

## NEW ELEMENTS IN OUR SERVICE

Albert Lo [ July 2006 ]

In 2004 we formed a new Corporate Finance team in our consultancy and reported it in the 2004 November newsletter. We desire our clients would directly benefit from the new service and that the new business and the existing ones would cross-fertilize each other, thus creating new bundled services and viable business solutions.

In the last 2 years, starting from scratch, the Corporate Finance Team has made some progress echoing the driving philosophy above.

For instance, we have helped Taiwanese clients who have investments in China to explore new financing channels in Hong Kong where they maintain from no to simple operation. This has significantly widened the financing avenues, as in Taiwan political considerations have prevailed, tightly controlling Taiwanese banks' exposure to China investment and in China the banking sector has much to develop to extend financing to clients, other than mega-sized enterprises. Our Taiwanese clients also benefit from our suite of services in audit, tax advice, company secretarial works and business advisory.

Furthermore, Mr. K. S. Li, a logistics veteran, joined our consultancy in 2006 June. He has more than 20 years experience in the field. A doctorate candidate in management, and an instructor in logistics in local tertiary institutions, KS has long years of rich industry exposure in senior management positions with solid academic credentials. His joining has broadened both the breadth and depth of our service. For his personal background, please go to "Our Team" at our web site at [www.pkf-hk.com](http://www.pkf-hk.com).

We have found from the success stories of the forward-looking companies that total distribution costs can be reduced by integrating such distribution-related activities as customer service, transportation, warehousing, inventory management, order processing and information systems, and production planning and purchasing, what is called a total cost approach that can achieve to lower costs, boost staff morale, increase customer satisfaction and buttress brand equity. Logistics is a key building block in an organization's value chain that each needs to move in tandem, in a highly coordinated manner.

We hope that you would find our new service helpful, providing new insights in business. KS provides free consultation. His service spans from process audit, process enhancement project to skill transfer and enhancement in the forms of both custom-designed lectures and workshops.