

# TRI-WALL *now!*

【April Issue】

10<sup>th</sup> April, 2019

## News from Tri-Wall Limited

The Headquarters of the TW Group

- 🔧 Tri-Wall Metal - A New Member of the Tri-Wall Group
- 🔧 One-Easy Pallet Won in the Finale of the World Corrugated Awards

## Tri-Wall Metal - A New Member of the Tri-Wall Group

Founded on January 2<sup>nd</sup>, 2019, Tri-Wall Metal is a newly established subsidiary of Tri-Wall Turkey, which holds a 51% stake. At this stage, it mainly focuses on the manufacturing and sales of steel racks and metal stillages for the automotive industry including one-way ESRs (Expendable Steel Racks) and returnable racks with multi-material solutions (such as EVA, EPP, EPS, PU and so on).

The plant is located on a 4,000 m<sup>2</sup> parcel of land with a 2,500 m<sup>2</sup> closed area. Due to the requirements of ESR businesses, the current set up includes 12 welding machines, 2 bundle cutting machines, 2 drilling machines, 1 closed paint area and 1 assembly area. With 20 workers over two shifts, the operation can produce up to 30 to 40 ESR sets a day. The quantity varies depending on the stillage type and can be further improved with additional machinery and operators. Two welding robots are being considered for investment in the next 1-2 months and a measurement device called a *Faro Arm*, is also a good potential investment candidate to optimize returnable stillage production.

While Ford Turkey is currently the primary customer of Tri-Wall Metal, all OEMs and tier suppliers are potentials. There is also good potential for exporting our products to European automotive companies.

In the automotive industry, it is crucial to have packaging solutions that deliver ultimate protection for high value goods and parts. One stunning fact is that the vehicle industry accounts for over 40% of all the industrial and transport packaging that is needed worldwide. Now with both corrugated and metal packaging services available, Tri-Wall Turkey's competencies in this market will be further strengthened.

All Tri-Wall members are welcomed to send any enquiries and design requests. Everyone at Tri-Wall Metal will be more than happy to help. If you have any interest or enquiry, please send email to [turkey.sales@tri-wall.eu](mailto:turkey.sales@tri-wall.eu). See more photos on next page.



Photo Credit: Ted Kitagawa

News provided by Emrah Ozgen from Tri-Wall Turkey

## One-Easy Pallet Won in the Finale of the World Corrugated Awards

April 7<sup>th</sup>, Shanghai - After winning the online voting in March, Tri-Wall Singapore was invited to attend the finale and awarding ceremony of World Corrugated Awards 2019 held on the night of April 7<sup>th</sup> in Shanghai, China for their One-Easy 2 Way Paper pallet. This time, they got the first prize in the final on-site voting! Congratulations to Tri-Wall Singapore and sincere thanks for everyone's support and attention over the past two months. We made it again!



There will be a special report on this event in *Tri-Wall Now* May issue. Stay tuned!

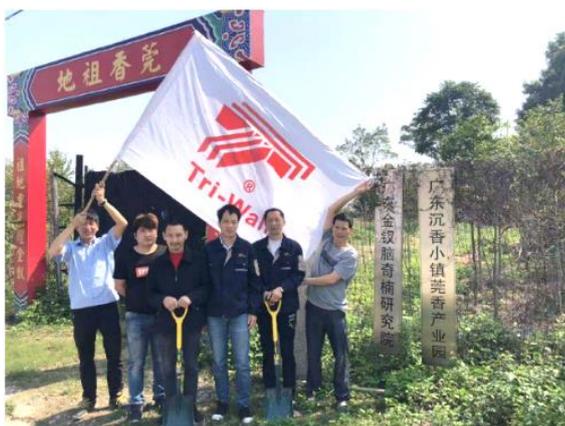


## News from Tri-Wall China

The Great Wall of China

 2019 Tri-Wall China Tree Planting Activity

### 2019 Tri-Wall China Tree Planting Activity



March 12th is the annual National Tree-planting Day in China. On this day, millions of Chinese, from all walks of life, will take shovels and buckets as well as saplings, and trek out to green up their hometowns. Initiated in 1915 by three forestry experts, it was originally celebrated on Ching Ming Festival (Tomb-Sweeping Day). In 1928, in honor of the third anniversary of the death of Mr. Sun Yat-sen, the Nationalist Government changed the Tree-planting Day to March 12th. In 1979, 30 years after the People's Republic of China, under the proposal of Comrade Deng Xiaoping, the Fifth National People's Congress decided that March 12th of each year be National Tree-Planting Day.

