

# CMA

## Monthly Bulletin

5 月號 May Issue 2020

香港工業再展翅 • 締造輝煌新一頁



## 抗疫見成效 香港迎曙光

### Success in COVID-19 fight makes Hong Kong shine again

本港新冠肺炎疫情持續回落，截至 5 月 8 日，衛生署衛生防護中心繼續錄得本地零確診，本港已連續 19 日沒有新增本地感染個案。特區政府早前亦宣布放寬部分減少社交接觸措施，包括放寬在公眾場所進行羣組聚集的人數限制由 4 至 8、容許符合條件的娛樂場所和健身中心等處所可恢復營業等。政府逐步恢復更多公共服務，學校由 5 月 27 日起分階段復課，同時推行豁免在內地從事生產作業的香港企業接受強制檢疫的申請機制，以便利港商到內地處理積壓已久的業務。隨着疫情緩和，社會逐漸回復正常，經濟重回正軌指日可待。抗疫成效得來不易，相信全港市民繼續同心抗疫，香港定能迎來曙光。

The number of COVID-19 infection cases continues to fall. The Centre for Health Protection of the Department of Health again reported zero local confirmed cases as at 8 May, which is the 19th consecutive day when no new local infection was recorded. Some time ago, the SAR government announced relaxation of certain social distancing measures, including easing the number of persons allowed in group gatherings in public places from four to eight, allowing re-opening of entertainment establishments, fitness centers and other premises which satisfy the requirements. More public services will be resumed progressively with phased school resumption scheduled from 27 May. In order to facilitate Hong Kong businessmen to visit the Mainland to clear the backlog, a mechanism has been introduced for Hong Kong companies which engage in production in the Mainland to apply for waiving the mandatory quarantine. It won't be long before the local economy returns to the right track as the epidemic eases and the society gradually normalizes. It took great efforts to control COVID-19 successfully, we believe Hong Kong will shine again with every one of us continue to fight COVID-19 hand-in-hand.



香港中華廠商聯合會

The Chinese Manufacturers' Association of Hong Kong





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# 抖音，抖出世界視頻文化

## Tik Tok creates global video culture



抖音是一款來自內地的原創短視頻應用程式，2016 年正式上線，2017 年起受到熱切關注，根據 2020 年 1 月抖音最新發布的數據報告，抖音的日活躍用戶已經達到 4 億，熱潮席捲全球。抖音先後出了內地版本「抖音短視頻」和國際版「Tik Tok」，其中 Tik Tok 的下載量和安裝量更曾躍居美國市場第一位。抖音廣受世界各地的年輕人歡迎，70% 的用戶年齡都為 19-35 歲，其中 25-30 歲為主力用戶。

### 抖音爆紅的主要原因：

#### 一、題材不限的 15 秒短視頻：

抖音短視頻主打創作 15 秒的短視頻，而其主題內容非常廣泛，包括美妝、歌舞、寵物、搞笑、美食，甚至知識等應有盡有，創作者可因應自身專長和喜好進行創作。而且 15 秒的短視頻令創作者不需處理及構想過多細節，可隨時隨地錄製短視頻，減輕了非專業的一般網民的製作壓力。視頻最長就是 15 秒，可快速地抓住用戶的注意力，在注意力未渙散之前，應用程式會繼續推薦視頻，留住用戶。

#### 二、專業特效配合簡單流暢的介面：

應用程式內提供許多有趣的特效，當中不少更能媲美專業舞曲或 MV 的特效功能，這可降低創作者製作影

片的難度與門檻。同時，也讓更多沒有製片技術的專業舞蹈、影音人士願意在這平台上發展，並從而吸引了更多不同層面的用戶觀看視頻。此外，其介面設計極度簡潔流暢，功能按鈕十分簡便，基本用一次便可上手、適應，此為抖音的一大優秀之處。

#### 三、明星藝人帶動：

除了一般網民外，愈來愈多藝人明星亦紛紛加入抖音，他們以舞蹈及音樂作為短視頻的創作主題，粉絲可透過線上聊天、「合拍」及「搶鏡」功能與自己的偶像互動。由此形成的明星效應，吸引到更多的年輕人為追星、追潮流而加入抖音。

由於抖音傳播視頻的機制與創作者的背景、粉絲數目以及影片技術沒有必然關係，因此，只要製作出了一段有創意力十足、吸引眼球的視頻，就有可能立即爆紅，有學生更透過抖音累積超過 8 萬粉絲，更成功舉辦見面會，而這樣的個案比比皆是。因此，抖音又被譽為「造星平台」，在新世代裡日趨普及。

\* 文章中有部份內容取材於互聯網



Tik Tok is a Mainland-invented video-sharing application launched in 2016 and attracts extensive attention since 2017. Latest data report of Tik Tok released in January 2020 shows that 0.4 billion daily active users have been achieved creating a fad which sweeps the world. Besides the Mainland version of Douyin, also available is the international version 'Tik Tok' which became the most popular app in the US in terms of downloading and installation. Tik Tok is the most widely used app of the young generation in all countries. 70% of the users are in the age group of 19-35, of whom those aged between 25 and 30 are the main users.

**Tik Tok gains popularity mainly because:**

**1. 15-second video of all topics:**

Tik Tok is mainly promoted as user-friendly tool for creation of 15-second video of a wide range of topics including make-up, songs, dance, pets, comedy, food and knowledge. Leveraging their strengths or preferences, users may create footages any time and anywhere without bothering much detail to ease production pressure on non-professional netizens. The longest duration of 15 seconds is useful to retain users because it rapidly attracts attention of the viewers so that they are ready to recommend it before getting distracted.

**2. Professional special effects and fluent interface:**

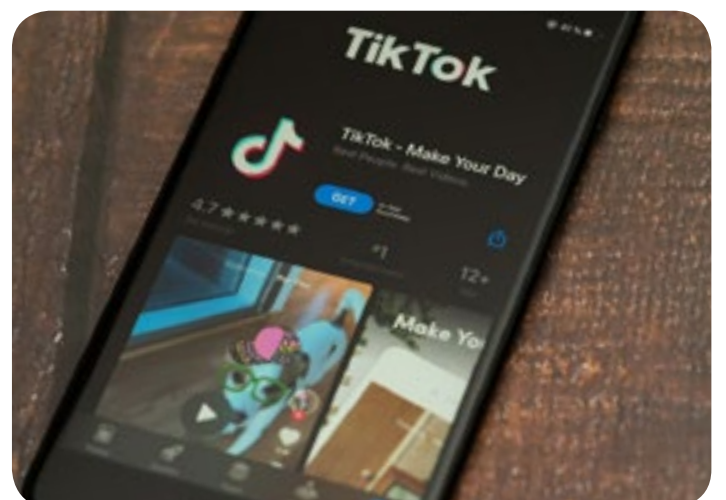
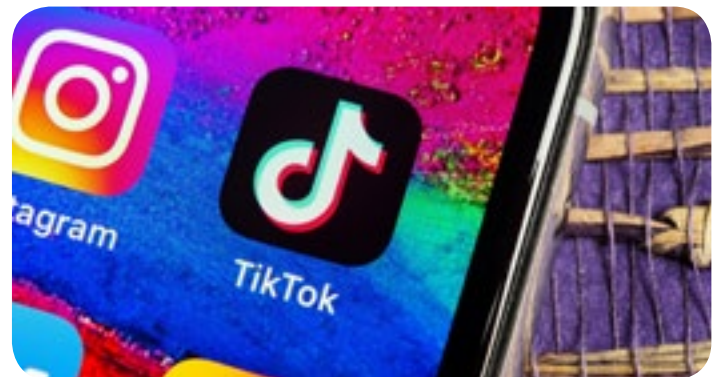
The app comes with various interesting special effects to make production easy with a lower threshold, some of them are up to the standard of professional MTV or MV. It also serves to attract professional dancers without production skills and audio/video workers to have a try, thus attracting viewers from all walks of life. Another excellent design of Tik Tok is the fluent interface and convenient functional keys which basically help users gain the skills with just one try.

