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CMA

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香港工業再展翅 · 締造輝煌新一頁



皮鞋不簡單

Leather shoes - not as simple as you might think



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



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皮鞋，又稱革履，古稱「鞮」，是主要由動物皮革或人造皮革做的鞋類。人類早在幾千年前，就有穿皮鞋的習慣，從古時用獸皮裹足，用皮造履，直到現代皮鞋，皮鞋的潮流可算是歷久不衰。「世上第一對皮鞋」的出處，眾說紛紜，有指「第一對皮鞋」發現自亞美尼亞，亦有指是由戰國時代著名軍事家孫臏所發明。唯這些皮鞋的式樣、結構和製作技術上，都與現代皮鞋不盡相同。

現代皮鞋 源於歐洲

說起皮鞋，一定會想到英國及意大利這兩個歐洲老牌手工皮鞋的發源地。中世紀時期，皮質鞋履多為貴族階級享有，普通民眾多穿草鞋或布鞋，更有甚者只能赤足行走。早期的皮鞋是純手工製造，而隨着工業進步及發展，製鞋工業逐漸由手工變為以機械生產，並慢慢傳到美國及亞洲地區。

休閒正式 各有配搭

皮鞋種類多樣，除了出席正式場合之外，在日常也可以做搭配。在眾多款式中比較常見的有以下四款：

1. 孟克鞋 (Monks)

孟克鞋之命名來自於 15 世紀時，義大利的修道士 (Monks) 創造出一款在鞋面上有一橫向的帶子及金屬扣環的便鞋 (Slip-ons)，這款鞋子在當時流行到各修道院。在牛津、德比鞋尚未出現的時候，孟克鞋皮帶扣的設計在當時 (17 世紀之前) 是非常普遍與流行的。



2. 牛津鞋 (Oxfords)

牛津鞋源於 17 世紀的蘇格蘭與愛爾蘭，穿着者多為具

教養或特殊的上流社會階級。

1640 年初期，牛津學生開始引進成為學生制服的一部分，因而被稱為牛津鞋。牛津鞋最大的特色之一為「封閉式襟片」，是側邊鞋翼向前延伸成為鞋面上的一部分，當用鞋帶綁緊時，鞋翼會密合成為一整塊鞋面。鞋子最初是沒有鞋根，大部分是用沒有經過鞣制的牛皮所製，為防磨腳鞋內會墊乾草。鞋上的小孔原意是讓人在過河後，水可以從小孔流出，但現已變成一種裝飾。



3. 德比鞋 (Derby)

關於德比鞋的名字來自 19 世紀的英國第十四代德比伯爵。他的腳太寬，難以穿着細長的牛津鞋，於是有鞋匠為他開發了這種開放式襟片的系帶鞋型。德比鞋穿着方便和舒服，很適合搭配休閒裝扮。



4. 樂福鞋 (Loafers)

樂福鞋又稱懶人鞋的起源是「莫卡辛鞋」，指的是一種用鹿皮或是其他柔軟的皮革製作而成的便鞋。樂福鞋英文為 Loafer，即「流浪的人」，最初是由 Spaulding 公司開始生產製造，在尋找這雙鞋的名字時，看見牧民穿這款鞋，便命名為樂福鞋 (Loafer)。



* 文章中有部份內容取材於互聯網



Leather shoes, which are also known as dress shoes or "dai" in ancient Chinese, are a category of shoes that is mainly made from animal or artificial leather. Human beings have had the habit of wearing leather shoes since thousands of years ago. In ancient times, people would wrap their feet in animal skins, and make shoes with leather. The trend of leather shoes is long lasting and had evolved into modern leather shoes. Public opinions are divergent about the origins of the "first leather shoes in the world". Some said that the "first pair of leather shoes" were made in Armenia; while some said it was invented by Sun Bin, a famous militarist during the Warring States Period. However, the style, construction and manufacturing techniques of these leather shoes were different from modern leather shoes.

Modern leather shoes originated from Europe

The two birthplaces of classic European handmade leather shoes, England and Italy, must come to mind when talking about leather shoes. In the Middle Ages, leather shoes were normally worn by aristocrats; while ordinary people largely wore shoes made of straws or cloth, and some even had to walk barefoot. Earlier on, leather shoes were purely handmade, but with the progression and development of industrialisation, shoe-making industries had gradually transformed from handmade to manufactured by machineries, and slowly spread to the United States and Asia.

A Match for Casual and Formal

Aside from formal occasions, there is a variety of leather shoes that can go with everyday outfits. The following four types are more common amongst leather shoes:

1. Monks

The name of "Monk" could be traced back to the 15th Century when Italian Monks created a type of slip-ons with horizontal strap and buckle on the shoe vamp. Monks were popularised in various monasteries. Prior to the emergence of Oxfords and Derby, the buckle design of Monks were very common and sought-after at the time (before 17th Century).

2. Oxfords

Oxfords first appeared in Scotland and Ireland in the 17th Century and were mostly worn by the educated or privileged upper class. At the beginning of 1640s, they were adopted by students in the University of Oxford as a part of the school uniform, and hence were called "Oxford". One of the most unique characteristics of Oxfords is "closed lacing", which meant that shoelace eyelets tabs were extended from the sides towards the centre of the vamp and would be completely closed into one piece of vamp when the shoelaces are tied up. At first, the shoes did not have any heels, and were mostly made of untanned calf leather. Dry straws were stuffed inside to prevent the shoes from rubbing

the feet. The small holes on the shoes were originally meant to drain water out after crossing the river, but had become merely decorative nowadays.

3. Derby

The name "Derby" took after the 14th Earl of Derby of England from the 19th Century. A cobbler invented this type of open-laced shoes for the Earl as his feet were too wide to wear slender Oxford shoes. Derbys are convenient, comfortable to wear, and suitable for matching casual outfits.

4. Loafers

Loafers, which were also nicknamed "lazy shoes", originated from Moccasin shoes, a type of shoes that was made of deerskin or other soft leather. Loafer means "someone who wanders" in English, and was first manufactured by a company called Spaulding. When deciding what to name these shoes, the company saw herdsmen wearing them and hence named them as Loafer.

*Parts of the content is taken from the Internet.



Monks



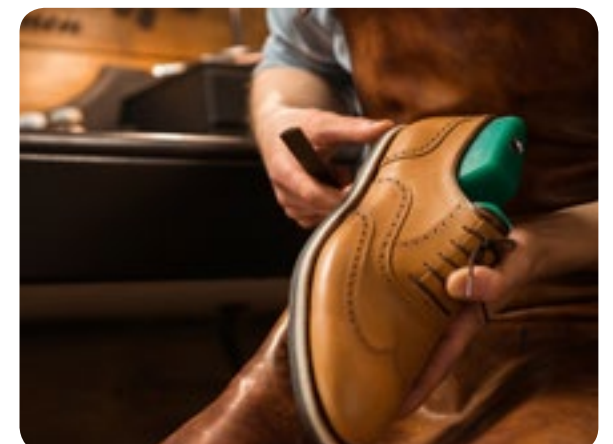
Oxfords



Derby



Loafers



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Infinite and Consecutive Supports for our Manufacturers



