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客戶廣告

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# 拆解「盲盒文化」

## Behind the Blind Box Culture



# CMA

## MONTHLY BULLETIN

香港工業再展翅 · 締造輝煌新一頁



香港中華廠商聯合會  
The Chinese Manufacturers' Association of Hong Kong



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內地近年掀起盲盒熱潮，風靡一眾少男少女，到底「盲盒」的魅力何在？其實，「盲盒」的概念與「扭蛋」相似，商家將動漫周邊商品、玩偶，以密封包裝盒形式出售，消費者於打開盒子後才會知道抽中那款玩具，如果想得到心儀款式，便要不斷「抽盒」。一個盲盒的售價不高，約在 49 元至 70 元（人民幣，下同）之間，加上購物過程中充滿驚喜和期待，令這股盲盒潮流瞬間籠絡了內地一群愛好冒險、注重情感體驗的 Z 世代的心。

從產業鏈來看，「盲盒」的上游產業是原創設計師、知識產權（IP）和產品生產商，中游產業則是「盲盒」企業，它們通過授權、買斷或分成等方式與 IP 企業合作，下游包括消費者及二手交易平台。

### 產業急速增長並推動其他行業創新

有數據顯示，現時內地「盲盒」市場市值已超過 25 億元，2014 年至 2018 年的年均複合增長率達 15.6%；去年在國內知名電商平台上，更有大約 20 萬名消費者在「盲盒」上花費超過 2 萬元。而「盲盒」文化亦衍生出二手炒賣市場，2018 年內地有 30 萬名「盲盒」玩家於大型網上二手交易平台上進行交易，每月放售「盲盒」數量按年大增超過 3 倍。

在眾多盲盒品牌當中，擁有多個獨家 IP 的泡泡瑪特（Pop Mart）可謂一枝獨秀，去年 12 月更正式在香港上市，其盈利達到 5.24 億元，近年更利用線上平台衝出國際，甚至「攻陷」了有動漫大國之稱的日本市場。不少內地企業亦紛紛加入盲盒大軍，盲盒

銷售從玩偶逐步延伸至美妝、服裝及鮮果等多個行業；為了吸引玩家，商家費盡心思，例如，有公司推出「盲盒奶茶」，在奶茶杯底部設置空格，撕開就能拆出品牌唇膏、眼影、頭飾和自助餐券等小禮品，頗受女性消費者歡迎；甚至有旅遊預購應用程式以「盲盒」抽機票做招徠，用戶可以平價抽取一張隨機目的地和日期的國內單程機票，引來近 2,000 萬人「瘋搶」。「盲盒」概念亦帶動其他行業的創新，產品可以透過建立 IP 品牌來拓展市場，例如有本地珠寶零售品牌商便在各大網購平台和自助零售機推出「盲盒」，促銷價格相對較低的飾品。

### 當局關注造成畸型消費

然而，「盲盒」瘋潮引起了內地政府關注，官方媒體《新華社》曾撰文，批評「盲盒經濟」令年輕人形成上癮及賭博心理，令他們不理智消費，形容是「一入盲盒深似海，從此錢包是路人」。文章又認為，監管部門應進一步規範「盲盒」經營模式，避免為社會和青少年成長帶來負面影響。

隨着內地進一步監管「盲盒」風氣，這股「驚喜經濟」能否持續發展仍然是未知之數，不過「盲盒」的興起無疑為內地潮流玩具業界開創了新局面。根據市場研究公司弗若斯特沙利文發表的報告，在可支配收入增加、潮流文化產業發展迅速，尤其是市場成功孵化出愈來愈多優質潮流玩具 IP 等因素的驅動下，中國潮流玩具零售的市場規模有望於 2024 年達到 763 億元，連帶的一系列商機亦叫人拭目以待。



In recent years, blind box is gaining popularity among young people in Mainland China. The concept of "blind box" is similar to that of "gashapon". Designer toys or characters are sold in sealed boxes and consumers would never know what inside until the moment of unpacking. In order to get their favourite merchandise, consumers may need to keep buying boxes, luring them to spend more. Priced between RMB49 and RMB70 only, the expectations of unknown, surprises and satisfaction are the blind box magic that wins the hearts of the adventurous and emotion-oriented Generation Z in the Mainland.

The industrial chain of the "blind box" economy is made of several elements. The upstream industries include original designers, intellectual property (IP) and product manufacturers. The "blind box" enterprises which cooperate with IP enterprises through authorisation, buyout or revenue sharing belong to the midstream. Consumers and second-hand trading platforms are in the downstream.

#### Booming business facilitating innovations in other industries

Statistics show that the market value of the "blind box" business in the Mainland has exceeded RMB2.5 billion, with a compound annual growth rate of 15.6% from 2014 to 2018. Last year, about 200,000 consumers of a famous e-commerce platform in China spent more than RMB20,000 on this game. The "blind box" culture is also driving a resale boom. In 2018, 300,000 "blind box" fans traded on an online second-hand trading platform, and the monthly sales volume jumped more than threefold year-on-year.

Among the numerous brands of "blind box", Pop Mart is a standout with several exclusive IPs. It was officially listed in Hong Kong in December last year, with a profit of RMB524 million. In recent years, Pop Mart has extended

its reach into overseas markets, including Japan, the country of animation. The fast-growing industry has drawn more players and they use new gimmicks to attract consumers. For example, a company recently launched the "milk tea blind boxes" containing a hidden gift of popular items for female consumers, such as lip balm, eye shadow, and headdress. A travel booking app rolled out a "ticket blind box" promotion and successfully attracted 20 million participants who could pick a one-way domestic ticket for a random destination and date at a very low price. The idea of "blind box" has also inspired other industries to promote their IP brands. For instance, a local jewellery retailer had created blind boxes containing affordable and themed jewellery and accessories, and sold them on various e-commerce platforms and its self-service experience corners.

#### Authorities concern about twisted consumption

However, the "blind box" craze has caught the Chinese government's attention. State-owned Xinhua News Agency published an article criticising the "blind box economy" for forming addiction, gambling and irrational spending habit among young people. The article also calls for more regulations on the sector to prevent causing negative effects on society and youth development.

It is still unclear whether the "surprise economy" will continue to grow. However, the rise of "blind box" has undoubtedly broken new ground for the designer toy industry in China. According to Frost & Sullivan, a market research company, the retail market size of art toy is expected to reach RMB76.3 billion in 2024. Factors boosting the market can be attributed to the increase of disposable income and the rapid growth of the cultural and creative industry, which has been fueled by the emergence of more and more high-quality IP toys. It is worth to keep an eye open for the opportunities and the trends.





