

Supply ChainPLUS

The official newsletter issued by GS1 Hong Kong 香港貨品編碼協會會刊

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PRD Alive! makes it easy to implement RFID

探討PRD Alive! 業界計劃 如何在珠三角實施RFID變得輕而易舉



A joint initiative by GS1 Hong Kong and Intel aims to spur implementation of Electronic Product Code™ (EPC)-based Radio Frequency Identification (RFID) across the Pan Pearl River Delta (PPRD). With a minimum of 45% cost subsidy provided by the EPCglobal Industry Support Program (EISP) that is an integral part of PRD Alive!, the ultimate aim is to help PPRD enterprises take the risk out of creating end-to-end supply chain information visibility.

為了促進基於EPC (Electronic Product Code™ 產品電子代碼) 標準的RFID (Radio Frequency Identification 無線射頻識別) 技術 (簡稱EPC/RFID) 在泛珠三角廣泛實施, 香港貨品編碼協會與英特爾(Intel)攜手合作推出PRD Alive!計劃。EPCglobal Industry Support Program業界支援計劃 (簡稱EISP計劃) 是PRD Alive!不可或缺的一部分, 可資助業界最少45%實施EPC標準的成本, 其最終目標是協助泛珠三角區的企業提高點對點供應鏈訊息透明度而減低投資風險。

China is often referred to as the “factory of the world”. PRD Alive! is exciting news for manufacturers in China’s Pan Pearl River Delta (PPRD) region.

This initiative is led by GS1 Hong Kong and Intel to support Electronic Product Code (EPC)-based RFID and IT modernization across the PPRD economic zone and beyond. GS1 Hong Kong is working with leading technology companies to provide financial, technological and implementation support to help PPRD manufacturers realize value (in terms of return on investment or ROI) from RFID and supply chain-focused technology investments – but at a lower risk than would normally be the case.

中國素有「世界工廠」之稱, 對於中國泛珠三角區域的生產商而言, PRD Alive!這項計劃無疑是一個令人振奮的喜訊。

這項計劃由香港貨品編碼協會和英特爾共同策劃, 支援泛珠三角經濟區及其外圍地區的企業實施產品電子代碼/無線射頻識別技術(EPC/RFID)和資訊科技現代化。香港貨品編碼協會正與領先的科技公司合作, 在財政、技術和實施等各方面提供支援, 使泛珠三角的生產商認識採用RFID及投資在供應鏈應用技術的成本效益 (投資回報), 並幫助他們降低投資風險。

Why EPC/RFID?

The implementation of EPC-based RFID technology across global supply chains is a heated topic and currently has a significant impact on supply chain management conventions.

The RFID tag can be read through packaging, shipping containers, and most materials without direct physical contact. Above all, dozens of RFID tags can be read simultaneously. Both the mobility offered by wireless technology and its bulk-reading capability ensure RFID delivers significant improvements in productivity and efficiency over traditional goods-tracking technology. More importantly, after the data is read, the visibility provided by a standard-based EPC system will allow companies to track events for any item at any given point as it moves through the supply chain processes. Thus, a well-designed RFID system can improve the granularity, quality and timeliness of the data that is fed into the track-and-trace system.

The measurable benefits associated with RFID adoption have already impelled global buyers and retailers based in the US and Europe to encourage their suppliers to implement EPC tagging.

Enterprises operating in the PPRD are emerging as leading suppliers to the retail industry in the United States and Europe, and a major source of a range of goods including electronic products, toys, garments and textiles. Across the region, enterprises and industry groups are encouraged to respond to the invitation by global buyers to attach EPC/RFID tags onto exported pallets of goods. Many suppliers, manufacturers and logistics service providers have started to explore the value of EPC/RFID in the supply chain.

“The many supply chain benefits of EPC-based RFID have led directly to broad adoption by leading retailers,” said Bobby Tang, Head of EPC/RFID, GS1 Hong Kong. “However, suppliers based in the PPRD considering the adoption of EPC-based RFID face key challenges that will certainly affect the future of their business. These include mobilization of capital or resources to implement global standards, knowledge of technical feasibility and solution sourcing, and questions over value propositions.”

為何實施EPC/RFID ?

在全球供應鏈上，實施基於EPC標準的RFID技術已成為一個熱門話題，EPC標準對現今供應鏈管理已產生重要影響力。

無線射頻識別技術的特點是它可以突破貨物包裝、貨櫃和大多數物料的阻隔，便可直接讀取貼在貨物上的(RFID)電子標籤內所儲存的产品資料而無需與實際貨物直接接觸。更重要的是該技術可以同一時間同步讀取多個RFID電子標籤。這種由無線技術提供的流動性和大批量閱讀能力，確保採用RFID後，可較傳統貨物追蹤技術更能有效協助企業提升其生產力和營運效率。更重要的是當數據被讀取後再被傳送至EPC標準的網絡系統，便可實現高透明度的供應鏈資訊管理機制，令企業在整個供應鏈運作過程中，可追蹤任何貨品在任何一點的情況。因此，一套設計先進的RFID系統能夠改善貨物追蹤系統的數據，包括其粒度、質量和適時的程度。

由於實施RFID技術所帶來的可觀營運效益，使美國及歐洲的環球買家和零售商均鼓勵旗下的供應商實施EPC電子標籤系統。

近年，位於泛珠三角區的企業紛紛成為歐、美等國家零售業的主要供貨商，所供應的主要產品包括電子產品、玩具、成衣和紡織製品等。該地區的企業和行業組織均應環球買家要求，在其出口的貨件上貼上EPC/RFID標籤。目前，眾多供應商、生產商和物流服務供應商，已紛紛開始研究EPC/RFID在供應鏈中的價值。

香港貨品編碼協會EPC/RFID部門主管鄧肇基先生指出：「EPC/RFID技術可為供應鏈帶來眾多優勢，這是直接導致各大零售商廣泛實施RFID的主要原因。但正考慮是否實施EPC/RFID技術的珠三角供應商仍面對着一定的挑戰，而這些挑戰將會影響其未來的業務。這些挑戰包括實施EPC全球標準時所涉及的資本或資源調配的流動性、應用技術的可行性和制定解決方案時所需的知識，以及施行該技術的價值取向等問題。」

Here's how PRD Alive! can help

PRD Alive! is an initiative to support EPC-based RFID and IT modernization across the PPRD economic zone and beyond. It helps companies in the PRD region reduce the risk of adopting new technologies. It also helps them realize value (ROI) from their investment in supply chain-focused technologies and from integration with their customer and logistics channels. As one of the programs under PRD Alive!, EISP provides financial, technological and implementation support for manufacturers adopting EPC standard-based RFID technology.

As the catalyst for increasing EPC implementation across the region, EISP aims to spur investment in supply chain-focused technologies while helping companies to reduce the risks of doing so.

PRD Alive! is looking to transform industry interest in EPC into actual implementation, and to encourage experience sharing among major adopters.

PRD Alive!如何運作

PRD Alive!是一項支援位於泛珠三角經濟區及其外圍地區的企業實施產品電子代碼/無線射頻識別技術和資訊科技現代化的計劃，旨在幫助這些企業降低在採用新技術時會遇上的風險，以及認識投資在重點供應鏈技術時，與客戶及物流服務供應商進行技術整合所帶來的投資回報(ROI)的價值。EISP計劃則是PRD Alive!計劃下的其中一個項目，從財政、技術和實施等三方面資助製造商實施EPC/RFID。

EISP計劃可以為泛珠三角地區內採納EPC技術標準起催化作用。旨在促成企業投資重點供應鏈技術，同時亦幫助他們降低投資風險。

PRD Alive!計劃的目標，是推動業界由認識EPC轉化為真正實施EPC標準技術，並鼓勵這些主要用戶之間互相分享經驗。



easy



EPCglobal Hong Kong launches EISP with leading solution providers.

EPCglobal 香港與技術方案供應商推出EISP業界計劃

From left to right 由左至右: Mr. Dick Lai (Adtio), Mr. Eden Wong (Autotoll), Mr. Fredy Cheung (Cisco), Mr. Francis Pang (Datacraft), Ms Anna Lin (GS1 Hong Kong), Ms Maria Kwok (Intel), Mr. Matthew Man (Schmidt) & Mr. Roger Tsang (Tyco ADT).

A minimum 45% subsidy from EISP

"EISP aims to support initial adopters that require a turnkey, total solution for their EPC/RFID implementation," said Tang. "This subsidy and support-based program represents a deepening industry-wide commitment to EPC implementation. The adoption of EPC/RFID is vitally important to the PPRD region."

EPCglobal Hong Kong launched EISP in April this year. The program is sponsored by the industry's leading EPC/RFID solution providers including Adtio, Autotoll, Cisco, Datacraft, Intel, Schmidt and Tyco ADT.

EISP is a one-stop turnkey solution that is set to accelerate industry adoption of EPC-based RFID technology by lowering the entry requirements for implementation. With EISP, PPRD suppliers and manufacturers can now enjoy subsidies equivalent to at least 45% of standard implementation costs. Preliminary estimates put the total savings enterprises in the PPRD could realize as high as HK\$26 million.

For those enterprises based in the PPRD, uncertainty over costs and benefits is hindering investment in EPC technology. By providing both financial and technological support, more companies will be able to realize the benefits of exchanging data seamlessly. The EPC-based RFID standards will significantly change the way PPRD suppliers do business by accelerating decision making.

Making the PPRD even stronger

"RFID in the PPRD is at a crucial juncture as ever more requests are coming from Western retailers for greater visibility on their entire supply chain. The EISP initiative will accelerate the adoption of EPC-based RFID solutions as well as help manufacturers derive real value by leapfrogging paper-based systems to this latest technology," said David Greenberg, Intel Global RFID Manager, Retail-Consumer Products-Logistics.