從去年開始，經濟領域的「黑天鵝」事件接連出現，前有中美貿易戰，再有新冠病毒肆虐，本港廠商遭受雙重打擊。海外買家除了取消訂單，還以生意欠佳為由，要求減價兩至三成，甚至將付款期由兩個月延長至四個月，令港商進退維谷。

政府推出兩輪防疫抗疫基金，能幫助許多中小企解燃眉之急，證明特首及商經局長都用心聆聽民意。然而，作為香港主要經濟支柱之一的進出口貿易，政府的支援力度顯然需要進一步加強，從而盡快恢復與海外及內地市場的經貿活動。

以不少在內地擁有廠房的廠商為例，他們的業務運作和管理都受到嚴重影響。雖然本港逐步放寬廠商往來兩地的強制檢疫隔離措施，但仍然受到很大的掣肘，當然亦包括物流運輸方面的種種不便。有廠商反映，因為運輸問題，來自其他地區的物料供應，未能如期運抵工廠。另外，有些廠家動用資金去為貨品進行設計，又或預製了一些貨品零件，但因為受到物料供應受阻，未能如期交貨，而被客戶追款，以致資金周轉出現極大壓力。

因此，政府應該考慮有針對性支援措施，例如資助企業高層管理人員和一般員工在內地的住宿費用，以及減輕從事跨境製造和貿易等企業的財政負擔。

隨著內地商貿活動逐漸恢復，政府亦應該以大灣區為重點，加強協調疫後在大灣區內和海外的合作，包括商貿考察團、線上產業推廣活動及參與當地主要行業展覽，並對參與

的港商提供費用上的折扣，並向來港參觀展覽、進行採購的大灣區內和海外企業，提供交通和住宿優惠；以及資助港商參與貿發局在今年7月至明年3月舉辦的所有展覽，資助額為參展費用一半，等等。

最後，我認為當局支援廠商必須無遠弗屆，尤其是要放寬「中小企業市場推廣基金」(EMF)參與本地展覽開放予公眾進場的整體時間限制，由三分之一提升至50%；進一步簡化EMF及「發展品牌、升級轉型及拓展內銷市場的專項基金」(BUD專項基金)的申請程序，將BUD專項基金涵蓋的項目範圍，擴展至成熟經濟體及香港，並且放寬基金的地域分配限制，從而打破過去「錢不過界」的固有框框。

Since last year, "black swan" incidents have appeared one after another in global financial markets. Hong Kong manufacturers are now faced with the twin blows of the trade war between China and the United States together with the pneumonia epidemic. Apart from significant decrease or cancellation in purchasing orders, overseas buyers also requested price reductions of 20% to 30% on the grounds of poor business, and even extended the payment period from two months to four months, putting Hong Kong businesses in a difficult dilemma.

The government injected \$30 billion and \$137.5 billion respectively into the Anti-epidemic Fund for launching two rounds of relief measures. These measures could help addressing the imminent needs of enterprises and people in need, proving that the Chief Executive and the Secretary for Commerce and Economic Development are listening to the views of the public. However, as import and export trade industry occupies a prominent economic position in Hong Kong, government's support and assistance efforts obviously need to be further strengthened in order to resume economic and trade activities with overseas and mainland markets as soon as possible.

Take many manufacturers with factories in China as examples. Their business operations and management have been significantly affected. Although Hong Kong has gradually relaxed

文稿提供：

立法會『工業界「第二」』
議員吳永嘉先生, BBS, 太平紳士

Article provided by:

The Hon **Ng Wing Ka, Jimmy**, BBS, JP
Legislative Council Member (Industrial-Second), HKSAR

the compulsory quarantine measures for manufacturers between Hong Kong and China, it still imposes great constraints on them. Besides, it also causes inconveniences and problems in logistics and transportation aspects. Some manufacturers mentioned that due to transportation problems, the supply of raw materials from other regions is blocked and failed to deliver on time as scheduled, resulting in great pressure on capital turnover.

Therefore, the government should consider targeted and well-planned supportive measures, such as subsidizing the accommodation costs for both management and general grade employees residing in China as well as alleviating the financial burden of enterprises engaged in cross-border manufacturing and trading.

With the gradual recovery of business activities in China, the government should also focus on development within the Greater Bay Area and strengthen coordination in the Greater Bay Area and overseas after the epidemic, such activities comprising of setting up business delegations, offering marketing and promotion activities, encouraging participation in overseas exhibitions, providing concessions on transportation and accommodation for companies coming to Hong Kong for exhibitions and purchases as well as subsidizing local businessmen in participation of all HKTDC exhibitions from July to March next year.

In conclusion, I think that the authorities must provide full support and measures for our manufacturers, especially in relaxing the exhibition opening period for general public from one third to 50% under the "SME Export Marketing Fund" (EMF), further simplifying the application procedures of the EMF and "Dedicated Fund on Branding, Upgrading and Domestic Sales" (BUD Fund), expanding the geographical coverage covered by the BUD Fund to mature economies and Hong Kong as well as relaxing the geographical distribution of the fund restrictions, thereby breaking the inherent frame of "money cannot exceed the boundary".

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「遙距營商計劃」 助企業「疫」流而上

Distance Business Programme Help Enterprises Tide over the Epidemic



受疫情影響，越來越多企業使用網上營商、遙距文件管理、網上會議工具等資訊科技方案以繼續營運和提供服務，遙距工作/服務模式成為新趨勢。在第二輪「防疫抗疫基金」下，創新科技署推出「遙距營商計劃」，透過快速批核的方式，資助企業採用資訊科技方案，開拓遙距業務。

在計劃下，每個資訊科技方案連同僱員的培訓開支的資助額最高為港幣 10 萬元，而每間企業可獲最高港幣 30 萬元總額資助，以進行為期最長六個月的遙距營商項目。每間企業只可提交一項申請，可包含最多三個資訊科技方案，獲批項目不能同時受惠於政府的其他資助計劃。

計劃涵蓋以下 12 個與遙距營商有關的資訊科技方案類別：

1. 網上營商；
2. 網上接單和送遞、智能自助服務系統；
3. 網上客戶服務和推廣；
4. 客戶數碼體驗升級；
5. 數碼支付/流動裝置零售管理系統；
6. 線上/雲端財務管理系統；
7. 線上/雲端人力資源管理系統；
8. 遙距文件管理、雲端儲存及遠端存取服務；
9. 網上會議工具；
10. 虛擬團隊管理和溝通；
11. 網絡安全方案；及

12. 其他線上/度身訂造/雲端業務支援系統。

計劃現正接受企業申請，截止日期為十月三十一日。此外，計劃提供「資訊科技服務供應商參考名單」，為企業提供相關市場資訊僅作參考之用。香港生產力促進局（生產力局）為計劃的秘書處。如欲了解計劃詳情或遞交申請，請瀏覽計劃網頁：<http://u.hkpc.org/dbiz>。如有查詢，請致電 +852 2788 5070 或電郵至 dbiz@hkpc.org 與秘書處聯絡。



經此一「疫」，相信遙距工作或服務模式，甚至在家工作安排將會越來越普及，是企業數碼轉型的好機會。生產力局提供一系列「中小企遙距工作貼士」，包括不同解決方案的比較和保安指南，助企業在「疫」境中「轉危為機」。立即找生產力局了解更多詳情，電話：+852 2788 5678，電郵：hkpcenq@hkpc.org，網址：www.hkpc.org。

資料提供：香港生產力促進局

Against the backdrop of the epidemic, remote working or service has become a new trend, where more and more enterprises adopt information technology (IT) solutions for, among others, online business, remote document management, and virtual meeting and conference tools to continue their business and services. Under the second round of the Anti-Epidemic Fund, the Innovation and Technology Commission has launched the Distance Business Programme (D-Biz Programme) to provide funding support through fast-track processing for enterprises to adopt IT solutions for developing distance business.