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## 「十四五」規劃帶來無限商機

### Unlimited Business Prospects under the 14th Five-Year Plan (FYP)

日前，廠商會賽馬團體旗下的馬匹「無限商機」，在一場本地賽事中脫穎而出，先拔頭籌；廠商會同仁開心拉頭馬，舉杯慶祝的同時，更加期望本港社會繼續保持大局穩定；以及發掘無限商機，讓經濟和民生可以不斷提升。

今年三月，全國人大會議通過「十四五」規劃和 2035 年遠景目標綱要（「規劃綱要」）。規劃綱要可謂「鴻篇巨著」，既列出了國家在「十四五」時期的發展目標、工作理念以及重點任務；也反映了國家對當前及未來國際局勢和國內發展的研判、回應和部署。其中，只要我們細細閱讀關於香港的專門章節，就會發現規劃綱要帶給香港的商機是無限的，前景也是亮麗的。

規劃綱要指出：「支持香港提升國際金融、航運、貿易中心和國際航空樞紐地位，強化全球離岸人民幣業務樞紐、國際資產管理中心及風險管理中心功能。支持香港建設國際創新科技中心、亞太區國際法律及解決爭議服務中心、區域智慧財產權貿易中心，支援香港服務業向高端高增值方向發展，支持香港發展中外文化藝術交流中心」；規劃綱要還強調：「支持港澳更好融入國家發展大局、完善同內地優勢互補、協同發展機制」。

香港的社會和經濟發展，從來都離不開內地的支持與幫助。香港企業的成功更是得益於內地市場的需要，在助力國家發展的同時，也成就了自己。因此，無論企業還是個人都要深入研究規劃綱要的思路和內容，充分領會其中蘊含的新發展趨勢。只有這樣，才能用好自身優勢，把握昔日未曾注意的新商機、新市場和新消費群。

特別值得注意的是，規劃綱要提出要加快形成以國內大循環為主體、國內國際雙循環相互促進的新發展格局。從企業經營的角度看國家的「雙循環」格局，意味香港要抓緊透過大灣區為切入點，把握日益龐大和對質量要求不斷提升的內地市場；同時也要強化本港作為國際經貿超級聯絡人的重要角色，以及發揮本港作為境外融資平台的主要功能；此外，規劃綱要也為本港的「再工業化」進程提供新思路，就是要透過應用創新科技及吸納本地技術人員，幫助傳統製造業轉型升級，從而走向高端及智能製造。

A few days ago, the horse "CANTSTOPTHEFEELING" under the Chinese Manufacturers' Association of Hong Kong (CMA) stood out in a race in Happy Valley. As the Chinese name of the horse implies "Unlimited Business Opportunities", members of the CMA toasted the victory and hoped that our society would continue to maintain overall stability and explore unlimited business opportunities.

"The Outline of the 14th Five-Year Plan for National Economic and Social Development and the Long-Range Objectives Through the Year 2035" (the Outline) was endorsed earlier at the annual session of the National People's Congress in March this year. The Outline pins down the basic realization of socialist modernization as the long-range objectives in 2035, by then the country's economic and technological strength as well as composite national strength will have risen significantly. The Outline also sets out the country's development targets, philosophy and key missions in the 14th Five-Year Plan period. This important document reflects the country's assessments of the current and future international situation and domestic development, and its preparation and responses. As long as we read the special chapters on Hong Kong carefully, we will find that the business opportunities brought to Hong Kong by the Outline are limitless and the corresponding prospects are promising.

The Outline clearly supports Hong Kong in consolidating and enhancing Hong Kong's status as international financial, transportation and trade centers as well as an international aviation hub, strengthening Hong Kong's status as a global offshore Renminbi business hub and its role as an international asset management center and a risk management center, promoting the development of high-end and high value-added financial, commercial and trading, logistics and professional services, making great efforts to develop the innovation and technology industries, nurturing emerging industries, and establishing Hong Kong as the center for international legal and dispute resolution services in the Asia-Pacific region. Furthermore, the 14th Five-Year Plan raises for the first time the support for Hong Kong to enhance its status as an international aviation hub, to develop into an international innovation and technology hub and a regional intellectual property trading center, and to develop into a hub for arts and cultural exchanges between China and the rest of the world. These areas of work are all conducive to developing Hong Kong into an international metropolis with enhanced competitiveness. On social development, the Outline points out improving policy measures to enable Hong Kong and Macao residents to develop and live in the Mainland, better integrate into the overall development of the country and improve coordinated development mechanism with the country's advantages.

The social and economic development of Hong Kong has never been feasible without the supports of the Mainland. The success of Hong Kong enterprises has been benefited from the vast demand of the Mainland market. Therefore, both enterprises and individuals must thoroughly study the ideas and contents of the Outline and fully comprehend the new development trends. Only in this way can we make good use of our own advantages and seize new business opportunities, new markets, and new consumer groups that we have not noticed in the past.

The Outline also stressed that reform and innovation will be the fundamental driving forces to accelerate the establishment of a new development pattern featuring "dual circulation", which takes the domestic market as the mainstay while enabling domestic and foreign markets to interact positively with each other. Hong Kong should proactively become a participant in domestic circulation and a facilitator in international circulation amidst the 'dual circulation' development strategy of our country with the support of the 14th Five-Year Plan. Besides, Hong Kong should take the Greater Bay Area development as the best entry point to better integrate into the overall development of our country, which will bring continuous impetus to Hong Kong's economy. In addition, the Outline provides new insights for our "re-industrialization" process, which is to help the traditional manufacturing industry to transform and upgrade through the application of innovative technology and the absorption of local technicians, thus moving towards high-end and intelligent manufacturing.

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# 生產力局科研落地揚威海外 「kNOw Touch 無觸按鈕」防疫有功



「kNOw Touch 無觸按鈕」  
"kNOw Touch – Contactless Elevator Control Panel"

疫情下各行各業面對經營挑戰，同時亦加速行業數碼轉型，激發創意產業發展，不少防疫抗疫研發應運而生。當中香港生產力促進局（生產力局）技術團隊研發的「kNOw Touch 無觸按鈕」方案，透過隔空方式按動升降機，降低傳播新冠病毒的風險。這項研發近日更在「日內瓦國際發明展 2021」中脫穎而出，勇奪「評審團特別嘉許金獎」殊榮，足証本地研發備受國際肯定，揚威海外。

「kNOw Touch 無觸按鈕」是基於紅外線感應以提供非觸摸式按鈕界面的一項應用，由紅外線傳感器、驅動系統和電梯按鈕控制設備組成，可實現在無觸碰下準確感應手指按鍵位置，而安裝亦方便簡單，無需改動原有的按鍵。這項由生產力局為抗疫而自主研發的發明，充份展示了本地科研及技術發展的優勢，研發成果能在世界舞台上發光發亮。

「kNOw Touch 無觸按鈕」方案是創新科技署為應對新冠病毒疫情而推出的「公營機構試用計劃」下的獲批項目之一，在香港特區政府創新及科技局以及創新科技署大力支持下，目前已於香港多個地點如政府部門、公營機構辦公大樓、香港國際機場、商場、市政大

廈、教會、私人屋苑、私人機構等升降機內率先應用，技術並已獲得本地及多個地區專利。

生產力上月亦分別與路邦數碼有限公司（路邦）及迅達升降機（香港）有限公司（怡和迅達）簽署技術授權協議，將「kNOw Touch 無觸按鈕」方案於香港大力推廣並擴展至內地、一帶一路國家及亞太區，展示了生產力局為世界各地共同抗疫的決心，以及在科研及技術發展應用層面的積極性及專業能力。

對香港的創科行業和初創公司來說，「kNOw Touch 無觸按鈕」的成功研發無疑是一次優秀的示範，無論他們所研究的科技內容複雜還是簡單，都可以將其轉化為商業產品，更可借力於香港的科研機構如生產力局，協助完成科技產品的商業化。

如欲了解「kNOw Touch 無觸按鈕」方案詳情，請按下列連結：  
<https://www.hkpc.org/zh-HK/our-services/smart-mobility/latest-information/touchless-lift-panel>

## HKPC's R&D Commercialisation Shines Bright with "kNOw Touch - Contactless Elevator Control Panel" Contributing to Pandemic Prevention

The COVID-19 pandemic has brought challenges to various industries, but also accelerating industry upgrade and digitalisation. Innovative industry development has never been more thriving, giving birth to preventive and anti-pandemic inventions. Among which the "kNOw Touch - Contactless Elevator Control Panel" developed by Hong Kong Productivity Council's (HKPC) technical experts helps lessen the risk of coronavirus transmission with no contact to the elevator buttons. The invention has recently garnered the Gold Medal with Congratulations of Jury in the "2021 Geneva International Exhibition of Inventions", serving as a testimony to Hong Kong's well-recognised R&D capabilities across the world.

