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香港中華廠商聯合會

The Chinese Manufacturers' Association of Hong Kong



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香港工業再展翅 · 締造輝煌新一頁



多「芝」多彩

The Colourful World of Cheese

經常於大型超市，看見凍櫃總是陳列了很多不同顏色、形狀、類型的芝士，色彩繽紛之餘，亦令人食指大動。其實，芝士歷史悠久，亦是紅酒的好拍擋，以下為大家介紹一下。

A large selection of cheese of different colour, shape and type could be found at the supermarket, and they make a good combination with red wine.

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芝士是在歷史還沒被記載前就有的古老食品。相傳芝士是起源於阿拉伯。約在六千年前，阿拉伯人將羊奶放入皮革器皿中，在炎熱的沙漠上顛簸行走數小時後，卻發現袋內的羊奶已分成兩層，透明狀的乳清及白塊凝脂。原來皮革器皿中含有類似凝乳酶的酵素，加上旅途顛簸搖盪及被太陽高溫照射，乳液隨之發酵，形成半固體狀態，這就是芝士的起源。至於現代芝士的製作方法是由歐洲人最先發明的，目的是為了保存多餘的牛奶，也方便作旅行食物。

由於芝士色香味俱全，又營養豐富，一直頗受人類社會歡迎，估計現今已經演化出超過 500 種芝士，但概括來說，可以分為以下幾類：

1. 新鮮芝士 (Fresh cheese)

新鮮芝士是未經任何熟成過程，當奶類在乳酸菌及酵素的作用下凝結成乳塊後，將水瀝乾即成，可說是芝士的最初期狀態。新鮮芝士一般水份較多，口感幼滑爽口，並帶有淡淡的奶酸味。

新鮮芝士代表包括：Mozzarella cheese、Mascarpone cheese 及 Fromage frais 等

2. 白黴芝士 (White mould cheese)

屬於軟心芝士類，因芝士在凝結後，會於表面噴上白黴菌，數天後芝士表面便會被白黴所覆蓋，而這些白黴會使芝士質感變得更柔軟、幼滑，做成軟心效果，芝士表面則會出現紅褐色斑點。另外白黴亦會將蛋白質轉變成氨基酸，令芝士食來更甘香味美。

白黴芝士代表包括：Brie cheese、Camembert 等

3. 藍紋芝士 (Blue cheese)

亦稱為青黴芝士，因芝士加入了青黴由內至外熟成而成。芝士切開後能看見如大理石紋般的藍紋或藍點，味道極濃，重鹽味，不宜獨立食用，可伴麵包或加入意粉、沙律中同食，堪稱芝士中的鹹味之霸。

世界三大藍紋芝士為 Gorgonzola cheese、Roquefort cheese 及 Stilton cheese

4. 洗浸芝士 (Washed rind cheese)

一般洗浸芝士都帶有淡淡的酒香，因為芝士在熟成

期間，會用酒類或鹽水清洗表皮，在最後一次洗刷時，更多會用當地生產的酒來洗刷，別具地方風味，故食用時一定要連皮食，否則便嚐不到其真滋味。

洗浸芝士代表包括：Weichkase Saint Albay cheese 等

5. 半硬質芝士 (Semi-hard cheese)

顧名思義，此類芝士質感軟硬適中，加上一般沒有怪味，容易入口，故極受顧客歡迎。至於要製成半硬效果，必需在芝士的製成過程中加壓，將水份排出，待數個月至一年的熟成期後，便可食用，一般用以做菜，如意粉沙律等，亦常用作加工芝士。

半硬質芝士代表包括：Tomme de Savoie、Mimolette、Saint-Nectaire 及 Tome de Savoie 等

6. 硬質芝士 (Hard cheese)

為芝士中質感最硬的種類，由於製作時芝士被切粒加熱，將水份盡量排出，故芝士含水量極少，熟成時間亦較長，一般在半年至 2 年不等，故可作長時期保存。硬質芝士通常體積龐大，每塊芝士往往介乎 20 至 30 公斤之間。

硬質芝士代表包括：Parmigiano cheese、Emmental cheese、Beaufort cheese 等

7. 山羊芝士 (Chevre cheese)

即以山羊奶製成的芝士，比牛奶製的芝士歷史更悠久。山羊芝士大多數是經乾燥熟成，故水份較少而質地乾實，羊膻味濃，亦有新鮮的羊奶芝士，膻味較輕，較易為普通食家接受。

山羊芝士代表包括：Gouda cheese、Chevre cheese、Saint mature cheese、Valencay cheese 等

市面上亦有不少加工芝士可供選擇，所謂加工芝士，即是在天然芝士內加入一些調味品，變化出各種不同口味。一般天然芝士會被加熱溶解及殺菌後，再加入一些調味品如果肉、核桃、胡椒、甚至三文魚肉等，再裝入容器內加以凝固，成色香味俱全的加工芝士。



The history of cheese can be dated back to 6000 years ago, when the Arab realised that the combination of heat, stirring, and an enzyme called rennet could help curdle and solidify milk into cheese. While the European invented the modern version of cheese to preserve extra milk and make food that is convenient for travelling.

Cheese is both appetizing and nutritious, hence has been popular in the society. It is estimated that there are over 500 types of cheese, but they can be categorized as the following:

1. Fresh Cheese

Dairy lactic acid bacteria and enzymes in the role of condensed milk into a block later, the water drain. Serve, can be said to be the best cheese in the initial state. Fresh water is generally more cheese, creamy texture and refreshing, with a hint of sour milk.

e.g. Mozzarella cheese \ Mascarpone cheese and fromage frais, etc.

2. The white mold cheese (White mould cheese)

Soft cheese heart belongs to the class, because the cheese after condensation will spray on the surface of white mold, a few days after the cheese surface will be covered with white mold, which causes white mold cheese texture becomes softer, smooth, do effect into a soft heart, cheese surface is reddish-brown spots appear. Another white mold will convert protein into amino acids, so eating cheese to taste more sweet and fragrant.

e.g. Brie cheese, Camembert, etc.

3. The blue-veined cheese (Blue cheese)

Also known as Penicillium cheese, because cheese added Penicillium aging from the inside to the outside is made. Cheese can see after the cut as marble-like blue-veined or blue dot, taste very thick, heavy salt flavor, not independent of consumption, may be associated with bread or join pasta salad with fresh medium, called the saltiness of the cheese Pa .

The world's three blue-veined cheese :Gorgonzola cheese, Roquefort cheese and Stilton cheese.

4. Washed Rind Cheese

Washed Rind Cheese generally come with a touch of wine, because the cheese during the ripening will clean the skin with alcohol or saline, in the last wash, more will use locally produced wine to wash, unique local flavor, so eating Be sure to eat skin, otherwise it would not taste its true taste.

e.g. Weichkase Saint Albray cheese.

5. Semi-hard cheese

As the name implies, this type of cheese texture, moderate hardness, with generally no smell, easy entrance, so very popular with customers. As for the effect made semi-hard, it is necessary in the process of cheese made in the pressurized water will be discharged after a few months to a year to be cooked into the period, can be consumed, usually for cooking, salad wishful powder so fairly frequently as process cheese.

e.g. Tomme de Savoie, Mimolette, Saint-Nectaire and Tome de Savoie, etc.

6. Hard Cheese

Cheese in texture for the hardest kind, due to the production of cheese is heated pelletizing, will try to discharge the water, so little moisture cheese, cooked into longer hours, generally ranging from six months to two years, it can be used for a long time save. Hard cheese is usually bulky, each cheese is often somewhere between 20-30 kg.

e.g. Parmigiano cheese, Emmental cheese and Beaufort cheese, etc.

7. Goat Cheese (Chevre cheese)

That is half milk cheese made in the mountains, more than a long history of milk-made cheese. Most are dried goat cheese ripening, it is less moisture and texture of dry solid, sour smell of mutton sheep, some fresh goat cheese, smell lighter and easier for ordinary food at home to accept.

e.g. Gouda cheese, Chevre cheese, Saint mature cheese and Valencay cheese,etc.

The so-called process cheese, which is to add some seasoning in the natural cheese, changes in a variety of different tastes. Generally natural cheese is heated and sterilized dissolved, then add some spices if meat, walnuts, pepper, and even salmon meat, and then into the container to be solidified, purity, flavor and taste of processed cheese.



