

Connect



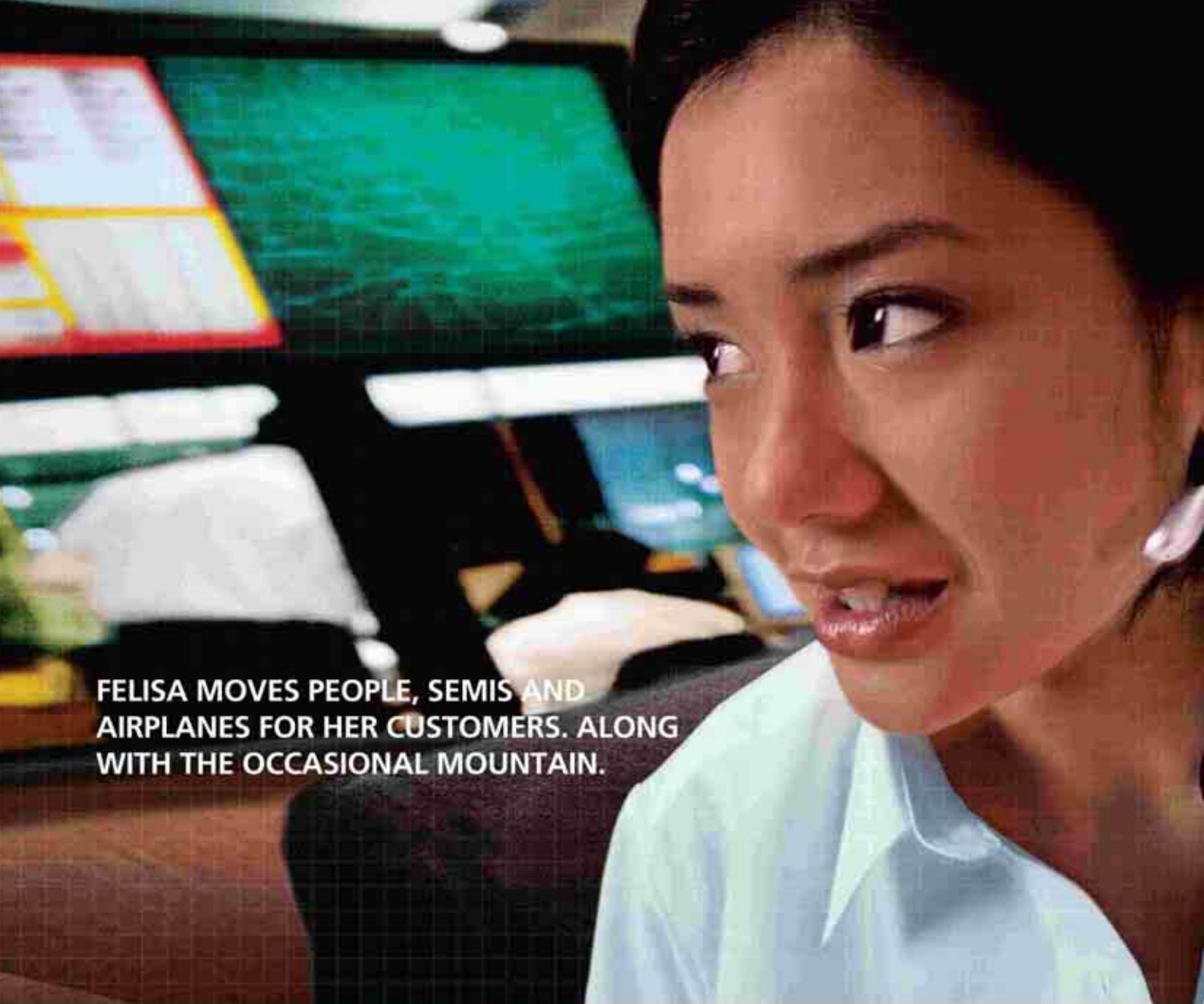
Singapore Manufacturers'
Federation

SMA leads 12 companies on a Business Mission to Nanning, China



**Season's Greetings and
Best Wishes for
the Coming Year!**

*From the Council, Management and Staff of
Singapore Manufacturers' Federation*



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Nanning Business Mission

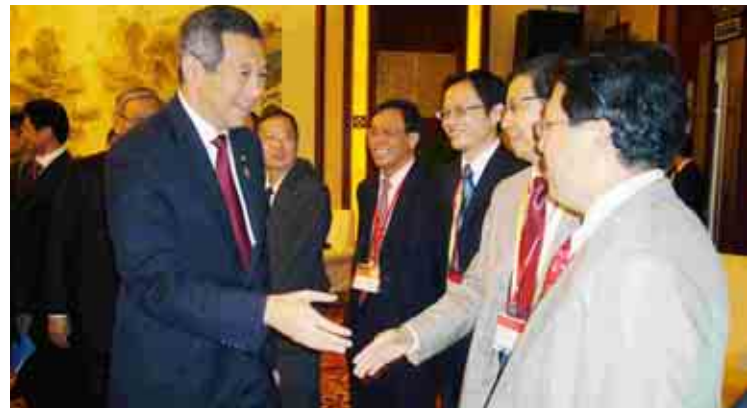
By Vanda Kwek

In conjunction with the 3rd China-Asean Expo, SMA led 17 participants from 12 companies on a business mission to Nanning from 29 October to 4 November 2006. The China-Asean Expo aims to foster closer bilateral trade and commercial relations between the two regions. Participants in this mission were accorded the invaluable opportunity to gain first-hand information on Nanning's and China's market potential as well as assess the plausibility of engaging in production and/or trading activities in the "Middle Kingdom".

Meticulously planned to optimize and leverage on the meetings with key industrialists in Nanning, the Singapore-based delegates also enjoyed the privilege to mingle with Prime Minister Lee Hsien Loong; the Minister of Foreign Affairs, Mr. George Yeo and the Minister of State for Trade and Industry, Mr. Lee Yi Shyan in a networking reception. High-level meetings and networking sessions were also arranged for the delegates to meet with Chinese political leaders, such as the Party Secretaries and mayors who presented a detailed introduction of the investment opportunities in Guangxi. Topping the eye-opening and informative trip was the staging of a spectacular cultural dance on "刘三姐故乡的歌" by the Liuzhou government.

SMA has led business missions to Nanning, Guangxi over the last 2 years with the objective of providing platforms for the participants to establish contacts with Chinese counterparts; to better understand the investment climate and business opportunities through seminars and site visits as well as to acquire knowledge of the Chinese culture and business etiquettes.

For more information on the China-Asean Expo and Nanning Business Missions, kindly contact Ms Vanda Kwek at vandakwek@smafederation.org.sg.



One of the highlights for SMA's delegates was to meet with Singapore's Prime Minister Lee Hsien Loong during the networking reception



SMA's delegates were invited to China Asean Business and Investment Summit (CABIS) State Leaders' Forum, which was attended by key leaders in politics, commerce and academia from China and ASEAN to exchange views on the China Asean Free Trade Agreement



SMA delegates with PM Lee Hsien Loong



Factory visit to Liuzhou-Liuxing Sugar Factory



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all fabric manufacturers are the same
all wear pinstripe suits.

