



MILTON GROUP 萬通集團

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Dr. Bobby Liu
廖錦興 博士

愛因斯坦有句名言：「機會隱藏在困難當中」(In the middle of difficulty lies opportunity)·善於尋找機會的人·也必善於扭轉形勢·縱然遍地垃圾也能長出一片青翠的樹林。

肆虐全球的新型冠狀病毒COVID-19令850多萬人確診和45萬人失去生命·經濟·民生和國際關係大受打擊·加上美國大選在即·相信中美政治和經濟角力劍拔弩張·貿易戰將勢必惡化·在這困難時刻·既要面對出口下降·放帳風險及一系列的不明朗因素·2020/2021的業務狀況將會迎來更大挑戰。

但我深信只要堅持萬通的核心價值·我們一定能在「危險」中找到「機遇」·因為在汰弱留強的市場整合中·萬通的行業經驗·穩健財務·人才濟濟和專案管理等·必然是最快走出逆境和更上一層樓的成功因素·為使萬通能有高度持續發展的能力·我向各部門主管闡明必須千方百計留住出色的人才·亦要勇於果斷讓停滯不前的同事·離開另謀發展。

在此·我衷心向行政部同事致謝·疫情發生後行政部同事迅速制訂種種抗疫防疫措施·令同事安全安心地工作·亦向各緊守崗位的同事們致意·在復工後各同事全力以赴爭取最佳業績。

Albert Einstein said that “ In the middle of difficulty lies opportunity”, which means people who are good at searching for opportunities are those who can grow the trees on wasteland.

The coronavirus-COVID-19, which has ravaged the world, with more than 8.5 million cases and 450,000 people who died from that. Since the pandemic, things like global economic, social health, and international relations have consequently worsened. In addition, the upcoming U.S presidential election may directly affect the US-China trade war. Due to current political and economic instability, the trading relations between the US and China are not optimistic. We face great challenges for the 2020/2021 business year, already manifesting with a series of declining exports, lending risks, and a range of uncertainties.

However, I firmly believe that as long as we adhere to the core values of Milton, we will find “opportunities” amid “danger”. Only the fittest can survive from market integration, and I have faith in Milton’s industry experience, solid financial background, talent, and project management. These will definitely be the success factors to overcome adversity and even leave the crisis stronger than when we entered. To achieve a high level of corporate sustainability, I have instructed each department head that they must do everything possible to retain outstanding talent and otherwise let stagnant colleagues leave for new opportunities.

Lastly, I would like to express my heartfelt gratitude to our administrative team for their prompt formulation of various anti-pandemic measures after the outbreak of the epidemic, which enabled other colleagues to work safely and securely.

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Challenges And Opportunities In The Healthcare Industry 醫療保健行業的挑戰與機遇

Coronavirus has been spreading over the world, and this pandemic has led to the significant rise of demand for healthcare and medical devices, such as face masks, respiratory devices, syringes, infusion devices, etc. Additionally, healthcare and medical device manufacturers are exploring new avenues and markets for growth. Yet, uncertainty keeps ahead as well. More giants are joining the industry, competition is dramatically increasing, industry dynamics are evolving, and new standards and regulations may become more complicated. Such factors stunt the future of product design and the development of healthcare and medical devices.

隨著新型冠狀病毒在全球蔓延,保健產品和醫療器械的需求量也因而大幅增加,如口罩、呼吸機、注射器、輸液器等。此外保健和醫療設備製造商也在探索新市場和業務的增長領域。隨著越來越多行業巨頭加入這個市場,競爭急劇增加,行業亦不斷發展,新的標準和規定可能變得更加複雜。這些因素阻礙了產品的設計及保健和醫療器械的未來發展。

Technology drives growth

In recent decades, healthcare and medical device manufacturing has become more common, especially use within households and emphasis on designs and its simplicity, which are primarily driven by software and technology. Nowadays, there is a high demand for such technology and these intuitive devices, particularly with faster and quicker go-to-market access. Manufacturers are facing big pressure to keep intact products' security, efficiency, cost effectiveness and innovation, but also cater for adapting in technological development.

Materials are crucial for innovation

Innovation is crucial for sustainability, with new product design and development. One of the key drivers of new product development is the process of material selection. A product idea, from conception to realization, with clear and concise requirements and specifications, however, also needs to meet international standards and comply with regulations. Thus, manufacturers need to be well aware of materials' properties, applications and the new materials trend.

Bio-based materials in today's market trend

No matter what, environment protection has always been a concern in our world, which has been forcing manufactures and end-users to adopt sustainable solutions. Hence, market leaders are increasing their preference for sustainable products, which is immensely important in this industry.

Consequently, manufacturers can partner with materials experts to join hands in product development, ride on their experience, network and resources to enhance their own competitive edges, override the current challenging environment to capture more opportunities, and in turn, to stay ahead in the industry.