**3. Promoted by stars and artists:**

Tik Tok is gaining popularity among stars and artists as it is among ordinary netizens. They create videos with dance and music as the themes and chat online with fans, who can even interact with their idols through the 'Sync' and 'Reaction' functions. Thanks for the star effect, Tik Tok's user community grows as more young people chase the stars and follow the trend.

There is no absolute relationship between the Tik Tok communication mechanism and creator's background, number of fans and video production skills, any footage will become popular once launched if it is creative enough to attract the eye balls. There is a student who attracts more than 80,000 fans through the Tik Tok even with a meeting day held. For this reason, Tik Tok is coined the 'star born platform' and gains further popularity in the new era.

\*Parts of the content is taken from the Internet.





# 善用網上平台 港商謀求突圍

## Hong Kong Businessmen should Seek Breakthrough thru Online Platform Development

新冠肺炎 (COVID-19) 疫情爆發至今，正連環衝擊幾個在供應鏈上緊密協作的亞洲區經濟體，或會產生「火燒連環船」的災難性後果，令全球部分產業鏈和供應鏈出現短暫癱瘓的風險急劇上升。

與此同時，香港作為亞太區重要的貿易樞紐及供應鏈管理中心亦不能倖免，疫情勢必會令經香港處理的貿易中轉業務減少，使本來已陷入衰退的本地貿易、物流和相關行業雪上加霜。

據悉，迄今全球超過 1,200 個展覽被迫取消或改期，對各國貿易及旅遊收益有很大影響。單單是香港，原本在 2 月至 4 月由香港貿易發展局舉辦的 18 個活動，所有活動全部被迫改期。另外，國際展覽業協會估計，全球總值 1,450 億美元的買賣合約因疫情而未能簽訂，業界叫苦連天。

天有不測之風雲，港商歷來擅於靈活變通，積極開拓新的經營方法。無可否認，數碼化絕對是今後一大趨勢，尤其這場疫情下眼見各行各業都不得不轉到網上發展，從而加速了數碼轉型。近年來，很多港商已開始採用 O2O 營銷模式 (Online To Offline)，就是指「線上營銷帶動線下消費」的意思。

就展覽業而言，雖然實體展覽依然有需求，潛力很大，但拓展網上推廣也越來越重要。我留意到，O2O 營銷模式已開始為香港貿發局所採用。他們早前推出了一個結合實體展覽和網上推廣的 O2O 服務，讓港商享有雙重機會找到新客源、接新定單。不少廠商反映，就算現在沒有實體展覽，網上平台都是一個讓他們曝光的好機會，也可以跟客人保持聯繫。即使客人不在展覽現場，仍可透過電郵落單。

整體經濟受疫情影響不僅是即時的，而且也是中長期的。因為很多商務活動都需要提前準備，即時疫情「好彩」可以在未來一兩個月結束，但已經變更的商務活動是否又能夠重新啟動呢？航空公司又是否如常運作呢？物流運輸又是否可以配合得到呢？這些問題都需要關注，而關注的目的是為了及時作出應變措施。

因此，最近我組織多位廠商會業界朋友與貿發局代表會晤，希望集思廣益，反映業界現時面對的困難及提出建議措施，期望疫情過後能助各行各業盡快回復正，一起共闖難關。



Since the onset of the COVID-19, several Asian economies that are closely cooperating in the supply chain have been serially impacted. This may not only cause catastrophic consequences like fires spreading from one vessel to another, but also heighten the risks of temporary paralysis in global industrial and supply chains.

At the same time, Hong Kong, as an important trading hub and supply chain management center in the Asia-Pacific region, is not spared. The epidemic will inevitably reduce the trade transit business handled by Hong Kong and deteriorate the local trade, logistics and related industries, which had already fallen into recession.

It is acknowledged that more than 1,200 exhibitions worldwide have been forced to be cancelled or rescheduled, which has imposed great impact on the trade and tourism revenues of various countries. In Hong Kong, 18 events held by the Hong Kong Trade Development Council (HKTDC) from February to April this year were compelled to be rescheduled. In addition, the Global Association of the Exhibition Industry (UFI) estimates that business contracts worth at least US \$ 145 billion, or more than HK \$ 1.1 trillion, have not been signed due to the epidemic situation, which has made the industries to whine on for days.

As idiom says, "One's fortune can change in the blink of an eye". Hong Kong businessmen have always been good at being flexible and actively exploring new business methods. It is undeniable that digitalization is definitely a major trend in the future. During the current epidemic, it is obvious that all walks of life have started to engage in online development, thus accelerating digital transformation. In recent years, many organizations have begun to adopt the Online to Offline (O2O) digital marketing model, which implies "online marketing drives offline consumption."

For exhibition industry, although there is still great demand and potential for physical exhibitions, it is also increasingly important to expand online development promotion. I noticed that the O2O digital marketing model has begun to be adopted by the HKTDC. They launched an O2O service combining physical exhibitions and online promotion earlier, giving Hong Kong businessmen a dual chance to find new customers and receive new orders. Many manufacturers reflect that the online platform is a good opportunity for further business exposure and communication with potential and existing customers even though there is no physical exhibition can be held at this moment.

The impact of the COVID-19 on the overall economy is not only immediate, but also expected to be last for medium to long-term. As many business activities need to be prepared in advance, even though the negative influence of the epidemic can come to an end in the next two months, the problem is whether the scheduled business activities can be restarted easily? When are the airline operations resume as normal? Can transportation

logistics be coordinated as usual? All of these issues need further attention, and the purpose of attention is to make contingency measures in a timely manner.

Recently, I have organized a meeting with several members from the Chinese Manufacturers' Association of Hong Kong (CMA) and HKTDC representatives with regard to reflect the current difficulties faced by the industry and put forward policy suggestions and measures.

I sincerely looking forward to see all walks of life can get back to normal as soon as possible.



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# 申請政府資助好似遙不可及？ 生產力局「中小企資援組」幫您搭路！

Nowhere to Apply for Funding? HKPC's "SME ReachOut" here to Help



中小企在過去一年的經營可謂挑戰不斷，生產力局明白最直接幫到中小企的正是額外資金。新成立的「中小企資援組」(SME ReachOut) 全力出動，走入工商地區，協助中小企了解各類型的政府資助計劃，尋找合適的方案，渡過逆境，轉危為機！

「中小企資援組」已於今年 1 月 1 日開始投入服務，馬不停蹄主動接觸各行各業的中小企，透過免費面談，協助他們尋找合適的資助計劃，並解答申請上的疑難。

政府為中小企提供超過 40 多個資助計劃，資助範疇、金額和要求各有不同，往往令一眾中小企眼花撩亂。「中小企資援組」貼心的一對一免費諮詢服務，可針對諮詢人士的營商需要，集中介紹有關的政府資助計劃，從而鼓勵他們善用政府提供的支援，增強企業實力，令發展更上一層樓。

## 五大資助計劃推介

- 發展品牌、升級轉型及拓展內銷市場的專項基金 (BUD 專項基金)
- 中小企業市場推廣基金 (EMF)
- 科技券 (TVP)
- 零售業人力需求管理科技應用支援計劃 (ReTAAS)
- 企業支援計劃 (ESS)



政府資助計劃概覽



資料提供：香港生產力促進局  
查詢電話：2788 6262  
電郵：sme\_reachout@hkpc.org

Amid difficult business environment, Hong Kong Productivity Council (HKPC) knows SMEs well in the urgent need of cash flow to keep business running. The newly established SME ReachOut Support Team is here to help SMEs through introducing and matching the appropriate funding schemes, getting well equipped to bounce back.

