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客戶廣告

4 月號
APRIL
ISSUE 2021



「《香港百店》興經濟·創未來」隆重登場 助港企進軍內地電商市場

The Grand Debut of the "Hong Kong Brands Go Live" Programme

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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「《香港百店》興經濟·創未來」計劃請來藝人阮兆祥（右一）、周家蔚（右二）及張學潤（左一）於淘寶為企業進行「直播帶貨」。左二為黃雅芬主席、中間為史立德會長

The "Hong Kong Brands Go Live" programme has invited Mr Louis Yuen Siu Cheung (1st from the right), Ms Janet Chow Ka Wai (2nd from the right) and Mr Nelson Cheung Hok Yun (1st from the left) to host live stream shows on Taobao for the enterprises. Ms Ivy Wong (2nd from the left), and President Dr Shi Lop Tak (middle) pose for a picture with them

新冠疫情重挫本地零售市道，香港企業乘勢發展電商業務，尋找出路。廠商會轄下的「CMA 良倉」網上銷售及推廣平台，夥拍經驗豐富的媒體公司 VS MEDIA、香港買手發展協會以及手工藝創作，於 3 月 24 日起推出「《香港百店》興經濟·創未來」計劃，透過提供一站式電商服務和支援，並借力淘寶全球購的「直播帶貨」模式，幫助香港中小企以低成本，輕鬆進入內地電商市場。

該計劃由「CMA 良倉」負責統籌和招募香港中小企參與，企業可透過計劃，快速進駐「全球購淘分銷」平台，供貨予淘寶全球購及淘寶直播平台上的分銷商和買手以進行直播推廣。

過程中，VS MEDIA 及其他合作夥伴會協助企業制定有效的速銷及訂價策略，由選品、品牌故事、產品介紹、推廣、藝人與內地網紅配對、製作直播節目，到報關、安排跨境物流等提供一條龍服務。

該計劃首階段已於 3 月 24 日展開，吸引 20 間企業包括知名企業以及一些初次嘗試跨境電商銷售的中小企參加。而參與「直播帶貨」的星級主播陣容鼎盛，包括藝人周家蔚、阮兆祥、張學潤，以及內地一眾頂級「帶貨主播」和買手等。第二階段的招募將於 4 月中旬展開，廠商會期望整個計劃能累計有過百家企業參與。

為隆重其事，大會於 3 月 22 日舉行新聞發布會公布詳情。商務及經濟發展局局長邱騰華在活動上以

視像形式致辭時指，國家內循環政策以及粵港澳大灣區發展是眼前香港最大的商機，企業透過與電商平台合作，能好好裝備自己，走進內地市場。他希望業界能善用政府的資助計劃，建立自家品牌和開拓新市場。

廠商會會長史立德表示，在新冠疫情和環球經濟衰退的雙重打擊下，企業正加速數碼轉型的步伐，驅使廠商會去年推出「CMA 良倉」Facebook 平台，協助企業發展網上銷售，短短 7 個月已服務近 200 家企業、展銷的產品逾千件；今次把服務拓展至跨境電商平台，是一大突破；「不少中小企缺乏渠道進入內銷市場，『直播帶貨』是內地現時最火熱的銷售模式，而且成效顯著。」

他表示，香港品牌一直深受內地消費者信賴，結合淘寶全球購龐大的消費者網絡以及 VS MEDIA 豐富的網購推廣經驗，有信心今次計劃能幫助港企將網絡銷售版圖擴至內地。他希望未來有更多中小企能參與該計劃，轉型求變，開拓新商機。

為發布會主禮的嘉賓尚包括 VS MEDIA 創辦人兼香港買手發展協會主席黃雅芬、廠商會常務會董兼會員事務委員會主席莊家彬，以及廠商會行政總裁楊立門。而部份參與計劃的品牌代表如國際知名時裝設計師 Vivienne Tam 和藝人亦有現身支持。

2021-2023 年會員月報 編輯委員會成員名單

主席	李慧芬	常務會董
顧問	莊家彬	常務會董
委員	蔡志婷	常務會董
	林凱章	常務會董
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計劃為客戶提供包括網紅配對和直播節目製作等一條龍服務

The programme provides one-stop services including KOL matchmaking and live stream video production for enterprises

As the COVID-19 epidemic hits the local retail market, Hong Kong companies are looking for a way out in the development of e-commerce. The "CMA e-Warehouse" online sales and promotion platform partners with the VS MEDIA, an experienced social media agency, Hong Kong Buyers Development Association and Tailormade Production Limited, to launch the "Hong Kong Brands Go Live" programme. Utilising live streaming e-commerce model of Taobao Global, the programme provides one-stop services and supports to help local SMEs tap into the huge potential of e-commerce market in the Mainland with a low cost and no hassle.

CMA e-Warehouse is responsible for the coordination and recruitment of local SMEs in the programme. By joining the programme, enterprises can quickly set up a distribution cooperation with Taobao's retailers and buyers to promote their products via live streaming.

During the process, VS MEDIA and its partners will assist the enterprises in formulating effective sales and pricing strategies, and provide them with one-stop services including product selection, brand story development, product introduction, promotion, artistes and Mainland KOLs pairing, production of live streaming video, customs declaration, and cross-border logistics arrangements.

The first phase of the programme was launched on March 24, attracting 20 companies, including not only well-known brands but also SMEs who are attempting cross-border e-commerce for the first time. The programme features a strong-line up of artistes, such as Janet Chow Ka Wai, Louis Yuen Siu Cheung and Nelson Cheung Hok Yun, and a group of popular livestreamers and buyers. The second phase recruitment will begin in mid-April and CMA expects that there will be, cumulatively, over a hundred companies to join the programme at the end.

A press conference was held on 22 March to celebrate the kick-off and announce the details of the programme. Mr Edward Yau, Secretary for Commerce and Economic Development said in a pre-recorded video that the largest business opportunities for Hong Kong at the moment lie in Mainland's "internal circulation" strategy and the development of the Guangdong-Hong Kong-Macao Greater Bay Area. By cooperating with well-established cross-border e-commerce platforms, enterprises can better equip themselves to enter the Mainland market. He hoped that the industry would make the best use of the government's funding schemes to establish their own brands and explore new markets.

Dr Shi Lop Tak, President of CMA, stated that under the combined impact of the COVID-19 epidemic and the global economic recession, enterprises are accelerating the pace of digital transformation. The "CMA e-Warehouse" Facebook platform was launched last year with the aim of helping enterprises

develop e-commerce business. In just 7 months, the platform has already served almost 200 enterprises, and more than 1,000 products have been sold. "Now, we are making a breakthrough by extending our service to cross-border e-commerce platforms. Many SMEs lack channels to enter the Mainland market, of where 'live streaming' is the most popular and effective e-commerce format at the moment."

He said that Hong Kong brands enjoy strong trust from the Mainland consumers. Combined with Taobao's huge consumer network and VS MEDIA's rich experience in e-commerce, he is confident that this programme will help Hong Kong enterprises gain a foothold in the Mainland e-commerce market. "I hope that more SMEs would join the programme to transform their business and open up a new business horizon."

Officiating guests of the launch ceremony were Ms Ivy Wong, Founder of VS MEDIA & Chairman of Hong Kong Buyers Development Association; Mr Albert Chuang Ka Pun, Executive Committee Member of CMA and Chairman of CMA Members Affairs Committee; and Mr Raymond Young Lap Moon, CEO of CMA. The occasion was also graced by the representatives of some of the participating brands, such as the world-renowned fashion designer Ms Vivienne Tam, and artistes.