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SMa Members Bagged Prestigious Ernst & Young (E&Y) Entrepreneur Awards

By Liz Tan



▲ Dr George Quek, making his thank you speech after receiving his Emerging Entrepreneur of The Year 2006 Award



▲ Mr David Teo receiving the grand award, Ernst & Young Entrepreneur of The Year 2006 Award, together with Mr Ong Yew Huat (Country Managing Partner of Ernst & Young), Mr Lee Yi Shyan (Minister of State for Trade & Industry and Minister-in-charge of Entrepreneurship) and Mrs Fang Ai Lian (Chairman of Ernst & Young)



▲ Mr David Teo with his grand award Ernst & Young Entrepreneur of The Year 2006 Award

The Singapore Manufacturers' Federation (SMa) would like to extend our heartiest congratulations to our following members for winning the E&Y Entrepreneur Awards:

- Mr David Teo, Founder of Super Coffeemix for winning the Ernst & Young Entrepreneur of the Year Award and Manufacturing & Business Services Entrepreneur of the Year Award
- Dr George Quek, Chairman of BreadTalk for winning the Emerging Entrepreneur of the Year Award
- Mr Jagdev Singh Gill, CEO of Royal Sporting House for winning the Lifestyle and Consumer Services Entrepreneur of the Year Award

The Ernst & Young Entrepreneur of the Year Awards program was launched in Singapore in 2002 to coincide with the government's focus on fostering entrepreneurship and grooming local entrepreneurs to take on the world market. It aims to encourage the best entrepreneurs to step forward as outstanding entrepreneurial role models, and take up the challenge of representing Singapore at the annual Ernst & Young World Entrepreneur of the Year Awards in Monte Carlo, Monaco.

Mr David Teo, Founder of Super Coffeemix, who won this year's Ernst & Young Entrepreneur of the Year Award will represent Singapore in Monte Carlo in June next year to vie for Ernst & Young's global entrepreneurship award.

Super Coffeemix started out as a coffee packaging and distribution company in 1987. It has since grown into a regional integrated

manufacturer of instant beverages and popular convenience foods. Today, Super Coffeemix rakes in annual sales of almost \$200 million from more than 300 products produced at its 13 factories in the region. The company's products are also distributed in more than 50 countries worldwide.

In addition to the overall Entrepreneur of the Year Award, Mr Teo has also won the Manufacturing & Business Services Entrepreneur of the Year Award. This award salutes the entrepreneur who has shown superior performance in service delivery and/or whose business focus is in the manufacturing, technology and/or wholesale distribution of products and services.

BreadTalk and Royal Sporting House are the other household names that were honored for their achievements.

Dr George Quek, Chairman of BreadTalk was named Emerging Entrepreneur of the Year. This award salutes the entrepreneur whose business exemplifies the start-up process at its best, with savvy positioning in the marketplace and solid infrastructure to manage growth and financial performance, and shows promise for future sustainability.

Mr Jagdev Singh Gill, CEO of Royal Sporting House was named Lifestyle & Consumer Services Entrepreneur of the Year Award. This award salutes entrepreneur who has shown superior performance in the delivery of high value products / services that elevate the habits of consumption by promoting modern, healthy living and/or is involved in the distribution of consumer products & services.



▲ Group photo of all finalists



^ Winners, Dr George Quek (Ernst & Young Emerging Entrepreneur of The Year), Mr David Teo (Ernst & Young Entrepreneur of The Year 2006 and Ernst & Young Manufacturing & Business Services Entrepreneur of The Year) and Mr Jagdev Singh Gill (Ernst & Young Consumer Services Entrepreneur of The Year)



^ Dr George Quek receiving his Ernst & Young Emerging Entrepreneur of The Year Award

Congratulations to Becton Dickinson Critical Care Systems Singapore Pte Ltd on winning the third position in the Innovation for OSH Presentation and Award Ceremony 2006



The National Innovation for Occupational Safety and Health (i-4-OSH) Presentation and Award Ceremony, organised by the Ministry of Manpower (MOM), was successfully staged on 24 November 2006.

The Singapore Manufacturers' Federation (SMA) extends its heartiest congratulations to its member, Becton Dickinson Critical Care Systems Singapore Pte Ltd for winning the third position in the Award Ceremony.

<< B-TEAM of Becton Dickinson Critical Care Systems Singapore Pte Ltd presenting the possible solutions on eliminating of potential cut accident arising from the use of improved manual tube cutter.

7 SMA Members Received the Prestigious "The Enterprise 50 Awards 2006"!

Singapore Manufacturers' Federation extends its heartiest congratulations to its members, Franklin Offshore International, Hin Hin Management & Holdings, Eng Tic Lee Achieve, Astralink Technology, iWow Technology, Genovate Solutions and Linkers for being the winners of this year's The Enterprise 50 Awards.

Organised by the consulting firm Accenture and local business media Business Times in 1995, the Award honours privately owned local enterprises for their outstanding courage, strong entrepreneur spirit and determination to be world-class players in their respective industries and markets.

The winners are ranked according to selected performance indicators such as gross profit, sales turnover and growth in three consecutive years. The qualitative criteria include management philosophy and knowledge, innovations and market presence.

Congratulations Auric Pacific Food Industries for Winning the Superbrands Singapore, 2006 Award!

Singapore Manufacturers' Federation is proud to announced that AURIC PACIFIC FOOD INDUSTRIES PTE LTD, an SMA member, is one of the coveted winners of Superbrands Singapore, 2006 Award.

Listed on the main board of the Singapore Exchange, Auric Pacific Group is engaged in the distribution, manufacturing and retailing food products under the popular brands like Sunshine and Top-One bread and bakery products, SCS butter, Buttercup dairy spread and Gourmet processed meats.

The Award is organized by the UK-based Superbrands organization, which is the world's leading independent arbiter of brands and runs programmes in more than 56 countries to promote branding and to pay tribute to exceptional brands.

Well done and congratulations Auric Pacific Food Industries!

Singapore Packaging Star Award 2006

By Dennis Toh

The Singapore Packaging Star Award is a prestigious national award given in recognition to quality finished products with innovative designs. Now in its 9th year of staging, the award is organized by Singapore Manufacturers' Federation and the Packaging Council of Singapore with support from the International Enterprise Singapore.

By spotlighting on unique and innovative designs by Singapore-based designers, the award aims to promote and encourage local designs and raise the standards of packaging production in Singapore, hence enabling local companies to compete effectively in the global arena.

A total of 73 entries were received with 32 entries from the Commercial Sales & Display Category, 9 entries for the Commercial Transportation and Protection Category and 32 entries for the Student Category.

13 companies have been awarded the prestigious Singapore Packaging Star Award in the Commercial Category this year. The Best Entry for the Commercial – Sales and Display Category went to New Moon Abalone Yusheng submitted by Goh Joo Hin Pte Ltd. The Best Entry for the Student Category went to the product POPULAR Junior Colour Pencils submitted by the Nanyang Polytechnic.

SMA extends its heartiest congratulation to the following winners:

COMMERCIAL SALES & DISPLAY CATEGORY WINNERS

BEST ENTRY FOR COMMERCIAL SALES & DISPLAY CATEGORY

GOH JOO HIN PTE LTD New Moon Abalone Yusheng

WINNERS

A.S.LOUKEN GROUP PTE LTD	Kwong Cheong Thye Yusheng Packaging
AD.WR:GHT DES:GN CONSULTANTS	Chocolate Line
BONCAFE :INTERNAT:IONAL PTE LTD	Boncafe Organic Retail Stand-Up Packs 200gm
EU YAN SANG (S) PTE LTD	Hua Yan Bird's Nest with Rock Sugar (Limited Edition)
FEDERAL PACKAG:NG :INDUSTR:ES PTE LTD	Ora! B Pu'sar Display Stand
OR:ENT DES:GN PTE LTD	U!C Topload Spin OPP Packaging
OR:ENT DES:GN PTE LTD	Shi Le Po. Packaging System 4
SCA PACKAG:NG S:INGAPORE PTE LTD	KitKat Sakura
SCA PACKAG:NG S:INGAPORE PTE LTD	Purina Beggin Strip
SEVENOAKS W:INES	Art Wine
STARLITE PR:INTERS (FAR EAST) PTE LTD	Erdinger Oktoberfest 2006
SU YEANG PTE LTD	Anchor Ice
WAN:IN :INDUSTR:ES PTE LTD	Peppermint Drink