"SME ReachOut", a dedicated service team operated by Hong Kong Productivity Council (HKPC), has commenced operation starting from 1 January 2020 to support SMEs through free-of-charge one-on-one meetings to help identify funding schemes that suit SMEs, while answering questions relating to applications.

There are over 40 funding schemes provided by the Government for SMEs, with different funding scopes, amounts and requirements. "SME ReachOut" is to serve to enhance SME's understanding of the Government's funding schemes, with a view to encouraging better utilisation of the support provided by the Government, to enhance their competitiveness and development.



#### Five Government Funding Schemes You Can't Miss

- Dedicated Fund on Branding, Upgrading and Domestic Sales (BUD Fund)
- SME Export Marketing Fund (EMF)
- Technology Voucher Programme (TVP)
- Retail Technology Adoption Assistance Scheme for Manpower Demand Management (ReTAAS)
- Enterprise Support Scheme (ESS)

**Government Funding Schemes at a Glance**



**Information provided by :** Hong Kong Productivity Council  
**Enquiry :** 2788 6262  
**Email :** sme\_reachout@hkpc.org

## 本會活動速遞 CMA Focus

**5** 2020 年  
月份活動  
May Event



「動盪時期的增長戰略:企業方向、企業領導、企業治理與企業變革」系列網絡工作坊

Serial Online Workshop on "Growth Strategy in Times of Turbulence: Corporate Direction, Leadership, Governance System and Transformation"  
 日期 Date : 12 / 5 / 2020、19 / 5 / 2020、26 / 5 / 2020 及 2 / 6 / 2020

查詢電話 Enquiry Hotline : 2542 8635 (曾小姐)



「疫情下企業的權與責」網絡工作坊

Online Workshop on "Impact on Legal during the Covid-19 Epidemic"  
 日期 Date : 18 / 5 / 2020

查詢電話 Enquiry Hotline : 2542 8635 (曾小姐)



「轉『疫』為『機』:以『數智化』應對東南亞工廠的營運難題」網絡研討會

Webinar on "Rebound and Thrive Your Business with Smart and Agile Digital Transformation Solutions"  
 日期 Date : 29 / 5 / 2020

查詢電話 Enquiry Hotline : 2542 8635 (曾小姐)

**6** 2020 年  
月份活動  
June Event



名人飯堂 - 馬介欽副會長  
**CMA VIP Luncheon – VP Dr Ma Kai Yum**  
 日期 Date : 待定  
 查詢電話 Enquiry Hotline : 2851 1555

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# 香港郵政「智郵站」為你提供彈性領件服務

## Hongkong Post iPostal Station – collection with flexibility

網上購物市場急速發展，方便的取件地點與彈性的取件時間需求日殷。有見及此，香港郵政早於二〇一六年開始在本港不同地區設置「智郵站」，方便市民領取郵件，至今已設置共 30 多個智郵站，覆蓋全港 18 區。

為方便更多市民使用智郵站，香港郵政持續致力拓展智郵站網絡，預計二〇二〇年第三季智郵站的數目將超過 80 個，主要目標為商場、公共屋邨及大型屋苑。

寄件人可透過「投寄易」網上平台揀選「智郵站」作投寄地址；而收件人則可設定「智郵站」為附有「領取郵件編號」郵件的預設領件地點。有關「智郵站」的地點可瀏覽以下網址：[https://www.hongkongpost.hk/tc/about\\_us/network/ipostal\\_stations/index.html#list](https://www.hongkongpost.hk/tc/about_us/network/ipostal_stations/index.html#list) 或致電香港郵政一般查詢熱線 2921 2222 查詢。



圖中為將軍澳康城社區會堂新增設的智郵站，該站於二〇二〇年一月三十一日投入服務。

The new iPostal Station at Lohas Park Community Hall, Tseung Kwan O in service from 31 January 2020.

With the rapid expansion of online marketplace, the demand for convenient and flexible collection of postal items has been on the rise. In view of this, Hongkong Post commenced the establishment of iPostal Stations in Hong Kong as early as 2016, enabling the public to pick up postal items at their convenience. Up to now, over 30 iPostal Stations suites have been established, covering 18 districts across the territory.

To facilitate the greater use of iPostal stations, Hongkong Post has been committed to expanding the network. It is scheduled to have more than 80 suites set up by the end of the third quarter of 2020, with shopping centers, public housing estates and large residential developments as our main targets.

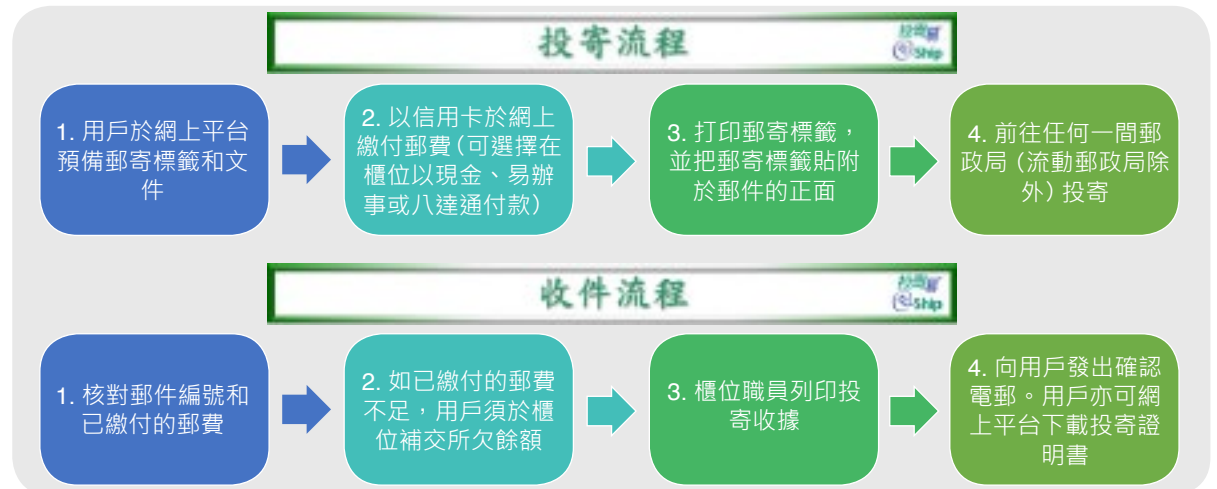
Senders can select a particular iPostal Station for delivery through EC-Ship Online Portal, while MCN users can pre-set any iPostal Station as their collection points. Details of iPostal Stations' locations are available at [https://www.hongkongpost.hk/tc/about\\_us/network/ipostal\\_stations/index.html#list](https://www.hongkongpost.hk/tc/about_us/network/ipostal_stations/index.html#list), or you may call the Hongkong Post General Enquiry Hotline at 2921 2222 for further enquiries.