計劃首階段吸引 20 間企業參與，包括國際知名時裝設計師 Vivienne Tam (左) 之品牌

The first phase of the programme has attracted 20 companies, including the brand of fashion icon Vivienne Tam (left)



再工業化與製造升級

Re-industrialization and Manufacturing Upgrade

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:
Member of Legislative Council INDUSTRIAL (SECOND)
FUNCTIONAL CONSTITUENCY
The Hon Ng Wing Ka, Jimmy, BBS, JP



近年來，政府除了大手筆發展創新科技，也積極推動「再工業化」。工業界一直提醒政府，「再工業化」固然和創科有很大的交集，但兩者並不是簡單等同。當然，政府亦不應該忽視傳統製造業在轉型升級面對的困難。

廠商會於 2016 年曾提出，鑑於「食品、飲品及煙草製品」是香港輕工業製造業龍頭，港府應該仿效韓國建立食品產業園，進一步塑造「香港製造」的地域品牌形象，從而加強競爭力。這麼多年過去，政府推動「再工業化」政策，沒有傾向傳統工業，而是着力投資高端製造業。城大研究團隊最近統計了創新及科技基金的產業撥款分佈，截至 2019 年 10 月，「電器、電子及光學製品」在製造業當中只佔 3.9% 份額的，但「電氣及電子」相關產業卻獲 31.56% 的最大份額撥款，而佔製造業逾三成份額的「食品、飲品及煙草製品」，撥款卻少到難以列出。

其實，很多廠家從事幾十年工業製造，擁有雄厚的產業基礎。隨著科技的進步，市場的轉變，傳統工業亟須轉型升級，從而創造更大的產能。簡單而言，「再工業化」不是從無到有，而是從有到更有。

據悉，最近有食品生產商獲得創新科技署「再工業化資助計劃」的資助，將建立中央廚房智能食品加工生產線，轉型開拓消費者市場（B2C）。自動化生產有助提高生產力，而廠商要把冷藏貨品在最短時間內、以最低的物流價格送到消費者手中，還離不開「冷鏈物流」（Cold Chain Logistics）。「冷鏈物流」技術發展，因近期疫苗的存儲運輸再度受到關注，對於食品生產商而言，它則是完成「最後一公里」配送的關鍵。由此可見，傳統食品製造業轉型升級的同時，也能夠帶動下游產業發展，正好說明該行業在「再工業化」層面具深遠的發展空間。

政府要推動「再工業化」，如果不能全面檢視傳統工業的發展困局，就無法透過精準的產業政策協助他們增加產能，以致「香港製造」買少見少，不利於拓展內銷與出口市場。因此，工業界希望政府可以制定香港的「製造升級」策略，藉此重建香港的產業鏈，協助傳統工業轉型升級，從而帶動科研、加工、產品設計及市場調查等上、中、下游的行業發展，並創造大量相關的就業職位。

In recent years, the Government has been vigorously promoting scientific researches and the development of innovation and technology (I&T), and has set up the Committee on Innovation, Technology and Re-industrialization (the Committee) to advise the Government on matters relating to the promotion of I&T development and re-industrialization in Hong Kong. The industry has constantly reminded the government that "re-industrialization" has a great overlap with I&T, but the two are not simply equivalent. Certainly, the government should not ignore the difficulties faced by the traditional manufacturing industry regarding to its transformation and upgrading.

The Chinese Manufacturers' Association of Hong Kong (CMA) proposed in 2016 that, given that the "Food, beverages and tobacco" sector is the leading light manufacturing industry in Hong Kong, our government should follow South Korea in establishing a food industry park to further sharpen our regional brand image of "Made in Hong Kong" in order to strengthen our competitiveness. However, the government has promoted the "re-industrialization" policy by focusing on investment relating to the high-end manufacturing instead of inclining to our traditional industries. According to the data from the "Distribution of Approved Projects among Different Industrial Sectors" released by the Innovation and Technology Fund. As of October 2019, "Electrical and Electronics" sector accounted for only 3.9% of the total manufacturing industry, but it received the largest share of 31.56% of the total funding. On the other hand, the "Food, beverages and tobacco" sector, which accounted for more than 30% of the total manufacturing industry, only received minimal funding.

In fact, many manufacturers have been engaged in industrial manufacturing for decades and have built up solid foundation. With the advancement of technology and changes in market conditions, traditional industries urgently need to be transformed and upgraded to create greater production capacity. Put simply, "re-industrialization" does not start from scratch, but from something to something more.

It is reported that some food manufacturers have recently received funding from the "Re-industrialization Funding Scheme" to establish a central food processing production line in order to opening up the B2C market. Automated production not only can aid in increasing productivity, manufacturers can also deliver refrigerated products to consumers in the shortest time and at the lowest logistical cost, which is relating to the "Cold Chain Logistics". It can be seen that the transformation and upgrading of the traditional food manufacturing industry can drive the development of downstream industries and the industry has far-reaching consequences under the development of "re-industrialization".

In order to promote "re-industrialization." The government should comprehensively examine the difficulties faced by traditional industries and implement precise policies. The industry hopes that the government can formulate targeted strategy to rebuild our industrial chains and assist in the transformation and upgrading of traditional industries, thereby driving the development of upstream, midstream, and downstream industries such as scientific research, processing, product design, and market research as well as creating a large number of related employments.

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「推動香港再工業化發展論壇暨主題展館開幕典禮」由創新科技署署長潘婷婷女士（中）、生產力局主席林宣武先生（左二）、科技園公司主席查毅超博士（右一）、再工業化資助計劃評審委員會主席郭振華先生（右二），以及生產力局總裁畢堅文先生（左一）一同揭幕。

The "Accelerating Reindustrialisation in Hong Kong and Theme Hall Opening Ceremony" was unveiled by Ms Rebecca Pun, Commissioner of Innovation and Technology, HKSAR Government (centre), Mr Willy Lin, Chairman of HKPC (second from left), Dr Sunny Chai, Chairman of HKSTP (first from right), Mr Jimmy Kwok, Chairman of Reindustrialisation Funding Scheme Vetting Committee (second from right), as well as Mr Mohamed Butt, Executive Director of HKPC (first from left).