Comprising of an infrared touch sensor, a relay control device and an elevator button control device, the "kNOw Touch - Contactless Elevator Control Panel" is a sensor bar application for providing a touchless button interface. It can locate the position of users' fingertip and map the position with the lift button panel. It is also easy to install without the need of vast mechanical alteration. This home-grown "kNOw Touch" innovation to combat COVID-19 exhibits competence of Hong Kong's innovation and technological development, also shining bright the R&D results at the international arena.

As one of the approved projects under Innovation and Technology Commission's (ITC) Public Sector Trial Scheme to combat the COVID-19 epidemic, the "kNOw Touch" solution, with the support from both Innovation and Technology Bureau and ITC of the HKSAR Government, has already found its presence in many locations across Hong Kong such as government departments, office buildings of public organisations, Hong Kong International Airport, shopping centres, municipal buildings, places of worship, private housing estates and private organisations etc. The technology has also been patented locally and in several other regions.

Last month, HKPC signed two technology licensing agreements with Roborn DT Limited (Roborn) and Schindler Lifts (Hong Kong) Limited (Jardine Schindler) respectively to promote the solution not only in Hong Kong but also to the Mainland, One Belt One Road countries and the rest of the Asia-Pacific region. It demonstrated HKPC's resolve to combat the COVID-19 epidemic with the world, plus its enthusiasm and profession in R&D and applied technology development.

The "kNOw Touch" innovation is no doubt an exemplar to innovation and technology industries, as well as startups in Hong Kong. No matter how sophisticated or how simple the product is, commercialisation is feasible. They can ride on R&D institutes in Hong Kong, like HKPC, to help commercialise their technological products.

For more details about the technology, please click the following link: <https://www.hkpc.org/en/our-services/smart-mobility/latest-information/touchless-lift-panel>

資料提供 Information provided by :

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「kNOw Touch 無觸按鈕」方案於「日內瓦國際發明展 2021」榮獲最高級別的「評審團特別嘉許金獎」，顯示出生產力局為社會防疫抗疫出一分力的科研成果。

"kNOw Touch - Contactless Elevator Control Panel" solution won the highest accolade of Gold Medal with Congratulations of Jury at "2021 Geneva International Exhibition of Inventions", showcasing HKPC's R&D achievements that contribute towards the community's anti-epidemic efforts.

## 本會活動速遞 CMA Focus

### 2021 May Event

年  
5  
月份活動



廠商會「在商『研』商」交流會

Bring tech to business

日期 Date : 4 / 5 / 2021

查詢電話 Enquiry Hotline : 2851 1555



「僱傭關係法律原則須知—僱傭合約的互信條款案例分析」網絡工作坊  
Online Workshop on "Notes on the Legal Principles of Employment Relations - Case Study of Mutual Trust and Confidence in Employment Contracts"

日期 Date : 14 / 5 / 2021

查詢電話 Enquiry Hotline : 2542 8634



「DISC 領袖培訓」網絡工作坊

Online Workshop on "DISC Leadership Training"

日期 Date : 17 / 5 / 2021

查詢電話 Enquiry Hotline : 2542 8691

### 2021 June Event

年  
6  
月份活動



工廈重建標準金額補地價先導計劃網絡交流會  
Webinar on Pilot scheme for charging land premiums at standard rates for redevelopment of industrial buildings

日期 Date : 待定 (TBC)

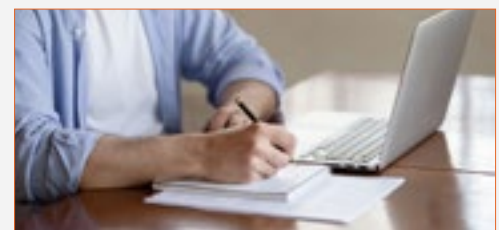
查詢電話 Enquiry Hotline : 2851 1555



「CMA 良倉」Facebook 直播  
"CMA E-warehouse" Facebook Live Show

日期 Date : 待定 (TBC)

查詢電話 Enquiry Hotline : 2851 1555



「建立職位描述」網絡工作坊

Online Workshop on "Writing Job Descriptions"

日期 Date : 7 / 6 / 2021

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# 城大研發新策略 製作高強度兼延展性合金

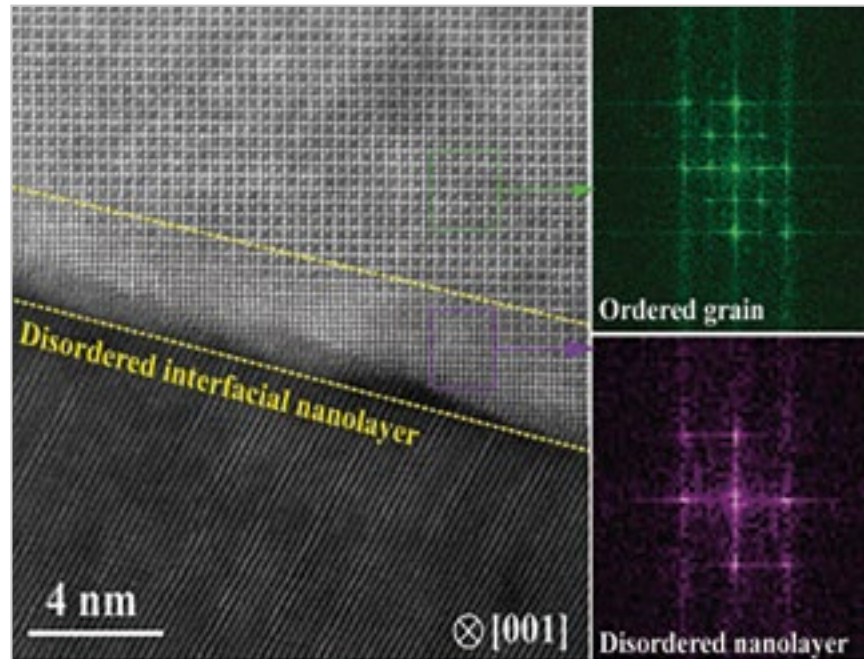
## CityU discovers a new strategy for making high-strength and ductile alloys

超晶格合金具備良好的化學結合強度及低原子流動特質，適用於高溫環境，但在拉伸變形過程中卻又易於斷裂。由香港城市大學（城大）工學院大學傑出教授劉錦川教授領導的研究團隊，發現了解決以上問題的新方法。團隊研發出新策略，可製造出含無序界面納米層的多組元超晶格合金，於不同溫度下兼具高強度及延展性。

以往認為添加微量的硼可以增強晶粒邊界（晶界）的黏聚力，從而顯著改善拉伸延展性。研究團隊發現，硼濃度添加至 2.5 at. % 後，合金沿着晶界會出現一層超薄的無序界面納米層。此納米層含有數種基本合金元素，無序的原子結構抑制了晶粒與晶粒之間變脆斷裂，使延展性遠高於預期。

