

Wine Tasting Sharing



It was a wonderful and interesting wine tasting event. We were pleased to invite Mr. Sammy Leung, Chairman of the Hong Kong Wine Judge Association, to provide a talk about wine logistics, such as flake wine identification and the proper way to store wine etc... Thanks to Mr. Anthony Wong, our Ex-President, who provided the venue, wine and snacks free for our members. Members not only enjoyed the great wines, but also learnt more about wine logistics knowledge.



Mr. Thomas Tam
HKLA Council Member

Opening ceremony of mentorship program



The Youth Society of Hong Kong Logistics Association has organized the 2013 Mentorship Program, which aims to provide a platform for the young logistics and supply chain management students a chance to meet, liaise and study with the young professionals as well as specialists. Through creating this invaluable opportunity with profound subsequent activities, we, The Youth Society of Hong Kong Logistics Association, expect active students to be empowered and motivated to strive to be tomorrow's young experts and navigators. The program will run from October 2013 to April 2014.

Upon releasing the news of organizing this mentorship program, we have received many responses from Hong Kong Polytechnic University and Hong Kong University of Science and Technology. On September 27th, we held our opening ceremony at the Hong Kong Polytechnic University. Dr. Owen Yue, Ms. Elsa Yuen and Ms. Helen attended the opening ceremony as mentors, interacting with the participating students and providing on-site coaching.

On November 4th, we will hold our first official meeting between all the mentees and mentors. We all really look forward to this mentorship program's successful launching!



Miss Zhu Mengtao Leanne
YSHKLA Chairman

NEW MEMBERS

From period of 11 July 2013 to 31 October 2013

NEW CORPORATE MEMBER

Global Logistics System (HK) Co., Ltd.
Grand Logistics (HK) Limited

NEW PROFESSIONAL MEMBERS

Hau San Ming

New Members

Chan Chung Fat Sila Lok Yuen Man
Chow Kin Tung Frankie

Upgraded Member

Ling Siu Hung Ray

UPGRADED MEMBER

Lai Tak Wah

NEW STUDENT MEMBERS

Cheng Tak Wai	Shew Wai Cheong
Cheung Yin Ping	Shum Ka Chung
Chu Ka Wang	Siu Tsz Yu Angie
Ha Suet Man	Tang Yee Ting
Huang Fei	Tao Hongzi
Kwok Fung Kam	Tse Kam Man
Law Wing Nam	Wong Chi Man
Lok Yuen Yee Josephine	Wu Yu Chui
Ng Ka Man	Yao Zhuohong

Newsletter

物流用地及人力資源政策新聞發佈會

本會於本年5月至7月期間就財政司預算案內有關物流用地及人材培訓基金等政策作出問卷調查，並於10月3日舉行新聞發佈會交代調查結果。另外，亦就9月初對應否輸入外地勞工之問卷調查結果作出簡單報告。

當日出席發佈會的本會成員，包括鄭會友會長、物流業發展委員會主席陳鏡治先生、常務副會長及會員事務委員會主席葉龍新先生、秘書長余烈鋒博士及副會長及中國事務委員會主席符煜堃小姐。另外很榮幸邀請到立法會議員(航運交通界)易志明先生出席。是次發佈會吸引了九家媒體到來採訪，包括：中國航務周刊、物流時代、東方日報、商報、文匯報、大公報、太陽報、經濟日報及商業電台。

當日鄭會長首先發言，感謝各大媒體到來，希望他們幫助業界多發聲音；之後，易議員亦簡介物流業對香港的重要性及土地政策對物流業的影響。接著，陳鏡治先生撮要報告業界對上述問題的意見，用數字顯示物流業界面對土地及工人缺乏的情況下的困境。同時反映業界對一億元培訓基金之另類用途。

出席發佈會的香港貨櫃拖運業聯會主席黃兆華指出，業界現時的在職司機平均年齡已達50歲以上，屬行內第一代從業員，可見業界多年來缺乏新血加入。他建議政府可考慮在每日150個單程證名額中加入一定的貨運司機名額，紓緩業界的需要。各大傳媒亦先後發問，並在翌日詳細報導。歡迎會員登入本會網址查看發佈會的展示及傳媒的報導。



香港物流論壇2013：「物流業應否輸入外勞」



香港物流協會(HKLA)於2013年11月18日(星期一)假九龍塘達之路生產力大樓四樓就“物流業應否輸入勞工”之議題舉辦了論壇，並由HKPC作為協辦機構。本會邀請了李澤培太平紳士為主禮嘉賓，易志明立法會議員(航運交通界)作主題演講。並有討論環節，由香港理工大學物流及航運學系主任李仲麟教授主持。在討論會上嘉賓講者每人有大約五分鐘發言時間，先由香港理工大學之陳文鴻博士就“世界各地輸入勞工的政策及對當地經濟之影響”發言，接著由鄧家彪立法會議員(勞工界)就“輸入勞工對內地工人之影響”表達意見，其他嘉賓講者有李卓人立法會議員、香港貨櫃拖運業聯會主席黃兆華先生及嘉里物流人力資源及行政總監王玉環小姐。各嘉賓發言後，再由出席者發問或發表意見，透過熱烈的互動達致論壇之目的。

香港物流協會對於輸入外勞與否，並沒有既定的立場，是次論壇旨在構建一個平台，由出席者各抒己見，期望有關政府人士多加聆聽。出席者多認為物流業，如同某些其它行業，基層員工(例如倉務員、司機等)非常缺乏，有需要輸入勞工應付，有在座者提出引入外勞時，可設定限期，例如兩三年，以應付燃眉之急，一旦勞工紓緩之後，可以考慮撤消輸入外勞，這樣做法可以維持香港的競爭力，並可保障本地勞工。勞工的缺乏問題，並不能以提高工資就可以解決，有些職位就算提高工資，也找不到適合的員工。如果工資過高，企業本身也不能負擔。有發言者期盼政府正視問題，早日成立小組，謀求可行的策略。

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鄭會友先生
香港物流協會會長

Seminar – Enhancing Sales Skill and Revenue



Selling is as easy as kicking a football; anyone can do it, but doing it well requires hard work and practice. The good news is that anyone can learn to sell well if he/ she wants to. You do not have to be born to sell, with charisma and a patter from the day you come into the world. Most of us learn selling through the apprenticeship model, we observe other salespeople in action, and learn from their successes and failures.

