

**Hong Kong
Electrical
Appliance
Industries
Association**
香港電器業協會



2022
— 24

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SUPERBRAND



Think Big
思維無疆

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Collaboration project with Bhutan photographer

**Empower
Potential**
發揮潛能



香港電器業協會簡介

本會（原名：香港電器製造業協會）成立於1998年7月，是一間獨立非牟利機構。目前共有200多名會員，是香港電器業一個甚有代表性的團體。

協會之宗旨在於

- 加強同業間之溝通、交流和合作
- 與政府機構、工業及貿易團體建立聯繫，協助反映同業的集體意見，為香港電器業謀求利益
- 協助提升香港電器業界有關技術、管理及市場拓展方面之技能，以改善其生產力及提高其市場競爭力
- 組織及贊助有關促進香港電器業發展的活動
- 為同業建立聯繫及溝通平台，與海內外買家及潛在合作伙伴發展業務關係
- 協助建立及提升香港電器業之良好聲譽及形象，以吸引更多人才加入，促進業界繁榮

Introduction of Hong Kong Electrical Appliance Industries Association

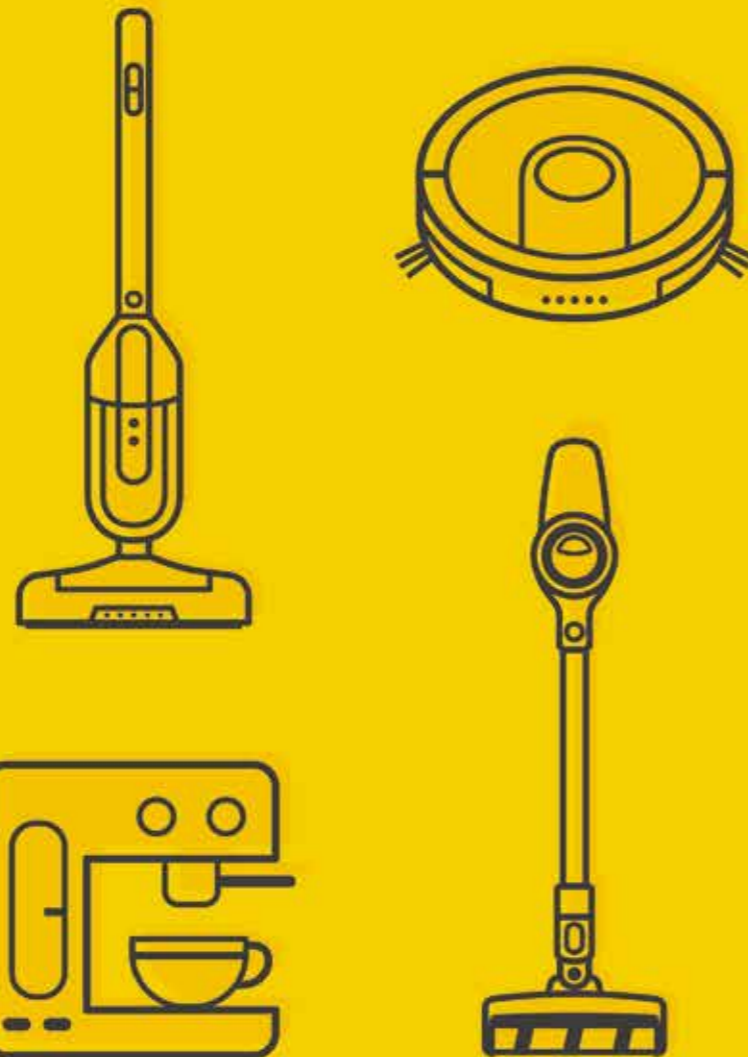
Established in July 1998 as a non-profit-making organization (Formerly known as Hong Kong Electrical Appliances Manufacturers Association), we have more than 200 members at present, and are a representative body of Hong Kong's electrical appliance industry.

Our objectives are to improve the industry as a whole by

- Enhancing the communication, interaction and co-operation among members
- Establishing liaison with and conveying the collective opinions to government bodies, industrial or trade organizations so as to serve the interest of Hong Kong electrical appliance industry
- Helping to upgrade Hong Kong electrical appliance industry' levels of engineering, technical, management and marketing skills in order to improve its performance and enhance its competitiveness in the international market
- Organizing and sponsoring related activities for the development of Hong Kong electrical appliance industry
- Establishing contacts and platforms for members to develop business relationships with overseas and local buyers and potential joint-venture partners
- Helping to build and enhance the reputation and image of Hong Kong electrical appliance industry so as to attract talent to join and grow with the industry

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New Value in Appliances



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Production Site :
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SINCE 1978

Founded in 1978, Defond has extensive experiences in product development and manufacturing of electromechanical and electronic switches, modules, sensors, battery packs and other innovative HMI (Human Machine Interface) solutions for home appliances, power tools, automotive and industrial automation among others. For over four decades, we have been facilitating our customers' innovation and production across the world to improve product competitiveness, enabling them to stay ahead of competition.

Quality Management

- System Certificates
 - ISO9001
 - ISO16949
 - ISO14001
 - ISO13485
 - ISO17025
 - RoHS/REACH
- Third Party Accredited Laboratories
 - CNAS
 - Intertek RTL
 - UL CTDP / CTF3
 - CQC-A Class Enterprise



Manufacturing

- Industry 4.0
- Digital Manufacturing Automated Plant
- 6 Sigma and Lean Manufacturing Management
- Data Visualization



R&D

- National Hi-tech Enterprise
- Intelligent Human Machine Interface Solution
- IoT Connectivity Solution
- Product Design and Quick Prototyping
- Software and Firmware Development
- Design for Manufacture and Assembly



Food Processing



Hair Care



Floor Care



Switches



Flow and Temperature Control



Battery Management and Pack



Intelligent UI

香港電器業協會成立24年來，見證了香港工業發展的高低更迭。尤其過去兩年面對全球大流行的世紀疫情、經濟急速發展、俄烏戰爭及環球局勢轉變，跟協會同仁一起經歷的風雨及挑戰，心裡真是百感交集，但也滿懷感恩，讓我在人生旅途上看到許多不一樣的風景。回顧過去兩年的日子，除豐富了我的見識，也擴闊了我的視野，會務雖然艱巨，但意義和責任重大。

在接連幾波疫情肆虐下，全球開始進入後疫情時代，人們日常生活和工作模式經歷不少變化：如線上購物、新電子商貿、工商界採取遙距工作模式、舉行虛擬會議；製造業尤其嚴重，疫情直接影響著原材料的供應、製程不確定因素增加、運輸的困難、業務流程重整等，一切一切都在加速企業往數碼化轉型推進。

任期內雖然曾有幾項計劃因疫情打亂而未能順利完成：如TSF開拓東盟市場項目，原定今年4月及9月的馬來西亞及泰國之行，因通關問題，未能帶領會員探訪當地買家及實地考察，影響了部份行家拓展東盟市場的部署，但憑著會員間的相互支持及積極合作，最後成功招募約20家會員企業，集合超過一百件產品以遠距形式參展，突破過往實體展覽的框架全力推動轉型，順利舉辦了兩次與馬來西亞及泰國當地買家互動的線上交流會議。本人亦感恩資訊科技部於疫情初期已帶領協會開展一系列線上交流座談，助會員及早掌握智能化生產及管理等不同範疇的業界資訊，令業界在困境中仍能保持競爭力。

新冠疫情全球大流行加速了數碼經濟轉型，不少企業更開始走進元宇宙的虛擬世界，在嶄新的商業生態圈中進行營銷，與客群互動並帶來新體驗，創新商機。

危機是創新的契機，在不久前協會參觀了香港理工大學知識轉移及創業處，明白把科研成果轉化為商品的重要性。發展創新及科技需要政府、業界、學界及研發機構「官產學研」的共同合作，發揮協同效應，協助香港企業建立可持續的國際競爭優勢。當然，香港電器業需要更多勇於創新的年輕人加入成為行業一分子，為行業發展帶來更多創意和進步。因此，協會將繼續透過舉辦及支持不同院校的活動，鼓勵年青人投身電器業行列。

疫情漸趨平穩，通關可望有期，展望來屆理事會各式活動能夠陸續重啟，也希望各會員多多支持本會用心策劃的各項活動，延續歷屆的優良傳統，發光發亮！

最後，我衷心祝願下一屆理事長倫達基，接好代表協會這一支接力棒，為協會跑出璀璨亮麗的新一頁。多謝各位。

Since its establishment 24 years ago, the Hong Kong Electrical Appliance Industries Association has witnessed the ups and downs of Hong Kong's industrial development. Especially in the past two years, we have experienced the difficulties and challenges together with our members, facing the global pandemic of the century, the change in economy, the Russian-Ukrainian war and the rapid development of the global situation. There are mixed feelings in my heart, but I am grateful to have seen these many extraordinary scenes in this journey of life. Looking back these past two years, although the association affairs are challenging, they are of great significance and responsibilities. It has not only enriched my knowledge, but also broadened my horizons.

With successive waves of epidemics raging, the world has entered the post-epidemic era. People's daily life and work patterns have undergone many changes: for



香港電器業協會卸任理事長
馮建輝先生

HKEAIA
Honorary President
Mr. Ken Fung

example, online shopping, new e-commerce, working remotely and virtual meetings. The impact to the manufacturing industry is particularly serious, the epidemic directly affects the supply of raw materials, the increase of uncertainties in the production process, the hurdles in transportation and logistics, the reorganization of business processes, etc., all of them are accelerating the digital transformation of enterprises.

During my term of service, several plans were unable to be completed due to the disruption of the epidemic: For example, the trips to Malaysia and Thailand were originally scheduled in April and September this year for the TSF project to develop the ASEAN market. Because of the epidemic prevention measures, we were unable to take our members to field studies and to meet the local buyers, affecting some of their expansion plans in ASEAN. However, with the mutual support and proactive collaboration among members, about 20 companies were successfully recruited, and more than 100 products were gathered to participate in the exhibitions remotely, achieving a breakthrough from physically exhibition framework in the past and moving towards digital transformation. Two online seminars were organized successfully for members to interact and communicate with local buyers in Malaysia and Thailand. I would like to express my gratitude towards Information Technology Division for conducting a series of online sharing sessions since the early stage of the epidemic, helping members to grasp information and knowledge in different fields such as intelligent production and operation management, so that the industry can react promptly and stay competitive in these difficult times.

The global pandemic has accelerated the digital transformation of the economy. Many companies have begun to enter the virtual world of the Metaverse to conduct marketing in a brand-new business ecosystem, interact with customers, bring new experiences, and create new business opportunities.

Crisis creates opportunity for innovation. Not long ago, the Association visited the Knowledge Transfer and Entrepreneurship Office of the Hong Kong Polytechnic University and learnt the importance of turning scientific research results into products and businesses. The development of innovation and technology require the collaboration of "Government, Industry, Academia and R&D Institutions" to create synergies supporting Hong Kong enterprises to build sustainable competitive advantages internationally. Besides, Hong Kong electrical appliance industry needs more creative young people to join and improve the industry, bringing in more innovation. Therefore, the Association will continue to encourage young people to join the electrical appliance industry through organizing and supporting activities in institutions.

With the epidemic situation stabilizing and preventive measures expecting to be relaxed, I look forward to seeing the new Board of Governors reboot and organize more activities for members and the industry. I also hope that all members will continue to support the activities, upkeep the good traditions of the Association, and continue to shine!

Finally, I express my best wishes to the new President, Mr Herbert Lun, for taking up the role representing the Association and leading us to an even brighter and glorious future. Thank you.