近年政府積極推動香港「再工業化」，期望以新技術及智能生產，提升企業營運效率和減低成本，為高端製造業開創發展空間之餘，亦為傳統工業注入新動力。有見及此，香港生產力促進局（生產力局）與香港科技園公司（科技園公司）3月17日合辦了「推動香港再工業化發展論壇暨主題展館開幕典禮」，活動更獲得香港特別行政區政府創新科技署（創科署）支持，向企業介紹實現「再工業化」的最佳策略和可應用支援。

是次舉辦的論壇和「再工業化」主題展館，乃生產力局2021年「成就智上」（Make Smart Smarter）年度主題的第二擊，總結各界近年在驅動「再工業化」方面所付出的努力。

活動由生產力局主席林宣武先生及科技園公司主席查毅超博士揭開序幕，並邀得創科署署長潘婷婷女士擔任主禮嘉賓，聯同「再工業化資助計劃」評審委員會主席郭振華先生和生產力局總裁畢堅文先生，一起見證生產力局「再工業化」主題展館開幕，冀凝聚及鼓勵本地及大灣區廠商以創新技術在本港設立高增值生產線；讓廠商善用創科署、生產力局及科技園公司的資源，協助廠商與相關機構進行配對，邁向工業4.0。開幕典禮後舉辦的「再工業化」論壇，邀請多家廠商分享在港設立智能生產線的成功經驗。

生產力局一直協助製造業轉向高增值生產及逐步升級至工業4.0，並與德國弗勞恩霍夫生產技術研究所共同成立科創中心（The Hatch），協助企業加快採用創新工業技術。近年更積極進行與「再工業化」相關研發，於數碼化、網絡安全、未來人才培訓、智能生產、以及智能科技與綠色生活等多個領域上，為中小企及初創企業提供人才、技術及科研等各方面支援。

人才培訓方面，生產力局與職業訓練局及德國弗勞恩霍夫生產技術研究所合作，早於2018年推出全港首個「工業4.0專業文憑課程」；近年亦致力透過創科署「再工業化及科技培訓計劃」為業界提供嶄新技術的企業培訓課程，更與多間大學，包括清華大學及香港中文大學簽署諒解備忘錄，透過為學生提供多元化的實習及研究計劃，攜手孕育更多「InnoTalent」以壯大本地創科人才庫，為香港的科研及工商業界注入新動力。

有興趣從事高端智能生產的廠商，或欲了解生產力局在技術和人才培訓方面的支援，歡迎瀏覽本局網頁：www.hkpc.org；或致電：(852) 2788 5678。

ITC x HKPC x HKSTP - "Golden Triangle" Accelerates Reindustrialisation in Hong Kong

The HKSAR Government has been actively promoting "reindustrialisation" in Hong Kong in recent years, aiming to help enterprises enhance operational efficiency and achieve cost saving with new technologies and smart production. On top of creating the environment for the development of high value-added manufacturing industries, reindustrialisation also serves to inject new impetus to the traditional industries. Hence, the Hong Kong Productivity Council (HKPC) and the Hong Kong Science and Technology Parks Corporation (HKSTP) jointly organised the "Accelerating Reindustrialisation in Hong Kong and Theme Hall Opening Ceremony" on 17 March, supported by the Innovation and Technology Commission (ITC), to outline the best strategies and available support for enterprises to realise reindustrialisation.

The forum and theme hall opening are the second blast under HKPC's "Make Smart Smarter" theme of the year campaign, showcasing efforts of various sectors in driving "reindustrialisation" in recent years.

Mr Willy Lin, Chairman of HKPC, and Dr Sunny Chai, Chairman of HKSTP, were joined by Ms Rebecca Pun, Commissioner for Innovation and Technology, as Guest-of-Honour, as well as Mr Jimmy Kwok, Chairman of the Re-industrialisation Funding Scheme (RFS) Vetting Committee, and Mr Mohamed Butt, Executive Director of HKPC, to officiate the launch of the reindustrialisation theme hall which aims to encourage local and Greater Bay Area manufacturers to set up high value-added production lines in Hong Kong, enabling them to leverage resources of ITC, HKPC and HKSTP that match their needs to achieve Industry 4.0 (i4.0). The forum held afterwards featured successful case sharing by manufacturers which have set up intelligent production lines in Hong Kong.

HKPC has been assisting enterprises to move towards high value-added production and gradually upgrade to i4.0. With the setup of the INC Invention Centre (The Hatch) in collaboration with the Fraunhofer Institute for Production Technology (IPT) of Germany to support Hong Kong enterprises in adopting innovative industrial technologies, it has also been actively engaging in the advancement of digitalisation, cyber security, FutureSkills, intelligent production, smart technologies and green living.

In terms of talent development, HKPC, together with the Vocational Training Council and Fraunhofer IPT, launched the first i4.0 professional diploma programme in Hong Kong in 2018. It also offered training courses on new technologies for industries through ITC's "Reindustrialisation and Technology Training Programme". Memorandums of Understanding with universities such as Tsinghua University and the Chinese University of Hong Kong have been signed to incubate more InnoTalent, empowering R&D and enhancing the competitiveness of Hong Kong businesses.

Manufacturers who are interested in high value-added and intelligent production, or those who would like to know more about HKPC's support on technologies and talent cultivation, please visit our website: www.hkpc.org/en; contact: (852) 2788 5678.

資料提供 Information provided by :

香港生產力促進局 Hong Kong Productivity Council



香港大學經管學院經濟學教授鄧希煒教授(右一)、廚房一號有限公司創辦人黃志超先生(右二),及保心安藥廠有限公司總經理郭子明先生(左二)出席專題座談,分享「再工業化」技術和資金支援的相關個案,並由生產力局首席數碼總監黎少斌先生(左一)擔任主持。

Panel discussion addressed by Prof Tang Hei-wai, Professor of Economics, HKU Business School (first from right), Mr Arist Wong, Founder, CK One Ltd (second from right), Mr Kwok Tsz Ming, General Manager, Po Sum On Medicine Factory Limited (second from left); and moderated by Mr Edmond Lai, Chief Digital Officer of HKPC (first from left) on case sharing relating to reindustrialisation technology and funding support.

本會活動速遞 CMA Focus

2021 April Event

年
4
月份活動



「中小型企業如何應對稅務局的實地審核調查」
網絡工作坊
Online Workshop on "How to Help SMEs Resolve Disputes in this Challenging Time"
日期 Date : 20 / 4 / 2021
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廠商會「在商『研』商」交流會
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工廈重建標準金額補地價先導計劃網絡交流會
Webinar of 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

2021 May Event

年
5
月份活動



「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
廠商會「在商『研』商」交流會
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 (待定)
查詢電話 Enquiry Hotline : 2542 8635



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會員商聚
CMA Members' Gathering
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廠商會全新紀念碟 紀錄工業輝煌歷史

CMA New Souvenir To Highlight the Remarkable History of Manufacturing

本會近日推出全新企業紀念瓷碟，由一位在香港長大、留學英國的日裔新派插畫家 Mariko Jesse 設計，並由已具 90 年歷史、香港碩果僅存的廣彩瓷器廠 — 粵東磁廠製作，糅合時尚與傳統的風格、薈萃了東西文化，藉此展現香港獨特的國際大都會魅力，同時宣揚本地傳統製造業那份傳承不息和革新不懈的精神。

瓷碟系列一共 4 款設計，以「廠商會大廈」、「香港工展會」、「香港工業的輝煌成就」以及「香港工業新時代」作主題，闡述廠商會多年來致力推動香港工商業發展的工作，並紀錄香港工業的輝煌歷史。

1 • 廠商會大廈

位於干諾道中的廠商會大廈是本會最重要的標記，設計師把 50 年代的廠商會大廈外貌，以及當時中環商業區車水馬龍的繁華景象呈現出來，並以香港市花紫荊花襯托，組成了這個滄海桑田、充滿活力之城市的歷史記憶。

2 • 香港工展會

由本會於 1938 年創辦的工展會，是香港歷史最悠久、規模最龐大、影響最深遠的展覽會，同時也盛載著幾代香港人的集體回憶。設計師以 1969 年假九龍紅磡新填地舉行的工展會作為藍本，呈現出當年工展會熱鬧的盛況。該屆展會，佔地達 65 萬平方呎，攤位數目更超過 1,900 個，規模為歷年來最大。

