

JAN
2023
ISSUE

A hand is shown from the right side of the frame, holding a black marker and drawing a solid orange line that trends upwards. A dashed white line follows a similar path below the orange one. The background is dark blue with faint gear icons and a starry pattern.

LOOKING BACK MOVING FORWARD

HIGHLIGHTS

The SMF Year in Review 2022

INSIGHTS

How Epicor Helps Digitalise the
Manufacturing Sector

CELEBRATE WITH US!

The SMF 90th Anniversary Fund-
Raising Gala Dinner and Concert

The Singapore Manufacturing Federation
presents

Lunar New Year 2023

Join us to welcome another
year of prosperity!

Join us for an event-packed day with Lohei and
business networking to welcome the new year!

Date: 31 Jan 2023, Tuesday

Time: 3pm - 5pm

Venue: SMF Building, Level 2 Concourse,
2985 Jalan Bukit Merah Singapore 159457



For more information, please contact secretariats Ms Lorelle Ang at 6826 3042
or Mr Joshua Phang at 6826 3012

PRESIDENT'S FOREWORD

Dear Members,

Wishing all a very Happy New Year! May this year be filled with success, prosperity and safety for all your loved ones and businesses!

Thank you for reading this first issue of the SMF e-Connect for the year 2023! I believe many of you agreed with me that year 2022 had many unforeseen challenges. As Minister of State for Trade and Industry Mr Alvin Tan shared last year, "we are jumping from a hot pandemic, to a hot war, hot prices and a hotter planet." Indeed, as businesses in Singapore looked towards recovery as the threat of the pandemic wanes, other issues such as geopolitical conflicts, exacerbated inflations and continual interest rates hike. We also experienced higher global temperature during the year that has highlighted an urgent need for companies to implement sustainability measures to save our planet. Thankfully, most manufacturing clusters are still seeing output growth last year.

As manufacturers have always been doing, we look forward to this new year rather than what has passed. However, the lessons and experiences gained from riding the different waves must be remembered and learnt as part of inculcating resilience. Hence, on this, let us recollect and reflect some of SMF's key activities and initiatives that has helped to serve as a stepping stone for our members to rise above these challenges. Such as the various key MOU signings we had with our various partners like Montgomery Events Asia, the United Nations' World Intellectual Property Organization (WIPO) and the Institute of Singapore Chartered Accountants (ISCA). These collaborations paved the way for our members in several ways, for example, to expand their businesses, protect and learn how to use their intellectual property as a strategic component of growth and adopt sustainability best practices and ESG reporting methodology respectively. In regard to the WIPO programme, to date, some 40 members have attended the workshops and benefitted from the knowledge of using WIPO IP diagnostic tools to give business owners an overview of what IP strategies they can implement for their companies. Another notable event to mention was the Singapore Pavilion that the SMF organised at the Food and Hotel Asia 2022 where 137 members have participated and showcased their products.

The global trade show attracted more than 50,000 visitors from 56 countries and regions, thus providing opportunities for our Singapore exhibitors to expand their brand overseas.

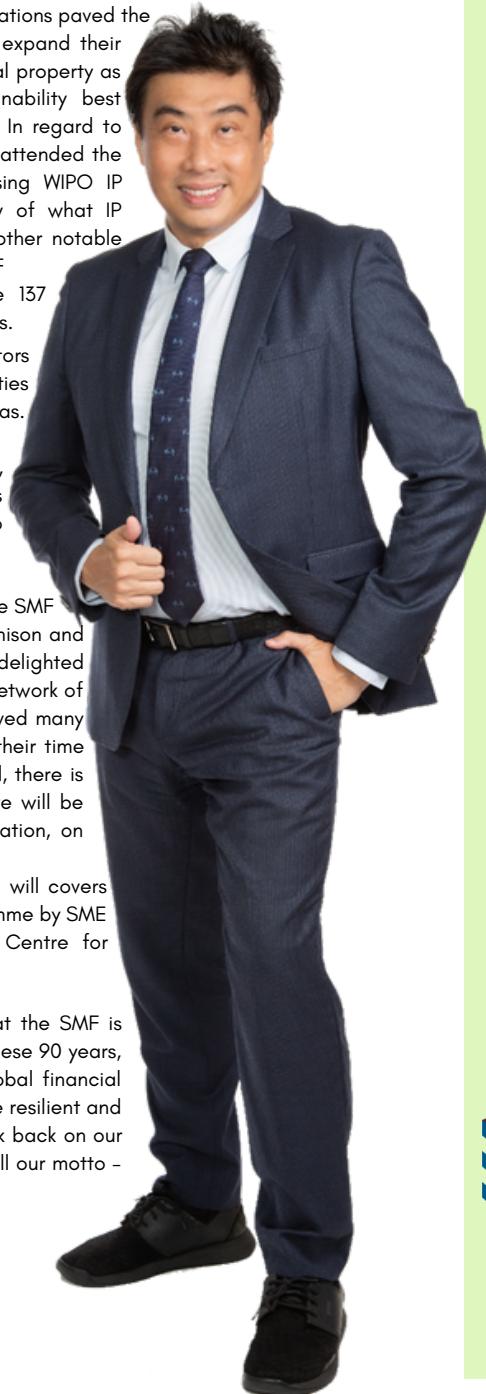
As workplace safety takes the limelight with a total of 45 workplace fatalities recorded as of 27 December 2022, we organised several engagement sessions with members to update and advise them on WSH 2028 strategies to prevent more workplace accidents from occurring.

I am proud that amidst the challenges of the past year, the SMF has been standing firm with our member-companies in unison and working closely together. In fact, last year, we are very delighted to report that we have added 323 new members to our network of member-companies for 2022. We would not have achieved many of these results without our supportive members giving their time and sharing many industry expertise and insights. Afterall, there is a limit to what the SMF can do. Hence, in this issue, we will be featuring one of our members, Epicor Software Corporation, on how they help the manufacturing sector to embark on digitalisation with their solutions. Besides that, this issue will covers programmes like the Partners for Business Growth Programme by SME Centre@SMF and Sustainability Masterclass by SMF's Centre for Corporate Learning (SMF CCL).

Before I end my message, I would like to announce that the SMF is celebrating our 90th Anniversary on 25 March 2023! In these 90 years, the SMF has gone through world wars, a number of global financial crises and global pandemics. We have proven that we are resilient and survived them all. Do join us in our celebration as we look back on our 90 years to move forward for many years to come to fulfill our motto - Championing Manufacturing, A Partner in Nation Building!

Stay, safe, healthy and prosperous!

Mr Lennon Tan
President
Singapore Manufacturing Federation



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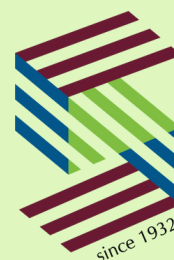
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Manufacturing
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新加坡制造商总会

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90th Anniversary Fund-Raising Gala Dinner & Concert

Shangri-La | Sat, 25 Mar 2023 | 6pm to 10pm

SPONSORSHIP OPPORTUNITIES

Premium \$100,000

- Exclusive seat at GOH table
- Host two of SMF VIPs at your own table
- Two Passes to access closed-door VIP Networking Session
- Booth Showcase
- Memento presented by SMF President
- One Complimentary Dinner Table near stage
- One bottle of Whisky and one bottle of premium wine
- A copy of the SMF 90th Anniversary Commemorative Book signed by a Singapore Minister
- Acknowledgement and logo visibility throughout the event

Platinum \$50,000

- One Pass to access closed-door VIP Networking Session
- One Complimentary Dinner Table near stage
- One bottle of Whisky and one bottle of premium wine
- Web Banner on SMF Website for one month
- Playback of Sponsor's Video
- Memento presented by SMF President
- A copy of the SMF 90th Anniversary Commemorative Book signed by a Singapore Minister

Gold \$25,000

- One Complimentary Dinner Table
- One bottle of Whisky and one bottle of wine
- A copy of the SMF 90th Anniversary Commemorative Book
- Memento presented by SMF President
- Social media post about the Sponsor of SMF Facebook page

In-Kind

- Logo acknowledgement during closing of event
- Brochure insert in Goodie Bag

Special Corporate Branding Package

- Logo placement on the event slideshow \$580
- Logo placement on the event photo wall \$680
- Combined package for both as above (discounted price) \$1000

Complimentary carpark tickets available as per request.
Rates above are not inclusive of GST.



WHY SPONSOR?

- Increase your sales and expand your business opportunities
- Enhance your brand to your target corporate customers
- Incredible networking opportunities
- Meet key government, business leaders and foreign dignitaries

Scan and complete the sponsorship application form before 31 January 2023.

For enquiries please contact Mr Ng Wee Kok
at 68263058 or email to smfgala@smfederation.org.sg.

Organiser:





SINGAPORE PACKAGING
STAR AWARDS
2023

CALL FOR ENTRIES

Be a winner of the SPSA to qualify to participate in the **AsiaStar Awards** and the **WorldStar Global Packaging Awards!**

OPENING IN FEB 2023

Organised by:



For more information, please contact PCS Secretariat Ms Valerie Tan at 6826 3147

THE SMF IN THE NEWS

"With manufacturing output growth slowing down for the past consecutive months, we therefore hope that when inflation is under control, the monetary policy will be adjusted to a normalised level to boost demand and export for our manufacturers."

SMF President Mr Lennon Tan, MAS tightening: Economists say stronger Singdollar good for households but less helpful for export businesses, TODAY Online (14 October 2022)

新加坡制造商总会标准制定组织，推出一项新的农业食品标准，有助本地农场在区域市场中取得优势。农场管理将采取更全面的方式，从选址和质量保证到确保可追溯和负责任的农产品，以提高消费者对农产品的信心。

The Singapore Manufacturing Federation-Standards Development Organisation (SMF-SDO) has launched a new agri-food standard to help local farms gain an edge in the regional market. Farm management will take a more holistic approach, from site selection and quality assurance to ensuring traceable and responsible produce, to improving consumer confidence in produce.

