

CSVC NEWSLETTER

Vol. 6

HAPPY LUNAR NEW YEAR 2017



CHINA STEEL SUMIKIN
VIETNAM JOINT STOCK
COMPANY

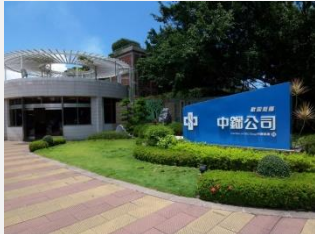


Mother companies

❖ As you know, China Steel Sumikin Viet Nam J.S.C (CSVC) is a steel plate manufacturing factory with joint venture between the world's famous steel makers from Taiwan and Japan, which are notably China Steel Corporation (CSC) and Nippon Steel & Sumitomo Metal Corporation (NSSMC). Hereafter I would like to give you the some brief introduction of our two mother companies.



Chung-Kang Road, Siaogang District, Kaohsiung 81233, Taiwan, R.O.C



CSC Main Gate



CSC Head Quarter



CHINA STEEL CORPORATION

China Steel Corporation (CSC), located at Kaohsiung, Taiwan, was founded in December 1971. With annual production (in terms of crude steel) around 10 million tonnes, CSC produces a range of products that includes plates, bars, wire rods, hot and cold rolled coils, electrogalvanized coils, electrical steel coils, hot-dip galvanized coils, and Ti/Ni-base alloy. The domestic market takes roughly 67% of CSC's production and the exports take the remaining 33%. CSC is the largest steel company in Taiwan, enjoying more than 50% of the domestic market. Major export destinations are Mainland China, Japan and Southeast Asia.



CSC is very active in innovation, and has strong capability to put the innovations into practice. The company's vision is "We aspire to be a trustworthy steel company of global distinction that pursues growth, environmental protection, energy saving and value-innovation." It has been acknowledged by domestic and overseas industries with some prestigious awards such as "National Award - 1991", "Distinguished Innovation Accomplishment Award - 2009", "Leading Company Maintenance and Reliability KPIs Survey Project - 2013"...

In order to enhance its operational synergy, CSC has diversified its businesses. Presently CSC and its 26 subsidiaries constitute the "CSC Group" in five business areas: steel, engineering and construction, industrial materials, logistics, and services & investments.

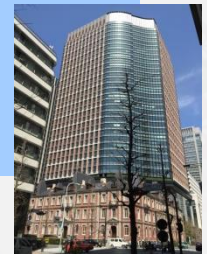
2-6-1 Marunouchi, Chiyoda-ku, Tokyo 100-8071, Japan



NSSMC Plant View



NSSMC Head Quarter



NIPPON STEEL & SUMITOMO METAL

Established in October, 2012 upon the merger of Nippon Steel Corporation and Sumitomo Metal Industries Co., Ltd, Nippon Steel & Sumitomo Metal Corporation (NSSMC) is the world-leading integrated steel producer.

NSSMC Group makes a wide range of value-added steel products in more than 15 countries as well as at 16 steelworks in Japan. It emphasizes three business fields as key strategic areas: i) high grade steel products for automobiles, ii) resources and energy, and iii) civil engineering, construction, and railways.



NSSMC Group is operating business in 5 main areas: steel making, mechanical engineering, chemicals, new materials, system solutions.

NSSMC seeks to ensure management efficiency, soundness, transparency, and enhance its corporate governance with the ultimate aim of achieving sustainable improvement in corporate value and being trusted by society.

Introduce CSVC workplace – Sales Department C1

C1- GM



C13



C12



C11



Training



“Life is like a journey”, that best describes salesman’s destiny, and C1 was borne to take on any challenges. C1 takes responsibility for “hunting” customers, in every corner, up on mountain down to sea, and from village to city. C1 penetrates customer defense by using various strategies and multi-media like Facebook, Zalo, Skype, Viber, Line... with motto “always listening, always understanding” in order to fulfill customer’s demand, and understand customer business operation and production as well. A weekly-based market price survey of each customer and source is required.



Based on customer’s demand, C1 prepares material forecast 2 months in advance for production dept. to prepare material and arrange production schedule, negotiates with trade counterparties for the best interest of CSVC, follows up each sales case and reminds customer of repaying payables on time.



Recently Vietnamese steel industry is facing so many trade remedies by foreign companies against domestic ones and vice versa. C1 has cooperated with other departments to collect data, contact lawyers, answer trade remedy investigation questionnaires requested by Vietnam government or foreign countries before deadline.

