



## 緯鉅膠管(馬)私人有限公司

Wellcall Hose (M) Sdn. Bhd.



執行董事經理 黃沙先生  
Chairman : Huang Sha

負責人 Owner : 黃沙 Huang Sha

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推薦單位 Recommended by :

馬來西亞台灣商會聯合總會

Taipei Investors' Association In Malaysia

營業項目 Business Items :

製造業

Manufacturing

產品名稱 Main Products :

橡膠工業用管

Industrial Rubber Hoses



產品 Product



2005年 海外華人第十四屆創業楷模獎  
14th Overseas Entrepreneurs Award of year 2005



公司大門全景 Office entrance



產品 Product



工廠大門全景 Factory entrance



教育訓練 Employee training

緯鉅膠管創立於1995年，領先業者開創多類別工業用途橡膠軟管的專業製造服務模式。在馬來西亞橡膠業居於領導地位，為規模最大、年產數量最多的膠管企業。緯鉅膠管不受貿易商箝制，將銷售通路掌握在自己手中，積極開發市場，並架設網站主動尋找客源，目前擁有250個客戶遍佈全球60多國家。累積的經驗與良好商譽，使緯鉅膠管於2003年獲得ISO 產品設計與開發認證，以及獨立第三方機構對產品質量的保證。

#### 創業維艱 鏗而不捨

黃沙董事長認為臺商在異鄉白手起家相當艱辛，必須面對文化和語言的隔閡，以及瞭解當地法規，才能融入當地社會，打下穩健的基礎。面對未來事業的發展，黃董事長仍看好全球橡膠產業市場的發展潛力，只要工業蓬勃茁壯，緯鉅膠管的產品將在各領域有所發揮。

黃董事長常以「做人要誠實、做事要誠信、待人要誠心」的座右銘鼓勵員工。每次與客戶交手，就是一次交心，緯鉅的戰役已不在於贏得市佔率，而是贏取「心」佔率，贏得客戶的心。



研發部門 R.D. department

#### 柔軟實力 硬底功夫

緯鉅膠管初期生產壓出管和心軸軟管，產品以少樣大量生產為主，當技術成熟後，開始逆向操作，採取多樣少量專業客製化，並於2006年增設第二廠，將產線獨立劃分，來應付消耗不了的訂單，以鍛鍊出靈活又具彈性的生產體系，滿足中小型進口批發商為主的客戶群，也為公司達到「零庫存」的效果。同年，更成功在馬來西亞股票交易所主板掛牌上市。爾後更專注新品研發，更在2015年設置第三廠，引進全新技術「螺旋式膠管」產線，再度把緯鉅膠管業績推向高峰。

緯鉅膠管向來以「誠信負責」為企業信仰，對出貨期和品質嚴謹把關，也配合客戶緊急需求、彈性調度生產線，扮演客戶最穩妥的後盾，從而與客戶建立長達20幾年的合作關係。





研發部門 R.D. department



生產線 Production line

## 技術精進 高端發展

緯鉅膠管的產品種類繁多，其研發部門投入大量專業研究人力及專業測驗設備，建立龐大的配方資料庫，致力精進技術。研發團隊積極開發大尺寸的產品，針對部分膠管的耐高溫特性，反覆改良測試，往高端產品需求區塊邁進。近年來，緯鉅膠管積極擴充廠房，提高產能速度，不論面對當地或國外的競爭對手仍舊保持領先優勢。

緯鉅膠管累積過去多年的經驗及市場良好的商譽，已成為許多國家的橡膠管進口批發商的首選供應商。雖客戶群眾多且分散世界各國，在生產及行銷模式皆比較複雜，惟因擁有一個

應變能力強的團隊，對於客戶的要求，緯鉅膠管皆是全力以赴做到最好。

## 熱心華社 佈行慈善

黃董事長在馬來西亞生根立足，不忘善盡企業應有的社會責任，在行有餘力之時，熱心支持地方公益活動，並竭力回饋和關懷社會。包括長期於華社耕耘，積極贊助地方上的學術和華文教育籌款，期盼提供更好的教育環境，讓年輕學子能成人成才。同時，活躍於臺商活動，出錢出力，並與當地政府及民間社團往來密切，為臺灣企業建立良好的口碑。▲

Wellcall was founded in 1995, creating a professional manufacturing service for industrial rubber hoses in many categories, which led to other enterprises. It is the leading company in Malaysia with the largest rubber hose enterprise, and produces the highest annual volume. Wellcall is not controlled by trade enterprises because it holds its own sales channels. Moreover, through advancing technology, Wellcall has seized the worldwide market via web-based marketing, reaching over 60 countries and expanded to more than 250 customers globally. Wellcall is also accredited by independent third-party

organizations for its product quality assurance and supported by ISO certification in 2003.