新加坡制造商总会新农业食品标准 助农场取得区域优势, 8 World (28 October 2022)

"新加坡制造商总会与不同利益相关方合作，为会员提供一系列服务协助他们转型，包括商业咨询及提升现有员工技能，使会员能做出更好决策"

"The SMF collaborates with different stakeholders to provide our members with a suite of services to empower them to embark on a transformation journey. Ranging from business advisory to the upskilling of current employees, these services enable our members to make informed decisions."

SMF President Mr Lennon Tan, SMF推动工业4.0助制造业转型创新, Lianhe Zaobao (3 November 2022)

"制造业和专业会计部门之间的知识交流对我们的成员来说将是一个进步，因为财务报告的责任和可持续发展相关报告的重要性在全球范围内都上升了。"

"The exchange of knowledge between the manufacturing and professional accounting sectors will be a step forward for our members as financial reporting responsibilities and the importance of sustainability-related reporting rise globally."

SMF President Mr Lennon Tan, 制造商总会与特许会计师协会 将在三领域合作推进发展, Lianhe Zaobao (13 October 2022)

Enterprise Singapore, the Singapore Manufacturing Federation (SMF), Singapore Precision Engineering and Technology Association (SPETA), and Singapore Polytechnic (SP) partnered with the developers of the tool that helps businesses improve environmental sustainability.

In a joint statement, the four companies said they have signed a memorandum of understanding with the Agency for Science, Technology and Research (A*STAR), JTC Corporation (JTC) and TÜV SÜD, the developers of the assessment and road mapping tool Green Compass.

Four parties back environmental sustainability improvement tool for businesses, Singapore Business Review (20 October 2022)

Noting the uncertain economic climate, SMF's Tan said that businesses - especially manufacturing companies with high energy consumption - will look to fixed price plans for "better predictability" and "to hedge against increasing energy prices".

Added Tan: "This would give them the assurance that prices will not exceed the amount they have budgeted for during the duration of their contract with their retailers."

SMF President Mr Lennon Tan, Wholesale power buyers expected to face new financial, consumption rules to deal with price volatility, The Business Times (31 October 2022)

SMF President Mr Lennon Tan said that while some members have hiring budgets set aside, "they are adopting a wait-and-see approach to see if market conditions improve in the months ahead before they decide to hire, possibly influenced by talk of a possible economic downturn in the coming months".

"That is not to say that hiring has stopped. There are SMF members still looking to fill vacancies in positions such as engineers, data analysts and developers."

SMF President Mr Lennon Tan, Hiring activity cools in tech, manufacturing amid broader caution by employers, The Business Times (21 November 2022)

PARTNERSHIP WITH THE WORLD INTELLECTUAL PROPERTY ORGANIZATION

SIGNING OF MEMORANDUM OF UNDERSTANDING

To support Singapore companies in growing their business through the strategic use of their intellectual property (IP), the SMF and the SMF's Singapore Innovation and Productivity Institute (SIPI) signed a landmark Memorandum of Understanding (MOU) with the United Nations' World Intellectual Property Organization (WIPO) on 24 August 2022.

The MOU was signed by WIPO Director General Mr Daren Tang, with SMF President Mr Lennon Tan and SIPI Chairman Ms Audrey Yap. Various SMF Council members, SMF members and Singapore's mainstream media representatives witnessed the momentous occasion. A panel discussion was then held with the three signatories to answer questions from members on managing their IP for their business growth.

In celebration of Singapore's 57th National Day and as first steps in operationalising this collaboration, the SMF, SIPI and WIPO are working together to select 57 SMF members across the SMF's 10 Industry Groups to pilot WIPO's IP for Business tools and materials. During the event, the first five companies to pilot the IP tools were announced. They were:

- Alternative Selection - alternative food and manufacturing;
- Cori Biotech - cosmeceutical and biotech;
- Old Chang Kee - food manufacturing;
- Sing Chye Heng Investment Holdings - retail and fashion; and,
- YCH Group - logistics.

To watch video highlights of the event, click here: <https://youtu.be/Hr9Y6KguRCQ>.



SMF President Mr Lennon Tan (left), signed the MOU with WIPO Director General Mr Daren Tang (middle) and SIPI Chairman Ms Audrey Yap.

TRAINING SESSIONS WITH WIPO



The SMF created a programme with WIPO to support companies in growing their business through the strategic use of IP.

Since the signing of the MOU, a programme for Singaporean companies was created to support companies to grow their business through the strategic use of their IP.

The programme consists of an in-person hands-on session where company representatives received an introduction to the IP diagnostic tools that were specially developed and curated for SMEs by the WIPO expert team.

As of December 2022, two sessions for selected Singaporean companies were held. Those who attended the complimentary pilot programme were taught how to use the WIPO IP tools to better identify, monetise and protect their IP.

These companies benefitted from interactions and active Q&A with local and WIPO experts. Many expressed delight and gratitude at the knowledge gathered from the sessions.

The SMF thanks WIPO expert representatives, including Mr Guy Pessach, Director for WIPO's IP for Business Division and Ms Thitapha Wattanapruttipaisan, Director of WIPO Singapore and local partners such as Yusarn Audrey LLC, Yokogawa Electric International Pte Ltd (Singapore), and P&G for their expertise and support at the workshops.

There is one final session under the pilot and as this is a "by invitation" event, kindly contact the SMF at contact@smfederation.org.sg with your expressions of interest.

MOU SIGNING WITH PARTNERS

THE SMF SIGNS MOU WITH THE INSTITUTE OF SINGAPORE CHARTERED ACCOUNTANTS

The SMF was honoured to sign a Memorandum of Understanding (MOU) with the Institute of Singapore Chartered Accountants (ISCA) on 12 October 2022. Signed by SMF President Mr Lennon Tan and ISCA President Mr Teo Ser Luck, the MOU aims to facilitate knowledge exchange and workshops in these areas: training and awareness; internationalisation; and sustainability for members in the manufacturing and accounting sectors.



Training and General Awareness

The SMF and ISCA will share and make their respective training courses available to their members. Members will have the opportunity to exchange valuable knowledge on various topics. Examples include Industry 4.0, sustainability-related reporting standards etc. In addition, the SMF and ISCA members will have an increased opportunity to speak at SMF and ISCA events.

Internationalisation

Through trade exhibitions, business missions, and business matches with regional and global businesses, the SMF enables SMF members to expand overseas and create new supply chains. Members of ISCA and SMF may benefit from sharing expertise and practicalities on overseas tax implications and benefits.



SMF President Mr Lennon Tan signed the MOU with ISCA President Mr Teo Ser Luck (right) on 12 October 2022.

Sustainability

The SMF and ISCA will collaborate to assist Singapore companies in manufacturing and manufacturing-related industries in adopting sustainability practices and reporting.

The signing of this MOU will lead to many exciting programmes for our members! Do keep a lookout for them!

THE SMF SIGNS MOU TO HELP COMPANIES WITH ENVIRONMENTAL SUSTAINABILITY

The SMF, together with TÜV SÜD, the Agency for Science, Technology and Research (A*STAR), JTC Corporation (JTC), Enterprise Singapore, the Singapore Precision Engineering and Technology Association (SPETA) and Singapore Polytechnic, signed a Memorandum of Understanding (MOU) on 19 October 2022 to pledge our commitment in helping businesses improve their environmental sustainability with Green Compass™.

Under the MOU, the SMF will promote Green Compass™ to our network of members and craft the environmental sustainability narrative for the manufacturing community. Through the SMF-Standards Development Organisation (SMF-SDO), the SMF will be part of the development of standards to support companies in their environmental sustainability improvement journeys.

Developed by the A*STAR, JTC and TÜV SÜD, Green Compass™ is an assessment and roadmapping tool that helps companies to better manage their carbon emissions, energy, water, and waste impact, as well as chart roadmaps for environmental sustainability. Companies can utilise Green Compass™ through a 16-hour Green Compass™ course and tap into SkillsFuture Singapore to fund the course.

Sign up for the course now at this link: <https://www.a-star.edu.sg/simtech/kto/advanced-manufacturing/sustainability-transformation-through-green-compass>



(From left to right) Mr Wong An Wei (Deputy Executive Director, SPETA), Mr Soh Leng Wan (Assistant CEO, Enterprise Singapore), Mr Terence Tay (Vice President, Digital Service, TÜV SÜD), Professor Lim Keng Hui, Assistant Chief Executive, Science & Engineering Research Council, A*STAR), Mr Lawrence Pek (Secretary-General, SMF), Mr Alvin Tan (Assistant CEO, Industry & Enterprise Cluster Group, JTC), and Mr Soh Wai Wah (Principal & CEO, Singapore Polytechnic) at the Green Compass™ MOU Signing Ceremony on 19 October 2022. (Photo credit: JTC)

YEAR IN REVIEW 2022

#thingswedoSMF! As we step into a new year, the SMF looks back at the work we have done in 2022 so that we can serve you better in 2023!

JANUARY 2022

Beach Cleanup at Changi Beach - 7 January 2022

Led by SMF Secretary-General Lawrence Pek and organised by the SMF's Environmental, Social and Corporate Governance ("ESG") taskforce, SMF Council members and SMF Secretariat staff spent a sun-kissed morning cleaning our Singapore beach!

FEBRUARY 2022

MOU Signing with the Italian Trade Agency - 16 February 2022

The Italian Trade Agency and the SMF signed a MOU to further affirm mutual relations and develop business cooperation between Singapore and Italy businesses. The MOU was signed by His Excellency Mario Andrea Vattani, Ambassador Extraordinary and Plenipotentiary of Italy to Singapore, in the presence of The Honourable Manlio Di Stefano, Undersecretary of State for Foreign Affairs of Italy

MARCH 2022

The Launch of SS 681 Code of Practice on Sports Safety - 15 March 2022

The SMF-Standards Development Organisation (SMF-SDO) jointly-organised the launch with Sport Singapore, and Singapore Standards Council. Mr Eric Chua, Parliamentary Secretary at the Ministry of Culture, Community and Youth - MCCY and MSF Singapore launched the SS 681 during a webinar that was attended by more than 350 participants.