5 種芝士與酒的滋味搭配推介

5 Delicious Matchings of Cheese & Wine

芝士類別 Cheese	酒類 Wine
Brie cheese	Merlot & Riesling
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Mozzarella and Feta cheese	Pinot Noir & Chardonnay
Blue vein cheese & Goat cheese	Merlot & Chardonnay
Parmigiano Reggiano	Chianti & Pinot Noir

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善用人工智能 加速升級轉型

Optimizing Artificial Intelligence to Streamline Upgrading and Transformation

中美貿易戰陰霾未散，更有可能持續惡化。夾在兩個大國之間的港資製造業廠商，需要另謀出路：其中一條出路是遷移在中國的生產線，例如調往東南亞國家，以規避因美國大幅調高關稅帶來的風險；另一條出路是善用人工智能 (Artificial Intelligence, AI) 技術，加速升級轉型的步伐，從而令原有的生產線朝高增值發展，以利開拓新的海外市場。

即使中美沒有貿易戰，最近幾年，很多港資廠商亦已早着先機，準備迎接「工業 4.0」和「再工業化」的全新時代。正所謂「大有大做、小有小做」，卻不可不做。對於部分大型廠商而言，他們無論是想遷移生產線還是要投放資源做升級轉型，相信都不會有大的問題；然而，一些規模較小的廠商既未有足夠條件遷移，同時在更新生產線亦會面對不少問題。

英國經濟學人 (The Economist) 於 2016 年出版了調查報告「真實世界的人工智能—商業案例正在形成」。調查結果顯示，在製造業的 688 項工作 / 業務中，有 552 項能夠被人工智能技術所取代，這顯示有高達 80.2% 的工作 / 業務在未來都不需要人類員工，包括像是焊接、裝配組裝、裁縫、製鞋等原本需要大量人力的工作，都將在未來由機器人或自動化所完成。

毋庸置疑，不可逆轉的創新科技浪潮正顛覆傳統的商業模式，而人工智能亦預期會將為行業結構及工作職能帶來一定程度的轉型。勞工界往往着眼於人工智能對就業市場的衝擊，以及提出新的人力資源政策及措施；製造業界則期待 AI 技術為企業帶來眾多的好處，主要包括提高企業營運效率、改善決策及改善客戶服務品質等方面。

人工智能 (AI) 技術的運用是「工業 4.0」不可或缺的組成部分，越來越多海外客戶向廠商查詢推行「工業 4.0」的情況；客戶甚至發出問卷，要了解港商對「工業 4.0」的認識程度，例如問廠商對智能工廠、智慧數據、

物聯網等概念的了解，亦會問廠商的生產和測試設備是否已聯網。因此，廠商升級至「工業 4.0」的智能製造模式，已經不由你選擇。

過去一年，特區政府增撥 40 億元大搞「再工業化」，包括向科技園公司增撥 20 億元，在工業邨興建先進製造業所需的專項設施；並且向創新及科技基金注資 20 億元推行「再工業化資助計劃」，以配對形式資助生產商在港設立智能生產線。總括而言，本港廠商應借助此政策東風，加速傳統產業的升級轉型，從而在未來競爭中立於不敗之地。

The lingering Sino-US trade war has continued to shadow and the situation is highly likely to deteriorate. Hong Kong manufacturers are stuck in between and required to find a new way out. One of the palliative measures in alleviating the effect is to relocate production lines in China to Southeast Asian countries, avoiding the risk of the US tariff increment; another way to do so is by making good use of Artificial Intelligence (AI) technology to streamline the pace of upgrading and transformation, as a result, the original production line can move towards high value-added development in order to expand new overseas opportunities.

Even if the Sino-US trade war does not come into existence, many Hong Kong manufacturers have taken the lead in preparing for a new era of "Industry 4.0" and "Re-industrialization" in the last few years. As the saying goes "large enterprises can do big businesses where the small enterprises can do small businesses". This is not an option; it is an imperative. For some of the large manufacturers, whether they want to transfer their production lines or re-allocate their resources for upgrading and transformation, I believe that there would not be any big problems; however, some of the smaller manufacturers may not be able to fulfill such conditions to migrate, and they may also face many obstacles when they try to upgrade their production lines.

The Economist published a survey in 2016, named as "Artificial Intelligence in The Real World — The business case takes shape". The research indicated that 552 of the 688 jobs/businesses in the manufacturing industry can be replaced by artificial intelligence technology, which means that up to 80.2% of the works/businesses does not require human employees in the future, including welding and fitting and assemble, tailoring, shoemaking, etc., those jobs that required a lot of manpower originally will be replaced by robots or automation in the future.

Undoubtedly, the irreversible wave of innovation and technology is subverting the traditional business model, and AI is expected to bring about a certain degree of transformation for the industry structure and job functions. The labor sector and representatives tend to focus on the impact of artificial intelligence on the job market and propose new human resources policies and measures while the manufacturing industry expects that

AI technology will bring many benefits to enterprises, including operational efficiency enhancement as well as decision-making and customer service improvement.

The AI technology is an essential component of "Industry 4.0", more and more overseas customers are inquiring local manufacturers about the implementation of "Industry 4.0". Those customers even conduct questionnaires to test Hong Kong manufacturers for the level of awareness and understanding regarding the "Industry 4.0". For instance, they would enquire local manufacturers about the concepts of smart factories, smart data, and the "Internet of Things". They would also ask whether the manufacturers' production and testing equipment are well-connected. Therefore, there isn't any option for manufacturers not to upgrade to the intelligent manufacturing model of "Industry 4.0" in the future.

To expedite re-industrialization, the Government has allocated 4 billion to "re-industrialization" in the past year. An additional allocation of \$2 billion will be provided to the HKSTPC to identify suitable land in industrial estates for building production facilities required by the dedicated manufacturing sector in order to support more manufacturers in launching operations in Hong Kong. A \$2 billion "Re-industrialization Funding Scheme" will also be established to subsidize manufacturers, on a matching basis, to set up smart production lines in Hong Kong.

In a nutshell, Hong Kong manufacturers should utilize this policy to accelerate the upgrading and transformation of traditional industries to remain competitive in the future.



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BUD 專項基金 開啟通往內地和東盟之門

"BUD Fund" Opens towards Mainland China and ASEAN

過去一年國際貿易磨擦不斷，令中小企的營商風險大增。中小企必須不斷提升自己，拓展多元化市場，分散風險，才能應對瞬息萬變的營商環境。粵港澳大灣區和東盟國家¹發展日益蓬勃，吸引不少港商計劃到當地尋找市場機遇，積極制定全新業務拓展藍圖。香港特區政府一直鼓勵本地企業闖出國際，「BUD 專項基金」在 2018 年 8 月推出了優化內地計劃，並新增東盟計劃，協助香港企業更快更易拓展內地和東盟市場。

企業拓展業務「走出去」、「引進來」

根據香港貿易發展局的最新資料顯示，大灣區和東盟國家近年的經濟增長有目共睹。大灣區當中的九個廣東省城市，過去五年的生產總值增長都維持在 8% 以上；至於東盟方面，內需強勁加上出口復甦，推動區內生產總值近年均錄得約 5% 的增長，加上內地及香港均分別與東盟簽署自由貿易協定，自然成為大灣區製造業「走出去」的理想地。彼此透過「一帶一路」規劃建立更緊密的合作關係，發揮互助互補作用，促進互利共贏發展。



把握政府資助尋找新商機

「BUD 專項基金」自 2012 年 6 月推行以來，一直是本地企業拓展市場的好幫手，協助本地企業透過發展品牌 (Branding)、升級轉型 (Upgrading) 及拓展內銷市場 (Domestic Sales)，開拓在內地的業務。

在 2018 年 8 月，「BUD 專項基金」推出了內地計劃優化措施和新增了東盟計劃，而資助項目上限亦大幅增加至 10 個，鼓勵企業把握內地尤其大灣區的商機，促進香港企業將業務擴展至東盟十國，開拓新市場，分散投資風險。「BUD 專項基金」自推出以來至 2019 年 3 月底，已批出 1,800 多宗申請，總資助額突破港幣 7 億元，超過 1,500 間企業受惠。

2019-20 年度政府財政預算案建議把「BUD 專項基金」的資助地域範圍進一步擴展至涵蓋所有與香港簽署自由貿易協定 (自貿協定) 的經濟體，讓企業可利用自貿協定帶來的優勢，開拓新市場和新商