此外，研究團隊發現即使在 1050°C 的高溫處理 120 小時後，晶粒尺寸增大的程度也不明顯。在高溫下，大部分傳統結構材料的晶粒會快速增大，結構因受熱而變得不穩定，材料強度隨之急降，嚴重影響應用。研究團隊認為，這種納米層對於在高溫下抑制晶粒增大及保持其強度至關重要。無序納米層的熱穩定性，令這種合金適合用作高溫環境下的結構材料。是次研究不但有利未來研發高強度材料，並為進一步提升合金性能開拓新方向。

研究結果已在頂尖學術期刊《科學》上發表，論文題為「超高強度及延展性：含納米級無序界面的超晶格合金」。



於晶界出現的超薄無序納米層，其厚度約為 5 納米。

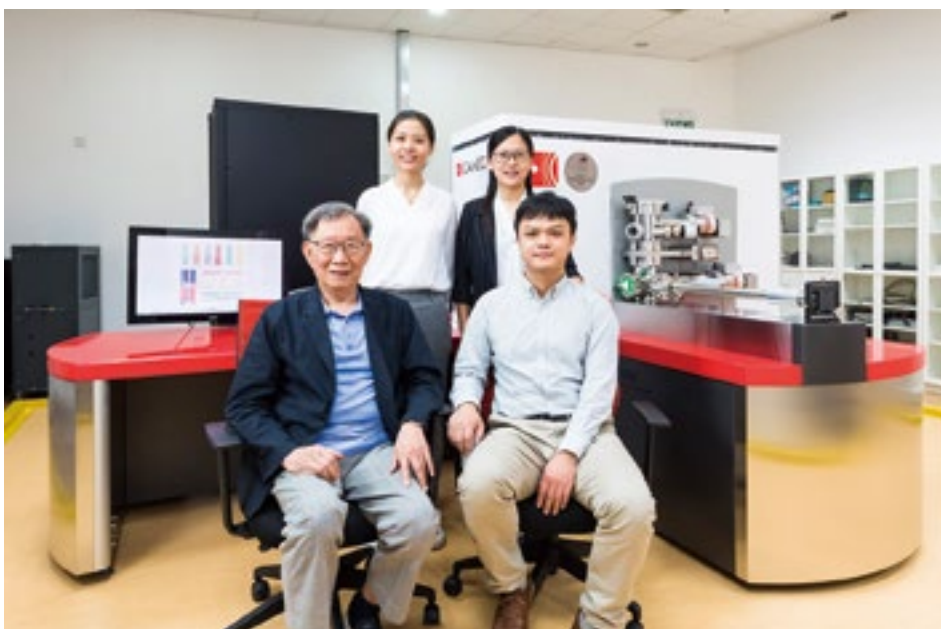
The ultra-thin disordered layer at the grain boundaries is about 5 nm thick.

The strong chemical binding and low atomic mobility of superlattice alloys make them very attractive to high-temperature structural applications. However, the highly ordered crystalline structure makes them brittle. The research team led by Professor Liu Chain-tuan, University Distinguished Professor in the College of Engineering, City University of Hong Kong (CityU), has devised a new approach to resolve this problem. The team has discovered a new strategy for fabricating multicomponent superlattice alloys with disordered interfacial nanolayers that have both high strength and good ductility at various temperatures.

According to conventional wisdom, adding trace amounts of boron substantially improves their tensile ductility by increasing grain-boundary cohesion. The team came up with the idea to add excessive amounts of boron to the multicomponent alloys. By increasing the boron concentration to 2.5 at. %, the alloy that the team synthesised has an ultra-thin disordered interfacial nanolayer along the grain boundary. The ultra-thin layer contains multiple principal elements with disordered atomic structures that prevent brittle intergranular fractures.

In addition, the team discovered that the increase in grain size was negligible even after 120 hours of heating at temperatures of 1050°C. Most traditional structural materials suffer from thermally driven structural instability because of a rapid grain growth at high temperatures. As a result, the strength of these materials decreases quickly, severely limiting their use. The research team believes that the nanolayer is pivotal in suppressing growth in grain size and maintaining its strength at high temperatures. This research not only positively impact the development of high-strength materials in the future, but also open a pathway for further optimisation of alloy properties.

The findings have been published in the prestigious scientific journal *Science* under the title "Ultra high-strength and ductile superlattice alloys with nanoscale disordered interfaces".



(前排左起) 劉錦川教授、楊濤博士、(後排左起) 趙怡潞博士、樂軍華博士。

(From left, front row) Professor Liu Chain-tuan, Dr Yang Tao, (back row, from left) Dr Zhao Yilu and Dr Luan Junhua.

城大積極進行以解決問題為本的研究，造福社會。業界可透過捐款予「城就未來 共創明天計劃」，協助城大在科研等不同範疇上精益求精，貢獻人類福祉。如蒙捐贈，請與發展處聯絡（電話：34425306 或電郵：do@cityu.edu.hk）

CityU strives to pursue problem-driven research for solutions to real-world problems and a better world. You are welcome to contribute to our pursuit of excellence in research and many other aspects by making a donation to our "United, We Soar" campaign. For details, please contact Development Office at 34425306 or via email do@cityu.edu.hk.

## 廠商會 4/5 「在商『研』商」活動回顧

### 4/5 "Bringing Tech to Business"

本會致力為會員提供嶄新的創科技術資訊及投資機遇，於5月份舉辦了「在商『研』商」活動，經由本會轄下 CMA Testing 引薦極具潛力的創科企業代表，以小組會晤形式與出席者進行互動交流，介紹其最新技術，以協助業界擴展業務、減低生產成本或增加產品質量。是次活動於5月4日假廠商會大廈會議廳圓滿舉行，當日邀得香港大學牙醫學院助理院長暨牙科物質學助理教授徐傑漢博士，介紹其研發的新樹脂/複合材料在牙科、食品、孕嬰產品及相關行業的應用。是次活動出席者包括廠商會常務會董黃偉鴻、孫榮良、鄧燾，會董王偉樑，以及多家會員企業代表等。



CMA strives to provide members new and innovative technological information, and investment opportunities. Seminar named "Bringing Tech to Business" has been hosted on a regular basis. Representatives of high potential hi-tech companies will be referred by CMA Testing. The seminar will be conducted in the form of small group interacting with participants and introducing the latest technology. This would help the industry to expand businesses, lowering the production costs or enhancing product quality.

The seminar was held on 4 May. It was a great honour to have Dr. James K.H. Tsoi, Assistant Professor in Dental Materials Science of The University of Hong Kong, to share their technology of new resin/composite material. Everyone was enjoying it. Executive Committee Members of CMA, Dr. Wong Wai Hung, Mr. Sun Yung Liang, Mr. Tang To, General Committee Member, Mr. Wong Wai Leung and many representatives of members attended this session.