The SS 681 provides practical guidelines and international best practices to improve sports safety in various settings, which includes competitive and school sports, recreation and fitness activities.

APRIL 2022

Dialogue Session with Senior Minister of State for Manpower and Defence Mr Zaqq Mohamad - 14 April 2022

The SMF was honoured to have Senior Minister of State for Manpower and Defence Mr Zaqq Mohamad for a closed-door dialogue session with SMF members. SMS Zaqq discussed manpower-related matters in relation to the recent Committee of Supply debates in Parliament.

Packaging Partnership Programme Virtual Roundtable Engagement - 25 April 2022

More than 300 attendees logged in to hear how their companies can fulfil their Mandatory Packaging Requirements (MPR).

MAY 2022

Industry Connect Networking Session - 26 May 2022

The SMF held its 3rd Industry Connect Networking Session that brought together SMF members from the Food & Beverage (F&B), Lifestyle (LIG), as well as the Advanced Engineering and Manufacturing (AEM) Industry Groups. Event partners include RHB Singapore, Hypernet and Pagero.

JUNE 2022

Dialogue session with JTC Corporation - 17 June 2022

SMF President Mr Lennon Tan hosted JTC CEO Mr Tan Boon Khai and his delegation for a visit and dialogue session. During the session, JTC shared its plans for the near future in relation to industrial estates and questions received from SMF members were put forth for discussion.

MOU signing with Montgomery Events Asia for Food2Go - 23 June 2022

SMF Secretary-General Mr Lawrence Pek represented the SMF to sign the MOU. Food2Go is a business event for F&B takeaway and delivery innovations. Under the MOU, the event is intended to be anchored in Singapore for a minimum of three years.

JULY 2022

The SMF Organises the SAF Day Combined Rededication Ceremony (CRC) for the East Zone for the 10th Consecutive Year - 1 July 2022

SAF Day 2022 also coincides with the 55th Anniversary of Singapore's National Service. The theme - "Generations of Strengths" recognises the many generations of National Service personnel who have served the country with unwavering dedication, pride and strength. Mr Masagos Zulkifli, Minister for Social and Family Development, Second Minister for Health and Minister-in-charge of Muslim Affairs as the Guest Of Honour and the Officiating Minister of the SAF Day CRC 2022 (East Zone).

AUGUST 2022

MOU Signing with the United Nations' World Intellectual Property Organization (WIPO) - 24 August 2022

SMF President Lennon Tan and Singapore Innovation and Productivity Institute (SIPI) Chairman Ms Audrey Yap signed the MOU with WIPO Director General Mr Daren Tang. The MOU aims to support Singapore companies in growing their business through the strategic use of their Intellectual Property (IP).

SEPTEMBER 2022

The Singapore Packaging Star Awards (SPSA) Ceremony and Gala Dinner - 2 September 2022

The SPSA Ceremony was held in person after two years! This year, the awards recognised 23 packaging designs, with eight designs from students from Nanyang Polytechnic and Temasek Polytechnic.

Dialogue Session with Minister for Manpower and Second Minister for Trade and Industry Dr Tan See Leng, and Senior Minister of State for Manpower, Sustainability and the Environment Dr Koh Poh Koon - 6 September 2022

Both ministers addressed manpower concerns from SMF members, such as the recent launch of the Overseas Networks & Expertise Pass (ONE Pass), hiring of foreign workers in specific regions, and workplace safety.

The SMF held the second installment of the SMF Council Workplan - 16 September 2022

This session revolved around five main topics: sustainability, internationalisation, human capital, innovation, and productivity. Enterprise Singapore's Assistant Chief Executive Mr Soh Leng Wan also joined the Workplan and contributed to the discussions.

The SMF held its Annual General Meeting in person - 22 September 2022

This is the first AGM for the current council for the term of 2021 to 2024. At the AGM, SMF President Mr Lennon Tan and SMF Secretary-General Mr Lawrence Pek addressed the general membership, providing an update on SMF's activities and sharing on plans for the year ahead. All Resolutions on the agenda were then passed by members.

OCTOBER 2022

The SMF held the inaugural PPP x PCS Conference - 7 October 2022

Themed "Moving Towards Extended Producer Responsibility for Packaging", the hybrid conference had industry experts shared their knowledge on sustainability packaging and the extended producer responsibility for packaging waste management.

The Conference also saw the launch of a new technical reference (TR) 109 for sustainability packaging practices. TR 109 provides a guiding framework for companies to adopt practices

in line with the objective of the Mandatory Packaging Reporting (MPR) scheme requirements.

MOU signing with the Institute of Singapore Chartered Accountants (ISCA) - 12 October 2022

The MOU was signed by SMF President Mr Lennon Tan and ISCA President Mr Teo Ser Luck. Through the MOU, both organisations aim to support members in the manufacturing and accountancy sectors via knowledge exchange and workshops in the areas of: training and general awareness; internationalisation; and, sustainability.

MOU signing for Green Compass™ - 19 October 2022

The SMF, together with TÜV SÜD, the Agency for Science, Technology and Research (A*STAR), JTC, Enterprise Singapore, the Singapore Precision Engineering and Technology Association (SPETA) and Singapore Polytechnic, signed a MOU to pledge our commitment in helping businesses navigate their way on their environmental sustainability journey with Green Compass™.

NOVEMBER 2022

"Gearing Towards a Transformative Future" Seminar - 10 November 2022

The SMF Centre for Corporate Learning (SMF CCL) and SME Centre@SMF held a seminar titled "Gearing Towards a Transformative Future", covering various key trends - Industry 4.0, sustainability and human capital - that are crucial for businesses as they navigate the current time and grow.

Meeting with the President of the Confederation of Asia Pacific Chambers of Commerce and Industry (CACCI) Mr Samir Modi and his team - 23 November 2022

SMF President Mr Lennon Tan received CACCI President and his team at the SMF Building. The purpose of the visit was to explore possible avenues for collaboration.

DECEMBER 2022

The SMF celebrated Christmas with SMF members - 8 December 2022

The annual celebration had brief sharing sessions from Aspirenext, SaasWorx, Global Ready Talent (GRT) team and the Packaging Partnership Programme (PPP) team. Besides that there were also Bingo, Lucky Draw, a game booth and food to sweeten the networking opportunities among members.

THE SMF DISTRIBUTES CAREPACKS @ BUKIT GOMBAK

The SMF partnered with the South West Community Development Council (CDC) to participate in the Adopt@South West initiative on 5 November 2022. SMF President Mr Lennon Tan, SMF Council members and SMF Secretariat staff distributed Care Packs to residents of Bukit Gombak Vista together with Minister of State for Trade and Industry & Culture, Community and Youth Ms Low Yen Ling, who is also Mayor of South West District and Adviser to Bukit Gombak Grassroots Organisations.



SMF President Mr Lennon Tan, SMF Council Members and Secretariat staff came together on a Saturday to distribute CarePacks with Minister of State for Trade and Industry & Culture, Community and Youth Ms Low Yen Ling

The SMF thanks our partners - Accesstech Engineering Pte Ltd, ActiveCool Fashion Pte Ltd, ADERA Global, Chuan Hiap Hin Sauce Factory, Daily Technologies, Lam Soon, LHT HOLDINGS LTD, Mr Mckenic, Mussen, and, Tiger Foods – for their kind contributions towards the Care Packs!

Towards a better world, one small step at a time!

WEBINAR SERIES WITH THE NATIONAL SANITATION FOUNDATION

The SMF's Singapore Innovation and Productivity Institute (SIPI) and the National Sanitation Foundation (NSF) held a three-part webinar series titled "Singapore Food Manufacturers Aspiring to Export to US and Europe", with its first session on 4 November 2022 and the second session on 16 December 2022.

The purpose of this series is to provide information to food manufacturers who are looking to expand into the US and European market. With highly regulated markets like the US and Europe, exporters must have a real-time understanding of the local compliance and regulatory landscape to avoid unnecessary business setbacks. Hence, the SMF's SIPI and NSF organised this series. In the first session, NSF speakers shared insights on meeting stringent market entry requirements in both markets. While in the second session, the speakers shared the requirements and advantages of process certification when food manufacturers export to the two markets.



The SMF's SIPI and the NSF held a three-part webinar series for food manufacturers looking to export into the US and European market.

The FINAL session is scheduled for 3 February 2023, where insights on how to navigate the regulatory landscape surrounding Product Certification for food manufacturers exporting to the US and Europe markets will be shared!

Sign up for the webinar NOW!
<https://forms.gle/S2cnnouVafs8Nex86>

EXCLUSIVE GUIDED TOURS



The guided tours provided SMF members with an eye-opening experience and opening doors of opportunities for collaborations.

INDUSTRIAL TRANSFORMATION ASIA-PACIFIC (ITAP) 2022

The SMF organised exclusive guided tours for SMF members at the Industrial Transformation ASIA-PACIFIC (ITAP) 2022!

These exclusive guided tours aim to provide SMF members with a detailed knowledge of the available technologies that can enable them to transform digitally, thus improving productivity and efficiency. Various booths were visited, including booths by SMF members Beckhoff Automation and Flexspeed Technology. These booths showcase the latest innovation in the areas of Additive Manufacturing, Digital Factory, Industrial Automation, and Intra-logistics, providing our members with an eye-opening experience and opening doors of opportunities for collaborations.