承蒙各位的信任和重托，我懷著謙卑和敬畏的心情，接任香港電器業協會第十三屆理事會理事長的職務。

著名科學家牛頓說過：「我們能向前望得更遠，是因為我們站在巨人的肩膀上。」今天本人能夠站在這裡，實有賴台上台下多位協會歷任的一班巨人，24年來帶領協會打下穩固的根基；亦有賴特區政府各部門及社會各界友好一直以來的關心和支持，令協會規模不斷壯大。借此機會，我謹代表新一屆理事會全體成員，向您們致以最衷心的感謝！

香港電器業歷史悠久，家電更是我們在日常生活上不可或缺的產品，而香港電器業協會24年來一直都代表著香港家電的輝煌歷史。我們從第十二屆理事會理事長馮建輝先生手中接過交接棒後，我們將與各位同仁，務實有效地開展各項會務工作，延續香港電器業界的使命，為協會會員服務，不負Ken哥以及各位榮譽理事長的厚望。

時代的巨輪不斷運轉，世紀疫情不但改變了人們衣食住行各方面的習性，國際政商環境的動盪、新競爭者的加入、ESG(環境、社會及企業管治)評審，都標誌著消費者及買家對產品供應的要求更加嚴苛。另外，科技發展的步伐越來越快，工業4.0、再工業化、工業元宇宙等新科技在工業領域的應用越來越多，現實工業環境中研發、設計、生產、銷售、品牌管理、售後服務等環節一一與虛擬空間融合，形成全新的製造及服務生態環境。這對傳統銷售和價值鏈帶來顛覆性的衝擊，亦為業界帶來新的機遇。

香港家電是一個國際生招牌，我們不但要繼續穩守香港電器業在品質、創新、安規、環保、用家體驗、優良商譽各方面的傳統優勢之外，更需要積極面對市場動盪所帶來的挑戰，搶攻新商機。在這方面，協會會鼓勵業界積極推動企業營商創新，維持企業的競爭力及持續發展，搶攻虛擬價值鏈的新市場藍海，為香港家電業的將來打拚新的天地。

協會一直致力推動香港電器業的發展，包括透過申請政府專項基金，開展提升香港家電行業競爭力的項目、舉辦及參加各項展覽、考察團、培訓、拜訪、考察等活動，鼓勵同業與時並進，掌握市場最新動態。在疫後新常态下，我希望透過【企業創新、商務交流、持續學習】三大方向，提升協會給會員的實用價值。大受會員好評的【港Hi Tech講Hi Tech】、【塞錢入您袋】網上學習系列會繼續，另外【家有國法】系列也正準備推出，各會員萬勿錯過。

今天，我們站在新的起跑線上。回顧過往的成績，我們絕不自滿；對於未來的挑戰，我們必定迎難而上。我再次感謝第十二屆馮建輝理事長和理事會同仁，本人及團隊承諾將秉持香港電器業協會齊心服務業界、推動香港電器業持續發展的宗旨，勇於創新及靈活應對，攜手邁向成功。多謝各位！

It is my honour and privilege to accept your nomination as the 13th President of the Hong Kong Electrical Appliance Industries Association. I am deeply humbled by your trust and keenly feel the weight of responsibility on my shoulders.

Sir Isaac Newton once said, "if I have seen further [than others], it is by standing on the shoulders of giants." I stand here today because of the giants who have built, nurtured, and expanded our association, in particular our Founders and Honorary Presidents in the past 24 years as the guiding north star, various leaders and departments in the Hong Kong S.A.R. government

香港電器業協會理事長
倫達基先生

HKEAIA
President
Mr. Herbert Lun



for their partnership, and the wider industrial and trade community in Hong Kong for their friendship and support. On behalf of the newly elected HKEAIA board of directors, I would like to express to them our most sincere gratitude and heartfelt appreciation for making the HKEAIA what it is today.

The Hong Kong electrical appliance industries has had a long and illustrious history, and home appliances has been an indispensable part of modern life. The HKEAIA stands as a totem of that glorious past. As we take the baton from President Ken Fung and the 12th Board of Directors, we will strive to exceed your highest expectations, and work diligently to advance the industries' mission and serve our members' needs.

It has certainly been a wild couple of years for our industry. We have lived through a global pandemic that has fundamentally changed how people work, live and purchase goods and services; we have witnessed upheavals in global geopolitics and economics that turned old business models upside down; we have shouldered additional demands from regulators on Environmental Social and Governance responsibilities, and we have borne the brunt of new and ever changing demands from consumers and buyers. We have also been swept up by the changing tides of technology, with implementations of Industry 4.0, Hong Kong's reindustrialization, the emergence and impact of the metaverse on business fundamentals, and the blurring of boundaries between the physical and virtual value chain – in design, R&D, production, sales, brand and customer management. All these have created a new paradigm for manufacturing and product servicing ecosystem, and bring new challenges to traditional operators, as well as opportunities for our members.

As the body best representing the rich history and stellar reputation of Hong Kong electrical appliance brands and manufacturers, we must tackle this challenge head on. This will test every aspect of our industries' traditional strengths – in quality, innovation, safety standards, sustainability, as well as user experience. We must also grasp new opportunities in this evolving landscape, build direct relationships with consumers, and sail for the blue ocean in this new virtual value chain.

The HKEAIA will continue to deliver on its mission to advance our appliance industries, bring the latest technological and industry information to our members, and help our industries push the boundaries. We will continue to create programs through Trade and Industrial Organisation Support Fund to help raise standards and opportunities for our members, including exhibitions, overseas and domestic delegations, technical training, and business networking activities. Our hard working team of directors will continue to bring you popular and useful webinars, such as our "Hong Kong Tech Talk", "Money In Your Pocket", as well as our upcoming webinar series on mainland business labour laws and case sharing. We look forward to you joining us in these events.

Today we once again stand on shoulders of giants, looking at a future full of challenges and opportunities. I would like to give thanks once more to Honorary President Ken Fung for his leadership of the 12th Board of Directors, and I pledge to give my best to lead the 13th Board of HKEAIA with reverence and integrity. Together we will push our mission further and advance the Hong Kong electrical appliances industry for its members. Thank you.



CUSTOMIZED ONE-STOP DIGITAL HEALTH SOLUTIONS

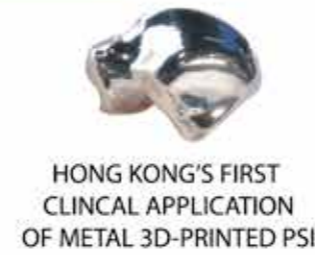
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Implants | Jigs | Instruments

KOLN 3D Products improve surgical outcomes with patient-matched and case-specific designs. Since 2016, over **80 cases** have been successfully conducted with our personalised medical solutions.

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- ✓ Speed-up recovery
- ✓ Reduce surgery time

Milestones



HONG KONG'S FIRST CLINICAL APPLICATION OF METAL 3D-PRINTED PSI

2016



2ND GEN PSI WITH SUPER-LATTICE CORE STRUCTURE

2018

Silver Medal International Exhibitions of Geneva, 2019



TRIO-ROBOTIC POST-PROCESSING SYSTEM

2019

Gold Medal International Exhibitions of Geneva, 2019



SURGICAL JIGS: 50+ CASES

2021

ISO13485:2016 compliant

2022+

NEW INNOFACTURE SITE

MARS CENTRE, INNOPARK



- ✓ 10,000sqft production space
- ✓ New production line
- ✓ New machinery for Titanium 3D-printing
- ✓ Auto-jig pilot project with AI Deep Learning
- ✓ 3D-Printing Training Centre & Clean Room (Q3 2022)

Reindustrialisation



SHOULDER IMPLANT SET FOR SCAPULAR & HUMERAL RECONSTRUCTION

- ✓ Limb-salvage surgery
- ✓ Combined application of KOLN 3D PSI & Jigs
- ✓ Maintain forearm mobility
- ✓ Soft tissue anchors
- ✓ Lattice structure promotes osteointegration

Product Highlight



Scapulohumeral prosthesis



Surgical jig set

Acknowledgements: Dr. C. Fang, Queen Mary Hospital, Hong Kong

AUTOMATED ROBOTIC POST-PROCESSING

- ✓ User-friendly programming
- ✓ Bio-safe outputs (ISO10993-5)
- ✓ Excess metal removal and recycling
- ✓ Dry-lubrication technology prevents pollutant emission