### EC-Ship Portal – posting in faster ways

The EC-Ship Online Portal aims to provide customers with reliable, fast and affordable mailing solutions. Through this Online Portal, customers are able to prepare and print shipping labels before sending their mail at any post offices in Hong Kong (except mobile post offices). Posting and acceptance procedure are as follows:

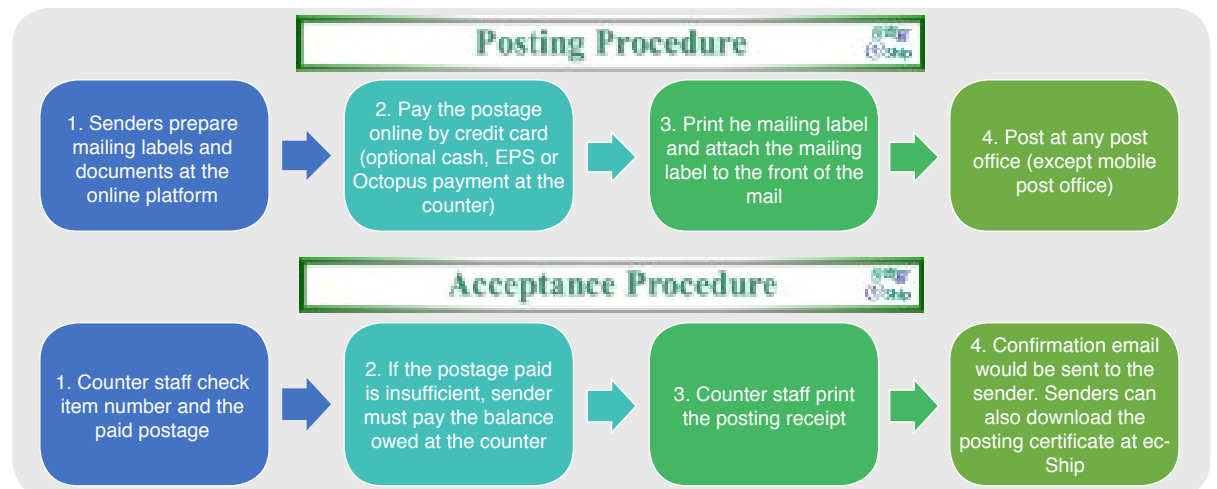
### 「投寄易」助你快捷備妥投寄郵件

香港郵政的「投寄易」網上平台旨在為顧客提供可靠快捷、價格相宜的郵遞方案。透過此網上平台，顧客可於投寄前預備和列印郵寄標籤，並可選擇以信用卡或特許郵遞按金帳戶（須預先向香港郵政財務科申請）付款，即可於全港的郵政局（流動郵政局除外）投寄郵件。投寄及收件流程如下：



### 適用郵件類別

國際郵件	本地郵件	大量投寄郵件
<ul style="list-style-type: none"> <li>易網遞 (e-Express)</li> <li>特快專遞 (標準及萬用箱服務)</li> <li>空郵 / 平郵掛號郵件</li> <li>空郵 / 平郵包裹</li> </ul>	<ul style="list-style-type: none"> <li>「易送遞」</li> <li>本地郵政速遞</li> <li>本地包裹</li> <li>本地掛號郵件</li> </ul>	<ul style="list-style-type: none"> <li>大量投寄本地郵件</li> <li>大量投寄空郵郵件</li> <li>易網郵 (iMail)</li> <li>大量投寄輕郵件 (空郵)</li> <li>大量投寄輕郵件 (平郵)</li> <li>代寄商郵袋 (平郵印刷品專袋)</li> <li>本地定期刊物服務</li> <li>國際定期刊物服務</li> <li>不少於 100 件的相同郵件</li> </ul>



### Service Coverage

International Mail	Local Mail	Bulk Mailing
<ul style="list-style-type: none"> <li>e-Express</li> <li>Speedpost (Standard and Multipack Service)</li> <li>Air/Surface Registered Mail</li> <li>Air/Surface Parcel</li> </ul>	<ul style="list-style-type: none"> <li>Smart Post</li> <li>Local CourierPost</li> <li>Local Parcel</li> <li>Local Registered Mail</li> </ul>	<ul style="list-style-type: none"> <li>Local Bulk Mail</li> <li>Bulk Air Mail</li> <li>iMail</li> <li>Lightweight Mail Items (Air)</li> <li>Lightweight Mail Items (Surface)</li> <li>Direct Agent Bag</li> <li>Local Periodicals</li> <li>International Periodicals</li> <li>Identical mail not less than 100 in number</li> </ul>



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#### 溫馨提示

根據香港特別行政區政府《商品說明條例》

#### 4201 原產地標籤的規定

目前並無法例規定在本港銷售的貨品必須貼上原產地標籤。

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

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# 德國寶 疫境同行，廠商會會員專享抗疫產品優惠

German Pool as your comrade against COVID-19

CMA members enjoy discount for purchase of anti-virus device



隨著現代人對健康日益關注，大健康產業已成為全球熱門新興產業之一。大健康產業可以理解為圍繞滿足各類健康（身體、精神、環境）需求的所有產業總稱，包括醫療產品、保健用品、營養食品、醫療器械、保健器具、健康管理、健康諮詢等多個與人類健康緊密相關的生產和服務領域，其市場發展潛力巨大。作為本地家庭電器品牌翹楚的「德國寶」亦瞄準這機會，著力開發健康電器產品。今次我們特別專訪了德國寶（香港）有限公司董事長暨廠商會副會長陳國民博士，介紹其公司在這方面的發展情況。

陳副會長表示，德國寶除積極發展傳統的家電業務外，近年亦致力多元化發展，包括研發各類個人健康產品，希望抓緊大健康產業的龐大機遇。而近月新冠肺炎疫情持續，令大眾愈加注重如何保持健康，減低感染的機會。德國寶一向關心社會，為協助市民做好防禦工作，最近推出了抗疫產品 - 「隨身淨化寶 PAP-020」，以應市民所需，其最大特色是可釋放 2,000 萬\* 超高濃度負離子淨化，較市面一般其他同類型產品為高，有助阻隔空氣中的污染物，令空氣更加潔淨；而機身重量只有 35g，輕巧迷你，以 USB 充電，每次充電後可使用長達 80 小時。未來他們將繼續研發更多防疫健康產品，希望有助提升大眾的健康指數。

此外，陳副會長續稱，有見今次疫情對本港企業造成嚴重衝擊，為表達對廠商會會員及其員工的關顧，特別提供專享優惠價 **港幣 \$298** 訂購上述隨身淨化寶 PAP-020（建議零售價港幣 \$790），冀與會員共度疫境。

註：\* 實際使用效率會視乎環境因素而有所差異。



隨身淨化寶 Personal Air Purifier PAP-020

產品網站連結



廠商會會員訂購詳情及條款細則：



- 1) 只需登入右邊購物連結
- 2) 推廣期由即日至 2020 年 5 月 24 日。
- 3) 請註明閣下之姓名、公司電話及會員編號，以便秘書處進行核對。
- 4) 優惠須視乎供應情況而定，價格及優惠內容可隨時作出更改，恕不另行通知。
- 5) 預計六月中旬到貨，所有貨品按訂單次序發貨。
- 6) 數量有限，售完即止。
- 7) 以上優惠價只適用於香港中華廠商聯合會會員購買，不適用於零售。
- 8) 以上優惠價產品不允許轉售。
- 9) 每張訂單總額滿 HK\$1,000 即可免費送貨，適用於商業及住宅區，離島及偏遠地區不設上門送貨，愉景灣需加收 HK\$200 送貨費。
- 10) 每張訂單總值不超過 HK\$1,000，客戶亦可選擇速遞付運，貨品總重量不超過 1kg（以每張訂單計算），基本收費為 HK\$50。
- 11) 如有任何爭議，德國寶（香港）有限公司將保留最終決定權。



As people are increasingly concerned about well-being nowadays, "Big Health Industry" has become one of the most popular rising industries in the world. "Big Health Industry" can be understood as the collective term of all industries aiming to satisfy the need in various aspects of well-being (physical, mental, environmental), including numerous manufacturing and service areas that are closely linked with human health, such as dietary supplies, health supplements, medical instruments, health appliances, management of well-being, and health consulting, etc. There is tremendous potential for the industry's market. As the local leading brand of home appliances, German Pool has also seized the chance to focus on developing health appliance products. An exclusive interview was conducted with Dr. Chan Kwok Man Edward, the Managing Director of German Pool (Hong Kong) Limited and the Vice President of CMA, to introduce German Pool's status of development in this aspect.

