

Trade and Industrial Organisation Support Fund (TSF)

Final Report on Approved Project

Grantee	:	<u>Hong Kong Screw & Fastener Council Limited</u>	
Implementation Agent(s) (if any)	:	<u>Hong Kong Productivity Council</u>	
Project reference no.	:	<u>T22 003 007</u>	
Project title	:	<u>Promoting the smart manufacturing capability of screw and fastener industry in using Multi Tasks Manufacturing (MTM) technology to explore the Mainland market</u>	
Period covered in this report (whole project duration)	:	From <u>01/03/2023</u> (dd/mm/yyyy)	to <u>29/02/2024</u> (dd/mm/yyyy)

1. Project Details

Project summary (in about 150 words)

Through internal circulation policies, China's manufacturing industry has been growing steadily, especially the medical care equipment and automobile industries. Therefore, there is a huge demand for high value-added custom screws and fasteners in the healthcare equipment and automotive industries. Hong Kong screw & fastener manufacturers have been adopting "Multi Tasks Manufacturing technology" for years. This technology is suitable for medical & healthcare equipment and automotive industries. Therefore, they are capable to handle and produce various complicated components. Hong Kong's screw and fastener industry will benefit from the internal circulation policy and meet the growing demand of the fastener industry, increasing order demands.

Project objectives (in about 50 words)

To promote smart manufacturing capability of the screw & fastener industry in using Multi Tasks Manufacturing (MTM) technology in the production of high quality screws and fasteners to medical & healthcare equipment and automotive manufacturers, and screw and fastener distributors and traders in the mainland to explore Mainland China's market through exhibitions.

Collaborating Organisations (if any)

Hong Kong Federation of Innovative Technologies and Manufacturing Industries Limited

The Hong Kong Metals Manufacturers Association Limited

Hong Kong Auto Parts Industry Association Limited

Hong Kong Critical Components Manufacturers Association Limited

Hong Kong 3D Printing Association Limited

Hong Kong Electro-Plating Merchants Association Limited

Key personnel

	<u>Name</u>	<u>Post title and name of organisation</u>
Project Coordinator	: Mr Tsui Ping Fai	Chairman of Hong Kong Screw & Fastener Council Limited
Deputy Project Coordinator	: Ir. Suen Kwok Wai, Samson	General Manager, Smart Manufacturing Division of Hong Kong Productivity Council

Project duration

	<u>Commencement date</u> (dd/mm/yyyy)	<u>Completion date</u> (dd/mm/yyyy)	<u>Project duration</u> (no. of months)
As stated in the project agreement	01/03/2023	29/02/2024	12
Revised (if applicable)			

2. Summary of Project Results

Governance

Please state the composition of the steering committee (or other committees) formed under the project.

- 1) Mr Tsui Ping Fai (Chairman, Hong Kong Screw & Fastener Council Limited);
- 2) Ir Suen Kwok Wai, Samson (General Manager, Hong Kong Productivity Council);
- 3) Mr Calvin Wu (Chairman, Hong Kong 3D Printing Association Limited);
- 4) Mr Kit Lin (Operation Manager, Le Da Metal Co.)
- 5) Mr Mark Lam (Marketing General Manager, Truly Instrument Limited).

Role: The steering committee is responsible for reviewing the project progress, selecting exhibition booth location, deciding on the design of the Pavilions and the contents of the promotional materials. The Steering committee will also take part in selecting the enterprises to display their display products during the exhibitions.

Project deliverables

Please list out the project deliverables carried out during the project duration in accordance with the approved project proposal and provide details on the actual result achieved for each deliverable.