機；以及將「BUD 專項基金」下每家企業的累計資助上限進一步提高至 300 萬元，即內地市場 100 萬元及其他自貿協定市場合共 200 萬元。政府會向立法會財務委員會申請撥款，以期在 2019 年第四季度推行優化措施。

「BUD 專項基金」一覽



成功個案分享

「BUD 專項基金」資助本地企業進入內地和東盟市場，實踐發展品牌、升級轉型和拓展營銷項目。所有按照《商業登記條例》(第 310 章) 在香港登記，並在香港有實質業務運作的非上市企業，不論是從事那個行業，或是否已在內地或東盟有業務運作，均符合資格申請資助。成功例子多不勝數，有的增強了品牌知名度，有的提升了公司軟硬件，生意額也隨之增長。

當中一間五金代工廠商先獲基金資助港幣 44 萬元，為內地廠房購置升級設備、申請內地職業健康安全管理體系認證、投放廣告、優化公司網頁和進行員工培訓，去年再批東盟計劃及優化內地計劃的申請合共近港幣 50 萬元的資助，於東盟進行商標註冊、參加展覽會和投放廣告，及於內地聘請額外員工、升級設備和製作宣傳品等，以進一步在內地拓展內銷和開拓東盟市場；另外，本地一間珠寶公司亦獲基金資助港幣約 77 萬元拓展內地市場，包括購置升級的機器設備、建立網上銷售渠道、為產品進行檢測認證、投放廣告和參加展覽會等，助企業把握商機。

¹ 東盟十國包括汶萊、柬埔寨、印尼、老撾、馬來西亞、緬甸、菲律賓、新加坡、泰國和越南。

Small and medium sized enterprises (SMEs) have gradually got ways out of the blue trade tension. The ways include upgrading themselves and opening up new markets in order to cope with the ever-changing business environment. Greater Bay Area and ASEAN countries¹ have been thriving these years, definitely become SMEs' target. With the constant supports from the HKSAR Government, in particular its recently enhanced "BUD Fund", SMEs can sooner or later get a foothold to enter Mainland China and ASEAN markets.

Going in and Out

According to the Hong Kong Trade Development Council's latest information, both the Guangdong-Hong Kong-Macao Greater Bay Area (GBA) and ASEAN countries have an evident economic growth. The GDP growth of the nine GBA cities have achieved 8% or above in the past five years while the ASEAN's economy has recorded 5% as a whole owing to its robust domestic demand and solid export performance. The signing of Free Trade Agreements with both Mainland China and Hong Kong has further made ASEAN as a pedal for "going global". It is expected that through Belt and Road Initiative, close partnership, mutual gains and win-win development will be achieved among and across the two big hubs.

Grasp New Business Opportunities with HKSAR Government's Funding

Launched in June 2012, one of the HKSAR government funding schemes "BUD Fund" has been budding local enterprises on brand development, operational upgrades and sales promotions in Mainland China.

In August last year, the government has optimised the "Mainland Programme" of the scheme, added the "ASEAN Programme" as well as extended the number of approved projects for each programme to ten. Such welcoming moves with consistent objectives are to encourage enterprises to seize the rich business opportunities in Mainland China, GBA in particular, as well as expand the businesses to ASEAN countries – helping SMEs to diversify markets and risks. Over the past six years, the dedicated fund has approved more than 1,800 applications, subvented over HK\$700 million and benefited above 1,500 enterprises.

The 2019/20 Budget announced earlier proposes "BUD Fund" to cover all markets which have signed the Free Trade Agreements with Hong Kong. This will for sure further widen the market and risk diversifications. The budget also proposed to increase the funding limit for each enterprise to HK\$3 million, of which HK\$1 million for the "Mainland Programme" and HK\$2 million for the "ASEAN Programme", plus other markets in the free trade zone. The Government will solicit the funding approval of the Finance Committee of the Legislative Council to launch the enhancement measures in the fourth quarter of 2019.

Success Cases

"BUD Fund" is best for all industries entering Mainland China and ASEAN markets. As its name tells, it is dedicated to fund Hong Kong enterprises on developing brands, upgrading and restructuring the business operations and promoting sales. All non-listed enterprises registered in Hong Kong under the Business Registration Ordinance (Chapter 310) with substantive business operations in Hong Kong are eligible to apply, irrespective of whether they belong to the manufacturing or service sector or whether they already have any business operations in the ASEAN and Mainland China. There are many successful examples and the majority has enhanced brand awareness, improved company's hardware and software as well as increased the business volume.

Here comes with two examples. The first one is a manufacturer of precision engineered metal components. Receiving HK\$440,000, the manufacturer has first upgraded its Mainland China plant with state-of-the-arts equipment, invested in advertisements, optimised company's website, trained its staff and; with another subsidy of HK\$500,000, it has also registered trademark, participated in various exhibitions as well as employed Mainland China's domestic staff that secured a firm footing in Mainland China and ASEAN markets. Another successful case is a jewellery company which is funded nearly HK\$770,000 to expand Mainland China market. Similar to the first case, the company has beyond established online sales channels, performed product tests and certifications that grabbed numerous business opportunities.

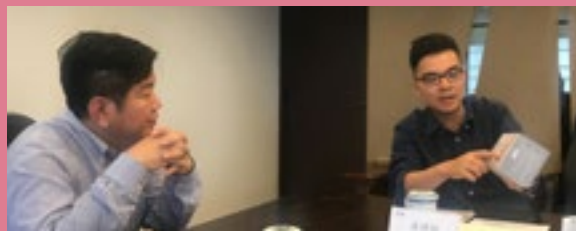
1 Ten ASEAN countries consist of Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam.

資料及圖片提供 Information and photos provided by :
 香港生產力促進局 Hong Kong Productivity Council
 「BUD 專項基金」秘書處電話 "BUD Fund" Secretariat Hotline : 2788 6088
 電郵 Email : bud_sec@hkpc.org
 網址 Website : www.bud.hkpc.org

本會活動速遞 CMA Focus



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會員會客室
 Member's meeting room
 日期 Date : 待定 TBC
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2019年6月份活動 June Event



國內碳交易政策及節能清潔生產技術專題研討會
 Seminar on Carbon trade in Mainland
 日期 Date : 待定 TBC
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 日期 Date : 12 / 7 / 2019
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2019年7月份活動 July Event



廠商會會員服務簡介會
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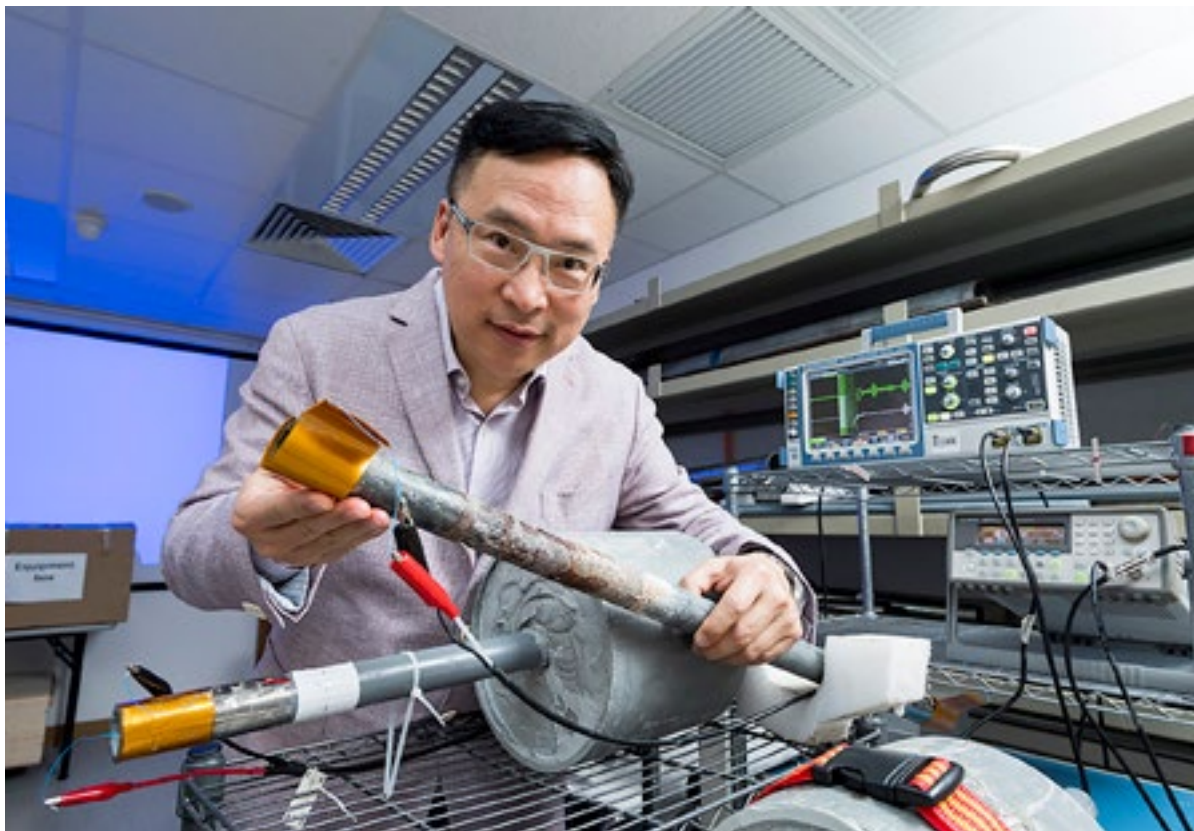
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城大全球首創隔牆驗管道破損技術 防漏水漏煤氣

