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圣诞节聚会



Technical services team experience sharing meeting ★★★★★

Our Technical Services (TS) team holds annual knowledge sharing meeting every year, which involves members interacting to share ideas, information, and suggestions relevant to the team's task at hand. This year, our TS team came from different regions as a three-day knowledge sharing tour in Shanghai and Wuxi on 4-6 December 2019.

On the first day, the technical team has an internal meeting and shared their findings and insights from their own research topic. Followed, the team has visited some of our strategic suppliers including Covestro, KRAIBURG TPE and Lanxess, which served as a platform for dynamic networking and experience sharing.

Mr. James Yip, Assistant Technical Manager, said, "Our teammates can widen and deepen the technical knowledge and share important lessons to address practical technical issues."

In addition, the team has visited the key customers in Wuxi and discussed the latest projects and market trends to exchange creative solutions in a hands-on and experiential manner.

"We shared insights and learnt from others' experiences, which can enhance team performance and strengthen our competitive advantage by leveraging the collective knowledge of a team. Knowledge sharing leads to superior team performance and that is one of the sources of competitive advantages at Milton." Mr. Luke Ding, Technical Manager, concluded.



技术服务部知识交流会

我们的技术服务团队每年均会举行知识交流会，汇聚各地区的同事，以互动的形式分享其特定的年度主题，交流不同的技术资讯。今年，技术服务团队于12月4日至6日在上海和无锡举行了三天的知识交流之旅。

第一天，技术服务团队召开内部会议，大家按照其技术主题分享研究结果和卓见。随后，团队拜访了我们几位主要的战略合作伙伴，包括科思创、凯柏胶宝和朗盛，成为了大家共同探讨和经验分享的平台。

技术服务部副经理叶文达说：“透过技术交流会，我们的团队可以拓宽和加深技术知识，并分享解决实际技术问题吸取宝贵的经验。”

此外，技术团队拜访了无锡的重点客户，共同商讨最新项目和市场发展趋势，交流创新的解决方案。

“我们互相分享见解，从经验中学习，通过凝聚知识来提昇团队技术和服务水平，藉以增强我们的竞争优势，这也是万通优胜之一。”技术经理丁昕炜总结道。



Dr Bobby Liu was elected as President of Hong Kong Young Industrialists Council

Dr Bobby Liu, CEO of Milton Group, was elected as President of Hong Kong Young Industrialists Council (YIC) and inauguration ceremony was held at Hong Kong Convention and Exhibition Center on 21 Nov 2019.

Bobby is the awardee of Young Industrialist Awards of Hong Kong 2009, in the recognition for his distinguished achievements and contributions to industrial and economic development. Since then, Bobby has been actively participating and supporting YIC in different aspect, at the aim to promote the development of Hong Kong industries, strengthen economic and trade relations between Hong Kong, China and other foreign countries, so as to sustain Hong Kong's economic prosperity.

Bobby was unveiled the official opening with the honourable guests from the government, special representatives and professionals from industry. In the opening remarks at the inauguration ceremony, Bobby said, "The theme of this year is "同心求創新 塑造新機遇", the word "塑" in Chinese means "plastics" and "creation", by the means of shaping the future and grasp the opportunities . Plastics applies in our daily life and also a cornerstone of Hong Kong's solid foundation. Its applications range from simple household goods to various high-end technology products, which is the best proof of Hong Kong's success of continuous innovation."

He continued, "Hong Kong" is our home, "youth" is a family for the future of society and the country, and "industry" is the foundation of it and supports the life and development of the world. The uniqueness of YIC are a combination of the above.

In the coming year, Bobby will lead YIC to continue to promote Hong Kong industry in the international market and further strengthen the contributions to the society.