Under the Programme, the funding ceiling is HK\$100,000 for each IT solution and the relevant training expenses for the employees. Each enterprise may receive total funding of up to HK\$300,000 to undertake a distance business project to be completed within six months. Each enterprise can submit only one application with no more than three IT solutions. The approved project cannot benefit from other government funding schemes at the same time.

The Programme covers 12 IT solution categories relating to distance business as follows:

1. Online business
2. Online order taking and delivery, and smart self-service systems
3. Online customer services and engagement
4. Digital customer experience enhancement
5. Digital payment / mobile point of sale
6. Online / cloud-based financial management systems
7. Online / cloud-based human resources management systems
8. Remote document management, cloud storage and remote access services

9. Virtual meeting and conference tools
10. Virtual team management and communications
11. Cybersecurity solutions
12. Other online / custom-built / cloud-based business support systems

The D-Biz Programme is now open for applications from enterprises until October 31. The Programme also provides an IT Service Providers Reference List to offer relevant market information merely for enterprises' reference. The Hong Kong Productivity Council (HKPC) is the Secretariat of the D-Biz Programme. For details or submission of applications, please visit the D-Biz Programme website: <http://u.hkpc.org/dbiz>. For inquiries, please contact the Secretariat at +852 2788 5070 or dbiz@hkpc.org.

The epidemic has opened a new chapter for distance working, remote service, and even working from home (WFH). These new norms of business culture will undoubtedly generate new opportunities for enterprises to embrace digital transformation. HKPC offers SME remote office tips, including the comparison of different solutions and security guidelines, enabling enterprises to flip challenges into prime opportunities. Contact HKPC now for more details at tel: +2788 5678, email: hkpcenq@hkpc.org, URL: www.hkpc.org.



Information provided by : Hong Kong Productivity Council

本會活動速遞 CMA Focus

6 2020 年 月份活動 June Event



「中小企抗疫自強 - 網上展銷會攻略網絡交流會」
Online Seminar of Online Exhibition's Strategy
日期 Date : 09 / 06 / 2020
查詢電話 Enquiry Hotline : 2851 1555



會員會客室
Member's Meeting Room
日期 Date : 17 / 06 / 2020
查詢電話 Enquiry Hotline : 2851 1555



「提升督導技巧及管治魅力」網絡工作坊
Online Workshop on "Developing Supervisory Charisma and Coaching Skills"
日期 Date : 22 / 06 / 2020
查詢電話 Enquiry Hotline : 2542 8635 (曾小姐)



會員商聚
CMA Bar Time
日期 Date : 7月下旬 Late July
查詢電話 Enquiry Hotline : 2851 1555



名人飯堂 - 馬介欽副會長
CMA VIP Luncheon - VP Dr Ma Kai Yum
日期 Date : 7月下旬 Late July
查詢電話 Enquiry Hotline : 2851 1555



「動盪時期的增長戰略：企業方向、企業領導、企業治理與企業變革」系列網絡工作坊
Serial Online Workshop on "Growth Strategy in Times of Turbulence: Corporate Direction, Leadership, Governance System and Transformation"
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7 2020 年 月份活動 July Event

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近幾個月來，隨着疫情的發展，航空公司大幅削減航機班次，導致香港郵政近乎未能提供足夠的運載力應付寄往海外的空郵郵件量。但鑑於市民對國際速遞服務的需求，香港郵政仍盡力維持特快專遞服務到部分目的地，如中國內地、日本等，以便市民投寄急件。我們期望疫情盡快過去，令客戶得以重新體驗特快專遞國際速遞服務的優勢。

「特快專遞」(Speedpost) 是香港郵政自 1973 年起提供的國際速遞服務，派遞網絡覆蓋全球，急件最快可於投寄後一至五個工作天送達世界各主要城市。由於成本是中小企業業務發展上所需考慮的重要一環，特快專遞服務的價格相宜及收費簡單，並以實際重量計算，切合中小企客戶的需要。同時，特快專遞是唯一提供上門收件的郵政服務，投寄程序因而變得更輕鬆方便。另外，隨着網上購物漸趨盛行，香港郵政推出「郵件清關易」網上平台，客戶可於寄件前輸入電子報關資料，有關資料在郵件完成投寄後會傳送至目的地海關，使郵件抵達前可預先進行清關手續。

除特快專遞外，香港郵政也提供一籃子的國際郵寄服務，以配合電子商貿發展。各項服務在派遞時間及收費方面各有不同，客戶可

按照其實際需要選用合適的服務。



詳情可瀏覽：

<https://speedpost.hongkongpost.hk/>

Over the past few months, flight frequencies have been reduced substantially by airlines in response to the development of the COVID-19, which has resulted in a nearly complete inability to provide air traffic capacity to deal with the volume of airmail items conveyed to overseas destinations. Considering the demand for international courier services from the public, Hongkong Post has made great effort to maintain Speedpost service as far as possible to facilitate the posting of urgent mail by the public to some destinations, such as Mainland China and Japan, etc. We hope that the pandemic will end soon, so that our customers can once again experience the excellence in Speedpost International Courier Service.

Speedpost has been an international courier service provided by Hongkong Post since 1973, with a delivery network covering worldwide destinations. Delivery to major international cities can be made as fast as within one to five working days upon posting. Since costing is an important factor to be considered in business development of small and medium enterprises (SME), the actual weight-based postage of Speedpost is simple and value-for-



money, catering for the needs of SME customers. Speedpost is also the sole postal service which offers pick-up service to make the posting procedures more convenient. On the other hand, as online business is becoming increasingly popular, Hongkong Post has implemented the "Easy PreCustoms" online platform. Customers can submit customs information electronically before posting their mail items. After completion of the posting procedures, the customs information of the mail items will be forwarded to the destination customs authorities for pre-clearance before their arrival.

To cope with the development of e-Commerce, Hongkong Post also provides a variety of services for international posting other than Speedpost. These services differ in delivery time and postage. Customers can choose the appropriate one that suits their needs.



For further information, please visit:
<https://speedpost.hongkongpost.hk/>

香港第一家電熱水爐廠
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< 廠在土瓜灣 歡迎參觀 >



<http://www.berlin1967.com>

溫馨提示

根據香港特別行政區政府《商品說明條例》

4201 原產地標籤的規定

目前並無法例規定在本港銷售的貨品必須貼上原產地標籤。

精明消費者購買電器前先查詢產地來源，並比較其他同類貨品，不同牌子的售價及產品功能，廣告內容可能誇張或誤導，若買入物非所值的貨品就會浪費金錢及後悔。

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蔡敏思 小姐
Ms Mence Tsoi,
Golden King (Asia Pacific) Ltd.