EISP is set to strengthen the PPRD's position as a global manufacturing center and enhance Hong Kong's leading role as a logistics and information hub. It sets out to encourage investment beyond simply meeting global retailer-driven mandates, and so accelerate the return on investment facilitated by end-to-end

EISP計劃提供最少45%資助

鄧先生續稱：「EISP計劃為初次實施EPC/RFID的企業提供一個完整及全面的EPC/RFID解決方案。此等資助及支援計劃，體現了業界致力推行EPC/RFID的承諾。採用EPC/RFID技術對泛珠三角地區極為重要。」

EPCglobal香港於2006年4月推出EISP計劃，此計劃獲得業內主要的EPC/RFID技術方案供應商，包括Adtio、Autotoll、Cisco、Datacraft、Intel、Schmidt及Tyco ADT等的贊助。

EISP計劃提供一站式的完全實施解決方案，透過降低實施EPC標準的成本，協助泛珠三角區企業加快採用EPC/RFID。據初步估計，參與EISP計劃，該區的供應商及生產商可以節省最少45%實施EPC標準的成本，相等於近2,600萬港元的資助。

不少位於泛珠三角的企業，由於暫時還未能把握到投資EPC技術標準後的成本效益，這成為了實施EPC技術的主要障礙。因此，透過提供財務及技術支援，可以讓更多企業體驗採納EPC/RFID後獲得實時數據互換的好處，此舉將有助加快泛珠三角地區的企業作出商業決定，從而提升其營運效率。

加強泛珠三角地區的競爭優勢

英特爾零售消費產品物流部環球RFID經理David Greenberg先生表示：「由於西方零售企業對整個供應鏈的透明度要求不斷提高，在泛珠三角地區應用RFID變得極為關鍵。EISP計劃將加速區內企業採用基於EPC的RFID技術，並協助生產商透過由文件系統躍進至最新科技系統，獲得營運上的真正價值。」

EISP計劃有助提升泛珠三角作為全球生產基地的地位，及加強香港作為物流及訊息樞紐的領先角色。推出EISP計劃的意義，在於鼓勵企業採用EPC技術標準，加快企業體驗供應鏈對點透明度及實時交換資訊帶來的增值優勢，而不是單求滿足環球零售商的要求。這種業界持續的協同合作，可繼續保持泛珠三角之競爭優勢。

supply chain visibility and real-time information. The idea is that the continuation of such collaborative efforts across industries and borders will see the PPRD build on its already strong competitive advantage.

EISP will combine EPCglobal Hong Kong's expertise in supply chain management with the technological innovations of the world's leading solution providers to deliver a comprehensive EPC/RFID enablement package. The package includes business process planning, technology sourcing, compliance assurance and knowledge transfer to better manage global programs for local suppliers who can then focus more on their core manufacturing competence.

Prospective users simply need to subscribe to the EISP service then select from EISP pre-selected vendors for EPC/RFID project implementation. Users will also need to agree to share results and experience with the public.

EISP計劃將結合EPCglobal香港對供應鏈管理的豐富經驗，及全球領先的技術方案供應商之創新技術，為企業策劃一個EPC/RFID完全可行方案，包括業務流程計劃、技術採購、技術標準規範及知識轉移，幫助本地供應商制定一個更完善的環球管理計劃，讓他們可以更加集中其生產力。

只要企業的申請獲接納後，便可選擇由EISP計劃贊助商提供的EPC/RFID施行方案。參與企業並需承諾與外界分享實行計劃的成效及經驗。



Seamless data exchange improves information visibility

The Hong Kong EPCnetwork based on the EPCglobal Network™ standards serves as the central directory of all EPC numbers. It acts as a conduit for data exchange where PRD-based suppliers and global buyers can find information on a particular EPC-tagged item moving from upstream to downstream on the relevant supply chain. This mechanism enables all partners along the supply chain to locate and query individual EPC-tagged items through standard Internet-based protocols, thereby achieving real-time supply chain visibility. As a result, the movements of goods under logistical scrutiny operate in real-time.

The real-time data available on the Hong Kong EPCnetwork, contributed by those suppliers who have identified the value of extending their EPC implementation beyond mere RFID data capture and validation, will form EPC data stores. The EPC data stores are ready to provide physical goods flow data with near-zero data latency. With appropriate authentication and access authorization processes in place, the possibilities for seamless data exchange between these data stores throughout the end-to-end supply chain, and real-time track-and-trace capabilities, will add immeasurable new value. It is at this stage, once end-to-end supply chain visibility is realized, that suppliers can effectively leverage this capability to streamline their operations in terms of inventory mix and production planning, and also to enable a safe and secure commerce platform. Early adopters will find themselves at a huge competitive advantage at this point. In short, they will be seen as innovators and will leap ahead of competitors who are slow to adopt EPC technology in the early stages.

無縫數據互換提高訊息透明度

香港EPC網絡（The Hong Kong EPCnetwork）是一個基於 EPCglobal Network 全球網絡標準而興建的區域性EPC網絡基礎設施，此標準網絡不單是一個集中處理所有EPC數據的中央資料庫，並且是泛珠三角區的供應商與環球買家進行數據互換的管道，追蹤及追溯貼有EPC電子標籤貨品由上游送至下游供應鏈上的流向，令供應鏈上各貿易夥伴都可透過這高透明度的供應鏈運作機制，對貨物的流向進行實時的監察。

實施EPC的好處，並不只是為了擷取RFID數據及驗證其效益。採納EPC技術方案的供應商在香港EPC網絡上所提供的實時數據，會被組成不同的EPC數據庫，為供應鏈上的實際貨物流向，提供近乎零差距的實時數據，再由獲授權終端用戶執行資料驗證程序，令不同數據庫進行數據互換，實現點對點供應鏈運作及實時追蹤及追溯效能，為貿易夥伴帶來無可估量的新增價值。在現階段，一旦高透明度的點對點供應鏈運作準備就緒，供應商即可更有效地精簡其貨物庫存組合及生產計劃流程，從而營造一個安全、可靠的商貿平台。而率先採用EPC/RFID的企業便可以藉此提升其競爭優勢。簡而言之，他們將被視為勇於創新者，遙遙領先那些沒有在首階段採用EPC技術的競爭對手。

Fortress sets e-commerce role model for consumer electronics retail chains



豐澤推行電子商貿建立典範

Fortress is set for e-transformation by expanding the use of GS1 Hong Kong's e-platform to manage procurement from its full-line suppliers for over 50 stores in Hong Kong and Macau. The initiative aims to automate the exchange of purchase orders, invoices, and remittance advice notes electronically via EZ*TRADE, an electronic platform that allows trading partners to exchange business messages based on common standards.

豐澤現正擴大執行自動化電子採購程序，而其全線供應商將在年底之前均會採用香港貨品編碼協會的電子平台—「通商易」(EZ*TRADE)，處理豐澤旗下逾50間位於香港及澳門之電子產品及家庭電器零售商的整個採購文件程序自動化，包括：訂單、發票及匯款通知書。借助「通商易」電子平台，貿易夥伴之間便可利用電子平台交換標準化的電子訊息。

As Hong Kong's leading consumer electronics and home appliance retailer, Fortress handles over 700 invoices and purchase orders every day for over 50 stores in Hong Kong and Macau. Standards-based messages are facilitating smoother and quicker communication for buyers who handle documents from multiple sellers each day and vice versa. The whole process is allowing Fortress to run its operations more efficiently, on a just-in-time basis with shorter lead time and quicker response.

Reduced costs, increased efficiency

Fortress was the first consumer electronics retailer in Hong Kong to get on the e-ladder back in 2003 when it started using EZ*TRADE to handle purchase orders with 10 selected suppliers. Now Fortress is extending the initiative to include a wider range of documents and all its full-line suppliers.

The well-known store chain sells a range of products including personal electronics goods, home appliances, digital products, Plasma TVs, LCD TVs and home entertainment systems. Naturally, it is in business with a wide range of suppliers that includes some of the world's best-known and most prestigious brands that help to stock its outlets in Hong Kong and Macau.

As such, a major concern in Fortress' supply chain is accuracy, and how to resolve any errors that might occur. This can all take up valuable time and resources and also incur significant costs when the accounts team has to deal with problems.

豐澤作為香港最大規模的電子產品及家庭電器零售商，於香港及澳門擁有逾50間分店，每日需向不同的供應商發出超過700張訂單。由於「通商易」可以支援標準化電子數據進行電子商業交易，方便買賣雙方利用這共通的電子平台，有效地處理每日大量的訂單及其他文件往來。透過這簡化採購程序，豐澤將可更有效提升營運效率，加快補貨的程序，以及快速回應市場需求。

降低成本，提升效率

早於2003年，豐澤已率先採用「通商易」，與其中十家供應商同步處理訂單的交收，是香港首家實施電子商貿的電子產品及家庭電器零售商。豐澤現正擴大應用「通商易」的層面至不同採購流程，並要求其全線供應商均須實施此方案。

豐澤是香港最大規模的電子產品及家庭電器零售商，所銷售的產品包括個人電子產品、家用電器、數碼產品、等離子電視、液晶體電視及家居影音娛樂組合等，在香港和澳門的豐澤均供應不少著名的國際品牌。

因此，豐澤一直致力確保供應系統上的資料分毫不差，防止貨物傳輸時出錯。因為一旦供應鏈的供貨程序出錯，會計部門需要付出龐大的時間、資源及成本來處理這些錯誤。

Simon Shum, Supply Chain Manager, Fortress, said: "We have long been committed to adopting innovative e-commerce solutions to optimize our operational efficiency, with a view to achieving valuable cost savings and delivering superior customer service. Expanding the use of the GS1 Hong Kong EZ*TRADE platform to cover purchase orders, invoices and other documents is in line with that objective."

For any business, EZ*TRADE eliminates the cost of data re-entry and human errors and generally accelerates essential business processes from ordering to invoicing, helping to shorten the business cycle and converting inventory into cash. Handling invoices and remittance advice notes on an e-platform eliminates the possibility of document loss and human error. These advantages quickly translate into stronger customer relationships.

