

主席的話 Message from the Chairperson

親愛的會員，

時光荏苒，轉眼間 2016 年已經進入尾聲。今年，香港經濟持續放緩加上市場需求疲弱，令供應行業面臨嚴峻的經營壓力。受訪港旅客人次及消費放緩影響，零售業銷貨額按年下跌超逾 10%，業界正積極調節復元，同時展現出靈活機變的一面來捕捉新機遇。事實上，許多同業已於推廣活動中引入了社交網絡新媒體，設置電子商貿平台，甚至北上探索「一帶一路」的商機，充份體現了香港的不屈不撓精神。

2016 立法會選舉已在一片混亂中結束。在批發及零售界功能組別方面，我衷心感謝方剛先生於任內致力為業界爭取最佳利益，為香港謀福祉。

借此機會，我亦要多謝各 HKSA 委員會成員貢獻出私人時間和勞力安排了《競爭條例》工作坊及愉快的週年晚宴，更感謝所有會員十五年來對 HKSA 的支持。多謝各位！

Dear fellow members,

Time really flies. We are now approaching the end of 2016. This year, lingering economic slowdown coupled with the weakening of domestic market has imposed escalating pressure on the Hong Kong suppliers. Dragged by the visible decline in retail sales of more than 10% (YTD August 16 vs 15), the industry has strived to adjust for revival and demonstrated to be both agile and adaptive in seizing new opportunities. Many of our peers are seen to have shifted to market on social media, developed online business, and even ventured north to take advantage of the "One Belt One Road". They really embody the unyielding spirit of Hong Kong.

Despite the chaos, the 2016 Legislative Council Election has finally completed. As for the Functional Constituency of the Wholesales & Retail sector, I would like to extend our sincere gratitude to Mr. Vincent Fang for his dedication in fighting for the best interests for the industry and the betterment of Hong Kong.

Taking this opportunity, I would also like to thank the HKSA Committee for contributing their personal time and effort in organizing the Workshop on Competition Ordinance and the joyful Annual Dinner. I also pay tribute to all of you for supporting the Association in the past 15 years. Thank you!

主席 Chairperson
梁佩貞 Betty Leung

活動精彩花絮 Event Highlights

1. 《競爭條例》工作坊 Workshop on Competition Ordinance

本會於 2016 年 5 月 24 日與方剛議員辦事處、香港鞋業 (1970) 總會及港九罐頭洋酒伙食行商會合辦了一節《競爭條例》工作坊。工作坊邀得競爭事務委員會高級法律顧問李曉亮先生為同業簡介《競爭條例》，亦請來司力達律師樓合夥人楊藹欣律師分享《競爭條例》在業內之執行狀況。提問環節中，多位同業踴躍與兩位講者交流，參加者均對《競爭條例》有更深入的了解，有助各公司在營運中能夠遵循有關規管。





HKSA co-organized a Workshop on Competition Ordinance on May 24, 2016 with The Office of Legco Councilor Hon Vincent Fang Kang, GBS, JP, the Federation of Hong Kong Footwear, as well as Hong Kong & Kowloon Provisions, Wine & Spirit Dealers' Association. At the workshop, Mr. Lester Lee, Of Counsel of Competition Commission, was invited to introduce the Competition Ordinance to industry members; while Ms. Natalie Yeung, Partner of Slaughter and May, was invited to share about the implementation of the Competition Ordinance in the market. In the Q&A session, industry members actively interacted with

the two speakers. Participants enhanced their understanding about the Competition Ordinance at the workshop and this facilitated their companies' compliance with the regulation.

2. 第 15 屆週年晚宴 The 15th Annual Dinner

本會第 15 屆週年晚宴已於 2016 年 5 月 31 日假香港富豪酒店圓滿舉行。晚宴上，本會很榮幸再次邀得時任批發及零售界立法會議員方剛太平紳士擔任嘉賓，與各業界成員交流及聯誼。當晚有超過 220 位業界精英聚首一堂，人數為歷年新高；晚宴亦得到眾多品牌贊助當晚之豐富「福袋」，齊賀本會成立 15 週年。



The HKSA 15th Annual Dinner was held on May 31, 2016 at the Regal Hong Kong Hotel and we are honored to have Hon Vincent Fang, JP, Ex-Legislative Council member for Wholesale and Retail, as the guest at the Dinner and interact with industry members. Over 220 industry representatives gathered during the night and it is a record high of attendees. In addition, dozens of brands made generous sponsorships for the "goodie bags" at the dinner, expressing their congratulations on the 15th anniversary of HKSA.