3 • 香港工業的輝煌成就

工業在本港發展史上一直扮演重要的角色，本港工業產品亦廣為世界認同。設計師在瓷碟上描繪了 20 世紀不同年代具代表性的香港產品，包括熨斗、小黃鴨、帽遮、時鐘、火水爐、塑膠豬錢罌、菲林相機、鐘錶珠寶，以至近年領先全球的消費級無人機等等，展現了香港工業史上段段的光輝印記。

4 • 香港工業新時代

踏入新時代，「再工業化」逐步成為香港新經濟的增長點，業界積極於生產和商業模式中融入不同的創新科技和技術，以建立高端製造業，同時推動傳統產業轉型升級。設計師以機械人、人工智能、物聯網和大數據分析等元素，展現創新科技將為傳統工業注入新動力，為高端製造業帶來發展空間。



CMA has recently launched a new corporate souvenir. It is designed by Mariko Jesse, a Japanese illustrator who grew up in Hong Kong and was educated in the United Kingdom. It is manufactured by Yuet Tung China Works, the only remaining Cantonese porcelain factory in Hong Kong, which has a 90-year history. The porcelain combines fashionable and traditional elements with the characteristics of both eastern and western cultures, demonstrating the unique cosmopolitan charm of Hong Kong while promoting the heritage and the unremitting innovative spirit of Hong Kong's manufacturing industry.

The porcelain plate series comprises four designs: "The CMA Building", "The Hong Kong Brands and Products Expo", "The Remarkable Achievements of Hong Kong Manufacturing", and "A New Era of Hong Kong Manufacturing". These designs not only highlight CMA's achievements in promoting the city's industrial and commercial developments but also portray the celebrated history of Hong Kong's manufacturing.

1. The CMA Building

The CMA Building, located at Connaught Road Central, is the most important icon of the association. In the plate's design, the illustrator depicted the initial facade of the CMA Building, as well as the bustling scenes of the Central District during the 1950s. She also incorporated the city flower of Hong Kong, the Bauhinia blakeana, to symbolise the city's vibrant history.

2. The Hong Kong Brands and Products Expo

First organised by CMA in 1938, the Hong Kong Brands and Products Expo (HKBPE) is considered the largest, most historical and most influential exposition in Hong Kong, and has become a collective memory of generations of Hong Kong citizens. The designer portrayed the 27th HKBPE held at the reclamation site of Hung Hom in 1969. The scale of that exhibition, which covered an area of 650,000 square feet with more than 1,900 booths, was the largest ever.

3. The Remarkable Achievements of Hong Kong Manufacturing

The manufacturing industry has always played a significant role in the city's development. Hong Kong's industrial products have won worldwide recognition by virtue of their good quality. To demonstrate how Hong Kong manufacturing has evolved through the decades, signature products from different periods of time such as iron, plastic yellow duck, umbrella hat, "Tick-Tock Clock", kerosene stove, plastic piggy bank, Holga camera, fine jewellery, and the world-leading consumer drone developed in recent years, are incorporated into the design of the porcelain plate. All of these products have left a glorious imprint on the history of Hong Kong's manufacturing.

4. A New Era of Hong Kong Manufacturing

Stepping into a new era, re-industrialisation has become a new area of economic growth. The industries have incorporated advanced technologies into their production or business models to establish high-end manufacturing while promoting the transformation and upgrading of traditional industries. The designer adopted elements including robotics, artificial intelligence, Internet of things (IoT), big data analysis etc., to demonstrate that innovative technology will inject new impetus into traditional industries and open up development opportunities for high-end manufacturing industries.

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廠商會預留少部分紀念碟作公開發售，一套 4 隻為港幣 \$1,380（每隻港幣 \$368-\$398），並推出連編號限量套裝，售價為港幣 \$1,688，先到先得，敬請留意日後會員通告。

There will be a limited quantity of souvenir plates available for sale at a price of HK\$368 - HK\$398 each or HK\$1,380 per set. Limited edition with consecutive serial numbers will be sold on a first-come-first-served basis for \$1,688 per set. Stay tuned for our notice.

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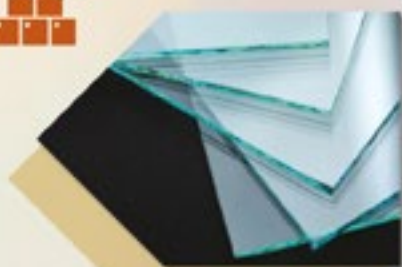
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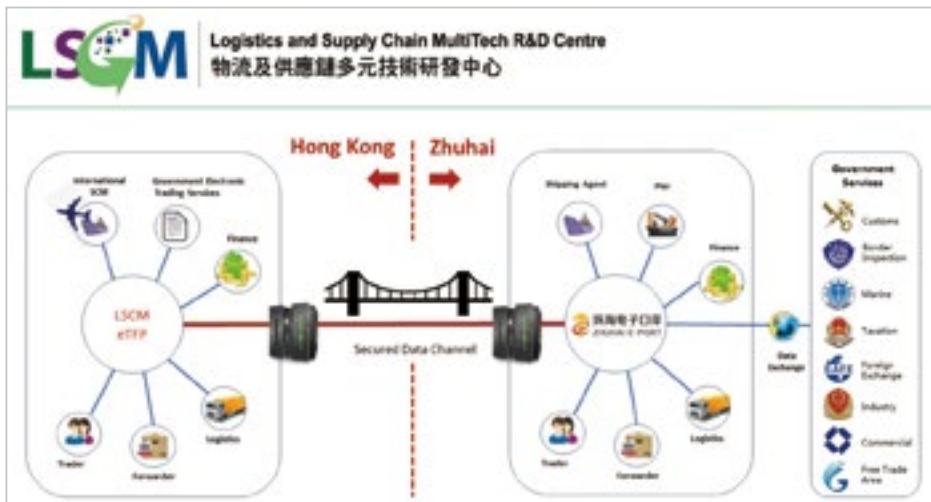


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香港 - 珠海貿易便利電子平台

Hong Kong-Zhuhai Trade Facilitation Platform



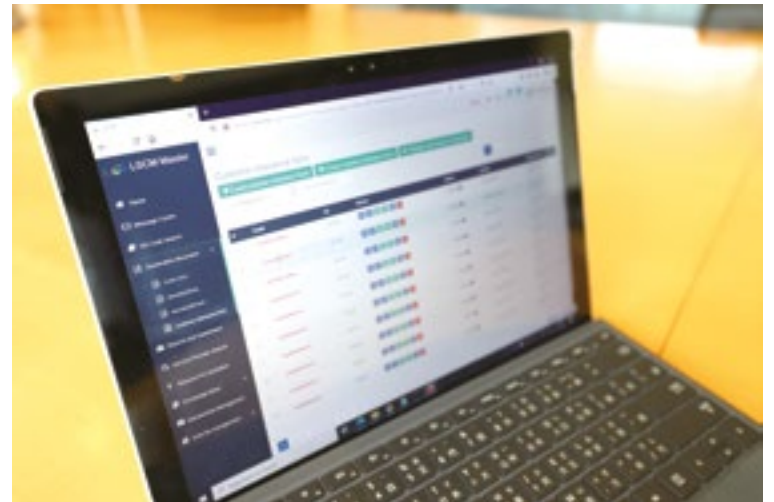
Hong Kong-Zhuhai Trade Facilitation Platform