廖锦兴博士荣任香港青年工业家协会新届会长

香港青年工业家协会暨基金会就职典礼于11月21日在香港会议展览中心隆重举行，万通集团行政总裁廖锦兴博士正式荣任新一届会长。

廖锦兴博士是「2009年度香港青年工业家奖」得奖者，表彰他在工业界卓越的成就和对经济及社会发展的杰出贡献。此后，廖博士一直积极参与和支持协会的各项工 作，促进香港工业的发展，并加强香港、中国和其他国家的经贸关系，共创经济繁荣。

廖博士在开幕式上与政府专员、行业代表和业内人士共同揭幕。廖博士于致辞时表示：「『同心求创新，塑造新机遇』是今年就职的主题。『塑』，除了塑造未来机遇外，亦是代表香港发迹的基石，应用范围从简单的家居用品，扩展至各种高端的科技产品等等，正是香港工业持续创新的最佳印证。」他续称，『香港』是我们的家、『青年』是一个家庭、社会同国家的未来、而『工业』正是社会的根基，支持着世界的生活同发展；三者的结合，正是协会独特之处。」

来年，廖博士将带领协会继续推动香港工业发展，迈向国际化和稳健发展的征途。

Mr Bobby Liu graduated from the City University of Hong Kong with a doctorate in business administration

Congratulations to Mr Bobby Liu, CEO of Milton group, dedicated to achieving the Doctor of Business Administration (DBA) from City University of Hong Kong (CityU), which is recognised as one of the highest-ranked DBA programmes in the world.

Bobby said, "I think curiosity, kindness, and perseverance are of outsized importance. My pursuit of lifelong learning grew from these values. After completing my master degree at the CityU, I continued to pursue my doctoral degree in an endeavor to push my academic curiosities to new and challenging places."

Bobby strongly advocates for lifelong learning and thus aligned with a culture of learning in Milton. DBA journey was challenging, but through his "never given up" attitude, passionate for change and pioneering new initiatives, realizing Milton's core value.

Perseverance and curiosity are vital

In terms of personal attitudes and values, Bobby Liu Kam-hing believes that, along with kindness, curiosity and perseverance are among the most important qualities for anyone looking to live a meaningful life and make the most of their potential.

In his own case, innate curiosity has made him a lifelong learner who saw the CityU DBA as the next logical step after completing a master's at the same university. He was spurred by a desire to pursue more in-depth academic research and produce findings that could have a positive impact to improve aspects of the international supply chain.

Liu, who is chief executive officer of Milton Holdings International, a supplier of engineering plastics and special polymers, wrote his thesis on the risk management of order fulfilment for the plastics industry in China. He wanted to show that order fulfilment is not just a matter of providing goods and services at a designated time and place. The process also has financial and reputational

implications, and even the largest companies can see volatility in their stock prices if they fail to execute order fulfilment effectively.

"My research examined the upstream risk concerning this indispensable part of many industries," Liu says. "I wanted to identify the risk factors that can hinder the process and how improvements in performance could help various parties along the supply chain. I also planned to identify the standard practices used by companies considered outstanding in this area."

Achieving that, not surprisingly, demanded a fair amount of perseverance. It required a series of interviews with senior managers across the sector, but getting access to targeted respondents in China was often more difficult than expected. Their feedback, however, was essential for later qualitative analysis and working towards viable conclusions.

"There were few existing academic studies that could provide related information on upstream order fulfilment, so I had to find out which risk factors



Bobby Liu, CityU DBA graduate

have most relative importance for the industry and come up with a comprehensive list as a point of reference," Liu says. "As a result, my study provides a way for the plastics industry to evaluate these processes, which can have a tremendous effect on downstream industries, too."

Liu recognises that the DBA gave him a chance to delve deeper into complex business issues and concepts and boost his critical and analytical thinking. "My general advice to candidates is to be ready to adjust your area of research if the initial topic is not significant enough, and to keep close to your supervisor and professors."

廖锦兴先生获香港大学城工商管理博士学位

祝贺万通集团行政总裁廖锦兴先生荣获香港城市大学 (CityU) 工商管理博士 (DBA) 学位，该课程被公认为是世界排名最高的DBA课程之一。

廖锦兴先生说：“我认为好奇心、亲切和毅力这些特质是极其重要的，我对终身学习的追求正源于这些价值观。完成城大的硕士学位后，我继续攻读博士学位，奋力将我的学术好奇心推向新的、更具有挑战性的领域。”