Details of the deliverable conducted	Quantifiable target (as stated in the approved project proposal)	Actual result achieved	Reasons for not achieving the target (if applicable)
1. Hong Kong pavilions in exhibitons			
Pavilion 1 Name and place of exhibition: Medtec China 2023 Date: 1-3 June 2023 Size of pavilion: 200 sqm Booth no: D1-T310 Selection criteria for products to be displayed: (i) Must be high value-added screws and fasteners used in medical & healthcare equipment industry. (ii) Must be tailor-made screws and fasteners manufactured with MTM technology. Selection criteria adopted: (i) Enterprises that have not participated in the Hong Kong Pavilions organised by HKSFC in its previous projects were given priority. (ii) Enterprises which have more than three years of experience in manufacturing high value-added screws and fasteners for medical and healthcare equipment industry by using MTM technology were given priority. (iii) Enterprises which have won awards before were given priority.	Target no. of products displayed: 200 products from 20 enterprises	Actual no. of products displayed: 1530 products from 21 enterprises	

Details of the deliverable conducted	Quantifiable target (as stated in the approved project proposal)	Actual result achieved	Reasons for not achieving the target (if applicable)
<p>Other details: The sub-assembly modules in the medical & healthcare equipment industry (4 sets of sub-assembly modules) made in HKSFC's past project (D17 004 011) were reused in this project and displayed in Pavilion 1.</p>	<p>Target no. of sub-assembly modules displayed: <u> 4 </u> sets in total</p>	<p>Actual no. of sub-assembly modules displayed: <u> 4 </u> sets in total</p>	
<p>Pavilion 2 Name and place of exhibition: Auto Tech 2023 Date: 1-3 November 2023 Size of pavilion: 200 sqm</p> <p>Selection criteria for products to be displayed: (i) Must be high value-added screws and fasteners used in Automotive industry. (ii) Must be tailor-made screws and fasteners manufactured with MTM technology.</p> <p>Selection criteria adopted: (i) Enterprises that have not participated in the Hong Kong Pavilions organised by HKSFC in its previous projects were given priority. (ii) Enterprises which have more than three years of experience in manufacturing high value-added screws and fasteners for automotive industry by using MTM technology were given priority. (iii) Enterprises which have won awards before were given priority.</p> <p>Other details: The sub-assembly modules in the Automotive industry (4 sets of sub-assembly modules) made in HKSFC's past SDF project (D17 004 011) were reused in this project and displayed in Pavilion 2.</p>	<p>Target no. of products displayed: <u> 200 </u> products from <u> 20 </u> enterprises</p> <p>Target no. of sub-assembly modules displayed: <u> 4 </u> sets in total</p>	<p>Actual no. of products displayed: <u> 1759 </u> products from <u> 23 </u> enterprises</p> <p>Actual no. of sub-assembly modules displayed: <u> 4 </u> sets in total</p>	


Details of the deliverable conducted	Quantifiable target (as stated in the approved project proposal)	Actual result achieved	Reasons for not achieving the target (if applicable)
2. Seminars / Workshops / Conferences / Symposiums			
<p>Awareness Seminar Date: 17 March 2023 Time: 1:30pm - 5:30pm (4 hours) Venue: 9/F, The Wave, Kwun Tong Format: Hybrid mode</p> <p>Webinar Link: https://us02web.zoom.us/j/81572666376</p> <p>Purpose:</p> <ul style="list-style-type: none"> To explain project details to the industry about the Hong Kong pavilions at the “China Guangzhou International Automotive Technology Expo 2023” and “Medtec China 2023” To explain the importance of Multi Tasks Manufacturing in making high value-added components. To recruit Hong Kong SMEs to display products in the 2 Hong Kong Pavilions <p>Topics covered:</p> <ol style="list-style-type: none"> 「工商機構支援基金」資助項目介紹 展覽會活動「香港館」詳情及問答環節 汽車行業關鍵零部件的技術要求及管理體系 中國內地醫療器械行業（緊固件）的市場需求及認證資訊 <p>Speakers:</p> <ol style="list-style-type: none"> 香港螺絲業協會主席 徐炳輝先生及管理層成員 香港生產力促進局納米材料及智能工藝科技主管 馮國輝 先生 必維認證（北京）有限公司廣州分公司總經理 張妙音 女士 法利投資人（上海）有限公司南區業務經理 吉海楓 女士 <p>Other details:</p> <ul style="list-style-type: none"> E-version of the leaflet has been distributed by HKPC, Applicant and collaborating organisations and uploaded to the project webpages to introduce and promote the awareness seminar. The leaflet introduced the seminar and deliver the seminar details such as date, time, location, speaker, rundown etc. 	<p>Target no. of participants: <u>50</u> (15 on-site and 35 online)</p>	<p>Actual no. of participants: <u>55</u> (21 on-site and 34 online)</p>	