Pioneering inspection system for defects in wall-covered pipes



謝偉達博士表示，用其團隊設計的傳感器(金色薄片)包圍喉管外露部分，可檢測該喉管埋在混凝土部分的情況。
The golden sheet held by Dr Tse is a sensor that, when wrapped around exposed parts of a pipe, identifies corrosion in parts of a pipe that are covered.

香港城市大學(城大)系統工程及工程管理學系的團隊，成功研發全球首創的無損檢測系統，可有效檢查藏在大廈牆內或地下管道的鏽蝕情況，實驗室測試證明，利用此系統估算鏽蝕深度，誤差不超過 2.1%。

新系統採用導波技術，配以團隊設計的新型傳感器和經改良的信號處理方法，實驗證明可準確檢測長度超過 70 米管道的狀況。有關技術可望應用於檢測被石屎覆蓋的鋼筋長度及火車路軌內的裂紋。

領導這項研究的城大系統工程及工程管理學系副教授兼智能工程資產管理實驗室主任謝偉達博士表示，埋於大廈牆壁或地下的水管及煤氣管會因潮濕而鏽蝕，若情況嚴重，有可能爆裂，影響食水或煤氣供應；一旦出現氣體洩漏，便會增加危險。以新系統作檢測，可掌握被覆蓋管道的鏽蝕位置及鏽蝕程度，如有需要可及早更換，減低風險及成本。

謝博士稱，系統使用城大開發的新型傳感器，以智能材料及自創的嵌入式柔性感應

圈製作，利用磁致伸縮效應，在管道中產生特定導波；即使管道塗有多層保護膜，並埋在混凝土牆中，亦可檢測管道的鏽蝕程度。

此系統操作簡便，只要在手提電腦安裝團隊開發的軟件，連接 USB 數據收集裝置及新型傳感器，再以薄片形狀的傳感器在管道外露位置繞一圈便可。連接妥當後，只需少於一秒，系統便可發出特定導波及接收管道內反射的導波訊號，以檢測牆內管道的鏽蝕位置及鏽蝕程度。若管道多彎曲或連接位，則要增加測量點。此創新系統已通過實驗室測試，也曾在香港中華煤氣有限公司(煤氣公司)協助下，用於實地測試大廈管道，效果理想。

A research team from the Department of Systems Engineering and Engineering Management (SEEM) at City University of Hong Kong (CityU) has developed the world's first non-destructive-testing based inspection system that can detect corrosion in buried and wall-covered pipes.



上圖顯示利用城大系統檢測住宅廚房的煤氣喉管；左邊的長方型小盒為 USB 數據收集裝置。
The system developed by CityU team is shown here examining a gas pipe in the kitchen of a flat. The small box on the left is a USB-based data acquisition box.

The system, which detects wall-covered corrosion within an inaccuracy rate of less than 2.1%, combines ultrasonic guided wave (GW) technology with an innovative GW sensor designed by the CityU team as well as cutting-edge signal processing methods.

Experiments show that the system can accurately inspect the condition of a pipe that's over 70 metres long, which has the potential for detecting the length of reinforcing steel bars buried in concrete and cracks in railway tracks.

Pipes buried underground and in concrete walls are prone to corrosion under humid condition. Severe corrosion can lead to pipe ruptures and water or gas leaks. The latter can pose a serious threat. The new inspection system locates defects in buried pipes and detects the extent of any corrosion. This means pipes can be replaced earlier and helps to reduce risks and costs, according to the lead investigator of the project, Dr Peter Tse Wai-tat, Associate Professor at SEEM and the Director of the Smart Engineering Asset Management Laboratory.

Dr Tse said the system used a novel sensor made of smart materials and flexible induction-coils. It makes use of the magnetostrictive effect to generate GW in the pipes. Even if the inspected pipes have multiple coatings and are buried in concrete walls, the system can still detect the extent of corrosion.

The system is easy to use. First, install the self-developed software in a portable computer. Then connect a USB-based data acquisition box and a novel sensor. This sensor is designed as a few thin sheets and can easily wrap around exposed parts of the pipe. After the connections are made, the system can generate particular GW signals and receive signals reflected from the pipe in less than one second. If the pipe has many bends and joints, the number of inspection points has to be increased.

Both laboratory experiments and field tests, the latter inspecting in-service building pipes with the help of The Hong Kong and China Gas Company Limited (Towngas), have proved that the GW system is effective at detecting corrosion.

如欲查詢有關技術資料，請與鄧智穎女士聯絡。電話：3442 7687 或 電郵：cecilia.tang@cityu.edu.hk。
If you have any enquiries related to this technology, please contact Ms Cecilia Tang at 3442 7687 or via email cecilia.tang@cityu.edu.hk.

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廠商會接待來訪機構及活動

浙江省湖州市代表團訪會



湖州市人大常委副主任曹德平(左五)率領代表團一行8人於5月10日蒞會訪問,由本會梁兆賢常務會董(右五)主持接待。

廣東省茂名市人民政府代表團訪會



廣東省茂名市人民政府崔劍副市長(左五)率領代表團一行7人,於5月8日蒞會訪問,本會吳宏斌會長(右五)、吳國安副會長(右四)等出席接待。

汕頭市濠江區代表團訪會



汕頭市濠江區委常委、常務副區長陳銳勇(左七)率領代表團一行11人,於5月8日蒞會訪問,本會吳宏斌會長(右七)、吳國安副會長(右六)等出席接待。

廣東省中山市代表團訪會



中山市政府副秘書長鄒鑫(中)率領代表團一行4人於5月7日蒞會訪問,由本會黃震副會長(左三)主持接待。

雲南省香港知名企業家午餐會



「雲南省香港知名企業家午餐會」於5月7日假港島君悅海逸酒店舉行。本會盧金榮副會長(右)代表本會出席,並與雲南省人民政府張國華副省長(左)會面。

海南省青年企業家赴港交流考察團代表團訪會



海南省委統戰部副部長郭全茂(前排中)率領一行34人代表團於4月24日蒞會訪問,由本會尹德輝常務會董(前排右五)主持接待。

佛山市商務局代表團訪會



佛山市商務局局長蘇岩(左五)率領代表團一行6人於4月23日蒞會訪問,由本會吳宏斌會長(中)、副會長吳清煥(右五)、黃家和(右四)、黃震(左四)、吳國安(右三)等接待。

香港中華廠商聯合會領導層與懲教署胡英明署長會面



本會吳宏斌會長(左七)、史立德第一副會長(右七)、盧金榮副會長(右五)、楊立門行政總裁(左六)及常董會董等一行8人於4月15日與懲教署署長胡英明先生(中)會面,雙方就合辦的「更新先鋒計劃」進行交流。

