

第26屆國家磐石獎

The 26th National Award of
Outstanding SMEs



上鎧鋼鐵股份有限公司

SHANG KAI STEEL CO., LTD



董事長 林宗志先生
Chairman : Mr. Lin chung chih



<http://www.sksteel.tw>

負責人：林宗志

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推薦單位：經濟部工業局大發(兼鳳山)工業區服務中心

台灣銀行

中華民國工業區廠商聯合總會

營業項目：1.各種金屬類之擴張板網製造、加工及買賣

2.建築用附屬配件之製造、加工及買賣

產品名稱：金屬擴張網、建築外觀網、超薄細網、留邊型網、花紋型網、防火型網、沖孔網、鋼質楣樑、金屬高肋模板、金屬有肋格網、鋼質灰泥角條、鋼質收邊擋止條

Owner : Lin Chung Chih

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Recommended by :

Dafa (with Fongshan) Industria Park Service Center

Bank of Taiwan

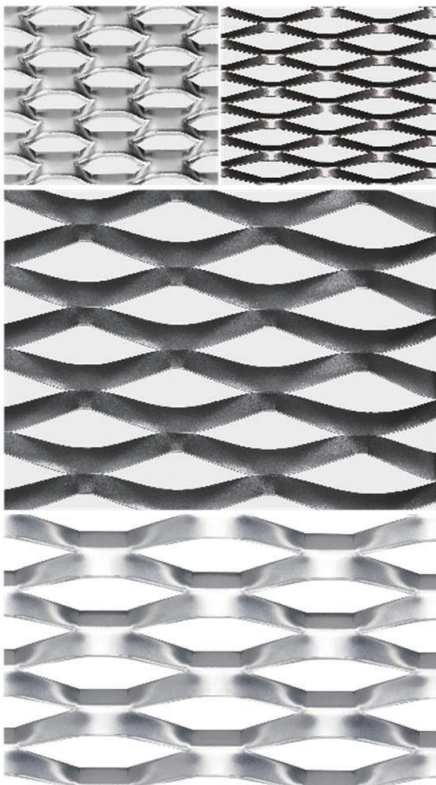
The Manufactures United General Association Of Industrial Park Of R.O.C

Business Items :

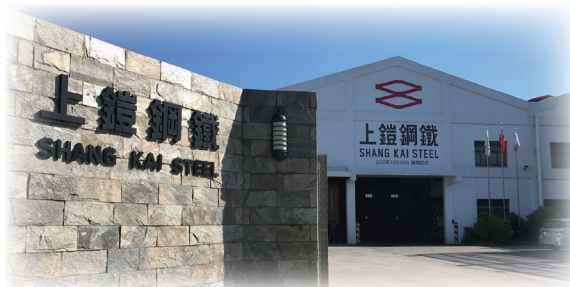
1. Manufactures and Exports Expanded Metal Suppliers
2. Manufactures and Exports Building Products for construction joints, and other accessories.

Products :

Expanded metal、SK-Architecture、Ultra Fine Mesh、Wing Type、Slip Proof Type、Fire Protection Type、Perforated Metal、Steel Lintels、High Ribbed Formwork、Ribbed Lath、Steel Plaster Angle Bead、Steel Stop Bead



擴張網成品
Expanded metal



公司大門入口
SHANG KAI STEEL Entrance



生產線 Production line



員工教育訓練 Employee training

上鎧鋼鐵係由董事長林宗志先生，秉持著「誠信」與「品質」為本的信念，於1988年一手創立，至今亦已續證通過品質管理系統認證ISO 9001。上鎧雖為擴張網產業的後者，但靠著不斷地自我要求進步與創新，今日已成為我國產業用金屬擴張網（Expanded Metal Mesh）產品業界之龍頭。30年來，透過跨國合作導入新技術，加上內部軟硬體皆持續地汰舊換新，讓產品多樣與質量兼備，除國內市佔率超過60%外，更外銷出口至香港、澳洲、日本、美國、新加坡、印度、歐洲、阿拉伯、紐西蘭及巴拿馬等地區，至今全球大大小小客戶已超過1千家並獲得客戶們的一致肯定，儼然成為當今臺灣傳統產業的典範與驕傲。

機械科技 打造精湛工藝

林董事長為企業經營定下明確的定位，將市場目標鎖定在產業消費金字塔頂端，上鎧鋼鐵雖為典型的傳統製造產業材料供應商，但因明確的企業經營與市場定位，並堅持只為品質把關，拒絕同業間不良、惡性地削價競爭，故能靠著自家優良的產品性能與品質，讓客戶皆願意與上鎧建立長期合作關係，塑立了遠近馳名的名聲與口碑。同時，上鎧積極嘗試開拓擴