Details of the deliverable conducted	Quantifiable target (as stated in the approved project proposal)	Actual result achieved	Reasons for not achieving the target (if applicable)
<p>Link of e-leaflet: http://43.201.189.208/wp-content/uploads/2023/04/HKSFC-Awareness-Seminar-leaflet-v1.4-R12.pdf</p> <ul style="list-style-type: none"> Presentation materials have been uploaded to the project webpages. <p>Link of presentation materials: http://tsf-hksfc.org/%e9%a0%85%e7%9b%ae%e7%b0%a1%e4%bb%8b%e6%9c%83-%e8%ac%9b%e8%80%85%e5%88%86%e4%ba%ab%e5%85%a7%e5%ae%b9/</p>			
<p>Experience Sharing Seminar Date: 21 December 2023 Time: 1:30pm - 5:30pm (4 hours) Venue: Paragon Asia, 4/F, Yau Lee Centre Format: Hybrid mode</p> <p>Webinar Link: https://us02web.zoom.us/j/84872750227</p> <p>Purpose: To enlarge the number of beneficiaries, an experience sharing seminar will be organised after the exhibitions. To share knowledge, such as general market information, regulatory requirements, business practice in the Mainland and business opportunities gained in the exhibitions and from visitors to the Pavilions.</p> <p>Topics covered: 1) 第十七屆國際醫療器械設計與製造技術展覽會 (MEDTEC 2023) 經驗分享 2) 廣州國際汽車技術展覽會 (AUTO TECH 2023) 經驗分享 3) 中國內地醫療行業市場情況及技術需求 4) 醫療和汽車行業緊固件技術案例分享</p> <p>Speakers: 事必達精密製造有限公司 行政主管 鄭月蓉 香港亨威汽車零部件有限公司 董事 張威特 仕利凱 (上海) 科技有限公司 總</p>	<p>Target no. of participants: <u>50</u> (15 on-site and 35 online)</p> <p>Duration: 4 hours</p>	<p>Actual no. of participants: <u>69</u> (25 on-site and 44 online)</p> <p>Duration: 3 hours</p>	<p>During the sharing session, the speaker shared the content while the audience actively asked questions synchronously. To ensure a smooth presentation, the speaker increased the pace of the presentation and allocated sufficient time for the Q&A and interact. As a result, the speaker's presentation met the needs of the audience, but the event ended almost an hour earlier than scheduled. To prevent this from happening in the future, we will advise the speakers to be mindful of their presentation speed.</p>

Details of the deliverable conducted	Quantifiable target (as stated in the approved project proposal)	Actual result achieved	Reasons for not achieving the target (if applicable)
<p>經理 張朝安</p> <p>Other details:</p> <ul style="list-style-type: none"> E-version of the leaflet has been distributed by HKPC, Applicant and collaborating organisations and uploaded to the project webpages to introduce and promote the experience sharing seminar. The leaflet introduced the seminar and delivered the seminar details such as date, time, location, speaker, rundown etc. <p>Link of e-leaflet: http://tsf-hksfc.org/wp-content/uploads/2024/01/HKSFC-experience-sharing-seminar-leaflet_v3.pdf</p> <ul style="list-style-type: none"> Presentation materials have been uploaded to the project webpages. <p>Link of presentation materials: http://tsf-hksfc.org/wp-content/uploads/2024/02/solidCAM_v2.0.pdf</p>			
3. Video			
<p>Launching date: 29 May 2023</p> <p>Languages in voice-over: Putonghua</p> <p>Languages in subtitle: Simplified Chinese</p> <p>Broadcasting channels: (i) Onsite in the pavilions. (ii) Promotional webpage of this project</p> <p>Softcopy available at: [http://tsf-hksfc.org/wp-content/uploads/2023/06/%E9%A6%99%E6%B8%AF%E8%9E%BA%E4%B8%9D%E4%B8%9A%E5%8D%8F%E4%BC%9A%E5%AE%A3%E4%BC%A0%E7%9F%AD%E7%89%87%E7%BC%88%E6%99%AE%E9%80%9A%E8%AF%9D%E7%BC%89SD-480p-1.mp4]</p>	<p>Target length of video: <u> 5 </u> minutes</p>	<p>Actual length of video: <u> 5 </u> minutes and <u> 29 </u> second</p>	
4. Industry Directory			
<p>(a) Industry directory for pavilion 1</p> <p>Content:</p>	<p>E-version and hard copies</p>	<p>E-version and hard copies of 48 pages in</p>	<p>The 46 Mainland enterprises are</p>

