

主席的話 Message from the Chairperson

親愛的會員：

時間過得真快！自香港供應商協會在七月份正式出版第一份會員通訊至今，不經不覺已經四個月了！在這四個月裡，本會為大家舉辦了多項會員活動，當中包括一個有趣而實用的「社交媒體的力量」分享會及一個讓會員學習利用最新的 DISC 行為評測工具與主要客戶溝通的「影響、勸說和談判技巧研討會」。除此以外，本會的政府政策委員會亦積極參與了數個與政府政策有關的會議，並明確地分享了業界的聲音和立場，以維護本會會員的權益。最後，競爭條例即將於 2015 年 12 月 14 日生效。本人促請各會員細閱條例及了解當中的細節，好讓大家能保障公司的權益。

Dear members,

Time flies! It has been four months since the first official HKSA newsletter was published in July. During these four months, we organized a number of member activities including an interesting and informative sharing session on the 'Power of Social Media', and also a practical and educational workshop on 'Influencing, Persuasion and Negotiation Skill' for members to learn how to apply the latest DISC behavioral tool when working with key account customers. On top of this, our Government Policy Committee has actively participated in a few government regulatory meetings and shared our voices and position clearly to protect the interest of our members. Last but not the least, as the Competition Ordinance is going to take effect on December 14, 2015, I urge members to study the content of the ordinance and understand the details to protect the interest of your company.

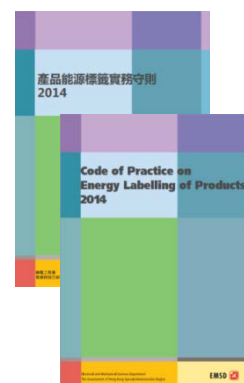
主席 Chairperson
梁佩貞 Betty Leung

行業資訊 Industry News

1. 《產品能源標籤實務守則 2014》 Code of Practice on Energy Labelling of Products 2014

為了進一步提升能源效益，機電工程署於 2014 年 10 月發佈了《[產品能源標籤實務守則 2014](#)》（「實務守則」），為冷氣機、雪櫃及洗衣機訂下了新的能源效益評級標準，同時引入最新之計算方法及測試準則。實務守則已於 2015 年 11 月 25 日起全面實施，所有在香港供應之有關電氣產品將附上新的能源效益標籤。

To further enhance energy efficiency, the Electrical and Mechanical Services Department ("EMSD") published the [Code of Practice on Energy Labelling of Products 2014](#) ("the Code") in October 2014, setting out new grading standards for room air conditioners, refrigerating appliances and washing machines, and introducing new calculation methods and testing standards. The Code is fully implemented on November 25, 2015. New energy labels will be displayed on related electrical appliances.



2. 《有關規管食用油脂及回收「廢置食用油」的立法建議》 Legislative Proposals on Regulation of Edible Fats and Oils and Recycling of "Waste Cooking Oils"

政府當局於 2015 年 7 月至 10 月就《[有關規管食用油脂及回收「廢置食用油」的立法建議](#)》（「立法建議」）進行公眾諮詢，目的是訂立食用油脂的法定安全標準，加強規管食用油脂在本地的生產、進口和出口，以及「廢置食用油」回收。

本會認為有關立法建議將會為業界帶來經營困難，其修訂食用油脂標準之成效亦存疑，故已於諮詢期內向食物安全中心遞交意見，並於 9 月 29 日出席立法會食物安全及環境衛生事務委員會（「委員會」）之會議及提交[意見書](#)。政府當局將於 12 月 8 日向委員會報告諮詢結果，本會將密切留意該議題的最新發展並繼續作出跟進。

The Government launched a public consultation on the [Legislative Proposals on Regulation of Edible Fats and Oils and Recycling of "Waste Cooking Oils"](#) ("Legislative Proposals") during July to October 2015, aiming to establish a statutory safety standard for edible fats and oils and to strengthen the regulation of edible fats and oils manufactured locally, imported into and exported from Hong Kong and of the recycling of waste cooking oils.

HKSA is concerned that the Legislative Proposal would cause operational hardship to the industry and the marginal benefit of revising the safety parameters for edible fats and oils is also in doubt. Therefore, HKSA made a submission to the Centre for Food Safety (“CFS”) during the consultation period, and attended the meeting of the Legislative Council Panel on Food Safety and Environmental Hygiene (“Legco Panel”) on September 29 with a [submission](#) made. The Government will present the consultation results to the Legco Panel on December 8. HKSA will stay tuned for the latest development of the issue and continue to follow up.

3. 《嬰幼兒配方產品及食物的營養和健康聲稱意見調查》 Survey on Nutrition and Health Claims on Formula Products and Infant and Young Child Foods

就政府當局擬規管香港供 36 個月以下嬰幼兒食用的配方產品及預先包裝食物的營養和健康聲稱之議題，本會聯同香港嬰幼兒營養聯會及香港保健食品協會，委託嶺南大學於 2015 年 10 月進行了一項意見調查。調查結果即將向公眾發佈。

In response to the issue of the Government proposing to regulate the nutrition and health claims on formula products and prepackaged foods for infants and young children aged 36 months in Hong Kong, HKSA cooperated with the Hong Kong Infant and Young Child Nutrition Association and the Hong Kong Health Food Association to appoint Lingnan University to conduct an opinion survey. The survey results will be announced to the public soon.

活動精彩花絮 Event Highlights

1. 「社交媒體的力量」分享會 Sharing Session on the Power of Social Media

本會於 2015 年 8 月 25 日假銅鑼灣富豪酒店舉辦了本屆首個會員活動——「社交媒體的力量」分享會。會上邀請了多位社交媒體之翹楚擔任講者，當中包括 CMRS、微信代表、YouTube 及 Facebook 的代表。其與參加者分享現今各個社交媒體的特點、其在市場營銷方面的效能，亦剖析了社交媒體的發展趨勢。史無前例的講者組合，為參加者帶來不少啟發，讓其更有效應用社交媒體以達到業務目標。

The Sharing Session on the Power of Social Media, the first member activity of the current-term HKSA, was held on August 21, 2015 at Regal Palace in Causeway Bay. The event invited a number of esteemed talents in the social media industry as the speakers, including representatives from CMRS, WeChat, YouTube and Facebook. The speakers shared about the features of those prevailing social media as well as their effectiveness in marketing. The developmental trend of social media was also analyzed. The unprecedented combination of speakers provided much inspiration to the participants, who could further effectively leverage social media to achieve business targets.



2. 影響、勸說和談判技巧研討會 Workshop on Influencing, Persuasion and Negotiation Skills



本會於 2015 年 10 月 6 日舉辦了「影響、勸說和談判技巧研討會」。研討會以 DISC 行為評測工具為學習重點，邀請了專業教練黃敏輝先生為參加者講解該工具之關鍵概念，讓其更了解自己與他人的行為模式，從而達到更有效的溝通。研討會以互動形式進行，獲得來自 12 家公司的 27 位代表參加，參加者與本會理事會成員均積極參與其中，會後之迴響亦十分正面。

HKSA organized a workshop on influencing, persuasion and negotiation skills on October 6, 2015. With the DISC behaviour analysis tool as the learning focus, the workshop invited Mr. Amana Wong, a professional trainer, to share with participants key concepts of the tool, enabling them to further understand the behavioral practice of other people and themselves so as to achieve more effective communications. 27 representatives from 12 companies participated in the interactive workshop with active involvement from our Executive Committee. The workshop also received very positive post-event feedback from participants.

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