On March 12, 2019, Tri-Wall Packaging (Dongguan) Co., Ltd. participated in the Tree-Planting event organized by the Chashan Town Government. It was the seventh Tree-Planting Festival that Tri-Wall Dongguan participated in. Energy conservation, environmental protection, waste and greenhouse gas emission reduction, efficient use of resources...these goals are among the missions of every Tri-Wall employee. We have been and will always be the guardians and supporters of a better environment. While we pursue economic profits, the social responsibility we are carrying shall never be forgotten.

**News provided by Tian Mingxing from Tri-Wall Dongguan**

## News from Tri-Wall SEA

Tri-Wall Asia: Providing Tri-Wall Solutions to Asia's Tiny Giant

-  In-House Sales Training at Tri-Wall Singapore
-  An Awesome Get-Together
-  Tri-Wall at Singapore Design Week
-  Creative Works Made of Tri-Wall Cardboard

### In-House Sales Training at Tri-Wall Singapore



On 26<sup>th</sup> and 27<sup>th</sup> February, we had our very own in-house Sales Training. We invited Mr. Shuhairi who was recruited more than 28 years ago when Tri-Wall expanded their business to South Asia. His vast knowledge and experience in equipment, production, design, technical, sales and marketing and more are so rich and valuable that 2 days were not enough. Here is his advice to all of us:



There is NO short cut to Tri-Wall Sales. It is always hard work and discipline! Be curious, be observant, be diligent! **DON'T BE LAZY!** Sometimes you WIN, sometimes you LEARN.

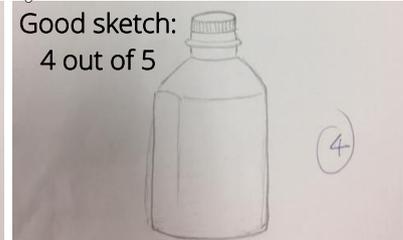
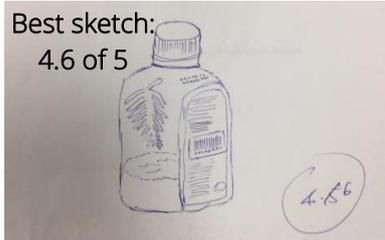


We put our plan into action – 2019 aim sales! our 5R: Retrain, Refresh, Renew, Rejuvenate & Recalibrating the fundamental of Tri-Wall sales.

We are serious in this training and we had a TEST on the last day! The highlight of the test was to have the ability to sketch (5 marks). 



We issued a Certificate of Participation to all participants. This is also one of the J-SOX criterias for Training..



Good attempt by our **Fyona**, 3 out of 5 marks. She joined us as a general admin. staff on June 16<sup>th</sup>, 2017 and now is a member of the Customer Service team.

We made a special Tri-Wall brief case to show our appreciation to Mr. Shuhairi, our Tri-Wall GURU\*. We will do our best to put what we learnt from you into practise! **REPSECT & THANK YOU!**

\***Guru** means someone who knows a lot about a particular subject and gives advice to other people.

Guess what's inside the kit?



We are ready to go for a NEW LEVEL!!!!!!

## An Awesome Get-Together



Our team was very happy to see Suzuki San, Tachibana San and John Lymberis in our humble Singapore office on 13 March 2019. Thank you for coming by Singapore as one of your stops in South Asia. We felt very honoured and valued.



It has been more than 15 years since Suzuki-san last met Ms. Susan Chong, CEO of Greenpac (S) Pte Ltd, one of our top 5 customers in Singapore.



From a one-woman start-up with a micro-loan of \$30,000 in 2002, Chong today employs over 50 staff. The company has realized a compounded annual growth of 20 per cent since starting business. It has racked up awards for its innovation and quality in packaging, including the Worldstar Packaging award, Asia Star award, and Singapore Packaging Star award.



## Tri-Wall at Singapore Design Week



### A MARCH OF DESIGN

What does “well-designed” mean to you? Did you know that design can improve the way we live, work, and play, in addition to making something aesthetically pleasing to look at? At the Singapore Design Week this year, find out how design can transform businesses, empower communities, inspire our lives, and shape our futures. Discover the best programs, SDW organized events according to four programmer tracks.



