



MILTON GROUP 万通集团

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行政总裁的观点



Dr. Bobby Liu
廖锦兴 博士

爱因斯坦有句名言：「机会隐藏在困难当中」(In the middle of difficulty lies opportunity) ·善于寻找机会的人·也必善于扭转形势·纵然遍地垃圾也能长出一片青翠的树林。

肆虐全球的新型冠状病毒COVID-19令600多万人确诊和37万人失去生命·经济·民生和国际关系大受打击·加上美国大选在即·相信中美政治和经济角力剑拔弩张·贸易战将势必恶化·在这困难时刻·既要面对出口下降·放帐风险及一系列的不明朗因素·2020/2021的业务状况将会迎来更大挑战。

但我深信只要坚持万通的核心价值·我们一定能在「危险」中找到「机遇」·因为在汰弱留强的市场整合中·万通的行业经验·稳健财务·人才济济和项目管理等·必然是最快走出逆境和更上一层楼的成功因素·为使万通能有高度持续发展的能力·我向各部门主管阐明必须千方百计留住出色的人才·亦要勇于果断让停滞不前的同事·离开另谋发展。

在此·我衷心向行政部同事致谢·疫情发生后行政部同事迅速制订种种抗疫防疫措施·令同事安全安心地工作·亦向各紧守岗位的同事们致意·在复工后各同事全力以赴争取最佳业绩。

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 6 million cases and 370,000 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 rise of significant growing 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.

随着新型冠状病毒在全球蔓延,保健产品和医疗器械的需求量也因而大幅增加,如口罩、呼吸机、注射器、输液器等。此外保健和医疗设备制造商也在探索新市场和业务的增长领域。随着越来越多行业巨头加入这个市场,竞争急剧增加,行业亦不断发展,新的标准和规定可能变得更加复杂,这些因素阻碍了产品的设计及保健和医疗器械的未来发展。

Technology drives growth

In recent decades, healthcare and medical device manufacturing has become more common, especially within use of 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 to adapting in technological development.

科技推动增长的危与机

近几十年来,保健和医疗设备生产已经越来越普遍,特别是在家居应用。这些产品受到科技的影响,更强调其设计性及简单化。如今,这类产品和设备的要求很高,尤其是要最快捷迅速进入市场。除此之外,制造商亦要确保产品的安全性、效率、成本效益和革新性的巨大压力,同时捕捉不断变化的技术发展。

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.

原料对于创新至关重要

新产品设计和开发对于创新的可持续发展至关重要。制造商选用适合原料是研发新产品不可或缺的要素。成功的产品从设计到生产需要具备清晰的要求和可行的产品创意,也要符合国际标准和法规。因此,制造商需要了解材料的特性、应用和新材料的趋势。

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.

生物基材料是市场的大趋势

环境保护一直是全球最关注的问题之一,驱使各行业展开可持续的解决方案来配合市场所需。行业领导者偏向采用相关材料,对行业的发展极为重要。

因此,制造商可以与原料专家合作,共同研发新产品,利用他们丰富的经验,强大网络和雄厚资源来增强自身的竞争优势,克服当前充满挑战的环境,从而在行业中保持领先地位和“塑”造商机。

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.



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

万通应用科技与德国KRAIBURG Relastec携手并进十五载



Milton Technologies was founded in 2005 as a collaboration between Milton Group and KRAIBURG Holding GmbH & Co. KG for the rubber flooring business. We started out as a small business in Hong Kong, a successful partnership which has spanned across 15 years and now Milton Technologies has become a key market player in providing innovative, customized and being the one stop solution for impact protection, sports floor coverings, elastic layers, acoustic and vibration insulation in Hong Kong and China's major cities.

万通应用科技成立于2005年，是万通集团和德国KRAIBURG集团另一业务合作，主要从事橡胶地材业务。通过十五成功合作伙伴关系，万通科技从香港一个小型企业展开，现已发展成为香港及国内主要城市于橡胶地材的领导者，提供创新、定制的安全防护、减振及隔音的一站式方案。



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 shocking 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."