新冠肺炎疫情自 2020 年起令全球的經濟活動陷入停頓。即使踏入 2021 年，疫情仍繼續阻礙全球的經濟復甦及發展。在這惡劣的經濟環境下，企業需要尋找新的方法去應對疫情所帶來的挑戰、節省開支，並繼續營運；而創新科技則可以協助他們解決在日常營運上遇到的困難。

物流及供應鏈多元技術研發中心 (LSCM) 多年來一直致力研發創新技術，並推動業界應用科技，以提升效率及生產力。而我們研發的網上平台及系統，正可促進貿易及令商貿活動更便利。由於不同地區及國家的貿易和物流申報流程不一，而且較為繁複，貿易公司一般都需要安排不少人手及時間處理報關工作。因應業界的需要，LSCM 夥拍珠海電子口岸、貿易及物流企業，建立了香港 - 珠海貿易便利電子平台 (eTFP)，旨在簡化清關流程。中港企業可於平台上交換所需的報關資料，亦可在平台上載及下載清關文件，令兩地報關的工作更快更暢順。平台利用人工智能 (AI) 技術，提供翻譯及報關單格式轉換功能；又利用大數據分析，以分析商品描述及「編碼協調制度」，令企業員工在處理報關工作時更方便。另外，平台提供不同服務供應商，例如報關行、物流及運輸公司等資料，企業可透過平台取得報價單，尋找商業伙伴，便利報關工作及貿易。平台亦連接國際物流訊息，提供不同地區的貿易資訊讓企業參考，從而促進各地的貿易。

而另一項 LSCM 研發的創新技術 – 電子關鎖 (e-Lock) 亦有助促進香港與內地的貿易及物流。系統利用全球定位 (GPS) 技術提供實時追蹤和監控功能，方便追蹤和管理香港海關與內地海關之間的貨物轉運；令香港與廣東之間的清關流程更方便快捷。

除了網上平台及系統外，LSCM 為本地倉庫而研發的機械人技術，如重型自動導航搬運車 (AGV)、自動隨行機械人及智能起重機等，亦有助企業減省經營成本、提升效率及生產力。企業可善用創新技術，以提升營運效率，維持競爭力及開拓更多商機。



Hong Kong-Zhuhai Trade Facilitation Platform

The COVID-19 pandemic has brought global economic activities to a halt since 2020. Stepping into 2021, the pandemic is still hindering global economic recovery and development. Enterprises have to think of unconventional ways to cope with the challenges, reduce operating costs and continue the operation under the poor business conditions. The latest innovation and technology can undoubtedly provide them with the necessary assistance in their daily operation.

Logistics and Supply Chain MultiTech R&D Centre (LSCM) has been working devotedly on the research and development of technology throughout the years, aiming at helping the industry to enhance their productivity and efficiency with the adoption of technology. As the custom clearance procedures of different countries are different and complicated, trading companies often have to reserve much manpower and time for handling the relevant tasks. To cater for the needs of the industry, LSCM partners with Zhuhai Electronic Port, trade and logistics enterprises to establish the Hong Kong-Zhuhai Trade Facilitation Platform to simplify the customs clearance procedures. Trading companies in Hong Kong and the Mainland can exchange the information required for customs clearance via the platform. They can also upload and download the relevant documents, which helps to speed up the customs clearance processes. The platform utilises Artificial Intelligence (AI) to provide translation services and convert the cargo data into different formats and languages. And big data analytics is used to analyse item descriptions and Harmonised System (HS) codes to provide references for customs clearance requirements. These help to alleviate the workload of the staff. It also provides the information of service providers such as customs brokers, logistics service providers and other related suppliers, enabling the enterprises to look for the relevant information, obtain quotations and explore collaboration opportunities via the platform. Besides, the platform interconnects with international logistics information, making available trading information for enterprises' reference. With these unique functions, the platform is able to facilitate trade among various cities and countries.



E-Lock

Another technology developed by LSCM which helps to facilitate trade and logistics operations is the e-Lock system. The system supports real-time GPS tracking and monitoring, helping to monitor and safeguard the security of the transshipment cargo by the Hong Kong Customs and Mainland Customs. With the deployment of the e-Lock, the customs clearance between Hong Kong and Guangdong becomes more convenient and efficient.

In addition to the online platforms and systems, LSCM's robotics technologies designed for local warehouses such as the Heavy Duty Autonomous Guided Vehicles (AGV), Follow-me Robot and Smart Lifter, etc. can also help the industry to reduce operating costs, enhance efficiency and productivity. Enterprises can consider adopting various technology to improve their operational efficiency so as to enhance their competitiveness and expand the businesses.



E-Lock

資料及圖片提供 Information and photos provided by :
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CLP Eco Building Fund Give Buildings a Green Makeover 中電「綠適樓宇基金」 推動樓宇節能升級 促進可持續發展

Subsidy ceiling
資助上限

\$400,000*

Buildings consume around 90% of the electricity used in Hong Kong. Improving energy efficiency of buildings, not only helps lower energy consumption and costs but also contributes to making Hong Kong a greener city. CLP Power Hong Kong Limited (CLP) is fully committed to the sustainability of the community and has launched CLP Eco Building Fund to encourage energy conservation.

香港的樓宇用電佔全港用電量多達九成，提升城市建築物的能源效益，不但有助減少建築物的能源開支，更可以推動香港成為更低碳的城市。中華電力有限公司(中電)推出中電「綠適樓宇基金」，積極推動社區之可持續發展及節約能源。

The CLP Eco Building Fund provides subsidies for energy-saving improvement works in communal areas of shopping malls, residential, commercial and industrial buildings. This includes the replacement of air-conditioning and lighting, retro-commissioning projects, and smart technology to increase energy efficiency, reduce electricity expenses, and help create a smarter, greener Hong Kong.

中電「綠適樓宇基金」資助商場、屋苑及工商業樓宇，為其公用地方進行節能改善工程，包括更換空調及照明系統、進行重新校驗項目和安裝智能設備，以提升能源效益及節省開支，更可為環保出一分力。

Key Benefits 重點優勢

- Up to 50% of subsidies for retrofitting projects, and 100% of subsidies for retro-commissioning works.

更換屋宇設備改善工程可獲高達50%的資助；
重新校驗工程更可獲高達100%的資助。

- Reduce building's operational and energy costs.
減低樓宇的營運及能源開支。

- Reduce building's environmental impact.
減輕樓宇對氣候環境造成的影響。

Scope of Funding 資助範圍

- Retrofitting projects:
更換屋宇設備改善工程：
 - Lighting 照明系統
 - Air-conditioning 空調系統
 - Lifts and escalators 升降機及自動電梯
 - Electrical installations (e.g. water pumps) 電力裝置（如水泵等）

- Retro-commissioning & Implementation of smart / IT technologies
重新校驗工程及為樓宇安裝智能設備
- Energy efficiency enhancement projects for industrial manufacturing installations (pilot scheme)*
工業生產設備的節能改善工程(先導計劃)*

* This pilot scheme lasts till 30 April 2021. 先導計劃截至2021年4月30日。

* Funding amount depending on the building type, the type of installation and project duration. 資助金額將視乎樓宇類別、設備種類及工程期長短而定。

Successful Application Sharing 成功獲資助的個案分享

Kai Shing Management Services Limited – V city

啟勝管理服務有限公司 - V city

V city



The property management company actively promotes energy efficient measures in the V city shopping mall. With the subsidies by CLP Eco Building Fund, V city has implemented several energy improvement projects since 2018, which include replacement of equipment and retro-commissioning projects.