Since the first edition of ITAP, the SMF has been one of the supporting organisations of the trade show. The ITAP 2022 was held from 18 to 20 October 2022 and is at its fifth edition in 2022. Themed "Industry 4.0 for Business Sustainability", this year's edition explored three key dimensions - digitalisation to improve productivity and lower costs, talent and workforce development to equip our workforce with the right skillsets for transformation, and, environment sustainability measures to help companies reduce their carbon footprints and CO2 emissions. More than 15,000 attendees from the Asia-Pacific region attended ITAP 2022. ITAP 2023 will be held from 18 to 20 October 2023. Watch out for more announcements on the next edition through this link: <https://www.industrial-transformation.com/>.

AGRI-FOOD TECH EXPO ASIA 2022

The SMF organised guided tours for members at the inaugural Agri-Food Tech Expo Asia! The tours aim to provide SMF members with knowledge of the trends and innovations in the agri-food technology industry. At each tour, SMF members visited booths of established industry players from different countries to learn of the available technologies that may address their needs. The booths were located under six categories namely Novel Food Technologies, Food Processing and Packaging, Urban/smart Farming, Aquaculture and Urban Protein, Food Safety & Security, and, Sustainability & Resource Management.

The Agri-Food Tech Expo Asia was held from 26 to 28 October 2022. It is a strategic platform that was created by leaders and professionals to explore strategies and solutions for sustainable systems and production to build an agri-food hub in Asia. The next trade fair will be on 31 October to 2 November 2023. Do keep a lookout for more details at this link: <https://agrifoodtechexpo.com/>.



Guided tours for SMF members were organised by the SMF to visit various booths at the Agri-Food Tech Expo Asia.

THE SMF CELEBRATES CHRISTMAS WITH MEMBERS!



SMF Secretary-General Mr Lawrence Pek (left) presented the first prize to the Lucky Draw winner.

Ho, ho, ho! Merry Christmas! On 8 December 2022, the SMF held a Christmas celebration with SMF members to mark the end of the year!

Supported by RHB Singapore, this annual celebration for members was an opportunity for members to network and expand their connections, through Bingo, Lucky Draw, game booth and food. Besides networking opportunities, there were also brief sharing sessions from Aspirenext, SaasWorx, Global Ready Talent (GRT) team and the Packaging Partnership Programme (PPP) team to share their offerings and benefits.

The SMF will be holding its annual Lunar New Year celebration on 31 January 2023. For more information on this event, contact SMF Secretariat staff Ms Lorelle Ang at 6826 3042 or Mr Joshua Phang at 6826 3012.

THE SMF HELD ECONOMIC FORECAST FOR 2023 AND NETWORKING DINNER

The SMF held its inaugural Economic Forecast for 2023 and Networking Dinner on 25 November 2022 for SMF Council members, the different Committee members of the SMF Function Committees and Management Committees as well as the Board of Directors of the SMF's Associated Services.

The event had RHB Singapore's Head of Equity Research Mr Shekhar Jaiwal sharing his insights on the economy for 2023. The SMF was also honoured to have Hungarian Ambassador to Singapore Her Excellency Ms Judit Pach grace the event and share insights on the economic and commercial landscape in Hungary. The last presentation was by SMF Council member Mr Desmond Tay who dialed in from Japan to share his business experience in the African market.

The event concluded with a dinner in a casual setting for networking for attendees. The SMF thanks all the attendees for their contributions toward the SMF over the years!



SMF President Mr Lennon Tan (middle), introducing the Hungarian Ambassador to Singapore Her Excellency Ms Judit Pach (right) to SMF Council Member Mr Tan Boon Chong during the event.

THE SINGAPORE PACKAGING STAR AWARDS CEREMONY IS BACK IN PERSON!

After two years of holding the awards ceremony online due to the COVID-19 pandemic, the Singapore Packaging Star Awards (SPSA) Ceremony was back in-person! Organised by the SMF's Packaging Council of Singapore (PCS) Industry Group, the glitzy affair was held on 2 September 2022 to honour 23 innovative packaging designs and was graced by Guest-of-Honour Dr Amy Khor, Senior Minister of State, Ministry of Sustainability and the Environment and Ministry of Transport.

Out of 23 awardees, there were eight students from Nanyang Polytechnic and Temasek Polytechnic awarded for their packaging designs. These refreshing designs by the students aim to uplift spirits of consumers, as they cope with daily stresses brought about by the pandemic. The students also came up with bold designs that aim to change people's mindsets toward products such as traditional Chinese medicine.

In the commercial category, one notable winning company is DPC Design Packaging Concept Pte Ltd. The company had three mooncake box designs that won under the Commercial Sales & Display Category. Two of these designs went on to win at the Asia Star Awards and WorldStar Awards respectively. These mooncake box designs are not just eye-pleasing but also sustainable - they can be repurposed into game sets, storage boxes or jewellery boxes.

Two companies received three awards during the ceremony - the Singapore Packaging Star Awards, Asia Star Awards, and the WorldStar Awards. Packaging HUB (S) Pte Ltd, who also won under the Commercial Sales & Display Category, had designed a premium mooncake box that carries not only mooncakes, but a tea pot gift set as well. The other winner is Dow Chemical Pacific (Singapore) Pte Ltd, which won under the Commercial Environmentally Sustainable Packaging Category. Its winning design is a 100% mono-material flexible stand-up pouch that is 100% recyclable. The pouch is made with Tenter-Frame Biaxially Oriented Polyethylene (TF-BOPE) that uses Dow's proprietary INNATTM TF80 resin to create. This polyethylene can be produced quickly, which is not possible with other all-polyethylene films.

The Singapore Packaging Star Awards is a prestigious national award that honours companies and students for their innovative and creative packaging designs and material use. The Award has four categories - Commercial Sales & Display, Commercial Environmental Sustainable Packaging, Commercial Transportation & Protection, and Student Sales & Display category. Winners of the Singapore Packaging Star Awards will have the opportunity to gain regional and international acclaim as they will be eligible to compete in the AsiaStar Awards and WorldStar Awards.



Senior Minister of State, Ministry of Sustainability and the Environment and Ministry of Transport Dr Amy Khor was the Guest-of-Honour for the Awards Ceremony.



This was the first time in two years that the Awards was held in person! For this ceremony, 23 award winning packaging designs were honoured.



Dr Amy Khor (second from right), together with SMF President Mr Lennon Tan (second from left), SMF Secretary-General Mr Lawrence Pek (extreme left) and PCS Chairman Ms May Yap (extreme right), visited award winners' booths to view their packaging designs before heading into the ballroom.

PPP X PCS CONFERENCE



Senior Minister of State for Sustainability and the Environment & Transport Dr Amy Khor was the Guest-of-Honour for the PPP x PCS Conference 2022.

The SMF's Packaging Partnership Programme (PPP) held a joint conference with the SMF's Packaging Council of Singapore (PCS) Industry Group on 7 October 2022.

Themed "Moving Towards Extended Producer Responsibility for Packaging", the PPP x PCS Conference 2022 was graced by Senior Minister of State for Sustainability and the Environment & Transport Dr Amy Khor as the Guest-of-Honour.

Industry experts from organisations such as the National Environment Agency (NEA), the World Packaging Organisation (WPO), Creativeans, Toyo Ink in Japan and IVL Svenska Miljöinstitutet shared their knowledge on sustainable packaging practices and the Extended Producer Responsibility approach for packaging waste management.

The Conference also saw the launch of a new Technical Reference (TR) for sustainable packaging practices, TR 109 on Sustainable Packaging Guiding Framework and Practices.

TECHNICAL REFERENCE 109 ON SUSTAINABLE PACKAGING GUIDING FRAMEWORK AND PRACTICES

Technical Reference (TR) 109 specifies guidelines, criteria, and best practices in implementing the 3Rs (Reduce, Reuse, Recycle) for business-to-business and business-to-consumer packaging, taking into consideration practices that are sustainable in Singapore's context.

TR 109 will be available for purchase at the Singapore Standards e-shop at www.singaporestandards.eshop.sg towards the end of January 2023.

The PPP will be conducting workshops on TR 109. Do keep a look out for them!

INDUSTRY ENGAGEMENT ON WSH DEVELOPMENTS FOR THE MANUFACTURING SECTOR



MOM and WSH Council representatives held a panel discussion to answer questions from SMF members on the latest WSH developments.

As part of WSH2028 strategies to strengthen WSH ownership and commitment, the Ministry of Manpower (MOM) will be reviewing the Demerit Points System (DPS) to ensure errant companies improve their WSH practices. In addition, the Approved Code of Practice (ACOP) on Chief Executives and the Board of Directors' WSH Duties had been launched to provide clarity on and strengthen WSH ownership of Company Directors.

Hence, to help members gain a better understanding on the DPS and ACOP better, the MOM and the Workplace Safety and Health (WSH) Council came to the SMF on 15 November 2022 to engage SMF members on these latest WSH developments. Apart from sharing on the DPS and ACOP, MOM representatives shared some of the common contraventions, case studies, and programs available by WSH Council to help improve WSH standards.

The WSH2028 vision reaffirms the WSH2018 vision of a healthy workforce and safe workplaces.

To have a "Healthy Workforce"

- prevent all illness, injury, or incapacity that might be triggered, aggravated, or caused by work, improving safety at the same time.

To have "Safe Workplaces"

- MOM seeks to eliminate exposure to safety risks and preserve workers' health in the process.

To understand the strategies on WSH2028, click here:
<https://www.mom.gov.sg/-/media/mom/documents/safety-health/publications/infographic.pdf>

HOW EPICOR HELPS DIGITALISE THE MANUFACTURING SECTOR



The SMF team met with Epicor Regional Vice President for Asia, Mr. Vincent Tang (front, right), and Country Manager for Singapore and Philippines, Ms. Lorraine Wee (front, left) to understand how Epicor solutions help the manufacturing sector with its digitalisation journey.

Founded in 1972, Epicor Software Corporation is a global company that specialises in providing business solutions to companies, particularly those in the manufacturing sector. It is the fifth largest Enterprise Resource Planning (ERP) vendor, with annual revenue of about \$1 billion. Currently, it has 11 offices around the world, one of which is in Singapore and is a member of the Singapore Manufacturing Federation (SMF).