科技推動增長的危與機

近幾十年來,保健和醫療設備生產已經越來越普遍,特別是在家居應用。這些產品受到科技的影響,更強調其設計性及簡單化。如今,這類產品和設備的要求很高,尤其是要最快捷迅速進入市場。除此之外,製造商亦要面對確保產品的安全性、效率、成本效益和革新性的巨大壓力,同時捕捉不斷變化的技術發展。

原料對於創新至關重要

新產品設計和開發對於創新的可持續發展至關重要。製造商選用適合原料是研發新產品不可或缺的要素。成功的產品從設計到生產需要具備清晰的要求和可行的產品創意,也要符合國際標準和法規。因此,製造商需要充分瞭解材料的特性、應用和新材料的趨勢。

生物基材料是市場的大趨勢

環境保護一直是全球最關注的問題之一,驅使各行業展開可持續的解決方案來配合市場所需。行業領導者偏向採用相關材料,對行業的發展極為重要。

因此,製造商可以與原料專家合作,共同研發新產品,利用他們豐富的經驗,強大網路和雄厚資源來增強自身的競爭優勢,克服當前充滿挑戰的環境,從而在行業中保持領先地位和“塑”造商機。



A Remarkable Year for Milton Technologies and KRAIBURG Relastec to Celebrating their 15-years Partnership

萬通應用科技與德國KRAIBURG Relastec攜手並進十五載

Milton Technologies was founded in 2005 as a collaboration between Milton Group and KRAIBURG Relastec for the rubber flooring business. We started out the business in Hong Kong; a successful partnership which has spanned across 15 years and now Milton Technologies has become one of the key market players in providing quality, customized and one-stop solution for impact protection, sports floor coverings, elastic layers, acoustic and vibration insulation in Mainland China, Hong Kong and Macau.

萬通應用科技成立於2005年，是萬通集團和德國KRAIBURG Relastec另一業務合作，主要從事橡膠地材業務。通過十五成功合作夥伴關係，萬通科技從香港一個小型企業展開，現已發展成為國內、香港及澳門於橡膠地材的領導者之一，提供優質、定制的安全防護、減振及隔音的一站式方案。



Our 15 years journey

Unsere 15 Jahre Reise

The relationship between Milton Technologies and KRAIBURG Relastec is much like a marriage, built upon trust, reliability and commitment. Looking back at the journey, the likelihood of two, very different organizations maintaining a successful business relationship for 15 years, which may seem unimaginable to some, has proven to be an extraordinary journey.

Georg Stockhammer, CEO of KRAIBURG Relastec, said "These 15 years of business relationships were characterized by trust, reliability and especially friendship. I am very grateful and would like to say a thousand thanks to Milton's entire team. We are now very excited to continue our successful and superb cooperation under Milton's new constellation."

Together, we will continue to bring quality rubber flooring materials and solutions. Leverage on the strong cooperation between Milton Technologies and the KRAIBURG Relastec, we shall continue to elevate our business to the next level.

萬通應用科技與德國KRAIBURG Relastec之間的關係就像一段成功的婚姻，它建立在互信、互靠和承諾之上。回顧這段歷程，兩間文化背景截然不同的企業能夠在15年間裡建立如此密切及成功的合作關係，值得令人鼓舞。

德國KRAIBURG Relastec的行政總裁Georg Stockhammer指出：「這15年來我們的夥伴關係建立在互信、互靠，以及友誼之上，在此我衷心感謝萬通團隊，並期待未來更加緊密和高效的合作關係。」

未來我們將繼續攜手合作，為客戶提供更優質的橡膠地材和全面的解決方案。憑藉萬通應用科技和KRAIBURG Relastec之間強而有力的合作關係，我們定將業務關係提升到一個新的水準。



Milton Has Been Granted The Happy Company Again 萬通繼續「塑」造開心2020

Milton has been joining the “Happiness at Work Promotional Scheme” by the Promoting Happiness Index Foundation in 7 consecutive years. Employees have always been the most important asset and the key to our success, we strive to create a happy working environment and enhance the sense of belonging. In the future, Milton will continue to uphold its people-oriented business philosophy and strive to create a happy and healthy working environment for our colleagues.



萬通連續7年參加由香港提升快樂指數基金主辦的「開心工作間」。員工一直都是萬通最重要的資產和成功之道。我們致力為員工提供愉快的工作環境，提升歸屬感。未來，我們會繼續秉承以人為本的經營理念，致力為同事「塑」造幸福健康的工作環境。



Milton Awarded 10+ Years “Caring Company” 萬通連續10年以上榮獲「商界展關懷」

“Caring Company” is an award given by the Hong Kong Council of Social Service (HKCSS) for qualified companies who committed to the sustainable development and put efforts in the areas of “Caring Community”, “Caring Staff” and “Caring Environment” in the past year.

Over the past ten years, we have taken corporate social responsibility by donating and participating in various charitable activities. We have participated in charitable market for few years and charity marathon to do our best to unite the community. In environmental protection, we save energy, reduce waste and use the eco-friendly product, do the utmost to reduce the human impact on the natural environment.