## 廠商會青年委員會與廠商會蔡章閣中學舉行「創意教育：名師工作室」交流會

CMA Youth Committee and CMA Choi Cheung Kok Secondary School Co-hosted the "Creative education: Master's Workshop" Seminar

廠商會青年委員會與廠商會蔡章閣中學於4月17日假該校演講室舉行了「創意教育：名師工作室」交流會，當日由青年委員會委員徐詠琳擔任講者嘉賓，向該校老師及其他學校代表分享如何為學生研發的技術申請專利及進行商品化，並即場進行互動討論，氣氛熱烈。

廠商會蔡章閣中學致力推動「一生一發明」專利發展計劃，並成立創意教育「名師工作室」，以專業引領、同伴互助、交流研討、共同發展為宗旨，推動 STEAM 教育的發展，包括進行一系列講座、工作坊、參觀、海外交流和教研等工作。

活動當日出席者尚包括青年委員會劉子芸主席、岑亦寶副主席及廠商會蔡章閣中學劉世蒼校長。



CMA Youth Committee and CMA Choi Cheung Kok Secondary School held a seminar on 17 April in the campus. Ms. Jennifer Tsui, a Committee member of the Youth Committee, was the guest speaker at the workshop. She shared with the school's teachers and representatives of other schools how to patent and commercialize the technologies developed by students. Participants enjoyed a warm atmosphere in the live interaction.

CMA Choi Cheung Kok Secondary School is committed to promoting the patent development plan of "Invention for a Lifetime" and has established the "Master's Workshop" for creative education. With professional guidance, peer assistance, discussions, and common growth, the school promotes the development of STEAM education, including a variety of lectures, workshops, visits, overseas exchanges and teaching research.

Attendees of the seminar included Ms Vanessa Lau, Chairman of the Youth Committee, Ms Popo Sum, the Vice Chairman, and Mr Lau Sai Chong, Principal of CMA Choi Cheung Kok Secondary School.



廠商會多媒體頻道 Hashtag CMA

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4月精彩回顧 April Highlights

【Talk Shop】



「明日大嶼」增加土地及房屋供應 | 多管齊下拓展土地資源  
Lantau Tomorrow Vision increases land and housing supplies | Multi-pronged measures designed to expand land resources

一連兩集的節目由時任廠商會行政總裁楊立門擔任主持，與發展局局長黃偉綸談談備受社會關注的土地政策，包括「明日大嶼」計劃、發展棕地和舊工廈活化等方面的最新發展，並探討疫情對本地商用土地需求的影響。

The 2-episode programme was hosted by the then CMA CEO Raymond L M Young, talking about land policies, a major concern of our society, with Michael Wong Wai Lun, Secretary for Development. Mr Wong shares the latest developments of Lantau Tomorrow Vision project, the conversion of brownfield sites and revitalisation of old industrial buildings. The impact of the COVID-19 on the demand for commercial sites was also discussed.



【CMA 觀點】  
【CMA Commentary】



香港綠色金融發展  
Development of green finance in Hong Kong

本集代表：廠商會常務副會長盧金榮  
CMA representative: CMA Executive Vice President Dr Lo Kam Wing



【重點活動】  
【Event Spotlight】



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## 校園動態話你知 - 廠商會中學

Campus News - CMA Secondary School

## 廠商會中學「健康校園計劃」的第一個十年

A Ten-year Milestone for our Healthy School



親手製作心意咭向父母致敬。  
Hand-made gifts to parents.

自 2011 年，位於深水埗的本會學校廠商會中學開展了禁毒基金特別撥款的「健康校園計劃」，眨眼間已有十個年頭。學校以不同的主題貫徹同一個目標去完成一個又一個的計劃；不但能促進學生健康，同時也履行社會責任。禁毒工作有賴社會的不同持份者從自己的崗位共同努力，學校作為育人的小社會實在責無旁貸。

十年的健康校園計劃分別有不同的主題精萃：「生命躍動」、「珍愛生命，充實自我」、「正向人生、活出真我」去運作每次的兩年或三年的計劃；在「不一樣的課堂」及「走出課堂」的大前提下，推行一系列具校本特色及充滿正能量的健康校園計劃。除了必須包含的校園測檢元素外，計劃中不乏具特色及趣味性的「午間鬆一鬆」、「向父母親致敬」、「多元智能興趣小組」等創新及深入師生和家長人心的項目。這些活動表面禁毒的關係看似不太大，但實際是從人本出發，考慮到青少年的成長發展需要和家校合作的前提下構思出來的。

「午間鬆一鬆」是每年十二月舉行在聖誕假前的上學日舉行的，在節慶前加強學生對抗不良引誘的技巧也是重要的。走出課堂，不同的攤位遊戲及活動，好讓學生鬆一鬆，充充電。學生透過小小創意遊戲，自然地釋出自己心中的不快和負面壓力。「向父母親致敬」是自 2014 年後每年的重要項目，活動帶上尊敬父母、家庭和諧的元素，好讓學生向父母親表達心意，促進親子關係。「多元智能興趣小組」是不一樣的課堂：動腦筋的桌上遊戲、輕鬆寫意的音藝項目、意志力體驗的歷奇挑戰等在初中三年不停發放光芒。

第一個十年以正向態度、拒絕引誘、健康習慣和個人成長完成使命，期待下一個十年的新願景。

文稿提供：廠商會中學

The launch of "Healthy School Programme" - supported and sponsored by The Beat Drugs Fund (BDF) since 2011 - welcomes its first ten-year celebration. CMA Secondary School (CMASS) has been making excellent use of the funds provided by the BDF, which are expended effectively in various anti-drug campaigns. Indeed, the programme aims at alerting our youth to the dangers of drug abuse whilst raising their awareness of the importance of a healthy lifestyle. With tremendous efforts put forth by our school, this programme has made an impactful difference to the participants.

Events in the past decade encompassed different themes, such as "Lift up Life", "Love My Life, Strength My Path" and "Positive Life, Live True" which were held in the forms of 2-year or 3-year plans. What's more, through organizing "Not the Same Classroom" and "Get out of Classrooms", a series of school-based Healthy School events with positive energy was implemented. Apart from involving the element of drug testing, our students and parents were also enthralled by unique and fun-filling activities by participating in "Relax at Noon", "Salute to Parents" and "Diversified Smart Interest Group" campaigns. Students could take advantages of these well-planned, creative and informative campaigns aiming at promoting individual well-being to prevent the dangers of drug abuse. Hence, the growth of teenagers is being taken care of through the collaboration of parents and school.

"Relax at noon" is held before Christmas every year. It focuses on training personal skills for resisting temptations. By students' participation in this creative and educational campaign, not only can they enhance their ability against the temptation of drug, but they will also enjoy the festive vibe with their classmates. Besides, "Get Out of Classroom" allows students to enjoy fun game booths to relax and recharge themselves so as to let go their unhappiness and stress. "Salute to Parents" has been another essential event since 2014. Its goal is to push forward the harmonious family relationship and the notion of mutual care and respect, and through active and positive initiatives, to create a social atmosphere that values family harmony. Last but not least, "Diversified Smart Interest Group" provides unique classes like board games, musical programmes and adventurous challengers that emphasise the intellectual development of students, providing them with the skills to get ready for their bright future.

We mark the first tenth anniversary of our Healthy School Programme fulfilling missions to promote positive attitude, temptation-free, healthy habits and individual growth. We are looking forward to another new decade with new visions for our Healthy School Programme and our future generations!

