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No. 5 – June 2019



**June meeting**  
**Travel Experiences**  
**in 1980's China**



**John Black**

**Friday, June 28, 5:30 p.m.**



John spent a number of years in China studying for his qualification in Traditional Chinese Medicine. He will recount some of his experiences travelling in China at a time when few westerners ventured outside major cities or without organised tour groups.

Dmitri Romanenko will give a presentation on the Tea Ceremony before John's talk.

The meeting will be at the usual place, Hearing House, 354 Trafalgar Square (next to Synagogue Lane). We start the meeting at 5:30, the meal arrives at 6p.m. and the guest speakers may begin after 6:45 p.m. Visitors are welcome.

If you wish to have the catered meal it costs \$12. Pay cash at the meeting or by Internet banking to our new NZCFS Nelson account, 03-1354-0490726-00, use your name as reference, and contact Barbara Markland as below.

**To arrange catering, please contact Barbara Markland  
 by Monday, June 24.  
 ph. (03)544 4712 text: 021 447 180 e-mail: erm@xtra.co.nz  
 Please make sure she knows you are coming!**

## **NZCFS CONFERENCE AND AGM, Wellington May 24-26, 2019**

A brief resumé of highlights from the event was given at Nelson's meeting on Friday, May 31. These and some other items are recorded below:

### **Friday Workshop**

The purpose of the workshop was to review the Action Plan produced at the Hawke's Bay Conference in 2014. This plan had emerged from a nationwide survey of members and was aimed at determining priorities for development within the society. Most of the outcomes were seen to be of continuing relevance in 2019, but many of them had not made much progress. Society tours to China with a defined educational theme were seen to be working well, and providing an important income source.

### **Saturday Conference**

The conference theme of 'Dare to Ask: Where to from Here?' was addressed by a range of 17 speakers through the 4 sessions.

- 1 The conference was opened by HE Wu Xi, Ambassador to New Zealand. Madam Wu noted that the profound international political and economic changes over recent decades has placed us at a risky crossroads. China wants to take the road of peaceful cooperation, dialogue, and high quality development. This good road is straight ahead, Madam Wu said, and leads to partnerships, prosperity and resilient responses. Her full text can be found on the Embassy website at <http://www.chinaembassy.org.nz/eng/zxgx/t1666796.htm>
- 2 National President, Dave Bromwich spoke to the theme, emphasising the long-term non-political contribution of the society to the relationships between the people of China and NZ. He spoke of the knee-jerk responses of the media to short-term sensationalism. NZCFS needs a clearer definition in the public forum so we can contribute from our long history of friendship and cooperation.
- 3 The Vice President Youxie (Chinese Association for Friendship with Foreign Countries) spoke of many years of high-level cooperation with NZCFS and with the Sister Cities throughout New Zealand. He made the point that, although 'Sister Cities' is the term used in New Zealand and around the world, in China they are all 'Friendship Cities' as there is no suitable word for 'sister' in Mandarin (only big-sister and little-sister').
- 4 Other highlights from the day
  - The Story from Esther Fung about the plans for a Chinese Garden in Wellington's Frank Kitts Park.
  - The story from Kirsten Wong about the on-going connection between the Chinese Community and local iwi who cared for the bones from the SS Ventnor which sank off Hokianga in 1902. Read more by googling 'SS Ventnor'.
  - The report about Confucius Institute's success with MLA's working with about 65,000 school students (mainly primary) throughout the country. Four MLAs working in Wellington gave very entertaining stories of their time in NZ.

### **Sunday Morning AGM**

Annual reports were presented by President, Secretary and Treasurer and summaries presented by the heads of the various projects operating. The Treasurer painted a rather grim picture of the problem of falling membership income, and the fact that expenditure is likely to exceed income in the near future.

### **Understanding Chinese Business And Culture**

This was the topic of the talk by Bill Findlater at our last meeting.

Bill started by pointing out that while NZ was first to conclude a FTA with China, and we are valued for that, China does not need our products, and it can be difficult to see any sign of NZ products for sale. China is a huge market, and there is much opportunity for trade, but for the trade to be successful there is a need to respect the Chinese culture and the conditions in China.

In China, the position of Mayor is more important than in NZ; the mayor can open doors for business, and a business delegation including the mayor is more likely to be effective. However, once initial contact has been made through the mayor, the local Chamber of Commerce becomes the more important entity in finding partners.

Part of the process of developing trade is going to be the negotiations, and the signing of an agreement, but this is just the start. There is a relationship to develop, the process including lunches and dinners, and toasts (challenges!) in moutai.

The Chinese place great store on personal relationships in business, and this relationship and trust may become very important over time. As it develops, it can come to include the family and become more personal. Bill emphasised the importance of nurturing the relationship by maintaining the personal contact and by visiting often.