理事會資訊 Committee News

1. 李偉立先生再次獲選為本會理事會委員之一，將與其他理事會成員攜手服務本會。
Mr. William Li was re-elected as a Committee Member of HKSA Executive Committee, and he will join hands with other Committee members to serve our Association.
2. 本會理事會副主席鍾志偉先生現為本會之個人會員，並留任副主席一職，繼續帶領本會之發展。
Mr. Clarence Chung, Vice President of HKSA Executive Committee, is an individual member of HKSA now. He will retain the position and continue to lead HKSA's development.
3. 李順珍小姐已辭任本會理事會秘書一職，本會感謝李小姐過往對本會之貢獻。
Ms. Hidi Li resigned her position as the Secretary of the HKSA Executive Committee. Here, HKSA would like to thank Hidi for her contribution to HKSA.

特別專題 Special Feature

同行十二載 香港供應商協會與方剛太平紳士合作之點滴 HKSA's Friendship with Mr. Vincent Fang Kang, GBS, JP, in 12 Years

方剛太平紳士（方生）自 2004 年起代表批發及零售界出任立法會議員，他於今年第五屆立法會會期完結後退下火線，並交由邵家輝先生接棒，繼續為批發及零售界向政府反映業界意見。為答謝方生過去多年來的支持，本會理事會特意宴請方生，以表謝意。



HKSA 與方生的相識始於前批發及零售界立法會議員周梁淑怡太平紳士的介紹，轉眼雙方已緊密合作 12 載。多年來，在各種與業界有關的議題上，方生均細心聽取 HKSA 的意見，並積極為業界發聲。

令人印象尤其深刻的議題包括「預先包裝食物的營養資料標籤制度」及「部份牌子嬰兒配方產品供應短缺」等，這些議題牽涉多方持份者，如政府、本地貿易業界、外地供應商、中港消費者等，甚為複雜。為此，HKSA 與方生攜手進行了許多工作，以了解業界想法、向政府反映意見，從而希望幫助訂立出一個能夠平衡政府、消費者、業界等多方利益的方案，達至多贏局面。

HKSA 衷心感謝方生一直以來對 HKSA 的支持以及對業界的貢獻，本會謹此祝願方生身體健康、生活愉快。



Mr. Vincent Fang Kang, GBS, JP, had been representing the Wholesale and Retail sector as a Legislative Council (“LegCo”) Member since 2004. After the fifth LegCo stood prorogued this year, Mr. Fang, stepped back from the front line and Mr. Peter Shiu Ka Fai will take over the mission of continuously helping the Wholesale and Retail industry to reflect their views to the Government. The Executive Committee had invited Mr. Fang for a dinner gathering, to thank him for his great support in past years.

Mr. Fang was introduced to HKSA by Ms. Selina Chow Leung Shuk Yee, Ex-LegCo Member for Wholesale and Retail. In the blink of an eye, HKSA and Mr. Fang have been working closely for 12 years. Over the years, Mr. Fang respectfully listened to the views of HKSA over different trade-related issues and actively helped the industry to voice out their concerns and opinions.

The most impressive issues we handled included the “Nutrition Labelling Scheme for Prepackaged Foods” and the “Shortage in Supply of Infant Formula Products of Certain Brands”. These issues involved different stakeholders including the Government, local Trade sector, overseas suppliers and consumers in Hong Kong and China, with a lot of complexity. To handle the issues, HKSA and Mr. Fang joint hands to work hard to understand the views of the industry and to deliver the recommendations to the Government, in the hope of helping to figure out a solution which could best balance the interests of the Government, consumers and the Trade and achieve an “all-win” situation.

HKSA would like to express our heartfelt gratitude to Mr. Fang for his support to HKSA and contribution to the industry all these years. Here, HKSA wishes Mr. Fang health and joy after his retirement from the LegCo.

方生對 HKSA 會員之寄語 Mr. Fang’s Messages to HKSA Members

本地零售業氣氛低迷，業界成員應團結一致，共同跨越逆境，攜手為整個業界帶來最大裨益。
The sentiment in the local Retail sector is experiencing a downturn. Industry Members must unite and join forces to bring the greatest well-being to the industry and overcome the difficulties together.

內地消費者對香港產品的信心是本港批發及零售業界的優勢，希望業界歡迎內地遊客來港消費。
Mainland Chinese consumers’ confidence in products sold in Hong Kong is the advantage of the local Wholesale and Retail industry. It is hoped that the industry will do everything to welcome their visits to Hong Kong.

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