According to Vice President CHAN, aside from vigorously developing the business of traditional home appliances, German Pool has been diversifying its development in the recent years, such as conducting research and development of various personal health products, in hopes of seizing the immense opportunities of the "Big Health Industry". Public awareness of health has heightened amid ongoing outbreak of COVID-19. In order to help people better protect themselves, German Pool launched the Personal Air Purifier PAP-020. The device outperforms products of the same kind by effectively filtering pollutants in the air with more than 20 million\* anions purification. The lightweight design weighs only 35g and is rechargeable with a USB cable; a full charge lasts for 80 hours. German Pool will develop more anti-virus healthcare products to help raise health index of the general public.

Vice President CHAN understands that local enterprises have suffered a huge setback as a result of the epidemic, in order to take care of CMA members and their employees, he decided to offer them a special discount for purchase of the Personal Air Purifier PAP-020 at **HK\$298** (suggested retail price is HK\$790).

Remark: \*Actual performance may vary due to environmental factors.

[Link to product webpage](#)



Details and terms and conditions for CMA members' purchase:

- 1) Click on the link for purchase.
- 2) Promotional offer is available from now till May 24 2020.
- 3) Please fill in your name, company phone number & Membership number for our reference.
- 4) Promotional offer is subject to availability, the price and offer details may be changed without prior notice.
- 5) Products will be available in mid-June, delivery will be made according to dates of orders.
- 6) Products are available in limited supply.
- 7) The discount is only applicable to members of The Chinese Manufacturers' Association of Hong Kong but not retailers.
- 8) The discount cannot be transferred.
- 9) Free delivery for a single order in total amount HK\$1,000 or above. Delivery is applicable to commercial and residential districts but not outlying islands and remote places. HK\$200 is charged for delivery to Discovery Bay.
- 10) For single order in total amount less than HK\$1,000, customer may choose express delivery with basic charge of HK\$50 for products weight below 1kg (per order).
- 11) German Pool (HK) Limited reserves the right of final decision in case of any dispute arising from the use of this coupon.



## 新會員介紹 Introduction of New Members



**萬圖公司**  
**Trendy Co**  
代表：吳沛榮先生 (經理)  
產品：印章及印刷  
Representative: Mr Ng Pui Wing (Manager)  
Product: Stamp & printing



**桂南行有限公司**  
**Gui Nan Hong Company Limited**  
代表：吳家龍先生 (董事長)  
產品：蔘茸海味  
Representative: Mr Ng Ka Lung (Director)  
Product: Ginseng & dried seafood



**保捷工業有限公司**  
**Boshi Industries Limited**  
代表：陳仁錠先生 (總裁)  
產品：汽車濾清器  
Representative: Mr Chan Yan Ting (CEO)  
Product: Automotive filter



**旭東金屬 (香港) 有限公司**  
**Kyokuto Metal (HK) Limited**  
代表：葉錦培先生 (董事總經理)  
產品：生產經營各種鋅製品、五金製品及塑膠製品  
Representative: Mr Raymond Ip (Managing Director)  
Product: Mfr of metal & plastic product



**明利食品廠有限公司**  
**Ming Lee Food Factory Company Limited**  
代表：謝夏鳴女士 (東主)  
產品：腐竹  
Representative: Mdm Tse Ha Ming (Owner)  
Product: Bean curd

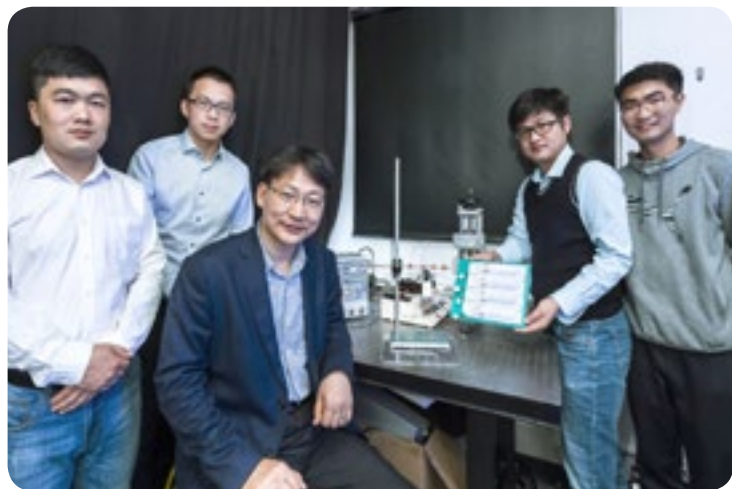


**卓越國際貨運有限公司**  
**Excel Network Limited**  
代表：詹國勇先生 (執行董事)  
產品：物流供應商  
Representative: Mr Chim Kwok Yung, Ramthur (Executive Director)  
Product: Logistics supplier



# 城大最新研發水滴發電機 一滴水可點亮 100 盞小 LED 燈

## CityU new droplet-based electricity generator: A drop of water lights up 100 small LED bulbs



城大研究團隊部分成員：(左起) 鄭煥靈先生、徐王淮先生、王鑽開教授、張超博士和宋雨欣。Members of the CityU research team: (from left) Mr Zheng Huanxi, Mr Xu Wanghuai, Professor Wang Zuankai, Dr Zhang Chao and Song Yuxin.

香港城市大學(城大)學者領導的研究團隊，成功研發出新型水滴發電機，設有類似晶體管的結構，使其瞬時功率密度較現時類似的水滴發電機增加數以千倍，並大大提升電能轉化效率。這項突破性成果有助推動水力發電的科學研究及應對能源危機。

研究由城大機械工程學系王鑽開教授、美國內布拉斯加大學林肯分校曾曉成教授，和中國科學院北京納米能源與系統研究所王中林院士合作領導，已於國際權威學術期刊《自然》發表，論文題為「瞬時高功率密度水滴式發電機」。

為提升電能轉化效率，研究團隊花了兩年時間研發出新型液滴發電機，其瞬時功率密度、即每平方米可產生的最高能量達到 50.1 瓦，較沒有晶體管設計的液滴發電機增加了數以千倍，電能轉換效率亦大大提升。

這項新研發有兩大關鍵：第一是團隊發現，當水滴持續撞擊可長期帶有電荷的永電體材料聚四氟乙烯 (PTFE)，所產生的表面靜電荷會不斷累積至飽和水平，令 PTFE 可儲存高密度的表面電荷。這一發現助他們克服了之前面對的電荷密度低之瓶頸問題。

另一關鍵是他們研發的一組獨特結構，類似 1956 年諾貝爾物理學獎的得獎技術，現已成為現代電子器件所必須具備的「場效應晶體管」。該結構由一個鋁電極和一個表面加上了一層 PTFE 薄膜的銦錫氧化物 (ITO) 電極所組成，PTFE 和 ITO 電極負責電荷產生、儲存和感應。當水滴撞擊 PTFE/ITO 表面，