COMMERCIAL TRANSPORTATION & PROTECTION CATEGORY

WINNERS

JEBSEN & JESSEN PACKAG:NG	Printer Mechanism
JEBSEN & JESSEN PACKAG:NG	Air Con Compressor
SCA PACKAG:NG S:INGAPORE PTE LTD	Dragonfly

STUDENT CATEGORY

BEST ENTRY FOR STUDENT CATEGORY

Siti Khatijah Suleiman of Nanyang Polytechnic POPULAR Junior Colour Pencils

WINNERS

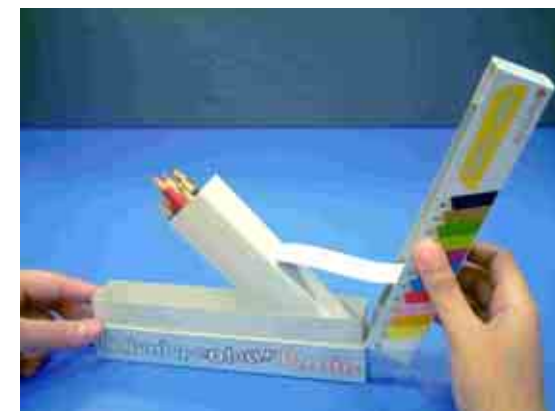
Kenneth Wu Zuoning of Nanyang Academy of Fine Arts	"Q-Bone" (Dog Food)
Zhang Boyi of Nanyang Academy of Fine Arts	Fruit Candy Branded "Bite"
Jasjit Kaur of Nanyang Academy of Fine Arts	Double Decker Prawn & Chicken Snack
Cheng Wen Ning of Nanyang Polytechnic	Plant Fertilizer
Lim Choon Ann of Nanyang Polytechnic	Campbell's
Ng Lai Fung of Nanyang Polytechnic	Snow Friend Ice-Cream
Jade'yn Hong Jie'in of Nanyang Polytechnic	CRIP CROP
Chong Hui Hui of Nanyang Polytechnic	Gourmet Spaghetti
Tan Wei Luo of Nanyang Polytechnic	Packaging for toilet rolls



▲ New Moon Abalone – Best Entry for Commercial Sales and Display Category



▲ Mr CS Wong, one of the judges for SSA 2006, evaluating the entries



▲ POPULAR Junior Colour Pencils – Best entry for the Student Entry

FMM & SMa Joint Council Meeting and 2nd Annual Golf Tournament

By Vanda Kwek



▲ SMA President, Mr Edwin Khew teeing off for the Golf Tournament



▲ A warm handshake between Mr Edwin Khew and Datuk Mustafa Mansur (left, Immediate Past President of FMM) during the prize-giving ceremony



▲ Dato' Seri Rafidah Aziz with the President of SMa, Mr Edwin Khew and and President of FMM Datuk Yong Poh Kon

On 21 November 2006, the Singapore Manufacturers' Federation and the Federation of Malaysian Manufacturers held its Joint Council Meeting in Kuala Lumpur. The Presidents, Council Members and Secretariats of both federations met and deliberated on the Joint Collaboration Programme for 2007 and charted new directions involving the joint staging of trade missions for members of both federations to new or emerging markets in the Middle East and Eastern Europe.

One of the highlights of this meeting was a discussion session with the Minister of International Trade and Industry, Dato' Seri Rafidah Aziz. During the informative and timely meeting with Dato' Rafidah, a couple of proposals were put forth by the SMa including the extension of the "green lane" concept to manufacturers and business people in Singapore as well as tapping into the Malaysia-Singapore Business Funds (MSBF) to engage specialist consultants to carry out market/industry studies in target countries that both federations plan to establish business collaboration.

The two-day programme concluded with the Annual SMa-FMM Golf Tournament at the Tropicana Golf and Country Resort which saw the FMM pipped the SMa narrowly by six points to clinch the team trophy for the second time.



▲ Dato' Seri Rafidah Aziz speaking to the FMM and SMa's Presidents, Council Members and Secretariats at the Ministry of International Trade and Industry office



▲ Group photo of SMa and FMM officials

Introducing Singapore's latest online Business Matching Portal – BuySingapore

BuySingapore, Singapore's most comprehensive online business matching portal, was officially launched on 13 November 2006 by the Minister of State for Trade and Industry, Mr Lee Yi Shyan.

BuySingapore is a national initiative by International Enterprise (IE) Singapore in collaboration with private sector partner, Abecha Pte Ltd, to help Singapore-based enterprises showcase their products and services internationally through an online business matching portal. This newly launched B2B portal aims to be the one-stop, trusted e-platform for foreign companies to search for Singapore business contacts, products and services.

Spanning a wide range of industry sectors from electronics, manufacturing, food and lifestyle products and services, BuySingapore allows local and foreign enterprises to access trade leads from one of the most reliable and comprehensive databases. The portal provides a sophisticated auto-business matching mechanism that alerts Singapore-based enterprises of appropriate matches, allowing businesses to make their first connection with each other.

BUYSingapore

SEARCH MATCH CONNECT



Mr Thian Tai Chew from IE Singapore, Guest-of-Honour, MOS Lee Yi Shyan and Mr Ong Teck Soon from Abecha, presiding over the launch of BuySingapore

An estimated S\$10 million will be invested in the BuySingapore initiative by both IE Singapore and Abecha Pte Ltd to develop and market the portal over the next five years. Abecha will oversee areas such as local marketing, customer service and daily operations of the portal while IE Singapore will take an active lead in acquiring foreign leads via its global presence in over 35 locations worldwide. Through this joint effort, IE Singapore aims to attract 30,000 foreign trade leads annually to be disseminated through the portal.

IE Singapore will also be working closely with industry and trade associations such as SMA to see how BuySingapore can benefit their members.

To celebrate the launch, BuySingapore is offering SMA members free trial for its Corporate Plan (worth S\$262.50 nett annually) up till 31 March 2007. Members will need to produce the promotion quote BSGSMAF388 and register online before 31 January 2007.

For registration and more information, please visit www.buysingapore.com or contact us at enquiry@buysingapore.com.

Mid-Autumn Networking Session at Grand Copthorne Waterfront Hotel

By Chin May Fang

The 15th day of the 8th lunar month marks the Mid-Autumn Festival. Since time immemorial, the Chinese people celebrate this day with their friends and families amid a full moon. In similar festive mood, the Singapore Manufacturers' Federation organized a Mid-Autumn Festival Networking Session for members at The Outdoor Promenade, Grand Copthorne Waterfront Hotel on 27th September 2006.

Sponsored by Symbol Technologies Asia, Inc, the event commenced with a welcome speech by Dr Moh Chong Tau, Deputy President, SMA followed by a brief presentation on Symbol's corporate profile by Mr Gerard Baglieri, Area Sales Director, Symbol Technologies Asia, Inc.

Members enjoyed the evening laden with a free flow of Chinese Tea, Moon Cake and festive delicacies, next to the historic Singapore River. Adding to the festive ambience, SMA specially staged a live Chinese Instrumental Quartet performance and a Chinese Calligraphy Demonstration, which saw several members bringing home good tidings in the form of "auspicious" red pieces of paper bearing Chinese characters symbolizing good wishes.

For more information on SMA networking events, kindly contact May Fang at chinmayfang@smafederation.org.sg.