"I am eagerly looking forward to our successful and continuing cooperation. Thank you very much for the trustful partnership and the friendship we have built over time." Monnie Hung, General Manager of Milton Technologies said.

Together, we will continue to bring quality rubber flooring materials and solutions, essential to not only our long-term success, but also our clients'. There is absolutely no doubt that Milton Technologies is a powerful combination between Milton and KRAIBURG Group.



万通应用科技与德国KRAIBURG集团之间的关系就像一段成功的婚姻，它建立在互信、互靠和承诺之上。回顾这段历程，两间文化背景截然不同的企业能够在15年间里建立如此密切及成功的合作关系，值得令人鼓舞。

德国KRAIBURG Relastec的行政总裁 Georg Stockhammer指出：“这15年来我们的伙伴关系建立在互信、互靠，以及友谊之上，在此我衷心感谢万通团队，并期待未来更加紧密和高效的合作关系。”

“我热切期盼我们的合作能够更成功并持续共赢。感谢多年来对我们的信任，以及珍惜我们长期建立的友谊关系。” 总经理洪若村回应。

未来我们将继续携手合作，为客户提供更优质的橡胶地材和全面的解决方案，这不但对万通集团和德国KRAIBURG集团的长期成功至关重要，也是客户的持续成功不可或缺。毫无疑问，万通应用科技是双方强大结合的最佳证明。



Milton Has Been Granted The Happy Company Again 万通继续「塑」造开心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 colle-



万通连续7年参加由香港提升快乐指数基金主办的「开心工作间」。员工一直都是万通最重要的资产和成功之道。我们致力为员工提供愉快的工作环境，提升归属感。未来，我们会继续秉承以人为本的经营理念，致力为同事「塑」造幸福健康的工作环境。



Milton Awarded 10+ Years Caring Company 万通连续10年以上荣获「商界展关怀」

“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.

「商界展关怀」是香港社会服务联会(「社联」)嘉许合格公司对可持续发展的承诺及于过去一年在「关怀小区」、「关怀员工」及「关怀环境」三方面所作出的努力。

过去十年，我们一直透过资助和参与不同的慈善活动来实践万通对企业社会责任的承诺和重视。我们连续多年参与慈善义卖，为凝聚小区身体力行；亦参加不同慈善跑步，关怀员工与推广运动双管齐下。保护环境方面，我们更持续实行节约能源、减少废物，尽力改善对自然环境带来的影响。

我们将继续展现企业社会责任，参与更多元化的小区关怀活动，以宣扬万通的企业文化及可持续发展。



Enhancing Communications During The Pandemic 疫情期间更彰显万通企业文化

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.



虽然受疫情的影响，各地区同事未能外出探访或举行会议，但亦无减万通持续学习的企业文化，我们透过网上视像进行内部培训及会议，与供货商及客户进行交流，反而更加接近彼此的距离。



2020年4月，我们分别进行朗盛和苯领的材料及应用培训，交流环节中，同事都积极分享产品的资料和经验，还有一起讨论如何开发新应用和优化材料的推广。



A New Corporate Video For Celebrating Our 30th Anniversary 三十而立，锐意创新

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

为了庆祝万通成立三十周年，集团发布了一条全新的公司短片，展示我们的角色不止于工程塑料及特殊聚合物的供货商，更是国际化工厂与品牌商和客户之间的重要桥梁。利用我们丰富的产品种类，专业全面的解决方案，以及广泛的网络资源，与客户一起面对塑料行业的种种挑战。



Dr. Bobby Liu Shared His Experiences of Youth Development 廖锦兴博士分享青年发展的经验



香港专业及资深行政人员协会(「专资会」)由三十多位来自不同行业的专业人士及资深行政人员组成，旨在推动内地与香港经济发展及专业交流，共同建设一个更稳定和谐及具经济活力的社会，为香港特区的长远发展尽点绵力、发挥作用。

最近，专资会专访廖锦兴博士，以「青年发展」为主题，访问他从事青年发展的多年经验，在全球化竞争下，香港青年应如何装备自己，并分享自身经历，如何克服挫折和困难。

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 身体力行 支援弱势社群



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 - Tung Ng Festival 万通一心 - 端午节快乐





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