Robotic Innovation

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和通業界 協展新圖

商務及經濟發展局副局長陳百里



香港電器業協會第十三屆理事會成立誌慶



教育局局長蔡若蓮



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香港電器業協會第十三屆理事會成立誌慶



創新科技署署長
潘婷婷

昌興電業
廣惠商民

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶



工業貿易署署長黃少珠



區導電業
弘招商機

香港電器業協會第十三屆理事會成立誌慶會刊



機電工程署署長 彭耀雄

電業賢才惠百方
共建香江展輝煌

香港電器業協會第十三屆理事會成立誌慶





卓績常新
賢才共契

海關關長何珮珊



香港電器業協會第十三屆理事會成立誌慶



中華人民共和國香港特別行政區
立法會主席梁君彥



邁向未來
興茂電業

香港電器業協會二零二二至二零二四年度
第十三屆理事會成立誌慶

香港電器業協會第十三屆理事會成立誌慶

業界獻辭 Message From Government Officials & Related Associations

同儕策勉 猷績日彰

香港特別行政區政府
駐粵經濟貿易辦事處

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

凝聚家電電力量 共創繁榮香港



香港特別行政區立法會議員
吳永嘉 BBS, JP 敬賀

業界獻辭 Message From Government Officials & Related Associations

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

業界獻辭 Message From Government Officials & Related Associations

匯聚翹楚
興宏電業



香港工業總會主席
查毅超博士敬賀

香港電器業協會第十三屆理事會成立誌慶

興茂電業
邁向未來



香港中華廠商聯合會會長
史立德博士敬賀

業界獻辭 Message From Government Officials & Related Associations

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

業界獻辭
Message From Government Officials & Related Associations

提升技術
創優求新



香港生產力促進局總裁
畢堅文敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

推動工業創佳績
發展科技獻新猷



香港生產力促進局主席
陳祖恒敬賀

業界獻辭
Message From Government Officials & Related Associations

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

業界獻辭 Message From Government Officials & Related Associations

業界同心協力
共建創科新篇



香港科技園公司主席
查毅超博士敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

創優求新
廣拓商機



香港貿易發展局總裁
方舜文敬賀

業界獻辭 Message From Government Officials & Related Associations



香港應用科技研究院行政總裁
葉成輝博士敬賀

精誠團結
共創新機

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶



物流及供應鏈多元技術研發中心行政總裁
黃廣揚 M.H., F.C.I.L.T. 敬賀

開發創新
造福業界

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

業界獻辭 Message From Government Officials & Related Associations

善用科技
優化產業



香港數碼港管理有限公司行政總裁
任景信敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

提升技術
創優求新



香港數碼港管理有限公司董事局主席
陳細明敬賀

業界獻辭 Message From Government Officials & Related Associations




 香港中文大學
 The Chinese University of Hong Kong

群賢薈萃
 裕業興商

香港中文大學校長 段崇智



致意

香港電器業協會第十三屆理事會成立誌慶




 香港科技大學
 THE HONG KONG
 UNIVERSITY OF SCIENCE
 AND TECHNOLOGY

敬業樂群
 利惠工商

香港科技大學校長
 史維教授敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶



同心協力
共創新機

香港理工大學校長滕錦光



敬賀

香港電器業協會第十三屆理事會成立誌慶



香港城市大學校長

溝通中外求廣拓
招攬賢能競前驅

郭偉



敬賀

二零二二年八月

香港電器業協會第十三屆理事會成立誌慶



賢才匯聚
共鑄宏圖

香港浸會大學校長

衛焯江



敬賀

香港電器業協會 2022 至 2024 年度
第十三屆理事會成立誌慶



求新求進
興業惠群

嶺南大學校長

鄭國漢



敬題

香港電器業協會
第十三屆理事會成立誌慶



積極求變
發光發亮

香港教育大學校長

張仁良



敬賀

香港電器業協會二零二二至二零二四年度
第十三屆理事會成立誌慶



香港恒生大學
THE HANG SENG UNIVERSITY
OF HONG KONG

創新立業
共展鴻猷

香港電器業協會第十三屆理事會成立誌慶

香港恒生大學校長 何順文教授



致意



香港樹仁大學校監兼校長
胡鴻烈敬賀

創新立業
弘展商機

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶



職業訓練局主席
戴澤棠敬賀

聚賢匯才
興茂業界

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

香港電器業協會第十三屆理事會成立誌慶

創新科技領同儕
堅守品質護萬家



消費者委員會

總幹事黃鳳嫻



敬賀

香港電器業協會第十三屆理事會成立誌慶

團結互礪
績譽並彰



職業訓練局執行幹事
唐智強敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

業界英才
共創佳績



香港工業專業評審局主席
王堅全 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

開發創新
造福業界



香港青年工業家協會會長
戴麟 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

弘昌電業
利商惠群



香港出口信用保險局總監
趙民忠 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

同心協力
拓展科技



香港創新科技及製造業聯合總會主席
李遠發 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

繼往開來
宏籌丕展



平等機會委員會主席
朱敏健 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

凝聚業界
再創新猷



香港品質保證局主席
何志誠 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

俊彥同心
興港惠群



香港品牌發展局主席
陳國民博士 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

萃聚群賢
會務榮昌



香港電子業總會主席
莊子雄 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

創新立業
弘展商機



香港電子業商會會長
吳自豪 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

凝聚業界
共鑄宏圖

香港各界商會聯席會議秘書長
沈運龍 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

俊彥同心
興港惠群



珠三角工業協會主席
丁煒章 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

團結業界
共創輝煌



香港工商品牌保護陣綫主席
王淑筠 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

團結業界
共創輝煌



香港出口商會會長
孫榮聰 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

精研科技
共創新機



香港模具協會主席
蔡俊杰 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

科技力量
民富國強



香港模具及產品科技協會理事長
陳鑑光 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

凝聚家電力量
共創繁榮香港



香港工業設計師協會主席
梁振輝 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

推動工業創佳績
發展科技獻新猷



互聯網專業協會會長
沈漢迪 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

團結業界
共創輝煌



香港電鍍業商會會長
陳偉 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

造福業界
共創商機



港九電業總會會長
吳旅佳 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

匯賢聚才
惠澤工商



香港電氣製品協會主席
呂偉 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

凝聚業界
共鑄宏圖



香港線路板協會會長
鍾泰強 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

提昇產品工藝
緊貼科技趨勢



香港印藝學會主席
馬楚力 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

推動工業創佳績
發展科技獻新猷



香港印刷業投資協會會長
許清耐 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

人才薈萃
共創新猷



香港表廠商會會長
劉榮濤 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

凝聚家電力量
共創繁榮香港



香港玩具廠商會會長
柯曉泉 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

精誠團結
共創新機



香港中小型企业聯合會會長
郭志華 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

推動工業創佳績
發展科技獻新猷



香港光機電行業協會會長
謝鴻強 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

推動工商
促進繁榮



香港中小企經貿促進會會長
張煒傑 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

善用科技
優化產業



香港五金商業總會理事長
黎顯輝 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶



群策群力
共創繁榮

香港塑膠業廠商會敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶



香港鞋業商會會長
林吉星敬賀

匯聚業界精英
攜手拓展未來

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶



香港設計委員會主席
馮建輝敬賀

創新立業
弘展商機

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶



香港塑膠機械協會會長
劉卓銘敬賀

精研科技
共創新機

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶



香港珠寶玉石廠商會會長
張敬猷敬賀

興茂電業
邁向未來

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶



香港商業專業評審中心會長
郭德亮測量師、榮譽院士敬賀

業界津梁
積厚流光

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶



香港金屬製造業協會會長
孫暉銓敬賀

利港濟商
銓才拔彥

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶



香港珠寶製造業廠商會主席
葉美珠敬賀

推動創意電業
提升香港品牌

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

與時並進
精益求精



香港鐘表業總會會長
蔡宗富 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

推動工商
促進繁榮



香港鐘表工業協會主席
劉榮濤 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

凝聚業界
共鑄宏圖



港九塑膠製造商聯合會主席
黃雯茵 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

傳電唯心
善器迎人



香港鑄造業總會會長
蔡子芳 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

電源機靈透
器度可納舟



香港螺絲業協會主席
徐炳輝 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

精誠團結
共創新機



香港寶石廠商會會長
范小彬 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

凝聚業界
共鑄宏圖



香港環保產業協會會長
鄭文聰 敬賀

香港電器業協會創會二十四周年暨第十三屆理事會成立誌慶

提升科技
創優求新



香港醫療及保健器材行業協會主席
郝梅鳳 敬賀



滑動開關
SLIDE SWITCH



翹板開關
ROCKER SWITCH



微動開關
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名譽主席
HONORARY CHAIRMAN



名譽主席
Honorary Chairman

汪穗中博士, JP
Dr. Patrick Wang, JP

德昌電機集團
Johnson Electric Group



名譽主席
Honorary Chairman

葉傑全博士
Dr. K. C. Yip

通用國際企業有限公司
G. E. W. International Corporation Limited



名譽主席
Honorary Chairman

孫啟烈教授, BBS, JP
Prof. Cliff Sun, BBS, JP

建業五金塑膠廠有限公司
Kin Hip Metal & Plastic Factory Limited



名譽主席
Honorary Chairman

蔣震博士, GBM
Dr. Chiang Chen, GBM

震雄集團有限公司
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1923-2022



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傳承優良管治文化 Continuing the Legacy of Quality Corporate Governance

陳稼晉
Patrick Chan

利記集團執行董事
Executive Director of
Lee Kee Group



「冶金」是人類文明中最重要的技術之一，徹底改革和提升了農業、航海、商業和生活模式等不同層面，代表人類文明的躍進，更一直啟發新科學與科技的探究與發現，促使社會進步。

而利記集團秉承這項古老技術的使命和開創精神，在有色金屬物料生產方面已屹立業界七十五年，除了重視歷史悠久的家族企業理念，也願意接納創新科技及新世代的價值觀——例如對可持續發展作出重要的承諾。透過致力實踐業務並為推動金屬行業作出貢獻，建構出優良的企業管治文化，令利記在不同挑戰中仍能邁步向前，迎向機遇。利記集團執行董事陳稼晉（Patrick）認為：「家族企業並不代表保守，我反而覺得會較有人情味，而且能與具備完善制度及有系統的企業管治模式共存，更能增強實力追求創新。」

穩中求變

Patrick 進一步提到，有賴具系統政策和嚴格的治理基礎，成就了公司的高效管治。市場迅速變化，未來挑戰仍然不斷，利記透過有效率的業務執行力，進行業務擴充、企業管治及人才培育，「我們珍視多元人才，增強他們的工作動力，助他們擴闊視野水平及提升至更高的水準，希望以年輕一代的創新能力，配以新的管理文化，為團隊注入更強大的能量。」

他舉例，如公司制訂多項 SDG 的目標中，便包括產業、創新和基礎建設、負責任消費和生產、氣候行動、多元化和包容性等，希望為集團持份者及客戶創造價值，「我們男女員工的比例相對平均；另外在海外辦事處的員工大多來自當地，集合各地不同的文化背景，啟發我們並對公司邁向國際化的管治帶入新的觀點。」

當然，更重要是關於公司業務的革新，「我們不單止從事有色金屬物料生產，也提供產品研發及技術顧問服務各種增值方案，這是我們的優勢。」

近年的生產趨勢愈來愈多產品定製的需求，需為客戶專屬化製造特定產品，按其功能需求度身訂造特殊物料，混入其他相應技術元素生產出獨特的合金，令產品擁有只此一家的物料，「我們幫助客戶達至雙贏方案，藉此更突出利記作為服務供應商的優勢。例如我們會主動研發新材料，助客戶產業創新達至新領域拓展；或者如客戶需要低損耗物料時，我們會以專業技術為客戶提供相應解決方案。」

利記更以身作則支持可持續發展，除了優化能源應用之外，亦引入可重用環保包裝、使用可追溯性強的產品標籤、於生產線上設置各種傳感器，以提升生產效能等，務求在每個生產細節上均達至最佳的減能效益。故此，利記於未來會繼續投放資源於產品創新研發及可持續發展方面。

踏上創新旅途

利記之所以如此著重產品創新及可持續發展，亦與其管治核心價值息息相關。

Patrick 提到公司對高質產品和服務的要求，以及希望達到可持續發展目標，都是明確的公司發展策略：「於可預視的未來，產品創新將備受重視，除了因很多產品均要求極高規格的物料合金屬外，亦因愈來愈多公司對度身打造物料的需求上升，令我們必須不斷研發新材料，以應付需求。」

挑戰加劇，原材料成本波動的連鎖效應給全球經濟帶來了影響。然而，利記從定期的風險評估中尋找出新機遇：領先金屬壓鑄行業，利用邏輯數據結構，通過工業 4.0、數碼化及自動化令產品質素更穩定；專業諮詢服務則進一步加強了利記與客戶之間的關係。「我們將繼續以客為本，並宣揚可持續發展供應鏈的理念，藉此堅持創新和產品定製，致力於分散的市場和多元化的客戶組合中取得成功。」

這些轉危為機的成功例子，正反映利記以創新精神乘風破浪，面對千變萬化的商業環境的勇氣。



The impact of metallurgy on technology and civilization made a huge leap and is inspirational to many of our new scientific findings and technology.

Lee Kee Group stood in the non-ferrous metal industry for 75 years and has been renowned for continual effort on the metal industry.

Inheriting the adventurous entrepreneurial spirits from the previous generations, the Group spearheaded innovation while valuing the solid foundation established by family business, also eyeing new horizons and adapting new values for the future generations. Her commitment to continual improvement and business sustainability commanded a high standard of corporate governance, while bridging opportunities with challenges. Mr. Patrick Chan, Executive Director of Lee Kee Group, believes, “family business brings compassion, unity, and strong commitment for advancement.”

Seek changes, Maintain stability

Patrick further mentioned the agility of a company is built upon systematic policy and stringent governance. While the market is changing rapidly, new challenges continue to lie ahead. Lee Kee continues to deepen her ability for business extendibility through high company agility, robust governance, and talent growth.

By cherishing talent diversity and attracting new blood, Lee Kee embraces higher standards with wider perspectives. Patrick continued, “younger generations have been motivated to enhance product innovations, whilst new managerial cultures are bringing vitality to the team”

The Lee Kee group was said to focus on SDG goals which embrace industry, innovation and infrastructure, responsible consumption and production, climate action, diversity, and inclusion in the workplace. Patrick elaborated, “We hope to create values for our stakeholders and customers. That’s why we are relatively gender balanced with our employment strategy. We also employ locals at our overseas offices, where ethnic and cultural diversities may inspire us in every aspect and bring invaluable benefits to the Group’s globalisation.”

Innovation is also crucial to a business, “besides producing and supplying non-ferrous metals, our core strengths are to offer technical consultations, research and development strategy (R&D) as value added service. Due to the increasing demand for tailor made products, we also provide customization on special materials, thus fusing with latest technologies to produce unique alloy for our customers. Our goal is to achieve a win-win situation, strengthening Lee Kee’s role as a pioneer and a leading service provider in the supply chain.”

“We utilise R&D for new materials, assisting our customers to expand new horizons. For example, when a customer wishes to improve efficiency in production, our team can give advice on diecasting specific production lines and recommend suitable materials for the best product outcome,” said Patrick.

Lee Kee also treasures sustainability in production. In addition to utilising resources, the group also adopts environmental-friendly packaging, traceable product labelling, as well as applying production line sensors to enhance productivity. Every detail of the production is optimised. Looking ahead, Lee Kee Group will continue to uphold and embrace innovation and sustainable development.

Embarking on an Innovative Journey

Lee Kee’s emphasis on innovative and sustainable development is closely related to its core values.

Patrick mentioned, the Group pursues high quality service standards as its growth strategy. “Product innovation is going to be the key in the foreseeable future. Apart from the fact that high quality metals are a necessity in many industries, the need for customization is also vital.”

Challenges are exacerbated, network effects from the cost dynamicity of raw material brought disruption to the global economy. However, Lee Kee sees opportunities under its regular risk assessment. Excel in metal die casting and processing are enabled with logical data structure from i4.0 and digitalization, product homogeneity is advanced by automation, and professional consultancy strengthened our customer relationships. We will continue to utilise our client centric methodology for innovations and product customization, continue to advocate values of sustainability to the supply chain, and dedicate to success in the fragmented market and diversified client portfolio. All this orchestration traverses challenges to opportunities.

Lee Kee is able to navigate turbulent times with an innovative spirit and to adapt to an evolving and fast changing business environment.





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偉廷實業有限公司成立於2000年，并于廣東珠海設立了浩廷電器(珠海)有限公司及工廠，公司占地面積達110萬平方尺，近年亦于柬埔寨設立了新廠房。公司擁有二十多年的生產小家電產品經驗，及具備自主研發、設計、生產、銷售能力，更擁有ISO9001的資格認證。



公司目前與不同國際知名品牌合作，主要的產品包括風筒、直髮器、卷髮器、廚房用品、嬰兒用品等。產品具備UL/CE/CCC等認證，并銷售至歐美、東南亞、及中國等不同國家。公司一直致力于為客戶提供多元化，高質量的產品和服務。



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蔣麗婉
Chiang Lai Yuen

震雄集團主席兼總裁
Chairman and CEO
Chen Hsong Holdings Limited



震雄由 1958 年創立至今，經歷不少大環境的轉變以及工業界的挑戰，仍然屹立而且成為「注塑機大王」，相信令很多人好奇當中有何秘訣？集團主席兼總裁蔣麗婉認為，最重要是傳承了創辦人蔣震博士的工匠精神，除了在工業上堅持專注發展，精益求精，更鍥而不捨地鑽研如何滿足客戶需要。

正如蔣麗婉笑言公司上下都要背誦的集團價值觀之一「品質至上，科技為本。以客為先，創造價值」，工匠精神正是完美品質和以客為先的體現。

前瞻專注技術發展

去年工業界面臨最大挑戰是供應鏈不暢，蔣麗婉認為是內外循環經濟模式帶動的需求量大增，這對企業來說是正面的機遇，但亦須有策略地應付突如其來的急速需求：「震雄為了保證物流鏈供應，後期的生產及供應量都加速很多，當中涉及的成本增加都由震雄承擔，只因我們希望可以盡快協助客戶解決供應問題。」適市中震雄的營業額仍然於去年增長約 56%，源於這份以客戶為先的精神，從而贏得了客戶的認可與支持，亦是與客戶保持長期良好合作關係的主因。

除了客戶服務，震雄亦沒有忽略工業根本——有前瞻地持續開發技術。蔣麗婉自豪於震雄在這方面的專注：「我們一直專注於注塑機及相關行業，不斷在技術上精益求精，我們相信只有夠專注才能保持在技術前列位置，這亦是父親蔣震博士創立企業至今一直傳承下來的精神和企業文化。」她於 2010 年兩度親赴日本，邀請日本三菱重工前技術總工程師鹽田先生擔任震雄的高級技術顧問，助震雄的生產線定立標準。