Phased rollout

Fortress is implementing the initiative in a number of stages. For purchase orders, the top 30 suppliers to Fortress already completed the process in May 2006 and all other suppliers are expected to follow by the end of September 2006. All suppliers participating in the e-movement had their invoices and remittance advice notes automated by this year.

By automating the document exchange process, trading partners benefit through a reduction in the number of mismatched invoices and associated queries. The decision to automate will also facilitate a change in the procedure for delivering goods, with delivery notes accepted as proof of delivery and "official" invoices sent on to Fortress within three days. By streamlining the procurement process, Fortress is building a strong and competitive consumer electronics supply chain with its vast pool of suppliers.

Mr. Shum said: "The key to what we are doing is that we sell an extensive range of products across a large retail chain. The process of handling business documentation such as purchase orders, invoices, and remittance advice notes is time-consuming and prone to human error. With EZ*TRADE, we are sharpening the competitive edge of Fortress."

豐澤供應系統部經理沈春華先生指出：「我們一早已致力採用創新的電子商貿方案，務求優化營運效率，降低成本，提供卓越的客戶服務。豐澤將香港貨品編碼協會『通商易』的應用範圍，由處理採購訂單擴大到發票及其他文件上，正配合我們推行電子商貿的目標。」

對任何企業而言，「通商易」均有助避免重複輸入資料及其他人為錯誤，加快由訂貨至開出發票的各個關鍵營運流程，縮短商業運作週期及由存貨兌換至現金的時間。在電子平台上處理發票和匯款通知書，可減低文件遺失及人為錯誤的機會。以上優勢更可迅速強化企業與客戶之間的關係。

分階段實施自動化電子採購程序

豐澤現正分不同階段實施此計劃。在處理採購訂單方面，豐澤的三十家主要供應商已於今年5月全面實施該計劃，而其他供應商亦將於9月底全面採用「通商易」。所有參與此計劃的供應商，均會於年底之前採用電子自動化程序交收發票和匯款通知書。

各貿易夥伴將文件交換程序自動化，可減少錯配發票的情況及與此相關的查詢工作亦隨之減少。實施全自動化文件處理程序，亦有利加快貨物交收程序，因為買賣雙方同步處理的送貨通知書可被用作送貨證明單據，而「正式」發票則可在三日內送達豐澤。透過簡化採購流程，豐澤便可與旗下眾多供應商一起建立一個強而具競爭力的電子消費品供應鏈。

沈先生指出：「實施此項目的主要目的，是由於豐澤的龐大零售網絡，銷售種類繁多的產品，令處理採購訂單、發票和匯款通知書等商業文件十分費時，且容易發生人為錯誤。借助『通商易』，我們可望提升豐澤在市場上的競爭優勢。」

The Hong Kong EPCnetwork gets connected!

香港EPC網絡成功落成！



The Hong Kong EPCnetwork is now complete. A further success for GS1 Hong Kong came when VTech, one of the pilot users, connected to the network.

香港EPC網絡(The Hong Kong EPCnetwork)的基礎設施已經竣工，而其中一家參與香港EPC網絡應用試點計劃的企業 - 偉易達電訊有限公司(VTech)亦成功地被接駁至香港EPC網絡，為這項計劃寫下新一頁。

Anna Lin, chief executive of GS1 Hong Kong presents plaque to Mr. Joseph W.P. Wong, Secretary for Commerce, Industry and Technology of the HKSAR Government at the 3rd EPCglobal Hong Kong RFID Conference.

香港貨品編碼協會總監林潔貽小姐於EPCglobal香港第三屆無線射頻識別高峰論壇致送紀念座予香港特區政府工商及科技局局長王永平先生



GS1 Hong Kong is celebrating the completion of the Hong Kong EPCnetwork, an infrastructure based on the global standards of the EPCglobal Network™. Offering a standards-based, common platform for real-time data sharing among global trading partners, the network is set to radically change the way suppliers in the Pan Pearl River Delta (PPRD) region do business.

There was another key step forward when the telecommunications division of VTech announced it had successfully connected to the Hong Kong EPCnetwork. VTech is one of the first pilot users to set up the RFID solution and has installed the system in its manufacturing sites in China.

Connecting to the global market

VTech's pilot has allowed it to meet the requirement of leading retailer Wal-Mart for suppliers and business partners to become RFID-compliant. VTech's commitment to RFID will help the manufacturer improve the efficiency of warehouse operations and management through automation, while also improving visibility throughout its supply chain with Wal-Mart. VTech has already begun uploading shipment data onto the Hong Kong EPCnetwork and will be ready to share data with trading partners in the future. The data will allow VTech and Wal-Mart to track and trace shipments in real time, and VTech tagged its first shipment in August 2006.

由香港貨品編碼協會資助成立的EPCglobal香港，正為香港EPC網絡的落成而感到雀躍。香港EPC網絡是基於EPCglobal Network全球網絡的標準而興建的網絡設施，為全球貿易夥伴進行實時數據分享提供通用平台。香港EPC網絡的正式落成，將徹底改變泛珠三角區內企業的營運方式。

偉易達(電訊部)與香港EPC網絡連接，可謂令香港EPC網絡的發展再邁出重要一步。偉易達已於其國內的生產線上安裝了EPC/RFID解決方案系統，成為首家於珠江三角區採用EPC/RFID標籤出貨的供應商。

連繫全球市場

偉易達率先採用RFID解決方案，響應領先零售商沃爾瑪(Wal-Mart)要求旗下供應商及業務夥伴採用RFID標準的要求。EPC/RFID技術將有助偉易達利用自動化系統改善貨倉管理和運作效率，同時亦提高與沃爾瑪之間之供應鏈資訊透明度。偉易達已開始上載其貨運數據至香港EPC網絡，將來隨時可與其貿易夥伴分享這些數據。偉易達及沃爾瑪將可利用該等數據實時追蹤貨物，而偉易達已於2006年8月開始在首批貨物上貼上RFID標籤。

Alex Kwan, Senior Supply Chain and Logistics Manager, VTech Telecommunications Ltd, said: "Vtech shipped 40 million units of telecommunications products to major retailers in North America in 2005. Our connectivity with this market is paramount and we definitely expect to derive major benefits from the Hong Kong EPCnetwork. At a stroke, VTech has moved closer than ever before to its customers and partners in the supply chain and we are delighted to be the first pilot in this critically important infrastructure initiative."

The Hong Kong EPCnetwork was completed by EPCglobal Hong Kong, which was formed under the auspices of GS1 Hong Kong. The infrastructure provides for data exchange between manufacturers, logistics companies and retailers. Manufacturers and logistics companies in the PRD are expected to enhance their connections and relationships worldwide through the Hong Kong EPCnetwork initiative.

偉易達電訊有限公司供應鏈及物流高級經理關仕華先生指出：「我們在2005年付運超過4,000萬件電子通訊產品到北美多個主要零售商。我們與該市場的聯繫極為重要，並有信心從香港EPC網絡中獲益。此後，偉易達與供應鏈上的客戶及貿易夥伴的聯繫將更加密切，我們很高興成為這一重要基礎技術的首位使用者。」

由EPCglobal 香港所興建的香港EPC網絡，可為生產商、物流服務供應商及零售商之間提供互換數據的標準網絡平台。預期泛珠三角生產商及物流服務供應商，將能透過香港EPC網絡加強及鞏固與環球貿易夥伴的聯繫及業務協作關係。

Reporting from the 3rd EPCglobal Hong Kong RFID Conference 2006

In April this year, 600 delegates from over 10 countries attended the 3rd EPCglobal Hong Kong RFID Conference 2006.

Delivering an opening speech as the guest of honor of the Conference, Mr. Joseph W.P. Wong, Secretary for Commerce, Industry and Technology, Commerce, Industry and Technology Bureau of the Hong Kong SAR Government, said, "The development of RFID is gaining momentum worldwide and it is essential for Hong Kong, as a leading international and regional logistics hub and supply-chain management base, to stay at the forefront."

Delegates also heard about key findings from speakers and pilot projects:

- The Asia Pacific is now the fastest growing region for EPCglobal membership, with a total of 166 members* representing 20% of global membership.
- P&G in a new product launch discovered that EPC alerts enabled 56% reduction in Display Execution Cycle Time and the consumer visibility of displays resulted in a five-fold increase in unit sales.
- EPC technology has helped Wal-Mart achieve a 16% reduction in out-of-stock (OOS) items. Items using EPCs were replenished three times faster than non-tagged items. Wal-Mart says RFID stores are 63% more effective in replenishing tagged items and OOS was reduced by 34% on items that sold five to ten items per day. Wal-Mart says it is set to double the number of stores to be enabled with EPC / RFID and an additional 300 suppliers will go live by January 2007.
- A pilot EPC project by Haier showed that production efficiency has seen significant improvement with error rates reduced from 5% to 0.1%.
- The RFID Consortium for Consumer Electronics, with leading Japanese brands as members, is working to establish guidelines for RFID adoption across the industry.
- A single, open worldwide standard for EPC UHF Gen 2 tags has significantly reduced costs.
- The Airport Authority Hong Kong will apply EPC UHF Gen2 RFID in its phase 2 operation for baggage tagging at Hong Kong International Airport from June 2006 to March 2007.

* As of June 2006, the EPCglobal membership has grown to 173 in Asia.