本會宴請中聯辦協調部沈沖原部長



中聯辦協調部沈沖原部長(前排左三)及朱文部長(前排右三)率領一行4人代表團於4月17日出席本會備設的午餐,由本會吳宏斌會長(前排中)、史立德第一副會長(前排左二)、副會長吳清煥(前排右二)、黃家和(前排左一)、陳國民(前排右一)、黃震(後排右三)、盧金榮(後排右二)、吳國安(後排左三)及楊立門行政總裁(後排左二)接待。

「2019 香港工展會·澳門」開幕式及「2019 香港工展會·澳門」午餐



本會吳宏斌會長於4月19日率領一行26人代表團前赴澳門出席「2019 香港工展會·澳門」開幕式及「2019 香港工展會·澳門」午餐。代表團與香港特別行政區政府商務及經濟發展局邱騰華局長、澳門貿易投資促進局劉關華代主席、澳門特別行政區政府旅遊局文綺華局長及政府經濟局陳子慧副局長等會面。是次代表團團長為史立德第一副會長、徐晉輝第二副會長、副會長吳清煥、黃家和、陳國民、黃震、盧金榮、吳國安及馬介欽,名譽副團長為羅志雄名譽會長;團員尚包括楊立門行政總裁、多位常務會董、會董、行業委員會召集人、婦女委員會成員及秘書處職員等。

行業委員會名單：

- 食品製造業委員會
- 成衣及相關製品業委員會
- 電腦、電子及光學製品業委員會
- 紡織印染業委員會
- 橡膠及塑膠產品製造業委員會
- 中草藥及中成藥製造業委員會
- 家用電器業委員會
- 藥物業委員會
- 鐘錶業委員會
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- 通用機械製造業委員會
- 鞋履及皮革業委員會
- 紙及紙製品業委員會
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- 生物科技業委員會
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會員刊登 《企業雄才》廣告 可享 7 折優惠

《企業雄才》2019年5-6月號邀得香港科學院創院院長徐立之教授分享他對香港科創發展的見解,亦專訪廠商會副會長吳國安先生。其他精彩內容包括:全國「兩會」工作重點、廠商會赴潮汕考察以及香港90後振興傳統繡花鞋手藝。

《企業雄才》將發送到各大工商機構、企業、中港政府部門、媒體以及學術機構。誠邀各會員踴躍訂閱及刊登廣告。

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港商投資新據點-越南河內「錢」途無限

Hanoi Vietnam sets a new treasure ground for Hong Kong investors

(客戶廣告)

今年初中美貿易戰有緩和之跡象，惟沉靜數月後，正當各界期望雙方可透過談判化解或收窄兩國分歧之際，誰知美方突然發難，態度180度逆轉，指中方出爾反爾之餘，並揚言向中國進口商品加徵關稅，更威脅向未徵收關稅的中國貨品開刀。由此可見，中美貿易戰結束仍然是遙遙無期，不少美國客戶反映，再加徵關稅的話，便不再光顧內地廠商，對於內地設廠的港商影響深遠，更多廠商陸續遷到越南下，該國將繼續坐收漁人之利。

貴為越南之首都，河內不論其政治及經濟地位都舉足輕重，如今當地發展一日千里，多項大基建包括：擴建河內內排 (Noi Bai) 國際機場，8條地鐵線，以高速公路等，交通網絡日後更見完善，與世界各國更緊密地聯繫，還有正在打造中的全新核心商業區 (CBD) 南慈廉，所以未來河內將可媲美北京。而近年河內國際地位亦不斷提升，今年初美朝第二次高峰會選址於河內舉行，美國總統特朗普及朝鮮領袖金正恩於當地會晤，成為全球焦點，期間特朗普點名讚揚越南是發展中國家之典範，使河內的國際地位有所提升。

另外，中國倡議之「一帶一路」計劃中，越南將成為陸上及海上的交通樞紐，此舉已帶來不少內地投資，而中越更研究將有關倡議與越南「兩廊一圈」作有效對接，將更有助擴大貿易投資，基於中越兩國產業互補性強，中國製造業有豐富技術和管理經驗，中越兩國可以進一步加強在紡織、電子、建材、輔助工業、裝備製造、電力、可再生能源等領域產能合作，形成雙贏之局面。

難怪近年愈來愈多大型外資企業於河內設立辦事處，或將廠房遷到當地。越南計劃與投資部外國投資局的報告顯示，今年前4個月，越南吸引外國直接投資創紀錄，達145.9億美元，較去年同期增長81%。目前已有80個國家和地區對越南進行投資，其中香港已成為越南最大外資來源地，投資總額達47億美元，佔外資

總額的32.5%，其次是韓國，投資總額為19.8億美元，佔越南外資總額的13.6%，新加坡居第三位，註冊資金達18.7億美元，佔越南外資總額的12.8%。河內是全國吸引外資最多的地方，註冊資金達44.7億美元，佔全國外資總額的30.6%，其次分別是胡志明市和平陽省。

河內與其他東盟成員國首都，如吉隆坡及曼谷等，甚至與胡志明市相比，河內住宅樓價相對較為落後。而現時河內市中心優質物業的平均每方呎售價僅約港幣1,300元至1,500元，隨着未來各項重大基建相繼落成，外國企業湧入，及當地中產人口不斷增加，對於優質住宅需求將大幅飆升，加上強勁經濟推動，樓價具有強大的升值空間，當中以未來CBD南慈廉 (Nam Tu Liem)、中華 (Trung Hoa)，以及考吉亞 (Cau Giay) 坐擁多項優勢，所以潛力較大，住宅物業每年平均租賃回報達8%，故此成為海外投資者追捧的對象。

The trade dispute between US and China showed slowdown the beginning of the year, as both sides had hoped for a framework that will place an end to the trade war that has sent turbulence through the international economy and stock market. However, the dispute remains a ticking bomb when the USA Government threatened to raise tariffs on all Chinese imports after talks with China went boisterous. US clients will likely reduce businesses with Chinese manufacturers, significantly affecting Hong Kong-based companies. Yet, the dispute will continue to fuel Vietnam's rapid economic growth.

Hanoi, the capital of Vietnam, remains central to all national economic and political activities. Hanoi's Noi Bai International Airport expansion, 8-line MRT development and freeway improvements will enhance regional and international connectivity. Ongoing development of the Nam Tu Liem CBD will, moreover, be comparable to Beijing once completed. Hanoi's emerging international status was reflected earlier this year when it hosted the UK-NK Summit for US President Donald Trump and NK Leader Kim Jong-Un.

In fact, China's Belt and Road Initiative is a multifaceted strategy to position Vietnam as the center of trades, capitals and services internationally. Hanoi has already attracted large amounts of foreign direct investments from China and Vietnam's Economic Circle Strategy with China will further propel trades and businesses. As Vietnam partners with China, already experienced in manufacturing management



and technology, businesses in textiles, electronics, building materials and parts manufacturing and renewable energy will thrive in Vietnam.

Vietnam's FDI accumulation has additionally outperformed in recent years as international corporates relocate their regional headquarters and production lines into the country. Vietnam's Ministry of Planning and Investment reported that in the first four months this year, its FDI totaled to USD 14.59 billion, an 81% increase year on year. Over 80 countries have now invested in Vietnam. Hong Kong is one of the largest investors with over USD 4.7 billion worth of FDI contributing 32.5% to Vietnam's total FDI. South Korea places second with USD 1.98 billion at 13.6% and Singapore at third with USD 1.87 billion at 12.8%. Hanoi is the most attractive city for FDI with USD 4.47 billion, 30.6% of the national total. Ho Chi Minh City and Binh Dong follow closely behind.

Compared to other ASEAN capitals including Kuala Lumpur and Bangkok, Hanoi's housing market lags behind, even more so than Ho Chi Minh City. Hanoi's high-quality projects average at HKD 1,300 to 1,500 per square feet with a number of factors contribute to Hanoi's market boom. As infrastructures complete, inflow of FDI and a growing labor force will create high demand in real estate in Hanoi. Its CBD Nam Tu Liem, Trung Hoa and Cau Giay are some of the most strategic locations of the city, expected to benefit from the city's rapid progress. Such property markets can promise rental yields at up to 8% per annum, directly impacting investors returns in the years to come.