面對疫情持續，如何提高自身免疫力成為了大眾關心的課題。有研究發現，提升身體肌肉量，減去多餘脂肪，皆有助提升免疫力，但對於肌肉不足、兼有大肚臍的繁忙現代人來說並非易事。本會會員蔡敏思小姐，於80年代創立肌齡與健康管理品牌—MENCE，堅守「全人快樂」的信念，致力幫助都市人打造年輕面容、理想身型及健康體魄，她和團隊更研發「被動式運動」技術，通過高科技儀器，在安全舒適免勞損的情況下有效減少脂肪，增加肌肉，繼而提升免疫力。MENCE廣受業界及客戶認同，獲時代雜誌評為《全亞洲最具領導地位男仕護膚中心》，2020年更成為唯一一家入選《中國民族品牌》的香港企業。

蔡氏於80年代開始協助母親打理美容院，當時美容院一般對象只為女性顧客，然而，她在經營的過程中，發現男士同樣有皮膚護理及纖體的需求，促使她開拓男士健康纖體品牌—MENCE。蔡氏對服務質量控制嚴格，要求絕對安全，透過由醫生和大學科研隊伍組成的團隊研發出綠色抗衰老及健康體重管理

技術，在80年代末率先引進歐洲纖體儀器，2005年更將纖體技術註冊專利，在無需機械運動的情況下，幫助促進新陳代謝、減去多餘脂肪和大肚臍，減低身上毒素，增加肌肉，讓顧客輕鬆獲得健康和理想身型，成為全港首間擁有專利體重管理技術的男士護膚纖體中心。MENCE近年的獨創科研技術更獲得香港、瑞士、澳洲、美國、加拿大等多項世界專利，提供純天然、無添加、無手術的專利細胞再生技術，更有效使皮膚回復年輕狀態及頭髮再生，令顧客由內而外散發出自信光彩。

蔡氏篤信佛教，同時亦接受西方樂於表達的理念，故她亦教導員工以真心待客，確保每一位客人真切了解自己的需要後，才展開療程，故能徹底幫助他們解決身型、皮膚、以至健康問題，為大家帶來快樂！

隨著內地大健康產業興起，蔡氏於3年前於北京、上海、深圳和成都等地陸續開設了分店，其高新技術迅速得到了內地顧客的認可，成功打入內地市場。未來MENCE將進一步



開拓內地市場，香港則作為研發基地，繼續開發新產品。

事業成功的蔡氏熱心公益事業，將「全人快樂」信念宣揚至不同階層，面對人口持續老化和長者健康的問題，蔡氏於2013年創立了「耆開得勝關懷基金」，讓更多長者關注到肌肉對整體健康的重要性，冀能利用其專業知識為長者帶來健康快樂。

In face of the continued epidemic, how to improve self-immunity has become a subject of public concern. Some studies have found that the body has a lot of muscles, and the metabolic function will be better. However, it is not easy for busy modern people to maintain the amount of exercise to train muscles. Ms Mence Tsoi, a CMA member who founded the Golden King (Asia Pacific) Ltd., created MENCE the skincare and body toning brand in 1980 to help customers reinstate young look of the face, good shape of the body and good health adhering to her belief of 'holistic happiness'. For a healthy body, she also developed "passive exercise" technology, which stimulates the growth of muscle cells through micro-currents, effectively increasing muscles and improving immunity under the condition of safety, comfort and freedom from strain.

Tsoi began to help her mother run a beauty salon in 1980, an era when beauty salons served ladies only. In the course of operation, however, she realized the gentlemen's needs for skincare and slimming. This prompted her to develop MENCE, a brand of body slimming specially devised for men. Strict with quality control and absolute safety, Tsoi developed green anti-aging and weight management technologies through a team composed of doctors and scientific researchers of universities. She also pioneered to import slimming equipment from Europe in the late 80s. In 2005 she was granted patent for her slimming technology. The fitness centre she runs become the first of its kind in Hong Kong which provides skincare and slimming services with patented technology. MENCE provides health management with unique scientific technologies in a purely natural way without aid of machines, exercise and surgeries. Customers also regenerate the skin and hair, promote body metabolism and detoxify effectively with aid of another patented cell renewal technology.

Tsoi is both a Buddhist and follower of the Western religious beliefs. Determined to empower customers with her own power, Tsoi trains her employees to serve customers with sincerity. This is to ensure that each customer genuinely understands his or her needs because genuine effect is possible only when thorough understanding of the therapy is gained before start.

As healthcare industry emerged in Mainland China, Tsoi started opening branches in Beijing, Shanghai, Shenzhen and Chengdu etc three years ago and extended her business in the Mainland market successfully with her high technology recognized by Mainland customers. In the future, MENCE will further extend its footprint the Mainland market and develop more new products



with Hong Kong as the research and development base.

Encouraged by her success in business, Tsoi is keen to participate in charity and extend her belief of 'holistic happiness' to all social strata. In response to aging population and elderly health problems, Tsoi set up "Winning Sage Caring Fund" in 2013 to arouse awareness of muscle loss among the elderly. She would like to help them stay genuinely healthy leveraging her expertise.



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The Chinese Manufacturers' Association of Hong Kong

查詢電話：2851 1555 網址：<http://www.cma.org.hk>

香港貿發局 T-box 升級轉型計劃 順勢把握復業時機 令業務更上一層樓

The HKTDC Transformation Sandbox (T-box) Back to business challenges - how do you revive your business' growth?

 HKTDC
SME SUPPORT
中小企支援服務

T-box

Transformation Sandbox
升級轉型計劃

全球多國疫情開始受控，為企業復工帶來曙光，各地政府開始為復業做好準備，中小企在經濟環境仍未明朗之下，如何靈活應變並提升競爭力，以建立復業優勢的同時，更為未來發展鋪路？

香港貿易發展局（香港貿發局）為協助中小企增強營商力，成立了 T-box 升級轉型計劃，為所有香港註冊中小企業提供三個月免費支援，與您攜手邁向升級轉型目標。

四大升級目標 助您提升業務

品牌升級 - 強勢的品牌有助贏取客戶支持，變相推動銷量。T-box 讓您全方位提升品牌策劃、知識產權及營銷知識，爭取更多商機。

電子商貿 - 電子商貿發展蓬勃，T-box 除提供開設網店、市場推廣、支付系統及物流管理的資訊，會員更可享受 T-box 及計劃夥伴提供的推廣優惠，開拓網上商機。

生產及供應鏈方案 - 生產及供應鏈方案規劃有助中小企管理風險、控制成本及進軍新市場。T-box 提供東盟各國的製造業概況、條例及工業園區資料，助您制定生產及供應鏈策略。

市場開拓 - 市場多元化可助中小企應對國際市場環境的變化和挑戰。T-box 提供中國內地及東南亞的市場概況、銷售渠道及商貿代表團等資訊，為開拓新市場鋪路。

T-box 如何助您升級轉型

T-box 提供不同的服務和支援，引導會員逐步邁向升級目標，當中包括**商務顧問服務**，引薦合適的專業機構、商會、商業夥伴等，提供免費的基礎諮詢服務。另外 T-box 推介會員參與**實用工作坊**和**交流活動**，例如香港貿發局旗下展覽、宣傳及交流活動，擴闊用戶的營商知識，並接觸更多商業夥伴及潛在投資者。T-box 也提供大量**市場資訊**和**政府資助計劃諮詢**，讓會員掌握市場發展趨勢、了解政府資助計劃的申請詳情，以獲取更多業務支援。

成為 T-box 會員費用全免，請即登記！

T-box 升級轉型計劃



As the COVID-19 situation is slowly but steadily brought under control, governments around the world are getting ready to reopen businesses. While businesses can reopen, it is not business as usual. How can SMEs take on new challenges and revive their business growth?

