

CPG China AGM

Wednesday 19th September 2012 – Committee Room 5

Minutes

Apologies

Helen Ford
Lindesay Low
Ruairidh Nicolson
Carol Turnbull
Douglas Rae
Robert Dalzell
Helena Brown
Ya Ping Wang
Ken Robinson
Jackie Baillie MSP
Hugh Henry MSP
Gil Paterson MSP
Margaret McDougall MSP
Robert Brennan

Attendees

Graeme Pearson MSP
Chic Brodie MSP
Colin Keir MSP
Fiona Maclean
Joy Hosie, Scottish Fiddle Orchestra
David Lunt, Scottish Fiddle Orchestra
Blair Parham, Scottish Fiddle Orchestra
Craig Miller, Office of Richard Simpson MSP
Judith McClure, SCEN
James Brodie, CBBC
Jim Thompson, Ricefield Arts Centre
Wan Qing, Ricefield Arts Centre
Carole Couper
Anna Tomlinson, St George's School for Girls
Lexy Docwra, University of Glasgow
Simon MaCaulay, SCEN
Judith McKerrecher, Liberton High School
Neil Phillips
Graham Thompson, Blackford Trust

Before the main meeting got underway, Judith McClure said a few words about the sad passing of Adam Dupre.

AGM Business: Vote concerning the positions of Convenor; Vice Convenor and Secretariat.

Graeme Pearson was elected Convenor

Gil Paterson was elected Vice Convenor

Irene Campbell of Howden was elected Secretariat/Treasurer:

Presentation from Joy Hosie, David Lunt and Blair Parham of The Scottish Fiddle Orchestra.

The Orchestra has been invited to tour China this winter. Joy, David and Blair spoke initially about the Orchestra and its experience of touring Scotland, the rest of the UK and much further afield.

The Orchestra aims to promote Scotland, Scottish culture and, of course, Scottish music. The SFO also does a lot of work to help raise money for charity.

The Orchestra regularly tours, and every two years SFO tours internationally. And, as a result of an invitation from the Chinese Government, that tour – this winter – will be in China.

The SFO will tour from 28th December – 13th January, playing 10 concerts in 8 cities.

SFO have received some funding from Creative Scotland, although the SFO is paying substantial costs as an organisation and also from the 65 individual members of the Orchestra who are contributing to their own costs for the tour.

The SFO is also, presently, aiming to raise commercial support – as there is an opportunity to SFO to receive some much needed funding for the tour and for a Scottish company to get some exposure in some of China, and the world's biggest cities.

Presentation from Fiona MacLean, Consultant at MacLean Commercial Consultancy, regarding her considerable experience of doing business in China.

Fiona previously worked as Company Secretary for Howden, based in the Chinese division of the company. She is now working within her own consultancy, working with small Scottish businesses trying to break into China.

For any business wanting to engage in China, they must learn and understand that relationships are key and that trust is incredibly important.

Trust, once lost, will be lost completely so delivering on promises made is incredibly important.

For this reason, and many others, it is essential to ensure that you are clearly understood and it is always worth remembering that translation is not guaranteed to deliver 100% clarity.

Chinese technological advances have made the products made in China of a greater quality than even 10-15 years ago. As such, there is no need to accept Western products if they are just mediocre. You need differentiation in your product.

Fiona also spoke about issues surrounding intellectual property and challenges that may be faced when trying to establish product identity in the Chinese market.

She also spoke about compliance with the Chinese structures that are in place for doing business.

‘Scotland in Conversation with China’ Reception

Although not a meeting, all CPG China members have been invited to a Reception being held at the Scottish Parliament on Tuesday 30th October. The reception is being held to celebrate the Scotland in Conversation with China seminar series that will kick off at Strathclyde University on Monday 29th October.

Next meeting

The next CPG China meeting will be held on Wednesday 28th November.

At that meeting Professor Christine Wong, Professor of Chinese Public Finance and Fellow of Lady Margaret Hall at the University of Oxford will be speaking, in detail, about Chinese public finances.