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適用於長者的紅外線熱能感應警報系統

Infrared Thermal Sensing Safety Alert System for the Elderly

適用於長者的紅外線熱能感應警報系統是一個高度保障私隱的安全監察系統。系統會根據實時熱能數據，分析有關長者是否需要護理人員協助。

這個低成本的熱能感應系統，可以幫助檢測和分析私人空間內的人體活動狀況。在預設的時間內，若系統未能檢測到身體移動的情況，將發出警報，通知看護人員。傳感和警報管理系統為熱能傳感器陣列和警報監控提供一個中央管理平台，以便照顧護理中心內的長者。

熱能傳感器擁有多個活動感應度，易於安裝在廁所或浴室內。如果偵測到危險，系統便會向照顧者發出警報，使其作出相應行動。

物流及供應鏈多元技術研發中心行政總裁黃廣揚先生表示：「香港的人口老化問題日趨嚴重，各界正需要創新科技支援長者照顧服務，減輕照顧者的壓力及長者護理院舍的人手需求。因此，LSCM 近年積極研發樂齡科技，包括適用於長者的紅外線熱能感應警報系統。我們希望利用最新的樂齡科技為長者提供更舒適的生活環境。」

這系統已於東華三院賽馬會復康中心試用。東華三院賽馬會頤景護理安老院社工賴添文先生表示：「我們中心已使用這套適用於長者的紅外線熱能感應警報系統。當系統偵測到長者於浴室內的活動靜止了一段時間，便會發出警報。我們的工作人員便會立即作出及時詢問及支援。這系統不但可以幫助我們更有效地照顧長者，而且比起以往單靠人手監察更加有效；亦能減輕院舍職員照顧長者的壓力。」

此系統更於 2019 年「第 47 屆日內瓦國際發明展」獲得金獎及 2018 年「第 1 屆亞洲發明展覽會 - 香港」獲得銀獎。

The infrared thermal sensing safety alert system for the Elderly is a privacy preserving system designed for monitoring an individual's safety in a private space. It analyses the real-time thermal data of a private space to determine whether the individual needs support from the caretakers.

The thermal sensor consists of several movement sensitivity levels. It can be installed easily inside a toilet or a bathroom. If an individual has fallen unconsciously, the system will alert the relevant caretakers to take immediate action.

Mr Simon Wong, Chief Executive Officer of LSCM remarked, "With the inevitable growth of ageing population in Hong Kong, the elderly service industry, as well as the community, are in need of technologies to ease the pressure on the caretakers and reduce the manpower required. LSCM has therefore been proactive in developing a variety of gerontechnologies in the recent years, aiming to improve the quality of living of the elderly and the community as a whole, with the adoption of Gerontechnology."



警報裝置 Alarm Device



熱能傳感器 Thermal Sensor

The pilot-run of this technology has been conducted in TWGHs Jockey Club Rehabilitation Complex.

Mr Nash Lai, Social Worker, TWGHs Jockey Club Yee King Care and Attention Home said, "Our Complex has already adopted this Infrared Thermal Sensing Safety Alert System for the Elderly. When the movement of the elderly person in the bathroom is not detected for a period of time, the system will alert us. Our staff will take immediate action and provide support to them. The system does not only help us take care of the elderly more effectively, but also make our work more efficient than relying on our staff previously. It can also reduce the pressure on the caretakers in taking care of the elderly."

This system received the Gold Medal at the 47th International Exhibition of Inventions Geneva in 2019 and the Silver Medal at the 1st Asia Exhibition of Inventions Hong Kong in 2018.

資料及圖片提供：

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廣東出台十大政策措施降低中小企業用地成本

Guangdong Issued 10 policies to lower the site cost of Small and Medium Enterprises (SMEs)

工業用地成本上漲是當前制約中小企業發展的突出問題。工業用地項目前期審批時間長、工業用地供應量小、工業用地出讓模式單一、出讓評估價格高、廠房租賃成本高、工業用地廠房租售資訊不對稱等問題直接導致中小企業用地難用地貴。以東莞為例，以往 8-10 元 / 平方米租金水準的廠房基本上在市場上絕跡，一般價格都在 17-20 元 / 平方米水準，長安、鳳崗等地位較好的廠房租金直接飆升到 25-30 元 / 平方米。

為推動解決上述問題，廣東省自然資源廳聯合多個部門出台《關於印發進一步降低用地成本促進中小企業發展若干政策措施的通知》，提出了相關政策措施：

- (一) 加快工業專案前期審批，投資專案備案辦理期限不得超過 3 個工作日；簡化環評審批流程，推行環境影響登記表備案制度。
- (二) 進一步加大工業用地有效供給。
- (三) 各地應安排一定比例的儲備土地優先保障中小企業用地需求。
- (四) 提出彈性出讓、先租後讓、租賃等多種工業用地供應方式。
- (五) 中小企業工業、倉儲用地在符合規劃且不改變用途的前提下，通過局部加建擴建、內部改造等方式提高廠房利用效率的，不增繳土地價款；利用地下空間的，其地下建築面積可不納入計容建築面積、不增繳土地價款。
- (六) 明確物業產權分割轉讓登記：允許製造業中小企業的工業物業產權按幢、層等固定界限為基本單元分割，用於引進相關產業鏈合作夥伴的產業項目。在符合規劃、不改變用途的前提下，在工業用地、倉儲用地上對工業廠房、倉儲用房進行改建、擴建和利用地下空間，可按幢、層等固定界限為基本單元分

割登記和轉讓。

- (七) 降低企業用地成本：(1) 屬於廣東省優先發展產業的中小企業製造業項目，土地出讓底價可按所在地土地等別對應工業用地最低價 70% 執行。(2) 降低仲介服務費、增加廠房供應，進一步降低中小企業廠房租賃成本。
- (八) 工業廠房要直接銷售或租賃給工業或與工業生產相配套的生產性服務業的市場主體。打擊惡意炒作、囤積工業廠房擾亂租售市場行為，嚴禁承租方擅自轉租、分租，防止炒作工業廠房。
- (九) 政府和村集體主導的各類工業廠房在招租前應制定招租方案，對轉租分租行為進行限制。
- (十) 建立工業用地廠房資訊公開機制，解決工業用地廠房租售資訊不對稱。

The increase in industrial site cost is a prominent problem that restrained the growth of SMEs at the moment. Industrial Land Projects usually have a lengthy vetting period before commencement. At the same time, there is a limited supply of industrial sites, as well as a singular transfer method and high valuation transfer fee. Moreover, problems like high rental cost of factories, added with the mismatched information for renting industrial sites and factories, directly caused difficulties in site usage and high land cost of SMEs. Take Dongguan as an example. The previous rental standard of \$8-10/sq.m. could hardly be found on the market anymore, and the general price had raised to a standard of \$17-20/sq.m.; while rental prices for factories in better locations such as Changan and Fenggang had already surged to \$25-30/sq.m..

In order to push forward solutions for the above problems, the Guangdong Provincial Department of Natural Resources had joined forces with multiple departments to issue "Notice on issuing measures to further reduce site cost for facilitation of SMEs' development" and raised relevant policies:

- (1) Shorten the vetting period before commencement of Industrial Land Projects. The period of filing and processing investment proposals could not exceed three working days, the approval process of environmental assessment would also be simplified, and a filing system for environmental impact registration form would be implemented.

- (2) Further increase effective supply of industrial site.
- (3) All areas should reserve a certain proportion of site to prioritize and safeguard SMEs' needs for land.
- (4) Proposal of various supply measures for industrial sites, such as flexible transfer, rent-before-transfer, and rent.
- (5) Under the condition of compliance and no change in planned uses of sites, the utilisation of factories could be enhanced through measures such as partial addition, expansion and internal remodelling for SME industrial and storage sites, and no additional land charge would be levied. In cases of utilising the underground area, such floor area could be excluded from gross floor area, and no additional land charge would be levied.
- (6) Clear registration of segregation and transfer of property rights: for industry projects introducing partners from relevant industry chain, SMEs in manufacturing industry are allowed to segregate property rights of industrial properties based on fixed division such as base units of a building or a floor. Under the condition of compliance and no change in planned uses of sites, SMEs could register to segregate and transfer property rights of industrial and storage sites based on fixed division such as base units of building or floor in case of remodelling, expansion and utilisation of underground area of industrial factories and storage buildings.
- (7) Lower the land cost of corporation : (a) for SME manufacturing projects of industries with development priorities in Guangdong Province, the base price of land transfer could be 70% of the minimum price of a corresponding industrial site. (b) lower the agency fee and increase the supply of factories to further lower the rental costs of factories for SMEs.
- (8) Factories have to be directly sold or rented to industries or producer services market entity that collaborates with the industry. To eliminate actions such as malicious speculation or hoarding factories, which would disturb the rental market. To prohibit unauthorized subleasing or subletting by the tenant, and prevent speculation of factories.
- (9) In order to restrict subleasing or subletting, various industrial factories collectively led by the government and village should set up a rental scheme before putting the property up for rent
- (10) Set up a system for open information of factories on industrial sites to solve the mismatch in rental information of factories on industrial sites.