並在表面上散開時，由於水是導電的，會「接通」鋁電極和 PTFE/ITO 兩個電極之間的通路，變成一個可通電的完整電路。

透過這獨特設計，連續不斷的水滴使 PTFE 上積存了密度很高的表面電荷；同時，每當水滴接通了兩個電極，所有積存在 PTFE 上的電荷都全被釋放，產生了電流。因此，瞬時功率密度和電能轉化效率都大幅提升。

城大王鑽開教授說：「我們的研究顯示，一滴 100 微升（一微升等於百萬分之一升）的水滴由 15 厘米的高度滴下，可產生超過 140 伏特電壓，發電機產生的電能足以點亮 100 盞小 LED 燈。」王教授希望是次研究成果可以幫助全球開發更多水資源，以應對全球可再生能源短缺問題，長遠來說，該新型設計可以推廣和安裝在不同液體與固體接觸的表面上，例如輪船船身、海岸邊以至雨傘表面、水樽內，這樣就能充分利用低頻的水動能。

如欲查詢有關技術資料，請與鄧智穎女士聯絡。電話：3442 7687 或電郵：cecilia.tang@cityu.edu.hk。

A research team led by scientists from City University of Hong Kong (CityU) has recently developed a new form of droplet-based electricity generator (DEG).

It features a field-effect transistor (FET)-like structure that allows for high energy-conversion efficiency, and its instantaneous power density is increased by thousands of times compared to its counterparts without FET-like structure. This groundbreaking achievement can help to advance scientific research into water energy generation and tackle the energy crisis.

The research was led by Professor Wang Zuankai from CityU's Department of Mechanical Engineering; Professor Zeng Xiaocheng from the University of Nebraska-Lincoln, US; and Professor Wang Zhonglin, Founding Director and Chief Scientist at the Beijing Institute of Nanoenergy and Nanosystems of Chinese Academy of Sciences. Their findings were published in the highly prestigious scientific journal Nature under the title "A droplet-based electricity generator with high instantaneous power density".

In order to improve the conversion efficiency, the research team has spent two years developing the DEG. Its instantaneous power density can reach up to 50.1 W/m<sup>2</sup>, thousands of times higher than similar devices without the use of the FET-like design. The energy conversion efficiency is also markedly higher.

There are two crucial factors for the invention. First, the team found that the continuous droplets impinging on PTFE, an electret

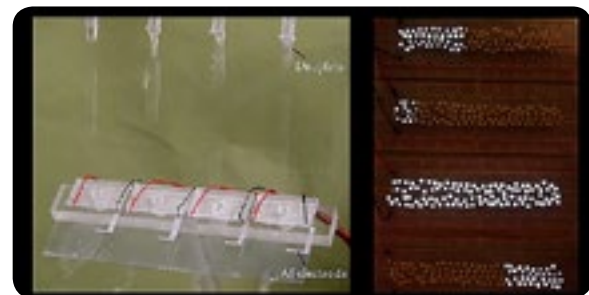
material with a quasi-permanent electric charge, provides a new route for the accumulation and storage of high-density surface charges. They found that when water droplets continuously hit the surface of PTFE, the surface charge generated will accumulate and gradually reach saturation. This new discovery has helped to overcome the bottleneck of the low-charge density encountered in previous work.

Another key feature is a unique set of structures similar to the FET that won the Nobel Prize in Physics in 1956 and has become the basic building block for modern electronic devices. The device consists of an aluminium electrode and an indium tin oxide (ITO) electrode with a film of PTFE deposited on it. The PTFE/ITO electrode is responsible for the charge generation, storage, and induction. When a falling water droplet hits and spreads on the PTFE/ITO surface, it naturally "bridges" the aluminium electrode and the PTFE/ITO electrode, translating the original system into a closed-loop electric circuit.

With this special design, a high density of surface charge can be accumulated on the PTFE through continuous droplet impinging. Meanwhile, when the spreading water connects the two electrodes, all the stored charges on the PTFE can be fully released for the generation of electric current. As a result, both the instantaneous power density and energy conversion efficiency are much higher.

"Our research shows that a drop of 100 microlitres [1 microlitre = one-millionth litre] of water released from a height of 15 cm can generate a voltage of over 140V, and the power generated can light up 100 small LED lights," said Professor Wang Zuankai from CityU. Professor Wang hoped that the outcome of this research would help to harvest water energy to respond to the global problem of renewable energy shortage. He believed that in the long run, the new design could be applied and installed on different surfaces, where liquid is in contact with a solid, to fully utilise the low-frequency kinetic energy in water. This can range from the hull surface of a ferry to the surface of umbrellas or even inside water bottles.

If you have any enquiries related to this technology, please contact Ms Cecilia Tang at 3442 7687 or via email cecilia.tang@cityu.edu.hk.



研究顯示，電荷飽和狀態下一滴水滴產生的電能，足以點亮 100 盞小 LED 燈。Research shows that a drop of water released from a height of 15cm can generate a voltage of over 140V, which can light up 100 small LED lights.



# 中小企循環貸款 金額高達港幣200萬

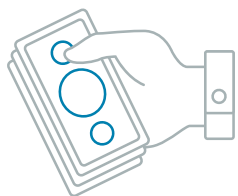
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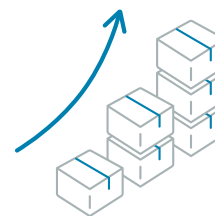
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## 會員工商批發告示專欄 Notice for Members' Business Wholesale



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

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

### 香港銀行抗疫專線一覽表

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

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

(註：按中文筆劃序排列)



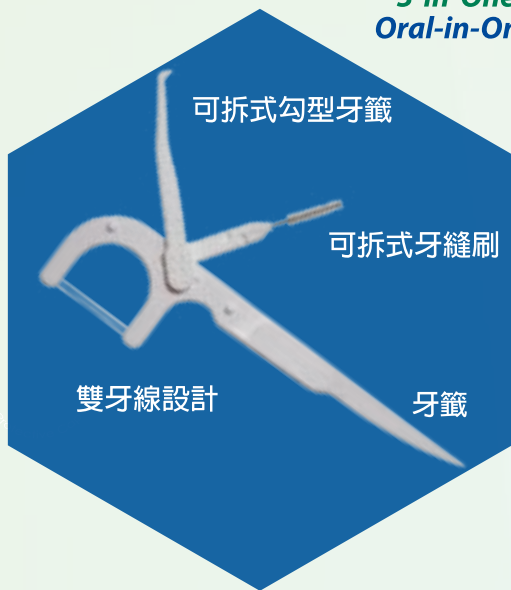
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# 簡易回收 - 社區智能回收有賞機

## Green Station in the community – Reverse Vending Machine (RVM)

根據環保署最新公佈的《都市固體廢物監視報告》統計數據，本港每天平均棄置於堆填區的膠樽數量高達 556 萬個 (139 公噸)，而回收率僅得 0.2% 的水平。要提升傳統三色桶回收系統的成效，政府須透過科技加大消費者對源頭減廢的參與。

### 智能回收 PET1 膠樽鋁罐紙包飲品盒全自動分類

為配合智慧城市的發展及推動全民回收，業界已為社區引入智能回收有賞機。回收即棄飲用容器時，市民須保留招紙和樽蓋，只要清空容器內液體，便可透過全方位條碼掃描，體驗簡易回收。「有賞機」具壓縮及分隔容器功能，可收集不限品牌，容量由 330 毫升至 1.5 公升的飲品容器。回收商可更容易將已分類及經壓縮的容器妥善處理好，而非直接棄置於堆填區。

### 有賞回收 八達通現金回贈或儲積分換禮品

為鼓勵社區建立簡易回收的概念及加強支援地區層面的減廢回收，政府已加強與業界合作推出智能回收機先導計劃，以「綠在區區」項目為試點，引入回收有賞機，讓市民獲得「入樽」後儲積分換取禮品的基本回贈模式。為引起社會對源頭減廢的關注，部分業界人士更率先與本地大型飲料製造商攜手於市面推出八達通即時現金回贈，透過直接的經濟誘因，鼓勵消費者多參與社區回收，自發改變行為習慣，提高環保意識，從而減少整體廢物的棄置量，建立循環經濟。「有賞機」已相繼設置於本港商場、商廈、校園、屋苑等地點供公眾使用。

The average daily quantity of plastic bottles disposed of at landfills in Hong Kong reaches 5.56 million (139 metric tons) per day, and the recovery rate is only 0.2%, according to data shown in the Monitoring of Solid waste in Hong Kong. This indicates the effectiveness of waste recovery through the provision of 3-colour recycling bins is managed to be refined, and the role of government has to motivate public participation in waste reduction through technology.