The Hong Kong Trade Development Council's (HKTDC) Transformation Sandbox (T-box) programme offers three months' free support to sharpen the competitive edge of Hong Kong-registered SMEs so they can gear up and pave way for their business transformation.

Level up with four transformation goals

Branding - Elevate your brand to win customers' support and promote sales. T-box offers assistance on brand planning, marketing strategies and intellectual property for you to gain more business opportunities.

E-commerce - Having a presence in the dynamic online marketplace is essential for business nowadays. T-box keeps you updated on e-commerce, online marketing, e-payment systems and logistics. You can also enjoy promotion privileges provided by T-box and our partners.

Manufacturing and supply chain solutions - Manufacturing partnership can help SMEs better manage risks and production costs as well as penetrate new markets. T-box can advise you on manufacturing landscapes, regulations and industrial parks in ASEAN countries.

New markets - Market diversification enables SMEs to better adapt to the ever-changing international trading environment. T-box provides market overviews and information on sales channels and trade missions for the Mainland China and Southeast Asia markets to prepare you for market expansion.

How T-box helps with your transformation

T-box offers a broad array of services to support and guide members towards their transformation goals. Our **business advisory services** connect you with relevant professional institutions, chambers of commerce and business partners and offer free advisory services. We also recommend numerous **capacity-building workshops** and **networking opportunities** such as HKTDC exhibitions, promotions and networking events to help you nurture your business capacity and connect with potential partners and investors. In addition, T-box offers **market insights** and **government funding schemes consultation** to keep you informed of industry trends and suitable government funding schemes for your business transformation.



T-box membership is free. Register now!

Transformation Sandbox
(T-box) programme



資料及圖片提供 Information and photos provided by :
香港貿易發展局
The Hong Kong Trade Development Council
電話 Enquiry Hotline: 1830668
電郵 Email: smecentre@hktcd.org

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：mandy@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: mandy@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).

香港銀行抗疫專線一覽表

新冠肺炎疫情持續，嚴重影響香港經濟，本港各大銀行均推出針對中小企的紓困措施支援工商界渡過難關，並設立專線供企業查詢，部份主要銀行專線資料如下：

銀行名稱	抗疫專線
中國銀行(香港)有限公司	3982 6533 / 3982 6801 (廠商會會員專線)； 3988 2128
交通銀行(香港)有限公司	3989 3623
東亞銀行有限公司	3608 1220
恒生銀行有限公司	2198 8000 (選擇語言後，請按 1 > 1 > 1 > 3 > 2 接通)
南洋商業銀行有限公司	2616 6118
香港上海滙豐銀行有限公司	2748 8238
渣打銀行(香港)有限公司	2886 6988
創興銀行有限公司	3768 0222
星展銀行(香港)有限公司	2290 8068
華僑永亨銀行有限公司	3199 9188

(註：按中文筆劃序排列)



產品名稱：型號：VR-30-1 名稱：紫外線 (UV) 空氣消毒系統
公司名稱：其力行有限公司
會員編號：011759
批發數量及價格：批發 20 套起訂，unit price：HKD1,650.00/pc

產品介紹：以高能量紫外線幅射 (UV-C 波段) 可以引起微生物內的 DNA 發生不可逆轉的破壞，從而使微生物不能繁殖，並且死亡。
詳情可參考以下網址：
<https://bit.ly/2M8d70L>

聯絡人：Wanda Lee
聯絡電話：2470 9690
查詢電郵：sales@cliffon.com.hk
網址：www.cliffon.com.hk



產品名稱：意大利黑松露醬 500G
公司名稱：鴻發號糧油食品有限公司
會員編號：013037
批發數量及價格：1 箱起 (每箱 12 支) / 每樽 HKD198

產品特點：來自意大利黑松露醬，是廚師的，適合素食，炒蛋，炒菜

聯絡人：Christy Cheung
聯絡電話：2345-4491
查詢電郵：christy@hfh.com.hk
網址：www.hungfatho.com.hk

物流及供應鏈多元技術研發中心 (LSCM) 智能起重機

Logistics and Supply Chain MultiTech R&D Centre (LSCM) Smart Lifter



作為一個首屈一指的國際物流中心，香港對於倉庫的需求一直高企。可是，由於本地的工業用地供應有限，倉庫的面積一般較小，令業界需要運用較小型的機器。與此同時，業界亦需要應付租金上漲及人手短缺等問題，令經營更加困難。因此，不少業界人士都希望應用創新科技去解決難題、節省開支，以及提升營運效率和生產力。

為促進本港物流業的發展，物流及供應鏈多元技術研發中心 (LSCM) 一直致力研發適合本地倉庫的技術，而我們最新研發的智能起重機亦專為本地面積狹窄的倉庫而設。它的體積比傳統的起重機及運輸機器小，但結合了叉車和吊車的功能，可透過人機協作以遙控方式執行工作，亦可執行特定和精細的操作任務。它安裝了一個新的組合式末端執行器 (包括其控制器)，以協助處理不同形狀的物件；而其可調節的高度控制器則可提供額外的支援力來操控和處理物件。這智能起重機亦可加上不同的感應器，如力度感應器，來提高操作效率。

這智能起重機不但適用於倉庫，亦可以改裝，並應用於長者護理服務，以減輕移動長者時的風險。它可有效地協助長者站立，而其多軸執行器更可模擬用家坐立的軌跡。

智能起重機曾於多個在 2019 年舉行的大型活動及展覽中展出，包括一年一度的 LSCM 物流高峰會，由香港貿易發展局主辦的亞洲物流及航運會議和創智營商博覽，讓業界人士了解其特點及功能。在上述活動當中，不少

與會者都對智能起重機感興趣，並查詢有關這項技術的資料。

我們相信應用智能起重機於本地的倉庫及長者護理服務，必定能惠及業界及社會。

Being an international logistics hub, Hong Kong's demand for warehouse space is always high. However, the warehouses in Hong Kong are usually small and confined due to the lack of industrial land in Hong Kong. Therefore, the industry requires machines which are smaller in size to assist its daily operation in the local warehouses. Apart from the lack of space, the increasing rental cost and shortage of labour are some other major challenges that the industry is facing. Hence, many of the industry players would like to make use of advanced technologies to solve the problems, enhance the productivity and operational efficiency, as well as to save cost.

To meet the needs of the industry, the Logistics and Supply Chain MultiTech R&D Centre (LSCM) has developed a series of novel technologies, such as the Smart Lifter, that is specially designed for the relatively small and compact warehouses. Being able to perform the functions of forklifts and cranes, LSCM's Smart Lifter is significantly smaller in size when compared to the traditional machines commonly used in warehouses. It can perform object handling tasks remotely through human-machines cooperation in warehouses and carry out delegated and fine-manipulative tasks. With its new modular end-effector, including its controller, it can handle various and multiple objects of different sizes, while its adjustable level controller can provide additional supporting force for object handling. Moreover, additional sensors, such as force sensors, can be installed in the Smart Lifter to help enhance its efficiency.