#### • Transform my business

*For business leaders and design, transformation and innovation leads*

Stay relevant in this changing economic climate and learn to harness design as a tool for transformation.



#### • Empower my community

*For community advocates and aspiring change-makers* Be the change you wish to see; use design to ignite your cause and to co-create a better world.



#### • Inspire my every day

*For craft lovers, design enthusiasts and families* Experience how design and craft can evoke joy, express beauty and improve day-to-day living.



Using offcut single wall and double wall to create a rooster.



#### • Reimagine my future

*For designers, students and educators* Preview design's potential to push boundaries and reshape the way we live, learn, work and play tomorrow.

## Creative Works Made of Tri-Wall Cardboard



A Tribute to the Hwa Chong Educator:  
1919 - 2019 on February 15<sup>th</sup>, 2019

This event was graced by our Deputy Prime Minister Tharman Shanmugaratnam and Hwa Chong Institution principal Pang Choon How. Bartholomew created tiger and cubs for the anniversary using Heavy Duty Single-Wall material.

## News from Tri-Wall SEA

Tri-Wall Indonesia: Providing Modern Packaging to SE Asia's Largest

- 🔥 Health and Hygiene Seminar at TW Indonesia
- 🔥 Mr. Suzuki's Visit to Jakarta

### Health and Hygiene Seminar at Tri-Wall Indonesia



Mr. Yusuf Romadhon giving opening speech

A seminar on health and hygiene was held at Tri-Wall Indonesia on March 8<sup>th</sup>, 2019. It was presented by Dr. M. Irfan, an internist from Permata Keluarga Hospital. The topic of the Seminar was *How to prevent Dengue Fever*, since the disease is recently spreading in Indonesia and has the tendency to become an endemic.

The seminar was participated by around 30 employees from all levels, including functional leaders and management members. Mr. Yusuf Romadhon, General Manager of TW Indonesia, appealed to all participants to utilize the seminar to stay away from diseases in his opening speech. Health issues are not only a matter to the employees, but also a concern for their families. If any family member falls sick, there is the risk that the employee might get infected and sick too. Therefore, it is important to raise the awareness of all family members on health and hygiene.

During the Q&A session, the presenter received many questions from employees which were not just limited to Dengue Fever. Not only providing knowledge to employees, the Seminar, which was the first of its kind at Tri-Wall Indonesia, was also intended to encourage employees to take preventive action against diseases which in turn will improve their work and productivity. Furthermore, it was an opportunity for employees to have direct interaction with a doctor regarding the health-related issues they were concerned about.

In the future, our HR Department will conduct such events regularly to comply with government regulations on employee's health and welfare. We hope everyone at Tri-Wall Indonesia will maintain good health, excellent productivity and a high spirit.



Dr. M. Irfan

## Mr. Suzuki's Visit to Jakarta



It is an honor that our CEO, Mr. Yuji Suzuki, visited Tri-Wall Indonesia on March 11<sup>th</sup> and 12<sup>th</sup>, 2019. Accompanied by Ms. Tachibana and Mr. John Lymberis, Mr. Suzuki was here to see some customers as well as everyone at TW Indonesia.

In the morning of March 11<sup>th</sup>, Mr. Suzuki joined the morning meeting of TW Indonesia's management team. During the meeting, two new management members – Mr. Suwito (HR) and Mr. Atin (Quality) - were introduced to everyone. Taking this opportunity, all management members made a brief introduction of themselves, their job duty, challenge and plan, as well as effort and expectations in order to improve and achieve company goals. Mr. Suzuki also gave a speech about the promising development of Tri-Wall globally and the challenges ahead.



Mr. Harry on the stage

After the morning session, Mr. Suzuki had a meeting with a potential partner with which we can develop business with in Surabaya. The candidate has many years of experience in the manufacturing industry in Indonesia because of the JV their family founded with the Toyota Group. In the evening, Mr. Suzuki had dinner with the management team and gave advice regarding the development of TW Indonesia. In a family-like atmosphere, some management members from TW Indonesia stepped into the spotlight and brought impressive shows.