Milton will continue to demonstrate corporate social responsibility and promote more diverse initiatives to exploit corporate culture and achieve sustainable development.

「商界展關懷」是香港社會服務聯會（「社聯」）嘉許合資格公司對可持續發展的承諾及於過去一年在「關懷社區」、「關懷員工」及「關懷環境」三方面所作出的努力。

過去十年，我們一直透過資助和參與不同的慈善活動來實踐萬通對企業社會責任的承諾和重視。我們連續多年參與慈善義賣，為凝聚社區身體力行；亦參加不同慈善跑步，關懷員工與推廣運動雙管齊下。保護環境方面，我們更持續實行節約能源、減少廢物，盡力改善對自然環境帶來的影響。

我們將繼續展現企業社會責任，參與更多元化的社區關懷活動，以宣揚萬通的企業文化及可持續發展。



Enhancing Communications During The Pandemic 疫情期間更彰顯萬通企業文化

The external meeting was canceled due to the outbreak of coronavirus. Instead, the pandemic brings to more communication in Milton, since we adopted the online platform to connect with our internal staff and external business partners.

In April 2020, Milton has conducted Lanxess and INEOS product-related training sessions by the online video. During the online session, colleagues actively shared the product information and experience, and they discussed the development of the new applications and the enhancement of the promotional materials.

雖然受疫情的影響，各地區同事未能外出探訪或舉行會議，但亦無減萬通持續學習的企業文化，我們透過網上視像進行內部培訓及會議，與供應商及客戶進行交流，反而更加接近彼此的距離。

2020年4月，我們分別進行朗盛和苯領的材料及應用培訓，交流環節中，同事都積極分享產品的資料和經驗，還有一起討論如何開發新應用和優化材料的推廣。



A New Corporate Video For Celebrating Our 30th Anniversary 三十而立，銳意創新

For celebrated this remarkable year that Milton has launched a new corporate video to demonstrate our role is more than a supplier. We act as a bridge connects global plastic producers and manufacturers. Riding on our comprehensive range of product, professional solutions and diversify resources, we strive to tackle the plastics industry challenges with our customers.

為了慶祝萬通成立三十周年，集團發佈了一條全新的公司短片，展示我們的角色不止塑膠的供應商，更是國際化工廠與生產商之間的重要橋樑。利用我們豐富的产品種類，專業全面的解決方案，以及廣泛的網路資源，與客戶一起面對塑膠行業的種種挑戰。



Dr. Bobby Liu Shared His View on the Hong Kong Industry's Response to the COVID-19 Pandemic in Hong Kong Economic Times

廖錦興博士於香港經濟日報分享對工業界疫境應變的看法

Dr. Bobby Liu Shared His Experiences of Youth Development 廖錦興博士分享青年發展的經驗



香港專業及資深行政人員協會(「專資會」)由三十多位來自不同行業的專業人士及資深行政人員組成，旨在推動內地與香港經濟發展及專業交流，共同建設一個更穩定和諧及具經濟活力的社會，為香港特區的長遠發展盡點綿力、發揮作用。

最近，專資會專訪廖錦興博士，以「青年發展」為主題，訪問他從事青年發展的多年經驗，在全球化競爭下，香港青年應如何裝備自己，並分享自身經歷，如何克服挫折和困難。



The Hong Kong Professionals and Senior Executives Association (HKPASEA) leads by more than 30 professionals and senior executives from different industries. The Goals of HKPASEA is to drive long-term economic development and raise communications between the Mainland China and Hong Kong. Together to build a more harmonious and prosperous society.

The HKPASEA interviewed Dr. Bobby Liu on the topic of "Youth Development". Throughout the meeting, Bobby shared his experience in the youth projects, and he encouraged the local youth to always equip themselves in order to face the challenges in the future.



Supporting Disadvantaged Groups By Actions 身體力行 支援弱勢社群



Many people were affected by the coronavirus, especially the disadvantaged communities. Dr. Bobby Liu, as the president of the Hong Kong Young Industrialists Council (YIC), organized the "YIC Caring-Blessing Bag Donation Action". This meaning and loving action promptly supported by the members, and they have gathered different life supplies in a few days.



The Caring-Blessing Bag was given to the Hong Kong Blind Sports Association, Caritas Cheng Shing Fung District Elderly Centre (Sham Shui Po) and Hong Kong Sheng Kung Hui Welfare Council. The action successfully sent this caring message to the groups and helps them face the pandemic.

受新冠肺炎影響，各行各業均大受打擊，特別是弱勢社群更深受其害。有見及此，廖錦興博士身為香港青年工業家協會(YIC)會長，牽頭及帶領協會舉辦「YIC工業展關懷—福袋敬贈行動」，此項有意義的活動得到協會會員大力支持，短短數天已收集了多種物資。



行動分別捐贈福袋予香港盲人體育總會、深水埗明愛鄭承峰長者社區中心及香港聖公會福利協會以減輕視障人士、長者及弱勢社群在疫情期間的壓力。



Milton Family - Dragon Boat Festival 萬通一心 - 端午節快樂





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