Epicor ERP solutions help customers grow their businesses and be more productive and competitive by streamlining operations and reducing duplicate work. To understand the scope of work that Epicor provides for the manufacturing sector, the SMF team met with Regional Vice President for the Asia Region, Mr. Vincent Tang, and Country Manager for Singapore and Philippines, Ms. Lorraine Wee, and asked them how Epicor helps manufacturers on their digitalisation journey.

Vincent established the China market and now looks after all of Asia, with much of the last 6 years spent focusing on Southeast Asia. Here he gives his thoughts on SEA as a growth region for manufacturers.

Could you briefly share how Epicor helps companies in the manufacturing sector?

Vincent: Epicor seeks to help our customers to grow their business by providing ERP solutions. Our solutions integrate all the departments together and reduces duplicate work. Epicor also helps by making sure operations are visible so companies can be more productive and competitive.

Lorraine: You will find Epicor is very focused on business solutions with ERP and beyond. For manufacturers, our suite of solutions is focused on helping them go deeper and broader in their manufacturing functionality. Today, we are providing customers business solutions beyond ERP. One example is our advanced Manufacturing Execution Systems (MES) solution that connects systems. Another module solution is Enterprise Content Management system, which helps businesses with automation, content management, workflow management and AP automation.

I understand that Epicor first started in the U.S. before expanding to other regions, including Asia. Why would Epicor choose Asia as part of its strategy? What do you think of the Asia market?

Vincent: We are a global company headquartered in the U.S. What distinguishes Epicor from other ERP vendors is our global reach, serving customers in over 143 countries. We focused on the U.S. market first and then expanded internationally.

Our global footprint is key to our business and to our customers who are also multi-national, because we are where they are.

For the global market, we are well established in five major regions including the UK and Europe, the Middle East and South Africa, Australia and New Zealand, and Asia.

Epicor is very focused on the manufacturing industry and the biggest manufacturing country is China. China is a very important market in North Asia, alongside Taiwan, Hong Kong and South

Korea. Yet, I see future growth in Southeast Asia, especially in Indonesia and Vietnam.

One contributing factor is that manufacturing companies, including some of our customers, were finding that China is no longer competitive in terms of cost and labour, even before the Covid-19 pandemic. Since then, we've seen Southeast Asia as a more common location for factories.

The recent challenges that China has with the Covid-19 pandemic will contribute to this trend.

What are the upcoming trends you see in this manufacturing sector and what should manufacturing companies adopt in terms of digital solutions?

Vincent: Digitalisation is a journey that businesses cannot afford to ignore. However, it is important to chart the journey well, considering key aspects including business needs, people, and ROI. And An ERP solution made for manufacturers helps companies establish a strong backbone for the company.

Current manufacturing technology trends include integrating technology to other solutions, cloud adoption/digitalisation, and importantly ensuring sustainability for the environment.

Cloud ERP solutions allow manufacturers to connect or collaborate on a low code or no code platform, with best-of-breed solutions essential to achieving your objectives.

To this end, Epicor solutions empower and enable our customers to do what they need, when they need it. One such tool is our cloud ERP is Epicor Automation Studio that can integrate software applications in different categories with Epicor ERP better serve customer needs.

Another trend, which isn't new but accelerating, is cloud adoption. During the critical period of the pandemic situation, businesses recognized the need to operate remotely when employees were unable to head to their offices and factories for an extended period of time.

With cloud solutions, such as Epicor Kinetic, you can access your business in the cloud anytime, anywhere.

For Epicor, cloud growth is immense, and we are seeing double-digit growth.

What is the adoption rate for cloud solutions?

Lorraine: Epicor Kinetic is now the go-to cloud deployment option for our customers. We held a cloud adoption workshop with manufacturers recently and poll results are in line with our 2022 survey of more than a thousand manufacturers. Business owners are very keen to adopt cloud solutions. According to the polls we conducted during a workshop with the SMF, all participants agree that a cloud platform is the way to go and would choose it over on-premises. Some of the participants have already adopted cloud solutions so they don't have to rely on on-premises.

Since expanding into the China market, what are some differences you face compared to the Southeast Asian market?



Ms Lorraine Wee conducting a workshop on cloud solutions at the SMF.

Vincent: There are key differences in legal requirements, localisation requirements, language translations, and variations in local practices from one country to another. Our R&D team works closely with our local offices and local partners to ensure compliance. Today, Epicor works with more than 50 local partners in Asia to extend our reach to our valued customers.

How has digitalisation helped companies become more sustainable?

Vincent: Without us stressing the need for it, businesses are quickly realising that without digitalization, it is difficult to ensure business continuity and sustainability.

This was acutely felt at the peak of the pandemic when manufacturing plants faced restrictions and challenges with labour and supply chain and were unable to fully operate or able to fulfill customer orders on time.

Businesses with continuity plans that included IT solutions specified how to manage through disasters or unexpected incidents. Cloud adoption allows access to data and applications, as well as ensures that business activities can continue in the event of disruptions, e.g. use of conferencing software. The use of robots to automate repetitive digital tasks performed by humans is also increasingly being implemented to reduce human intervention.

That said, digitalisation does not necessarily always come in big packages with big solutions. Improvements can be delivered even with simple solutions.

Lorraine: Yes, sustainability for businesses very often includes emphasis on the retention of talent and upskilling of the workforce. To do so, it is imperative to create a digital workplace to give employees ways to work more effectively and collaboratively on platforms and tools that keep them connected.

Please share your experience with helping manufacturing companies in Asia.

Vincent: At Epicor, we have the privilege of working with manufacturers and being a part of their growth. For example, a customer in China, an injection molding manufacturer, chose Epicor ERP and gained very good returns on their investment with our solution. Within a four-year period, their production cycle improved significantly from one month to one week, and the organization

grew its revenue fourfold. They achieved this without needing to expand their workforce with the 600 workers they had prior to using Epicor ERP. The number of workers has remained the same as their business grew.

Key to any organization is visibility into the business at all times. Our customers have access to their business system and data at any time and can work from anywhere. Several of our customers are multi-national corporations, with offices worldwide. Modern manufacturing organizations can be set up with headquarters in Singapore, for example, and offices and factories in other countries.

It is difficult for companies to manage operations in other countries without visibility. Epicor helps these companies manage information from different production plants and their headquarters so that the company can get a consolidated perspective. Some useful information includes knowing the best-selling products, best-performing entities, and top customers. This helps companies gain valuable insight and allows decisions to be made quickly so that products can be added to the market much faster.

One customer, a printing and packaging manufacturer with headquarters in Hong Kong, has a factory in China and a large base of customers in the U.S. Due to Covid-19, the CEO could not be present at their plant in China for an extended period of time. But with the Epicor system, he is able to access the system remotely and rely on it to provide him with up-to-date information on the production schedule and progress, monitor delivery status of sales orders, and obtain insights on delays and other exceptions.

Lorraine: Besides the implementation of an ERP in an organization that often brings immediate benefits, digitalisation is a by-product of an ERP implementation that brings clear advantages. The effectiveness of digitalisation lies very much in meeting the objectives of the customers. Here in Singapore, a customer needed to reduce the workload, repetitive tasks, and working hours put in by their purchasing team. After some analysis of their processes, we introduced some simple automations, and extended the solution with a supplier portal. They very quickly saw positive benefits and the team is now able to spend their time more productively addressing supply chain issues instead of repetitive tasks.

Some of the concerns manufacturers shared with regard to digital adoption were the cost and complexity of adoption. As an expert in digital solutions, how would you advise manufacturers to encourage them to adopt digital solutions?

Vincent: It's important for business owners to understand where the actual value of digitalisation lies for them.

More education on digitalization for businesses and manufacturers and more success stories are needed. In many countries, governments and industry associations have invested in educating and encouraging businesses to embark on the digitalisation journey. The software industry also encourages cloud adoption and can offer more advanced technology at fairly consistent prices. I joined Epicor in 1999 and the software application prices have not changed much since then. Technology has also become affordable for businesses that use it to grow and achieve their business goals. As with most ERP solutions, businesses do not need to invest large sums of money upfront, but phase by phase, in moderate amounts.

Lorraine: Indeed the road to digitalisation is a journey. That is why we continue conversations with our customers on their business objectives and listen to the challenges they face. Where technology can help, we draw up a roadmap with them to plan a system with process improvements and automation that delivers a platform they can rely on to support their business and drive digital transformation.

Vincent: Manufacturers need to keep an open mind on technology and recognize how and where they can leverage solutions to meet challenges. Further, with the future roadmap in mind, manufacturers should keep staff informed and aligned in their thinking on transformation.

Manufacturers can also seek the help of consultants to assess their business needs, derive a list of requirements, and seek vendors to help them in the digital transformation journey.

Lorraine: Manufacturers need to keep a sharp perspective on their pain points, problem statements, and business objectives. And then embark on the journey with a partner who is a good fit to build their technology and roadmap.

"Evolution of ERP Technology, how it Achieves Manufacturing 4.0 in the Digital Era" Seminar with Epicor



Epicor's Senior Solution Engineer Ms Rattina Buranaoso shared how Epicor software can better manage companies' data analytics.

To provide companies in the manufacturing community with insights on how ERP technology can help them digitalise, the SMF collaborated with Epicor to hold a seminar titled "Evolution of ERP Technology, how it Achieves Manufacturing 4.0 in the Digital Era" on 2 November 2022.

Speakers from Epicor shared the various smart enterprises by Epicor such as Epicor Data Discovery, Epicor Collaborates, Epicor Mobile Warehouse and Epicor Commerce Connect. They also shared some of Epicor's software that can help companies to collect and analyse data and its advanced MES that can improve scheduling agility with real-time insights into machine performance.