「工業生產最重視細節，亦是我們所需貫徹精益求精的理念。」藉此契機，震雄於 2011 年成為三菱的全球策略合作伙伴，成為了另一次震雄發展重要的里程碑，更快速成長：「三菱對生產流程、檢測等各階段的要求愈高，亦驅使我們不斷進步。其後我們更藉此開發了極受歡迎的 MK6 及 MK6e 等注塑機型號，客戶翻單率至今仍然超過九成。」去年震雄的全電機更獲得香港中華廠商聯合會頒發「設備及機械設計組別」香港工商業大獎；疫情期間震雄更為醫療客戶及時提供所需全電動注塑機產品，以助加速生產防疫產品；兩板式大型注塑機在汽車業的市場佔比亦提升了超過五成。震雄在逆市中仍能持續業績增長，其重視技術開發的策略應記一功。

視人才為命脈

蔣麗婉親自單獨赴日「三顧茅廬」，可見她尤其重視人才，更直言「人才是企業的命脈」，在人力資源部署方面不遺餘力，除了重組業務團隊、成立客戶親密組，中美貿易戰期間更邀請各大型企業高管加盟，為管理層帶來新的經營理念。她認為工業生產除了關注如何提升產能及保持品質，帶來工業製造的理念也很重要；又因應辦公室及工廠位於不同地區引進適當的企業管治文化，以人為本。「近年我們更投資 1.5 億引進智能管理系統、更新設備及進行智能廠房改造，以達致內部生產效率升級。一年多前開發的客戶智能生產管理系統，有助提升生產效率。這些投資源於我們的信念：客戶贏，震雄才算贏！」

管理思維除了因地制宜，亦必須與時並進，因此除了智能化，震雄亦認為須兼顧全球市場客戶所重視的價值觀，例如產品安全、環保、節能等。「我們亦正協助客戶研發針對新的高份子環保材料生產技術，如成功的話將會更耐熱、更輕。希望我們不斷追求進步和創新，為同業帶來衝擊，帶動整個業界進步，這是做工業應有的 Passion！」

逆境中展望

今年家電業界面臨各種挑戰和衝擊，蔣麗婉認為有危才有機，只要家電業界繼續鍥而不捨，抱著堅持不放棄的態度，定必能有所提升，繼續前行，希望藉著震雄的經驗鼓勵業界行家。蔣麗婉總結：「家電業是震雄客戶群中的依依者，去年我們在家電市場的銷售額就比前年接近翻了一翻。我們非常樂意與業界共同研發新的技術及解決方案，共謀突破。同時震雄亦積極響應國家的碳中和、環保、可持續方針。我們相信未來幾年是製造業改革的最好時機。」



Since its establishment in 1958, the Chen Hsong Holdings Ltd. has gone through rapid changes of industrial environment and many challenges but is still renowned as “the King of Injection Moulding Machines”. Ms Chiang Lai Yuen, Chairman and CEO of the company, was proud to reveal the secret behind its success, “The Spirit of Craftmanship is our key, not just in terms of focused industrial development, but also working relentlessly to improve our products and satisfy our customers.”

“Craftmanship” is therefore a true manifestation of the company’s core vision of perfect quality and best values to customers.

Investing Ahead on Technology

While many in the industrial sector encountered supply chain disruptions last year, Ms Chiang says Chen Hsong’s biggest challenge was actually rapid growth of demand in their machines, “It was also an opportunity for our customers to increase capacity and productivity. That’s why we tried hard to help them supply their markets, even if we had to absorb higher input costs.” In Chen Hsong, customers always come first – this is one of the core values which brought the company a 56% sales growth last year.

Another core value that Chen Hsong has never wavered from is its focus on injection moulding machines and related industries. The company’s founder, Dr. Chiang Chen, famously rejected all attempts to redirect the company’s attention to other unrelated product segments. This focus enabled the company to seek continued improvements, through its many decades of history, on its product lines as well as leading the industry in many technological breakthroughs.

In 2010, Ms Chiang travelled to Japan and personally convinced the retired Chief Engineer of Mitsubishi Heavy Industries Plastic Technology, Shioda sensei to act as technical consultant. This milestone event led to a full-scale worldwide collaboration between Chen Hsong and Mitsubishi in 2011, and the company has been growing rapidly since then. “The uncompromising standards our Japanese partner insists drive us to become better.” Pursuit of perfection led Chen Hsong to developing the new, wildly-popular MK6 and MK6e models of injection moulding machines, the most successful product lines in Chen Hsong history with repeat-order rates over 90%. Chen Hsong’s focus on technology also led it to be awarded the “Hong Kong Awards for Industries: Equipment and Machinery Design Grand Award” for their all-electric and two-platen machines, which proved particularly popular among the medical and automotive sectors.

Talents are Critical

Chen Hsong’s collaboration with Japanese experts also reveals how the company has valued top talents. As Ms Chiang remarks, “We have since reformed our entire sales team, established a professional customer support team, and recruited numerous high-level executives from different industries and geographies, all of which helped bringing unbiased new perspectives to our management.” Recently, the company invested 150 million RMB to upgrade production facilities, including intelligent systems and high-end manufacturing equipment, which should ultimately increase productivity. Furthermore, a little more than one year ago, Chen Hsong started developing a state-of-the-art intelligent management system for manufacturing eyeing to help customers improve productivity and manufacturing efficiency. “These are all based on our core belief – we have not achieved success until our customers succeed!”

Chen Hsong cares about providing the best value to customers, which motivates the company to research and develop technologies in areas that customers concern most: safety, environmental friendly, recycling, energy-saving, and new materials. “For instance, we are currently assisting one of our customers to develop a new eco-friendly material that will be lighter and more heat-resistant. I hope our passion in this industry will inspire our peers to do the same.”

Looking Ahead

Against tough external environments, Chen Hsong Chairman and CEO Ms Chiang seized the opportunity in hard times and succeeded in leading the company to a stage of development. She encouraged her industry peers, “Participants in most industries, especially producers of household electrical appliances, are our valued customers. In fact, Chen Hsong’s sales in the appliances industry last year was more than doubled that of the previous year. Our R&D team is always ready to collaborate with the industry to help them achieve their next quantum leap. In particular, we fully support and follow the country’s on-going strategic direction regarding carbon-neutral targets, environmental protection and sustainability.”

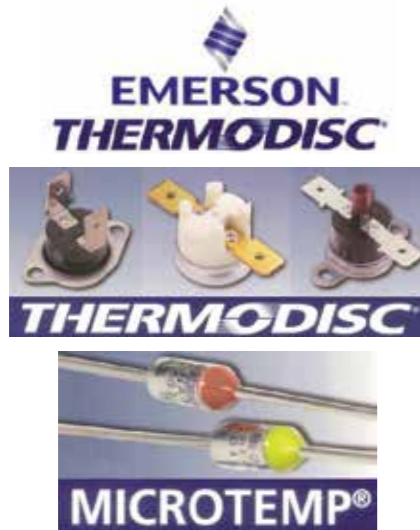
“As we see it, during the coming years, industry is posed for radical reforms, for a better, brighter and sustainable future. We believe that time is now!” she concluded.





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百年實業(亞洲)有限公司
Century Industrial (Asia) Ltd.



百年實業(亞洲)有限公司成立於1996年,并于2015年在廣東惠州設立工廠——創志力電器製品(惠州)有限公司,超二十余年生產小家電產品的豐富經驗,是一家具備自主研發、設計、生產、銷售為一體的公司。

Century Industrial(Asia)Ltd. was established in 1996, and established factory in 2015 - Chegely Electrical Appliances (Huizhou) Co., Ltd. It is mainly engaged in the R&D of small household appliances as well as more than 20 years of experience.

主要產品有電熱水壺、電動摩卡壺、電蒸籠、奶泡機、電火鍋等全系列產品,與世界各大知名品牌合作OEM、ODM項目。所有產品具備國際認證并采用國際標準生產並遠銷歐、美、加等國家,在業內和客戶中享有盛譽。特別是生產電動摩卡壺技術,在行業內獨樹一幟。

Main products are Kettle, Coffee Maker, Steamer, Milk Frother, Hot Pot etc..Cooperate with many famous brands all over the world on OEM、ODM projects. All products are produced according to international standards and exported to Europe, America, Canada and other countries of the world. We are well recognized as an high standard manufacturer, especially the production of coffee maker technology.

2009年創立自主家電品牌CDKM(中文商標:思迪康美),目前國內以京東旗艦店為主要銷售平台。品牌一直秉承“以客戶為主”的理念,致力於打造高品質小家電,滿足市場需求,不斷完善產品往更高質量發展。未來,CDKM團隊將繼續秉承“打造高質量小家電”的宗旨,為客戶提供多元化、多層次產品和服務。

In 2009, registered our brand - 「CDKM 思迪康美」, The flagship store of Jingdong is our main sales platform in China. Our brand has been adhering to the “customer-oriented” concept, focus on creating high-quality small household appliances to meet the market demand, constantly improve products to higher quality development. CDKM team will continue to uphold the purpose of “creating high quality small household appliances”, to provide customers with diversified, multi-level products and services in the future.



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經過一年疫情肆虐，不少在內地設廠的家電企業均面臨嚴峻挑戰，而德豐電業在去年第二季隨即重整旗鼓，下半年訂單更比 2019 年同期增長約三成，疫市中更顯實力！到底德豐是如何在全球疫境中覓得新商機？這次我們專訪德豐主席朱惠璋 (Wilson)，他透露：「我們趁機檢視整個企業的體制及管理方針，並作出改善；另外亦延續一直以來對創新科技研發的支持，與時並進為企業增值！」

韜光養晦

世界知名的汽車、電動工具或家居電器品牌，都可見到德豐出品的開關、電子元件、傳感器及集成模組所構成的智能人機界面，其產品覆蓋範圍廣泛，可說是行內最具實力的供應商之一。不過，2020 年 COVID-19 疫情席卷全球，德豐同樣面對難以採買防疫物資、生產原料，以及內地廠房工人無法上班等困難；Wilson 為了確保員工健康，盡量容許香港及內地辦公室同事在家工作，利用資訊科技實現「遠程辦公」模式。對外的生產供應及訂單數量，德豐無可避免順應全球局勢，處於較被動位置，但內部管理方面，他決定主動作出改革，他認為最重要是減輕員工的工作壓力：「工作流程改善了，效率自然增加，令他們更積極；此外亦有餘裕可以思考策略性的解決方案，例如檢討架構、縮減內部流程、加快決策、增聘人手、戰略性備貨、尋找不同材料來源，並且針對客戶變短的訂單週期，建立項目快速反應團隊等等。」在疫境中仍能積蓄能量作可持續發展。

策略與創新

除了增加效率，Wilson 認為創新科技同等重要。德豐一直都很支持學術和初創界，即使逆境下仍然持續投資，例如和香港大學、理工大學合作研究項目；與美國麻省理工學院 (MIT) 初創公司 Tulip 合作研發智能數碼化工廠，他更於 2020 年 1 月獲 MIT 邀請出席 ILP 全球創新論壇，分享如何整合智能解決方案、建立創新夥伴生態圈以及加強客戶參與度。Wilson 指出，大學科研需時，投資並不一定在短時間內帶來商機，但他很欣賞初創企業的理念和對新科技的熱情，「他們缺少的只是資源和商業化方向，而我們則可透過和客戶溝通為他們收集到更實務的意見，有助其繼續完善和微調研究成果，並在市場推廣和生產方面提供支援；我們的客戶則可獲得更貼身設計的產品開發，所以是雙贏的策略。」

While many home appliances companies that have their own factories in the Mainland are facing enormous challenges after a year of pandemic, Defond managed to regroup in the second quarter of last year. Volume of new orders in the second half of the year increased by about 30% compared with the same period in 2019, underscoring its strength during the challenging year. As for the question of how exactly did Defond find new business opportunities in the time like this, Wilson Chu, Chairman of the company said "we took the opportunity to review the corporate-wide system and management approach, and then make improvements. We also continue our support to the development of innovative technologies, keeping pace with the changing times and adding value to the company."

Adopting a Low Profile and Cultivating Internal Strength

Smart human-machine interface which is made up of Defond's switches, electronic components, sensors and integrated modules can be found in many products of renowned brands of automobiles, power tools or home appliances. However, as the world was hard hit by the COVID-19 pandemic in 2020, the company faced difficulties in both operation and production, while its factory workers in the mainland were unable to go to work. Wilson let his office staff work from home as far as possible, realizing "remote office" by leveraging information technologies.

In terms of internal management, he decided to take the initiative to reform. "Once the work flow is improved, higher efficiency would follow and people would become more proactive. They will also have time and resources to consider strategic solutions, such as reviewing corporate structure, shortening internal processes, speeding up decision-making, hiring new staff, managing stock strategically as well as looking for different sources of materials. They can even establish rapid response team for each project to cope with the shortened ordering cycles of our customers." With those initiatives implemented, he thinks it is possible to achieve sustainable development even during the economic downturn.