Article Provided by : CMA Secondary School



多元智能盡發揮  
Bring into multiple Intelligence



對準目標齊抗毒 Target is Anti-drug



午間鬆一鬆 Relax at noon



## 創效於樂 · 感官體驗

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我們致力於利用黑暗及無聲的獨特之處，為企業或團隊提供專屬的變革性學習體驗，以滿足培訓及發展目標。

##### 黑暗體驗旅程（個人 / 家庭 / 情侶 / 朋友）

顛覆你想像，挑戰你感官！進入一個看不見的世界，沒有光線，沒有色彩，視障導賞員將帶領你換個角度看世界，讓黑暗喚醒你的新視角。

##### 無聲體驗活動

反轉傳統思維，以眼代耳，以手代口，啟發大腦潛能，參加者將分成不同小隊，在無聲環境下與我們的聾人導師透過身體語言溝通，完成任務。

\* 社會上不同的殘疾人士（如視障人士、聾人等），他們都擁有獨特的能力，我們稱為「多元人才」。



Dialogue in the Dark (HK) Foundation is the Hong Kong's first DARK and SILENCE experiential exhibition providing series of innovative Impactainment (Impact + Entertainment) and transformative experiences, and promoting new perspective of social inclusion, diversity and equality to the general public, business, education and tourism sectors. All experiences and programs are co-designed with PoDs\*, combining interactive digital elements for an immersive and rewarding experience.

#### Our Experience

##### Corporate Solution - Workshop

We dedicates to customize Transformative Learning Experiences employing the uniqueness of DARKNESS and SILENCE to meet the learning and professional objectives of your organization or team.

##### Dialogue in the Dark (Individual/Family/Couple/Friends)

An experience takes you away from a sighted world to complete Darkness, moving through simulated daily environment with a cane, exploring the unseen, escorted by our visually impaired guides. See a world from a different perspective.

##### Silence Experience

The Silence Experience redefines learning by using senses other than listening and inspires creativity. Participants divided into teams, they need to use the body language or other means to communicate with their teammate and our professional deaf trainers in total Silence. This program not only challenges participants' communication skill, but also requires creativity to win the detective badge!

\*\*"People of Differences" means People with disabilities such as the blind, the deaf etc. All of them have different abilities or talent, we build a platform for them to showcase their abilities or talent.



資料提供 Information provided by：黑暗中對話（香港）基金會 Dialogue in the Dark (HK) Foundation

電話 Enquiry Hotline: 2310-0833

地址 Address: 九龍長沙灣長義街9號 D2 Place 第1期7樓B室 Unit B, 7/F, D2 Place ONE, 9 Cheung Yee Street, Cheung Sha Wan, Kowloon

電郵 Email: [exhibition@dialogue-experience.org.hk](mailto:exhibition@dialogue-experience.org.hk)

網址 Website: <https://dialogue-experience.hk/en/homepage/>

# 關於培育發展戰略性產業集群「智造之光」 綜合金融服務方案的通知

## Notice on the Integrated Financial Service Solution of "Intelligent Manufacturing" for Promoting Development of Strategic Industrial Clusters

為助力培育若干具有全球競爭力的產業集群，廣東省工業和信息化廳、中國建設銀行廣東省分行開展政銀合作，結合廣東省實際和雙方職能，推出面向戰略性支柱產業集群和戰略性新興產業集群的「智造之光」綜合金融服務。強化信息共享和政策協同，在政策、平台、產品和服務等方面為企業提供支持，未來五年向我省戰略性產業集群企業給予綜合融資金額 6000 億元（人民幣，下同），包括提供貸款、貿易融資、投資、債券等綜合融資服務。加快推進我省戰略性產業集群建設，助力我省製造業高質量發展。「智造之光」專屬產品共 11 個，其中包括：

### 1. 智造經營流貸：

服務對象為產業集群中存在日常周轉資金需求的製造企業。省建行提供「製造業經營貸」流動資金貸款產品，用於製造企業日常生產經營周轉，包括備品備料、進貨採購、支付工資等合理需求。融資金額不設上限，在核定額度之內根據製造企業的真实需求合理確定；融資方式可結合製造企業經營實際情況採用信用方式辦理，不需額外抵質押；對具備條件的，也可採用製造企業在科技研發方面所持有的專利技術、知識產權等進行質押融資，有效提升製造企業在科創融資上的可獲得性，融資期限可達 3 年。

### 2. 智造小微快貸：

服務對象為產業集群中輕資產、缺乏有效擔保、有中短期融資需求的小微企業。省建行提供全流程線上辦理的「小微快貸」特色融資服務。融資方式上為信用貸款，免抵押、免擔保，額度最高可達 1000 萬元，貸款期限最長 1 年。製造企業可通過建行平台進行操作，自主支用、隨借隨還，並按實際使用金額及天數計息。

關於培育發展戰略性產業集群「智造之光」綜合金融服務方案的通知的詳細內容，請參閱：[http://gdii.gd.gov.cn/zwgk/tzgg1011/content/post\\_3232117.html](http://gdii.gd.gov.cn/zwgk/tzgg1011/content/post_3232117.html)。

而在產業發展專屬融資服務方面，廣東省工信廳還分別與中國農業銀行廣東省分行、中國光大銀行、上海浦東發展銀行，以及中國工商銀行發佈有關產業集群專屬融資服務方案的內容，以及廣東省規劃的戰略性產業集群內容，詳情請參閱廣東省工信廳「政策規劃」欄目：<http://gdii.gd.gov.cn/zcgh3227/index.html>。



In order to help promote development of certain industrial clusters with global competitiveness, political-banking cooperation was kicked off between the Department of Industry and Information Technology of Guangdong Province and the Guangdong branch of China Construction Bank with the "Intelligent Manufacturing" integrated financial service solution launched for strategically key industrial clusters and strategic emerging industrial clusters. Through strengthening information sharing and policy collaborations, support will be provided to enterprises in terms of policies, platforms, products and services. Integrated financing in amount of RMB (same for bellow) 600 billion will be granted to enterprises of the Guangdong strategic industrial clusters within the next 5 years in forms of loans, trade finance, investments and bonds. This is aimed to accelerate development of strategic industrial clusters and promote premium development of the manufacturing industries in our province. There are 11 proprietary products under the "Intelligent Manufacturing" solution, including:

#### 1. Operation loan for intelligent manufacturing:

The targets of service are manufacturing enterprises with liquidity problem in the industrial cluster. The CCB of the province will offer liquidity loan product known as "Manufacturing Operation Loan" to help manufacturing enterprises solve liquidity issues to meet the needs in routine business. They include such reasonable needs as spare parts and materials, procurement of stocks and wage payment, etc. No upper limit is set, approval will be granted according to actual needs provided that the amount is within the limit. The financing may be provided by way of credit in the light of the manufacturing enterprise's actual operation without additional pledge required. Enterprises with good conditions may finance with patented scientific technologies and intellectual properties as the pledge. This will effectively make financing easily accessible to the manufacturing enterprises for scientific innovation. The term of financing is 3 years to the maximum.

#### 2. Quick loan for intelligent manufacturing MSEs:

The targets of service are micro and small intelligent manufacturing enterprises with short-term financing needs but have light assets and no effective guarantee. The CCB of the province will help with "Quick Loans for MSEs", a special financing service completely applied on-line in the form of credit loan with no pledge and guarantee required. Up to 10 million yuan will be loaned with financing term of one year the longest. Manufacturing enterprises may operate on CCB platform to lend, draw down and repay at their own paces with interests calculated on the amount actually used and number of days.

Details about the Notice on the Integrated Financial Service Solution of "Intelligent Manufacturing" for Promoting Development of Strategic Industrial Clusters are available at: [http://gdii.gd.gov.cn/zwgk/tzgg1011/content/post\\_3232117.html](http://gdii.gd.gov.cn/zwgk/tzgg1011/content/post_3232117.html).