EPCglobal 香港2006年第三屆無線射頻識別高峰論壇摘要

本年四月，來自超過10個國家的600位代表出席2006年EPCglobal香港第三屆無線射頻識別高峰論壇。

是次論壇邀請了香港特別行政區政府工商及科技局局長王永平先生擔任主禮嘉賓，王永平局長於大會致開幕辭時表示：「RFID 在全球發展趨勢日益增加，香港作為全球及亞洲主要的物流中心及供應鏈管理基地，必須常處於領先地位。」

各代表在會上聽取了講者及全球試點計劃在論壇中之演說概要：

- 亞太區是EPCglobal全球企業會員增長速度最高的地區，共有166名*企業會員，佔全球會員數目20%。
- P&G使用EPC標準推出新產品時，發現執行陳列貨架週期所需的時間有效地減少了56%，結果顯示若產品陳列在當眼處，其銷售量可獲提升五倍。
- 自從沃爾瑪 (Wal-Mart) 應用了EPC技術標準追蹤貨品，貨架缺貨的情況減少了16%，補充存貨較從前高出3倍。而針對每天銷售量為5至10項之消費品，其缺貨情況則可減少34%。裝置了RFID之店舖，其效率獲提升63%。沃爾瑪預期裝置EPC/RFID的店舖將增加一倍，及額外300家供應商將於2007年1月加入採用EPC/RFID行列。
- 世界著名品牌內地家電生產商海爾(Haier)自實施應用RFID以來，出錯率由以前的5%降至現時的0.1%。
- 由日本領先品牌組成的日本消費電子產品RFID聯盟，現透過業界案例共同建立採用RFID標準之指引。
- 統一而開放的全球標準EPC超高頻第二代標籤的價格已顯著下降。
- 香港機場管理局將於2006年6月至2007年3月在香港國際機場實施第二期行李標籤系統，並採納EPC超高頻第二代(UHF Gen2) RFID標籤。

* 直至2006年6月，亞太區已增至173名 EPCglobal 企業會員。

Benefits for PPRD manufacturers

Ronald Heung, Project Director, GS1 Hong Kong said: "We are excited to see this leading manufacturer connect to our Hong Kong EPCnetwork. VTech's pilot will provide an excellent reference on just how beneficial it will be for companies in Hong Kong and the PRD to share and exchange real-time supply chain data with their global customers. This underlines the many clear value propositions of using EPC/RFID."

How it all works – from Dongguan to the US

The Hong Kong EPCnetwork project will enable VTech to take advantage of next-generation RFID technology to track telecommunications products from its Dongguan factory to Wal-Mart distribution centers in the US. Using EPC-based RFID tags and readers, and a standards-based data exchange, VTech will have a technology infrastructure that will increase warehouse efficiency in the long run.

The Hong Kong EPCnetwork enables supply chain information to flow seamlessly amongst all supply chain stakeholders. The "network journey" starts with the user's manufacturing plant, which in the case of VTech is located in the PRD. VTech's products go to the global buyer Wal-Mart in the United States and are packed in a carton before they leave the factory.

Setting up the AFF Business Action Group

Apparel, fashion and footwear – or AFF – is a major global industry. Whether you are a retailer, manufacturer or producer of AFF, understanding exactly how goods move through the supply chain is the foundation for better business management. It is also key to gaining a competitive advantage and reaping the benefits of enhanced efficiency and greater control on costs.

To this end, EPCglobal is all set to establish a Business Action Group (BAG) for the AFF industry.

BAGs comprise representatives from companies that currently use or plan to utilise EPCglobal Network technology. Each BAG aims to establish business requirements and user cases across multiple industries to facilitate supply chain efficiency.

EPCglobal already has three Business Action Groups covering Fast Moving Consumer Goods, Health Care and Life Sciences, and Transportation and Logistics. The AFF BAG will be the fourth.

The first move towards setting up the AFF BAG was made in February 2006 in Barcelona when EPCglobal conducted its first AFF Summit on EPC and RFID.

The AFF Summit aimed to identify key areas within the AFF industry supply chain where the use of the EPCglobal Network and RFID could provide benefits to material providers, manufacturers, logistics service providers, retailers, solution providers and customers alike.

The next stage is to complete the formation of a BAG specifically focused on AFF to develop common standards within the EPCglobal framework. EPCglobal Inc. expects to have formally established the AFF BAG by September 2006. The AFF BAG will provide an excellent forum for all players to get involved in shaping the future of supply chain management for the AFF industry. It will ensure that the issues and needs of AFF are addressed and accommodated in the development of the EPC / RFID standard.

泛珠三角製造商如何獲益

香港貨品編碼協會項目總監香志剛先生稱：「我們很高興偉易達的資訊系統能夠與香港EPC網絡連接。偉易達率先參與香港EPC網絡應用試點計劃，將成為日後使用該網絡的香港和泛珠三角企業的寶貴參考，讓不同企業認識如何利用此網絡與環球客戶分享及交換實時供應鏈數據的益處，並為使用EPC/RFID的理念奠定眾多明確的價值觀。」

從東莞到美國的供應鏈管理流程

透過香港EPC網絡項目，偉易達再利用新一代的RFID技術的優勢，追蹤從其東莞生產線運往沃爾瑪的美國分銷中心的通訊產品。使用以EPC為基礎的RFID標籤和閱讀器，進行EPC/RFID標準的數據互換，這項技術配套設施有助偉易達將來達成提升庫存管理效率的長遠目標。

香港EPC網絡可讓供應鏈上的實時數據在各供應鏈貿易夥伴之間流通。在整個試點計劃中，這「網絡旅程」由偉易達在泛珠三角的生產線展開。在準備付運這批通訊產品至美國環球零售商沃爾瑪之前，首先是把通訊產品裝箱。



建立成衣、時裝及鞋履行業行動小組

成衣、時裝及鞋履行業 (Apparel, fashion and footwear, AFF) 是全球其中之一主要工業。無論你是成衣、時裝及鞋履行業的零售商、生產商或製造商，能準確瞭解貨物在供應鏈中的傳送流程，都是提升業務管理的基礎，亦是取得競爭優勢、提高營運效率及有效控制成本的關鍵。

因此，EPCglobal 現正全力以赴建立成衣、時裝及鞋履行業行動小組 (Business Action Group, BAG)。

每個行業行動小組 (BAG) 的成員包括現正使用或計劃使用EPCglobal網絡技術的公司代表。每一行業行動小組的宗旨，均會為個別行業建立行內的守則及用戶案例，以提升供應鏈的效率。

現時，EPCglobal已成立了三個行業行動小組，涵蓋快速流轉消費品、保健與生命科學，以及運輸和物流行業，成衣、時裝及鞋履行業將成為第四個行業行動小組。

成衣、時裝及鞋履行業行動小組是在2006年2月在巴塞羅那(Barcelona)首次舉行關於EPC及RFID的成衣、時裝及鞋履行業高峰論壇中正式提出成立的。

該成衣、時裝及鞋履行業高峰論壇旨在確認成衣、時裝及鞋履行業供應鏈內的關鍵領域，並討論 EPCglobal Network 全球網絡和RFID如何在這些領域內令原料供應商、生產商、物流服務供應商、零售商、解決方案供應商及顧客等各方共同獲益。

EPCglobal Inc. 已於 2006 年 9 月正式成立成衣、時裝及鞋履行業行動小組，目的是集中討論如何在 EPCglobal 框架內發展成衣、時裝及鞋履行業的通用標準。該組織將為所有參與者提供一個理想的論壇，讓組員一同參與塑造成衣、時裝及鞋履行業供應鏈管理的前景，並確保這行業在日後發展EPC/RFID標準技術時可獲得有效的解決方案。

UHF Gen 2 incorporated into ISO global standard

EPCglobal Inc.'s UHF Generation 2 air interface protocol has achieved key recognition. It has recently been incorporated into the ISO/IEC 18000-6 Amendment 1 as Type C on UHF RFID by the International Standards Organisation.

Incorporation in the ISO standard comes just 18 months after it was ratified as a hardware standard by EPCglobal in December of 2004. More than a dozen RFID readers, tags and integrated circuits have been certified as Gen 2 compliant by EPCglobal and are commercially available today. The protocol was submitted to ISO last year.

The EPCglobal Gen 2 standard was initially developed by more than 60 of the world's leading technology companies. It describes the core capabilities required to meet the performance needs set by the end user community. EPCglobal Gen 2 is a foundation for creating standard interfaces and protocols to drive the development of new RFID hardware products.

This important move recognizes the work the EPCglobal community is doing to build user-driven technical standards to advance adoption of EPC/RFID technologies in supply chains worldwide.

It gives the EPCglobal UHF Gen 2 specification global approval, making it available to an even wider range of applications. This is likely to be the first of numerous opportunities for EPCglobal and ISO to work together.

ISO國際標準納入超高頻第二代(UHF Gen 2)

由EPCglobal Inc.開發之超高頻第二代(UHF Gen 2)空中介面協議獲得重要認可，國際標準化組織 (ISO) 最近將UHF Gen 2納入ISO/IEC 18000-6修訂1的C類UHF RFID之中。

繼2004年12月EPCglobal批准超高頻第二代 (UHF Gen 2) 協議為硬件標準之後，該協議僅在18個月內即獲納入ISO標準。至今已有十數種RFID閱讀器、標籤及綜合電路獲EPCglobal認證為符合第二代標準，並已投放市場。該協議於2005年呈交ISO。

EPCglobal之第二代標準最初由全世界超過60家領先的科技公司共同研發，該標準描述了達到終端用戶界別要求所需的核心能力。EPCglobal之第二代標準是創造標準介面的基礎，以及促進開發RFID硬件產品的協議。

上述的協議認可，確認了EPCglobal各組織成員一直致力建立用戶主導的技術標準、協助推動EPC/RFID技術在全球不同供應鏈實施的貢獻。

EPCglobal超高頻第二代標準獲得全球認證，令該標準的應用範圍更加廣泛，並成為EPCglobal與ISO將來進行其他合作項目的首個先例。

Staff at VTech simply attach an RFID tag on the carton and the unique EPC number inside the tag will help VTech to identify the goods and track the goods flow via the Hong Kong EPCnetwork in real time. After the data in the tags is read at each reading point, the captured data is transmitted to middleware which filters and sends it on to the network. The process accurately synchronizes information flow and physical goods flow, enabling information visibility for different stakeholders throughout the supply chains.

