



# ROTARY GRIQUA

OFFICIAL BULLETIN OF THE ROTARY CLUB OF KIMBERLEY

31 August 2020

<http://rotarykimberley.org.za/>

## 6 MYTHS OF DOING BUSINESS IN CHINA

**MYTH No. 1: Language is too much of a barrier:** There's a new generation of Chinese who've studied abroad and have an excellent grasp of English. While they may not be up on the latest buzzwords or use complex western business jargon, you might find it a refreshing change to conduct meetings in plain simple English with your Chinese colleagues.

**MYTH No. 2: It's an unsophisticated market:** If you thought there was a lack of disposable income in the Chinese market, think again. In fact, it's estimated that 76% of China's population will be considered middle class by 2022. That's a hefty chunk of potential new customers.

**MYTH No. 3: They resist doing business with Westerners:** The Chinese have no problem with western business people. But they certainly have a problem with western business traits like brashness, impatience and rudeness. If you're willing to take the time to forge strong, mutually respectful relationships, you can reap massive, long-term rewards here.

**MYTH No. 4: You just can't get the people:** China has one of the biggest, most well-funded education systems in the world. So if you're looking to expand here, you'll have access to lots of bright, skilled people across a wide range of disciplines. If you've got the jobs, they've got the workforce.

**MYTH No. 5: You've got to be big to succeed:** China isn't just another outpost for huge multinationals looking to expand their reach. Manufacturing costs can be up to 80% cheaper in China which means it's a great place for smaller businesses to make strategic partnerships. It could provide just the leg-up your business needs.

**MYTH No. 6: It's a closed shop:** Couldn't be further from the truth. China is actively looking to open up its market to foreign investors. In fact, the Chinese government has created 11 free trade zones in major cities for that very purpose.

**MYTH No. 7: It's hard to get around:** Yes, it is unquestionably huge – the 3rd largest country in the world by total land mass. But China has made every effort to shrink the time it takes to criss-cross the country. Significant investment in the road network has led to the creation of the longest highway system in the world. Nearly all the provinces and regions are connected by the world's 3rd longest rail network and the fast trains are very, very fast. And by 2020, it plans to have 240 airports.

**MYTH No. 8: Apart from Beijing and Shanghai, forget it:** China's rapid urbanization has led to the explosive growth of major cities through the country. What's more, many of these cities have developed their own specialized industries – for instance, Huainan is big on equipment manufacturing, Guiyang is becoming the home of big data and Hengyang is a hub for electronics. This means that foreign businesses can now target the location of their Chinese investments more precisely than ever.

**MYTH No. 9: They're imitators not innovators:** While the Chinese have acquired a reputation for being western copycats in the tech sector, that perception is shifting rapidly. With increased government support and strong GDP growth, Chinese companies are increasingly leading the way and giving Silicon Valley a run for its money. Right now, it's a country that's never been more willing to embrace new ideas.

## NOTE

In the lockdown period, our Rotary Club meets On-Line. Rotarians and Friends of Rotary are welcome to join. Use the following link to join the meeting just before the published time – see our Calendar overleaf.

<https://www.gotomeet.me/D9370-GTM-Organiser/kimberley-gtm>

If you have any problems, please contact Barry Downs on 083 621 9911

### ROTARY CLUB OF KIMBERLEY

2020-2021

Chartered 20 August 1951

Rotary District 9370

RI President: Holger Knaack

District Gov: Maud Boikanyo

Assistant Gov: Rob Gibson

Club President: Ken Quinn

Club Secretary: Corlia van Tonder

Club Board:

