

## TECON Scaffolds and Formworks : Economic Solutions to Real Estate Investors

--- Dr. M. Mukhtar, PhD

Real estate is a property consisting of land and any permanent structures or improvements on the land, whether natural or man-made. Investing in real estate can offer opportunities for investors to build wealth, increase income, and diversify an investment portfolio. Generally speaking, real estate investment falls into two categories, residential investments and commercial investments. Residential investments typically involve homes, townhouses, and condominiums. Whereas, an investment in commercial real estate might involve the ownership of retail stores, office buildings, storage facilities, and warehouses.

### Why is TECON an economic solution to real estate investors?



In just about a decade of its inception, TECON has demonstrated its ability to revolutionize traditional scaffolding and formwork by providing clients with affordable and user-friendly plastic formworks that can be used for construction projects globally and easily. The durability of its products makes TECON unique among its peers. Products are economically viable given that their plastic TP60 formworks can be recycled and used up to 100 times without losing the purpose it is made to serve. In this regard, these plastic formworks and scaffolds are economically commendable for consecutive construction projects as replacements for traditional wood scaffolding and formworks, which have a short lifespan. Thus, real estate investors can employ these plastic formworks for renovation and innovation projects cutting down the cost of using wood and traditional materials with short lifespans. Apart from lists of formwork designs provided on the company's website, TECON also offers engineering assistance to clients based on their designs and requirements. Moreover, the company's top-notch engineers are always available to ensure that the quality of the client's demands is met.



Intriguingly, around 70% of TECON's staff are proficient in communication (particularly in English), making interactions with them smooth and effective. I believe the company's commitment to international transactions and business deals is highly commendable.

Indeed, I believe TECON is the best choice for real estate investors due to the numerous economic benefits associated with their formworks concomitant with other services as mentioned above.



# 拓恒成长记

## New Beginnings: My Journey of Growth and Learning at TECON

---Kitty



初来乍到，我的领导 Sky 总是不厌其烦地为我培训产品知识，但由于缺乏实际生产线的直观体验，那些知识始终难以深入我心。直到一次意外的机会，Scott 亲自引领我们深入工厂，直面生产线的每一环节。这次亲历让我豁然开朗，诸多困惑迎刃而解，为后续工作铺设了坚实的基础。这对于从未近距离接触工业实体的我而言，无疑是一次新鲜而深刻的经历。“模版”二字，在那一天变得具象而生动。

然而，首次踏上江阴工厂的学习之旅并非一帆风顺。面对错综复杂的生产线，我一时之间竟不知从何学起，只是走马观花地浏览了工厂的生产进度。回程的路上，Scott 突然交给我一项重任——分享此次学习的收获，这突如其来的任务让我一时手足无措，心中忐忑不安。经过一番内心的挣扎与调整，我尝试着从原材料切割、型材组装、焊接、点焊、打孔冲压、喷塑等多个方面，对 ALUFLEX 铝框的生产工艺进行了初步阐述。受限于初体验的局限性，我的分享未能达到预期，面对同事们的追问，我显得力不从心。分享会的尾声，虽充斥着指正与批评，我却视之为成长的养料，每一次挫败都是通往成熟的垫脚石。

在后续的工作中，我逐渐适应并融入了这个温馨而又充满活力的采购部门大家庭。领导 Sky 适时的鼓励如同冬日暖阳，穿透我心中的阴霾，他对我努力的认可，让我感受到了团队的温情与包容。供应链总监 Scott 亦是我们坚实的后盾，总能在关键时刻伸出援手，助力我们破茧成蝶，共同营造出苏州拓恒那独特的温暖与和谐氛围。

时光荏苒，六个月的时光见证了我在挑战中蜕变，部门间的守望相助，领导的关怀备至，让我更加坚信，拓恒不仅是我职场的起点，更是成就更好自己的加速器。展望未来，我将以更明确的目标为导向，不懈努力，持续积累，勇于突破，誓将自己塑造为一名更加出色的成员，与拓恒共成长，共创辉煌。

When I first joined, my leader Sky tirelessly trained me on product knowledge. However, without the direct experience of a production line, these concepts remained abstract and difficult to grasp. It wasn't until an unexpected opportunity arose that Scott personally led us through the factory, allowing us to witness each stage of the production process firsthand. This immersive experience was a revelation, resolving many of my confusions and laying a solid foundation for my future work. For someone who had never been up close to industrial operations, this was a fresh and profound experience. The term “formwork” became tangible and vivid on that day.