### Advance Recycling – Automatic separation of PET1 plastic bottle, aluminium can and tetra pak drink

To resonate the development of smart city initiatives and promote universal recycling, RVM, a beverage containers collector with features of compression and automatic sorting functions, has been introduced in the community for public engagement. Public is required to keep barcode label and bottle cap on when returning empty disposable beverage containers in the machine. RVM accepts brands of beverage containers ranging from 330ml to 1.5L capacity. Compressed containers will be transferred to recyclers rather than disposing directly at landfills.

### Recycle and Rewards – Cashback or Earning Points for Gifts

To initiate the concept of simple recycling to our public, the Government has strengthened cooperation with the industry by launching a pilot separate waste collection scheme, setting



位於「綠在區區」的智能膠樽回收機

up RVM in Community Green Stations (CGS) for public to participate in the basic redemption of point-to-gift exchange. In order to raise levels of awareness in waste reduction at source in the community, people in the industry has already taken the lead in launching Octopus card cashback redemption in the market with local beverage manufacturer. Through direct economic incentives, consumers are encouraged to participate in community recycling, which spontaneously change their behavior and habits in recycling, and raise awareness of waste reduction at source, thereby reducing overall waste disposal to build a circular economy. RVMs have been setting up in shopping malls, commercial buildings, campuses, housing estates for public participation.



「有賞機」已相繼設置於本港商場、商廈、校園、屋苑等地點供公眾使用。



業界為社區提供的智能回收有賞機可回收 PET1 膠樽鋁罐紙包飲品盒

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# 邱騰華局長 第二輪抗疫政策網絡簡介會



特區政府早前推出第二輪防疫抗疫基金，紓緩企業和市民因新冠肺炎疫情所造成的財政壓力。本會（廠商會）於4月27日特邀商務及經濟發展局邱騰華局長，親自透過視像向本會成員講解第二輪抗疫措施的重點，並聆聽業界的意見，交流對香港經濟前景的看法。

吳宏斌會長於簡介會開始前發言，他指疫情持續反覆不止所造成的傷害已伸延至各行各業，而廠商會屬下的製造業及相關出入口貿易，早在內地疫情開始爆發時已大受影響，生產及供應鏈運作癱瘓個多月後，又面臨着疫情全球化所帶來的更嚴峻打擊；他認為政府第二輪紓緩措施惠及更多市民和行業，對延緩失業和倒閉潮蔓延有幫助，他希望有關資助能早日發放。此外，吳會長亦擔心疫情退卻後國際製造業結構會出現調整，產業前景將充滿不確定性，故盼政府能提供更多政策性的扶助予中小企，例如業界一直希望「BUD 專項基金」能進一步優化資助的地域限制，讓企業能作出更靈活的策略部署去應對風險。

邱騰華局長向與會人士重點講解了幾項抗疫及援助中小企措施，包括「保就業計劃」、「中小企融資擔保計劃」下八成、九成及百分百特別擔保產品優化和香港出口信用保險局對保戶的新優惠等，他表示政府會盡快發放有關資助。他說留意到業界對進一步放寬「BUD

專項基金」資助用途的訴求，並指當局已多次優化計劃，包括最近已取消了每個地區的項目累計上限200萬元的資助限制，讓企業能更靈活運用合共400萬元的資助上限，並已簡化了申請程序。至於開放資助範圍至更多地區的建議，則仍須詳細研究其可行性。他希望廠商會能協助收集業界對有關計劃的意見，並承諾會在可行的情況下盡量拆牆鬆綁，減輕企業在申請時的行政負擔。

邱局長指，雖然疫情打擊全球經濟，特別是歐美等香港的傳統市場，但留意到國際貨幣基金組織（IMF）最近的經濟預測指，內地及一些亞洲新興經濟體於今年仍會有正增長，明年的經濟反彈動力亦會較其他區域強勁。他說當局會於疫情過後，加緊協助企業拓展國內內銷市場和上述新興經濟體的外銷市場，以應對當前極具挑戰性的國際經貿環境，轉危為機。



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# 廣東： 9月底前 領證排污 刻不容緩

## Guangdong: Get the pollutant discharge permit by end of September

根據國家部署，廣東省將在4月底完成33個已核發排污許可證行業的清理整頓，9月底完成所有固定污染源發證登記工作；新建排污單位應在啟動生產設施或者實際排污之前，申請取得排污許可證或進行排污登記。

依法申領、按證排污是排污單位的法定義務，因此在廣東設廠的會員應對照《固定污染源排污許可分類管理名錄（2019年版）》確定排污許可管理類別，在國家規定的時限內辦理排污許可證申領或進行排污登記。

此外還需留意，廣東已從2019年8月13日起取消廣東省排污許可證的行政審批事項，因此持有「廣東省污染物排放許可證」的排污單位也應按規定申領國家排污許可證，或進行排污登記。

### 實施時限為：

1. 2020年4月30日前，固定污染源清理整頓：屬於2017-2019年應核發排污許可證的33個行業的現有排污單位，如仍未取得排污許可證的，須於2020年4月30日前申請並取得排污許可證，或完成排污登記。
2. 2020年9月30日前，2020年排污許可證發證登記：除上述情形，納入《固定污染源排污許可分類管理名錄（2019年版）》的現有排污單位，應於2020年9月30日前申請並取得排污許可證，或完成排污登記。
3. 新建排污單位應當在啟動生產設施或者在實際排污之前申請取得排污許可證，或進行排污登記。

### 辦理程序為：

1. 實行排污許可重點管理、簡化管理的排污單位在國家平台填報和提交排污許可證申請表，並向核發部門提交通過國家平台打印出來的書面申請材料。核發部門對滿足條件的排污單位依法核發排污許可證。
2. 實行登記管理的排污單位在國家平台填報排污登記表，由系統自動生成登記編號和回執，排污單位自行打印留存。

納入排污許可管理的排污單位，應依法持證、按證排污。排污單位未依法取得排污許可證排放大氣污染物、水污染物的，由縣級以上人民政府生態環境主管部門責令改正或者限制生產、停產整治，並處10萬元以上100萬元以下的罰款；情節嚴重的，報經有批准權的人民政府批准，責令停業、關閉。



As planned by China, Guangdong province shall complete the clearing and rectification of the 33 industries issued with the pollutant discharge permits by end of April and licensing registration of all fixed pollution sources by end of September. Newly established discharging entities should obtain the pollutant discharge permits or complete the discharge registration before commissioning production facilities or actual discharge.

