## MALTON GROUP





**2021 Q2 Newsletter** 

第二季通讯



隔离,恍如隔世!

Quarantine, like a world away!

The epidemic has brought the travel between Hong Kong and Mainland China to a standstill. The quarantine policy in the Mainland is very stringent; all people from Hong Kong entering the Mainland must quarantine in a designated hotel for 14 days. I believe not many people have experienced quarantine during their whole life. So what would it feel like to be locked up in a 20 square meter hotel room for 14 days? I got a glimpse of what that this March as part of a business trip. During my quarantine, I organized my daily routine around the three meals provided by the hotel every day to include working out, managing my business work, reading, and writing. Being in quarantine is a test of self-discipline and patience. I insisted on cleaning my room, making my bed, and washing my utensils to maintain discipline and control of my daily life.

香港工业界自去年因实际营运管理需要, 企业人员已陆续回内地工作,我有朋友甚至已四度进出,实在很难想象隔离四次是 怎样的感受。内地的生活和运作基本上与 疫情前差别不大,地铁上下班高峰期时还 是迫爆车厢,商场食肆依然热闹,内地航 班都是坐满旅客,朋友见面握手,酒吧畅 饮吃喝,市民室内场所也自愿配戴口罩。

作为自疫情爆发后第一位香港同事回到内地公干,我亦尽量把握时间到访各地办事处和走访重要客户,一方面转达香港同事对内地同事的关怀,另方面了解最新市场状况。我在两个月的内地行程中到过上海、天津、长春、深圳、东莞、广州和武汉等城市,除工作会议也有饭聚及茶聚、令我感受最深的是武汉同事面对疫情爆发初期的惶恐及担忧,在防疫物资短缺情况下仍守望相助。

各省市在果断封城及严厉执行抗疫措施下,短期内复工复产复课,人民可以回复正常生活,我在内地期间见证他们的正常生活及运作,基本上与疫前差异不大由等期间,印度变种病毒肆虐各国,日本等国和台湾都有疫情反弹的情况,而香港疫情则稍为减退,也曾出现短期本地零磅情则稍为减退,也曾出现短期本地零码,盼望香港继续努力加油,为人为回复快接种疫苗,既能减低伤亡又可尽快回转,既能减低伤亡又可尽快回复正常生活及使中港免隔离互通关。





Since last year, many Hong Kong-based employees who work for the industrial sector have been returning to the Mainland due to operational management needs. One of my friends has even been through quarantine four times already. It's hard to imagine what it's like to be separated from the outside world four times. However, the life and daily operations in the Mainland are returning to pre-epidemic levels. The subway was packed during peak hours. Shopping malls and restaurants were bustling and busy. All flights were full of passengers. Friends shake hands. Gathering at bars is allowed. People are consciously wearing masks in indoor places.

As the first Milton colleague from Hong Kong to return to the Mainland since the epidemic outbreak, I tried my best to maximize my limited time in China. I visited various branch offices, met key customers, sent regards to our Mainland colleagues from our Hong Kong colleagues, and sought to understand the latest market trends. During my two-month business trip, I visited Shanghai, Tianjin, Changchun, Shenzhen, Dongguan, Guangzhou, and Wuhan. I had dinner and gatherings, besides the regular business meetings. I felt most that Wuhan colleagues speak out their experience of the fear and worry in the early stages of the outbreak in Wuhan. Their willingness to help despite the shortage of epidemic prevention supplies made me feel so touched.

The decisive decision-making for the closure of cities and provinces and strict accompanying implementations of anti-epidemic management have helped people return quickly to their everyday lives — including commercial and school activities. Unfortunately, at the time of writing, the Indian variant of the virus was rampant in several countries, which cause the case number to rebound in Japan, Korea, and Taiwan. In Hong Kong, the epidemic has receded slightly, and there were zero confirmed local cases for a short time. I hope that Hong Kong will continue to work hard on the fight against the virus and that more citizens become willing to be vaccinated as soon as possible. We can reduce casualties and return to everyday life through those efforts and re-build the communication between Hong Kong and Mainland China again.



# How Industry 4.0 Technologies are Changing the Manufacturing Industry? 工业4.0如何改变制造业?

「工业4.0」是现代制造业的常用术语·也模拟新时代制造业的景像。 工业 4.0 似乎正在改变生产、运营、劳动力以及组织转型的规则。然而·工业4.0带来了哪些变化和机遇?