Group Photo at SRC

On the second day of Mr. Suzuki's visit, he had meetings with our sister company, a corrugated carton box manufacturer - PT. Surya Rengko Container (SRC), as well as a potential customer who produces auto parts like wiper blades. Thank you for your visit, Mr. Suzuki. We hope to see you again soon!

**News provided by Yusuf Romadhon from Tri-Wall Indonesia**

## News from Tri-Wall SEA

Tri-Wall Thailand: Strengthening Thailand's Central Role in the SE Asia

-  Tri-Wall Thailand Training on CSR Policies
-  TWPk Received Green Industry Level 2 (Green Activity) Certificate

### Tri-Wall Thailand Training on CSR Policies

A series of training sessions and seminars about Tri-Wall CSR Policies were carried out at three factories of Tri-Wall Thailand on March 5<sup>th</sup> (at TWTH), 6<sup>th</sup> (at TWPk) and 7<sup>th</sup> (at TWPT) respectively. All management members and production workers as well as subcontractors attended the event. During the sessions, trainers introduced the new policies through concise and straightforward presentations to ensure that everyone can understand and realize the importance of CSR. Currently, Tri-Wall CSR Policies consist of 4 policies - Environment Policy, Business Ethics Policy, Sustainable Sourcing Policy and Labor & Human Relations Policy.

TWTH



TWPk

TWPT



## TWPK Received Green Industry Level 2 (Green Activity) Certificate



Recently, TWPK received the Green Industry Level 2 (Green Activity) Certificate from the Department of Industrial Works, Ministry of Industry (which TWTH and TWPT have already obtained). As outlined by the Ministry of Industry, economic growth and business prosperity should go hand-in-hand with ecological potential possibilities as well as social well-being. These projects are proactive conservation efforts made by the Ministry in which business operators can take part. The ultimate aim is to make business operations more and more friendly to the environment.

The Green Industry criteria cover five levels; namely:

Level 1

**Green Commitment:** An organization shall have policy and commitment to reduce environmental impacts and effectively communicate among the various levels of the organization.

Level 2

**Green Activities:** An organization shall establish and implement program(s) to reduce environmental impacts based on the policy and commitment from level 1.

Level 3

**Green System:** An organization shall have either systematic environmental management (including monitoring, assessment and review for continuous improvement) including well-recognized environmental management award and certificate.

Level 4

**Green Culture:** An organization shall demonstrate everyone’s accountability on environmental and social concerns as an integral part of the organization’s culture.

Level 5

**Green Network:** An organization shall incorporate entities of their supply chains into the green industry umbrella.



**News provided by Mr.Phutthaphong Kaewsawang from Tri-Wall Thailand**

## News from Tri-Wall SEA

Tri-Wall Vina: Tri-Wall's Newest Member in Asia

- 🚧 Groundbreaking of New Factory
- 🚧 Company Trip to Huong Pagoda

### Groundbreaking of New Factory



Marking a new beginning of Tri-Wall Vina, March 11<sup>th</sup>, 2019 has been an important landmark in our history as we celebrated the starting of construction for the new factory of TW Vina.

The new factory is located in Yen My II Industrial Park, Yen My Town, Yen My District, Hung Yen Province (about 13km from the current factory). The

investment in this project is around USD 2.4 million. It is estimated that the construction will be completed on August 15<sup>th</sup>, 2019 and a grand opening will be held in October 2019.

Founded in November 2011, TW Vina has have been growing and expanding ever since and in the near future, there will be another big step forward, especially in the Hanoi industrial area. As it ran out of space at the existing rental factory (2,000 m<sup>2</sup>), Tri-Wall Vina's capability for further business expansion was getting limited. Considering the demand for land will increase and in turn increase factory lease costs, TW Vina needs to build up its own facilities to control costs.

The total amount of land to be purchased is 10,000 m<sup>2</sup>, among which 5,000 m<sup>2</sup> will be used for the operation building (Phase One). The project will be completed through the cooperation of design consultancy contractor (SEAS PROJECT CONSULTANTS CO., LTD.) and construction contractor (KANSAL, JSC).



3D Building Concept

## Company Trip to Huong Pagoda

Tri-Wall Vina organized a trip to Huong Pagoda for all employees on March 23<sup>rd</sup>, 2019. In a solemn and peaceful atmosphere, everyone had a relaxing time and wished TW Vina a fruitful and lucky 2019.