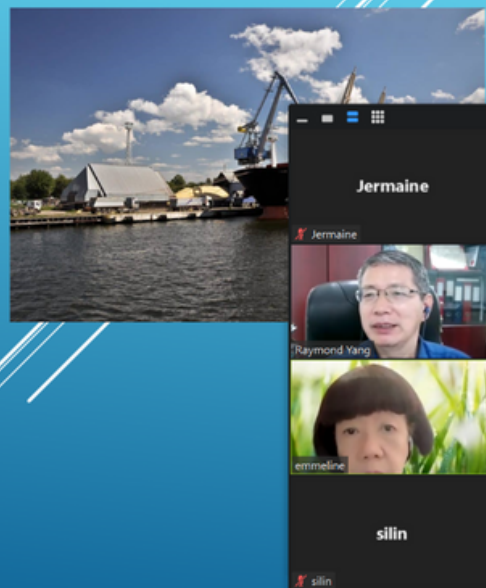
This session also had a speaker from Opex Consulting Group who went in-depth on digital transformation and how companies around the world are moving away from analog and digitalizing their processes. He shared that Smart Enterprises is the integration of intelligence on the current equipment, parts, materials products, buildings, and supply chain, and the application of that intelligence within a connected, open end-to-end process and infrastructure.

The seminar ended with a question-and-answer session with the presenters, where attendees asked many questions regarding the solutions that were shared.

“DEEPENING YOUR UNDERSTANDING OF INDUSTRIAL WASTEWATER TREATMENT TECHNOLOGIES” WEBINAR

DEEPENING YOUR UNDERSTANDING OF INDUSTRIAL WASTEWATER TREATMENT TECHNOLOGIES

Thursday, 29th September 2022 | 3pm-4:30pm



Founder, General Manager and Director of Pioneer Environmental Technology Pte Ltd Dr Raymond Yang shared valuable insights and information regarding Integrated Technology for Industrial Wastewater Treatment and Zero Liquid Discharge.

Industries are generating more and more hazardous wastes, particularly from production of active pharmaceutical ingredients (APIs). Among the hazardous wastes, the most difficult-to-treat is wastewater with “4 highs”, (High COD, High Salts, High Volatile and High Toxic Organics).

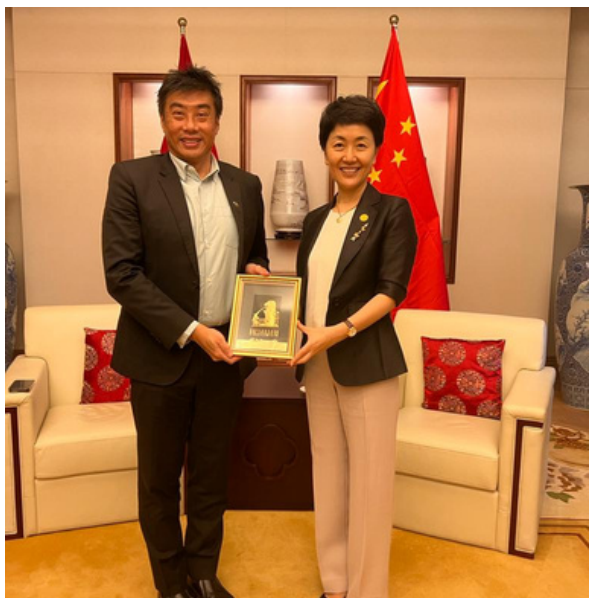
Hence, to provide information to members on how they can treat industrial waste to protect the environment, the SMF, in collaboration with Pioneer Environmental Technology Pte Ltd, organised a webinar titled “Deepening your Understanding of Industrial Wastewater Treatment Technologies” on 29 September 2022. This webinar was presented by Dr Raymond Yang, the founder, General Manager and Director of Pioneer Environmental Technology Pte Ltd, to share valuable insights and information regarding Integrated Technology for Industrial Wastewater Treatment and Zero Liquid Discharge.

During the webinar session, Dr Yang shared the growing presence of the pharmaceutical industry in Singapore and how important the industry is to the Singapore economy. According to the Economic Development Board (EDB), eight of the top 10 pharmaceutical companies in the world have facilities in Singapore, manufacturing four of the top 10 medications by global revenue^[1]. In this regard, treating wastewater generated by the pharmaceutical industry is becoming more and more crucial.

Dr Yang then shared some of the technologies that Pioneer Environmental Technology Pte Ltd had developed that can help treat industrial wastewater in a more efficient and cost-effective way by employing and integrating different technologies, including stripping column, MVR (mechanical vapour recompression), micro-electrolysis, and many more. The webinar ended with a robust question-and-answer segment, with Dr Yang answering burning questions from participants regarding the technologies to treat wastewater.

[1] <https://www.edb.gov.sg/en/our-industries/pharmaceuticals-and-biotechnology.html>

MEETINGS WITH AMBASSADORS



SMF President Mr Lennon Tan led a SMF team to meet with Ambassador Sun Haiyan (right).

PEOPLE'S REPUBLIC OF CHINA AMBASSADOR TO THE REPUBLIC OF SINGAPORE

SMF President Mr Lennon Tan and SMF Secretary-General Mr Lawrence Pek led a team that comprises SMF Council members and Secretariat Management staff to meet with the Ambassador Extraordinary and Plenipotentiary of the People's Republic of China to the Republic of Singapore, Her Excellency Sun Haiyan on 22 November 2022.

Held at the Embassy of the People's Republic of China in Singapore, the SMF team discussed various topics with the Ambassador such as ways to strengthen China-Singapore business collaboration, China's post-Covid strategies and manufacturing priorities and areas of cooperation among SMEs in China and Singapore.

THE UNITED STATES AMBASSADOR TO THE REPUBLIC OF SINGAPORE

On 30 November 2022, SMF President Lennon Tan made a courtesy call on Ambassador Jonathan Kaplan, United States Ambassador to the Republic of Singapore. SMF President Lennon Tan was accompanied by SMF Vice President Mr Alex Perrotta, who is also the Chairman of SMF Global Business Groups Committee and Chairman of SMF Membership and Industry Groups as well as Mr Francis Lee, SMF Assistant Secretary General.

The objective was to promote collaboration between the United States Embassy, Singapore and the SMF and to strengthen business cooperation between US and Singapore companies in the manufacturing sector. The SMF, set up in 1932 represents over 5,000 member-companies in the manufacturing and related manufacturing services eco-system.

Ambassador Jonathan Kaplan presented his credentials to the President of the Republic of Singapore, Halimah Yacob, on 6 December 2021. Ambassador Kaplan is a prominent entrepreneur and philanthropist whose career has spanned numerous industries.

The SMF is committed to continue to assist our members to forge closer business ties with US companies in the manufacturing sector.

Ambassador Kaplan's official bio is at: <https://sg.usembassy.gov/ambassador-jonathan-kaplan/>



SMF President Mr Lennon Tan (second from left), led a SMF team to meet with Ambassador Jonathan Kaplan (middle).

CENTRAL BANK OF INDONESIA VISITS THE SMF



Delegates from the Central Bank of Indonesia visited the SMF to explore possible collaborations.

A delegation from the Central Bank of Indonesia visited the SMF on 8 November 2022 and was warmly welcomed by SMF Assistant Secretary-General Mr Francis Lee. The purpose of the visit was to understand more about the SMF, the Singapore SMEs landscape, the outlook of the local manufacturing sector and also, to discuss future possible collaborations.

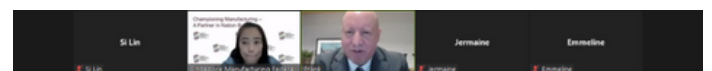
During the meeting, SMF representatives shared about the SMF and how the SMF assists the manufacturing community and SMEs in Singapore. They also shared the importance of the SMF Secretariat's role and the benefits of collaborating with the SMF. For example, our partners can have access to the SMF Centre for Corporate Learning services for corporate training as well as fulfilling the needs of Indonesia's manufacturing sector developments, and, business and investment opportunities.

Mr Francis Lee concluded by highlighting how the SMF has partnered with different partners, both regionally and globally, to help our local business expand out of the Singapore border and envisioned a close and long-standing tie between Singapore and Indonesia.

“KUMO MASTERCLASS TRAINING PROGRAMME ON MODERNISATION OF THE WORKFORCE” WEBINAR SERIES

The SMF and Kumo Pte Ltd organised a series of webinar sessions in October 2022 titled “Kumo Masterclass Training Programme on Modernisation of the Workforce”. The webinar had Kumo's Chief Executive Officer, Mr Frank McMurtrey sharing the importance of basic business management, which is a business methodology that every organisation should apply to maintain efficient operations. He also shared that the key to improving organisational performance is to find the simplest solution that can lead to the most effective results.

In addition, he introduced Kumo's software on 'my notes', which is a function in the software that people can use to record their daily activities or tasks that are needed to be done instead of using “yellow sticky notes”. He also touched on 'teams to do', 'to do list', and 'meeting minutes' in the software, to teach and guide individuals to become high performers at their job and to also meet industry standards.



KUMO

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| <input type="checkbox"/> Personal Productivity | <input type="checkbox"/> Team Productivity | <input type="checkbox"/> Company Productivity |
| <input type="checkbox"/> My Notes | <input type="checkbox"/> Discussion Thread | <input type="checkbox"/> Calendar Management |
| <input type="checkbox"/> My To Do | <input type="checkbox"/> Team To Do | <input type="checkbox"/> Appointment Management |
| | <input type="checkbox"/> Task Management | <input type="checkbox"/> Contact Management |
| | <input type="checkbox"/> Project Management | |
| | <input type="checkbox"/> Meeting Management | |
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Kumo's Chief Executive Officer Mr Frank McMurtrey (middle) introduced Kumo's software to help individuals manage their daily activities.

THE SMF AT THE FHA 2022!

The SMF organised the Singapore Pavilion and the first-ever Halal Pavilion at the Food and Hotel Asia (FHA) - Food and Beverage 2022! Held from 5 to 8 September 2022, the Pavilions housed over 130 Singapore food companies, with many of them being SMF members.