### 什么是工业4.0

工业4.0 第四次工业革命·利用智能数字技术提供实时决策·从而提高生产和运营的生产力、灵活性和敏捷性·从而制定智能制造和智能工厂。而背后·工业4.0 由物联网(IoT)、人工智能和机器人、数字化和大数据、3D 打印和网络安全组成。

例如·工业 4.0可以传输互连整个生产过程的数据。当企业资源规划系统(ERP)产生运营数据时·传感器会收集并传输从初期设计到成品的整个价值链·以创建一定程度的可见性和自动化。

"Industry 4.0", a commonly-used term in the modern manufacturing world, and has been simulating the picture of new era of manufacturing industry. It seems that industry 4.0 is altering the rules of production, operations, workforce, as well as transforming organizations. However, what are the changes and opportunities of industry 4.0 bring?

### What is Industry 4.0?

Industry 4.0, the fourth industrial revolution, which utilizes smart digital technologies to deliver real-time decision making, from then to enhance the productivity, flexibility and agility of production and operation, thus formulates smart manufacturing and smart factory. Behind those scenes, industry 4.0 composed of Internet of Things (IoT), Al and robotic, digitization and big data, 3D printing and cybersecurity.

For instance, Industry 4.0 transfers digital data that interconnected the whole production process. While ERP generates operational data, the sensors collect and transfer from the initial design to the finished part, throughout the value chain to create a level of visibility and automation.

### 大真正的商业价值

工业 4.0 为降低运营风险和提高生产力提供了使佳的机会。实时性替代了现场人工检查;我们可以随时随地轻松监控整个制造过程。大数据还可增强预测性 减低机器停机之风险,从以降低维护成本及有效管理资产,促使流程更快、更高效、更灵活,从而提高产品的质量和生产力。

先进技术有助于为行业创新和增长创造新机遇。在整个服务客户旅程中,客户体验将由信息、分析和定制驱动。实时数据增强了内部和外部的互动,能够将产品和服务货币化,从而促进创新和推动增长。

工业 4.0 的采用正在欧洲、美国和亚洲的公司中竞相采用。建立一个生态系统来连接供应商、客户和利益相关者之间的互动,因此可以无缝地合作。若果工业 4.0 技术落后,可能会导致组织的数字化程度不足,难以匹配整个供应链, 并削弱竞争优势。

您准备好迈出工业 4.0的第一步吗?

#### **Driving Real Business Value**

Industry 4.0 provides an incredible opportunity to reduce the operational risk and enhance the productivity. The real-time visibility can replace manual inspection; we can easily to monitor the whole manufacturing processes anytime, anywhere. Big data also help to minimize the risk of machine downtime, enhances predictive measurement to reduce the maintenance cost and well-manages the assets, as well as enable make process faster, efficient and flexible, to enhance quality and productivity of the products.

Advanced technologies help to create new opportunities for industry innovation and growth. Across the customer journey, that customer experience would be driven by information, analytics and customization. The real time data enhances the interaction both internally and externally to better monetize products and services, as a result of facilitating innovation and driving growths.

The adopting of industry 4.0 is racing among the companies in Europe, the U.S. and Asia. Building up an ecosystem to connect and interact between suppliers, customers and stakeholders, thus altogether can work seamlessly. Falling behind in adopting industry 4.0 may cause organizations not to be digitized arough to match the whole supply chain and weaken the competitive edges.

Are you ready to take the first steps in 4.0 levels?



## Milton Received the Certificate of **Excellence by INEOS Styrolution**

万通荣幸再次获英力士苯领颁发 「2019杰出经销商奖」









英力士苯领是一家领先的全球苯乙烯系列产品 供货商,专注干苯乙烯单体、聚苯乙烯、ABS 通用材料和苯乙烯特殊材料。自2007年以来, 万通一直与英力士苯领保持紧密的合作关系。

万通很荣幸再次获英力士苯领颁发「2019杰出 经销商奖1,同时也是唯一一家大中华区公司 获得此卓越奖的经销商,以此表彰我们在2019 Although this year, due to the epidemic, we were not 年度中出色的销售表现。由于疫情影响,颁 奖典礼被推迟并于2021年4月在网上举行。 英力士苯领副总裁 – 特殊材料Paulo Motta 先生和亚太区销售总监 - 特殊材料Ravi Ponnuswamy先生,万通的总经理李俊文(Danny) 先生和高级经理陈贞美(Amv)女士,通过在线 形式参加广州颁奖典礼,一同见证颁奖仪式。 英力士苯领大中华区销售经理贸易商管理及改 性, 特殊材料谭呈祥先生颁授奖项予万通运营 经理徐芳(lvy)女士。