資料整理：香港中華廠商聯合會內地辦事處
備註：本文稿內容以中文版為準

Collation: CMA Mainland Office
Remark: The Chinese version of this article shall prevail



東非動物大遷徙 細看撼動人心的生態奇觀

非洲大草原的大自然世界充滿生命力與驚喜，無數野生動物每天都上映一幕幕名為「生存」的震撼場面。身處東非肯亞及坦桑尼亞的野生動物保護區內之草原，能全方位追蹤野生動物，捕捉牠們的一舉一動，享受非洲尊屬的動物奇觀體驗，定必驚嘆難忘。

不少人認為只能在每年的7月及8月份一睹動物大遷徙奇景。事實上，一年四季都可以在東非不同地方看到動物遷徙，因為動物們一年四季都在遷徙移動，只是7月及8月是動物橫渡瑪莎瑪拉河的高峰期。雖然動物渡河的場面十分震撼，但不一定要目擊動物渡河才算看到動物大遷徙。若能捕捉動物們成群結隊地散佈在草原上的畫面，已稱得上是觀看到動物大遷徙。每年約6、7月旱季來臨，大多數的野生動物，包括角馬、斑馬、羚羊、犀牛、花豹、獅子等，會從坦桑尼亞的塞利吉泰國家公園向北遷徙至肯亞的瑪莎瑪拉野生動物保護區的草原尋找水源及覓食。直至約10月，牠們便會由瑪莎瑪拉野生動物保護區向南折回到哥洛哥洛動物保護區覓食，之後再回到塞利吉泰國家公園，循環遷徙。

乘坐越野開篷四驅車穿梭野生動物保護區，可以近距離追蹤野生動物。不妨安排住宿於肯雅最大國家公園「瑪莎瑪拉野生動物保護區」內，有充裕時間發現非洲五大獸蹤跡，體驗非洲原野氣息，必能捕捉野獸百態。至

金怡假期行程推介

團名	暢遊	出發日期	團費
【東非肯雅】10天 (KK10)	瑪莎瑪拉、柏哥利亞湖、納庫魯湖、甜水野生動物保護區	7月7、14、21日、8月4、11、18、25日、9月8、15、22日	全包價 \$35990 起
【東非肯雅·津巴布韋】12天 (KB12KQ)	瑪莎瑪拉、柏哥利亞湖、贊比亞河、高比國家公園、納庫魯湖、維多利亞瀑布	8月4日、9月8日	\$41990 起

於坦桑尼亞的塞利吉泰國家公園與瑪莎瑪拉野生動物保護區相連接，所以亦是觀賞動物遷徙的上佳地點。坦桑尼亞的哥洛哥洛平原上有世界上最大最完美的巨型死火山口，內裡更有瀕臨絕種的黑犀牛，甚至曾發現人類的祖先南猿、巧人和直立原人的化石。想細賞鳥獸生態則推介前往「柏哥利亞湖國家保護區」，湖中藻類提供紅鶴生存要素，可以欣賞被一大群紅鶴的羽毛顏色染成之粉色海洋。



旅客遊覽野生動物保護區需要乘坐越野開篷四驅車，近距離追蹤野生動物的一舉一動。



數以千計的紅鶴聚集在柏哥利亞湖，整個湖面好像一大片粉紅海洋般美麗動人。



有誰來看動物大遷徙不是為了一睹角馬過河的壯觀場面？

廠商會會員專享優惠

【東非肯雅】10天團：
7月21日、8月4、11日出發

勁減 \$1000
\$34990起
\$35990起

- * 只限7月31日前報名
- * 只限金鐘總店報名，並須出示會員證
- * 受條款及細則約束
- * 詳情請參閱：<https://www.cma.org.hk/ta/menu/60>



電話查詢 2804-1188

新會員介紹 Introduction of New Members



駿棹有限公司
iCanfield Limited
代表：余煒堃先生 (高級顧問)
產品：移民、投資、升學
Representative: Mr Alex, Yu Wai Kwan
(Senior Consultant)
Product: Study abroad, investment & immigration



瑞士信貸銀行股份有限公司
Credit Suisse
代表：余皓媛小姐 (執行董事 大中華區)
產品：銀行服務
Representative: Ms Grace Ho Wun Yu
(Executive Director, Greater China)
Product: Banking



畢爾比金融 (亞洲) 有限公司
Bibby Financial Services (Asia) Limited
代表：鍾德音女士 (董事總經理)
產品：應收帳融資、信用保障
Representative: Ms Maria Chung (Managing Director)
Product: Factoring, credit protection



梵高勝奢文化創意有限公司
Van Gogh Senses Limited
代表：李鎧麟先生 (總經理)
產品：茶葉、糕餅類食品及手錶
Representative: Mr Dennis Li (General Manager)
Product: Teas, confectionary & watches



有成行辦館有限公司
Yau Shing Hong Provisions Limited
代表：沈偉畧先生 (營業經理)
產品：食品
Representative: Mr Shum Wai Leuk (Sales Manager)
Product: Red Marubean



We Are One
代表：吳雁楓先生 (經理)
產品：小食及餐飲
Representative: Mr Ng Ngan Fung (Manager)
Product: Food & beverage



駿達行 (國際) 有限公司
Chun Tat (Int'l) Limited
代表：陳駿先生 (董事)
產品：甜品
Representative: Mr Chan Chun (Director)
Product: Dessert



宇宙 P.C.B. 設備有限公司
Universal P. C. B. Equipment Company Limited
代表：陳德和先生 (董事)
產品：電路板設備
Representative: Mr Chan Tak Wo (Director)
Product: Circuit board equipment



情永在寵物服務有限公司
Love Forever Pet's Service Limited
代表：何金泉先生 (執行董事)
產品：寵物善終服務
Representative: Mr Ho Kam Chuen (Executive Director)
Product: Pet's hospice care service



王朝滴雞精 (香港) 有限公司
Wang Chao Chicken Essence (HK) Company Limited
代表：陳俊傑先生 (公司董事)
產品：滴雞精
Representative: Mr Tan Choon Kiat (Director)
Product: Chicken essence



寵物俱樂部
Clube Dos Animais
代表：黎卓媛小姐 (董事總經理)
產品：寵物食品
Representative: Ms Anita Lai (Managing Director)
Product: Pet food & product



寶榮環球貿易有限公司
Po Wing Global Trading Limited
代表：林麗娟小姐 (董事總經理)
產品：飲品、罐頭鮑魚及食品
Representative: Ms Yvonne Lam (Managing Director)
Product: Beverage, canned food & food



萬佳工業 (香港) 有限公司
Well Mark Industrial (Hong Kong) Limited
代表：黃震副會長 (董事)
產品：電腦及通訊配件產品
Representative: Mr Wong Chun (Director)
Product: Connectivity products used in computers & communication network



昆侖國際貿易 (香港) 有限公司
KVB Kunlun Trading (Hong Kong) Limited
代表：孫寧女士 (董事總經理)
產品：企業外匯和司庫管理
Representative: Mdm Susan Sun (Executive Director)
Product: Corporate FX & treasury management



展覽皇
Expo King
代表：李偉先生 (公司董事)
產品：展覽工程佈置
Representative: Mr Lee Godwin (Company Director)
Product: Exhibition contractor



暹羅苑泰國餐廳
Siam Garden Thai Restaurant
代表：詹博盛先生 (總經理)
產品：餐廳
Representative: Mr Jiampraphrut Pramotsin
(General Manager)
Product: Catering

新會員介紹 Introduction of New Members



百利高健康及美容品有限公司
Swan-mart Health & Beauty Products Company Limited
代表：翁靜小姐 (業務發展經理)
產品：香水醒神筆及藥油
Representative: Ms Weng Ching
(Business Development Manager)
Product: Aromatic refresher