Members tucking into the festive delicacies at SMA Mid-Autumn Networking Session at The Outdoor Promenade, Grand Copthorne Waterfront Hotel

Networking Session with the Association of Dutch Businessmen

By Liz Tan



<< HE Mr Chris Sanders, Ambassador of the Netherlands (right), Ms Maler Vilee, Asst Director, Trade Promotion Group of IE Singapore (front centre), Mr Ivo Rutten, President of ADB Charlotte Ruegg (centre back) and Mr Edwin Khew, SMA President (left).

Since the early 90s, Singaporean investors already know how popular the Netherlands would be, especially in the manufacturing and financial services sectors.

It is hence not surprising that the Dutch banks like ABN (and now ABN AMRO) and ING are among the first few foreign banks to carve their turf and subsequently their niche in Singapore. Other Dutch companies such as Shell, Philips, Heineken, Unilever, Akzo Nobel, OCE are also some of the very familiar names in Singapore.

The networking session with the Association of Dutch Businessmen (ADB) held on the 14 November 2006 at HE Mr Chris Sanders, Ambassador of the Netherlands's residence, was truly an excellent platform for members to meet and explore mutually beneficial partnerships with the Dutch counterparts operating in Singapore.

To have a more fruitful networking session that is beneficial for both members of SMA and ADB, the Netherlands Embassy had specially arranged a speaker from IE Singapore, Ms Maler Vilee, Asst Director, Trade Promotion Group to talk about doing businesses in Singapore. Mr Remco Muzerie, ADB Board Member also shared his knowledge on doing businesses in Netherlands.

The networking session with dinner reception was hosted by HE Mr Chris Sanders. Everyone enjoyed themselves tremendously with the sumptuous food, wine and great networking.

<< Large turnout at HE Mr Chris Sanders's residence





Guide to Environmental

In the last issue of Sma Connect, we have provided a brief introduction on the Sma's Guide to Environmental Management System (EMS). The aim of the Guide is to help SMEs wishing to implement or improve their EMS. This is consistent with the ideas of sustainable development and compatible with diverse frameworks and management systems.

The EMS Guide comprises of 8 Elements, of which Element 1 on Management leadership, Commitment and Accountability and Element 2 on Identification and Assessment of Environmental Aspects were covered in the last issue of Connect.

In this issue, we will cover Element 3: Regulatory Compliance and Element 4: Operational Control and Performance Measurement.

The EMS Guide is proudly compiled by the Environmental Management Systems Sub-Committee of the Environment, Health, Safety & Security Function Committee, Sma. The key members include:

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Mr Hans Pijnenburg
Plant Manager
Singapore Intermediates and Aromatics

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Mr Tay Cheng Pheng
Regional Environment, Health and Safety Manager
Chevron Philips Chemical Asia Pte Ltd

Mr Lim Siak Heng
Senior Engineer
Environmental Protection Division
National Environment Agency

Mr Terence Koh
Singapore Chemical Industry Council, Sma

Committee Members (2006–2008)

Mr Birch Sio
Managing Consultant & Director
Concord Associates

Mr Lim Meng Wee
Managing Director
SP Consulting (International) Pte Ltd

Mr Ng Wei Min
Director / Managing Consultant
Enterprise Development Centre, Sma

Mr Ong Pak Shoon
General Manager
Spot Management Services Pte Ltd

Environmental Management System Manual for Singapore SMEs

Environmental Management System Elements

Element 1	Management leadership, Commitment and accountability
Element 2	Identification and assessment of environmental aspects
Element 3	Regulatory compliance
Element 4	Operational control and Performance measurement
Element 5	Incident reporting, analyses and follow-up
Element 6	Emergency response
Element 7	Information management and Communication
Element 8	Environmental Performance, Assessment and Improvement

Element 3 REGULATORY COMPLIANCE

3.1 Purpose

Compliance with all "legal and other requirements" is a key element of EMS. The organisation is required to establish, implement and maintain a procedure to identify legal and other requirements applicable to the organization.

3.2 Scope

In order to meet the requirements of EMS, an organisation must be able to demonstrate that it understands:

- the environmental laws and regulations that are applicable to its activities
- the requirements of these laws and regulations
- how it complies with these laws, regulations and other requirements
- how it keeps up to date with these laws, regulations and other requirements

3.3 Guide to Legal Compliance

3.3.1 Identify relevant legislation/regulations

Gather up-to-date collection of legislation and establish which environmental legislation is relevant to its environmental aspects. For example the company should look for environmental legislation on the following areas:

- planning and land issues
- air, water, waste
- noise
- hazardous substances

After gathering the required information, the company should prepare a quick overview, or a register of legislation. Then, check to see which legal texts and information your organisation already has and obtain access to the texts that you do not have.

3.3.2 Identify the requirements that apply to your organisation

Document the requirements that apply to your activities and the responsible person for compliance with the procedure. You also need to describe the activities and responsibilities for meeting that requirement in order to ensure compliance.



Management System

3.3.3 Check compliance with legal and regulatory requirements

Establish your current legal position by comparing your performance with the requirements including looking at other documents such as permits and reports on impact assessments:

Permits and/or licences

- for construction or modification of new or existing sites, facilities and installations.
- for discharge and treatment of wastewater, atmospheric discharges, etc.
- for tank storage facilities
- relating to use of toxic substances
- relating to use of pollutant materials
- for internal waste disposal facilities

Reports, etc.

- environmental impact reports
- soil analysis reports, laboratory examinations of the soil of the site and possibly of the surroundings
- wastewater analyses
- reports on noise measurements
- reports on measurements of atmospheric discharges
- copies of correspondence with the authorities
- contracts with firms that dispose of hazardous waste.

3.3.4 Keep your list of legal texts, requirements and responsibilities up to date

Establish a procedure and define responsibility to monitor, evaluate and communicate new or changes in applicable legal requirements or changes to organisation's activities, products and services.

Element 4

OPERATIONAL CONTROLS AND PERFORMANCE MEASUREMENT

4.1 Purpose

An organization needs to establish environmental objectives and targets for its operations and identify operational controls to achieve them. In addition, it needs to define how it is monitoring and documenting its performance.

4.2 Environmental objectives

Operational controls are being used to meet environmental objectives to

- Ensure compliance with legal requirements as defined in element 3
- Manage significant environmental aspects as defined in element 2 and reduce/minimize environmental risks
- Achieve an organizations environmental objectives as per its policy including its continuous improvement objectives

4.3 Setting and Tracking of Environmental Targets

Environmental targets are defined to meet a company's environmental objectives and should be set considering:

- base case, operational capabilities
- technological options
- environmental aspects of the organization's activities and products;
- financial, operational, and other organizational requirements; and,
- the views of employees and other interested parties.
- possible effects on the public image of the company

Targets should be established for different functions within the organization and for different areas of the plant and should include

a specified time frame. Programs should be implemented to support achieving the environmental targets.

Progress towards the objectives and targets has to be reviewed on a regular basis and this progress should also be communicated to plant employees to ensure their involvement.

4.4 Monitoring and Measurement: Assessing how well the system is performing

Monitoring and measurement enables an organization to:

- evaluate environmental performance;
- analyze root causes of problems,
- support or evaluate operational controls
- assess compliance with legal requirements;
- identify areas requiring corrective action, and,
- improve performance and increase efficiency.

Organization should identify what its key EMS performance indicators are and define how and when these will be measured and what methods should be used.

Some examples of EMS Performance Indicators are

- Pounds of VOC emitted per unit of production
- Pounds of hazardous waste generated per year
- Percentage of employees completing environmental training
- Average time for resolving nonconformities
- Energy use per unit of production
- Percentage of solid waste recycled / reused

A system should be in-place to ensure that EMS performance indicators are documented and reported on a regular basis and that corrective action is being taken when appropriate.