万通总经理-李俊文(Danny)说:「我们很高 <u>兴再次获得这项殊荣。在这</u>一年里,采购部 物流部、技术服务部和业务拓展部的团队奋力 拼搏,齐心协力,取得了理想的成绩,感谢团 队的努力和客户的信任,奖项加以肯定我们的 努力和对工作的热情,我们期待着再继续共同 前进和实现理想的成绩。」

INEOS Styrolution is the leading global styrenics supplier with a focus on styrene monomer, polystyrene, ABS Standard and styrenic specialties. Milton has been working with INEOS Styrolution since 2007.

We were proudly announced that we have once again been the only one to receive the Certificate of Excellence in Greater China, in the recognition of our outstanding performance in the 2019 Distribution Scorecard Program. Due to the COVID-19, the presentation ceremony was postponed and held online in April 2021. Mr. Paulo Motta, Vice President, Business Management, Specialties, Asia Pacific and Mr. Ravi Ponnuswamy, Sales Director, Asia Pacific, Specialties Compounding, Distribution, Package, TSLO from IN-EOS Styrolution, Mr. Danny Li, General Manager and Ms. Amy Chan, Senior Manager from Milton, were participated through an online meeting to witness the award presentation in Guangzhou. Mr. Caspar Tan, Industry Lead, Distribution, Compounding & TSLO Specialties of INEOS Styrolution presented the award to Ms. Ivy Xu, Operation Manager of Milton.

able to exchange technical knowledge in person or visit different companies and our business partners as in previous years did. The epidemic might block people's social distance, but it cannot block us from communicating and sharing knowledge with each other. Our technical specialists from different regions and branches presented their research results through online meetings, and the management and relevant department heads of Milton are invited to attend the presentation. Our technical experts reported and discussed with the attendee enthusiastically on environmental protection materials, healthcare industry trends, latest production technologies and different new material applications.

General Manager of Milton - Danny said, "We are very pleased to receive this prestigious award again. During the year, our colleagues from purchases, logistics, technical services and business development team were striving and working together to achieve the optimal result, thanks to the hardworking of the team and the trustfulness of our customers, our value and positioning of project management is well recognized. Once again, thanks for awarding our hard and passionate work, we look forward to achieving and moving forward together."





# The 6th Hong Kong SME Business Sustainability Index (HKSMEBSI) Recognition Ceremony 第六届「香港中小企企业可持续发展指数」









「香港中小企企業可持續發展指數」 (HKSMEBSI)是由香港中文大學(中大) 商學院商業可持續發展中心每兩年編制及 發表一次,旨在啟發中小企以企業社會責 任(CSR)作為管理模式,實現業務可持續發 展,並為中小型企業提供業務可持續發展 的標杆。自 2012 年起,每兩年邀請在企 業社會責任實踐方面表現出色的中小企業 參與評估,以評估其企業社會責任管理和 績效。

万通集团一直致力于承担商业实践的责任,并获得了许多企业社会责任和商业可持续发展奖项的认可。因此,我们受邀参加第六届香港中小企业可持续发展指数(HKSMEBSI)评估。

今年,嘉许典礼及论坛在沙田凯悦酒店举行,以表扬卓越成绩的企业。 万通集团董事总经理廖锦新先生(Sunny)受邀出席并领取证书。 Sunny 表示:「我们很高兴看到香港的中小企业越来越关注企业社会责任和业务可持续性。 在万通,我们会继续努力成为业界的榜样,携手推动关爱、责任和可持续发展的业务。」

Hong Kong SME Business Sustainability Index (HKSMEBSI) is compiled and announced bi-annually by the Centre for Business Sustainability at the CUHK Business School. HKSMEBSI aims at inspiring SMEs to adopt the corporate social responsibility (CSR) as a management model to achieve business sustainability, and provide a benchmark of business sustainability for the SME sector. Since 2012 SMEs with an outstanding track record in CSR practices, are invited to join this assessment to evaluate their CSR management and performance biennially.

