



## Succeeding in China

**Peter Williams**  
**Chairman**  
**Conditionaire Ltd.**

Mr. Peter Williams has spent most of his life in the Construction Industry, initially as a Chartered Surveyor, and subsequently in senior management positions with major contractors including Trollope & Colls and Costain. Positions involved extensive overseas contracts mainly in the Middle East. For the past ten years he has been involved in the development of energy saving systems concentrating on air conditioning and refrigeration units which are the major users of electricity worldwide. During the past three years much effort has been spent in marketing systems in Asia and, as a result, has formed a company in Hong Kong.