物業管理公司積極在 V city 推行環保節能措施，自2018年起，透過中電「綠適樓宇基金」的資助，實行多項節能改善工程，包括更換設備及重新校驗等。

Total Energy Saved (yearly)

總節省用電量（每年）

~478,000 kWh

Total Subsidy Amount*

總資助金額

~35% of project cost 工程費用

Energy Improvement Projects 節能改善工程

Replacement 更換

- LED Lighting
LED 燈具
- Solar Window Film
太陽隔熱膜
- Electronically
Commutated (EC)
Plug Fan
電子整流風扇

Retro-commissioning 重新校驗


<https://clp.to/vcity>

- Demand Control Ventilation:
Installed Variable Speed Drive and Smart Control System with Sensors
智能送風系統：加設變頻裝置及感應控制系統



- Building Management System 樓宇管理系統：
Implemented big data analytic to optimise chiller in the following ways
利用大數據優化冷水機系統包括：
- Chiller sequence 調配冷水機組
- Automatic setting control 自動調節設定
- Demand control cooling 按需求供冷

Subsidy Amount*

資助金額

100% of project cost 工程費用

Learn more about "Typical Energy Saving Opportunities for Retro-commissioning."
了解更多「重新校驗常見的節能機會」



*Funding amount depending on the building type, the type of installation and project duration.

資助金額將視乎樓宇類別、設備種類及工程期長短而定。



Enquiry Now 立即查詢

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CLP's Energy Efficiency and Conservation and Renewable Energy Initiatives

中電推出的節能及可再生能源項目



「校園動態話你知」- 廠商會蔡章閣中學

Campus News- CMA Choi Cheung Kok Secondary School

第一屆香港學界創意紙飛機競技大賽

The 1st Hong Kong Inter-School Creative Paper Airplane Competition



超過 40 間小學的教師參與簡介會暨教師工作坊

Teachers from more than 40 primary schools joined the "Briefing session cum workshop"

STEM 教育是以專題式學習 (Project-based learning)

為導向，強調動手做，解決生活難題的學習模式。本年度廠商會蔡章閣中學透過籌辦「第一屆香港學界創意紙飛機競技大賽」，讓小學生從研習紙飛機設計及競技中，提升他們對跨學科知識的整合能力，並引導他們把知識與技能合併運用，期望為本港學生提供一個 STEM 學習的平台。



參賽學生競逐「飛行距離最遠」及「滯空時間最長」獎項

Contestant completing the award of "Longest Distance" and "Longest Flight Time"

為讓各參賽的小學教師能更順利訓練參賽隊伍，廠商會蔡章閣中學舉辦了「簡介會暨教師工作坊」，讓他們了解有關紙飛機的飛行原理，以及實習各類型紙飛機的製作方法。當日，來自超過 40 間小學的教師在馬英先生（世界紙飛機大賽「最長飛行時間」世界亞軍得主）的指導下學習到摺紙飛機的秘訣。透過是次工作坊，教師不但可以提升自身的專業知識，亦提供了一個讓各教師共同建立學習社群的機會。

是次大賽共收到超過 1,500 人次報名，來自不同小學的學生將施展渾身解數，競逐「飛行距離最遠」、「滯空時間最長」及「紙飛機造型設計及創意故事演繹」的獎項。其中「紙飛機造型設計及創意故事演繹」，學生需自訂主題，透過配色及拼貼等技巧，製作紙飛機模型。同時，參賽者亦需以文字介紹他們的創意設計，達到跨科學習、實踐創意的目的。

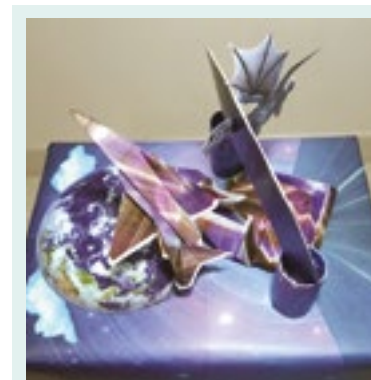
大賽旨在培養學生的創造力及創意思維。透過親手設計紙飛機，啟發學生解決問題及協作的的能力，並鼓勵學生實現創意，成為一個知識的實踐者。本屆大賽亦提供到校評審及網上提交紙飛機模型安排，以鼓勵參賽者於疫情下仍然能夠積極參與。

有關是次大賽詳情，可瀏覽大會網頁：gg.gg/hkiscpac

文稿提供：廠商會蔡章閣中學

STEM education emphasizes on project-based learning, and hands-on learning which aims to solve everyday life problems. This year, CMA Choi Cheung Kok Secondary School organized "The 1st Hong Kong Inter-School Creative Paper Airplane Competition" to offer a platform for primary school students to improve their multidisciplinary knowledge, and guide them to combine knowledge and skills while designing a paper airplane.

To better equip the participating teachers when training their students for the above-mentioned competition, a "Briefing Session cum Teacher Workshop" was offered. The workshop covered the introduction of flying principles and hands-on practice on making various types of paper airplanes. On the same day, the organizer is honoured to have Mr. MA Ying, the world runner-up winner of the "Longest Flight Time" World Paper Airplane Competition, to share his secret of designing a good paper airplane to teachers from more than 40 primary schools. The workshop not only enhanced teachers' professional knowledge, it also provides an opportunity for them to build a learning community together.



The competition received more than 1,500 applications. Students from different primary schools will fiercely compete for the awards of "Longest Distance", "Longest Flight Time" and "The Design of the Paper Airplane with Creative Story Interpretation". To get the creative story interpretation award, students need to customize the theme of their paper airplane models through painting and paper collage techniques. The competition is hoped to assist students gain experience in cross-disciplinary learning as well as realizing their creative ideas by applying their writing skills in paper airplane design.

The competition aims to cultivate students' creativity through creative thinking. By designing paper airplanes, students' problem solving skills are improved, collaboration skills are sharpened. The competition also encourages students to practice their creativity using multidisciplinary knowledge. This competition also provides school-visit arrangements and access for online submission of paper airplane models. With such measures, the organizer hopes to encourage students' active participation despite the challenges brought by the pandemic.