Strategies and Innovations

Wilson believes that innovative technology is as important as efficiency enhancement. Defond has been a long term sponsor of the academic and start-up world. It continues with the investment even in times of adversity, such as research projects carried out with the University of Hong Kong and the Hong Kong Polytechnic University, and the development of smart factory plant with Tulip, one of the MIT spin-off. In the ILP Global Innovation Forum 2020, Wilson shared his insight about integrating digital solutions, building an ecosystem for innovation partners, and strengthening customer engagement. The university investment shows how he admires the innovative ideas of startups and their passion for new technologies.

"What they don't have are merely resources and business direction. But by engaging with customers, we can help collect more practical opinions that will help them improve and fine-tune their works. We also provide support in marketing and production. At the same time, our customers can be benefited with bespoke product development plans, so it's a win-win situation."



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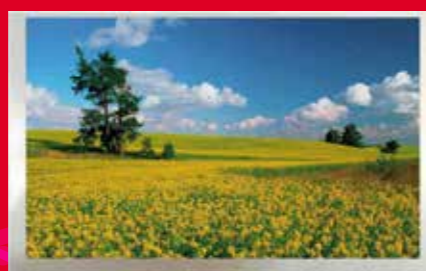
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逆境挑戰 Challenges in Adversity

楊少聰
Ben Yeung

富士高實業控股有限公司 - 首席營運總監
Chief Operating Officer
Fujikon Industrial Holdings Limited



在瞬息萬變的 3C 產品市場，精準的市場觸覺、洞悉先機制訂市場策略十分重要。而能在市場上屹立不倒三十多年的富士高實業控股有限公司 (Fujikon)，在這方面定有過人之處。正值全球市場受到中美貿易戰及 COVID-19 疫情爆發影響，Fujikon 執行董事、首席營運總監楊少聰 (Ben) 分享公司如何搶佔先機、謀定後動，在逆境中迎接市場挑戰。

拓展市場毋懼危機

早於中美貿易戰之前，Fujikon 已積極拓展歐洲市場，與更多不同高端耳機及音響品牌合作研發產品，多年來戴咪耳機及音響耳機業務均為公司主要收入，佔超過七成；其次是配件及零件業務，去年佔全年總收入 26.9%，因此，儘管貿易戰對材料及零件供應均有影響，但由於串流平台及電子競技成為近年娛樂大趨勢，亦促使對戴咪耳機及音響耳機產品的需求持續上升，加上 Fujikon 在歐洲的市佔率較在美國市場為高，令其有信心鞏固其市場領導地位。Ben 指出，公司一向都要評估不同市場需求，拓展各項 ODM 業務，故對中美貿易戰對業務的影響並不太擔心，惟疫情爆發期間內地廠房延期開工、外地工人未能趕及回廠而令人力資源略為緊張，需制訂應對措施，包括增聘工人及與供應商密切溝通交收時間等：「東莞廠房我們採取了一系列措施確保工人健康，例如量度體溫及追蹤健康徵狀，因此工人上班安排順利，可以立即投入生產供應鏈。至三月份，隨著國內疫情緩和，供應鏈已回復生產效率。」由於 Fujikon 的有備而戰，在危機中亦能很快站穩陣腳，盡力減少所受影響。

時刻走在潮流之前

隨著智能手機發展、藍牙技術愈趨成熟，耳機的需求便與日俱增，同業競爭亦愈來愈大。不過，Fujikon 向來專注研發藍牙、真無線、主動式降噪及混合主動式降噪技術的產品，除了取得各項專利外，相關產品亦獲嚴格品質監控證書，成為業界的重要產業鏈，故即使在逆境中亦能隨時迎合各種市場需求。除了日常生活中常見的聽音樂、看影片及電子遊戲需用到耳機，今年亦因 Work from Home 令視訊會議需求大增，衍生的音頻及視頻產品如戴咪耳機需求亦激增，有助 Fujikon 彌補因全球疫情引致的整體銷量影響。

要令公司的產品供應如此貼近潮流趨勢，背後的 R & D 團隊需和業務及供應鏈緊密合作。「產品研發是要持續進行的，除了由客戶提出設計要求的客製化產品，我們也希望我們的設計團隊能反過來開發出讓客戶滿意並接納的創新產品，雙方能更長遠合作。」作為營運總監，Ben 除了密切留意市場變化，對產品的研究亦孜孜不倦，由耳機內的芯片、驅動單元，以至外形設計、物料部件等細節均無一遺漏，甚至即使並非自家產品，亦對各款耳機的歷史如數家珍：「例如骨傳導耳機技術原本開發用途是用於軍事，將此技術配置於頭盔中，軍人戴上頭盔即可使用無線通訊設備而無需入耳，較為方便，亦避免阻礙環境音而引致危險。」研發產品要考慮的便是同樣技術是否適用於日常消費類產品，對一般使用者有何吸引力等，因此對於各項技術的歷史及開發原意都要瞭如指掌！

心態決定穩步前進

作為青年企業家，Ben 曾帶領公司開拓新耳機業務，亦度過不少危機，面對全球疫症影響銷情、中美貿易角力對供應鏈的影響，他採取審慎樂觀的態度，原因是對耳機業務的前景相當有信心，「無可否認是普羅大眾對耳機需求隨住科技發展有增無減，但就如耳機由有線踏入無線年代，未來也有可能出現更多技術上的突破，所以我們會繼續開發新技術及產品，取得更多專利技術。」全球市場都面臨同樣困境，無論是資訊科技、設備技術、人力資源等各方面都需有充足準備，但當中最重要是決策者心態上毅然迎向任何挑戰的魄力。

In the ever-changing 3C product market, it is important to have accurate market sense and insights of opportunities to formulate market strategies. Fujikon Industrial Holdings Limited (Fujikon), which has been in the market for more than 30 years, is certainly superior in this regard. At this time when the global market is affected by the US-China trade war and the COVID-19 outbreak, Fujikon Executive Director and Chief Operating Officer, Ben Yeung shared how the company has taken the lead in meeting market challenges.

Expanding the Market and Be Unafraid of Crisis

Long before the US-China trade war, Fujikon has been actively expanding its presence in the Europe market, collaborating with more headsets and headphones brands in research and development of products. For many years headsets and headphones business has been the Company's main source of revenue, accounting for more than 70% of the Group's total revenue. It was followed by the accessories & components segment, accounted for 26.9% of the Group's total revenue last year. Despite the trade war's impact on the supply of raw materials and components, the demand for headsets and headphones products has continued to rise with regards to recent entertainment trends of streaming platforms and e-sports. In addition, Fujikon's market share in Europe is much higher than that in the US, giving it confidence to strength its market leadership position. Ben pointed out that the Company has always assessed different market needs and expand various ODM businesses, therefore, it is not too worried about the impact of the US-China trade war. However, during the COVID-19 outbreak, there were delays in the China mainland factories operations and the workers failed to return to the factories has made human resources slightly nervous. It was necessary to formulate countermeasures, including the recruitment of additional workers and close communication with suppliers on the timeline. "We took a series of measures to ensure the well-being of workers in the Dongguan factories, such as measuring body temperature and tracking health symptoms, so that workers can work smoothly and can be immediately return to the production supply chain. By March, as the COVID-19 situation eased, the supply chain had resumed its production efficiency." With preparation, Fujikon was able to quickly gain a foothold in the crisis and limited any negative impacts.

Always Ahead of Trends

With the development of smart phones and the maturity of Bluetooth technology, the demand for headphones is increasing by day along with greater competition in the industry. However, Fujikon has always focused on the research and development of Bluetooth, true wireless, active noise-cancellation and hybrid active noise-cancellation technology products. In addition to obtaining various patents, related products have also been certified with strict quality control certificates, making it as a key industrial chain. Even in the face of adversity, it can also meet the needs of various markets at any time. Apart from headphones commonly used in daily life for listening to music, watching movies and playing video games, Work from Home has boosted need for video conferencing, which has led to a surge in the demand for new audio and video products, helping Fujikon to make up for the overall sales impact caused by the global COVID-19 pandemic.

In order to have product offerings that are on trend, the R&D team needs to work closely with the business and supply chain. "Product development is an ongoing process. Besides customized products with customer design requirements, we also hope that our design team will in turn develop innovative products that can satisfy customers, and both can cooperate in the long run." As the Chief Operating Officer, Ben expand into different markets to avoid fluctuations in sales due to the impact of a single market, and to ensure that relatively stable supply and demand.

Mindset Determines Steady Progress

As a young entrepreneur, Ben has led the Company to develop a new headset business and get through many crises. In the face of the global pandemic affecting sales and the US-China trade war impacting the supply chain, he adopted a cautious and optimistic approach because of his confidence on the prospect of headphone business. "It is undeniable that the general public demand for headphones with the development of technology continues unabated. As headphones moved from the wired into the wireless era, there may be more technological breakthroughs in the future, so we will continue to develop new technologies and products and get more patented technologies." The global market faces the same challenge, hence, information technology, equipment technology, human resources and other aspects need to be fully prepared, and the most important of them is the determination of decision-makers when facing challenges.



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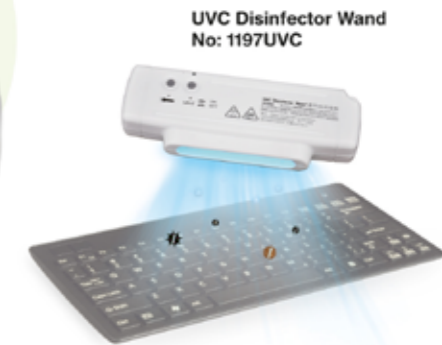
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2	Test virus & bacterium: Escherichia coli 8099	1.00E+00	Fail
3	Test virus & bacterium: Staphylococcus aureus ATCC 6538	1.00E+00	Fail
4	Test condition: Temperature: 24°C, Humidity: 60%	1.00E+00	Fail

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助家電業界疫下自強

A Pragmatic Pathbreaker for Local Manufacturers

史立德博士

Dr. Allen Shi Lop-tak BBS MH JP

香港中華廠商聯合會會長
President of the Chinese Manufacturers'
Association of Hong Kong



這兩年香港疫情反反覆覆，各行各業受到不同程度的影響，當中家電業界亦面對不同層面的衝擊，由廠房生產到物流程序都需要隨機應變。香港中華廠商聯合會會長史立德博士一直關心企業的經營情況，不但以成為業界與政府之間的溝通橋樑為己任，更提供適切的支援和建議，協助家電業在疫下自強不息。

跨境物流程序成關鍵

史立德認為，雖然不同行業在疫情下都受到影響，營商環境大不如前，但家庭電器業在銷售上卻沒有受到太大衝擊，「畢竟很多市民在疫情嚴峻時都選擇回家『煮飯仔』，加上很多電器都是生活必需品，所以對銷售的影響不會太大。」然而，不少香港廠商於內地設廠，在與內地未能正常通關的情況下，仍為家電業帶來隱患，「除了難與內地的合作夥伴和客戶保持緊密溝通，影響業務發展外，兩地的防疫政策大相逕庭，標準也不一致，為我們送貨的跨境司機在工作上遇到不少阻礙，加上內地自3月起實施跨境貨運全面接駁模式，香港跨境司機被禁止點對點直達目的地，改由內地司機運往內地城市，因而令物流的時間和成本大大提高，亦影響兩地物資的供應。」

史立德提到，內地與香港陸路運輸情況不明朗，有廠商轉而依靠鐵路運輸或海運，然而鐵路運輸需要預約，而且程序繁複，海運則需時甚長，「最理想的做法還是點對點的貨車運輸。」有見及此，廠商會向政府反映過業界的現況，並提出了幾個建議，包括希望政府能開放部份方艙醫院予司機們留宿，以便進行閉環式管理，這既可減低疫情傳播的風險，又可以簡化運輸程序，此外，亦建議為司機登記內地的健康碼，以便追蹤。「事實上廠商們願意發貨，跨境貨車司機亦希望有工開，只要政府願意提供支援，相信不少司機都願意配合。」

協助開拓內銷市場

除了保持物流運作正常，廠商會亦為家電業的廠商開拓內地銷售市場，「以往香港的家電廠商主力做出口生意，在內地設廠生產，產品會直接出口至世界各地，但在疫情下，環球需求減少，不少廠商希望開拓內地市場，尋找出路。」史立德表示，面對大灣區龐大的家電需求，有廠商希望把握機會發展銷售網絡，因此廠商會過去兩年推出了多個跨境電商項目，一方面積極為會員提高其商品的曝光率，同時協助他們接觸近年內地相當熱門的直播帶貨，以進軍內地龐大的網購市場，「廠商會發揮的作用是協助會員，除了銷售，還有向有關當局反映意見，更重要的是建立一個平台，讓不同廠家可以交流營商之道，吸收最新的市場資訊。」

由於兩地「通關」暫未能實現，加強本地市場推廣成為權宜之計。史立德表示隨著疫情受控，展望下半年本港經濟有望慢慢復甦，觀乎四月尾各項防疫措施放寬，加上政府開始發放新一輪消費券，刺激了市道，廠商會正計劃在下半年內舉辦不同類型的展覽活動，以把握疫情消退後的商機，「每年我們都會舉辦工展會、工展會購物節、香港美食嘉年華等，目的是希望協助港商擴大本地銷售市場，雖然疫情為舉辦實體展覽帶來挑戰，但我們一定會迎難而上，為廠商們提供更大的平台。」史立德預期，那些展會若能順利舉辦，勢必會為廠商們帶來可觀的營業額，有助抵銷之前的損失。

Every industry has been affected due to the waxing and waning of the COVID-19 pandemic. The household appliances industry, in particular, faces the need to be adaptive and flexible in aspects ranging from manufacturing to logistics. Dr. Allen Shi Lop Tak, the President of the Chinese Manufacturers' Association of Hong Kong (CMA) pays close attention to the operating environment of enterprises, not only acts as a communication channel between the government and the industry sector but also gives constructive advice and support to household appliances industry, helping them ride out the COVID-19 pandemic.