Common environmental laws and regulations, which may be applicable to industry in Singapore, are:

- Environmental Pollution Control Act, Cap. 94A and its Regulations
- Environmental Public Health Act, Cap. 95 and its Regulations
- Hazardous Waste (Control of Export, Import and Transit) Act, Cap. 122A and its Regulations

Industries in Singapore are also required to comply with pollution control requirements. Information on air, water and noise pollution, hazardous substance and toxic industrial waste control requirements which include environmental planning requirements, air emission standards, control of trade effluent and discharge limits is contained in the Code of Practice on Pollution Control. A copy of the current edition of the Code of Practice on Pollution Control can be downloaded free from the internet at .

To be continued....

Responsible Care Chemical Industry Awareness Outreach 2006

By SCIC

As a strong contributor to Singapore's manufacturing output, the domestic chemical industry is expected to continue to grow as more multi-national companies set up their production facilities on Jurong Island.

Whilst the industry's economic contribution is noteworthy, the associated environmental factors warrant special attention as well. To inform and encourage responsible care towards improving Health, Safety and Environmental performances in the industry, the Singapore Chemical Industry Council (SCIC) continuously engage all the relevant stakeholders via its outreach programmes.

To this end, the SCIC and its member companies first targeted the future industry workforce, i.e. students. SCIC arranged visits to manufacturing plants and chemical gallery hosted by its members to accord first-hand experience for the students, who were also taught on the following:

- How chemicals and chemistry have improved the quality of living
- The industry's contribution and importance to Singapore's economy
- Responsible Care – The chemical industry's initiative to continually improve health, safety and environmental performances
- The prospects of working in the chemical industry

For more information on Responsible Care and how you can participate or contribute, kindly contact Mr T J Ooi, SCIC's Responsible Care Co-ordinator, at 6665 9153 or email at tiatjin@scic.org.sg.



Students from Anderson Junior College



Sumitomo Chemical Singapore Pte Ltd hosting students from Victoria Junior College for the school outreach

SMA Lent Strong Support to the Innovation For Occupational Safety and Health (i-4-OSH) Exhibition and Presentation 2006



SMA member, Becton Dickinson Critical Care Systems Pte Ltd giving their best performance during the presentation, whereby they came in third after an intense competition



SMA booth at the i-4-OSH exhibition

Driving home the vital message on occupational safety and health for all industries, the Ministry of Manpower (MOM) staged the finals of the National i-4-OSH Presentation and Award Ceremony on 24 November 2006 at the Suntec City Convention Centre.

Top 3 winners from the manufacturing, marine, construction and service industries pit their innovative skills on occupational safety and health for the coveted top three prizes for i-4-OSH 2006. In the run-up to this finale, the Singapore Manufacturers' Federation (SMA) staged the Mini-convention on i-4-OSH on 3 October 2006 to select the top three winners to represent the manufacturing industry. The representing companies are Becton Dickinson Critical Care Systems Pte Ltd, Systems on Silicon Manufacturing Co Pte Ltd and United Microelectronics Corporation (Singapore Branch). Apart from showcasing their winning projects, these teams have to present their improvements in OSH to a distinguished panel of OSH experts.

Following an intense competition, the team from Becton Dickinson Critical Care Systems clinched the 3rd position with its project on the elimination of potential cut accident arising from the use of improved manual tube cutter. The 1st and 2nd prizes went to Sembawang Shipyard Pte Ltd and Alexandra Hospital respectively.

To stamp its recognition of the strong support by SMA for the event, MOM's official Mr Jaspal Singh enthused that "the i-4-OSH Exhibition and Presentation was a resounding success, thanks to your strong support! ...Your teams did a fantastic job with your booths and an exceptional job at the presentation."

The City University of New York (CUNY), America's largest AACSB Accredited Business School is now in Singapore!



Founded in 1847,
The City
University of New
York (CUNY) is
the largest
AACSB

accredited Business School in US with a student population of over 400,000 students. Located in heart of New York City, the financial capital of the world, students get to learn the advanced financial knowledge and practices from internationally renowned professors, many who have extensive professional experience.

CUNY's International Executive Programs build on its proud tradition of excellence in business education, offering first-rate programs in many locations worldwide. CUNY extensive list of famous alumni includes 12 Nobel Prize winners. Thousands of graduates are engaged in successful careers in premier business establishments such as J. P. Morgan Chase, Citigroup, Goldman Sachs, HSBC, Ernst & Young, GE, P&G, and HP etc.

The City University of New York full-time faculties have world-renowned experts in finance and financial modeling as evidenced by their numerous publications, vital research endeavors, Nobel Prizes and many distinguished teaching awards. As a testimony to our faculty quality, the FINANCIAL MANAGEMENT journal recently ranked Baruch in position number 33 out of the world's top 923 academic institutions for research productivity in finance. That puts them in the top 3 percent of this prestigious group.

THE EXECUTIVE MASTER OF SCIENCE IN FINANCE

The Executive Master of Science in Finance is a 1-year accelerated part-time programme course designed to equip professionals in the financial sector with leading edge knowledge and skills. A highly prestigious qualification, the programme is also suitable for mid-career executives considering a career with into the financial sector. The programme is fully taught by professors flown in from New York and integrates the latest CFA curriculum, allowing students to embark on both professional qualifications concurrently.

CUNY INTERNATIONAL DIPLOMA IN WEALTH MANAGEMENT, FINANCE AND INVESTMENT

With the influx of international financial institutions expanding their operations in Singapore, the demand for qualified and well trained executives and professionals has surged tremendously. CUNY international Diploma in Wealth Management, Finance & Investment is designed for those seeking to embark or advance their career in the highly rewarding financial sector. Endorsed by Workforce Development Agency (WDA), these programmes are subsidized under the Skills Development Fund (SDF) Scheme. In addition, students who graduated from SMA-School of Management (a wholly-owned subsidiary of the Singapore Manufacturers'

Federation) enjoy career advancement opportunities through networking and other industry linking programs with their 2800 corporate members, ranging from MNCs to SMEs.

Professor Avner Wolf was the Chairman of the Department of Economics and Finance, the largest department at Baruch College, Zicklin School of Business, for the past 12 years. He received his PhD from Columbia University in Finance and he is now the Executive Director of International Programs. Under his leadership, Baruch College has successfully run Executive Master of Science programs in Finance, Marketing and Human Resource Management in Taiwan, Hong Kong, Singapore, Shanghai and Paris.

Professor Wolf served as a staff economist in the New York Commodities Exchange (COMEX). Among his many duties there, he designed the futures gold and silver option. "To meet the growing demand of executives and professionals from non financial background who are now been recruited into the finance industry, CUNY has launched an extensive suite of internationally recognized programmes, which cover critical components required to meet the highest standard in the financial sector and designed to meet the Chartered Financial Analyst (CFA) examination requirements for those keen on pursuing their CFA designation", said Professor Wolf.

ON PARTNERSHIP WITH SMA SCHOOL OF MANAGEMENT

Being one of the top universities in the US, it is imperative for CUNY to find the right partner in Singapore. The Singapore Manufacturers' Federation (SMA), one of Singapore's leading business federations with over 2,800 corporate members, provides leverage for students to interact and network with industry leaders and professionals. The unique partnership between SMA and CUNY creates a mutually beneficial link between students and the financial community whose participation is valuable in ensuring the relevance of the curriculum and the subject matter.

Professor Avner Wolf said, "We have an excellent relationship with SMA and hence, moving forward, we are actively involve in the establishment of the City University of New York Local Alumni chapter which will be spearhead by senior directors from the leading banks and financial institutions in Singapore. The establishment of the Singapore Alumni chapter is strong indication of our commitment to establish CUNY as the leading Financial Education provider in Singapore and Asia. We are also currently in the mist of seeking accreditation with MAS (Monetary Authority of Singapore) for our series of executive diploma and master programmes".