For details of the competition, please visit: gg.gg/hkiscpac

Article provided by:
CMA Choi Cheung Kok Secondary School

部分「紙飛機造型設計及創意故事演繹」項目的作品

Some of the works from "The Design of the Paper Airplane with Creative Story Interpretation"



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新一代聽力技術

Next-Generation Hearing Technologies

雞尾酒會效應在 1953 年第一次被描述。它是指聽覺系統健全的人可以在嘈雜環境中專注於一段對話。普遍的助聽器都缺乏這個功能。對佩戴者而言，在嘈雜的環境中佩戴時，會因為背景噪音被放大而感到困擾。

香港科技大學的蘇孝宇教授與他的學生張健鋼發明了一種基於腦科學的動態補償技術，能夠模擬大腦神經網絡，抑制背景噪音，並增強對目標語音的專注力。語音分離和增強技術可以將聲音自動從多個來源中分離，而先進的音訊處理演算法則使語音更清晰及易於理解。他們為其發明申請了專利，並成立了音科有限公司，將這項技術應用於助聽器和帶有麥克風的嵌入式系統。

通過與寬動態範圍壓縮 (WDRC)，可自定義的頻率加強，迴音消除 (AEC)，語音分離以及其他技術的集成，進一步提高了輸出的信號對雜訊比。音頻技術所實現的更高的信雜比可轉化為更清晰的音頻，可以實時處理功能的人工智能 (AI) 系統。通過更好的輸入，AI 系統可以實現更高的單詞識別精度。連結到聽力設備，智能手機或其他消費電子設備中時也可以使您的通話有所不同，尤其是在存在當你於強烈背景噪音的情況下。

歡迎 CMA 會員直接聯繫 Incus 以獲取獨家優惠。

資料提供 Information provided by: 音科有限公司 Incus Company Limited
查詢電話 Enquiry hotline: (852)3613 0538
電郵 Email: customerservice@hkincus.com
網址 Website: www.hkincus.com



Those with a healthy auditory system can focus on a single voice or conversation in a noisy environment. First described in 1953, this is known as the cocktail-party effect. Embedded systems, on the other hand, have been unable to replicate this effect. It is especially a problem for hearing aids because when worn in noisy environments like restaurants, they amplify background noise.

Professor Richard So and his student and mentee Calvin Zhang at The Hong Kong University of Science and Technology invented a brain-inspired source separation technology. It mimics the natural ability of a healthy human brain to suppress background noise and enhance target signals. The speech separation and enhancement algorithms can automatically separate sound from multiple sources, while advanced artificial intelligence-inspired algorithms make speech clearer and easier to understand. They patented their invention and founded Incus Company Limited to bring this technology to hearing aids and embedded systems with microphones.

Further improvements to the signal-to-noise ratios of the outputs were achieved by integrating with wide dynamic range compression (WDRC), customizable frequency weighting, acoustic echo cancellation (AEC), own voice detection and processing and other technologies. The higher signal-to-noise ratios achieved by the stack of audio technologies translate into cleaner audio which can in real-time be used as inputs to artificial intelligence (AI) systems with local processing. With better inputs, AI systems can achieve higher word recognition accuracy. When integrated into hearing devices, smartphones or other consumer electronics devices, the result is reduced listening effort for human listeners. This could make the difference between being able to have a conversation or not, especially when there is strong background noise.

CMA members are welcome to contact Incus directly for an exclusive offer.

新政！

已退休勞動者和實習學生可參加工傷保險

New Policy - Work Injury Insurance for Retired Workers and Student Interns

《關於單位從業的超過法定退休年齡勞動者等特定人員參加工傷保險的辦法（試行）》出台，首次將超齡勞動者、實習學生等 8 類未建立勞動關係的特定人員納入了工傷保險參保範圍，可由所在從業單位（組織）自願選擇為其單項參加工傷保險、繳納工傷保險費，參保人員可按規定享受工傷保險基金支付的各項工傷保險待遇。該《辦法》將從今年 4 月 1 日起實施。

廣東省目前工傷保險參保人數超過 3800 萬人，佔全國約 1/7。非勞動關係人員並不屬於《工傷保險條例》適用範圍，但是其工傷保障需求較為迫切，因此廣東省出台《辦法》創新解決該問題，預計該政策惠及人群超過 300 萬人。

納入工傷保險參保對象範圍的「特定人員」，主要包括 8 類：在從業單位工作的超過法定退休年齡人員（包括未享受職工養老保險待遇人員和退休返聘人員）、已享受一級至四級工傷傷殘津貼或病殘津貼人員、實習學生、單位見習人員，以及在家政服務機構從業的家政服務人員等未建立勞動關係的勞動者，村（社區）「兩委」人員，提供網約車、外賣、快遞勞務等新業態從業人員，依法組建的志願服務組織招募從事特定公益活動（應急救護、公共衛生防控、大型活動等）的志願者等特定人員納入了參保對象範圍。

- 一、單位可自願選擇為特定從業人員單項參加工傷保險：鑒於單位從業的超齡勞動者、實習學生等特定人員未與從業單位建立勞動關係，《辦法》規定，從業單位可按「自願參保」原則，選擇為未建立勞動關係的上述從業人員單項參加工傷保險、繳納工傷保險費。也就是說，非勞動關係特定人員並未要求「五險統徵」，從業單位可自願選擇為其單項參加工傷保險，參保人員按規定享受工傷保險待遇。
- 二、參保的特定從業人員可按規定享有工傷保險待遇權利：特定從業人員單項參加工傷保險後，與勞動關係人員一樣享有工傷保險基金支付的各項待遇權利，為參保人員提供了穩定保障。
- 三、參保不作為確認雙方存在勞動關係的依據：如按照繳費基數下限和平均費率計算，當前人月均繳費約 6.5 元；如發生因工死亡的，當前一次性工亡待遇約 90 萬元，另外還有按月發放的供養親屬撫恤金（每人為繳費工資的 30% 比例，合計不超過 100%）。

特定從業人員單項參加工傷保險後，與勞動關係人員一樣享有工傷保險基金支付的各項待遇權利，為參保人員提供了穩定保障，而且「低繳費、高保障」，企業為特定人員參保，將有效降低企業用工風險，避免訴訟風險。

The Trial Measures of Covering Particular Personnel Including Workers Above Statutory Retirement Age in Work Injury Insurance (Measures) is now in force. The Measures put 8 categories of particular personnel with no established employment, including retired workers and student interns, under the coverage of work injury insurance. Their companies or organisations can voluntarily register them for a single item work injury insurance and pay the premiums so that the insured can be covered by and benefited from the work injury insurance fund. The Measures will be implemented on Apr 1 this year.

Currently, there are over 38 million people covered by work injury insurance, accounting for about one-seventh of the total in China. Work Injury Insurance Ordinance does not apply to workers without an employment, but they have an urgent demand for work injury insurance. Therefore, the Guangdong government issued the Measures to provide innovative solutions to this problem. The policy is expected to benefit more than 3 million people.

There are 8 categories of the "particular groups" newly included in the coverage of work injury insurance: workers above statutory retirement age (including those who never receive benefits from labour endowment insurance, and re-employed retirees); workers who are eligible for Level I to Level IV Injury and Disability Allowance; student interns; trainees, and labours with no established employment, such as domestic helpers from agencies; staff of the "two committees" in villages (communities); personnel who engage in new service industries, such as ride-hailing and food and good delivery; and recruits of legal volunteer organisations for specific charity activities (emergency rescue, public health control and major events, etc).

- I. Companies and organisations can voluntarily register their workers who belong to the particular personnel for a single item work injury insurance: as the particular personnel, such as the overage workers and student interns, never establish an employment relationship with their company or organisations, according to the Measures, their company or organisations can "opt-in" and register them for a single item work injury insurance and pay the premiums. That means the particular personnel are not required to join the "Five Insurance System". Their companies and organisations can voluntarily register them for a single item work injury insurance and pay the premiums so that the insured can enjoy its benefits.
- II. The particular personnel insured have the right to enjoy the benefits of the work injury insurance by the regulations: after the particular personnel are registered for the work injury insurance, they are entitled to the various rights and benefits from the work injury insurance fund, just as those with established employment. This will provide an assurance of stability for the insured.
- III. The insurance coverage shall not be evidence of an employment relationship: according to the minimum payment base and average rate, the current average payment per person-month is 6.5 RMB; the current one-time compensation for death in service is about 900,000 RMB, with a monthly family support pension (30% of the gross salary per member, does not exceed 100% in total).