Solving Cross-Boundary Logistics Challenges becomes the Key

In Dr. Shi's opinion, though businesses and the market are both suffering due to the pandemic, no significant impact has been brought to the household appliances industry. "During the COVID-19 pandemic, sales volume was not severely affected. Mainly it was because many electrical appliances are daily necessities. There is a need for such commodities as many citizens choose to stay at home and cook for themselves." However, local manufacturers who have set up factories in the Mainland are under pressure as the quarantine-free travel between Hong Kong and the Mainland has not yet resumed. "It is hard for us to stay connected with our partners and clients in the Mainland. The great difference between the anti-epidemic measures of Hong Kong and the Mainland has also created obstacles to the cross-boundary goods trade via vehicle. For instance, our drivers are restricted from going directly to destinations in the Mainland under the latest measures imposed by the Guangdong authorities. It has greatly increased the transit time and cost, leading to a non-stable goods supply between Hong Kong and the Mainland."

According to Dr. Shi, some of the manufacturers turn to railway or sea transportation due to the unpromising situation of land transportation between the Mainland and Hong Kong. The former, however, requires complicated procedures and cargo reservations while the latter is more time consuming: "Point-to-Point truck delivery is still the most ideal way." In view of this situation, CMA has proposed a few possible measures to the government to relieve the hardship of the sector, including arranging isolation facilities for drivers to stay at, implementing a closed-loop operation, and registering Mainland "Health Code" for drivers. "With more job opportunities and government support, surely, the drivers are more than willing to cooperate." said Dr. Shi.

Expanding Sales Market in the Mainland

Apart from calling for maintaining efficient logistics, CMA provides assistance to manufacturers in the household appliances industry in tapping into the Mainland domestic market. "In the past, Hong Kong manufacturers focused on exports while having their products produced in the Mainland. With the decreasing global demand, many local household appliance manufacturers are trying to expand their sales market to Mainland," explained Dr. Shi. Businesses are aiming to develop online sales to meet a great demand for appliances in the Greater Bay Area. Over the past two years, CMA has launched projects on cross-boundary e-commerce, giving members more opportunities to expose their products to Mainland's huge e-commerce market through live streaming promotions. Dr. Shi added that the roles of CMA include representing and supporting members, giving policy solutions to the government, and most importantly, providing platforms for manufacturers to create business connections, share insights and intelligence, and keep up with the latest market trends.

Many Hong Kong companies eye the local market when the quarantine-free travel between Hong Kong and the Mainland is not yet resumed. Dr. Shi has faith in Hong Kong's economic recovery in the second half of 2022. Further relaxation of the anti-epidemic measures, alongside with the new round of Consumption Vouchers, will hopefully boost the local economy. CMA is now planning to hold various types of exhibitions. "Each year we host exhibitions such as the Hong Kong Brands and Products Expo, Hong Kong Brands & Products Shopping Festival and Hong Kong Food Carnival with the aim to boost sales locally. While planning and organising physical events can be very challenging in times of pandemic, we are determined to face the challenges head-on and overcome them." Dr. Shi is confident that, as long as the exhibitions are held successfully, a substantial amount of turnover will be brought to businesses, making up for the previous losses.





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Hong Kong's Prosperity in I&T Has Put Re-Industrialisation in Place

查毅超博士
Dr. Sunny Chai

香港工業總會主席
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《十四·五規劃》以及《粵港澳大灣區發展規劃綱要》均以很大篇幅提及科創，剛公佈的香港施政報告便指出，政府銳意將香港打造成國際創新科技中心，除了增撥創科用地及基建，亦更集中推動研發、科技、以及先進製造業，把握粵港兩地的協同效應，助香港企業參與國家產業發展。我們專訪了香港工業總會主席查毅超博士，一起探討科創對香港再工業化有何影響，希望對香港電器業協會會員有所啟發。

香港工業從未式微

根據政府統計，在2019年製造業佔本地生產總值(GDP)的比例仍只有1.1%，予人香港工業式微之印象，不過查博士認為這是錯覺。香港工業總會和香港大學合作的研究報告《香港製造：香港工業啟新章》指出，若將服務業細分為消費性服務業及生產性服務業計算，在2019年佔GDP總值93%的服務業當中有約42.2%屬於生產性服務業，與消費性服務業GDP不相伯仲；生產性服務業在過去四十年更一直呈上升趨勢。生產性服務業包括與工業製造有關的技術支援，如科技研發、設計、樣本及工模製造、生產管理籌劃，以至產品的檢測認證、知識產權、品牌營銷、物流貨運以至金融及保險服務。港資製造企業在內地的生產拉動了香港在這方面的服務需求。「希望政府日後能夠細分經濟統計數據，清楚展示與工業相關的經濟範疇和貢獻，助年青人了解工業的出路，鼓勵他們就讀工程設計、科技等科目，參與工業發展。」

再工業化出路：先進製造

「我認為『再工業化』的『再』字並非指重回往日工業之意，而是有再上層樓的含意。」查博士觀察到「香港製造」的需求甚殷，在2015年大埔工業邨一座空置廠房被改裝成適合先進製造業的多層式工廈，甫一推出已全部租出，廠戶包括室內耕種、環保升級再造等行業。而位於將軍澳工業邨的先進製造業中心則將於2022年落成，政府亦已邀請科技園公司考慮興建第二座先進製造業中心。「工業界十分歡迎先進製造業中心類型的項目，大廈尚未落成已有多個廠商落實進駐。」

他指出，有意在香港進行生產的行業有三大類別，包括需要高端科研人才參與的先進製造；對知識產權較敏感的生產流程；以及在本地有需求的產品，如食品、回收再造工業、口罩及防疫產品、生物醫藥等。「據我們上年的調查，不少廠商都察覺部份行業或工序在香港本地生產是有優勢的，有10%受訪廠商都有意回流香港。另一方面，香港製造的品牌仍然是消費者的信心保證，特別是加工食品，業界都希望在港進行

生產，再銷售到內地或東南亞。本地生產能夠直接帶動科研、工業人才培育等，是香港再工業化的重要一環。」查博士對「Made by Hong Kong」的發展前景感到樂觀，香港廠商產業化能力強，生產性服務業成熟且國際化，若能轉化更多本地院校的科研成果，將能為香港創造多元的新興產業，進軍大灣區的龐大市場。

政策配合打造 Made by Hong Kong

除了香港再工業化，內地大力推動廣東省成為國家高新產業基地，東南亞的製造業亦越來越蓬勃。查博士認為，企業必須了解各地的市場優勢和政策方向等，如何能夠配合公司發展需要，再作出產業鏈的分佈部署，並沒有一個適合所有企業的方案。「香港政府已投資1,300億元在創科、研究，加上基建規劃和政策配套，而其他地區亦有自身優勢。企業須理解有哪些政策對自己有幫助，才可以決定科研、設計、製造工序、管理、市場等等如何佈局。以電子支付工具為例，即使香港能做到相同的技術，卻沒有內地般多元化應用場景，難以得到同等的商業成功。在大灣區政策下，日後香港和內地之間人才和技術的流動更便利，可以讓廠商更善用各地優勢發展。」

雖然香港具備先進製造的條件，但現時本地產業仍在起步階段，查博士認為政策支援對廠商是否能夠把握發展機會非常重要。「除了土地分配，政府亦可以考慮進一步理順中港兩地的產品認證，為香港製造的產品銷往內地提供便利，又能助內地製造的產品銷售到外地。」他認為創新科技署的再工業化資助計劃，資助企業建立新的智能生產線，也可以吸引本地甚至外國工業家來港發展。

企業需與時並進

不同行業所需的創新科技及先進製造方案不同，查博士鼓勵業界不斷留意及吸收新知識，才能及時作出相應和合適的決策。「傳統工業也可能受惠於先進製造。例如有些製造過程希望減少人手接觸，便可應用機械人、自動化器械等取代人工工序和提升效率。現時亦有不少企業在品質控制上面應用人工智能(AI)，提升準確度。企業應視乎自己的需要引入先進製造工序，並非一定要追求 Dark Factory。」查博士經常留意世界各地的大小科技資訊、工業發展及市場脈搏，從中得到啟發，強調「設計思維」的重要：「設計和創意可為工業生產解決問題，但若平時沒有留意，怎可能有創意？企業須多留意政策方向、市場需要，才能作出相應部署。」

As emphasized in the National 14th Five-Year Plan, Outline Development Plan for the Guangdong-Hong Kong-Macao Greater Bay Area, the Innovation and Technology (I&T) industry has become a main focus of national development. The latest Policy Address 2021 pointed out that the Government is determined to build Hong Kong into an international I&T hub by allocating more land and infrastructures for I&T use, and focus on promoting R&D, technology and advanced manufacturing in the hope of achieving synergy between Guangdong and Hong Kong, facilitating Hong Kong enterprises to participate in national industrial development. Dr. Sunny Chai, Chairman of Federation of Hong Kong Industries ("FHKI"), shared his views on the impacts of I&T and re-industrialisation in the following interview with the members of HKEAIA.

Manufacturing Development Has Never Declined

According to the Government's statistics, the contribution of manufacturing in the city's 2019 GDP accounted for only 1.1%. Dr. Chai believed that this figure led to the misperception that Hong Kong's manufacturing sector has been declining. Referencing to "Made by Hong Kong - The Way Forward for HK Industries", a research project co-conducted by FHKI and HKU, if the service industry is split into consumer services and producer services, the latter contributed 42.2% out of the total of 93% local GDP of service industry in 2019, and has been on the rise in the past four decades. Producer services consist of various technical support related to manufacturing, such as technology R&D, product design, prototyping, mould making, manufacturing management, as well as testing and certification, IP protection, branding, logistics, financial and insurance services. The production of Hong Kong-invested manufacturers in the Mainland China stimulated Hong Kong's demand for services in such area. "Hopefully, the Government will refine the classification of industrial census to reflect the economic activities and contribution of manufacturing. This will show a more genuine picture to youngsters on the prospects and career pathway of studying engineering, design and technology related disciplines, and thereby encourage them to join the industry," said Dr. Chai.

Re-Industrialisation Means Advance Manufacturing

"To me, the 're-' in re-industrialisation does not imply 'return to the past'. It means reinforcing the industry and taking it to a higher level." From Dr. Chai's observation, there's a strong urge for "Made by Hong Kong" in the industrial community. A vacant factory in Tai Po Industrial Estate, for example, was repurposed to become a multi-storey industrial building for advanced industries in 2015. All units were quickly occupied by various businesses including indoor agriculture, environmental and upcycling

industries. While the Advanced Manufacturing Centre in Tseung Kwan O Industrial Estate is to be completed in 2022, the Government announced lately that HKSTP will be invited to consider setting up the second advanced manufacturing centre given the strong interest from the industry. "The industries welcome such projects to provide advanced manufacturing space. Manufacturers confirmed to set up their production lines there even though the buildings have not yet been completed," Dr. Chai revealed.

He pointed out there are three major types of industry that are more intended to set up local production, including advanced manufacturing that requires top-tier R&D talents; production processes that are sensitive to IP rights; and products with strong local need, such as food, recycling industries, face masks and anti-epidemic products, biomedicines etc. "According to our research last year, manufacturers started to recognise the unique advantages of setting up certain sectors or certain parts of production in Hong Kong. About 10% of the respondents are considering to return to Hong Kong. On the other hand, the 'Made in Hong Kong' brand is still a vote of confidence for consumers, especially for industries like processed food. The industry hopes to produce in Hong Kong, and then export to the Mainland China or Southeast Asia. Local production could directly drive R&D, industrial talent cultivation etc, which is an important part of Hong Kong's re-industrialisation." Dr. Chai is optimistic about the development of "Made by Hong Kong". Given the strong industrialisation capabilities of Hong Kong manufacturers and well-established producer services sector, Hong Kong is well-positioned to further commercialise R&D outcomes from local institutions and create diverse new industries for Hong Kong and the GBA market.