## Perseverance with Tact, the Keys to Success

Born in Taiwan, landed in Malaysia, Huang Sha started his rough life journey from scratch. Overwhelmed with cultural, language, and political disparities and differences in local laws, Huang Sha managed to make it through, building a solid platform with the local community. Huang Sha remains positive for Wellcall's business development in the global industrial rubber hose market, where Wellcall would progress in tandem with the

headwinds of the global rubber industry. Honesty, Trustworthy and Sincerity – principles Huang Sha uses to guide himself and all of his teammates in Wellcall to the right path in life. Huang Sha believes that constant learning from exchanging ideas with customers brings fruitful affiliations with them. The art of success in business battle is winning the hearts of customers!

### **The Capability to Expand Horizons**

In the beginning, Wellcall's first factory commenced operations for producing extrusion and mandrel hoses. These products were mainly produced in few types but large amounts. After the technology became mature, we adopted professional customization with many types but small amounts. With continuous effort and demand growth, a second factory sprouted up in 2006 to separate production lines in order to handle the large amount of orders, to establish a flexible production system that would satisfy customer groups, which are mainly small and medium importers and wholesalers, and to sell all stock. The second factory focused on mandrel hose production while the first factory was dedicated to extrusion hoses. Twofold contentment for Wellcall came in 2006 when Wellcall was successfully listed in the Bursa Malaysia Securities Berhad. Later, Wellcall

concentrated on developing new products, and built a third factory in 2015 to introduce a new technology, the production lines of spinal hoses, which pushed Wellcall to another new peak.

Wellcall believes in honesty and responsibility. Committed to quality assurance and prompt deliveries, Wellcall also satisfies crucial orders through a flexible production system, forming a solid platform for its customers to rely on. Therefore, with these pillars of its success, Wellcall successfully maintains its customers' loyalty since the early days and for more than 20 years.

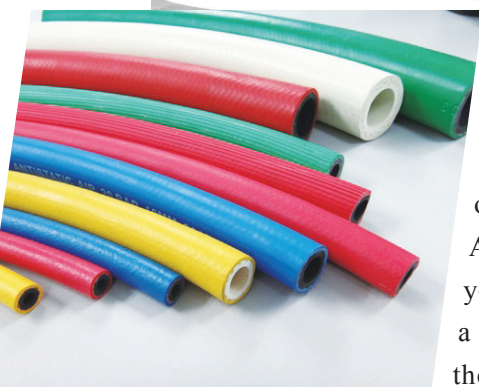
### **Continuous Improvement & High-end Development**

There are various kinds of products from Wellcall, and the R&D department invests a large amount of professional research personnel and testing equipment in building a large formulation database in order to improve technology. The R&D department also develops larger size products and repeatedly tests and improves the heat resistance of hoses in order to meet high-end product demands. In recent years, Wellcall has persistently expanded and improved plant efficiencies to overcome challenges from local and global competitors. Nevertheless, Wellcall maintains its strong position and presence in the industrial rubber hose arena.



公司員工團體照 Company group Photo





產品 Product

Wellcall managed to build a solid database on product formulation. Accumulating many years of experience and a great reputation on the market, Wellcall has

become the number one

supplier for hose importers and wholesalers in many countries. Because there are many customer groups all over the world, the production and marketing modes are both more complicated. However, with a strong, responsive execution marketing team, Wellcall can always do best with all our efforts on the demands of customers.

#### Transformation Heart of Sincerity to Charity

Wellcall's chairman Huang Sha settled in Malaysia, so he never forgets corporate social responsibilities. Wellcall supports local charitable activities when possible and tries hard to contribute to and care about society, including longtime cultivation of Chinese clubs, actively sponsoring local academics, and raising funds for Chinese education. Wellcall expects to provide a better education environment to expand young students'

talents. Meanwhile, Wellcall actively participates in Taiwanese investors' fund contributions, as well as laboring and closely communicating with local government and civil groups to build a great reputation for Taiwanese enterprises. ▲

#### 綜合評語 Commentary

專注於客戶需求的工業軟管，專研原料開發，獲ISO9001等多項認證。因應整體環境變化，持續改善生產和營運效率，保持競爭力。並以嚴格管控品質，獲得客戶的信任與支持，贏取「心」占率，成為全球專業工業橡膠管的領導製造商。

This company focuses in industrial hoses and raw material development according to customer demands, and has obtained ISO9001 and many other certifications. They have maintained competitiveness by continuing to improve their production and operational efficiencies in response to the overall environmental changes. Their strict quality control has also earned the support and trust of the customers and won over their "hearts" to become the leading industrial rubber hose manufacturer worldwide.