After the particular personnel are registered for the work injury insurance, they are entitled to the various rights and benefits from the work injury insurance fund, just as those with established employment. This will provide a great assurance of stability for the insured with a low cost. By registering the particular personnel for work injury insurance, enterprises can also effectively lower the labour and litigation risks.



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

新會員介紹 Introduction of New Members



菁莪生物科技有限公司
Zenlan Biological Technology Limited
 代表：黃素芬女士 (董事)
 產品：茶
 Representative: Mdm Wong So Fun (Director)
 Product: Tea



科達美有限公司
SGC Cosmotech Company Limited
 代表：蔡慧思小姐 (董事)
 產品：科達美亮源水潤精華
 Representative: Ms Tsoi Venice (Director)
 Product: SGC cosmotech illuminating essence



鴻業環球有限公司
Seveco Global Limited
 代表：蘇海珊女士 (行政秘書)
 產品：溫濕度控制器、航空耳筒及呼叫系統
 Representative: Mdm So Hoi Shan (Executive Secretary)
 Product: Thermostats, aviation headsets, on-site paging systems



全營推廣有限公司
Total Nutrition Center Limited
 代表：陳志遠先生 (副總經理)
 產品：濾水系統
 Representative: Mr Chris Chan (Deputy General Manager)
 Product: Water filtration system



晉達電能 (香港) 有限公司
LFP Power (HK) Limited
 代表：杜偉光先生 (董事)
 產品：製造鋰鐵電池
 Representative: Mr To Wai Kwong (Director)
 Product: Making lithium iron batteries



優雅詩集團有限公司
J-Text Group Limited
 代表：梁北強先生 (董事長)
 產品：床上用品 / 家居用品
 Representative: Mr Leung Pak Keung Benny (Managing Director)
 Product: Home/bedding

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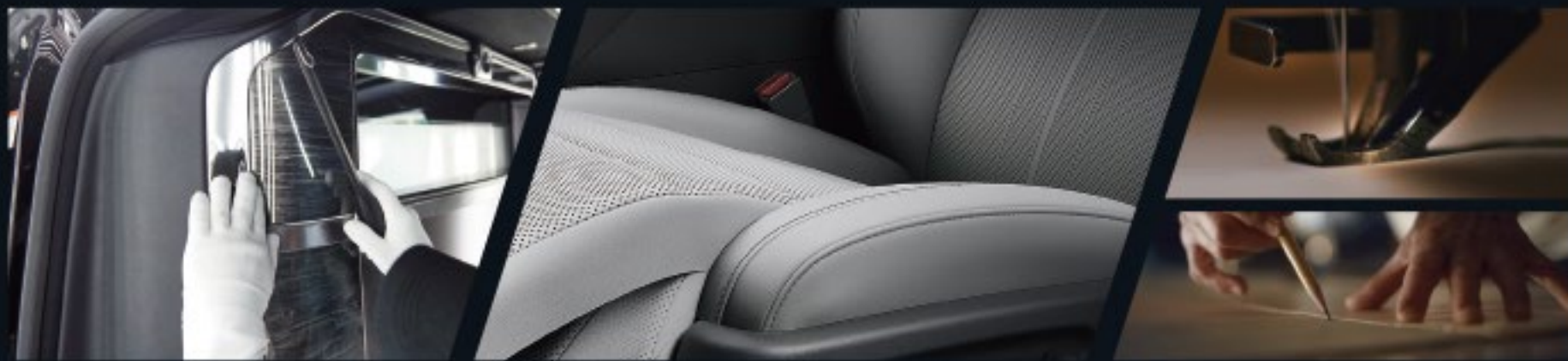
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圖片只供參考。
*以實際公佈之車牌號碼為準。

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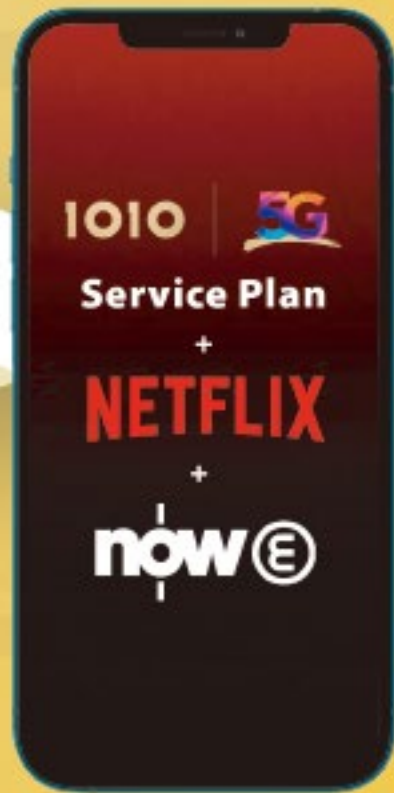
公司	廠商會會員尊享優惠	公司	廠商會會員尊享優惠
一豚豬手專門店	凡購買滿 \$100 全單可獲九折優惠 * 此優惠不適用於豬手禮券及其他禮券	軒日珠寶有限公司	所有玉石產品 9 折優惠
中華航空	機票全年及不定期折扣優惠；多樣化產品如機票加酒店等優惠； 專設服務電郵：hkgcorp@china-airlines.com，購票即享折扣	高比工業材料有限公司	3M 防曬隔熱玻璃薄膜及 3M 安全防爆玻璃薄膜供應及安裝
元氣站保健會及 港恩中醫診所	購物及診症優惠	高發液晶有限公司	廠商會會員可享優惠價 \$198 (原價 \$248) 購買全港唯一擁有 "香港安全標誌" KONTROY PB8041 拖板。
友華發展有限公司	Esso 油站優惠	健康之路有限公司 (嗎哪有機站)	以 95 折惠顧全線產品
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加拿大妙睡寧 (香港) 有限公司	精選產品折扣優惠	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
老行家 (香港) 有限公司	以優惠價購買各款老行家禮券	蛋撻王	購買酥皮或牛油皮蛋撻，即享買 5 送 1 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。	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。
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	雅典娜 (香港) 有限公司	Lifestyle Athena 網店 8 折優惠碼「CMA2021-20」 立即進店 www.lifestyleathena.com
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	黑酢家	於黑酢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。
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	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)。
金豐行製造有限公司	購買正價珠寶鑽飾，可享 88 折優惠	德記五金發展有限公司	全店正價貨品 8 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	毅創來集團有限公司	MEC YS 系列附帶 USB 充電插拖板 9 折優惠
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恆香老餅家有限公司	全店正價貨品 9 折優惠	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： https://hkbfcare.com/
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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。	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
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)	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
美科護膚品實業有限公司	於 Btech Derma 網店購物輸入優惠碼「cma2020」 可享全線護膚品 9 折優惠 網址： www.btechderma.com	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)
香江會滙天下茶業有限公司	凡購買滙天下 (THE BARN) 及曦瓜 (XIGUA) 正價產品，尊享 85 折優惠。	麗豐國際 (香港) 保健品 有限公司	正價貨品 65 折優惠
香港浸會大學	中醫內科門診診金 9 折	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
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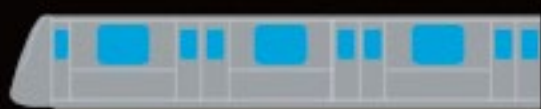
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