On this note, Professor Avner Wolf would like to welcome all prospective candidates that are keen to join their extensive suite of programmes to contact its local partner, SMA-School of Management.

For more information, please contact SMA-SOM at 6720 3333 or email to enquiry@sma.edu.sg.

SMA School of Management & SAFRA Joint Scholarships Award

SAFRA was formed in 1972, with the objective of helping the Singapore Armed Forces build morale and camaraderie amongst NSmen in order to foster a cohesive fighting force. NSmen will be able to enjoy newer and more modern club facilities at SAFRA clubs in the coming years, revealed Associate Professor Koo Tsai Kee, Minister of State for Defence and President, SAFRA, at the 33rd SAFRA Annual General Meeting held on 19 November 2006 at SAFRA Mount Faber.

Besides offering a wide range of facilities for members to enjoy, in recognition of NSmen's contribution towards National Defence, SAFRA has jointly partnered the Singapore Manufacturers' Federation School of Management (SMA SOM) as well as SIM University (UniSIM) to offer sponsorships to members to study at these two educational institutions. Under the SAFRA-SMA SOM Education Sponsorship Scheme, SMA School of Management will offer 5 full diploma scholarships worth about \$30,000 each year. There will be a variety of courses for interested members to choose from, including business administration, purchasing and supply chain management, security management, mass communication, finance and investment, as well as wealth management.

"SMA is proud to be associated with SAFRA, the national organisation that provides quality social, recreational, sports and educational facilities



Associate Professor Koo Tsai Kee, Minister of State Defence and President of SAFRA, presenting the token of appreciation to Mr James Wong, CEO, SMA School of Management



in recognition of the hardwork and effort of our NSmen. This sponsorship reflects our commitment to establish SMA School of Management as a leader in the Education sector and is aligned with our vision to provide industry recognized qualifications for working professionals across various disciplines. This sponsorship will also serve as a vehicle to enhance SMA School of

Management's image and awareness in the market" added Mr James Wong, CEO of SMA School of Management and Director of SMA Centre for Corporate Learning.

This news has been published in various media including Business Times, TODAY and Lian He Zao Bao.

For more information, please contact Ms Jamie Poh at 67203333 or email at jamiepoh@sma.edu.sg



MassComm @ Murdoch – It's On!

By Natt Srinara

Murdoch University, one of Western Australia's leading universities, is known for its stars – from its 5 star ratings in research intensity, good teaching and graduate satisfaction (according to the Good Universities Guide, Australia), to star academics such as Prof Gary Martin, Murdoch's Deputy Vice Chancellor and a leading authority on the art of Mentoring.

Another star which it is renowned for, their Mass Communications school, is now offering their MassComm degree in Singapore, via SMa School of Management. Recently voted as one of Australia's top 5 MassComm schools by the Graduate Careers Council of Australia, alongside the Queensland University of Technology and the University of Technology, Sydney, Murdoch is cemented its outstanding reputation over the last five years, according to Ms Mia Lindgren, programme chair at Murdoch's School of Media Communication and Culture. "Much of what we do is hands-on with a strong industry focus".

And hands-on is what MassComm @ Murdoch is all about. Here in Singapore, students will receive not only the theoretical base but also the practical experience to perform as publicists, media planners, reporters and journalists. Classes will be conducted largely in workshop style, with students forming syndicate groups to work together on research, analysis, writing and publication. Emphasis will be placed on applying theory to practice, and practice making perfect, especially where writing skills are involved. Students are continuously assessed in class and through projects, with little weightage on final exams.

The highly vocational approach will see students learning essential skills to function professionally, such that they are able to contribute immediately to their jobs upon the workforce; however, the course also explores the historical and academic context of mass communications, media and

culture, so as to give students a solid academic background and appreciation of the industry and the art of mass communication.

One student who has benefited greatly from this approach is Mr. Martino Tan, Murdoch's top graduate of 2005, and holding a 1st Class Honours in Mass Communication. He currently works for the Singapore International Foundation; one of Singapore's leading NGOs, and also freelances as a journalist and reporter. "The Murdoch Mass Communication programme does what it is best at. It offers students a well-rounded insight into the world of media," he says. He has been able to apply his well-honed skills and knowledge readily after returning to Singapore, writing for magazines such as Lime, and Singapore's youth portal, Youth.sg.



▲ Martino Tan at Graduation 2006, next to Chancellor Geoffrey Bolton & VC John Yovich

Response for the MassComm programme has been overwhelming. Driving this is Murdoch's reputation for MassComm in Australia – something that polytechnic graduates here, especially those in the communications courses, are well aware of. Murdoch is seen

as a most attractive choice for MassComm students planning for their tertiary studies, given its short minimum duration of 16 months, affordable fees starting from S\$13,500, and the highly practical teaching approach, taught by practitioners and ex-Murdoch academics. Students are able to select from a number of majors, including public relations, communications technology & policy, and Journalism, and even combine them with popular commerce majors such as marketing and management.

The MassComm @ Murdoch Programme is slated to start in May 07, with foundation courses starting as early as March 07. Its programme leader, Mr. Natt Srinara, can be reached 6720 3333 for further details.

Murdoch Journalism School among the Best in Australia

By Natt Srinara

Murdoch University's Mass Communications programme has long been established as one of Australia's finest. This reputation has been further bolstered when its Journalism School was recently voted among the top five in the country, by the Graduate Careers Council of Australia.

Mia Lingren, Murdoch's Journalism chair, explains that their staff are either working or former journalists and majority of what they do is hands-on with an industry focus, additionally, her department scored in the top five on good teaching and overall satisfaction consecutively from 1998 to 2003.

SMa School of Management is proud to introduce Murdoch's Bachelor of Mass Communication Programme in Singapore, with majors in Public Relations and Communications, Technology and Policy. Other majors such as Journalism and Media Studies are also in the pipeline. Judging from the number of pre-launch enquiries, it is slated to become one of the

School of Management's key academic programmes in the near future.

Source: On Campus – The Murdoch University Community Newspaper, Vol. 21 No. (Oct 06)



For more information, please contact SMa-SOM at 6720 3333



AWARENESS SEMINAR ON FREE TRADE AGREEMENTS (FTAs)

By SCIC

The Singapore Chemical Industry Council (SCIC) and International Enterprise (IE) Singapore jointly organised a Seminar on Free Trade Agreements to enhance its awareness and benefits to the domestic chemical industry.

The seminar focused on the following FTAs:

- USSFTA (US)
- CECA (India)
- ACFTA (ASEAN-China FTA)

Speakers from IE Singapore presented on the various FTAs, providing background information, coverage of products and services, eligibility, application procedures and tariff reduction structure.

As the leading agency, the Export Promotion Division of IE Singapore conducts individual company consultations, as well as industry- and market-focused seminars to help companies to leverage on these FTAs.

For more information on related seminars organised by the SCIC, kindly contact Debbie Quan at debbiequan@scic.org.sg.



▲ Representative from IE Singapore updating members on FTAs

Technical Seminar on CE Marking

By Pauly Tan



▲ Mr C K Liang, Chairman of Sma ATIG delivering the welcome speech at the Technical Seminar on CE Marking



▲ A token of appreciation was presented to the speaker, Ms Chandrakurma.S of UL India

This 1-day informative seminar highlighted the following:

- Assistance in identifying applicable directives and harmonized standards
- Products evaluation in accordance with applicable European Harmonized Standards
- Guidance in the application of the Directives including the steps to affixing CE Marking

Commonly referred to as the "Passport to Europe", CE Marking, is mandatory for products to be sold in the European Union (EU) market as it declares the products' compliance with the prerequisites set by relevant European health, safety and environmental protection legislations.

