

# eCSC

## Employees

"VSC devotes on staff training, our quality of work and efficiency have constantly uplifted through various training from working skills to team spirit building through collaboration with various management institutions and multinational professional consultants. I need to continuously improve myself, working even harder to fulfill the Company's expectations. Sometimes my fellow members will say: "Thanks for worked so hard for many years!" but to me, I definitely enjoy what I have been doing. Through the practicing of our eCSC and core values, we have achieved a remarkable result in cost saving, improve our profit, turning cut-throat competition to win-win situation. I am really proud to be a member of VSC."

Tse King Hung, Senior Operations Manager, Joined VSC since Sept. 1983



## C Customers

"As our products are home appliances such as air conditioner and microwave oven, we pay great attention to materials provided by our vendors. VSC is our major supplier in Mainland China and they are very accommodating in providing ideal solutions in the supply chain. Their products (cold rolled coil, hot-dip galvanized and electro galvanized steel sheets) have been of great quality. In addition, their prices are reasonable and deliveries are always on schedule."

Daewoo Microwave Oven (Tian Jin) Co., Ltd., a wholly owned subsidiary of Daewoo International Corporation in Mainland China, home appliances manufacturer

"As an air-cooled condenser manufacturer, a key criterion when selecting the material (cold rolled steel strips) is matching with our corporate standard and fit for our production requirements (coil & hot-dip galvanized). VSC's vast expertise in steel processing and competitiveness in prices have been a deciding factor in our purchase of cold rolled steel strips from them. Moreover, they have addressed the need of getting the products here on time year after year. What is more important – their great attention to after-sales customer services and the professionalism of their sales and quality control staff. Their salespersons have paid regular visits to our company for understanding our latest needs. Their technicians have visited us at least once every half-year for quality assurance of their products. In case of questions, we always have the liberty to communicate with them for follow-up."

SPX Cooling Technologies (Zhang Jia Kou) Co. Ltd., a wholly owned subsidiary of SPX Corporation in Mainland China, a provider of thermal equipment



As an industry anchor, we not only care about our business development, but also the direction and prospects of the steel industry. Through implementing eCSC ("Employees", "Customers", "Suppliers" and "Co-opetitors") concept, we believe that the fundamental principles generated by the synergy of employees, customers, suppliers and co-opetitors is much more powerful than any single individual. Thus every party takes up an integral role, and the closely co-operative module would definitely lead to greater enhancement towards the steel industry and results in a win-win achievements.

## Suppliers

"In addition to retaining loyal customers retention, VSC also targets at high-end customers through the expansion of its geographic coverage over the years. VSC has constant interaction with counterparts to share and exchange market information. Its Executive Information System provides instant data analysis for decision making

China Steel Corporation, *Taiwan's largest steelmaker*

"VSC management and staff not only work collaboratively as a team to enhance the company's competitiveness in the fast changing market but also places great emphasis in developing the China high-end market with long-term partner through technology and swift exchange of information. It is also their belief that long-term relationship with clients will lead to success to all parties."

JFE Steel Corporation, *the world's fifth-largest steelmaker*

"VSC is famous for its rebars business, and is the biggest importer of this product in Hong Kong. Being awarded the ISO certificate, its outstanding management system, together with the Total Cycle Time (TCT) system, strictly controls the production process to guarantee the quality of products and services. VSC's people, with an international perspective, take advantage of the fast-growing market to further develop its business with us. Progressively, both parties can extend their individual superiority and achieve mutual growth and benefit."

Kam Kwan Enterprises (Holdings) Ltd., *one of the core members of Guangzhou Iron & Steel Enterprises Group, China's third-largest construction steel producer*

"VSC is a leading steel supplier in Hong Kong. Being business partners for years, we have gone through many ups and downs in the market. VSC is proactively expanding its business, which fits in with ours. For example, we are now optimizing product mix, increasing production capacity, and upgrading business strategies while VSC devotes to developing related business. We believe that our relation with VSC will then be closer than ever. Moreover, VSC and we share the same thoughts on management of people. It pays great attention to internal training and strives for continuous improvement."

Laigang Group, *one of China's top ten steelmakers*

## Co-opetitors

VSC spent great effort to develop PRC market and strive to expand their valued-added processing business. As a leading member in the industry, VSC stresses on the exchange of industry news and technology information. They also emphasize on providing value-added services to customers in the industry.

Guangzhou Mayer Corp., Ltd., *a leading steel processor and steel pipe manufacturer in the Greater China*