張網更多元應用功能，產業運用多元且靈活，同時也延伸產業鏈的使用模式，因而大幅地提升金屬擴張網的附加價值，創造出不同的產業經營和發展面向，脫離血腥削價競爭的紅色海洋，創造出高度獨特性的藍海市場，拉大與競爭者的距離，開創應用範圍並增加客戶需求，兼具不同角度的產業經營和發展。

關鍵成功因素 持續創新

近幾年來，上鎧投資研究發展與更新製程能力再度升級，鑽研、創新現有的技術，增加固有產品的特色，進而提高產品的價值，同時靠著多樣化靈活生產方式，來滿足不同客戶需求。在生產方面，上鎧運用高科技研發模式，開發出符合不同利基市場需求的產品，時時更新機具設備，故擁有與歐美同步的製程技術。在面對客戶要求與訂單時，總是能滿足需求並準時交貨；而高標準品質更是上鎧成功要素之一，其主因是上鎧為了企業內部建構一套即時性的管理系統，才能夠提供內部最新的即時資訊給管理單位。自2012年起，上鎧實現企業升級轉型，開拓出一條與全球業界有著明顯差異



高雄市建築師公會參訪
Kaohsiung architects association visited SKS

化的路線；其中，軟實力亦是企業增加競爭力的關鍵因素，透過產學合作進行產品性能試驗，提供有效的實驗數據，證明金屬

擴張網品質與實用性。此項措施提升了上鎧金屬擴張網競爭力，並為客戶提供更專業、詳盡的解說，進一步達到互信的溝通模式，讓公司與客戶達到雙贏、互利的局面。

攜手創造共同價值

上鎧非常重視每一位員工的職場安全，林董事長認為：「只要照顧好員工，就能產生相乘的效果。」除定期舉辦員工旅遊與多元員工教育訓練外，工廠員工亦必需領有二照「堆高機操作執照」與「三噸式固定起重機執照」之證書（證照費用由公司負擔），才予為正式員工錄用。另外，要求員工定期參加各種職業安全衛生講習，例如：勞工公共安全衛生、消防管理人員、急救人員取得相關證照等，以落實、強化職場中的勞工安全。除創造良好、安全、舒適的工作環境外，上鎧每年皆會公告營運方針，針對員工需求，提升員工自我核心價值觀，挖掘、挑戰思考能力與專業技術升級的技能，讓同仁



公司旅遊 Company incentive tour

均瞭解公司理念且共負責任，重視出廠品質、服務品質，秉持經營理念與企業文化，造就企業永恆，亦能在工作中不斷發揮與成長，使整體經營績效不斷提昇，經過十多年來成長穩健，屢獲外界、客戶佳評，使公司內部員工向心力越來越好，上下攜手、共同營造出友善職場的環境。

堅守永續經營原則 為客戶創造更多附加價值

上鎧鋼鐵稟持堅持100%臺灣製造、根留臺灣、放眼世界的理念，創造公司價值，做全世界生意。歷30年來，林董事長與公司團隊，堅持「誠信、永續、安全、責任、品質、效率」的經營理念，與顧客「合作」、「滿意」、「夥伴」的信念，提供嚴格及至臻至美的服務品質。這樣的模式也使上鎧於整體產業鏈中，成為提供專業解決方案和服務的領導者，與客戶長期合作並一同成長外，更以臺灣為立基點，開發全球新市場，邁向全世界。▲



Shang Kai Steel Co., Ltd. (hereafter “Shang Kai Steel”) was established by President Chung-Chih Lin in Kaohsiung city, Taiwan in the year 1988, and in doing so he held the faith of “honesty” and “quality.” We received the ISO 9001:2015 certificate from the International Organization for Standardization. Although Shang Kai came later than other companies in the expanded mesh industry, today we have become a leader in the expanded metal mesh field in Taiwan

because we continuously ask ourselves to progress and innovate. In the past 30 years, we adapted new technologies by working with foreign companies and continually replaced old software and hardware to new ones, so now our production lines offer variety and high quality. In Taiwan, our market share is over 60%. We also export to Hong Kong, Australia, Japan, the United States, Singapore, India, Europe, Saudi Arabia, New Zealand, Panama, and others. We get positive affirmation from more than 1000 clients around the world and have become the current proud example of traditional industry in Taiwan.