This is the first time in two years that FHA was held since the COVID-19 pandemic. The whole trade show had over 2000 exhibitors including 56 international pavilions, attracting over 57500 attendees from 109 countries and regions[1]. This provided a vast clientele for exhibiting companies and provide opportunities for Singapore exhibitors to market the Singapore brand to many overseas attendees in the same space. The SMF also arranged a hosted buyers programme where SMF Secretariat staff brought overseas buyers to the exhibitors at both Pavilions, further providing more opportunities for Singapore exhibitors to expand their brand overseas.

During the opening ceremony of the FHA 2022, SMF President Mr Lennon Tan and SMF Secretary-General Mr Lawrence Pek led the SMF team to meet with Minister of State for Culture, Community & Youth and for Trade and Industry Mr Alvin Tan, who was the Guest-of-Honour for the ceremony. The SMF team was also honoured to meet with many foreign dignitaries including the Ambassador of Hungary to Singapore Her Excellency Judit Pach, the Ambassador of the Republic of Poland to Singapore Her Excellency Magdalena Bogdziewicz, the Ambassador of the European Union to Singapore Her Excellency Iwona Piorko, and the Ambassador of Italy to Singapore and Brunei Darussalam His Excellency Mario Vattani.

In the evening, the SMF held a Networking Dinner for FHA 2022 exhibitors under both Pavilions and overseas buyers to network over food and drinks. Attendees got to enjoy a buffet spread that showcase some of the products manufactured by the exhibitors! It was a fruitful event, with many overseas buyers and exhibitors expressing their interest to participate in FHA 2023!

Click this link to watch the highlights video of the opening ceremony and Networking Dinner!

Opening Ceremony: <https://www.youtube.com/watch?v=SbkolkiE3ZY>

Networking Dinner: <https://www.youtube.com/watch?v=nrU0ickBKWM>



Minister of State for Culture, Community & Youth and for Trade and Industry Mr Alvin Tan (sixth from right) visited the Singapore Pavilion during the Opening Ceremony.



The SMF Team (From left): Mr Melvin Tan (SMF Honorary Secretary), Mr Lawrence Pek (SMF Secretary-General) and Mr Lennon Tan (SMF President), together with the Ambassador of the Republic of Poland to Singapore Her Excellency Magdalena Bogdziewicz (second from right) and the Ambassador of Italy to Singapore and Brunei Darussalam His Excellency Mario Vattani (extreme right).



Some of the food manufactured by exhibitors under the Singapore Pavilion were showcased at a buffet spread during the Networking Dinner.

[1] <https://www.youtube.com/watch?v=tHrFaBl1Lyg&t=51s>

GLOBAL READY TALENT

The SMF is an Approved-In-Principle (AIP) partner of Enterprise Singapore to promote and manage the Global Ready Talent Programme (GRT) that facilitates Singaporean/Singapore Permanent Resident undergraduate students from autonomous universities and polytechnics in Singapore to perform their internships in local companies, particularly SMEs. The programme, formerly known as SME Talent Programme (STP) was enhanced by Enterprise Singapore with effect from 1 April 2019 to include overseas internships (focusing on South-East Asia, China and India) in addition to local internships.

The GRT programme provides three types of funding support to help local SMEs attract undergraduate

talents from the local Institutes of Higher Learning (IHLs):

- Full-time local internships
- Full-time hybrid (local + overseas) internships
- Full-time overseas internships

For local internships, SMEs can qualify up to 70% funding support on the internship stipend. For hybrid and overseas internships, besides the funding support for internship stipend by Enterprise Singapore, the IHLs will help fund the travel and subsistence allowance for interns.

If you would like to come on board the GRT programme with us, contact the GRT programme team at 6826 3028.

TESTIMONIES FROM COMPANIES



Singapore Manufacturing Federation
新加坡製造商總會

**GLOBAL
READY TALENT
PROGRAMME**



SEATECH
Trusted Solutions

“

Today's workforce has never been more versatile or changed so quickly. The same is true for the internship market, where top candidates are looking for real world experience to help them advance in their careers. Since 2015, Seatech Solutions International (SSI) has been providing Internship Placement by collaborating with local and overseas institutions. We are delighted to offer guided supervision by colleagues with relevant work experience in the field.

Intern(s) have provided us with an immersive experience by introducing us to new perspectives. These new perspectives frequently spark inspiration, which leads to improvements in current processes and new approaches to problem solving. With their high levels of energy, motivation, and enthusiasm, some of them bring emotional values to current employees. This type of energy indirectly contributes to the development of a culture and the enhancement of overall work environments.

We value open communication in which we both listen and actively seek management and intern's feedback. This enables us to keep enhancing our programs to make them flexible and long-lasting in meeting the demands.

With the help of GRT, SMEs like SSI can develop our talent profiles and recruit better individuals, making us more competitive and able to expand beyond.

”

SEATECH SOLUTIONS INTERNATIONAL (S) PTE LTD [Marine]
- By Govinder Singh Chopra, Director



**GLOBAL
READY TALENT
PROGRAMME**



“
Our company was introduced to the GRT Programme in the year 2021. We are fortunate to be partnered with SMF who supported us through GRT on engaging two interns from ITE. That was a difficult year for most companies (due to COVID-19). This programme not only helps us financially, it also introduces talented young interns who we may want to hire in the future.
With the help from these two interns we thankfully recruited, we managed to complete a few more 3D models and collected more simulation databases for later use.
”

BLU MUSHROOM PTE. LTD. [Media]
- By Dennis, Director



**GLOBAL
READY TALENT
PROGRAMME**



“
GRT is a powerful platform which creates strong linkage between the company, interns, schools and association. It also provides us insightful information on government support. The interns definitely provided extra sets of hands to accomplish our projects.
We have interns who initiate to summarize the assembly work guide based on what they have learned during the internship. Today, the E-guide drafted by them has transformed our job orientation to a simple but very effective program and helped those new technicians to adapt to the assembly task greatly.
”

- By Mr. Goh Ah Seng, Managing Director
INNOVATIVE TOOL TECHNOLOGY PTE. LTD.
[Manufacturing of Semiconductor and Automation Equipment]



**GLOBAL
READY TALENT
PROGRAMME**



“

Under the GRT programme, we train the interns to be skilled. This has improved the marketability of the trained manpower significantly and their earning power had nearly doubled, even during their student days.
The GRT programme helped our company in spreading the awareness and knowledge about the advanced technologies available to more potential clients as trained manpower will be our future employees or clients. It has also helped our company gain a larger pool of trained manpower for our projects locally and internationally.
”

DEVA PRESERVATION SERVICES PTE LTD [Engineering Services – Marine & Offshore, Aerospace and Manufacturing] - By Sengodan Vasudevan, CEO

THREE NEW STANDARDS LAUNCHED FOR THE AGRIFOOD INDUSTRY!



Industry speakers had a panel discussion towards the end of the launch. (From left to right): Dr Diana Chan (Co-Chair, Technical Committee for Agritech & Agrifood Production) who moderated the panel discussion, Ms Khoo Gek Hoon (Director, Industry Development and Community Partnership Division, SFA), Mr Allan Lim (CEO, ComCrop Pte Ltd), Mr Malcolm Ong (CEO, The Fish Farmer Pte Ltd) and Mr Yeap Soon Ming (QA Lead, Chew's Agriculture Pte Ltd).

The SMF-Standards Development Organisation (SMF-SDO) launched three standards for the agrifood industry at the Agri-Food Tech Expo Asia on 28 October 2022.

Since the launch of the '30-by30' goal in 2019 by the Singapore government, which is to build up Singapore's agri-food industry's capability and capacity to produce 30% of Singapore's nutritional needs locally and sustainably by 2030, the number of local farms has grown from 221 in 2019 to 260 in 2021. As of 2021, the local agri-food sector was predominantly made up of farms producing eggs, seafood, and vegetables, contributing 30%, 8%, and 4% of Singapore's total food consumption. The total value of local food production of these items increased 13%, from \$163.4 million in 2020 to \$185.2 million in 2021^[1].

With a growing market volume and increased number of farms in Singapore, it was time for the industry to look at building its capabilities and improving farm management - important aspects for overall food safety and quality.

Hence, the three Singapore Standards (SS), which are namely:

- SS 670 Specification for good aquaculture practice,
- SS 675 Specification for good agriculture practice; and,
- SS 676 Specification for good animal husbandry practice for layer farms,

were developed to guide Singapore's local farms in the areas of safety and quality, environmental management, and, the health and safety of farm workers. Through the adoption of best farming practices recommended by local industry experts and the alignment with international standards, these Singapore Standards will allow local farms to access wider markets and enhance consumers' confidence in the farms' products and produce.

During the launch, industry speakers from the Singapore Food Agency (SFA), ComCrop Pte Ltd, The Fish Farmer Pte Ltd and Chew's Agriculture Pte Ltd shared the scope and objectives of the three Singapore standards. They also shared how the standards can play a part in promoting good agricultural, aquacultural and animal husbandry practices in the farm management system.

The three Singapore standards are available for purchase at the Singapore Standards eshop. Go to www.singaporestandardseshop.sg to purchase a copy.

[1] <https://www.sfa.gov.sg/docs/default-source/publication/sg-food-statistics/singapore-food-statistics-2021.pdf>

SS 670:2021 SPECIFICATION FOR GOOD AQUACULTURE PRACTICE

This standard provides a set of requirements for a farm management system that includes best practices to ensure the production of high-quality and safe produce during all phases of farm operations while minimising impact on the environment and upholding the welfare of aquatic animals.

This standard applies to open-cage farming, pond farming, and closed containment farming systems for fish, crustaceans and molluscs.

SS 675:2021 SPECIFICATION FOR GOOD AGRICULTURE PRACTICE

The standard provides a set of requirements for a farm management system detailing best practices to prevent the risk of hazards from occurring and ensuring the production of safe and high-quality produce, while minimising the impact on the environment and workers.

