



**CHINESE**  
**FAMILY BUSINESS**

In Sarawak, Malaysia

*Life Stories*

TING SU HIE

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2018

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TING SU HIE

Universiti Malaysia Sarawak  
Kota Samarahan

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## **PREFACE**

This book records the life stories of some founders and successors of Chinese family businesses in Sarawak, Malaysia. In most cases, it is a rags-to-riches story but the storyline is not as simplistic as that.

When I conducted the interviews to obtain the life stories of the founders and successors of these Chinese family businesses, their stories transported me back to a time when they paddled boats up and down the river amidst the danger of crocodiles, when they tapped rubber at wee hours in the morning, and when they borrowed money from family and friends to start their business. From these humble beginnings, their businesses have grown to its current stature, passing from their hands to those of their descendants.

This book speaks of the diligence, wisdom and foresight of the founders as well as their courage to take bold steps which propelled their business to greater heights. Although the book is not a how-to book on business strategies per se, the perceptive reader will be able to discern the strategies of the inimitable founders of Chinese family businesses.

This book presents unique narratives of different trajectories of growth for the Chinese family business. Many gems are contained within the book: unique stories of lives of founders which can be an inspiration for many; glimpses into the lives of public figures who are only human in their struggles and aspirations.

Effort has been made to include as many Chinese family businesses as possible in the book to put on record a heritage of Sarawak. However, this dream of mine could not be realised because some founders wished to maintain a low profile while access to others could not be obtained. I hope there can be a sequel because there are more life stories to be told.