廖锦兴先生大力提倡终身学习，与万通的学习文化相一致。这段DBA的学习旅程充满挑战，但他以“永不言弃”的态度、热衷于变革和开拓新方向的精神，实现了万通的核心价值。



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本文关键词: 医疗 汽车 塑料包装 包装

合资建厂 去易取难 看万通如何转型材料“全方位解决方案”提供商

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董健玲

30年前,两兄弟廖锦兴及其哥哥廖锦新,揣着5万元港币,在香港成立万通塑料有限公司(以下简称“万通”),开启国际高分子聚合物代理的创业之路。

在创业初期,廖氏兄弟主要帮助与香港一河之隔的深圳及东莞等地的内地企业采购国外品牌高分子聚合物。

全方位服务

随着改革开放的推进,中国汽车、消费电子、医疗等终端行业的快速发展,不少国外企业直接在中国投资建厂,也有不少本土企业走出国门,与国际品牌同台竞争。他们对高品质高分子聚合物的需求与日俱增,简单的材料采购服务已经无法满足这些企业的需求,廖氏兄弟及时调整公司发展战略,以项目管理为主导,在产品初期与设计师进行合作,为品牌企业提供技术支持与材料解决方案的“一站式全方位服务”(One-stop total solution)。

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万通技术团队

融合中西方文化,突破思维

万通作为一家土生土长的香港企业,公司有一半以上的员工在内地办公、开展工作,公司也吸纳了不同国籍的员工。在多文化交融之下,万通既保留了中国传统文化精神——能够吃苦耐劳,开拓进取,同时也吸收了西方先进的管理经验——重视契约、规则,中西结合能够灵活应对市场的变化。

Interviewed by Adsales on latest corporate development

Mr Bobby Liu, CEO of Milton Group was interviewed by Adsale China Plastics and Rubber Journal (CPRJ), a leading printed and on-line trade journal publisher of plastics and rubber in China.

The interview covered Milton's latest development of 3D printing service and biodegradable thermoplastic elastomer (TPE). Moreover, Bobby shared his insight on automotive and medical industry and how Milton position to capture the market growth and future plan of market expansion.

To find out more details, please visit [HERE](#).

廖锦兴先生就企业最新发展接受雅式采访

万通塑料有限公司集团(万通)行政总裁廖锦兴先生接受雅式《CPRJ中国塑料橡胶杂志》--中国塑胶行业领先的电子贸易期刊出版商的采访。

采访中提到了万通最新开发的 3D 打印服务和可生物降解热塑性弹性体(TPE),同时廖锦兴先生还分享了他对汽车和医疗行业的见解,以及万通如何把握市场发展定位和未来市场扩张计划。

欲了解更多详情,请点击[这里](#)。



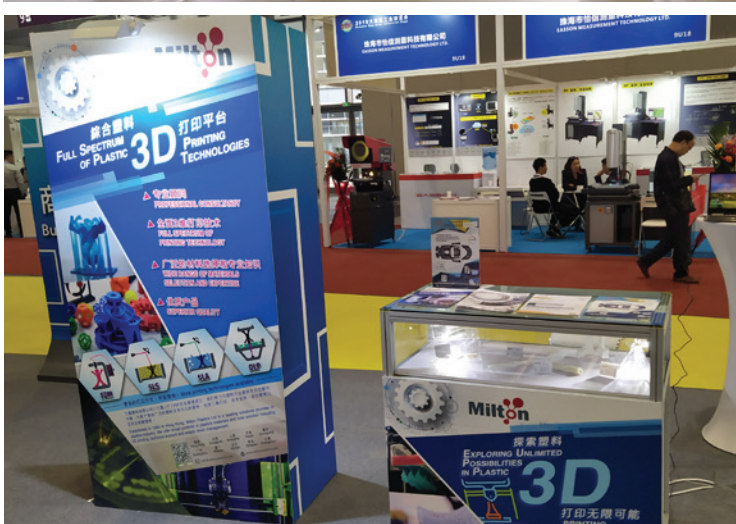
“根据我们的经验,有超过一半的设计师,由于不熟悉高分子聚合物特性,最终导致产品无法实现量产。”廖锦兴说,“万通帮助他们少走产品设计的弯路,将创意落地孵化。”

万通的“全方位服务”不仅建立在与凯柏胶宝、科思创等国际化工企业的战略合作伙伴关系之上,同时也在不断拓展服务范畴。如2017年,万通启动3D塑料打印技术服务,并在2018-2019期间分步为香港和内地的中小型塑料企业提供首次免费3D打印服务,帮助潜在用户体验先进3D打印技术,广受企业欢迎,更是首间荣获由香港特别行政区工业贸易

Milton showcased its 3D printing service at DMP 2019 Exhibition

Our 3D printing solution was demonstrated at the 22nd DMP International Mould, Metalworking, Plastics & Packaging Exhibition (DMP 2019), which took place November 26 - 29, 2019, at Shenzhen World Exhibition & Convention Center, Hall 9.