The standard covers all phases of farm operations, including pre-production (nursery), cultivation, harvesting and post-harvest handling prior to delivery of agriculture products for both outdoor and indoor farming. This standard applies to vegetables, fruits and herbs farms.

SS 676:2021 SPECIFICATION FOR GOOD ANIMAL HUSBANDRY PRACTICE FOR LAYER FARMS

The standard provides a set of requirements for a farm management system detailing best practices to ensure the production of safe and high-quality produce during all phases of farm operations, including pre-production (e.g. hatchery, breeder stock and pullet), production (e.g. laying stages), egg collection, and post-production (e.g. management of spent birds, etc.), while minimising the impact on the environment and upholding the welfare of animals. It applies to chicken layer and quail layer farms.

Masterclass in Sustainability

Course Fees

Singapore Manufacturing Federation
Member: \$600*
Non-Member: \$800*

*All prices are before GST.

Note that purchases of goods and services from GST-registered businesses before 1 Jan 2023 will be subject to GST at 7%, and purchases on or after 1 Jan 2023 will be subject to GST at 8%.

With the Green Plan 2030, Singapore has set up its national agenda to become a regional sustainable business hub.

Businesses have their part to play, not because it is the right thing to do, but because if they want to be resilient and competitive in the long run, they must integrate sustainability in their daily operations.

This training intends to drive business awareness and to kickstart their journey towards sustainability in support of achieving local and global goals, as well as achieving organisational resilience. Key focus will be on carbon management & carbon footprint, digital footprint, sustainability reporting & communication and circular economy.

Location

Lifelong Learning Institute
11 Eunos Road, Singapore 408601

Dates & Time

Mar 16th & Mar 17th 2023
8:30 AM - 4:30 PM

This 2-day training is based on a "learning by doing" approach by mixing masterclasses, in which you will gain the necessary knowledge on every aspect of sustainability, and hands-on workshop - peer learning sessions where you will work on tangible takeaways.

Day 1

Module 1: Sustainability for Businesses - How can you effectively communicate and build a sustainability report.

Module 2: Carbon Management & Carbon Footprint

Day 2

Module 3: Digital Footprint & e-waste

Module 4: Towards the Circular Economy

Contact Us

Singapore Manufacturing Federation
Centre for Corporate Learning

+65 6826 3100

enquiry.ccl@smfederation.org.sg

Scan here to
register now!



MEMBERS BENEFITTING FROM PARTNERS FOR BUSINESS GROWTH (PBG) PROGRAMME

AMICI EVENTS AND CATERING



Amici CEO Mr Willie Tan shared Amici's journey with the SMF in the interview.

Established in 2000, Amici Events and Catering is a boutique food caterer in Singapore that offers a wide selection of buffet catering services as well as specialised services such as wedding catering, tea reception, corporate event catering and event catering.

Amici was approached by SME Centre@SMF (SMCE@SMF) to join the PBG Programme to help them accelerate its growth plans. Through the programme, Amici attended several training sessions to develop its leadership team and create a better succession plan to ensure the growth of the company. The programme strengthened the bond between the management and staff, creating a better work environment in the company.



PBG Programme strengthened the bond between Amici staff and management.

Click [here](#) to watch the video interview to learn how SMCE@SMF helped its business development under the Partners for Business Growth (PBG) programme.

LEK LIM NONYA CAKE CONFECTIONERY



Managing Partner of Lek Lim Mr Gavin Sing, who is also the third generation owner, shared how PBG helped his company achieve breakthroughs.

Lek Lim Nonya Cake Confectionery was established in 1968 and specialises in nonya kueh - from manufacturing to retail. Over the years, the company focused on applying resources to introduce innovation, which assist the business in improving productivity, reducing costs and becoming more competitive.

However, in 2019, the company hit a plateau and could not find any breakthrough on achieving better improvements.

Therefore, the company joined the PBG Programme, a programme that gather the management of companies from different sectors to accelerate their business growth.



The company introduced innovation to its processes to improve productivity.

Through the programme, Lek Lim got to learn from other management and attended various courses that can help them identify areas for growth.

Click [here](#) to watch the video interview and learn how SMCE@SMF have helped its business development under the Partners for Business Growth (PBG) programme.

If you would like to explore the grants available that are suitable for your business needs, contact SMCE@SMF at 6826 3020.

PARTNERS FOR BUSINESS GROWTH PROGRAMME (PBG)



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Are you ready to scale up and become a future leader in your industry?



Calling promising SMEs who have...



POSITIVE REVENUE GROWTH



AMBITION FOR GROWTH



SCALABLE BUSINESS MODEL



UNIQUE BUSINESS MODEL



READINESS TO TRANSFORM BUSINESS

Join the PBG Programme to receive dedicated assistance from experienced **Business Development Advisors (BDAs)** to accelerate your growth plans!



IN-DEPTH BUSINESS DIAGNOSIS

Work with a BDA during the year-long programme to identify gaps and opportunities.



IDEATION OF BUSINESS GROWTH PLANS

Co-develop road maps with clear objectives and key milestones for your business.



GUIDANCE ON CAPABILITY PROJECTS

Work closely with your BDA to co-create and embark on projects that will build new capabilities.



NETWORKING AND TRAINING OPPORTUNITIES

Connect and collaborate with like-minded businesses, and gain valuable insights from industry experts.

Email query@smecentre-smf.sg to learn more and book an appointment today!

PBG SME Testimonials

"The Business Development Advisor provided valuable insights and clear action plans to help build our online presence..."

Kenneth Ong, General Manager
Long Pun Enterprise

"... with deeper engagement, sound advice was given on human capital management and development as part of our HR transformation."

Kaden Choa, Marketing Director
Excel Hardware

GS1 SINGAPORE'S INDUSTRY ENGAGEMENTS

"REIMAGINE RETAIL WITH RFID WITH TUNITY TECHNOLOGIES" WORKSHOP

Due to the time-consuming and manual nature of traditional retail inventory processes, SMEs and brand owners struggle with stock accuracy, accountability, and productivity. With real-time visibility provided by RFID, you can solve these problems. RFID allows you to precisely accept deliveries, reduce losses, and increase employee morale!

GS1 Singapore, in collaboration with Tunity Technologies Pte Ltd, organised the "Reimagine Retail with RFID" close-knit sharing session on 18 August 2022. Participants from different companies had an engaging hands-on experience with Tunity experts on RFID technology and learnt how it can be integrated into their business processes. The Tunity team also had the chance to hear from participants about the issues



GS1 Singapore and Tunity Technologies held a workshop to share RFID technology with attendees.

and challenges that they encountered.

GS1 Singapore would like to thank the experts from Tunity for their time and insightful presentations. It was certainly a fruitful discussion and benefited many of our members. GS1 Singapore will continue to host these types of workshops for our members. Connect with us!

MEDICAL MANUFACTURING ASIA TRADE SHOW



GS1 Singapore engaged with medical device manufacturers at the Media Manufacturing Asia trade show.

As part of a partnership with Messe Dusseldorf Asia, GS1 Singapore participated in the Medical Manufacturing Asia 2022 as an exhibitor at Marina Bay Sands from 31 August to 2 September 2022, and online from 3 September to 9 September 2022. More than 140 attendees stopped by the GS1 Singapore's booth both in person and online. GS1 Singapore engaged with them to discuss UDI implementation using GS1 Standards.

FOOD AND HOTEL ASIA 2022



GS1 Singapore engaged with trade visitors at FHA 2022.

To promote GS1 Standards in the food services sector and forge connections with our members at Asia's largest international F&B exhibition, GS1 Singapore participated in the FHA 2022 as an exhibitor.

Over the course of the four-day exhibition, over 70 trade visitors visited GS1 Singapore's booth. GS1 Singapore also got to visit members' booths to renew connections.

ACCOUNTING & FINANCE SHOW ASIA 2022

GSI Singapore is proud to be exhibitors at the Accounting and Finance Show Asia Series that was held from 20 to 21 September 2022.

The Accounting and Finance Show Asia 2022 enables SMEs, businesses, and accounting firms to stay current with the newest digital innovations and solutions as well as learn how to change and streamline their working processes.



GSI Singapore representatives engaged with attendees at the trade show.

GSI Singapore representatives had fruitful engagements with attendees on Legal Entity Identifiers (LEIs). LEIs is a unique identification code for entities that trade in financial markets. With the LEI, companies can identify other companies regarding financial transactions and make smarter and more reliable decisions about whom to do business with.



GSI Singapore representatives at the trade show.

GSI Singapore is the first local registration agent for local registration agent for Legal Entity Identifier (LEI)

and is authorised to offer a complete LEI service, globally.

Find out more about our LEI services: <https://www.gsi.org.sg/GetanLEI/LEIHome/WhatisanLEI.aspx>

GS1 ASIA PACIFIC REGIONAL FORUM

GSI Singapore Chairman Mr Ryan Chioh, GSI Singapore Director Mr Lawrence Pek and GSI Singapore CEO Mr Christopher Ang attended the GS1 Asia Pacific Regional Forum, which was held from 25 to 27 October 2022.

Hosted by GS1 New Zealand, the GS1 Singapore team met with representatives of the GS1 Member



The GS1 Singapore team met with representatives of other GS1 Member organisations from the Asia Pacific region.

organisations from the Asia Pacific region, to discuss the status of regional projects and how to better address upcoming difficulties in the region. The theme of this forum is "We are One", to reflect the strength of working as a collective to enable greater connection and visibility for our GS1 members, their value chains, and our region.



GS1 Member Organisations representatives met to discuss the status of regional projects and how to better address upcoming difficulties in the region.

We would like to thank GS1 New Zealand for being an incredible host!

THE SMF WELCOMES YOU!

The SMF welcomes our new members to be part of the SMF family! Our network of members is expanding, with more than 100 new members added into this robust network since July 2022!

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