On the recipient side, Wal-Mart will use the same tools to identify when goods enter and leave the US distribution center. All parties are linked through a standard network infrastructure. A global buyer like Wal-Mart can seamlessly exchange data with the consolidator and the manufacturer to track the location of goods in real-time.

Manufacturers can plan their production schedules much better. Logistics providers can improve their fleet management and asset management. Retailers can improve their customer satisfaction by reducing out-of-stock items. This is supply chain excellence in action! VTech's participation in the pilot is underlining the Company's determination to stay at the cutting-edge.

偉易達於東莞廠房的員工只需將RFID電子標籤貼在貨箱上，只要配合使用香港EPC網絡，該電子標籤內獨有的EPC編碼便可發揮其識別貨件的功效，然後開始實時追蹤貨物的流向。當電子標籤內的數據在各點設有RFID閱讀器的位置被讀取後，便被傳輸至EPC中介軟件過濾數據並發送到香港EPC網絡。這個準確的資訊及貨物數據同步傳送程序，令整個供應鏈上的各相關貿易夥伴均可掌握高透明資訊。

沃爾瑪位於接收貨物的另一端，亦利用同樣的配套設施，在貨物進出其美國分銷中心時進行識別。所有供應鏈上的相關貿易夥伴均可透過標準的網絡設施，連繫在一起。諸如沃爾瑪這等環球買家可與集貿商和生產商實時交換數據及追蹤貨物的位置。

生產商可更有效策劃生產程序。物流供應商可改善船隊管理和資產管理。零售商可透過減低貨架缺貨來提升顧客滿意度。這便正是優化供應鏈可帶來的優勢！偉易達率先參與香港EPC網絡應用試點計劃，充分顯示其致力保持領先市場地位的決心。

Going for growth – 5,000 companies around the world now using the GS1 GDSN 全球五千家企業已使用GS1全球數據同步網絡，數目不斷攀升

The GS1 Global Data Synchronization Network™ (GDSN) achieved exponential growth in the year to May 2006 and is making a truly global, standards-compliant supply chain a reality.

直至2006年5月，採用GS1 GDSN (Global Data Synchronization Network™ 全球數據同步網絡) 的企業用戶迅速增長，逐漸實現一個真正符合國際供應鏈標準的全球數據同步網絡。



In the 12 months to May this year, the number of companies using the GS1 GDSN had grown from just 200 to over 5,000. Thousands of suppliers and retailers are now electronically synchronizing data with their trading partners in the GDSN and saving costs through efficiencies in logistics, accounting and inventory. They are boosting sales by introducing new products to the market faster and ensuring better on-shelf availability.

The GDSN is a major step within GS1's overall global effort to provide the business community with end-to-end supply chain data accuracy, and to do this in a manner that is compliant with universal standards. This internet-based, interconnected network connects regional sources of supplier and retailer data – called data pools – to the GS1 Global Registry™, a global yellow pages directory operated by GS1 GDSN, Inc. Together, the network and registry enable companies around the globe to exchange standardized and synchronized supply chain data in real-time with their trading partners (suppliers/sellers and/or retailers/buyers). At present, 21 GDSN-certified data pools have been developed around the world and the GS1 HK Data Pool launched in February 2006 is one of them.

Business value

The dramatic increase in the number of companies using the GDSN has been driven by growing recognition of the network's strong business value. The figures speak for themselves. Over half of the top 20 global retailers have now made the GDSN a cornerstone of their successful electronic business practice. The reliable GDSN environment allows for streamlined exchange of standards-compliant data throughout local, regional, and global supply chains.

在過去12個月至2006年5月止，全球使用GDSN的企業用戶數目，從最初200家增加至超過5,000家。數以千計的供應商及零售商現正透過GDSN與商貿夥伴進行電子數據同步化程序，藉此提升物流、會計及庫存方面的效率，以協助降低成本。使用GDSN的用戶，不但加快了推出新產品的時間，更可保證足夠貨品上架來增加銷量。

GS1正致力為全球工商業界提供符合國際標準的準確點對點供應鏈數據，推行GDSN是其中重要一步。GDSN是以互聯網為基礎的網絡系統，將全球各個區域內之供應商和零售商的數據（被劃分為不同的數據池）上載至GS1 Global Registry（GS1全球註冊資料庫）之中，此資料庫相等於一個由GS1GDSN Inc.管理的全球黃頁目錄。透過此網絡及中央資料庫，全球貿易夥伴（供應商/賣方及或零售商/買方）便可以實時交換符合GDSN標準的一致性供應鏈數據。目前，全球共有21個GDSN認可數據池，而於今年二月推出的GS1 HK數據池亦是其中之一。

商業價值

採用GDSN的公司數目激增，正好顯示GDSN的重大商業價值，已日漸受到廣泛認同。在全球二十間最大的零售商中，超過半數現已利用GDSN成功實施電子商務。GDSN能夠提供的穩定的操作環境，可讓本地、區域及全球供應鏈互相交換符合國際標準的數據，暢通無間。

Companies are applauding the GDSN's flexible functionality that supports the introduction of new items along with retailer-specific data requirements, such as price and promotion information. Two major US-based multinationals – Johnson & Johnson and Wal-Mart – have been especially generous in their praise of the GDSN.

Data synchronization has significantly reduced out-of-stocks at Wal-Mart and uncovered savings in other supply chain areas, such as logistics.

GDSN users are confident

Research by leading management consultancy A.T. Kearney revealed that widespread adoption of global data synchronization could help companies achieve cost savings of up to US\$25 million a year. Several leading international retailers have already realized the gains. For example, Japanese retailer AEON reduced management costs by US\$2 million, while Dutch retailer Alert Hejin improved productivity by as much as 30%.

The phenomenal growth in adoption of the GDSN underlined the obvious business benefits of the network. Reaching the 5,000-user mark shows that the global community has every confidence in the GS1 GDSN. By synchronizing data with their trading partners, participating companies eliminate costly data errors, increase supply chain efficiencies and move new products to market faster than ever before. The GDSN is an ideal synchronization platform for trading partners in a vast range of industries from consumer packaged goods to hardlines and on to consumer electronics. They all stand to gain.

GDSN最為企業用戶讚賞的是其靈活性，例如為零售商提供有關新產品的資料諸如價格及宣傳資料。美國兩大大型跨國公司—Johnson & Johnson和Wal-Mart對GDSN更是稱讚有加。

透過數據用步，Wal-Mart顯著減少了貨架缺貨的情況和節省了例如用在物流服務方面的供應鏈支出。

GDSN用戶充滿信心

由全球領先管理顧問公司A.T. Kearney進行的一項研究顯示，廣泛採用全球數據同步網絡的企業每年可節省高達二千五百萬美元的成本。多間領先國際市場的大型零售商已見成效。例如日本零售商AEON實行全球數據同步後，成功削減二百萬美元的管理成本；而荷蘭零售商Albert Heijn則透過採用全球數據同步而提升了百分之三十的生產力。

從GDSN用戶數量的迅速增長，可反映該網絡可為用戶帶來顯著的商業效益。5,000家企業用戶已經採用GDSN，充分顯示全球工商業界對GS1 GDSN充滿信心。企業用戶與商貿夥伴進行數據同步，可減低因數據錯誤而需付出的高昂代價、提高供應鏈效率，並可將產品迅速推出市場。GDSN是適合廣泛行業採用的理想數據同步網絡平台，這些行業包括消費者包裝產品、日常用品，以致電子消費產品等，均可從中獲益。

First GS1 Asia-Pacific GDSN User Forum

User group forums have played a key role in allowing active GS1 Member Organizations (MOs) to build the GDSN throughout the Asia-Pacific, the Americas, and Europe.

The first GS1 Asia-Pacific GDSN User Forum was a two-day event held in Singapore in April 2006, with the aim of accelerating the adoption of the GDSN across the Asia-Pacific region. GS1 Hong Kong was proud to be one of the participants along with MOs representing GS1 GDSN Inc., GS1 Australia, GS1 Singapore, GS1 Japan, GS1 Korea, and GS1 Vietnam.

The regional forum helped global users, MOs and solution providers better understand data synchronization and learn from leading companies with implementation experience.

The event raised awareness of the business value of the GDSN, and helped global trading partners get started. It also shared global knowledge and best practices while identifying and implementing regional GDSN pilot projects.

首屆GS1亞太GDSN企業用戶論壇

積極推動GDSN的GS1成員組織 (GS1 Member Organizations)，正透過舉辦區域GDSN企業用戶論壇，例如亞太區、歐、美等區域，作為重點宣傳GDSN發展的活動。

首屆GS1亞太區GDSN企業用戶論壇已於2006年4月在新加坡舉行，這為期兩日的論壇，目的是為加快亞太地區的貿易夥伴認識及採用GDSN。香港貨品編碼協會積極支持及參與組織此論壇與其他GS1成員組織共同策劃這項盛事，其他參與的GS1成員組織包括GS1 GDSN Inc.、GS1 澳洲、GS1 新加坡、GS1 日本、GS1 韓國及GS1 越南等。

舉辦地區論壇有助全球企業用戶、GS1成員組織及解決方案供應商加深對全球數據同步的認識，汲取率先採用此網絡的企業用戶的實際經驗。

這次會議加深業界認識GDSN的商業價值，幫助推動全球商貿夥伴加快採用GDSN。與會人士不但從中加深對不同地區實施GDSN測試計劃的了解，並在會上分享了全球最新資訊及最佳實務案例。

GS1 HK Data Pool goes live

GS1 Hong Kong launched its certified data pool in February 2006, a move that made it among the pioneers to launch a standard-based data pool in Asia Pacific and cemented the role of Hong Kong as Asia's primary trading hub. The other markets that have launched certified data pools are Australia and Taiwan. The GS1 HK Data Pool is one of 21 GDSN certified data pools worldwide, and serves as a global gateway that leads to improved business processes for globally sourced goods and services.

