

# Printing in Hong Kong & China

## Leo Paper

For Leo Paper, 2019 started with the successful application of an investment license for Vietnam's Hai Duong province. "We will build a new factory there in line with our Leo China Plus development strategy. This factory, expected to be operational by 2021, will enable us to remain competitive beyond our China-based production base," says director Alvin Lai, adding that "it will increase our OEM capacity while mitigating possible operational risks".

Meanwhile, its Factory Next initiative continues to gather momentum. "We kicked off ERP 2.0 project in the first quarter, marking a key milestone in our group's Industry 4.0, SMART factory, and digital transformation journey. The ERP 2.0 project, taking about 30 months, will start with our Heshan factory and is aimed at enhancing the overall supply chain efficiency," adds Lai. "Overall, our leagility progress—along with various SMART and lean manufacturing projects such as pilot workshops, SMART management, AI, cyber physical system (CPS), and Gemba Kaizen—have reignited our passion for lean culture after we initiated lean manufacturing more than a decade ago. We fully expect the lean adoptions and applications to become more in-depth and practical as we reinforce its strategies and implementations companywide."

Green practices continue at Leo Paper, which is known for its many ecofriendly initiatives and recognitions. "More than 85% of our group's annual volume of paper purchase comes from ecofriendly sources and certified forests," says Andy Lau, general manager for sales, adding that "we have developed and installed a closed-loop heat pump drying system for sludge drying, which has successfully reduced water content in the sludge from 83% to 30%."

Striving to be a green printer with zero waste and zero negative environmental impact is one of Leo Paper's major goals. "Our practices, processes, and methodologies are extensive and continuous, and they include saving energy, reducing carbon emissions, controlling and preventing air pollution, eco-utilization of resources, and ensuring green facilities," adds Lau, who is also paying close attention to the louder plastic-free calls from clients in Europe and the U.K.

"The plastic-free movement has taken over our facilities, covering areas such as accessory purchasing and production, where we seek to minimize the use of plastics, especially for single-use plastic products in factory areas, packaging process, and logistics," Lau says. "This movement will be carried out in tandem with our Green Harmony and Zero-waste eco-initiatives."

## Inspiration Through Magic Paper World

In the past decade, Leo Paper has been increasing the emphasis on edutainment and interactivity in its R&D direction for new product ideas. "Magic Paper World, our trademarked value-added solution, includes many of our new, in-house-developed microinnovations and techniques," says Henry Woo, general manager of Leo Paper's OEM business development.

MPW is focused on creating products that are engaging, fun, and interactive. It is presented as a series of seven board books with different applications to enhance a page design so as to inspire new ideas for clients and, ultimately, to help elevate the interest in reading for children, which are the end consumers.

"At the crux of it, MPW is about giving our clients a competitive edge through the delivery of unique and differentiated products," Woo says. "By putting the applications together in a series for quick access and reference, we seek to make the innovative application process easier and faster for them." Woo's team will provide advice and tips on applying the appropriate MPW application to transform ideas into novel products, or to increase the play and fun elements in existing products, in order to satisfy different clients' wide-ranging needs.

The challenge in offering a new solution, Woo says, is always about finding the best fit

for clients and their products. "Clients also have key concerns when considering new product ideas, including consistent quality control, reliability of new technology and techniques, production workflow design, and cost containment. On our part, we ensure that each MPW application is suitable, good, and safe for the end consumers, particularly if these are children."

With MPW, Woo says, clients can be assured that the ideas and techniques have been thoroughly tested. "Furthermore," Woo adds, "when clients adopt the trademarked MPW solution and place the print orders with Leo Paper, they will get the expected product quality, in addition to protecting their ideas from piracy and counterfeiting. That is a big win for everybody."