As for special financing service for industrial development, the GDDIIT promulgated details of the special financing solution for the industrial clusters in cooperation with the Guangdong branch of Agricultural Bank of China, China Everbright Bank, Shanghai Pudong Development Bank and Industrial and Commercial Bank of China, as well as details of the strategic industrial clusters planned by the Guangdong province. Details are available under "Policy Planning" section of the GDDIIT's website: <http://gdii.gd.gov.cn/zcgh3227/index.html>.

資料整理：香港中華廠商聯合會商會事務部

備註：本文稿內容以中文版為準

Collation: CMA Mainland Office

Remarks: The Chinese version of this article shall prevail

## 會員工商批發告示專欄

## Notice for Members' Business Wholesale

會籍部一直致力提升會員之間的溝通及交流，為此「會員月報」(CMA Monthly Bulletin)將新設「會員工商批發告示專欄」，免費為會員刊登工商批發徵求告示，藉著龐大的會員網絡，冀能協助促成交易，互惠互利。有興趣刊登專欄的會員，敬請填妥連結 (<http://www.cma.org.hk/uploads/ckfinder/files/sell.pdf>) 內的回條並連同一張產品相片 (如有，必須 jpeg 檔及大小 2MB 或以上)，先以電郵 (以 Word 檔回傳) 逕交會籍部 (電郵: bowie@cma.org.hk) 作審批，本會將有專人聯絡及跟進。倘有垂詢，請致電會籍部服務熱線 (電話: 2851 1555)。

The Membership Department always endeavours to enhance the communication and exchange amongst members. In this light, the CMA Monthly Bulletin will establish a new "Notice for Members' Business Wholesale", which is free of charge for members to publish requests for business wholesale. Through the extensive membership network, it is hoped that the Notice Column could assist in forging trades and facilitating mutual benefit. Members who are interested in placing a notice should complete the reply slip in the link (<http://www.cma.org.hk/uploads/ckfinder/files/sell.pdf>), attach a photo of the product (if any, in jpeg format and file size of 2MB or above), and send an Email (in word file format) to the Membership Department (Email: bowie@cma.org.hk) for approval. CMA staff will follow-up and contact respective members. For enquiries, please call the service hotline of the Membership Department (Tel: 2851 1555).



產品名稱: Sellery 鋰電充電批 3.6V  
 公司名稱: 金輪貿易有限公司  
 會員編號: 004624  
 批發數量及價格: 2個 HK\$115/個

產品介紹: 鋰電充電批 3.6V

聯絡人: 李小姐  
 聯絡電話: 25663711  
 查詢電郵: li@gwg.com.hk  
 網址: <https://www.gwg.com.hk>



產品名稱: Camelion Super Heavy Duty  
 公司名稱: Camelion Enterprises Limited  
 會員編號: 009485  
 批發數量及價格: 10K / HK\$0.6/pc

產品介紹: 最經濟、最理想的能源解決方案。電池採用了獨特的生產工藝，去除了汞、鎘等有害物質，不僅提升了放電性能，更綠色更環保。

聯絡人: Henry Poon  
 聯絡電話: (852) 2397 2148  
 查詢電郵: henrypoon@mobicon.com  
 網址: [www.camelionbattery.com](http://www.camelionbattery.com) / [www.apowerhk.com](http://www.apowerhk.com)



產品名稱: 國際美活新創 V 型牙刷 - 標準刷頭  
 Better Toothbrush™ Regular  
 公司名稱: 國際文具製造廠有限公司  
 會員編號: 004092  
 批發數量及價格: HK\$1200 一箱 (每箱 120 支)

產品介紹: 國際美活新創 V 型牙刷 - 標準刷頭 Better Toothbrush™ Regular  
 • 新創人氣 V 型刷頭，刷牙的時候，不但可以全面清潔口腔，更可按摩牙肉。全方位潔齒。  
 • "一支攪掂晒" Better Toothbrush V 型牙刷人體工程學刷柄提供舒適手感，有效地去除食物，碎屑，牙菌斑和細菌。享受潔齒按摩牙肉的美妙感覺。  
 • 標準刷頭、雙尖軟毛、人體工程學刷柄 (推廣日期由即日起至 2021 年 12 月 31 日)

聯絡人: Mr. Simon Yuen  
 聯絡電話: (852) 2426 4921  
 查詢電郵: sales@worldwide-daily.com  
 網址: <https://shop.worldwide-daily.com/>



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查詢電話: **2851 1555**





# 新會員介紹 Introduction of New Members



**啟航工程有限公司**  
**Sail Engineering Limited**  
代表：鄭健忠先生 (董事總經理)  
產品：車輛視像信息追蹤系統  
Representative: Mr Kwong Kin Chung  
(Managing Director)  
Product: GPS, Fleet management system  
development, ELV system



**Chung Cheong Hong Haberdashery Ltd**  
代表：柯曉泉先生 (行政總裁)  
產品：輔料及玩具配件  
Representative: Mr Ko Hiu Chuen Samson  
(Chief Executive Officer)  
Product: Garment & toys accessories



**大橫琴股份 (香港) 有限公司**  
**Da Heng Qin (Hong Kong) Company Limited**  
代表：謝嘉恩小姐 (常務代表)  
產品：橫琴投資業務推廣  
Representative: Ms Tse Kar Yun Josephine  
(Executive Representative)  
Product: To promote the preferential policies and  
business opportunities in Hengqin



**興迅實業有限公司**  
**Grandion Industrial Limited**  
代表：張益麟先生 (創辦人兼總經理)  
產品：成衣服飾設計及生產  
Representative: Mr Cheung Yick Lun Alan  
(Founder & Managing Director)  
Product: Apparel design & manufacturing



**唐宮 (中國) 控股有限公司**  
**Tang Palace (China) Holdings Limited**  
代表：翁培禾女士 (集團主席及執行董事)  
產品：新派中菜  
Representative: Mdm Weng Pei He  
(Chairman & Executive Director)  
Product: Contemporary Chinese Cuisine



**永鋒 (中國) 有限公司**  
**Ever Sharp (China) Limited**  
代表：黃惠明先生 (行政總裁)  
產品：口罩生產  
Representative: Mr Huang Hui Ming (CEO)  
Product: Mask factory



**臻富科技有限公司**  
**Zhen Fu Technology Limited**  
代表：鄭翰衍先生 (董事)  
產品：一次性醫用口罩及熔噴布生產  
Representative: Mr Chen Hon Yin (Director)  
Product: Surgical mask & melt blowing produce



**領航集團 (國際) 有限公司**  
**Vanguard Group (International) Limited**  
代表：何美珊小姐 (執行董事)  
產品：地產  
Representative: Ms Ho Mei Sha Cecilia  
(Executive Director)  
Product: Property



**勤智 (香港) 有限公司**  
**Wisdom Lead (HK) Limited**  
代表：黃麗茹小姐 (董事)  
產品：濕敏敵  
Representative: Ms Wong Lai Yu Annie (Director)  
Product: Eczesparry



**睿創市場策劃有限公司**  
**CG Marketing Company Limited**  
代表：王國睿先生 (首席執行官)  
產品：美團點評、小紅書，跨境推廣服務  
Representative: Mr Wong Kwok Yui (CEO)  
Product: Meituan-Dianping, RED(Xiaohongshu),  
Cross Border Marketing



**信輝物業投資有限公司**  
**Sun Fai Property Investment Limited**  
代表：楊志明先生 (董事總經理)  
產品：電線源  
Representative: Mr Yeung Chi Ming  
(Managing Director)  
Product: Power supply cords