Milton Group is very committed to responsible business practices and recognized by a number of CSR and business sustainability awards. Therefore, we were invited to join the 6th Hong Kong SME Business Sustainability Index (HKS-MEBSI) assessment.

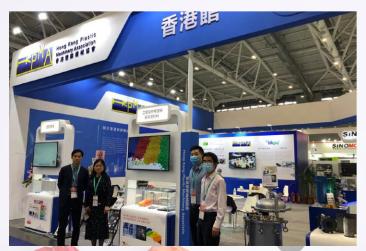
This year, the recognition ceremony and forum took place at Hyatt Regency Shatin Hotel to celebrate excellence. Mr. Sunny Liu, Managing Director of Milton Group, was invited to join and receive the certificate. Sunny said "We're glad to see SMEs in Hong Kong have shown growing concerns for CSR and business sustainability. At Milton, we strive to demonstrate the role model and join hands to promote caring, responsible and sustainable business."



## Milton Joined Hands with Hong Kong Productivity Council (HKPC) @ CHINA-PLAS 2021

万通再携香港生产力促进局参展国际橡塑展2021









第34届国际塑料橡胶工业展览会(CHINAPLAS 2021)是世界领先的塑料和橡胶贸易展览会,于2021年4月13日至16日在深圳世界会展中心举行。

万通与香港生产力促进局(HKPC)携手合作·展示工业4.0的应用和全方位的解决方案。在香港馆内展示了一条智能制造生产线·展示了碳纤维技术的成型过程及其在汽车上的应用。此外·我们还展示了工程塑料和特种聚合物的最新应用·我们的技术专家在现场支持·分享塑料的创新解决方案和趋势。



The 34th International Exhibition on Plastics and Rubber Industries (CHINAPLAS 2021), the world's leading plastics and rubber trade fair, was held on April 13-16, 2021 at Shenzhen World Exhibition and Convention Center.

Milton joined hands with Hong Kong Productivity Council (HKPC) to demonstrate the practical and all-round solutions of industry 4.0. A smart manufacturing production line was shown in the Hong Kong Pavilion, where we demonstrated the molding process of carbon fiber technology and its application in automotive. In addition, we showcased the latest applications of engineering plastics and specialty polymers,

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## Milton Deep Plowed Engineer Plastics Knowledges 万通深耕塑料知识



虽然众所周知TPE有出色的包胶性能,能与多种产品结合,并广泛应用在不同行业中,但产品开发过程着实会遇到不少困难和挑战,这正正是万通项目管理的优势和知识传承的企业文化。

TPEs work excellently when bonding with different engineer plastics and can be applied with a wide range of products for a variety of applications in different industries. However, the product development process does encounter a lot of difficulties and challenges, which is exactly the strength of Milton's project management and corporate culture of knowledge transfer.







近月,万通内部分别就热塑性弹性体 (TPE)和电动工具举办了两场技术研讨会,我们通过跨部门的携手合作,整合过往不同地同、行业及品牌的成功案例,以及行业最新趋势和相关应用技术,为业务开发的同事增加更多「落地」的塑料知识,相互交流项目开发的经验,力助客户开创更多市场商机。

In recent months, Milton held two internal technical training on thermoplastics (TPE) and Power tools applications separately. Through this cross-department cooperation, we integrated past successful cases from different regions, industries and brands, as well as the latest industry trends and related application technologies. We adding more "down-to-earth" plastic knowledge for Business Development colleagues and exchanging project development experiences with each other to help customers create more market opportunities.





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### **Guest Speaker @ CityU SHARP Forum**

### 嘉宾讲者 @城市大学尖端论坛



城大尖端论坛是一个集思广益的平台。为 了传播创新的视野和拓展知识的界限,论 坛会定期邀请不同领域的专家来分享经验 和提供意见。

在6月17日·万通集团行政总裁廖锦兴博士(Bobby)被邀请在尖端论坛分享一个名为「中断供应链:具商业韧性的创新解决方案」的讲座。不可预测的情况或灾难(如:2019冠状病毒)会导致供应链中断,甚至造成重大的管理和财务后果。

嘉宾们从不同角度分享如何通过创新的 策略和智能科技来降低供应链中断的风 险。Bobby则从制造业的角度分享了如何 透过创新的模式管理供应链,以及供应链 行业未来有甚么潜在的变化。 SHARP Forum is a thought-provoking platform that the platform will invite leading business experts to share their experiences and advice regularly, which to spread innovative insights and stretch knowledge boundaries.