Technology Inspired Craftsmanship

President Lin sets up a definite positioning for the operation of the industry and aims the market target at the top of the industry consumption pyramid. Though Shang Kai steel is a traditional supplier of mesh materials, it insists on high quality and refuses price-cutting competition among similar companies, so clients are willing to build a long-term cooperation with us due to our excellent product functionality and quality because we have built world famous prestige. Meanwhile, Shang Kai actively attempts to explore more diverse application of expanded meshes, so the industry can be diverse and flexible to extend the use pattern of the industrial chain. Therefore, the added values of expanded metal meshes are greatly increased to create different industry operations and developments to get rid of the red ocean market of bloody price-cutting competition and to create a highly unique blue ocean market. By doing so, we



林董事長帶領員工參與公益活動-大發有愛捐血
Charitable activity-blood donation

widen the gap with our competitors, create application range, and increase customer demands along with industry and development at different angles.

The Key to Success: Continuous Innovation

In recent years, Shang Kai Steel has invested significant time and money on research and development, and has upgraded its processing ability again by researching and innovating on current technology to strengthen the features of current products and further increase product values. Moreover, Shang Kai satisfies different customer demands with diverse and flexible manufacturing methods. For production, Shang Kai uses a high-tech developing pattern to develop products meeting demands in different niche markets, and always updates equipment so that processing technology is at the same level as that in Europe and the United States. When facing customer requests and orders, we can always fulfill clients’ requirements and deliver on time. However, high-standard quality is one of the elements enabling Shang Kai to succeed, and depends on the real-time management system built inside Shang Kai to offer the newest timely internal information to management. Since 2012, Shang Kai has carried out an upgrade and transformation of the industry, and opened up a route which greatly differentiates it from the global industries. Moreover, soft power is also a key factor for the industry to enhance its competitiveness, and we also work with academia to test features of our products and to

prove valid experimental data to prove the quality and practicality of expanded metal meshes. This measure improves the competitiveness of Shang Kai expanded metal meshes, enabling it to be more advantageous and to provide more professional and detailed explanation to customers. Moreover, we can reach a pattern of mutual trust in our communication, putting our company and our customers in a win-win situation.

Create Value with Employees

President Lin always pays high attention to the safety of employees. His basic philosophy is: “If employees are under good care, the business will grow as well.” In addition to holding employee trips and diverse employee educational trainings, we require employees to get two licenses, a Stacking Machine Operation License, and a Three Ton Fix-type Crane License before officially hiring them. Furthermore, we require our employees to join different kinds of occupational safety and health classes periodically, and get relevant licenses such as, Labor Safety and Health, Fire Management, Emergency Personnel Care, and other licenses in order to practice and enhance labor safety.

Inside our premises, we offer a good, safe, comfortable, and friendly working environment. Every year, we announce our operational guidelines. We pay attention to employees’ needs and enhance their core values, explore and challenge their thinking abilities, and raise their skills by upgrading professional technology. We allow all our employees to know the principles of our company, to take responsibility together, to value the quality of our products outside of our factory and services, and to hold to our operational principles and industrial culture to make a sustainable industry. Moreover, our employees keep exerting themselves and growing in their work to consistently improve our overall operational performance. Our industry has grown steadily in the past 10 years, and has earned a lot of positive feedback from other customers and

communities, so the coherence of our employees becomes stronger and stronger as we work together to build a friendly working environment.

Principle of Sustainable Development Creating more Value for Clients

Shang Kai Steel insists on its products being 100% made in Taiwan, rooting them in Taiwan and then sending them out to the world in order to create value for the company and do business with the whole world. For past 30 years, President Lin and our team workers hold “honesty, sustainability, safety, responsibility, quality, efficiency” as the principles by which they run the business. We serve our clients with serious and perfect quality based on the principles of “co-operation, satisfaction, and partnership.” Because of our problem solving abilities, Shang Kai has gradually become the leader in providing professional solutions and services in the overall industrial chain. We keep our roots in Taiwan and work and grow with our clients to establish new businesses all over the world. ▲

綜合評語 Commentary

重視產品高品質穩定性及生產技術層次較高的產品，提供少量多樣客製化服務，並將歐洲擴張網製造技術融合成自有技術基礎，以「藝術」眼光看待擴張網，用「工藝」精神自我要求。以高規格方式重視員工健康及環境保護，並善盡社會責任，回饋社會不遺餘力。

This company highly treasures stability and products with advanced technology, and provides a great variety in smaller quantity of customized services. It stretches out its network for expansion in Europe with its proprietary skills and technologies and takes it as an “art,” and disciplines itself with the spirit of “technology.” It pays utmost attention to the health and work environment of its employees, and performs its corporate social responsibility in its entirety.