limited at a young age of 21. After 20 years of hard work and great efforts, the Group evolved from a sole proprietorship, with only around 10 workers who assembled simple choke coils, to an international group of companies employing more than 7,000 employees and was listed as CEC International Holdings Limited in 1999 at the HK Stock Exchange, stock code 0759.

In 2010, Mr Lam acknowledging the group's need to seek new business opportunities in Hong Kong and new direction for the advancement of Hong Kong staff members, the development of Retail Business in Hong Kong was set in motion with reference to the consumer model of Japanese Local Living Perimeters and opened the first 759 Store on 7th July. with the business motto set to service Hong Kong local neighborhood, bringing in from Japan and the rest of the world specialty food, including snacks, drinks and other food item. The no. of 759 STORE has reached 173 at the end of 2013. In the same year, the group began explore opportunities through expanding into frozen market, household, and cosmetics markets through the opening of 759 STORE Frozen Market, 759 STORE Household market and 759 Kawaiiland and in 2014 the first test point 759 STORE Supermarket was also opened.

Mr Coils Lam began by thanking us for the opportunity to speak in a Rotary dinner meeting. He said the name 759 STORE or 759 Oshinya because he was very much impressed by the story of Yaohan or Oshin, which was featured as a very popular TV series, on her dealing with the hardships and the attitude to overcome them.

When he first started the business and he went to the importers / intermediaries but he soon found out that the chain stores tried hard to block him away with branded products. It resulted that the market entry barrier is high, and to survive, he began to go direct to the supply source and started importing from them, cutting out the intermediaries.

All of his staffs are his merchandisers, as they are consumers themselves. They would search for the popular items from different countries around the globe when they travel, then contact them for the interested items and negotiated for indent orders from the supply source. Mr. Lam mentioned a story that there was a summer job student whose father was so keen on Jamon Iberico (spanish ham), that he contacted the supply source himself and secure the orders for the company; that student confirmed the final order before he left to UK to student and promise Mr. Lam that he would visit the Jamon Iberico company while he is in Europe.

Mr. Lam set up 759 Stores as a new opportunity for his staffs as the coils industry, and the manufacturing of it is on its downturn. He also believe that the imported foods, snacks etc should not be priced too high and deterred the consumers, so he use the cost plus model to mark up his merchandise, so that consumer can enjoy a quality product without having to pay a premium. He created a market because of this. His way of sourcing of new products to the extent of becoming a role model to be followed by chain stores. Because of his responsiveness to the market, he is ahead of the market; before the big chain decided to purchase some of the merchandise, he already launched in the market. He wanted to demonstrate the fact that his mode of operation is workable.

He stated that his company has courage to try new things, as well as empowering new staffs as merchandiser. Everything is possible to him, he is always thinking of opportunities and deal with the situation in a positive way. His company is also very lean and a lot of efforts have been placed in the system of operation and procurement.

He has not thought about expanding into China currently as he believes that there are already ample of opportunities to serve the 7 million local people, hence he only think about serving local market.

Our Rotarians and guests have been very enthusiastic in asking questions to Mr. Lam inquiring his ways of operations, how he sees the market, and the individual visitors from China etc. President Adrian then thanked Mr. Lam for a frank and sincere talk describing his business, his spirit is the Hong Kong spirit, i.e. persevere with persistence, resilience, proactive attitude and optimism and facing difficulties ahead, which has long been lost but now rekindled. We hope that there will be more cooperation between Rotary and 759 Store in the future.

Club Banners, a photo and a book of Autobiography of Kazuo Inamori signed by all Presidents of Area 3 attending the meeting were presented to Mr. Lam as souvenir to show our appreciation.

President Dora then conducted their new member induction for RC Hong Kong Harbour and inducted their new member Man Cheuk Fei, whose proposer is PP Benny. District Governor Eugene witnessed the ceremony, pinned the new member and congratulated them.

It was a very happy moment when DAG Douglas announced their new member Man Cheuk Fei will be inducted in this meeting. DG Eugene, accompanied by President Dora, together with the proposer PP Benny and Man Cheuk Fei proceeded to the rostrum for the ceremony. After President Dora read out the declaration, DG Eugene pinned the new member.

AG Heman thanked everyone for attending our Last Area 3 Joint Meeting, DAG Arthur then proposed a toast to RI coupled with all the clubs in attendance; he rang the bell to close the meeting and invited everyone to stay behind for group photo.