In view of the seminar's popularity and relevance (the Professional Engineers Board accords 6 PDU points for attendance by each professional engineer), Sma plans to conduct a similar session next year. If you have missed this seminar and are interested to take part, kindly contact Ms Pauly Tan at paulytan@smafederation.org.sg to book your place.

The "Technical Seminar on CE Marking" held on 31 October 2006 sparked off an overwhelming response with more than 80 Managing Directors, General Managers, Marketing Directors and Engineers from the Technologies industry participating in the event. It was a resounding success for Singapore Manufacturers' Federation (Sma) Automation Technology Industry Group together with Underwriter Laboratories International Services Limited.

The seminar purposed to furnish our members or their authorized representative with a better understanding of the requirements of the applicable European laws and directives relating to affixing the CE Marking to their products.



▲ Participants at the seminar



CEO Briefing on Ministry of Manpower's Workplace Safety & Health and Risk Management Assistance Fund

By Chin May Fang



Under the Workplace Safety & Health (Risk Management) Regulations, comprehensive risk assessment should be conducted for all work processes to eliminate or control risks.

To ensure members understand the Workplace Safety & Health Act (WSHA) and its implications, EDC@SMA, with the support of Ministry of Manpower (MOM) organized a CEO Briefing on 26 October 2006 at the Singapore Manufacturers' Federation. The briefing also highlighted how members could leverage on MOM's Risk Management Assistance Fund (RMAF) to enhance workplace safety.

To find out more about RMAF, please contact EDC@SMA at edc@smafederation.org.sg.

Successful Implementation of Supply Chain Strategies Help Singapore Manufacturers Scale Global Heights

By Linnette Lim and Mikaela Kwee



<< Mr Vivek Vaidya sharing with the participants on Changing Trends in Asia Pacific Supply Chain industry

The adoption of world-class Supply Chain Management (SCM) capabilities is essential to help Singapore manufacturers increase their global competitive advantage and climb up the value chain. These capabilities will allow local manufacturers to effectively collaborate, aggregate and manage global best-in-class manufacturing and logistics services.

At the "Supply Chain Management: Leading Practices and Successful Implementation Strategies" conference organized by the Singapore Manufacturers' Federation (SMA) on 22 November 06, more than 80 participants benefited from the industry presentations. The presentations ranged from trends on supply chain management to benchmarking practices and case studies on certain industries.

Vivek Vaidya of Frost & Sullivan spoke on the Changing Trends in Asia Pacific Supply Chain industry. Samantha Tan of Nestle Singapore adopted a "Back to Basic" approach whilst Toh Ming Hon of Energizer used the Lean Manufacturing approach to SCM. Rajesh Sheno of Motorola provided his company's perspective on Integrated Supply Chain. Lim Yeong Chuan of iCognitive presented on benchmarking on SC excellence and Lim Kok Leong of ST Electronics spoke on Value Creation aspect. Professor Christian Koenig of ESSEC was the moderator who provided the historical and integrated perspective to SCM. The feedback assessment for the entire seminar was very good.

Commented Ms Norasidah Omar from Flowserve: "The seminar provided a good platform for Supply Chain Management operators to know what are the new trends and new technologies. The panel discussion was excellent!"



^ The speakers (left to right): Mr Lim Yeong Chuan of iCognitive, Mr Rajesh Sheno of Motorola, Mr Toh Ming Hon of Energizer, Ms Samantha Tan of Nestle Singapore and Professor Christian Koenig of ESSEC Asian Center in Singapore

CCL Training Calendar – Jan to Mar 2007



Date	Fee (\$\$) Members	Fee (\$\$) Non Members	LOGISTICS & SUPPLY CHAIN MANAGEMENT
2-Feb	\$340	\$380	Understanding The Bill of Lading
5-Feb	\$340	\$380	INCOTERMS in International Trade
14-15 Mar	\$520	\$580	Best Practices and Procedures in Marine Insurance
18-19 Jan	\$560	\$620	Fundamentals of Purchasing Skills for New Buyers & Purchasers
22-23 Jan	\$480	\$540	Import/Export Documentation & Shipping Procedures
22-23 Mar	\$480	\$540	Warehouse & Storage Management
26-27 Mar	\$480	\$540	Effective Uses of Letter of Credit in International Trade
8-9 Feb	\$560	\$620	How to Negotiate with Vendors & Suppliers
			GENERAL MANAGEMENT
1-Feb	\$340	\$380	Managing Difficult Customers Effectively
11-12 Jan	\$460	\$520	Outstanding Customer Service Skills for Frontline, Admin & Support Staffs
19-20 Mar	\$520	\$580	Effective Negotiation Strategies
29-30 Jan	\$480	\$540	Effective Business Writing Skills
30-31Jan / 12-13 Mar	\$520	\$580	Supervisory Management Skills – Leading, Coaching & Managing
			OCCUPATIONAL HEALTH & SAFETY
Daily Classes– Call for Schedule	\$35.00	\$36.25	Safety Orientation Course for Workers (Metalworking) (SDF Funding of up to 90%) – An MOM Approved Course
Jan 4, 11, 18, 25 Mar 1, 8, 15, 22	\$235.24	\$247.62	Basic Industrial Safety and Health Course for Supervisors (BISH) SDF Funding of up to 90% – An MOM Approved Course
Weekly Classes– Call for Schedule	\$320	\$320	Forklift Driver's Training Course – 3 days (Participants must hold a class 3 driving license & have experience in driving the forklift) (SDF Funding of up to 90% & SRP Approved) – A MOM Approved Course
Weekly Classes– Call for Schedule	\$535	\$535	Forklift Driver's Training Course – 5 days (Participants without class 3 driving license & without experience in driving the forklift) (SDF Funding of up to 90% & SRP Approved) – A MOM Approved Course
23-26 Jan	\$323.81	\$352.38	Workplace Safety & Health Management Course (WSHMC) Note: The above rates are subject to GST.

For further information, please contact

Ms Linda Tan at Tel: 6826 3051; Email: lindatan@smafederation.org.sg
 Ms Michelle Khoo at Tel: 6826 3040; Email: michellekhoo@smafederation.org.sg
 Ms Colleen Chin at Tel: 6826 3041; Email: colleenchin@smafederation.org.sg



Next Generation Manufacturers: Masters of the Triple-Chains

By Chin May Fang

In the face of globalization and changing demands in the international marketplace, thought leaders have identified that it is essential for the next generation of manufacturers to be able to integrate, synchronize and gain mastery of their triple-chains, which are the material chain, the financial chain and the information chain.

To educate and inform senior executives in the manufacturing industry, the Singapore Manufacturers' Federation invited experts from Manufacturing Insights (an IDC company) to present on the key trends affecting the manufacturing industry as well as to give a preview of their research on the IT economics. Mr Bob Ferrari, Program Director of Supply Chain Strategies Research at Manufacturing Insights, enthralled the seminar attendees with the essence of the triple-chain, a topic that is not only insightful but beneficial for manufacturers and businessmen seeking to understand and beat the competition.

To find out how similar SMa events can increase your business knowledge and information, kindly contact May Fang at chinmayfang@smafederation.org.sg



Mr Bob Ferrari, Program Director of Supply Chain Strategies Research, Manufacturing Insights (an IDC company), providing insights on the triple-chains during the Q & A session

SMa – IRAS Dialogue on Goods and Services Tax 2006

By Chin May Fang



To assist companies to have a better understanding of Goods and Services Tax (GST), Singapore Manufacturers' Federation (SMa) organized a GST dialogue session with Inland Revenue of Singapore (IRAS) on 26 September 2006.