**華爾街製衣有限公司**  
**Wall Street Garments Ltd**  
代表：楊珮姿小姐 (執行董事)  
產品：制服  
Representative: Ms Yeung Pui Chee Patricia  
(Executive Director)  
Product: Uniforms

## 廠商會會員尊享優惠 CMA Members' offers



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查詢電話：8208 9822

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中華航空	機票全年及不定期折扣優惠 多樣化產品如機票加酒店等優惠 專設服務電郵：hkgcorp@china-airlines.com，購票即享折扣	高比工業材料有限公司	3M 防曬隔熱玻璃薄膜及 3M 安全防爆玻璃薄膜供應及安裝
元氣站保健會及港恩中醫診所	購物及診症優惠	高發液晶有限公司	廠商會會員可享優惠價 \$198 (原價 \$248) 購買全港唯一擁有 "香港安全標誌" KONTROY PB8041 拖板。
日本命力	於日本命力旗艦店購物可享 9 折優惠； 即場營養師體檢及諮詢服務 (價值 \$1,000)	健康之路有限公司 (嗎哪有機站)	以 95 折惠顧全線產品
加拿大妙睡寧 (香港) 有限公司	精選產品折扣優惠	常康健工房有限公司	各式精選健康產品折扣優惠
自由製作	1. \$2500 (原價 \$3400) 專業企業形象攝錄服務，拍攝訪問短片，向外界展示公司形象特徵 2. \$1400 (原價 \$1600) 專業企業形象攝影服務，拍攝公司管理層團隊照，員工團隊照、營運狀況、服務情況、工作表現等，向外界展示公司形象特徵。	得利龍百貨有限公司	凡於「得利龍」專櫃及專門店惠顧正價貨品可享 9 折，特價貨品可享額外 95 折
杏美行	購買【特健樂】、【金悅堂】、【Life Enhance】品牌任何產品，享有 85 折優惠	蛋撻王	購買酥皮或牛油皮蛋撻，即享買 5 送 1 優惠。
東億生物有限公司	會員凡於 <a href="http://www.bodysos.com">www.bodysos.com</a> 或透過電話購買東億生物有限公司正價產品可享有 88 折優惠	博達電子技術有限公司	購買任何正價產品，即可獲 9 折優惠。
金至尊珠寶 (香港) 有限公司	優惠一) 購買正價珠寶鑽飾，可享 88 折優惠 優惠二) 購買足金飾品，可享手工費 5 折優惠	雅典娜 (香港) 有限公司	Lifestyle Athena 網店 8 折優惠碼「CMA2021-20」立即進店 <a href="http://www.lifestyleathena.com">www.lifestyleathena.com</a>
金豐行製造有限公司	購買正價珠寶鑽飾，可享 88 折優惠	黑詐家	於黑詐家網店購買任何正價貨品，使用優惠碼 "2005CMAME" 可獲 9 折優惠，任何六件 85 折。
長榮航空	以廠商會「企業會員」優惠價購買機票及享受不定期折扣優惠 長榮航空訂位部企業會員專線：28109251- 接通後按 6 字	僑豐行有限公司	在橫丁門市購物，正價貨可享有 9 折優惠，特價貨可享 95 折優惠 (實價貨品除外)。
恆香老餅家有限公司	全店正價貨品 9 折優惠	德記五金發展有限公司	全店正價貨品 8 折優惠
恒昌隆燕窩參茸行有限公司	「恒昌隆燕窩蟲草養陰寶」優惠價 \$398 (原價 \$498)，強肺抗疫之選，香港製造。	毅創來集團有限公司	MEC YS 系列附帶 USB 充電插位拖板 9 折優惠
恒興行	南非特級塘心鮑魚 26 頭連炊工售 \$2,980.-/斤 (原價 \$3,980.-/斤) (分 6 隻 x 3 盒 + 8 隻 x 1 盒 合共 4 盒)	澳至尊	正價貨品 9 折優惠
柯尼卡美能達商業系統 (香港) 有限公司	柯尼卡美能達管家易 360 服務廠商會會員專享額外 5% 優惠。	澳美製藥廠有限公司	於 BFCare 網上商店使用優惠碼【CMAMEMBER】購買任何產品滿 \$300，即享全單 8 折優惠並免運費 網址： <a href="https://hkbfcare.com/">https://hkbfcare.com/</a>
美味棧國際有限公司	惠顧全線產品可享有 95 折優惠；購物折實價滿 \$1000 或以上，可享免費送貨服務 (離島地區另議)	澳栢國際有限公司	各式精選打印機耗材產品折扣優惠
香江會滙天下茶業有限公司	優惠 1) 凡購買滙天下 (THE BARN) 及臘瓜 (XIGUA) 正價產品，尊享 85 折優惠。	懋康企業有限公司	凡購買酒品每款 12 支或以上，可享有 8 折優惠
香港加德士	憑能源咭加油專享特惠折扣優惠	聯財有限公司	購買任何正價產品，即可獲 9 折優惠。詳細產品資料及售價可在網店 <a href="http://www.shopablehealth.com">www.shopablehealth.com</a> 查看
香港浸會大學	中醫內科門診診金 9 折	聯豐興業 (集團) 有限公司	以優惠價購買成人口罩 (\$45/ 盒) / 小童口罩 (\$45/ 盒) / 酒精濕紙巾 (\$5 起) / 抗菌濕紙巾 (\$12 起)
香港華美粵海酒店	訂房、用餐優惠	麗豐國際 (香港) 保健品有限公司	正價貨品 65 折優惠
香港電訊	廠商會會員現凡新申請或升級至 HKT 1000M 極速商業寬頻，可享 6 個月免費，兼享 24 個月免費智能 POS 方案。	Bertagne Beauty Labs	首次體驗美容療程 半價
原燕房 (亞洲) 有限公司	憑廠商會會員證到原燕房可享以下購物優惠： 購買正價產品，可享 95 折優惠	CXA Group	團體醫療計劃及強積金企業折扣優惠，詳情請參閱： <a href="https://www.cma.org.hk/tc/menu/60">https://www.cma.org.hk/tc/menu/60</a>
		Skin Retreat	優惠 1) 高級唇膏訂製 8 折 優惠 2) 首次體驗美容療程 半價
		Smartech International Marketing Ltd.	優惠 1) 全線正價產品 7 折 優惠 2) 'Smart Comet' 無段變速強力水濾吸塵機 CMA 會員尊享 6 折優惠價：\$1198 (建議零售價：\$1998)

尚有更多其他優惠請參閱本會網站 For more offer details, please visit CMA website : [www.cma.org.hk/tc/menu/60](http://www.cma.org.hk/tc/menu/60)

# 大灣區青年就業計劃

## Greater Bay Area Youth Employment Scheme

參加計劃的僱主可申請每月10,000港元的津貼，為期最長18個月。  
Participating employers may apply for a monthly allowance of HK\$10,000, up to 18 months.

計劃為**2019至21年**獲頒學士或以上學位的香港居民，提供在大灣區內地城市工作和發展事業的機會。

The scheme provides Hong Kong residents awarded bachelor's degrees or above from **2019 to 2021** with employment and career development opportunities in the Mainland cities of the Greater Bay Area.

提供一般及創科職位，每月薪金不低於**18,000**港元。  
General posts / Innovation & Technology posts under the scheme will offer a monthly salary of no less than **HK\$18,000**.

有關詳情，請瀏覽 <https://www.jobs.gov.hk/gbayes>。  
Please visit <https://www.jobs.gov.hk/gbayes> for details.

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