The *Huong Pagoda* (English: Perfume Pagoda / Vietnamese: Chùa Hương) is a vast complex of Buddhist temples and shrines built into the limestone Huong Tich mountains. It is the site of a religious festival which draws large numbers of pilgrims from across Vietnam. The center of the Huong Temple lies in Huong Son Commune, Mỹ Đức District, former Hà Tây Province (now Hanoi). The center of this complex is the Perfume Temple, also known as *Chua Trong* (Inner Temple), located in Huong Tich Cave. This tour spot is about 80 km away from TW Vina's factory.



News provided by L. Yen, P. Nhung and Samphan P. from Tri-Wall Vina

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## News from Malaysia

Meeting High-Tech Industry Demands  
with Innovative Packaging Solutions

 **CSR Training at Tri-Wall Malaysia**

### CSR Training at Tri-Wall Malaysia



In compliance with the requirement from our Corporate headquarters, a series of CSR training sessions for all management and production staff of the 3 plants in Malaysia was conducted successfully in March 2019.



Participants listened eagerly to the briefing from the consultant and there were many questions & answers to ensure everyone fully understood the contents. The training was conducted in groups, so no one was left out. It was well received by everyone as the contents were very useful and informative. Well Done! TWM.



On March 15<sup>th</sup>, we had VIP visitors - Mr. Yuji Suzuki, Ms. Tachibana and Mr. John Lymberis at our office, which made it another day to be inked on TWM's diary. We had the chance to secure good knowledge and exposure during their visit. The VIP team also took the opportunity to visit Rengo Packaging Malaysia S/B Plant at Shah Alam (see group photo below).



From left:

Mr. Hiro  
Mr. Yasumoto  
Mr. Suzuki  
Mr. Onishi  
Ms. Tachibana  
Mr. Lymberis

News provided by Lee Lee from Tri-Wall Malaysia

## News from Tri-Wall Europe

Tri-Wall Europe: Offering Tri-Wall  
Across Many Nations, Many Cultures

 Tri-Wall at DPRTE UK

### Tri-Wall at DPRTE UK



March 28<sup>th</sup>, Farnborough - It was a productive day for Tri-Wall at the DPRTE, Defense Procurement Research, Technology & Exportability exhibition, which is the UK's leading defense procurement and supply chain event. It provides an opportunity for both buyers and suppliers to engage across a range of interactive and educational features. Officially partnered with the Ministry of Defense and many of the leading UK and international defense and procurement support organizations, DPRTE provides a dedicated platform for the enhancement of skills, knowledge and efficiency across the defense sector buying community, in addition to the development of both new and existing business opportunities for suppliers, within a marketplace valued at over £20 billion annually.

Since creating original MoD (the Ministry of Defense) packaging in the 70's, Tri-Wall has come a long way and earned a good reputation for its excellent performance. In this year's event, we received lots of encouraging visitors and some have already requested a follow up visit to Monmouth factory.



News provided by Gail Jones from Tri-Wall Europe

## 2019 April Public Holiday Calendar

2019 April						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	2	3	4	5 Hong Kong-Ching Ming Festival PRC-Qing Ming Festival	6 Thailand-Chakri Day Thailand-Chakri Day
			Indonesia-Isra Miraj	Taiwan-Children's Day	Taiwan-Qing Ming Festival	
7	8	9	10	11	12	13 Thailand-Songkran Day
14	15	16	17	18	19 Hong Kong-Good Friday UK-Good Friday Singapore -Good Friday	20 Hong Kong-The day following Good Friday
Thailand-Songkran Festival	Thailand-Songkran Festival	Thailand-Songkran Festival	Thailand-Songkran Festival		Indonesia-Good Friday India-Good Friday Netherlands-Good Friday	
India-Mesadi						
Vietnam-King's Commemoration Day						
21	22 Hong Kong-Easter Monday	23	24	25	26	27 Netherlands-King's Birthday
Netherlands-Easter Day	Netherlands-EasterMonday	Turkey-National Sovereignty and Children's Day				
28	29 Japan-Shōwa Day	30 Japan - Coronation Day				
		Vietnam-Liberation Day				

The above office holidays are subject to change.

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"Life is to be lived, not controlled; and humanity is won by continuing to play in face of certain defeat."

- *Invisible Man* by Ralph Ellison

If you have any comments or suggestions, please feel free to contact us via email:

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