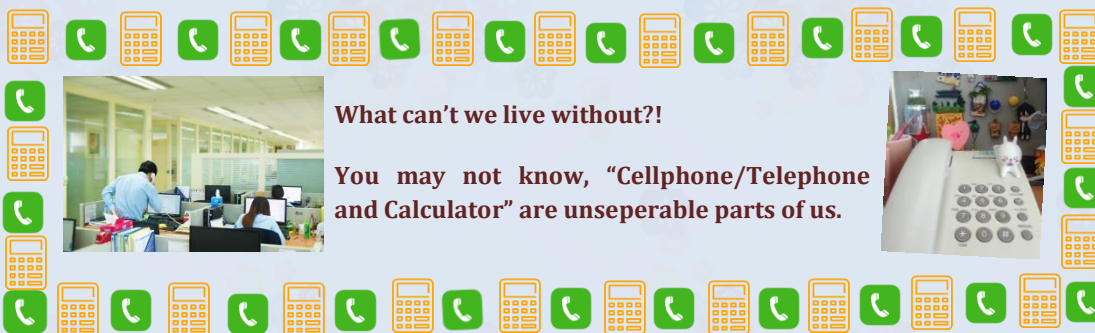
As for C1, duty is not completed automatically at 5:30PM, but it’s from dusk to dawn, until all shipping notices are issued, or when its customers go home safe and sound...



Đẹp trai - đẹp gái

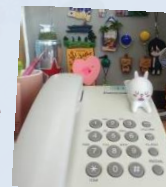


As “The Face” of the company, C1 department is a collection of “decent gentlemen and beautiful ladies”. As you know, each section of C1 has its own traits and unique characteristics, while they equip different thinking showing their flexibility, humor and generosity of so-called “Salesman”.



What can’t we live without?!

You may not know, “Cellphone/Telephone and Calculator” are inseparable parts of us.



Sales should be creative!



Besides “talkability”, C1 is also well known for its aesthetical performance.



CHÚC MỪNG NĂM MỚI EVERYONE!



CSVC Year-End Party 2016



The Background of Party

To bid farewell to the old year 2016 and embrace the New Year 2017, on Jan 21st (Lunar Calendar Dec 24th, 2016), all CSVC members reunited at 2016 year-end party to celebrate a warm spring festival. This is also an occasion for all hard work and contribution during the past year to be recognized and rewarded. The event took place with lots of exciting activities such as certificate granting to employees who have been working at CSVC for over 5 years, CSVC the Voice, Dinner Party, Lucky Draw...



We had truly
precious
moments
together in
the party



HIGHLIGHTED EVENTS OF 2016

Events

From April 2016 till December 2016: got profit for 8 consecutive months.

2016

Dec

01st Dec, 2016: The Board of Management elected Mr. Chen, Chung-Shin as the new Chairman & General Director of CSVC.

Nov

01st Nov, 2016: CSVC celebrated 03 - year anniversary of official operation

Oct

Sept

Aug

01st July, 2016: employees of CSVC started receiving profit bonus according to Profit Bonus Regulation approved by BOM on 28th Jun, 2016

Jul

Jun

May

Apr

Mar

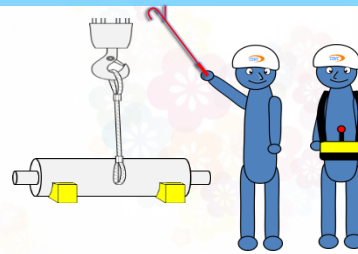
12th Mar, 2016: CSVC got ISO/TS 16949:2009 for Automotive Quality Management Systems.

Feb

25th Feb, 2016: CSVC got Certificate of ISO: 14000 by TUV Rheinland

Jan

15th Jan, 2016: The Board of Management elected **Mr. Chen, Min-Hun** as the new Chairman & General Director of CSVC



SLINGING CONTEST 16th December, 2016

Aiming to promote mutual learning and sharing of experiences in practical sling work, maintain safe and effective working practices as well as to enhance teamwork in crane operation & sling work, CSVC Slings Contest was held on Dec 16th, 2016 at the Company's Maintenance shop with the theme "Critical safety issues in sling work & crane operation: rules, pointing & calling, hand signal, teamwork, crane & slinging operational skills".

There were in total 9 teams coming from all production departments.