For our products to cut through, it is important businesses have developed a relationship in China. Without a relationship, there is nobody to champion your business over your competitors, and the talk wound up with the statement “Unless you have got champions at the other end, you will struggle.” and the advice that “We need to stop selling on price and sell by quality and high value”.

### **Other branches**

*Wellington branch* – instead of the normal branch meeting, members are invited to attend a lecture by Elizabeth Economy, an author and expert on Chinese domestic and foreign policy and a visiting fellow at Stanford University. She will be talking about Xi Jinping's 'Third Revolution'

“Inheriting a China burdened with slowing economic growth, rampant corruption, choking pollution, and a failing social welfare system, President Xi has reversed course, rejecting the liberalizing reforms of his predecessors. At home, the Chinese leadership has reasserted the role of the state into society and enhanced Party and state control. Beyond its borders, Beijing has recast itself as a great power, seeking to reclaim its past glory and to create a system of international norms that better serves its objectives.”

### **New members**

We welcome Sarah Thompson who lives in Motueka, and Corrina Kagaya who works at Garin College.

### **Mandarin Language Corner**

A Nelson Mandarin Language Corner has recently been established by Nelson Branch NZCFS members, with the support of our wonderful MLA, Joanna. Our aim is to create opportunities for learners of Mandarin to improve their conversational speaking and listening skills by interacting with native speakers of Mandarin. It will also provide opportunities for native speakers to improve their English and build relationships with other locals. Our inaugural gathering was held last week and was attended by four native speakers and six learners, comprising NMIT Mandarin students and one teacher, NZCFS members and NMIT Chinese students. We had a fun-filled exchange of conversation, questions, ideas and friendship. We meet every Thursday 4.30pm - 6pm, downstairs at the NMIT library.



### **From Nelson Executive – June**

Nelson Executive met on June 11 at The Green Bamboo Vietnamese Restaurant, as the Oriental is closed at present.

- *Yangjiang Student Exchange 2020*: It was decided that there would be another student exchange to Langyang Senior High School in April 2020. Up to 10 Nelson students from Years 12 and 13 would travel to Yangjiang. Their trips would be financed by NZCFS Sister City grants, and personal contributions.

- *Huangshi Friendship Tour*: Bill Findlater and Barbara Markland are working on a branch tour to Huangshi in May 2020.
- *China Week, November 13-17*: Nelson Branch is contributing ideas and resources for this 2-yearly event, sponsored by Nelson City Council. Jifang Black's plans for an Art Exhibition at Trafalgar Centre are well advanced with many expressions of interest from local artists. There will be other displays and public events involving schools, participation of visiting performers from China, Mandarin and cooking classes. Members are encouraged to contribute ideas and to help.
- *July Meeting*: George Andrews will come from Auckland to show some selections from his film-making and to talk about his research on DNA Chinese-Maori connections.

### **China Week Art Exhibition**

Jifang Black has swung into action to organise the art exhibition, and it will be a large task for the next few months. A request has been put out to artists for works to show. Works may have been exhibited before and do not have to be for sale at this exhibition.

The theme is "Images of Nelson, New Zealand, or China, with an Oriental influence." and can be either 2-dimensional or 3-dimensional. Artists may exhibit up to 4 works.

### **In the name of Confucius**

This is the title of a documentary film to be shown at the Suter Theatre on Sunday, June 29 at 6.30 pm. The advertising asks 'Why is China spending billions on educating our youth?' and implies that the Confucius Institute sponsored programmes are infiltrating schools.

Those interested should, of course, see the movie, but realise that the story of the Canadian problems are not relevant in New Zealand. Here is a statement which was issued to North Island schools by Rebecca Needham of the VUW Confucius Institute:

This documentary is an expose of the events surrounding the closure of two Confucius Institutes in Canada - it is highly critical of the Institutes. I want to assure you that, to the extent to which the events portrayed in the documentary are accurate, they in no way resemble our Confucius Institutes in Wellington, Auckland and Christchurch.

The CIs in New Zealand are under universities' management and are bound by their regulations and values. None of the language and culture courses include ideological content. The MLAs who support language teaching in schools are operating entirely to the NZ curriculum; with them, there is a commitment to supporting schools to achieve their language teaching goals, under the leadership of school principals and boards of trustees.

These comments may be helpful if you have to talk to people about responses to the film and the work of the MLAs in Nelson.

### **Dairy trade with China**

Recent news that China wants to see more of the market for infant formula controlled by Chinese companies has caused concern in New Zealand trade circles. Stephen Jacobi of NZ China Council has published a reassuring comment under the title "Don't Panic Miss Muffet". It can be found at <https://nzchinacouncil.org.nz/2019/06/dont-panic-miss-muffet/>.

It also points out that we cannot take this market for granted, New Zealand needs to work on the relationship and be prepared to listen to what the Chinese want in return. The Chinese are also looking for a level playing field for their business interests in New Zealand. "The challenge for New Zealand, with its different political system, is to manage all this in a way which meets not just our economic interests, but also our values."