The GDSN-certified data pools are an integral part of the bid by GS1 Hong Kong to make end-to-end supply chain data accuracy a reality for the business community. These are the ultimate repositories of supplier and retailer data.

The impact of this global initiative on global e-commerce will be profound. The GS1 HK Data Pool enables trading partners to collaboratively achieve increased efficiency, improved productivity and superior economic benefit within and across sectors electronically. Through Global Data Synchronization (GDS), GS1 Hong Kong is helping local enterprises improve supply-chain efficiency and bring products to market faster and more effectively, making end-to-end supply chain data accuracy a reality. This seamless and integrated business process is expected to help position Hong Kong as the premier hub for logistics and trading operations in Asia.

GS1 HK Data Pool正式推出

GS1 HK Data Pool (GS1 HK 數據池) 於2006年2月正式在香港推出。GS1 HK 數據池的推出，不但有助鞏固香港作為亞洲區主要貿易樞紐的地位，香港貨品編碼協會同時與澳洲和台灣的成員組織一樣，是率先在亞太地區推出合符GDSN標準之數據池的其中一個機構。GS1 HK 數據池屬於全球21個GDSN認可數據池之一，從此成為搜索全球貨品及服務的其中之一門徑，協助企業改善營商流程。

獲GDSN認證的GS1 HK 數據池，是香港貨品編碼協會為工商業界實現獲取準確無誤的點對點供應鏈數據的其中一個環節，亦是儲存供應商和零售商的商業數據的終端資料庫。

GS1 HK 數據池的建成和啟用，將為本地企業參與全球電子商業貿易活動帶來深遠的影響。GS1 HK 數據池可幫助本港的貿易夥伴提升與業內以至跨業界的貿易夥伴的協作關係，進行即時數據標準化與同步化，從而有效提升營運效率及生產力，獲取更理想的經濟效益。憑藉全球數據同步，香港貨品編碼協會正協助本地企業提升供應鏈效率，令產品更快捷及更有效地付運到市場，實現獲取準確無誤的點對點供應鏈數據的目標。這個實時及整合的商業流程，將有助香港成為亞洲區的物流及商貿樞紐。

CPFR – the best practice route to business success

CPFR — 取得商業成功的最佳途徑



Advocating best practice is always on the agenda at GS1 Hong Kong. This aligns with our commitment to optimize business efficiency for Hong Kong enterprises through the provision of global supply chain standards and enabling technologies.

一直以來，香港貨品編碼協會致力推動香港企業採納供應鏈最佳實務守則，並透過提供全球通用的供應鏈標準及應用技術，來提升各企業的營商效率。

CPFR® (Collaborative Planning, Forecasting & Replenishment) is a critically important protocol that GS1 Hong Kong has long advocated. In Hong Kong, Watsons Your Personal Store and P&G provide an excellent example of how well CPFR works.

What is CPFR?

CPFR combines the intelligence of multiple trading partners in planning and meeting customer demand. It links sales and marketing to supply chain planning and execution processes.

“All this helps to increase availability while reducing inventory, transportation and logistics costs,” said Previn Wan, Head of Standards, Technologies and Services, GS1 Hong Kong. “Since the publication of the VICS guidelines on CPFR in 1998, over 300 companies have implemented CPFR and companies in Hong Kong would do well to learn more. We certainly advocate CPFR as best practice.”

CPFR case studies have identified in-stock percentage improvements of between 2% and 8% for products in stores, as well as inventory reductions of between 10% and 40% across the supply chain. CPFR has also worked in hard goods, apparel and consumer packaged goods.

Replenishment is the most important supply chain function. The process boils down typically to involving a buyer and a seller working together to satisfy the demands of an end customer.



Collaborative Planning, Forecasting & Replenishment (CPFR®) (協作式策劃、預測及補給) 是香港貨品編碼協會重點提倡的供應鏈最佳實務守則。在香港，屈臣氏個人護理店（簡稱屈臣氏）和香港寶潔有限公司（簡稱寶潔）已率先參與測試計劃，體驗CPFR的效益。

甚麼是CPFR？

CPFR是一套結合協同式營銷計劃與供應鏈管理的商業合作標準模式，由多方貿易夥伴將銷售及市場營銷策略與供應鏈的操作流程互相連繫，以滿足客戶需求。

CPFR香港貨品編碼協會標準、技術及服務部（Standards, Technologies and Services）主管溫潤輝先生指出：「以採納CPFR標準來協助企業提升供貨的預測準確度，同時有助降低庫存量、交通及物流成本。自從1998年由國際組織 Voluntary Interindustry Commerce Solutions Association（簡稱VICS）公佈了有關CPFR的指引之後，全球已有超過300家公司實施了CPFR。我相信香港的企業可從這些成功過案中汲取經驗。而我們當然會致力提倡CPFR最佳實務。」

從有關CPFR的實例中，零售商自從採納CPFR之後，能更有效地提升供應鏈管理效率；一方面能增加零售店舖的供貨比率達2%至8%，同時亦可減少貨品庫存量10%到40%。此外，在耐用商品、成衣與消費者包裝商品行業上，亦取得顯著的效果。

補貨是供應鏈中最重要的一环。整個過程是涉及買賣雙方之間如何保持緊密合作，滿足消費者的需求。

CPFR

CPFR is a registered trademark of the VICS (Voluntary Interindustry Commerce Solutions Association), the US-based body that has set the globally recognized voluntary CPFR guidelines. VICS' vision for the future is a world in which products move through the global supply chain seamlessly, thereby maximizing value for manufacturers, retailers and consumers. The VICS Association has enabled companies in the retail and consumer-focused industries to eliminate billions of dollars of waste and delay.

CPFR

CPFR全名為Collaborative Planning, Forecasting & Replenishment (協作式策劃、預測及補給)。這商業模式標準是國際組織Voluntary Interindustry Commerce Solutions Association (簡稱VICS)的註冊商標。VICS於美國成立，並制定了全球認可的CPFR指引。VICS的宗旨，是創造一個無界限、完美無縫的全球供應鏈，實時監察貨品流向，令生產商、零售商和消費者取得三贏局面而最終受惠。VICS已為零售業和消費者相關核心行業節省了數以億計因浪費和延誤而導致的金錢損失。

The main CPFR activities

In retail, manufacturer and retailer participate in four collaborative activities to improve their performance.

- **Strategy & Planning**
Setting the ground rules for the relationship, determining the product mix and placement, and developing periodic event plans.
- **Demand & Supply Management**
Projecting consumer demand at point of sale, as well as order and shipment requirements over the planning period.
- **Execution**
Placing orders, preparing and delivering shipments, receiving and stocking products on retail shelves, recording sales and making payments.
- **Analysis**
Close monitoring of performance and continual adjustment to achieve steady improvement in results.

From retail events to seasonal replenishment

There are four obvious scenarios where CPFR can be deployed. Take a major retail event, for example, as the first scenario. In retail, promotions generate major changes in demand, causing the majority of out-of-stocks, excess inventory and unplanned logistics costs. Consequently, applying "collaboration" to retail events delivers major financial opportunities. Trading partners typically develop a collaboration strategy and a joint business plan for promotions, typically on an annual or quarterly basis.

Replenishing a distribution center involves continuous replenishment activity. While conventional replenishment usually calls for calculating orders over a short lead-time, and for a single trading partner to manage the entire process, there are different issues when it comes to replenishing distribution centers. Here, the collaboration means a joint order commitment process at multiple horizons beyond a single lead-time. It enables manufacturers to adopt a make-to-demand policy, while allowing retailers to minimize their inventory liability and stock-out risk.

CPFR涵蓋的範疇

在零售行業中，生產商和零售商可通過以下四個協同方式提升服務質素：

- **策略與計劃**
制定雙方協同關係的基本守則，確定產品組合與配置，及制訂定期貨品推廣計劃。
- **需求及供應管理**
預測個別促銷點的貨品需求，了解訂貨程序及付運貨件的條款。
- **實施程序**
落單、安排貨品裝箱和付運，收貨和庫存安排、貨物上架、記錄銷售以及付款安排。
- **分析**
監測進展和表現，及作出適當調整，以確保計劃達致預期效果。

從推行零售活動到季節性貨物補給

我們可從以下四個環節中，清楚地體會CPFR所能發揮的作用。就以零售業推廣作為開始，在大型速銷活動安排上，如零售商與供應商之間缺乏協調，便可能導致大量缺貨或相反存貨過剩、及物流成本增加。因此，最典型的做法是採納「協同」方式策劃年度或季度的宣傳活動，共同清楚各自需負責的環節可為雙方帶來重大的財務效益，務求創造雙贏的局面。

另一個運用CPFR的環節是銷售中心的補貨程序。傳統的補貨流程，通常由一方的貿易夥伴短時間內自行點算貨品存量而同時向生產商發出不同訂貨單。事實上，銷售中心的補貨程序更為複雜，如採用協同方式，首先制定一個整合式的訂貨程序，透過買賣雙方同意，共同制定不同階段的補貨預測，這有助生產商按需求而確定生產政策，同時減低零售商對庫存量的倚賴及承擔缺貨的風險。



A third scenario is store replenishment and often both the retailer and manufacturer share insights to drive an optimal replenishment plan. Trading partners typically collaborate on store Purchase Orders (POs) forecasts.

Finally, there is collaborative assortment planning. This is common in industries such as fashion that follow seasonal patterns. As a result, retailers and suppliers better coordinate their merchandising decisions to drive maximum profitability for both parties.

CPFR in Hong Kong

There is an excellent case study of Watsons Your Personal Store working with P&G using the CPFR model. The benefits of adopting CPFR were very significant for Asia's leading health and beauty chain and the world's leading supplier. There were more reliable forecasts that better reflected future sales trends and there was a better understanding of previously unforeseeable fluctuations in orders. P&G was better able to manage its inventory for local and overseas stock because it knew when to place overseas orders and when to replenish warehouse inventory.