Here are some pictures in the contest:



Competition teams & organizers

The round starts



Awarding result

- ✚ The 1st prize: P22
- ✚ The 2nd prize: P4
- ✚ The 3rd prize: P613
- ✚ The encouragement prizes: P23, P21 and P63

Traditional Tet in Vietnam, Taiwan and Japan

Tet Nguyen Dan, or Tet for short, is considered the biggest and most popular festival of the year in Vietnam. This is the transitional period between the old and New Year, the beginning for a new cycle of nature and all creatures in the universe. To Vietnamese people, Tet has a very special attached meaning. It is not only the time for everybody to come back to their hometown, gathering with beloved family members, visiting relatives or having a good relaxing time after a hard-working year but also an occasion for Vietnamese to express respect and remembrance for ancestors.

Now, let's together discover interesting facts about New Year celebration in Vietnam, Taiwan and Japan:

Viet Nam



1. Time:

Lunar calendar from 30/12 ~ 04 Jan, but it usually starts from 23 Dec.

2. Preparation for Tet:

- Clean and decorate homes before New Year's Eve

Same as Taiwanese and Japanese, Vietnamese people have the habit of cleaning homes before New Year's Eve to remove all bad luck from the old year.

Traditionally, each Vietnamese family displays cây nêu, an artificial New Year tree consisting of a bamboo pole 5 to 6 m long to scare away evil spirits.

Besides, as peach trees grow well in cold weather and ochra integerrima can just survive in tropical lands with lots of sunshine, peach blossom (hoa đào) is familiar at Tet in the North of Vietnam while South people prefer apricot blossom (hoa mai) for Tet holidays. Kumquat trees, chrysanthemums (hoa cúc) or marigolds (vạn thọ) are also popular decoration for the living room during Tết as they symbolize fertility, fruitfulness and longevity for which families always hope in the coming year.

- Buy necessary fruits to decorate ancestral altars. Among numerous offerings required to decorate ancestral altars during traditional New Year, a five-fruit tray is indispensable for each Vietnamese family. It is a symbol of the wholeheartedness and filial piety of the present generation towards their ancestors and the genie of the land. A five-fruit tray usually comprises custard-apple, coconut, papaya, mango and fig to pray for enough money, resources, funds, goods).

- Offer farewell ceremony for Kitchen God (Ông Táo)

On the 23rd day of the last Lunar month, Vietnamese families offer a ritual worshipping Kitchen Gods (Táo Công). It is believed that each year on this day, these Gods (two males, one female) go to heaven to tell Jade Emperor about all activities of households on earth. Each household buy carps as transport for the Gods on their trip to heaven. After the ritual, they set the carps free.



- Traditional special foods for New Year in Vietnam:

Dried candied fruits & roasted nuts and seeds, bánh chưng, bánh tét, pickled onions, pickled small leeks, lean pork paste...

Taiwan



1. Time:

Lunar calendar from 30/12 ~ 06/01, but it usually starts from 24 Dec.

2. Preparation for Tet:

- Clean and decorate homes before New Year's Eve.

To make house look festive, Taiwanese love to put Dui Lian decorations, which are blessings written in Chinese calligraphy on red papers for luck. They also go to night market and shopping for new clothes or buying presents for family and friends. Besides, Taiwanese consider cleaning altar very important to avoid offending Gods or spirits.

- Offer farewell ceremony for Kitchen God

On the 24th day of the twelfth lunar month, Taiwanese also hold a ceremony to send the Kitchen God back to heaven. They prepare such offerings as dried candied fruits, sweet soup and tam sinh to ensure the Kitchen God reports favorably about the family to the Jade Emperor, which also means lots of good luck and prosperity will be coming to them in the new year.

- Traditional foods for New Year in Taiwan:

In the old times meat was expensive and only eaten on special occasion. Therefore, at the New Year's Eve, Taiwanese worship ancestors and in order to show respect, chicken and pork are a must. The other two obligatory foods are fish (魚, yú) and leaf mustard (長年菜, cháng nián cài). The pronunciation of fish is the same as surplus (餘, yú), it signifies that they'll have more than enough to feed the family in the coming year, while eating leaf mustard, the ones with long leaves means they can live long lives. The turnip cake (蘿蔔糕, luóbuo gāo) and glutinous rice cake (年糕, nián gāo) also need to be prepared, because the pronunciation of cake (糕, gāo) is the same as high (高, gāo). Taiwanese believe that if one eats more "糕", they will get a promotion or improve their career in the coming year.