However, my initial learning journey at the Jiangyin factory was not without its challenges. Faced with the complex production line, I was initially overwhelmed and unsure where to start, merely skimming through the factory's production progress. On the way back, Scott suddenly assigned me a significant task—to share my learnings from this visit. This unexpected responsibility left me feeling anxious and unprepared. After some internal struggle and adjustment, I attempted to explain the production process of the ALUFLEX aluminum frame, covering aspects such as raw material cutting, profile assembly, welding, spot welding, punching, and powder coating. Due to the limitations of my first-hand experience, my presentation fell short of expectations, and I struggled to answer my colleagues' questions. Despite the session ending with corrections and criticisms, I viewed them as nourishment for growth, with each setback serving as a stepping stone to maturity.

In the subsequent months, I gradually adapted to and integrated into the warm and dynamic family of the procurement department. Sky's timely encouragement was like a ray of sunshine in winter, dispelling the clouds of doubt in my heart. His recognition of my efforts made me feel the warmth and inclusiveness of the team. Supply Chain Director Scott was also a steadfast support, always extending a helping hand at critical moments, helping us break through challenges and fostering the unique warmth and harmony of Suzhou TECON.

As time flew by, six months witnessed my transformation through challenges. The mutual support between departments and the leaders' meticulous care strengthened my belief that TECON is not just the starting point of my career but also an accelerator for becoming a better version of myself. Looking ahead, I will be guided by clearer goals, work tirelessly, continuously accumulate knowledge, and bravely push boundaries. I am determined to become an even more outstanding member, growing alongside TECON and creating a brilliant future together.



# 中东之行：与业务精英 Alex 共探市场机遇

## Middle East Journey: Exploring Market Opportunities with Business Elite Alex

--- Bob



这段长达两个月的出差，从塞尔维亚的实地考察延伸至沙特阿拉伯利雅得的国际展览，与我紧密相伴的是业务部的杰出伙伴 Alex。他以深厚的行业知识和一丝不苟的工作作风，成为此次行程中的中坚力量。无论是行程的精密安排，还是对客户拜访现场的时间把控，Alex 都展示了无可挑剔的专业风范。经过共同努力，我们不仅找到了优化组装流程的关键点，还成功制定了相应的规范与处理方法，有效解决了塔架上下调节高度过大的难题。

塞尔维亚的售后与客户拜访圆满结束后，我们随即启程前往利雅得，着手搭建展会所需的样品。在组装过程中，Alex 展现了令人印象深刻的技艺和对体系的熟练掌握，我们高效完成了样品的组装。

展会结束后，基于展会期间与众多客户的深入交流，Alex 精心规划了后续的拜访行程。我们一同拜访了当地知名的建筑商，参观了他们的建筑工地，并深入探讨了行业合作的可能性。同时，我们还与 MEVA 在当地的代理进行了全面而深入的交流，旨在把握行业动态，共谋发展蓝图。此外，我们还与 Unisteel 就 TP60 与 HETO 的优劣势进行了详细的探讨，旨在明确产品特性及其在当地的适用性，寻求合作机会，旨在共抓行业先机，绘制互利共赢的发展宏图。

这段旅程不仅是地理上的跨越，更是专业与友谊的双重深化，证明了在瞬息万变的国际市场中，精诚合作与专业实力是开拓未来的不二法门。

This two-month business trip extended from on-site inspections in Serbia to an international exhibition in Riyadh, Saudi Arabia. Accompanying me closely was Alex, an outstanding partner from the business department. With his profound industry knowledge and meticulous work ethic, Alex became the cornerstone of this journey. Whether it was the precise arrangement of the itinerary or the meticulous timing of client visits, Alex demonstrated impeccable professionalism. Through our joint efforts, we not only identified key points for optimizing the assembly process but also successfully established corresponding standards and methods to effectively solve the issue of excessive height adjustment in tower structures.