More than 150 participants benefited from this dialogue session as they participated enthusiastically during the Question and Answer session with IRAS officers. Topics like Input Tax Recovery, Fringe Benefits as well as Common Errors and Misconceptions about GST were included.

For more information on similar events, please contact May Fang at chinmayfang@smafederation.org.sg

Gas Cylinder Safety Seminar

By SCIC

Over 150 industry players attended the Gas Cylinder Safety Seminar jointly organised by Singapore Chemical Industry Council (SCIC) and the Industrial Gas Association of Singapore (IGAS) on 26 September 2006.

The seminar was organised to create and enhance the awareness of the safety aspects of industrial gases usage for those engaged in the petroleum, petrochemical, chemical as well as the metallurgical, ship and rig building industries. Participants were provided information on the safe usage, handling, transportation and storage of compressed gas cylinders as well as specific Singapore Standards such as SS 447 : 1998, which covers the various terms used in describing the gas cylinders and associated safety instructions and SS 510 : 2005, formerly known as CP 50, which covers the Code of Practice for safety in welding, cutting and other operations involving the use of heat.

For more information on SCIC seminars, kindly contact Debbie Quan at debbiequan@scic.org.sg.

Participants attending the seminar



CEO Briefing on Ministry of Manpower's Workplace Safety & Health Act (WSHA) and Risk Management Assistance Fund (RMAF)



▲ Mr Ng Wei Min, Director, EDC@SMA, addressing participants during CEO Briefing.

By Chin May Fang

Risk management is no longer an option as it is now mandatory for companies to cultivate a proactive accident prevention culture. To provide assistance in this area, the Ministry of Manpower (MOM) has been actively rolling out programmes such as the Risk Management Assistance Fund (RMAF) workshops as well as information materials like

the Occupational Safety and Health (OSH) Alerts to increase awareness of the new legislation regarding OSH.

As a strategic partner of MOM, EDC@SMA organizes monthly CEO Briefing on Workplace Safety and Health Act (WSHA) for the manufacturing community to furnish participants with information on the relevant regulations and details on RMAF. To promote a deeper understanding and knowledge for the participants, these briefings usually come with Q & A sessions to clarify any doubts or questions that participants have on WSHA.

For more information on RMAF, WSHA and related matters, kindly contact May Fang at chinmayfang@smafederation.org.sg

Tapping into the "WOW Fund"

By EDC@SMA

Tec-Hub Private Limited is an environmental solutions provider established in 1997. Possessing years of experience in servicing the hard disk drive industry since 1980s, the Tec-Hub team has developed an intimate understanding of the high expectations among major global players at the cutting edge of high technology industries.

Headquartered in Singapore, Tec-Hub launches marketing office in the West Pacific Rim, China (Shenzhen Suzhou and Wuhan), Hong Kong, India, Japan, Korea, Malaysia, the Philippines and Thailand. The team has serviced the multi-national high tech industries for over a decade and is familiarized and responsive to the exacting expectations of customers' highly volatile business. Despite the increasingly stringent product specifications resulted from technological changes, prompt delivery and supplying quality products remain as Tec-Hub's priority.

Tec-Hub has recently been appointed as the Master Distributor for Asia of Lucent's Intercept Technology™ solutions which allow customers to cut their overall cost of protecting their products against atmospheric corrosion, electrostatic discharge and moulds/mildews without involving chemicals. This is made possible with the strong support from its team of committed staff. Tapping on the increasing importance of work life matters, Tec-Hub has developed work life options including flexible work arrangement for benefits of work mobility and flexibility. Staffs are pleased with the options extended to them and attraction and retention of good staffs has become a good selling point for Tec-Hub's recruitment strategy.

EDC@SMA is appointed as a Work Life Consultant by Tec-Hub to develop good work life options. An appointed agent by the Ministry of Manpower, EDC@SMA is tasked to assist Singapore-based enterprises in all work life matters, helping them to leverage on the MOM Work Life Works (WOW) Fund and application for the Work Life Excellence Award.

Call EDC@SMA now to look for Raymond Wong at 6826 3023 or email to raymondwong@edc.org.sg for more details on how EDC@SMA can assist you to tap on the WOW Fund to formalize a good work life system and to improve the work life matters of your organization.

Member's Benefits & Privileges

Manufacturing Success

- Free Listing in SMA Publications
- Free Listing in the SMA Website
- Free Publications eg. Tradelink, Annual Report and bi-monthly newsletter
- Free copy of monthly Country Reports valued at SGD70 (New)
- Free Posting of job vacancies in SMA website
- Free access to the Lexis Nexis database
 - Members are to contact EDC for appointment to access to the database
- Free admission to IE Singapore's Resource Centre
- Special SMA-AIA insurance schemes
- Special Member's rate for Business Diagnostic Session
 - CEO ProAct : The Newest Business CTScan for Enterprise
- Special Member's Rate on the Purchase of Electricity from Seraya Energy

Then, Now & Tomorrow

- 50% off seminar marketing packages
- 30% off the endorsement fees of Certificate of Origin (CO)
- Up to 34% off courier express services
- 25% off your 1st purchase with Far East Flora and 10% off on the subsequent purchase
- 10% off advertisements in SMA Connect, a bi-monthly newsletter published by SMA
- 5% rebate from SMA School of Management (SOM)
 - ranging from \$200 (Diploma) to \$2,250 (Doctor of Business Administration)
- Discount on services offered by SMA-DP Corporate Centre
- Preferential rental rates for SMA in-house facilities
- Preferential rates for seminars, conferences, workshops, training courses organised by SMA
- Subsidies under the International Marketing Assistance Programme (IMAP) from IE Singapore for approved trade fairs, missions or exhibitions organised by SMA. This subsidy can only be disbursed to participating member companies through SMA.

For enquiries, please contact Ms Lyn Soon of Membership & Trade Services
Tel : 6826 3037 • Fax : 6822 8328 • Email : lynsoon@smafederation.org.sg
No 1 Science Centre Road, #02-02 The Enterprise, Singapore 609077

NEW MEMBERS

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Fax : 6546 5084
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Website : www.agilitylogistics.com

BELLEWAVE COSMETICS PTE LTD

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#07-09 PANTECH INDUSTRIAL COMPLEX
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Email : info@bellewave.com
Website : www.bellewave.com

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COUTTS BANK VON ERNST LTD

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CEO/Contact Person : MR GARY TUCKER
Tel : 6223 3132
Fax : 6223 5098
Contact Person : MS LILY TOH
Website : www.cbve.com

ESYS TECHNOLOGIES PTE LTD

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FRANKS ASSOCIATES MANAGEMENT & ENGINEERING SERVICES

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Contact Person : MR AND KIAN WEE

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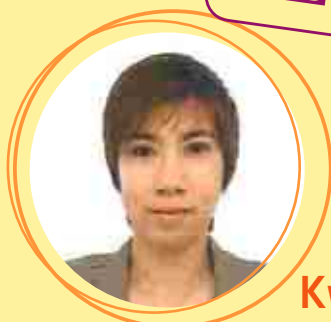
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NEW EMPLOYEE



Kwek Siew Puay, Sheila

Sheila joined SMA School of Management as an Operations Manager on 30 October 2006. Armed with a Bachelor of Business Administration from the National University of Singapore, she started her career with the Immigration & Checkpoint Authority and Singapore Turf Club at Senior Officer and Executive level respectively. The opportunity and desire to go into partnership in business saw Sheila exiting the public sector for more than a year before returning as Senior Constituency Manager at the People's Association where she was tasked with formulating, implementing and reviewing plans for developing Grassroots Organizations to achieve community goals. Prior to joining SMA, Sheila worked at the Singapore Examinations and Assessment Board reviewing continuous improvements and the development of standard operating procedures for critical examination processes.

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