Details of the deliverable conducted	Quantifiable target (as stated in the approved project proposal)	Actual result achieved	Reasons for not achieving the target (if applicable)
<p>1) Introduction of Hong Kong screw and fastener industry</p> <p>2) List of Hong Kong screw and fastener SMEs (names and contact information)</p> <p>3) List of Hong Kong SMEs in the entire supply chain of the screw and fastener industry including machinery supplier, material supplier and post-processing companies (names, contact information and service provided)</p> <p>Publishing date: 29 May 2023</p> <p>Distribution channels:</p> <p>(i) 500 hard copies of directory were distributed</p> <p>(ii) E-version has been uploaded to the project website http://tsf-hksfc.org/wp-content/uploads/2023/05/Medtec-industry-directory-compressed.pdf</p>	<p>Target no. of printed copies: __500__</p> <p>Target no. of Hong Kong enterprises included in the directory: over 300__</p>	<p>A4 size, have been produced.</p> <p>Actual no. of printed copies: __500__</p> <p>Actual no. of enterprises included in the directory: __358__ (including 312 Hong Kong enterprises and 46 Mainland enterprises)</p>	<p>the upstream suppliers or part of the supply chain of the Hong Kong screw and fastener industry. In order to have a comprehensive list of enterprises covering the whole supply chain in the industry, these 46 Mainland enterprises are additionally included in the industry directory and provided that the target of 300 Hong Kong enterprises is achieved to be included.</p> <p>We now understand that non-Hong Kong enterprises are not the intended beneficiaries for the TSF and should not be included in the directory. As the directories for the two pavilions have been published, we will take necessary measures to prevent such issues in future projects.</p>
<p>(b) Industry directory for pavilion 2</p> <p>Content:</p> <p>1) Introduction of Hong Kong screw and fastener industry</p> <p>2) List of Hong Kong screw and fastener SMEs (names and contact information)</p>	<p>E-version and hard copies</p> <p>Target no. of printed copies: __500__</p> <p>Target no. of Hong Kong enterprises</p>	<p>E-version and hard copies of 48 pages in A4 size, have been produced.</p> <p>Actual no. of printed copies: __500__</p>	<p>The 44 Mainland enterprises are the upstream suppliers or part of the supply chain of the Hong Kong screw and</p>

Details of the deliverable conducted	Quantifiable target (as stated in the approved project proposal)	Actual result achieved	Reasons for not achieving the target (if applicable)
<p>3) List of Hong Kong SMEs in the entire supply chain of the screw and fastener industry including machinery supplier, material supplier and post-processing companies (names, contact information and service provided)</p> <p>Publishing date: 19 October 2023 Distribution channels: (i) 500 hard copies of directory were distributed (ii) E-version has been uploaded to the project website http://tsf-hksfc.org/wp-content/uploads/2023/12/A4-%E4%BC%81%E4%B8%9A%E5%90%8D%E5%86%8C-1025-compressed.pdf</p>	included in the directory: over <u>300</u>	Actual no. of enterprises included in the directory: <u>375</u> (including 331 Hong Kong enterprises and 44 Mainland enterprises)	<p>fastener industry. In order to have a comprehensive list of enterprises covering the whole supply chain in the industry, these 44 Mainland enterprises are additionally included in the industry directory and provided that the target of 300 Hong Kong enterprises is achieved to be included.</p> <p>We now understand that non-Hong Kong enterprises are not the intended beneficiaries for the TSF and should not be included in the directory. As the directories for the two pavilions have been published, we will take necessary measures to prevent such issues in future projects.</p>
5. Project webpage			
<p>Launching date: 31 March 2023</p> <p>Content updated in reporting period: (i) Project Introduction (ii) Promotion Video (iii) Awareness seminar (Seminar Information, E-leaflet, Schedule, Speakers' presentation materials, On-Site Highlights) (iv) Pavilion 1-Medtec China 2023 (Exhibition Information, E-leaflet, On-site Highlights)</p>	Target no. of project webpages: <u>1</u>	Target no. of project webpages: <u>1</u>	