Harnessing Policy Support to Achieve Made by Hong Kong

In addition to Hong Kong's re-industrialisation, the Mainland China actively promotes Guangdong Province to become a national high-tech industrial base, while the manufacturing industry in Southeast Asia also takes on an accelerating path. Dr. Chai believes that there's no "one size fits all" approach in setting up regional manufacturing value chain. Enterprises must understand the market characteristics and policy directions of different locations in order to optimise its development strategy to meet the company's needs. "The Hong Kong Government has invested \$130 billion in I&T and research with comprehensive infrastructure and policy support; but other regions also have their distinctive advantages. Enterprises must understand which local policies are helpful for their development so as to allocate R&D, design, manufacturing, management and market at the right places. Take electronic payment tool as an example - even if Hong Kong can



develop the same technology, it is hard to achieve the same level of commercial success like the Mainland China as there are not enough application scenarios. Under the GBA integrated policies, the flow of talents and technologies across the border will become more convenient. It is hoped that manufacturers can make better use of the advantages of various regions for development."

Despite Hong Kong possesses favourable conditions to develop advanced manufacturing, the local industry is still in inception stage which requires more policy support for manufacturers to seize development opportunities. Dr. Chai said, "In addition to land allocation, the Government can also consider to further streamline the product certification standards in China and Hong Kong, so as to facilitate trading of 'Made in Hong Kong' products and help bring products made in the Mainland to overseas markets." He believes the Innovation and Technology Commission's Re-industrialisation Funding Scheme, which subsidise enterprises to build new smart production lines, is appealing local and foreign manufacturers to set up in Hong Kong.

Business Should Keep Abreast of the Times

While different industries have different needs in terms of I&T development and advanced manufacturing, Dr. Chai encouraged industrialists to stay tuned of latest market and policy changes so as to refine their business approach. "Even traditional industries can benefit from advanced manufacturing. For example, manufacturing processes can minimize human contact and improve efficiency by adopting robots and automated equipment. At present, manufacturers also apply AI in quality control to improve accuracy. Companies should understand their bottlenecks and introduce advanced manufacturing processes to tackle specific challenges. Not every factory has to become a Dark Factory." Dr. Chai believes that staying abreast of global trends and new technologies is instrumental for him to come up with innovative business ideas. He also values "design thinking" in innovation process, "Design and creativity can help us tackle challenges in manufacturing. Creativity can come from anywhere as long as we pay attention to every detail in life. Businesses should keep track on policy directions as well as market needs to stay ahead in their business strategy."

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香港生產力促進局總裁
Executive Director of
the Hong Kong Productivity Council



香港生產力促進局總裁畢堅文曾在電器企業服務多年，對業界發展相當熟悉，談及推動香港再工業化的困難，他認為萬事俱備，獨欠「人和」：「很多廠家不太明白何謂再工業化。工業生產智能化，我們要的不是工人，而是工程師。一個工程師已可協助運作一整條生產線，因此香港要再加緊進行人才培訓。」

研發推動智能生產

政府近年積極推動香港再工業化，香港生產力促進局 (HKPC) 的任務之一便是透過科研成果令工業 4.0 和企業 4.0 落實，幫助香港企業升級至智慧生產。其研發的貓頭鷹智能生產線剛於二月底推出，便是智能生產的重要里程碑。這條長達 54 米的智能生產線首次應用在一間生產智慧保安產品的公司 NiRoTech Limited 中，共安裝了 12 部機械人，輔以物聯網、機器視覺、人工智能 (AI) 與數據分析等科技，以提升生產效能。此外，生產規模可按需要地分階段擴充，但已能把工人數目控制在十多人左右，減低成本，未來更可 24 小時全天候營運，進一步提升產能。

畢總裁指，智能生產線的好處是較有彈性：「若是需要勞工密集的生產模式，還是較適合在廠房成本較低的地區設廠，但生產一些高增值的高科技產品時，如 NiRoTech 的智能生產線便有效減省人手約 60%、廠房用地節省一半，令生產成本可壓縮 15% 至 20%，同時產能卻可提升 1.5 倍！」難怪即使在寸金尺土的香港，畢總裁仍對開設工業 4.0 的廠房充滿信心。「中小企在生產小批次但需要複雜技術的高增值產品時，智能生產線設在香港可更有效益，希望將來亦可應用在小家電的創新產品上！」

他認為家電生產近年面臨鉅大挑戰。作為 OEM 的產品單價在激烈競爭下愈來愈低；近年雖有不少新品牌冒起，但產品功能並不突出。若能在創新科技上作出突破，便得以「殺出重圍」，價格才有上調空間。「一定要在創新和設計方面多花心思，我們的 R&D 團隊或可為家電企業提供協助，成為你們的後盾。」除了創新科技應用，畢總裁亦指出使用可生物降解物料將會是未來趨勢。「用家的環保意識提高了，若購買咖啡機時知道機件可天然分解，將可更放心使用。」HKPC 在綠色科技方面亦有不少研究及解決方案，更擁有可生物降解物料的註冊專利，相信對於有意推動環保生產的企業來說可提供不少支援。

全方位支援企業

HKPC 的研發團隊在電子科技、環保及智能製造方面為各行各業提供支援，小家電行業當然是其中之一，因此過去多年和香港電器業協會合作在東南亞推廣不少項目；留意到業界在東南亞設廠的需求日增，亦鼓勵中小企分散風險，提供在泰國、緬甸、馬來西亞、越南等地設廠的資訊，助他們開拓東南亞市場；此外透過「中小企資援組」(SME ReachOut) 提供政府資助基金諮詢服務，協助本港中小企配對合適的資助計劃方案。正如畢總裁所說，HKPC 的服務範疇愈來愈廣，只要企業有意尋求支援，便可一起「成就智上」。

In terms of striving for Industry 4.0 and Enterprise 4.0, Mr Mohamed D. Butt, Executive Director of the Hong Kong Productivity Council (HKPC), believes the key is nurturing talents, “the entrepreneurs have to realise that Re-industrialisation is not about bringing back the labour-intensive industry. Engineers are needed instead, to maintain the intelligent production line.”

Accelerating Intelligent Production

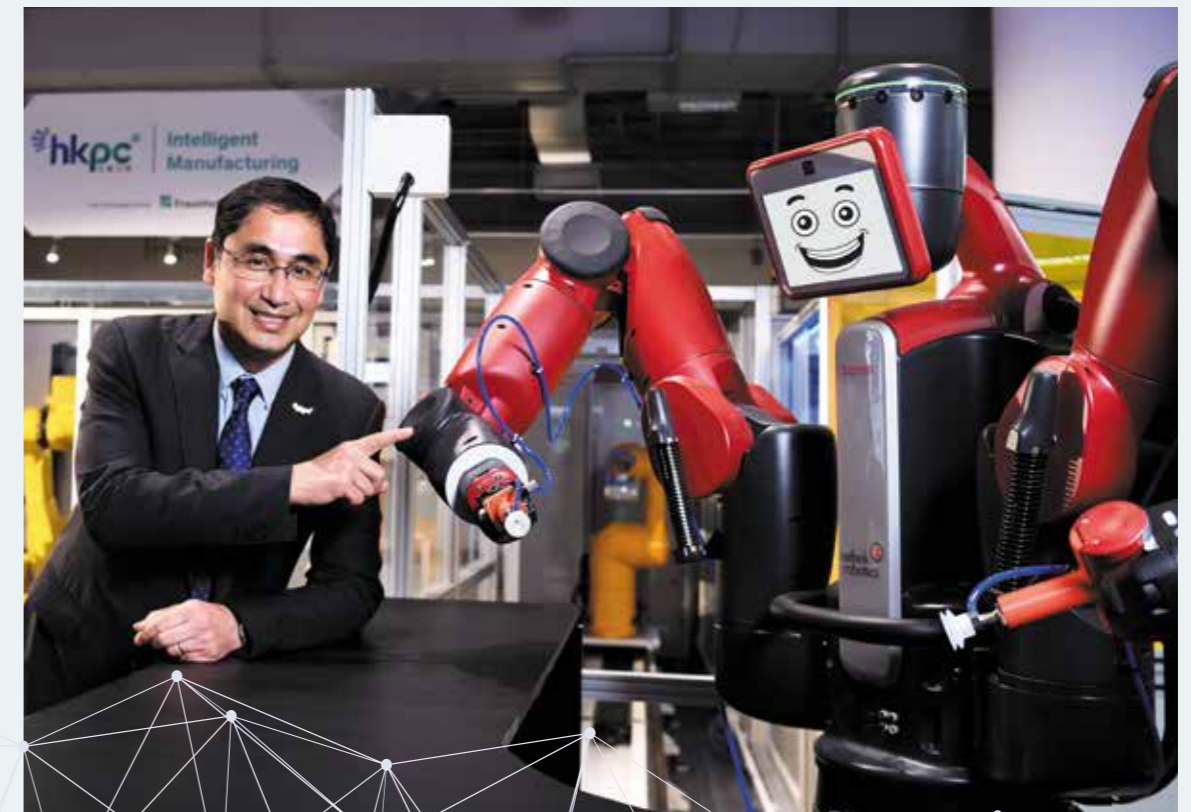
Since the Hong Kong Government advocates Re-industrialisation in Hong Kong, HKPC has been committed to preparing the local SMEs for realizing intelligent manufacturing. The “OWL” intelligent production line developed by HKPC’s expert team has become the milestone when it was introduced in February. The production line is equipped with 12 robots and a series of innovative technologies such as IoT, machine vision and artificial intelligent to increase production capacity.

Mr Butt pointed out the intelligent production line could be highly flexible in terms of operation hours and productivity enhancement, “Taking NiRoTech as an example, the factory area is about 50% smaller, while manpower is reduced by about 60%. This will lower the production cost by 15%–20% and increase the overall production capacity by 1.5 times.” Considering the advantages, he believes the OWL is a better alternative for the enterprises in enhancing product competitiveness, especially for sophisticated and high-value-added goods.

The competitive environment has also forced the electrical appliance industry to lower the product prices. While there are emerging new brands in the market, they have to strengthen their product design and features with creativity and innovation for higher profit margin. Mr Butt remarked, “Our R&D team is ready to provide support to those companies. HKPC has been doing researches not only on innovative technologies, but also on eco-friendly technologies. We’ve obtained patents for various aspects, which could be helpful for companies that plan to develop their own R&D team.”

Comprehensive Support to Re-industrialization

The HKPC R&D team has been closely working with Hong Kong companies to support them with digital solutions, eco-friendly production solutions and smart manufacturing technologies. HKPC also provides information about setting up factory in Thailand, Myanmar, Malaysia and Vietnam. For those which are seeking for government funding, HKPC is helping them identify funding schemes that suit their needs through SME ReachOut. As stated by Mr Butt, the range of services provided by the HKPC has been growing with the aim to “make smart smarter”.





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Integrating Design into Corporate Management Philosophy

馮建輝
Ken Fung

德國寶（香港）有限公司執行董事、銷售及營運副總裁
Executive Director / Vice President of Sales and Operations
German Pool (Hong Kong) Limited



與產品設計有關的話題總令德國寶（香港）有限公司執行董事、銷售及營運副總裁馮建輝 (Ken) 侃侃而談，加上他身兼香港設計委員會主席，令不少人均認為他是徹頭徹尾的「設計人」，而事實上，Ken 是工程學士。對此他淡然一笑，直認不諱：「設計思維可應用在企業管理層面，在家電協會很多前輩都是很厲害的設計人啊！」此設計不同彼設計，說的是由建立企業架構、營運團隊，乃至產品研發、包裝、推廣的全面考慮——「設計」一個企業以及其營運模式，其實與設計產品的思維概念異曲同工。「我認為設計是為了解決問題，因此無論企業管理、產品設計也好，只要是為了解決問題，設計思維總有用武之地。」Ken 笑言。

以不變應萬變

在 Ken 而言，市場需求、用家需求總會隨時代和潮流變化，這對企業來說既是挑戰亦是機遇。「以往產品款式可能十年如一日，但近年的用家除了要求產品實用、耐用之餘，同時期望看到創新技術的應用，當然外觀也要好看！要求愈來愈多，但這對我們來說更有挑戰，因為我們有更多空間可以發揮和進步！」不畏挑戰，甚至欣喜於用家的「要求多多」，這亦是德國寶一直以來的營運理念：回應市場需求。「這是最基礎的營運準則！」Ken 笑言。

以廚房煮食家電為例，德國寶針對亞洲市場研發出不少深受用家喜愛的產品，例如智能自動炒菜機、鮑參翅肚煲等；另一方面亦針對年輕人及小家庭研發出設計簡約時尚的迷你家電，如手提吸塵機、手壓咖啡機等。他指：「因為年輕人的消費模式不同，除了重視設計美觀度，亦喜歡追求潮流和款式變化，期待值和以往不同。這就是我們所說的在設計上亦要考慮用家情感需求！」事實上，對小家電的需求並不止於寸金尺土的香港，在其他亞洲城市以至北美亦愈來愈多小公寓出現，對小巧電器的需求亦有增無減。

而無論市場及用家需求如何變化，不變的是德國寶「回應」需求的理念，Ken 強調：「就算很難、很辛苦，但我們都要堅持去做！」

持續學習不倦

在企業管理的角度，回應市場需求之餘亦要在成本效益以及營運方向之間取得平衡，但 Ken 毫不擔心，甚至認為不斷追求創新、研發新產品的過程，亦是企業學習和進步的重要一環，一切付出都不會白費。「回應顧客同時亦是在解決問題，例如愈來愈多顧客重視環保，我們也積極研究有何合適的環保物料、如何減少碳排放等，這些都可令企業持續創新、保持可持續發展及生存的活力。」他又舉例指，即使簡單如電熱水壺，也有很多空間可改善其功能，而這又確實會令顧客生活有所改善；再推而廣之，顧客對具備智能控制功能的產品亦有要求。「我們亦可再進一步構思市場推廣方面如何回應更多，例如加入影片介紹、做更多宣傳？畢竟無論我們的產品功能有多優越，用家不知道，那就等於失敗了！」

除了產品設計和技術研發，近年德國寶針對不同的目標客戶群，亦提供網上商店服務；因應手機智能控制的需求，公司亦著重研發軟件上的配套，從而尋找合適的軟件技術支援、合作伙伴；市場推廣方面，則考慮更多新市場需求、發展品牌形象等。各方面他都能找到「設計思維」的共通點：「這其實和設計師做的事情相似，也是先了解設計要求，然後做資料搜集及研究，執行設計理念時要和不同人合作。電器研發及設計也是如此，若我們需要某些技術，令新構思即時有技術可配合到，唯一方法就是要找尋合適的合作伙伴。」他相信，企業家透過回應需求、解決問題的過程，由產品設計到市場營銷均有所研究、認知更多，才能更有效率執行、找到合適的團隊和合作伙伴！



Executive Director and Vice President of Sales and Operations of German Pool (Hong Kong) Limited talks eloquently on topics related to product design. Ken's role as Chairman of the Design Council of Hong Kong makes many people think that he is a "designer" through and through, when in fact, he is a Bachelor of Engineering. "Design thinking can be applied to the corporate management level, and many seniors in the Hong Kong Electrical Appliance Industries Association are great designers!" Ken admitted with a smile.