Barry Downs

Gill Quinn

Colleen Fairweather

Peter Thomas

Amanda van Zyl

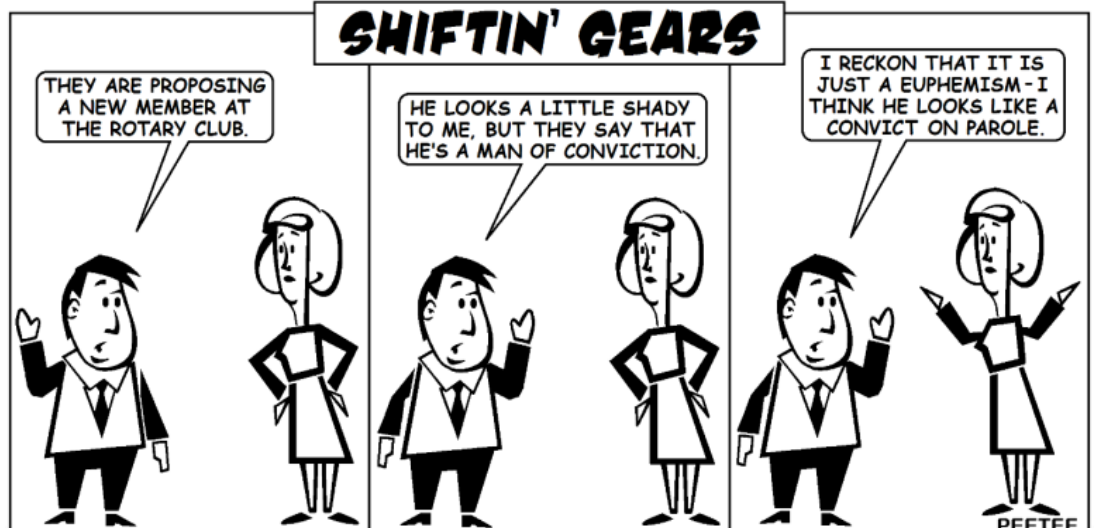
Bulletin Editor: Peter Thomas

Club Meetings:

Kimberley Club

Mondays 12:45 for 13:00

INFO: 084 688 0508



# CALENDAR & DUTIES

## AUGUST

(Membership & Extensions Month)

31 Aug: ON-LINE ROTARY MEETING – 12:45

## SEPTEMBER

(Basic Education and Literacy Month)

7 Sept: NO MEETING

14 Sept: ON-LINE ROTARY MEETING – 12:45

21 Sept: NO MEETING

28 Sept: ON-LINE ROTARY MEETING – 12:45

## OCTOBER

(Alumni Month)

MEETING SCHEDULE TO BE ANNOUNCED

When you talk, you are only repeating what you already know.



But if you listen, you may learn something new.

Dalai Lama

SUBMISSIONS FOR THE ROTARY GRIQUA ARE WELCOMED. PLEASE E-MAIL TO:  
[petertee@vodamail.co.za](mailto:petertee@vodamail.co.za)



Rotary Opens Opportunities

**Disclaimer:** The views expressed in this newsletter are those of the editor and the contributors. They do not necessarily reflect the views of the Rotary Club of Kimberley, of Rotary District 9370 or of Rotary International.

## DUTIES

*If you are unable to do a duty, please make arrangements for a substitute.*

### WEEK OF 31 AUGUST (On-Line Meeting)

FELLOWSHIP: No Duty

CORPORAL: Brenda Booth

TUES COFFEE CLUB: No Duty

### WEEK OF 7 SEPTEMBER

NO LUNCH MEETING – No Duties

TUES COFFEE CLUB: No Duty

### WEEK OF 14 SEPT (On-Line Meeting)

FELLOWSHIP: No Duty

CORPORAL: Maatje Brand

TUES COFFEE CLUB: No Duty

### WEEK OF 21 SEPTEMBER

NO LUNCH MEETING – No Duties

TUES COFFEE CLUB: No Duty

### WEEK OF 28 SEPT (On-Line Meeting)

FELLOWSHIP: No Duty

CORPORAL: Barry Downs

TUES COFFEE CLUB: No Duty

## CELEBRATIONS

### BIRTHDAYS

- 22 Sep Gill Quinn
- 23 Sep Gordon Dally (Honorary)
- 29 Sept Marie Parsons (Honorary)
- 04 Oct Peter Hohne (Honorary)
- 13 Oct Pete Van Zyl
- 14 Oct Colleen Fairweather
- 24 Oct Corlia Van Tonder
- 27 Oct Kevin Fairweather

### WEDDING ANNIVERSARIES

- 29 Aug Mike & Beryl Bradnum (Honorary)
- 27 Sep Corlia & Dries Van Tonder
- 14 Oct Colleen & Kevin Fairweather

### INDUCTION ANNIVERSARIES

- 05 Oct 2010 Corlia Van Tonder

### COFFEE CLUB BIRTHDAYS

- 10 Sept Dennis Sparrow
- 13th Peter Gibbs