Besides helping to enhance the operational efficiency in warehouses, the Smart Lifter can be applied in elderly care services. It can be turned into a stratified and personalised lifter for elderly care applications. The Lifter can help to reduce the risks associated with the physical movement of the elderly person. It can effectively help the user to stand and its embedded multi-axis actuators can simulate human body's sitting and standing trajectory.

The Smart Lifter was showcased in several large-scale events and exhibitions in 2019, such as the annual LSCM Logistics

Summit, Asian Logistics and Maritime Conference and SmartBiz Expo organised by Hong Kong Trade Development Council (HKTDC) to let the industry know more about its special features and functions. This technology attracted the attention of a lot of visitors and many enquiries about it were received at the events.

The deployment of Smart Lifter in the industry and the community would definitely bring about significant economic and social benefits to the society.



資料及圖片提供 Information and photos provided by :
物流及供應鏈多元技術研發中心
Logistics and Supply Chain MultiTech R&D Centre
電話 Enquiry Hotline: 3973 6200
電郵 Email: info@lscm.hk
網址 Website: www.lscm.hk

「外商投資信息報告」知多 D

More on "Measures for the Reporting of Foreign Investment Information"

2020年1月1日起，《外商投資信息報告辦法》和《關於外商投資信息報告有關事項的公告》正式施行，商務主管部門將不再實施外商投資企業的審批和備案，外商投資信息報告制度將取代現有的外商投資企業審批、備案和聯合年報制度。

1. 市場監管、商務、外匯年報「多報合一」：

商務部、市場監管總局、外匯局自2020年1月1日起，依據相關文件指引聯合開展「多報合一」的外商投資信息報告年度報告，外資企業不再報送《外商投資企業聯合年報》。

2. 什麼企業需要提交年度報告？

外國投資者直接在中國境內投資設立的公司、合伙企業，外國（地區）企業在中國境內從事生產經營活動，外國（地區）企業在中國境內設立從事生產經營活動的分支機構，外商投資性公司、創業投資企業、以投資為主要業務的外商投資合伙企業在中國境內投資設立的企業。

3. 報送時間：

外商投資企業應於每年1月1日至6月30日登錄國家企業信用信息公示系統報送年報。當年設立的自下一年起報送年度報告。

4. 報告內容與方式：

1. 設立外商投資企業，應於辦理外商投資企業設立登記時通過企業登記系統提交初始報告。並購境內非外商投資企業，應在辦理被並購企業變更登記時通過企業登記系統提交初始報告。

2. 初始報告：應當報送企業基本信息、投資者及其實際控制人信息、投資交易信息等信息。

3. 初始報告的信息發生變更，涉及企業變更登記（備案）的，應於辦理企業變更登記（備案）時通過企業登記系統提交變更報告。不涉及企業變更登記（備案）的，應於變更事項發生後20個工作日內通過企業登記系統提交變更報告。

4. 變更報告：應當報送企業基本信息、投資者及其實際控制人信息、投資交易信息等信息的變更情況。

5. 外商投資企業注銷或者轉為內資企業的，在辦理企業注銷登記或者企業變更登記後視同已提交注銷報告，相關信息由市場監管部門推送至商務主管部門，無需另行報送。



6. 年度報告：應當報送企業基本信息、投資者及其實際控制人信息、企業經營和資產負債等信息，涉及外商投資准入特別管理措施的，還應當報送獲得相關行業許可信息。

Since 1 Jan 2020, the "Measures for the Reporting of Foreign Investment Information" and "Announcement on Matters Concerning Reports on Foreign Investment Information" have been officially effective. Administrative Departments of Commerce will no longer approve and record foreign-funded enterprise, the system of Reports on Foreign Investment Information would replace all existing systems of approval, recording and joint annual reporting of foreign-funded enterprise.

1. "Consolidating Multiple Returns into One" of market regulation, commerce and foreign exchange

As from 1 Jan 2020, the Ministry of Commerce, the State Administration for Market Regulation and the State Administration of Foreign Exchange shall jointly conduct annual reporting of the reports on foreign investment information in accordance with the relevant announcements and measures, and foreign-funded enterprise will no longer produce "Joint Reporting of Annual Investment and Business Operations of Foreign-funded Enterprises".

2. What kind of enterprises need to submit an annual report?

Annual report should be submitted where foreign investors carry out investment activities to form a foreign-funded enterprise or partnership enterprise directly within China, foreign countries (regions) engaging in production and business within the territory of China, branch offices of the enterprises of foreign countries, foreign-invested investment company, foreign-funded business-starting investment enterprises, foreign-funded partnership enterprise whose principal business is investment makes investment inside China.

3. Reporting Time:

Foreign-funded enterprises should log in to the National Enterprise Credit Information Publicity System every year within the period from 1 Jan to 30 Jun to submit the annual report. Reports of enterprises that are set up in the current year should be submitted starting from the subsequent year.

4. Reporting Content and Method:

(i) For forming a foreign-funded enterprise within China, an initial report should be submitted through the enterprise registration system when undergoing

formation registration of the foreign-funded enterprise. For acquiring a domestic non-foreign-funded enterprise by equity merger, an initial report should be submitted through the enterprise registration system when undergoing modification registration of the acquired enterprise.

(ii) Initial report: The basic information of the enterprise, information on investors and their actual controllers, investment trading information and other information shall be submitted.

(iii) In the case of any modification of the information in the initial report, which involves the enterprise's modification registration (recordation), the foreign-funded enterprise shall submit the modification report through the enterprise's modification registration (recordation). Where the enterprise's modification registration (recordation) is not involved, the foreign-funded enterprise shall submit a modification report through the enterprise registration system within 20 working days after the occurrence of the modification.

(iv) Modification Report: The basic information of the enterprise, information on investors and their actual controllers, investment trading information and other information shall be submitted.

(v) Where a foreign-funded enterprise is deregistered or transformed into a wholly Chinese-owned enterprise, the deregistration report shall be deemed to have been submitted after the completion of enterprise deregistration or enterprise modification registration, and relevant information shall be forwarded by the market regulatory department to the commerce department, and the foreign-funded enterprise is not required to submit such information separately.

(vi) Annual Report: The basic information of the enterprise, information on investors and their actual controllers, information on the operation of the enterprise and financial position and information on approval granted in relevant industries (if Special Administrative Measures for the Access of Foreign Investment is involved) shall be submitted.