3. Chinese New Year

The festivities start with the reunion dinner, where children commonly visit their parents and eat dinner together (married women traditionally eat with their husband's father, but they are free to visit her own family on the second day)

During Chinese New Year celebrations, relatives

Japan



1. Time:

Gregorian calendar from 01 ~ 03 Jan, but it usually starts from 27 Dec.

2. Preparation for Tet:

- Clean and decorate homes before New Year's Eve

A kadomatsu (gate pine) is a traditional Japanese decoration of the New Year placed in pairs in front of home; that is made from 3 diagonally cut bamboo pieces of different sizes and pine or ume twigs tied together with a straw rope. They represent longevity, prosperity and steadfastness, respectively. Besides, on the porch or the entrance door it is placed the shimekazari to keep the bad spirits away...



- Traditional foods for New Year in Japan: Mochi rice cake, Japanese persimmon, chestnut, pine nuts, black beans, herring, squid and orange

3. New Year

- The end of December and the beginning of January are the busiest times for the Japanese post offices. The Japanese have a custom of sending New Year's Day postcards to their friends and relatives, similar to the Western custom of sending Christmas cards.

Before New Year's Eve, all people gather at home to eat Toshikoshi-Soba noodles and watch Kouhaku Uta Gassen. The noodles are said to represent longevity.



- On the first day of New Year, Japanese wear traditional clothes Kimono and make sacrifices to New Year God (Oshogatsu) for praying a year of timely rains and favorable weather, health and happiness for family. They drink sake (rice wine), eat osechi and ozoni cake soup (this soup is mixed by all things which worship their ancestors). They said that eating those things will make them stronger and stronger.

The Japanese go to the temple and shrine to pray for New Year happiness

3. Tet

On the first day of *Tết*, children receive a red envelope containing money from their elders. This tradition is called *mừng tuổi* (happy new age) in the north and *lì xì* in the south. Usually, children wear their new clothes and give their elders the traditional *Tết* greetings before receiving the money. The act of being the first person to enter a house on *Tết* is called *xông đất, xông nhà* or *đạp đất*, which is one of the most important rituals during *Tết*. According to Vietnamese tradition, if good things come to the family on the first day of the lunar New Year, the entire following year will also be full of blessings. Usually, a person of good temper, morality, and success will be the lucky sign for the host family and be invited first into the house. However, just to be safe, the owner of the house will leave the house a few minutes before midnight and come back just as the clock strikes midnight to prevent anyone else entering the house first who might potentially bring any unfortunate events in the new year to the household.

would usually visit each other and say **congratulations** (恭喜, *gōng xǐ*). Saying *gongxi* means people wish good luck to each other appreciating the safe passing of the old year and welcoming the new one. In the old times people believed there was a monster that would eat them on the New Year's Eve. So when they survived and made it to the New Year, they would congratulate each other. The fireworks were a way to chase away the monster, that's why it's so popular during Lunar New Year's Eve. Lantern Festival is an annual event held on the last day of Chinese New Year. Taiwanese nowadays usually write their wishes on the sky lanterns because it is believed as the lantern fly into the sky; it is a way to pass on your wishes to gods above.



- During New Year holiday, Japanese people have a custom of giving money to children. This is known as *otoshidama*. It is handed out in small decorated envelopes decorated by zodiac picture. The amount of money given depends on the age of the child but is usually the same if there is more than one child so that no one feels slighted.



CSVC Activities

GIVING 2017 LUNAR NEW YEAR LUCKY MONEY TO TRADE UNION MEMBERS

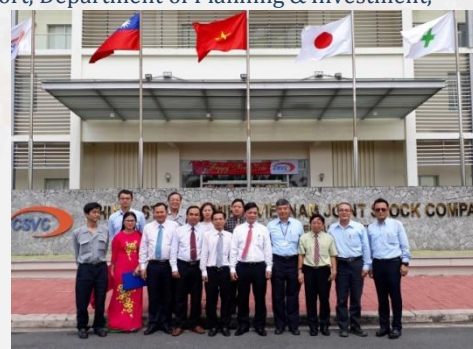


On occasion of 2017 Lunar New Year, CSVC Trade Union has given lucky money to its members as sincere thanks for their support and contribution to Trade Union's activities over the past year.