On 17 June, Dr. Bobby Liu, CEO of Milton Group, was invited as the guest speaker for SHARP Forum on the topic of "Managing through Supply Chain Disruptions: Innovative Solutions for Business Resilience". Since the supply chain disruptions caused by unforeseen events or catastrophes, like COVID-19, often pose substantial operational and financial consequences.

The panel speakers shared their insight on how companies might mitigate the disruption risks with innovative strategies and smart technologies from different perspectives. Dr. Bobby Liu shared his insight from a manufacturing point of view, which he discussed how can to manage supply chain disruptions by adopting innovative solutions and what is the prospective changes to the supply chain future.

顺丰速运(香港区)的首席营销官叶浩霖先生介绍了物流业如何成为供应商和顾客之间的桥梁,并举出物流业是其中一个关键元素去连接供应链。他展示了顺丰速运如何使用创新的解决方法来应对在这具挑战性的时期。天星银行执行长姚文松先生讨论了相对传统银行,使用虚拟银行来管理供应链中断的优势。

专题讨论环节,嘉宾们向观众分享了供应链行业的未来发展,以及使用真实案例解释新科技-人工智能和大数据在供应链中的重要性。

是次活动得到了大量线上和线下的专业人士和从 业者踊跃参与,并对讲者们的演说和分析观点赞 不绝口,整体获得一致好评。







Mr. Keith Ip, CMO of S.F. Express Hong Kong, presented how logistics is the bridge between supplier and customer, and this is the element to connect the supply chain as his topics. He demonstrated how SF Express applied innovative solutions during this challenging moment. Mr. Ronald Iu, CE of AirStar Bank, discussed the advantage of using the virtual bank to manage supply chain disruptions compared to traditional banking.

Followed the panel discussion, the speakers shared and gave new insight to the audience on supply chain fortune, also the real cases were used to explain how the new technology - AI, big data can contribute on supply chain industry.

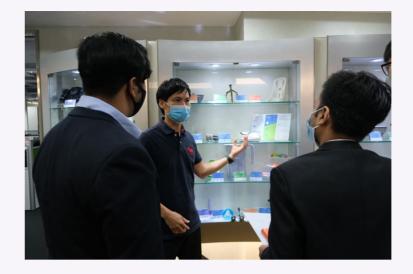
The event was attended overwhelmingly by professionals and industry practitioners both online and offline, as well as well-received many favorable remarks about the speech and insight on the future of the Supply Chain industry.

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# Dr Bobby Liu as a Mentor for PolyU "INSPIRE" Mentorship Programme 廖锦兴博士担任理大 "INSPIRE"导师计划的导师







"INSPIRE "导师计划是由理大组织为学生提供一个向社会领袖学习机会的渠道,万通集团行政总裁廖锦兴博士(Bobby)被再次获邀成为该计划的导师之一。

5月下旬,第一次导师 - 学员的会面在万通总部举行。今次有5位学员来自不同国家、年级及学系,他们来自孟加拉国、尼泊尔、韩国和香港,但一致地抱有对初创和职场的憧景。Bobby除了分享他创业的经过和点滴外,更给予学员装备自己的意见和心得。Bobby的成长及创业的历程无疑是青少年的模范榜样及人生导师,曾与Bobby倾谈的青少年均能被他坚毅不屈的精神所感染和有所启发。

会议讨论了从自我成长教育到职业理想和职业发展的话题。在会议期间,双方都积极主动地讨论了这个话题,被学生们通过Bobby分享的经验,实现了个人和职业发展的启发。

"INSPIRE" mentorship program is organized by PolyU to provide a channel for students to learn from community leaders, and Dr. Bobby Liu (Bobby), CEO of Milton Group, was again invited to be one of the mentors of the program.

The first mentor-mentee meeting was held at the Milton headquarters in late May. This time there are 5 PolyU students from different countries, grades and departments. The students came from Bangladesh, Nepal, South Korea & Hong Kong, but they all have a vision for start-ups and the workplace. In addition, beside to sharing his entrepreneurial experience and insights, Bobby also gave own opinions and experiences to the mentee. Undoubtedly, Bobby's growth and entrepreneurial journey is a role model and life mentor for young people. The young people who have talked with Bobby can be infected and inspired by his perseverance.

The meeting discussed topics ranging from self-growth education to career aspirations and career development. During the meeting, both sides proactively discussed this topic and the students were inspired by Bobby's shared experiences for their personal and professional development.