The use of CPFR freed up both Watsons and P&G to focus on more value-added business activities.

另一個環節是將協同方式用於零售店舖的補貨程序。透過零售商和生產商互相交流見解，以達成一項完善的補貨方案。

最後是分類性產品的協同計劃。它通常適用於季節性產品，例如需要緊隨季節變化的時裝業。利用協同分類計劃，零售商和供應商可作出更準確的採購決定，令雙方均獲得最高利潤。

CPFR在香港的發展

屈臣氏和寶潔於年前率先進行了CPFR測試計劃，體驗了這協同方案對提升營運效益的好處，包括準確的銷售預測及更能精確地推斷未來的銷售趨勢，協助雙方認識過往無法預測的變數。利用CPFR的協同方式，寶潔能有效地控制貨品落單的時間及數量，大大提升本港及海外的貨物的庫存管理流程。

透過進行CPFR，屈臣氏和寶潔可專注其公司資源，發展更多增值的服務，提高競爭力，帶出供應鏈管理的新契機，令日後可投放更多資源發展增值商業活動。

AppTex Express encourages collaboration in the apparel supply chain

GS1 Hong Kong is actively supporting the Collaborative Product Development (CPD) initiative in the apparel industry to achieve common raw materials standards.

Apparel is important to Hong Kong. Hong Kong and China are the world's largest exporters of clothing, taking nearly 30% of the global export market share even before China's WTO accession and abolition of quotas in 2005. Hong Kong is also renowned as a global apparel-sourcing hub for overseas buyers, with a well-established network of offshore raw materials and garment manufacturing bases in Asia, especially China.

Yet there are many challenges in the apparel supply chain, and the lack of standards over raw materials is a major issue. It is believed that sourcing and developing raw materials in the upstream supply chain accounts for some 70% of the time spent in the supply chain interaction. Hence, GS1 Hong Kong has created the Apparel & Textiles (AppTex) Express project and a set of raw material communication standards that facilitates collaboration in the apparel product development process.

GS1 Hong Kong, working in collaboration with a group of forward-thinking upstream apparel and textiles companies, has initiated the AppTex Express project to improve the situation and develop practical raw materials specifications standards. This project was backed by 33 key players and industry bodies. All the participating companies agree that industry-wide raw materials standards will ease communication between business partners, enabling them to streamline their supply chain operations and enhance overall efficiency.

The standards are driving the CPD initiative further. The CPD initiative aims to provide a forum in which raw materials suppliers and garment manufacturers can partner with brand retailers. Together, all parties can improve end-to-end order-fulfillment cycles by adopting more collaborative processes in product development. CPD is expected to establish a closer collaborative relationship between the business partners along the apparel supply chain.

AppTex Express促進成衣業供應鏈協同關係

香港貨品編碼協會一直積極支援成衣業實施協作產品發展 (Collaborative Product Development, CPD) 計劃，制訂成衣原材料規格之通用標準。

成衣業在香港的地位舉足輕重。中國和香港是世界最大的服裝出口地，早在中國加入世貿組織(WTO)及於2005年廢除配額制以前，便已佔據全球成衣出口市場約30%的市場佔有率。在海外買家心目中，香港更被譽為全球的成衣採購中心，在亞洲，尤其是中國，擁有完善的離岸原料和服裝製造網絡。

然而，成衣供應鏈仍然面臨很多挑戰，缺乏成衣物料規格標準正是其中主要問題。據估計，成衣業在處理上游廠的時間，約佔它們整個供應鏈管理總過程的70%。因此，香港貨品編碼協會成立AppTex Express (成衣及紡織業物料標準化計劃) 及制定一套物料規格的通用標準，以促進成衣產業發展的協同效應。

香港貨品編碼協會聯同一眾具遠見的上游成衣和紡織企業團體，率先策劃AppTex Express 項目，共同制定實用的物料規格標準，以改善業界的營商效率。該項目得到33個核心參與者及業界組織的支援，參與機構都一致認為，制訂完善的成衣業物料規格標準，將有利商貿夥伴之間的溝通，從而精簡供應鏈運作流程，提升整體營業效率。

這標準更可進一步推動CPD計劃。此計劃的目標是為物料供應商與服裝製造商，以及品牌零售商提供一個平台，提高各方夥伴在產品開發過程中之關係，縮短對點對點訂單的履程序。通過CPD計劃，可望成衣業供應鏈上的貿易夥伴之間，得以建立更加密切的協同關係。



Mark your diary for the 6th Supply Chain Management CEO Summit

「第六屆供應鏈管理行政總裁會議」即將舉行

The 6th Supply Chain Management CEO Summit takes place on 11th and 12th October at the JW Marriott Hotel Hong Kong.

Organised by GS1 Hong Kong, and supported by co-organisers ECR Hong Kong and the Supply Chain Council (Greater China), the Summit has become the industry's landmark event since its inception in 2001.

Renowned speakers, top companies, leading sponsors

The annual Supply Chain Management CEO Summit brings together supply chain experts, senior executives, decision-makers and seasoned practitioners.

Two information-packed days will explore latest supply chain practices, tools, technologies and consumer trends. You'll enjoy privileged access to a world-class supply chain solutions showcase, revealing discussions and a chance to network with today's supply chain leaders.

A number of major corporations have already confirmed their attendance for this year, including PARKnSHOP, BAX Global, AC Nielsen, and Health Purchasing Victoria.

Here's a snapshot of what to expect:

- **New Local and Global Business Cases**
Influential executive speakers will explain how supply chain integration is delivering major benefits to their businesses. Business cases cover groundbreaking practitioners in fast moving consumer goods, logistics, apparel, hi-tech, consumer electronics, telecommunications, healthcare and more.
- **Insights from Retailers and Suppliers: Discussion Panel**
Top retailers and suppliers will reveal how supply chain management best practices deliver a winning formula that exceeds customer expectations by reducing costs, enhancing efficiency and streamlining critical processes.
- **Efficient Consumer Response (ECR) Best Practices**
The Summit will reveal how supply chain stakeholders are capitalising on ECR strategies to gain market share. They will share successful case studies about a range of different ECR initiatives.
- **SCOR – Achieving Supply Chain Excellence**
The Summit will explain why over 700 international companies use this critical benchmarking tool to achieve best-in-class supply chain performance, calculate ROI in an SCM project, and allocate supply chain investment.

「第六屆供應鏈管理行政總裁會議」謹訂於本年10月11日至12日假香港萬豪酒店舉行。

這個會議由香港貨品編碼協會主辦，並由ECR香港和供應鏈管理委員會（大中華區總會）共同協辦。自2001年首次舉辦以來，這個會議已成為業界不容錯過的年度盛事。

知名演講者、領先業界企業及贊助商

一年一度的供應鏈管理行政總裁會議，將匯聚全球供應鏈管理專家、高級行政人員、決策領導及資深從業員。為期兩天的會議將提供一系列訊息豐富的活動，包括討論最新的供應鏈管理實務、工具、技術，以及消費市場潮流。與會者可藉此良機，率先分享到世界頂級供應鏈解決方案展覽、參與各項專題討論、與領先業界的供應鏈翹楚交流意見。

已經參與本屆會議的大型企業，包括：百佳、BAX Global、AC Nielsen和Health Purchasing Victoria等。

精彩議程概覽：

- **本地及全球最新商業案例**
由來自全球各行業極具影響力的行政級發言人，闡述供應鏈整合對其企業經營的效益。商業案例涵蓋各領先行業，包括快速流轉消費品、物流、成衣、高科技、消費電子產品、電訊、醫療等。
- **卓識遠見「零售商」暨「供應商」討論會**
領先業界的零售企業與供應商，將分享如何利用供應鏈管理的最佳實務有效降低成本、提高管理效率及完善作業流程，成功贏取顧客信賴的致勝之道。
- **「高效消費者響應(ECR)」最佳實務**
此專題環節，將邀請供應鏈相關合作夥伴闡釋如何運用ECR策略提升市場佔有率，並分享他們運用不同的ECR計劃來達標的成功案例。
- **運用SCOR「供應鏈運作參考模型」取得供應鏈優勢**
逾七百多間國際企業如何運用這套重要基準，成功建立供應鏈管理優勢、計算供應鏈管理項目的投資回報，以及分配供應鏈投資。採用SCOR模型的領先企業代表，將為您剖析箇中原因。

- Next-generation Standards and Technologies**
 Delegates will also hear why leading organisations are deploying the Global Data Synchronisation Network (GDSN), EPC-complaint RFID technology, Collaborative Product Development, e-health, and other key capabilities.
- Valuable Business Intelligence**
 The Summit also showcases latest research on consumer trends and buying behaviors.

Registration

Make sure the Summit goes in your diary for 11th and 12th October.