橫琴國際商務有限公司
Hengqin International Business Co., Limited
代表：謝嘉恩小姐 (常務代表)
產品：免費政策諮詢及橫琴公司註冊
Representative:
Ms Tse Kar Yun Josephine (Executive Representative)
Product: Free policy consult and offers one-stop service to set up companies in Hengqin



聚大行國際有限公司
CTH International Limited
代表：唐大威先生 (執行董事)
產品：米
Representative: Mr Tong Tai Wai Raphael (Managing Director)
Product: Rice



廣良興食品有限公司
Kwong Leung Hing Foods Products Limited
代表：劉國興先生 (經理)
產品：糕點、餅食及豬肉乾
Representative: Mr Lau Kwok Hing David (Manager)
Product: Foods products



宗泰貿易有限公司
Chung Thai Trading Company Limited
代表：許順利先生 (總經理)
產品：糧油食品
Representative: Mr Hui Shun Lee (General Manager)
Product: Foodstuff



港豐遠東有限公司
Kingsford Far East Limited
代表：李家寶女士 (董事總經理)
產品：醫療用品及嬰兒用品
Representative: Mdm Ho Li Ka Po Teresa
(Director and General Manager)
Product: Medical product & baby product



凱邦商貿有限公司
K.P.N. Trading Limited
代表：趙偉林先生 (董事總經理)
產品：寵物用品及食品
Representative: Mr Chiu Wai Lam Gary (Managing Director)
Product: Pet supplies



華泰海產貿易有限公司
Wah Tai SF Trading Co. Limited
代表：林容妮小姐 (董事)
產品：海味、罐頭鮑魚及湯包
Representative: Ms Lam Yung Lei Kelly (Director)
Product: Dried seafood, canned abalone & packed soup



好棧食品有限公司
Good Point Food Company Limited
代表：劉兆基先生 (銷售經理)
產品：蔘茸海味
Representative: Mr Lau Siu Kei (Sales Manager)
Product: Dried marine product



銚耀有限公司
Shieldz Limited
代表：朱晉鏘先生 (董事)
產品：濕紙巾
Representative: Mr Chu Chun Hsin (Director)
Product: Wet wipes



五洲貿易行有限公司
World Trading Group Limited
代表：黎國棟先生 (董事總經理)
產品：電器配件及家電
Representative: Mr Lai Kwok Tung Elton (Managing Director)
Product: Electrical accessories & home appliance



依緋蝶香港有限公司
Effective Hong Kong Limited
代表：陸娟小姐 (行政總監)
產品：紅外線光波健康產品
Representative: Ms Luk Kuen (CEO)
Product: Infrared healthy product



誠通專利商標 (香港) 有限公司
CLP Patent & Trademark (H.K.) Limited
代表：姜華小姐 (經理)
產品：知識產權代理
Representative: Ms Jiang Hua Helen (Manager)
Product: Intellectual property agent



源發海產貿易有限公司
Yuen Fat Seafood Trading Limited
代表：梁民瀚先生 (營運總監)
產品：美國響螺及澳洲青邊鮑批發
Representative: Mr Leong Man Hon (Director of Operations)
Product: Wholesaler of USA conch meat & Australian green lip abalone



鷹金庫 (集團) 有限公司
Eagle Safes (Group) Limited
代表：鍾東麗小姐 (董事總經理)
產品：夾萬保險箱
Representative: Ms Tung Lai Chung Fiona
(Managing Director)
Product: Safes



天妮然國際有限公司
Innate Ayurveda International Limited
代表：羅惠心小姐 (總經理)
產品：個人護理產品
Representative: Ms Lo Wai Sum Mandy
(General Manager)
Product: Personal care products

廠商會會員尊享優惠 CMA Members' offers



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全店產品9折優惠；
另凡購買 DIVERXU 產品滿\$500(折實後)可享免運費

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在家輕鬆檢查服務

原價: HKD \$1,680
 包括半小時健康顧問解讀

活動截止於 2022年6月30日

- 醫療級可靠性
- 低於市場價格 80%
- 方便、舒適配製
- 不受場地限制
- 全球超過 15 項專利
- 美國 FDA 許可

首 20 個名額 50% 優惠
 第 21-30 個名額 30% 優惠
 其餘名額 20% 優惠

立即致電查詢預約
 3893 9611
 BELUN CODE 預約APP

信譽指環 BELUN RING

公司	其他尊享優惠
一豚豬手專門店	凡購買滿 \$100 全單可獲九折優惠 * 此優惠不適用於豬手禮券及其他禮券
了實有限公司	購買「本木序」天然個人護理用品 可享有網上商店 8 折優惠及門市 9 折優惠
三亞海棠灣君悅酒店	於三亞海棠灣君悅酒店預訂客房、水療及 於餐廳消費可享折扣優惠 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； 專設服務熱線 (852) 2843 9230，專線購票即享折扣
中華航空	
元細胞遊戲有限公司	單頁式網頁製作 (HK\$200 現金優惠)
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)
王朝滴雞精	購買 3 盒以上王朝滴雞精 (原味 - 常溫) 可享 9 折優惠
永發蔘茸海味行	優惠 1) 安妮佛跳牆 ~ HK\$715/4 人份 (原價 HK\$1100) 優惠 2) 安妮嫩湯 ~ 海底椰雪梨蜜棗燉豬展湯 HK\$41.8/1 包 (原價 HK\$55)
艾橋生物科技集團有限公司	全線 AQ 產品可享 8 折優惠 (套裝除外)
位元堂	9 折中成藥購物優惠 (指定推廣產品除外)
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
依緋蝶香港有限公司	全線健康用品 7 折優惠
東億生物有限公司	會員凡於 www.bodysos.com 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。 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
長榮航空	
冠玲瓏	出示會員證可享額外 9 折購物優惠
恆香老餅家有限公司	全店正價貨品 9 折優惠
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)
美康居國際有限公司	以優惠價購買濾水器
香港華美粵海酒店	訂房、用餐及足底按摩優惠
泰越概念	優惠 1) 堂食惠顧午市套餐可享 9 折優惠 優惠 2) 堂食惠顧主餐牌可享 8 折優惠

公司	其他尊享優惠
浚達國際市務有限公司	於 Smartech 陳列室購買任何產品可享有 7 折優惠
健康之路有限公司 (嗎哪有機站)	以 95 折惠顧全線產品
常康健工房有限公司	各式精選健康產品折扣優惠
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
莉迪雅有限公司	於葵涌門店購買任何貨品可獲 95 折優惠
蛋撻王	購買酥皮或牛油皮蛋撻，即享買 5 送 1 優惠
雅芳婷有限公司	購買任何貨品可獲 9 折優惠 (指定貨品除外)
雅蘭集團有限公司	正價貨品 95 折優惠
傳承科技有限公司 (推廣 品牌：搜飾盒)	優惠 1) 下載「搜飾盒」APP 註冊為會員，立即獲贈價 值港幣 100 元克拉克幣購物獎賞。 優惠 2) 親臨紅磡體驗店註冊為「搜飾盒」APP 會員， 更可獲贈價值港幣 200 元克拉克幣購物獎賞。 優惠 3) 每位會員均擁有「全新首飾·等價換戴」服務。
瑞典行有限公司	各式精選食品折扣優惠
嘉頓有限公司	以特惠價購買嘉頓有限公司產品， 請按入以下連結索取訂購表格： http://www.cma.org.hk/uploads/ckfinder/files/Garden.xlsx 購買 \$1,000「銀龍禮券」，即可額外 免費獲贈 \$100 銀龍禮券。(每張面值 \$50.00)
銀龍飲食集團	
銚耀有限公司	以優惠價購買濕紙巾產品
德記五金發展有限公司	全店正價貨品 8 折優惠
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
澳栢國際有限公司	各式精選打印機耗材產品折扣優惠
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
韓讚	優惠 1) 堂食惠顧午市套餐可享 9 折優惠 優惠 2) 堂食惠顧主餐牌可享 8 折優惠
A LA BAKERY	全線法式手工曲奇 7 折優惠
eCup HK Limited	經 eCup 預購飲品手機 App 訂購任何飲品及食品， 即可享有 9 折優惠
Meltly Place	購物全單 9 折優惠
NORTHSUN COMPANY	專業輔導與心理治療 7 折優惠或 HK\$1000 折扣 (以最低者為先)

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