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

Remarks: The Chinese version of this article shall prevail

香港輔助警察隊

Hong Kong Auxiliary Police Force

香港輔助警察隊(下稱輔警隊)由社會各階層的志願人士組成,自1914年起至今已有百多年的光輝歷史。初時,輔警隊僅為戰爭或暴動時的後備應急隊伍。時至今日,輔警隊已因應社會需要而發展成為一支訓練有素的專業隊伍。輔警隊依循警務處處長制定的首要行動項目而調配,為正規警隊提供支援。

輔警的職責

輔警的職責可以大致分為:

1. 在香港進入內部保安期間,輔警隊主要負責包括保護香港的重要地點、保護領事館、保衛警署及為指揮及控制中心提供人手;
2. 在天災或影響民眾的緊急事故發生時,作為一支後備隊伍協助有關工作;
3. 在大型公眾活動及預先計劃的行動中,支援正規人員執行人群管理工作;
4. 支援正規警隊執行陸上區份巡邏,多元化的工種包括處理突發事件、交通違規事項、牌照巡查、近郊巡邏、單車巡邏及防止罪案行動等。

輔警警員基本訓練課程

新入職的輔警警員(有固定職業人士)均須參加基本訓練課程,訓練時數共三百五十小時,為期大約三十三個星期。訓練一般是每星期兩至三晚(通常為晚上七時至十一時),內容包括法律、警察實務、程序、規例、步操、武器及戰術訓練等。在周末、周日或公眾假期,受訓人員亦會於香港輔助警察隊總部或警察學院及警務處轄下的靶場接受訓練。

此外,通過自2003年起開始舉辦的「輔警大學生計劃」,輔警隊也會招募本地就讀高等教育院校的全日制及非最後學年的學生,參與輔警工作。凡參加「輔警大學生計劃」的學員須於暑期進行為期十二周的全日訓練,內容與輔警警員基本訓練課程相同。

法定效率訓練

輔警警員完成基本訓練課程並通過考試後,每年須完成二百零八小時的法定效率訓練。內容如下:

- 周年進修訓練(連續七天共五十六小時);
- 射擊訓練(兩節共八小時);
- 訓練日(六節共二十四小時);及
- 一百二十小時實習訓練,主要包括人群管理及區份巡邏。



輔警的訓練和工作帶來三贏局面

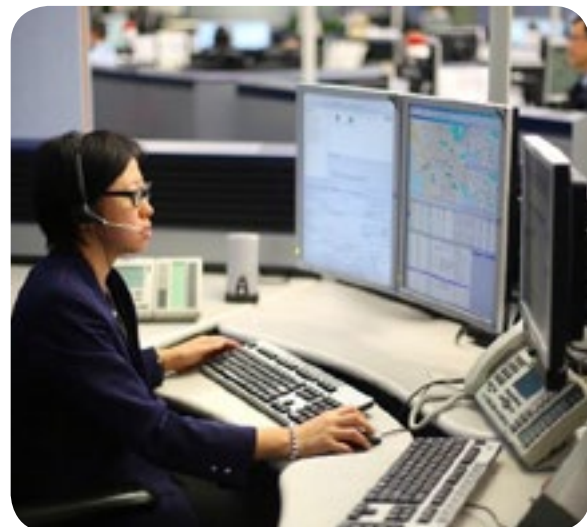
在個人成長而言,人員參與輔警工作能擴闊視野及增強自信心。從受僱機構來看,員工藉著輔警的訓練和相關的警務工作經驗,在人事管理、領導才能及處理危機的能力大大提升,從而提高所屬機構的服務質素及加強競爭力。綜合整體社會層面來說,個人和受僱機構亦積極地履行社會責任。

香港社會正面對極大的挑戰,實在需要更多具正能量及有心服務社會人士挺身而出,加入輔警隊,與正規警隊攜手合作,使香港繼續是世界上其中一個最安全及穩定的社會。輔警隊現正全年招募各界別的志願人士加入。

申請方法

申請人可透過網上表格即時申請,警察招募組會以電子郵件方式通知遴選程序的安排。

關於輔警招募的詳情,請瀏覽以下網址:
https://www.police.gov.hk/ppp_tc/11_useful_info/aux_police/





The Hong Kong Auxiliary Police Force (HKAPF) comprises volunteers from all walks of life with a proud history dating back to 1914. Being an emergency back-up initially at times of war or riots, the HKAPF has changed its roles over time to keep pace with the changing environment. It is now a trained manpower reserve to support the regular force and is deployed in accordance with the prevailing operational priorities as determined by the Commissioner of Police.

Role

The role of the HKAPF is:

1. An Internal Security trained reserve to provide manpower for the protection of Key Points, Consular Premises, Police Stations and manning of the Command and Control Centers;
2. A reserve to assist at times of natural disaster or civil emergencies;
3. A support to the regular Force in the performance of Crowd Management duties during major public events and in other Pre-planned Operations; and
4. A support to the regular Force in Uniform Patrol, with a wide variety of duty including but not limited to Responding to Request Police Assistance, Traffic Enforcement, License Check, Sub-urban Patrol, Bicycle Patrol and Anti-Crime Operations.

Recruit Police Constable (Auxiliary) Basic Training Course

A Recruit Constable (Auxiliary) who is engaged with principal employment, is required to attend the Basic Training Course, which comprises 350 hours spreading approximately over 33 weeks. Training sessions are held in the evening of weekdays and day sessions during Weekends and Public Holidays at the Headquarters of the HKAPF, Hong Kong Police College and Range of the Hong Kong Police Force. Content of the training covers Law and Police Procedures, Basic Policing Duties, Foot Drill, Use of Force and Firearms Tactics, etc.

Apart from the above, the Auxiliary Undergraduates Scheme (AUS) launched in 2003, is a proactive recruitment strategy which serves to attract elite non-final year undergraduates

to join the HKAPF. Training for recruits under the AUS is undertaken on a full-time basis over a 12-week period during the summer, utilizing the same training content as for the Basic Training Course.

Statutory Efficiency Training (SET)

A Police Constable (Auxiliary), after successful completion of the Basic Training Course, is required to complete 208 hours of SET each financial year. The requirements of the SET are:

- Annual Continuation Training (56 hours over 7 consecutive days);
- Range Course (8 hours over 2 sessions);
- Training Days (24 hours over 6 sessions); and
- 120 hours' Practical Training of either Crowd Management or Beat Duty.

The "Win-Win-Win"

Personally, the Self-Confidence and Perspective of an Auxiliary member would be strengthened from the training and experience developed in the course of police duties. On the same token, the Organization Skills of an Auxiliary member would be enhanced by the distinguished competence on Interpersonal Skills, Leadership and the Capability in Responding to Emergency Situations swiftly, thus improving overall Organization Quality of Service and Competitiveness. Ultimately, Auxiliary police duty is a meaningful way of fulfilling the Social Responsibility in general.

Hong Kong is currently facing huge challenges and we count on each and everyone of you to step up, join the HKAPF and join hands to ensure that Hong Kong remains one of the safest and most stable societies in the world. The door of HKAPF Recruitment opens all year round.

How to Apply

Application could be made ONLINE, and further information would be provided by the Police Recruitment Division via email.