It is the statutory obligations of a discharging entity to apply for the pollutant discharge permit and discharge as specified in the permit. CMA members with a factory in Guangdong province shall confirm their specific classification under the pollutant discharge management with reference to the Classification Administration List of Pollutant Discharge Permitted for Fixed Pollution Sources (2019 version) and apply for the pollutant discharge permit or complete the discharge registration within the timeframe set by China.

Members should also note that Guangdong province has cancelled the administrative approval for Guangdong Pollutant Discharge Permits on 13 August 2019, discharging entities which hold a Guangdong Pollutant Discharge Permit should apply for the national pollutant discharge permit or complete the discharge registration as required.

### Timeframes for implementation are as below:

1. Complete clearing and rectification of fixed pollutant sources before 30 April 2020: Existing discharging entities of the 33 industries applicable to the 2017-2019 pollutant discharge permits but have not been issued with one shall apply and obtain the pollutant discharge permit or complete the discharge registration before 30 April 2020.
2. Register for issuance of 2020 pollutant discharge permits before 30 September 2020: Existing discharge entities which are included in Classification Administration List of Pollutant Discharge Permitted for Fixed Pollution Sources (2019 version) other than the abovementioned shall apply and obtain the pollutant discharge permit or complete the discharge registration before 30 September 2020.

3. Newly established discharging entities should obtain the pollutant discharge permit or complete the discharge registration before commissioning production facilities or actual discharge

### The processes are as follows:

1. Discharging entities put under priority administration and summary administration shall fill out and submit an application form for pollutant discharge permit on the national platform, and submit written application materials printed through the national platform to the issuing authority, which shall issue the pollutant discharge permit to the eligible discharging entity
2. Discharging entities put under registration administration shall fill out and submit an application form for pollutant discharge permit on the national platform, and print the registration number and slip automatically generated by the system for retention.

Discharging entities put under discharge permitting administration shall hold a permit pursuant to the law and discharge as specified in the permit. Any discharging entities which discharge air or water pollutants without a pollutant discharge permit will be ordered for rectification, restricted production or shutdown for rectification by the ecological environment authority of the people's government above provincial level besides a fine of RMB100,000 or above but less than RMB1,000,000. For serious cases, a shutdown or closedown may be ordered by the competent people's government.

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 Association Affairs Department

Remarks: The Chinese version of this article shall prevail



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大有倉集團有限公司	預繳租用 3 至 5 個月, 可享 9 折優惠 預繳租用 6 至 12 個月, 可享 8 折優惠	香港電訊	廠商會會員現凡申請或續約商業寬頻或電話線服務, 即可享 24 個月免費「家居辦公」方案及香港電訊雲端備份服務。
中之(香港)貿易有限公司	精選健康食品折扣優惠	浚達國際市務有限公司	於 Smartech 陳列室購買任何產品可享有 7 折優惠
中國本草世界茶葉(香港)有限公司	各式精選產品折扣優惠	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; 專設服務熱線 (852) 2843 9230, 專線購票即享折扣	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	健康之路有限公司(嗎哪有機站)	以 95 折惠顧全線產品
元細胞遊戲有限公司	單頁式網頁製作 (HK\$200 現金優惠)	健絡理療	廠商會會員尊享中醫診症及推拿理療 85 折優惠
日本命力	於日本命力旗艦店購物可享 9 折優惠; 即場營養師體檢及諮詢服務 (價值 \$1,000)	常康健工房有限公司	各式精選健康產品折扣優惠
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
永發蔘茸海味行	優惠 1) 安妮佛跳牆 ~ HK\$715/4 人份 (原價 HK\$1100) 優惠 2) 安妮燉湯 ~ 海底椰雪梨蜜棗燉豬展湯 HK\$41.8/1 包 (原價 HK\$55)	蛋撻王	購買酥皮或牛油皮蛋撻, 即享買 5 送 1 優惠。
老鳳祥珠寶(香港)有限公司	購買正價鑲嵌產品可享 78 折優惠、黃金產品半價手工費	雅芳婷有限公司	購買任何貨品可獲 9 折優惠 (指定貨品除外)
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。	雅蘭集團有限公司	正價貨品 95 折優惠
位元堂	9 折中成藥購物優惠 (指定推廣產品除外)	裕華國產百貨有限公司	正價貨品 9 折
杏美行	購買【特健樂】、【金悅堂】、【Life Enhance】品牌任何產品, 享有 85 折優惠	零食物語	購物滿 HK\$150 (折實計) 可享 9 折優惠
協豐印染廠有限公司	到銅鑼灣崇光百貨九樓 ESPRIT 床品專櫃, 購物滿港元 1000 元, 可以獲贈乙件 Esprit 素色珊瑚絨枕頭毯	僑豐行有限公司	在橫丁門市購物, 正價貨品可享 9 折優惠, 特價貨品可享 95 折優惠。
周大福珠寶金行有限公司	1. 凡購買足金類產品, 手工設計費可享 8 折 2. 凡購買足金類產品, 即可以「換購價」選購指定首飾乙件	嘉頓有限公司	以特惠價購買嘉頓有限公司產品, 請按入以下連結索取訂購表格: <a href="http://www.cma.org.hk/uploads/ckfinder/files/Garden.xlsx">http://www.cma.org.hk/uploads/ckfinder/files/Garden.xlsx</a>
尚和堂	以 8 折享用指定中醫治療	銀龍飲食集團	購買 \$1,000-「銀龍禮券」, 即可額外免費獲贈 \$100- 銀龍禮券。(每張面值 \$50.00)
東億生物有限公司	會員凡於 <a href="http://www.bodysos.com">www.bodysos.com</a> 或透過電話購買東億生物有限公司正價產品可享有 88 折優惠	鈞耀有限公司	以優惠價購買濕紙巾產品
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	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- 接聽後按 6 字	毅創來集團有限公司	MEC YS 系列附帶 USB 充電插位拖板 9 折優惠
冠玲瓏	出示會員證可享額外 95 折購物優惠	髮再生	優惠 1) 免費頭皮詳細健康檢測, 納米能量健髮護理及智能微頻頭療護理一次 優惠 2) 髮再生中藥洗髮露 / 藥液 (7 折) 優惠 3) 髮再生護髮及健髮療程 (8 折)
冠華食品菓子廠有限公司	正價貨品 88 折 (減價貨品除外)	澳栢國際有限公司	各式精選打印機耗材產品折扣優惠
恆香老餅家有限公司	全店正價貨品 9 折優惠	懋康企業有限公司	凡購買酒品每款 12 支或以上, 可享有 8 折優惠。
恒昌隆燕窩參茸行有限公司	「恒昌隆燕窩蟲草養陰寶」優惠價 \$398 (原價 \$498), 強肺抗疫之選, 香港製造。	聯財有限公司	購買任何正價產品, 即可獲 9 折優惠。詳細產品資料及售價可在網店 <a href="http://www.shopablehealth.com">www.shopablehealth.com</a> 查看
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)	韓讚	優惠 1) 堂食惠顧午市套餐可享 9 折優惠 優惠 2) 堂食惠顧午餐牌可享 8 折優惠
香港加德士	限定優惠一: 8 張 HK\$30 汽油優惠券 (總值 HK\$240) 優惠二: 憑能源咭加油專享特惠折扣優惠	麗豐國際(香港)保健品有限公司	正價貨品 65 折優惠
		eCup HK Limited	經 eCup 預購飲品手機 App 訂購任何飲品及食品, 即可享有 9 折優惠
		MENCE	面部療程及身體療程七折優惠
		OTO Bodycare (H.K.) Limited	於 OTO 專門店購買定價貨品, 即可享 95 折優惠

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