Design thinking on the corporate management level is not your ordinary designing, it is a comprehensive consideration of the corporate structure, operations team, product development, packaging, and promotion — "Designing" a corporate and its business model, in fact, is the same as the concept of designing products. "I think design is about solving problems, so whether it's business management or product design, as long as it's about solving problems, design thinking is always useful." Ken laughed.

Respond to All Changes with Invariance

In Ken's case, market demand and user needs will always change with the times and trends, which is both a challenge and an opportunity for businesses. "In the past, product styles were often more or less the same. In recent years, users not only demanded practicality and durability, but also expected to see innovative technologies applied, and of course, they also wanted good appearances! Nowadays, there are more demands, but this is even more exciting and challenging for us because we have more room to play and improve!" Not afraid of challenges, and even delighted with the user's "asking a lot", this is also the business philosophy of German Pool which is to respond to the needs of the market. "This is the most basic operating principle!" Ken laughed.

Taking kitchen cooking appliances as an example, German Pool has developed many products that are popular in Asian markets, such as Smart Auto Stir Fryer, Seafood Delicacy Cooker etc. On the other hand, it has also developed mini home appliances with simple and stylish designs for young people and small families, such as Handheld Vacuum Cleaner and Portable Coffee Maker etc. He pointed out, "The reason for this is because young people have different consumption patterns. Besides emphasizing design aesthetics, they also like to pursue trends and style changes, and the expectations are different. This is what we mean by designing with the emotional needs of the user in mind!" In fact, the demand for small appliances is not limited to Hong Kong, but also in other Asian cities and North America where there are more small living spaces, increasing the demand for small appliance.

No matter how the market and user demand change, what remains unchanged is German Pool's philosophy of "responding" to the user needs, Ken stressed: "Even if it is difficult and hard, we must stick to it!"

Continuous Learning

From a corporate management perspective, it is necessary to strike a balance between cost-effectiveness and operational direction in response to market demand, but Ken doesn't worry, and he even believes that the constant pursuit of innovation and new product development is an important part of the Company's learning progress, and all efforts will not be in vain. "Responding to customers is also solving problems, for example, more and more customers pay attention to environmental protection, we also actively study suitable environmentally friendly materials, explore ways to reduce carbon emissions, etc., which can enable the Company to continue to innovate, maintain sustainable development and vitality." For example, he pointed out that even if it is as simple as an electric kettle, there is a lot of room for improvement on its functions, which will indeed improve the lives of customers. Furthermore, customers also want products with intelligent control functions. "We can also think further about how the marketing side will offer more response, such as adding a video introduction and doing more publicity? After all, no matter how superior our products are, if users are not informed about them, that's a failure!"

In addition to product design and technology research and development, German Pool has targeted various customer segments and provided online shop. In response to the needs of smart control through smart phones, the Company also focuses on the development of software support to find suitable software technical support and partner. In terms of market promotion, the Company has considered more new market needs and sought for brand development, etc. Ken can find "design thinking" in every aspect. "This is actually similar to what designers do, which is to understand the design requirements first, then do data collection and research, and collaborate with different people when executing design concepts. The same applies to electrical appliances research and design, and if we need certain technologies to make new ideas available immediately, the only way is to find the right partner." He believes that through the process of responding to needs and solving problems, entrepreneurs can learn more from product design to marketing to find the right team and partners.





祝賀香港電器業協會
創會二十四周年
暨第十三屆理事會成立
誌慶



春天國際
SPRING INTERNATIONAL

香港春天國際商業有限公司
Spring International Business (H.K.) Co. Ltd.

致意



祝賀香港電器業協會
創會二十四周年
暨第十三屆理事會成立
誌慶

新瑪德集團

SIMATELEX

新瑪德製造廠有限公司
Simatelex Manufactory Company Limited

致意



【港 Hi-Tech 講 Hi-Tech】系列活動第 3 炮
【終極轉型 - 智能銷售自動化促進營銷效率
IT 網絡研討會】



【港 Hi-Tech 講 Hi-Tech】系列活動第 2 炮
【終極轉型 - 智能人力管理促進實時企業】
IT 網絡研討會



SDF 項目分享會 — 【拓展香港家電業於新興市場的
發展】網絡研討會



【港 Hi-Tech 講 Hi-Tech】系列活動第 1 炮
【終極轉型 - 軟件機
器人促進企業自動
化】IT 網絡研討會



疫境慳錢心得：政府資助計劃疑難排解及成功
案例分享



會員歡聚交流晚宴：周大福珠寶集團執行董事
廖振為先生，分享周大福的成功市場營銷策略



第二十一屆周年大會及第十二屆理事會選舉 +
中小企政府資助基金簡介會

2020 年
11 月 13 日

2020 年
10 月 23 日

2020 年
10 月 7 日

2020 年
9 月 25 日

2020 年
9 月 11 日

2020 年
7 月 6 日

2020 年
7 月 6 日

2020 年
12 月 11 日

2021 年
1 月 22 日

2021 年
2 月 25 日

2021 年
2 月 26 日



【港 Hi-Tech 講 Hi-Tech】系列活動第 4 炮
【終極轉型 - 業務流程再造加速企業數碼轉型】
IT 網絡研討會



【港 Hi-Tech 講 Hi-Tech】系列活動第 5 炮
【終極轉型 - 數碼轉型下企業資料防護新方向】
IT 網絡研討會



線上新春團拜及牛年經濟分析



【港 Hi-Tech 講 Hi-Tech】系列活動，第 6 炮
【終極轉型 - 視像化數據加強企業分析力】
IT 網絡研討會



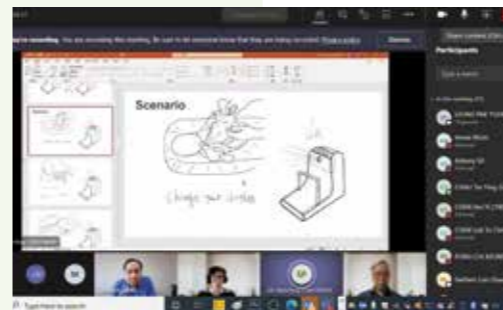
第十二屆理事會成立大典



第二十二屆周年大會



【港 Hi-Tech 講 Hi-Tech】系列活動
第 7 炮【終極轉型 - 實時數據收集促進智能生
產】IT 網絡研討會



HKDI x HKEAIA Mentorship Scheme 2021
Kick Off Meeting

2021 年
7 月 9 日

2021 年
7 月 9 日

2021 年
4 月 6 日

2021 年
2 月 26 日

2021 年
9 月 7 日

2021 年
9 月 30 日

2021 年
10 月 27
至 30 日

2021 年
10 月 27 日



與數碼港多間專注數碼技術的初創企業進行互
動交流



HKEAIA x HKPC – Computer Simulation:
What's Essential in Electrical Appliance
Industry



香港秋季電子產品展 2021



東盟宣傳片首映禮



【港 Hi-Tech 講 Hi-Tech】系列活動第 8 炮
【終極轉型 - 實時數據收集促進智能生產】
IT 網絡研討會

2021 年
11 月 18 日



TSF Kick Off Seminar - ASEAN Markets for
Hong Kong Electrical Appliance Industries

2021 年
11 月 24 日



會員迎新暨聖誕聯歡晚宴 2021

2021 年
12 月 10 日



外展衝勁樂

2021 年
12 月 11 日



【港 Hi-Tech 講 Hi-Tech】系列活動第 9 炮
【終極轉型 - IT 系統拼圖 網絡研討會】

2021 年
12 月 17 日



2022 年
4 月 1 日

【港 Hi-Tech 講 Hi-Tech】系列活動第 10 炮
【終極轉型 - IT 系統拼圖 2.0 網絡研討會】



2022 年
3 月 25 日



HKDI x HKEAIA Mentorship Scheme 2022
Kick Off Meeting



2021 年
2 月 9 日

線上新春團拜及虎年發達攻略



Modern Home Fair Kuala Lumpur
at Malaysia

2022 年
4 月
8 至 10 日



Modern Home Fair Kuala Lumpur at
Malaysia - Seminar on Air

2022 年
4 月 9 日



【港 Hi-Tech 講 Hi-Tech】系列活動第 11 炮
【終極轉型 - 文件管理系統 DMS 網絡研討會】

2022 年
4 月 22 日



第二十三次周年大會及第十三屆理事會選舉

2022 年
7 月 4 日



參觀香港理工大學 The Knowledge Transfer
and Entrepreneurship Office (KTEO)

2022 年
6 月 14 日

祝賀香港電器業協會
創會二十四周年
暨第十三屆理事會成立
誌慶



鵬程慈善基金

Bright Future
Charitable Foundation

鵬程慈善基金
Bright Future Charitable Foundation

致意

祝賀香港電器業協會
創會二十四周年
暨第十三屆理事會成立
誌慶



Techtronic Industries
創科實業

創科實業有限公司
Techtronic Industries Company Limited

致意

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Mr. Anderson Chan	陳達榮	先生	A K Industrial Company Limited	雅基實業有限公司
Mr. Chen Ching Pin	陳環斌	先生	Able-One Technology Limited	特普科技有限公司
Ms. Helen Chan	陳寶儀	小姐	Adsale Exhibition Services Limited	雅式展覽服務有限公司
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Mr. Steven So	蘇偉人	先生	Chung Wai Chemical Limited	中偉化工有限公司
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Mr. Anish Lalvani			Euro Suisse International Limited	歐瑞國際貿易有限公司
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Mr. Chan Kwong Sang	陳廣生	先生	Express Luck Industrial Limited	彩迅實業有限公司
Mr. Andy Lui	呂偉	先生	Fai Shing Industries Limited	輝盛實業有限公司
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Mr. Eddie Lee	李柏齡	先生	Hong Kong Trade Development Council	香港貿易發展局
Mr. Li Tak Shing	李德成	先生	Hong Tin Industrial Limited	航太實業有限公司
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Mr. Patrick Chan	陳稼晉	先生	Lee Kee Group	利記集團

2022-2024 會員名錄 List of Members

Name of Representative	代表人姓名	稱謂	Company Name	公司名稱
Dr. James C. W. Lo	勞志偉	博士	Lomak Industrial Company Limited	樂域實業有限公司
Mr. Ronald Fung	馮敬堯	先生	Manlion Industrial Company Limited	猛利安實業有限公司
Mr. Liu Chung Yin	廖頌賢	先生	Manson Engineering Industrial Limited	美迅工程實業有限公司
Mr. Cheung Fu Wa, Kenny	張富華	先生	Maritool Precision Limited	東莞市瑪利精密五金有限公司
Mr. Sam Kei	紀團生	先生	Merchant Corporation Limited	華天國際企業有限公司
Ms. Twiggie Li	李美芬	小姐	Millennium Metal & Plastic Industrial Co. Limited	億潤塑膠五金工業有限公司
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Mr. Measure Hung	洪劍峰	先生	Mobicon Holdings Limited	萬保剛電子集團有限公司
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Mr. Stanley Fong	方君石	先生	Top Link Industrial Company Limited	特力實業有限公司
Mr. Danny Chan	陳偉俊	先生	Toply Industries Limited	德寶利實業有限公司
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Mr. Kenny Kong	江浩楷	先生	Vitar Insulation Manufacturers Limited	威達絕緣材料製造有限公司
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港利實業(國際)有限公司
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