Details of the deliverable conducted	Quantifiable target (as stated in the approved project proposal)	Actual result achieved	Reasons for not achieving the target (if applicable)
<p>(v) Pavilion 2-Auto Tech China 2023 (Exhibition Information, E-leaflet, On-site Highlights)</p> <p>(vi) Experience Sharing Seminar (Seminar Information, E-leaflet, Schedule, Speakers' presentation materials, On-Site Highlights)</p> <p>Web address: http://tsf-hksfc.org/ (the website was constantly updated since launching date)</p> <p>Can be accessed via QR code:</p>  <p>The QR code was printed on:</p> <ul style="list-style-type: none"> (i) leaflets of the exhibitions (ii) 1 hanging flag of the Hong Kong pavilion in Suzhou exhibition (iii) 1-page advertisement in exhibition directory of Suzhou exhibition (iv) 1 billboard & 1 hanging flag of Guangzhou exhibition (v) industry directory (vi) Online advertisement 			
6. Promotional activities			
<p>(a) Leaflet for awareness seminar</p> <p>Contents: Introduced the seminar and deliver the details including date, time, location, speaker, rundown etc.</p> <p>Distribution channels:</p> <ul style="list-style-type: none"> • E-version has been distributed by HKPC, HKSFC and collaborating organisations. • E-version has been uploaded to the project webpages. 	<p>Target no. of design: <u>1</u> e-version</p>	<p>Actual no. of design: <u>1</u> e-version</p>	
<p>(b) Leaflets for pavilion 1</p> <p>Distributed on: 1-3 June 2023</p> <p>Distribution channels: distributed in Hong Kong pavilion 1 (Medtec China 2023) and e-version uploaded to</p>	<p>Target no. of designs: <u>1</u> version (in Simplified Chinese)</p> <p>Target no. of printed copies: <u>1,000</u> for</p>	<p>Actual no. of designs: <u>1</u> version (in Simplified Chinese)</p> <p>Actual no. of printed copies: <u>1,000</u></p>	

Details of the deliverable conducted	Quantifiable target (as stated in the approved project proposal)	Actual result achieved	Reasons for not achieving the target (if applicable)
project webpages (http://tsf-hksfc.org/wp-content/uploads/2023/05/Medtec-leaflet-design-v.5-%E5%B7%B2%E5%A3%93%E7%B8%AE.pdf)	pavilion 1	distributed in Hong Kong pavilion in Medtec China 2023	
(c) On-site advertisement in Suzhou exhibition	Target no.: (i) __1__ hanging flag (ii) __1__ page advertisement in exhibition directory	Actual no.: (i) __1__ hanging flag (ii) __1__ page advertisement in exhibition directory	
(d) Online advertisement on 醫谷網 for Suzhou exhibition Website: https://www.medvalley.cn/hybd/73789.html Period of online advertisement: 1 month (from 12 May to 12 June 2023)	Target duration of online advertisement: __1__ month	Actual duration of online advertisement: __1__ month	
(e) Leaflets for pavilion 2 Distributed on: 1-3 November 2023 Distribution channels: distributed in Hong Kong pavilion 1 (Auto Tech 2023) and e-version uploaded to project webpages (http://tsf-hksfc.org/wp-content/uploads/2023/04/Pavilion-leaflet-OP.pdf)	Target no. of designs: __1__ version (in Simplified Chinese) Target no. of printed copies: __1,000__ for pavilion 2	Actual no. of designs: __1__ version (in Simplified Chinese) Actual no. of printed copies: __1,000__ distributed in Hong Kong pavilion in Auto Tech 2023	
(f) On-site advertisement in Guangzhou exhibition	Target no.: (i) __1__ hanging flag (ii) __1__ billboard	Actual no.: (i) __1__ hanging flag (ii) __1__ billboard	
(g) Online advertisement on AI汽車網 for Guangzhou exhibition Website: https://auto.vogel.com.cn/ Period of online advertisement: 1 month (from 10 October to 10 November 2023)	Target duration of online advertisement: __1__ month	Actual duration of online advertisement: __1__ month	