An “Enhancing Sales Skill and Revenue” training workshop was conducted on 28 September 2013 by HKLA with 18 participants who were mainly members of HKLA. The key contents of the workshop focused on three parts: generating methods to increase customer base and revenue, providing different angles to review existing customers, and adopting a systematic approach to talk with the customer with higher success ratio. We shared the above topics through some interactive activities such as brain storming, sharing and reaction exercise. Feedback received from the participants revealed that the workshop had provided them with good ideas and solutions on professional sales technique to generate more revenue. Most of the participants were willing to attend the similar workshop run by HKLA in the near future.

Mr. Alex Koo
HKLA Council Member

Seminar – “Building Up An Effective Team”

T - Together
E - Everyone
A - Achieves
M - More



A “team” means two or more people who share responsibility for a common objective, and whose efforts towards that objective benefit from coordination and communication. Team Building is one of the major elements of the organization’s success.

On October 19 2013, thirteen members attended the workshop on “Building Up An Effective Team” which was hosted by Mr. Thomas Yip, the Executive Vice President of the Association.

The major contents involved in the workshop were:

- Difference between Group and Team
- Benefits and Characteristics of an Effective Team
- 7Ds Team Tackling Task
- Building Better Team Communication
- 24Cs required in an Effective Team



After two hours of a enjoyable experience of sharing, positive feedbacks were received from the participants who highly appreciated the gathering on this sunny Saturday morning. Members look forward to having more relevant workshops in the coming days.

Mr. Thomas Yip
HKLA Executive Vice President & Chairman, Membership Committee

第八屆兩岸四地物流合作與發展大會



由中國物流與採購聯合會、澳門物流發展委員會主辦，香港物流協會及台灣物流協會合辦的“第八屆兩岸四地物流合作與發展大會”於10月16日在澳門舉行。今屆大會主題為“融合·互補·創新·共贏”，邀請到兩岸四地逾200名的行業協會領導、專家、企業家參與。香港物流協會常務副會長及會員事務委員會主席葉龍新先生和議會理事古博誠先生亦榮幸被邀請出席主持開幕式及參與專題演講。

在大會上，澳門物流發展委員會與中國物流與採購聯合會簽署了「戰略合作框架協議」，雙方將進一步加強合作關係。為提升澳門物流業從業人員的素質，澳門特區勞工事務局及澳門生產力暨科技轉移中心共同簽署「合作項目備忘錄」，攜手在澳門推動職業資格認證、專業培訓，以透過技能鑒定而達致“一試兩證”。是次活動為業界帶來一次難得的互動交流機會，亦有助進一步推進兩岸四地經貿融合和深化合作。

前海灣及赤灣一天物流考察團



為了更深入探討現今鄰近香港，迅速發展物流基建及技術的中國大陸，香港物流協會最近安排了一次考察團，前往位於深圳的前海灣和赤灣保稅物流園進行實地考察。

十月十一日，星期五，一個風和日麗，秋高氣爽的早上。上午九時，在深圳福田口岸集合了二十多人，目的是為了參觀由招商局國際有限公司和深圳赤灣港航股份有限公司合資於深圳前海灣和赤灣保稅物流園的設施，營運操作和管理模式。上車後，招商局CBML委派了商務副總監歐先生，沿途介紹及講解招商局在物流業上的開發和發展歷程，讓各會員加深了解招商局的歷史及營運。



到埠後，會員被安排到會議室，由赤灣CCT的終端客戶專員黃小姐，再進一步講解他們的業務和服務的範圍。深圳前海灣保稅港區規劃總面積3.71平方公里，位於深圳港西部港區。鄰近蛇口，赤灣，媽灣三大港區。擁有各項快捷大型的運輸網絡。方便客戶利用任何運輸模式，讓貨品以最快速度，最低成本的途徑，準時到達目的地，滿足客人的要求。

園內具備了充足和完善的設施，如辦公室，倉儲，貨櫃場和碼頭。除了提供一站式及全天候的如分銷，內銷，通關，檢測和展覽等的物流服務外，還可享受國家批准的12項涉及稅收，口岸監管和外匯管理等的優惠政策。其服務範圍，層面，設施和管理上，如何令客戶在其業務上，更能靈活運用，發展和投資。

會後，還有安排即場答問和講解環節，讓會員自由提問，從多角度了解其服務的水平和層面。中午，享受完豐富的午餐後，會員還被安排上觀光車，遊覽倉庫，貨櫃場，碼頭等戶外設施和操作的狀況。

此行，不但令到一些較為少有有機會到碼頭參觀的會員眼界大開和更了解前線工作人員的運作模式外，也令當管理層的會員多一個擴展業務的理念，方案和開拓國際業務的考慮。因此，除了十分多謝歐先生和黃小姐的熱誠和殷勤招待，安排及沿途介紹，讓我們擴闊並加深了對物流前線工序的認知和了解外，也讓我們享受了豐盛的一天。

郭靜嫻小姐
香港物流協會議會理事