As one of the largest machinery exhibitions in the South China region, DMP 2019 features high precision machineries and equipment. This year, the 3D Printing HK Pavilion is a newly added zone. We are honored to be invited as one of the suppliers to illustrate how our technical services can aid customer throughout the whole project cycle, from material selection to finished parts. As a full spectrum plastics 3D printing provider, various 3D printing samples were displayed to assist customers in identifying which printing method fits their requirements.



万通携三维打印解决方案精彩亮相 DMP2019

2019年11月26日至29日，第22届 DMP 国际模具、金属加工、塑胶和包装展览会(DMP)在深圳国际会展中心9号展馆举行，万通携三维打印解决方案于香港三维打印行业的「香港馆」精彩亮相。

作为华南地区最大的机械展览会一，DMP 2019 主要展出高精度生产机械及设备，三维打印「香港馆」是首年增设的展区，我们很荣幸被邀请作为参展商之一，展示我们的技术服务如何从材料选择到生产的整个项目周期提供全面的支援服务。

作为一家一站式及全面的三维打印供应商，我们展示了种类丰富的三维打印样品，以满足客户对不同打印技术的需求。



Our Partners 合作伙伴

Knowledge sharing with Lanxess in Shanghai office

Knowledge sharing seminar with Lanxess was held in Shanghai office in Oct 2019. The aim of the seminar was to highlight the latest materials applications in auto parts and electrical and electronics industry.

Our business development team had a fruitful discussion with Lanxess on materials applications and case study. The seminar bore fruitful results on how we can learn from each other and to share best-practices and market trend in the industry.

"We are grateful to Lanxess's technical team for meeting with us, and look forward to collaborating with them in the future." Ms. Irene Lee, Senior Manager of Business Development said concluded the seminar.



与朗盛召开知识分享研讨会

我们于2019年10月在上海办事处与朗盛举行知识分享研讨会，会议主要分享朗盛在汽车零部件、电气和电子行业中的最新应用。

我们的业务开发团队与朗盛技术团队就材料应用和案例研究进行了热烈的讨论，使我们能够互相学习、并分享行业实践经验和市场发展趋势。

"我们衷心感谢朗盛技术团队与我们会面，并期待未来能有更多合作机会。" 业务拓展部高级经理李嘉御女士在研讨会结束时说。

Awards 奖项



Milton seizes "Partner Employer Award" for the 3rd consecutive year

Milton takes great pleasure in receiving the "Partner Employer Award 2018/19" for the 3rd consecutive year in recognition of its social responsibility and commitment to fostering young people by offering internship opportunities to qualified young graduates.

Organized by the Hong Kong General Chamber of Small and Medium Business, the Partner Employer Award Scheme has encouraged local enterprises to offer employment or internship opportunities to youngsters so that they may accumulate work experience and build up a positive working attitude, helping them assimilate quickly into society.

Milton seeks to harness the power of the innovative spirit of young people as a positive foundation that can help to prepare them in facing the market challenges ahead.



连续三年荣膺「友商有良」企业嘉许状

万通连续第三年荣获「友商有良 2018/19 企业嘉许状」，此嘉许表扬了万通积极履行社会责任和在提供实习机会、支援本地年轻毕业生就业方面所作出的贡献。

「友商有良」嘉许计划由香港中小型企业总商会举办，旨在鼓励本地企业聘用本地院校学生及毕业生，给予实习机会，以助学生累积工作经验，培养积极正面的工作态度，以提升他们在市场上之竞争力。

万通以年轻人创新精神力量为基础，帮助他们积极面对市场挑战，为迎接未来作好准备。

Milton upholds Corporate Social Responsibilities, recognized by The 10th Hong Kong Corporate Citizenship Award for the 3rd consecutive year

"We have an obligation, and it's our privilege, to give back to the community by positively impacting people and the society.", once said by our CEO, Mr. Bobby Liu. These years, Milton actively shoulders its corporate social responsibilities through participation in various social services and charitable functions.