Rotary Potpourri

We have a total of 15 golf members participated our annual Golf Tournament of “THE UNCLE JOHN KWOK CUP” which was held on Monday the 5th of May, 2014 morning at Eden Course, Hong Kong Golf Club, Fanling. The results are as follows:

BEST	GROSS SCORE
Winner	PP Tajwar Shadikhan
1st runner up	PP David Li
2nd runner up	Johnny Cheng

WINNER - BEST NET SCORE	
Winner	Kevin Leung
1st runner up	PP Norman Lee
2nd runner up	PP John Kwok

Closest to Pin	Johnny Cheng
	PP Steven Liu
Longest Drive	PP Heman Lam
	PP Steven Liu
Booby Prize	Pres. Jonathan Lamport, DGND Eric Chin

Besides, we had a dinner party on the same evening at Chinese Recreation Club, Causeway Bay. We enjoyed a good time of fellowship.



LAUGH FOR THE WEEK

Men Are Just Happier People --
 What do you expect from such simple creatures?
 Your last name stays put.
 The garage is all yours.
 Wedding plans take care of themselves.
 Chocolate is just another snack...
 You can never be pregnant.
 You can wear a white T-shirt to a water park.
 You can wear NO shirt to a water park.
 Car mechanics tell you the truth.
 The world is your urinal.
 You never have to drive to another gas station restroom because this one is just too icky.
 You don't have to stop and think of which way to turn a nut on a bolt.
 Same work, more pay.
 Wrinkles add character.
 Wedding dress \$5000. Tux rental-\$100.
 People never stare at your chest when you're talking to them.
 New shoes don't cut, blister, or mangle your feet.

One mood all the time.
 Phone conversations are over in 30 seconds flat.
 You know stuff about tanks.
 A five-day vacation requires only one suitcase.
 You can open all your own jars.
 If someone forgets to invite you,
He or she can still be your friend.
 Your underwear is \$8.95 for a three-pack.
 Three pairs of shoes are more than enough.
 Everything on your face stays its original color.
 The same hairstyle lasts for years, even decades.
 You only have to shave your face and neck.
You can play with toys all your life.
 One wallet and one pair of shoes -- one color for all seasons.
 You can wear shorts no matter how your legs look.
 You can 'do' your nails with a pocket knife.
 You have freedom of choice concerning growing a mustache.
 You can do Christmas shopping for 25 relatives
 On December 24 in 25 minutes.



YEAR 2013-2014

YEAR 2013-2014						
<i>President</i>	<i>Secretary</i>	<i>Treasurer</i>	<i>Ex-Officio</i>	<i>Club Advisor</i>		
Jonathan Lamport	Avis Kong	Laurence Chan	Nancy Yee	Peter Hall Henry Chan	YK Cheng Hubert Chan	
<i>Directors:</i>						<i>PP Council Rep</i>
John Kwok	Eric Chin	Stacy Ho	Heman Lam	Norman Lee	William Wong	Andrew Chen
<i>Service Chairs:</i>						
Anthony Kwong	Kevin Leung	Dr. Freddie Wu Teresa Ho	Sharon Lamport	Laurence Chan		

Club postal address: P.O. Box 47064, Morrison Hill Post Office, Hong Kong

Club website: <http://hkie.rotary3450.org>

Make-up cards to Club Secretary: Ms Anne Ng

c/o Li, Tang, Chen & Co., 10/F, Sun Hung Kai Centre, 30 Harbour Road, Wanchai, Hong Kong

Tel : (852) 2827 8663 (ext.176) Fax : (852) 2827 5086

**ROTARY CLUB OF HONG KONG ISLAND EAST MEETS EVERY WEDNESDAY, 12:30 p.m.
 at Regal Hong Kong Hotel, Causeway Bay, Hong Kong.**

Meeting Photos for 16th May, 2014



(L TO R) Guest Simon Ng, IPP Nancy and Rtn Avis



(L to R) Rtn Avis, Rtn Jason and Friend



Dir William and Two attractive Guests



PPE Norman, AG Heman and Friend



Guest Speaker Mr.Coil Lam Wai Chun and PDG Tony



AG Heman makes his announcements and introduce the host clubs Presidents



PPE Norman greets everyone



Part of the head table with five Presidents of the host clubs



PPE Norman makes the announcements of our club



(L to R) Rtn Jason, Friend, and Pres. Jonathan.



Pres. Jonathan and PP Kar Hing Lee of Hong Kong Harbour



Rtn Peter Yeung is seated with charming guest.



Pres. Jonathan and Dir William



The guest speaker Coil Lam making his speech.



Mr Coil Lam speaking.



All Club Presidents giving souvenir banners to the guest speaker



Group Photo of the meeting on 16th May, 2014