VICE CHAIRMAN OF BA RIA - VUNG TAU PEOPLE'S COMMITTEE VISITED CSVC

On 17 Jan, 2017, leaders of Ba Ria - Vung Tau's People Committee, leading the team is Mr. Nguyen Thanh Long - Vice Chairman of BRVT People's Committee and leaders of Department of Industry & Trade, Department of Transport, Department of Planning & Investment, BIZA and VCCI visited and sent New Year greetings to all CSVC Members on occasion of New Year 2017.



OFFERING 2017 LUNAR NEW YEAR GIFTS TO THE POOR IN MY XUAN COMMUNE

As a practical activity to implement Company's social responsibility as well as promote Company's good image and reputation. On Jan 18th, 2017, CSVC's Board of Directors coordinate with CSVC's Trade Union Executive Committee to visit, encourage and provide gifts to households in difficult circumstance, solitary elderly people on occasion of TET holiday. The charity trip has attendance of Red Cross Association from Tan Thanh district & My Xuan commune.

There was in total 45 sets of gifts, each worth VND 500,000, to provide to households in difficult circumstance, solitary elderly people. This meaningful activity expresses not only traditional value of humanity but also mutual care and understanding of CSVC's members to the community.



Ha Giang – one of the must-see tourist destinations of a lifetime.

Located in the far North of the country with Vietnam's northernmost point, Ha Giang offers peaceful natural beauty but strange attraction, grandiose, romantic with springs, valleys, forests, waterfalls, distinct limestone formations and serpentine roads. This place has always kept the pure and real beauty as it has not been exploited for tourism and resort services. The spring at Ha Giang is full of vitality and flowers: Cherry blossom, apricot blossom, plum blossom, cauliflowers make a blazer of colours. Ethnic people wear sparkly dresses, flaunt new clothes to go out for Tet. Bottle full of wine, kitchens filled with meat. Spring is said to be the greatest time in Ha Giang



Ha Giang in the Spring

Among the highest latitudes of Vietnam, Ha Giang is undoubtedly a great destination for the sightseeing of grandiose mountainous landscapes. Ha Giang's resident consists mainly of minor ethnic groups who make up its own culture. Mingle with trading sessions in the upland of H'Mong, taste their traditional and special cuisines such as Corn Wine, dried buffalo, five color stick-rice, Thang Co (horse meat hot-pot)... I'm sure you will have a feeling of nostalgia with this special place.



Besides, the most wonderful thing about Ha Giang is to ride motorbike and enjoy the cold air from a light mist along beautiful roads as Northern Quan Ba – Yen Minh – Dong Van – Meo Vac. There are some destinations whoever come to Ha Giang must visit such as Lung Cu national flagpole, Quan Ba Twin Mountain, Pine Hill and rice terrace fields at Yen Minh, Dong Van scheduled trading sessions, Ma Pi Leng Pass, Dong Van Rock Plateau...



8 JOBS to complete at work before

Tet holidays

In order to get things running smoothly and more efficiently after Tet holidays, please don't hesitate to spare your time doing 8 following things:

1. Arrange and clean up your work space



2. Complete short-term tasks which haven't been finished
3. Write down all objectives or targets that you have achieved
4. Set goals and make plans for the New Year
5. Complete all reports that you have been assigned
6. Make a plan to handle unexpected phone calls or email during Tet holiday
7. Inform colleagues of your plan to ensure smooth communication during Tet holiday
8. Say thanks to colleagues, partners for their support during the past year



No fireworks for upcoming Lunar New Year, Vietnam Party says

The Secretariat of the Communist Party of Vietnam has released a directive that requires all provinces and cities not to hold fireworks displays to celebrate Tet, or the Lunar New Year.

Provinces and cities in Vietnam normally organize 15 to 30 minute pyrotechnic shows on Lunar New Year's Eve, using funds from either the state budget or the private sector.

The directive also requests that the funds earmarked for fireworks shows be used to **support the poor during Tet**.

It requires that government agencies and officials be thrifty and not waste public funds during the Tet festivities.

But according to the Governmental Portal, many localities also signed a document on **organizing activities economically on this occasion** such as art performance, Tet count down, Licorn Dance...

New Year's greetings



**"This year will pass soon
Leave us bittersweet memories"**



It takes a few days to say goodbye 2016 and welcome 2017 fast approaching, let my deep wishes always surround the wonderful journey of your life. Wish all you the best and a very Happy New Year. May New Year bring health, prosperity, and peace to us all!



If you have any question or request, please send to M42-Ms. Nhi (yennhi@csvc.com.vn) or call to 389 (ext.)

OUR QUALITY, YOUR BETTER LIFE!