Details of the deliverable conducted	Quantifiable target (as stated in the approved project proposal)	Actual result achieved	Reasons for not achieving the target (if applicable)
<p>(h) Leaflet for experience sharing seminar</p> <p>Contents: Introduced the seminar and deliver the details including date, time, location, speaker, rundown etc.</p> <p>Distribution channels:</p> <ul style="list-style-type: none"> E-version has been distributed by HKPC, HKSFC and collaborating organisations. E-version has been uploaded to the project webpages. 	Target no. of design: <u>1</u> e-version	Actual no. of design: <u>1</u> e-version	

Key implementation stages

Please indicate in the status below if the deliverable is completed according to schedule (C), completed but delayed (D) or not achieved (N). If it is delayed or not achieved, please indicate the actual completion date (if applicable) and provide the reasons.

Project deliverable (all deliverables as set out in the approved project proposal)	Original target completion date ¹	Actual completion date (if applicable)	Status (C/D/N)	Reasons for not meeting the original target completion date
(a) Formation of project selection committee	31/03/2023		C	
(b) Publish of project webpages	31/03/2023		C	
(c) Design of e-leaflet for the awareness seminar	31/03/2023		C	
Design and produce industry directory of Hong Kong screw and fastener SMEs for the Hong Kong	30/04/2023	29/05/2023	D	Note (i)
(d) Pavilions				
Prepare and publish promotional video	30/04/2023	29/05/2023	D	
(e) Organise the awareness seminar	30/04/2023		C	Note (ii)
(f) Update project webpages	30/04/2023		C	
(g) Design and produce leaflet for Suzhou exhibition	30/04/2023	15/05/2023	D	Note (i)
(h)				

¹ As stated in the approved project proposal.

	Arrange on-site and online advertisements for the pavilion in the Suzhou exhibition	30/04/2023	C	
(i)				
	Organise the Hong Kong Pavilion in Suzhou	30/06/2023	C	
(j)				
	Update project webpages	31/10/2023	C	
(k)				
	Design and produce leaflet for Guangzhou exhibition	31/10/2023	C	
(l)				
	Arrange on-site and online advertisements for the pavilion in the Guangzhou exhibition	31/10/2023	C	
(m)				
	Organise the Hong Kong Pavilion in Guangzhou	31/12/2023	C	
(n)				
	Update project webpages	31/12/2023	C	
(o)				
	Design of e-leaflet for the experience sharing seminar	31/12/2023	C	
(p)				
	Organise the experience sharing seminar	29/02/2024	C	Note (iii)
(q)				
	Update project webpages	29/02/2024	C	
(r)				

Note:

- (i) Implementation agent spent a lot of time to finalise the content of industry directory and leaflet by coordinating with the applicant and the vendor, causing the delay of original target completion date. However, the related material still could be published before the Suzhou exhibition for distribution.
- (ii) In considering the speaker's schedule, the awareness seminar was completed on 17 March 2023 which was earlier than the original target schedule in April 2023.
- (iii) Due to the unavailability of potential speakers in January and February 2024, as well as the proximity to the Lunar New Year holiday, in order to ensure the time coordination of the speakers and participants, the time of the sharing was completed on 21 December 2023 which was earlier than the original target schedule in February 2024.