Milton recently received "the 10th Hong Kong Corporate Citizenship Award", organized by the Hong Kong Productivity Council (HKPC), for our notable CSR contribution and social services engagement. We are honored to receive this award for the third consecutive year, we will continue to show our care for the community, and build a cohesive society.



坚持履行企业社会责任，万通连续三年荣获「香港杰出企业公民奖」

"我们有义务，同时也有责任通过对人民和社会的积极影响来回馈社会。" 万通创始人廖锦兴先生曾经说过。多年来，万通也一直实践该理念，积极参与各项社会服务和慈善活动，承担企业社会责任。

我们很荣幸连续三年获得由香港生产力促进局（HKPC）颁发的「第十届香港杰出企业公民奖」，表彰万通于企业社会责任和服务方面的贡献和成效。我们承诺将继续支持和关爱社区，一同建设有凝聚力的社会。



万通连续七年荣膺「工业献爱心」嘉许认证

万通荣获「工业献爱心 2019」再次肯定了我们在商业实践中融入企业社会责任理念的努力。

今年，由香港工业总会（FHKI）举办的第七届「工业献爱心」表扬计划吸引了多达 110 家企业的参与。我们荣幸成为履行企业社会责任的一员，为社会建设积极变革，创造共同价值。



Milton achieves industry care recognition for seven straight years

The achievement of "Industry Care 2019 award" once again recognizes our endeavours in incorporating CSR spirit in day to day operations.

This year, the 7th Industry Cares Recognition Scheme, held by the Federation of Hong Kong Industry (FHKI), attracted participation from 110 companies. We are honored to be one of them to fulfil CSR in pursuit of building positive change for society and creating shared value.



Milton joined Joyful@Healthy Workplace

Milton strives to create a healthy workplace and recently joined the "Joyful@Healthy Workplace", jointly organized by the Department of Health and the Occupational Safety & Health Council.

The program aims to encourage employers and employees to create a joyful and healthy working environment on the three major areas, namely "Healthy Eating", "Physical Activity" and "Mental Well-being"

We strongly believed that the work and health are closely related, a healthy workplace not only protects the physical well-being and life of employees, and it also enhances productivity and competitiveness. The Organizer will provide a series of activities to assist us to create a joyful and healthy working environment and eventually leads to a win-win situation for both employers and employees.



Health tips from Milton 2018 sovenirs

万通加入「好心情@健康工作間」计划

万通致力于创建一个健康的工作场所，近期加入了由卫生署和职业安全健康局联合举办「好心情@健康工作間」计划。

该计划旨在透过举行一系列活动，让雇主及雇员一同携手创造健康及愉快的工作环境，并以三大行动领域：健康饮食、体能活动及精神健康为重点，提升身心健康。

我们坚信工作与健康息息相关，一个健康的工作环境，不单保障员工的身心健康，亦有助于提高生产力和竞争力。主办方将提供一系列活动，协助我们创建一个快乐而健康的工作环境，从而达至雇主和雇员双赢的局面。



Career talk for students to explore future employment

Hong Kong Professionals and Senior Executives Associations (HKPSEA) organized a series of career talk for the young people to acquire a positive mindset, develop the necessary skills and characteristics to well prepare for their career path.

Mr. Bobby Liu, CEO of Milton Group, invited to give a speech to the secondary students in Mu Kuang English School and Lingnan Secondary School recently. Bobby shared his entrepreneurship and personal experience which helped students to explore new opportunities, career and educational aspirations, and passion in future employment and entrepreneurship.



廖锦兴先生受邀「卓育菁莪」中学生生涯规划讲座发言

香港专业及资深行政人员协会为年轻人举办一系列职业规划讲座，藉以树立积极正面的心态，培养必备职业技能及特点，为他们的职业道路作好装备。

万通集团行政总裁廖锦兴先生应邀为慕光英文书院和岭南中学的学生分享他的创业历程和人生经验，引导同学们正确定位自己的发展方向，探索学习和职业的理想，激发他们对未来就业和创业的热情。



Our Moments 欢聚时光

Xmas gathering 圣诞节聚会



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