Complete information about the Recruitment and Application of HKAPF could also be found at the below link: https://www.police.gov.hk/ppp_tc/11_useful_info/aux_police/



新會員介紹 Introduction of New Members



冠麟醫療供應 (香港) 有限公司
H Plus Medical Supply (HK) Limited
 代表：葉宇霖先生 (項目發展)
 產品：個人防護用品
 Representative: Mr Danny Ip
 (Project Development)
 Product: Personal protective equipment



英堡媒體有限公司
English Pro Media Limited
 代表：李偉文先生 (董事)
 產品：廚具
 Representative: Mr Lee Wai Man
 (Director)
 Product: Cookwares



銀戰士電池廠有限公司
Vinnic Battery Works Limited
 代表：葉錦培先生 (董事總經理)
 產品：生產經營各種電池
 Representative: Mr Raymond Ip
 (Managing Director)
 Product: Manufacture of battery



無添加化粧品有限公司
Fantastic Natural Cosmetics Limited
 代表：黃大聰先生 (首席財務總監)
 產品：化粧品及營養補充品
 Representative: Mr Wong Tai Chung
 Kenneth (Chief Financial Officer)
 Product: Cosmetics and supplements



益廣國際進出口物流有限公司
**Yi Guang Import & Export International
 Company Limited**
 代表：余繼標先生 (董事長)
 產品：商品進口服務及貿易買賣
 Representative: Mr Shi Kai Bui (CEO)
 Product: Beauty and cosmetics products



香港藥業有限公司
Hong Kong Pharm Limited
 代表：余清鴻先生 (董事)
 產品：中成藥及保健品
 Representative: Mr Yu Ching Hung
 (Director)
 Product: Chinese medicine



逆思策劃有限公司
Next Marketing Limited
 代表：陳翠鳳小姐 (董事)
 產品：「陳家廚坊」燉湯系列「陳出不同」
 湯包
 Representative: Ms Sitia Chan (Director)
 Product: Chan's Kitchen Series Chan's
 Super Instant Soup Pack



Blueocean Pay Limited
 代表：高曉榮先生 (總經理)
 產品：電子支付服務及跨境電商
 Representative: Mr Patrick Ko
 (General Manager)
 Product: Digital Payment Service and
 Cross-Border e-commerce



永德皮廠
Wing Tak Leather Factory
 代表：朱肇康先生 (銷售經理)
 產品：皮革加工
 Representative: Mr Chu Siu Hong
 (Sales Manager)
 Product: Leather process



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



廠商會 廣州代表處 工商支援服務中心

為會員提供四大營商支援



政策諮詢



工商資訊



業務對接



法律支援

為增強對會員的工商支援服務，本會於廣州設有代表處，全力支持會員遇到的營商問題。該處不但向會員發放最新工商資訊，確保會員能早著先機，更為有需要的會員向當局就營商疑難提出查詢及反映意見。歡迎聯絡廠商會廣州代表處。

地址：廣州市越秀區豪賢路102號
 匯德國際大廈2506室
 電話：(86) (20) 8129 8969
 電郵：gzenquiry@cma.org.hk

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中之(香港)貿易有限公司	精選健康食品折扣優惠
中國本草世界茶葉(香港)有限公司	各式精選產品折扣優惠
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元氣站保健會及港恩中醫診所	購物及診症優惠
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)
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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)
老鳳祥珠寶(香港)有限公司	購買正價鑲嵌產品可享 78 折優惠、黃金產品半價手工費
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。
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
協豐印染廠有限公司	到銅鑼灣崇光百貨九樓 ESPRIT 床品專櫃，購物滿港元 1000 元，可以獲贈乙件 Esprit 紫色珊瑚絨枕頭毯
周大福珠寶金行有限公司	1. 凡購買足金類產品，手工設計費可享 8 折 2. 凡購買足金類產品，即可以「換購價」選購指定首飾乙件
尚和堂	以 8 折享用指定中醫治療
東德生物有限公司	會員凡於 www.bodysos.com 或透過電話購買東德生物有限公司正價產品可享有 88 折優惠
金至尊珠寶(香港)有限公司	優惠一) 購買正價珠寶鑲飾，可享 88 折優惠 優惠二) 購買足金飾品，可享手工費 5 折優惠
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
冠玲瓏	出示會員證可享額外 95 折購物優惠
冠華食品菓子廠有限公司	正價貨品 88 折 (減價貨品除外)
恆香老餅家有限公司	全店正價貨品 9 折優惠
恒昌隆燕窩參茸行有限公司	「恒昌隆燕窩參茸養陰寶」優惠價 \$398 (原價 \$498)， 強肺抗疫之選，香港製造。
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)
香江會滙天下茶業有限公司	優惠 1) 凡購買滙天下 (THE BARN) 及曬瓜 (XIGUA) 正價產品， 尊享 85 折優惠。 優惠 2) 凡購買曬瓜香江紅正山小種，尊享 5 折優惠 (原價 \$800/ 盒)
香港加德士	憑能源站加油專享特惠折扣優惠
香港美利酒店	廠商會會員尊享香港美利酒店住宿優惠，Superior 客房每房每晚 由港幣 \$2,000 起
香港華美粵海酒店	訂房、用餐及足底按摩優惠
香港電訊	廠商會會員現凡申請或續約商業寬頻或電話線服務， 即可享 24 個月免費「家居辦公」方案及香港電訊雲端備份服務。
香港綠之聖食品有限公司	廠商會會員可享優惠價 \$203 (原價 \$270) 購買一磅裝綠之聖猴頭菇

公司	其他尊享優惠
香港郵政	香港中華廠商聯合會的會員 (只限公司申請人) 成功開立特快專遞帳戶，並於開戶後首三個月內使用特快專遞「標準服務」、「萬用箱服務」或「貨運服務」投寄急件，便可獲贈價值港幣 200 元的餐飲或購物禮券，並每次獲得 10% 郵費回贈 (回贈金額合共高達 1,000 港元) 的迎新優惠，投寄一件急件即可享回贈！
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
浚達國際事務有限公司	於 Smartech 陳列室購買任何產品可享有 7 折優惠
軒日珠寶有限公司	所有玉石產品 9 折優惠
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
健康之路有限公司 (嗎哪有機站)	以 95 折惠顧全線產品
健絡理療	廠商會會員尊享中醫診症及推拿理療 85 折優惠
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
蛋撻王	購買酥皮或牛油皮蛋撻，即享買 5 送 1 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。
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
新億食品有限公司	以廠商會會員尊享價購買各款同心抗疫食品套裝
匯賢醫社明德醫療中心 - 眼科檢查	廠商會會員可以尊享價 \$800 (原價 \$1,200) 購買眼科檢查套餐
裕華國產百貨有限公司	正價貨品 9 折
零食物語	購物滿 HK\$150 (折實計) 可享 9 折優惠
僑豐行有限公司	在橫丁門市購物，正價貨品可享 9 折優惠，特價貨品可享 95 折優惠。
嘉頓有限公司	以特惠價購買嘉頓有限公司產品，請按以下連結 索取訂購表格： http://www.cma.org.hk/uploads/ckfinder/files/Garden.xlsx
銀龍飲食集團	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)
鈞耀有限公司	以 85 折購買濕紙巾產品
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
髮再生	優惠 1) 免費頭皮詳細健康檢測，納米能量健髮護理及 智能微頻頭療護理一次 優惠 2) 髮再生中藥洗髮露 / 藥液 (7 折) 優惠 3) 髮再生護髮及健髮療程 (8 折)
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。
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 www.shopablehealth.com 查看
韓讚	優惠 1) 堂食惠顧午市套餐可享 9 折優惠 優惠 2) 堂食惠顧午餐牌可享 8 折優惠
麗豐國際(香港)保健有限公司	正價貨品 65 折優惠
蘋果迷你倉	優惠一) 預繳租用 3 至 5 個月，可享 9 折優惠 優惠二) 預繳租用 6 至 12 個月，可享 8 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
MENCE	面部療程及身體療程七折優惠
OTO Bodycare (H.K.) Limited	於 OTO 專門店購買定價貨品，即可享 95 折優惠

優惠詳情請參閱本會網站 For offer details, please visit CMA website : www.cma.org.hk/tc/menu/60



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



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