#### 甚么是青年人的宝藏?

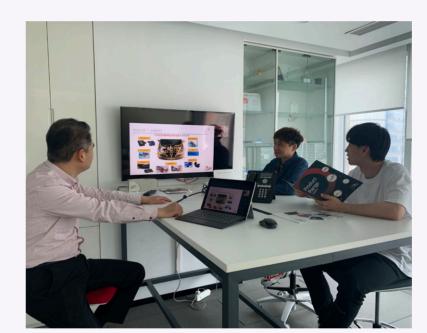
万通荣幸地为他们提供实习计划,为青年带来宝贵的机遇。今年,我们为学生们提供了几个实习名额,让他们可以拓展视野,获得真正的工作经验。我们不仅提供机会来帮助他们增加职场的竞争优势,而且还让他们以企业家角度来分析问题,把他们的想法带到万通。我们很高兴收到许多实习意向和申请,并期待着这能够为我们双方的工作带来启发。

#### What is the treasure of youth?

We are proud to say that our internship program provides the greatest opportunities for youth treasure. This year, we offer a few seats for the students to join us, which could let them to expand their horizons and get hands-on experience on real workplace. We are not only providing the chance to enhance their competitive edge, but we also let them being an entrepreneur to bring their ideas to Milton. We are excited to receive overwhelming responses and applications, and look forward to working and inspiring from both of us.







"在4个多月的实习过程中,我感受到了港塑的团队合作精神。在新领域客户的开发阶段,大家会共同努力开发新客户,例如医疗保健领域。在与客户的合作中,我们以提供全方位的解决方案来服务客户。待BD跟进的客户中若出现问题,TS的同事则会尽力帮助解决各种麻烦。在如此完美的工作环境下,领导放心,同事安心,实习生开心,港塑必将蒸蒸日上。"

#### 孫思宇 - 业务拓展部实习生

"During my internship of more than 4 months, I felt the teamwork spirit of Milton. During the development phase of customers in new areas, we all work together to develop new customers, such as the healthcare field. In working with customers, we serve them by providing a full range of solutions. If our following up customer have any problems, that TS colleagues will try their best to help solve all kinds of troubles. In such a perfect working environment, all the team members do the best of their part, I believe that Milton is bound to prosper.

Kris Sun - Intern from Business Development Department



# Dr. Bobby Liu Invited as HKPASEA Talk Series Guest Speaker 担任「卓育菁莪」中学生生涯规划讲座分享嘉宾



相信大多年青人对将来的前途和职业路向都感到彷徨,不知应如何选修学科、现实的职场社会是如何、营商和科技发展有甚么机遇。因此,集团行政总裁廖锦兴(Bobby)博士积极参与由香港专业及资深行政人员协会(专资会)举办之「卓育菁莪」中学生生涯规划讲座,希望让同学了解工业现况、发展前景,及早规划人生,好好装备自己。

最近Bobby与香港青年协会李兆基书院的中四及中五学生分享其创业的奋斗故事,以个人自身勤奋故事,分享宝贵的人生经验和挫折,鼓励年青人积极及正面面对未来。Bobby更与同学们阐释人工智能、大数据、物联网等等市场大趋势的真知灼见,藉以协助同学们扩阔视野,筹划未来。

We understand that many youths are confused about their future and career paths. They don't know how to choose academic majors, how the real workplace is like, and what opportunities there are for business and technological development. Therefore, Dr. Bobby Liu, CEO of Milton Group, actively participated in the HKPASEA talk series to help the middle school students which organized by the Hong Kong Association of Professionals and Senior Executives (HKPASEA). He hoping to let students understand the current situation of the industry, development prospects, and plan for their life earlier to well equip themselves.

Recently, Bobby shared his entrepreneurial journey with the F.4 – F.5 students of HKFYG Lee Shau Kee College. He takes his personal hard work stories and valuable life experiences to encourage young people to face the future positively. Bobby also explained with the students the insights of the market trends such as artificial intelligence, big data, and the Internet of Things, so as to help students broaden their horizons and plan for the future.







## Festival Celebration & Service Award 节日庆祝&长期服务奖

















### 20 年金奖

MAGGIE-SH Ricky-dg





### 10年金奖

AMY-HK LOUISA-HK CONIE-HK IVY-SH YOYO-SH











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