Tel: (852) 2891 0872

Fax: (852) 2836 6729

Email: enquiry@scmceosummit06.com

Website: <http://www.scmceosummit06.com>

- 新一代標準和技術**
 盡述為何領先機構均採用全球數據同步網絡 (GDSN)、基於「產品電子代碼」(EPC)標準的「無線射頻識別」(RFID)技術、協作式產品開發、電子醫療服務，以及其他重要技術。
- 珍貴的商業情報**
 展示最新消費市場趨勢及消費者購買模式的市場研究報告。

註冊登記

請即登記參與由10月11至12日舉行之「第六屆供應鏈管理行政總裁會議」。

電話：(852) 2891 0872

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電郵：enquiry@scmceosummit06.com

網址：<http://www.scmceosummit06.com>

GS1 Hong Kong Events 香港貨品編碼協會活動

Events 活動	Date 日期	Venue 地點	Contact Details 聯絡資料
The 6th Supply Chain Management CEO Summit 第六屆供應鏈管理行政總裁會議	11 - 12/11/2006	JW Marriott Hotel Hong Kong 香港萬豪酒店	Tel/電話: (852)2891 0872 enquiry@scmceosummit06.com Organizer: GS1 Hong Kong 主辦: 香港貨品編碼協會 Co-organizers: ECR Hong Kong / Supply-Chain Council - Greater China 協辦機構: ECR香港 / 供應鏈管理委員會(大中華區總會)
China Retail Store Expo 2006 第八屆中國連鎖店展覽會	02 - 04/11/2006	Beijing Exhibition Center 北京展覽館	Tel/電話: 8610-51916555 - Ext.8038 or Ext.8039 / 51916857 shan@ccfa.org.cn / 2004@ccfa.org.cn Organizer: China Chain Store & Franchise Association (CCFA) 主辦: 中國連鎖經營協會
Annual Members Gathering 2006 2006週年會員晚宴	08/12/2006	Ballroom, Penthouse, Hotel Miramar 美麗華酒店宴會廳	Tel / 電話: (852) 2863 9769 letticecheng@gs1hk.org

GS1 Hong Kong Training Programs 香港貨品編碼協會培訓課程

Events 活動	Date 日期	Venue 地點	Contact Details 聯絡資料
EPC / RFID & EPCnetwork Infrastructure Training Workshop 產品電子代碼 / 無線射頻識別及EPC網絡基建培訓工作坊	29/09/2006	GS1 Hong Kong Office 香港貨品編碼協會辦公室	Tel/電話: (852) 2863 9730 info@epcglobal.org.hk
Barcode Workshops 條碼工作坊	07/11/2006 19/12/2006	GS1 Hong Kong Office 香港貨品編碼協會辦公室	Tel/電話: (852) 2863 9769 letticecheng@gs1hk.org
SCOR Seminar SCOR研討會	24/10/2006	To be announced 待宣佈	Tel/電話: (852) 2863 9728 ttang@supply-chain.org

Remark: This proposed schedule is subject to change.

按: 以上時間表會因應實際情況而改變。



Complimentary Member Listing

會員名錄

GS1 Hong Kong welcomes the following companies as our new members

香港貨品編碼協會歡迎以下公司成為本會會員

September 2005 - August 2006

APPAREL & ACCESSORIES 成衣及飾物

ALPHATAN INTERNATIONAL LTD
 A-MAX INTERNATIONAL DEVELOPMENT LTD
 AURA INTERNATIONAL MANUFACTURING LTD
 BANTEX INDUSTRIES & TRADING CO
 BEST BAG INTERNATIONAL LTD
 BESTFORD (HK) LTD
 BOWKER GARMENT FACTORY CO LTD
 BRILLIANT FORTUNE INDUSTRIAL LTD
 CANAAN DEVELOPMENT CO LTD
 CASHMERE (HK) MAN HING PRODUCTS CO LTD
 CHEONG WING OPTICAL MFY
 CHESFORD HOLDINGS LTD
 CHEUNG WICK LTD
 CHINA WIN TEXTILES CO LTD
 CHUN AU KNITTING FACTORY LTD
 COME 2 GETHER (FE) LTD
 COUNTRY LINE (HK) LTD
 CRYSTAL APPAREL LTD
 DOBRAYME (HK) LTD
 DULING TRADING CO LTD
 EASTERN HARVEST GROUP LTD
 ELEGANCE INDUSTRIAL CO LTD
 ELPIS LTD
 EPIC DESIGNERS LTD
 EVER EXPRESS GARMENTS LTD
 FASTBOAT HK LTD
 FOOK HING ENTERPRISES HOLDINGS LTD
 FORTX GARMENT MANUFACTURER CO
 FORTUNE BASE GARMENT LTD
 FUSION ACCESSORIES LTD
 GETSETGO CONCEPTS LTD
 GOLD STONE LTD
 GRAND PORT HOLDINGS LTD
 GREENWAY GARMENT FTY LTD
 GROUP DRAGON INDUSTRIAL LTD
 HEILIAN (HK) CO LTD
 HERO TEAM INDUSTRIAL LTD
 HK MIYI PRINCE GARMENTS WOMEN & CHILDREN PDT LTD
 HONG KONG KNITTERS LTD
 HONG KONG LINK LTD
 JUMP (ASIA) DISTRIBUTORS LTD
 KAM LOONG WONG GARMENT KNITTING FACTORY LTD
 KENO LEATHERWARES FTY LTD
 KEYS INTERNATIONAL LTD
 KWAN HING (HK) PRODUCTS FACTORY LTD
 LA PARGAY FASHION CO LTD
 LONG VICTORY INTERNATIONAL LTD
 M Z BERGER & CO INC
 MAXLEY LTD
 MERITLUX LTD
 MTA GARMENTS MANUFACTURING CO LTD
 NEWTIMES FAR EAST DEVELOPMENT (HK) LTD
 NGAI KEUNG HANDBAGS FACTORY (HK) LTD
 OCEAN GARMENTS LTD
 OLTEx LTD
 PANTHER TRADING INTERNATIONAL LTD
 PARTEX LTD
 PENNINGTON ENTERPRISES LTD
 POLYWIDE INTERNATIONAL LTD
 POSCELIN CO LTD
 PROMINENT APPAREL LTD
 PT FAR EAST LTD
 QIHUA TRADING (HK) CO LTD
 SAN FONG TEXTILE CO LTD
 SINOCOM TRADING LTD
 SMARTWAY GARMENTS LTD
 SONAR GROUP LTD
 SOUTH CHINA HAIR CO
 SOUTH CHINA INDUSTRIAL GROUP LTD
 SPARKLE WICK LTD
 STANDARD SOURCING (HK) LTD
 STORAGE PRO LTD
 STYLE TRAVEL RETAIL LTD
 SWIMWELL GARMENT FACTORY LTD
 TEXMINT FASHIONS LTD
 TIMELINK TRADING LTD
 TMS INTERNATIONAL LTD
 TOP FORM BRASSIERE MFG CO LTD
 TOP FORM INTERNATIONAL LTD
 TREASURE GLORY GARMENT FACTORY LTD
 TRIAM INTERNATIONAL LTD
 UGE INTERNATIONAL ENTERPRISES HONG KONG LTD
 UNITEDTEX LTD
 UNITEX FASHION (INTL) LTD
 UNITEX FASHION (KNITWEAR) LTD
 UNIVERSAL HANDCRAFT MANUFACTURERS LTD
 WIN ASIA BAGS & LUGGAGES LTD
 WINALL INDUSTRIES LTD
 WINGET CYC INDUSTRIAL LTD
 WORLDBLINK INTERNATIONAL INDUSTRIES LTD
 YIMI BRASSIERES & UNDERWEAR FACTORY CO LTD
 ZENHOY INDUSTRY CO

BUSINESS / PROFESSIONAL SERVICES 商業/專業服務

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 BEA SYSTEMS HONG KONG LTD
 CHINA ENTERPRISES INVESTMENT GROUP LTD
 CHINA-HONGKONG TELECOM LTD
 CONVERGENCE SYSTEMS LTD
 CONVERGENCE SYSTEMS LTD
 CORE SOLUTIONS LTD
 DATA/CRAFT CHINA / HONG KONG LTD
 FAMILY LEARNING ASSOCIATION LTD
 FEI WU LTD
 HONG KONG COMMUNICATIONS EQUIPMENT CO LTD
 HONG KONG JEWELLERY MAGAZINE LTD
 HONG KONG SCIENCE AND TECHNOLOGY PARKS CORPORATION
 HONGKONGSTUDY.COM LTD
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CITY UNIVERSITY OF HONG KONG
 HONG KONG INSTITUTE OF VOCATIONAL EDUCATION (TY)

EQUIPMENT & MACHINERY 器材及機械產品

ACCESS TECHNOLOGY CO
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 EVERFLORISH INTERNATIONAL LTD
 FIRST INK INTERNATIONAL HOLDING LTD
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 GLOBAL MEDISAFE (HK) CO LTD
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 GMCS PRODUCTS LTD
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 QMEM TECHNOLOGY CORPORATION LTD
 SENXEN INTERNATIONAL LTD
 STUDIO TECH (CHINA) LTD
 SUVIL TECHNOLOGIES CORPORATION LTD
 SWITCHEASY LTD
 SYNOPSIS INDUSTRIAL CO LTD
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 TIGLU LOGISTECHS
 TONZEX TECHNOLOGY STATIONERY (HK) LTD
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 ASIA FOOD CO LTD
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 BAOZHI TOWN HOLDING LTD
 BEGET INTERNATIONAL INVESTMENT CO LTD
 BISTAR LTD
 BRIGHT MATE HOLDINGS LTD
 BRIGHT MATE HOLDINGS LTD
 CALFRUITS CO LTD
 CANADA KINSTAR GROUP (HK) LTD
 CERES RESOURCES LTD
 CHANG LOK VEGETABLE-FOOD WHOLESAL
 CHANNEL TIME LTD
 CHEER WORLDWIDE LTD
 CHI SHING (GOLDEN COCONUT) TRADING CO
 CHINA AGRICULTURE (HK) CO LTD
 CHINA CHAMPION NATIONAL TRADING LTD
 CHUNG HING SEA PRODUCTS LTD
 DAAS ENTERPRISE LTD
 DAB ASIA LTD
 DAWA TRADING CO LTD
 DEL MONTE FRESH PRODUCE (HK) LTD
 DRAGON SEED DEVELOPMENT CO
 DRAGON TEA HOUSE
 DUN HUANG TOBACCO (GROUP) LTD
 DYNASTY FINE WINES (ASIA PACIFIC) LTD
 EAGLE COIN (HK) LTD
 EASY WONG TRADING DEVELOPMENT CO LTD
 EB HEALING CO LTD
 FERRARINI PACIFIC LTD
 FIRST ASSET INTERNATIONAL FOOD LTD
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