After successfully concluding after-sales and client visits in Serbia, we immediately set off for Riyadh to prepare the samples needed for the exhibition. During the assembly process, Alex showcased impressive skills and a thorough understanding of the system, allowing us to efficiently complete the sample assembly.

Following the exhibition, based on in-depth exchanges with numerous clients, Alex meticulously planned the subsequent visit itinerary. Together, we visited renowned local construction companies, toured their construction sites, and explored potential industry collaborations. Additionally, we engaged in comprehensive and in-depth discussions with MEVA's local agents to grasp industry trends and jointly develop future strategies. We also had detailed discussions with Unisteel regarding the advantages and disadvantages of TP60 and HETO, aiming to clarify product characteristics and their applicability in the local market, seeking cooperation opportunities to seize industry opportunities and draw a blueprint for mutual benefit and win-win development.

This journey was not only a geographical leap but also a deepening of professionalism and friendship, proving that in the rapidly changing international market, sincere cooperation and professional strength are the keys to pioneering the future.



# 秋天的童话——美丽的加拿大

## Autumn Fairytale—Beautiful Canada

---James



加拿大位于北美洲北部。东临大西洋，西濒太平洋，西北部邻美国阿拉斯加州，南接美国本土，北靠北冰洋。气候大部分为亚寒带针叶林气候和湿润大陆性气候，北部极地区域为极地气候。全国地貌西高东低，矿产资源丰富，金属矿和非金属矿产储量都位居世界前列。总面积 9980000 平方千米，其中海岸线长约 240000 千米，全国分 10 个省 3 个地区。截至 2023 年 6 月，加拿大总人口为 4000 万人，主要为英、法等欧洲后裔，英语和法语同为官方语言。加拿大行政区划由十个省和三个地区组成。首都渥太华，位于安大略省。加拿大是一个高度发达的资本主义国家，领土面积全球第二，是一个具有现代化工业科技水平且能源与资源充足的国家，经济体制主要依靠自然资源。主要大城市有多伦多，蒙特利尔，温哥华，渥太华，卡尔加里，埃德蒙顿等。

我们是在 9 月中旬踏上了加拿大之旅，第一站，我们选择了温哥华，此时正值秋天。秋天，是遇见加拿大最好的季节，彼时的“枫叶王国”仿佛把秋天最美的元素都收集在了一起，绘成了一幅色彩浓艳的画。在东部的魁北克和新不伦瑞克，连绵起伏的山峦上铺满了红黄相间的枫叶，如同一匹巨大的织锦地毯，美不胜收。魁北克城，这座历史悠久的城市，被秋色环抱，增添了几分浪漫气息，吸引着无数游客前来观赏。中部的阿尔伯塔省，特别是班夫国家公园和贾斯珀国家公园，秋天时的迷人景色更是令人难忘。湖泊在倒映着周围的树木和山峰，仿佛是大自然精心绘制的画卷，让人流连忘返。在西部的不列颠哥伦比亚省，温哥华的斯坦利公园和周边的森林，也进入了色彩斑斓的季节。红、黄、橙色的树叶交织在一起，与远处的海岸山脉交相辉映，构成了一幅宁静而美丽的景象。

在繁忙的第一程客户拜访完毕之后，周末在客户的建议下，我们去到了温哥华最有名的景点之一——海天缆车（Sea to Sky Gondola），海天缆车（Sea to Sky Gondola）位于不列颠哥伦比亚省的 Squamish，距离温哥华市中心约 60 公里。这条缆车线路位于著名的 Sea to Sky Highway（海天公路）上，这条公路以其壮丽的自然风光而闻名。我们从住处出发，驱车一个小时四十分钟安全到达山脚下的售票处。缆车内部设计宽敞舒适，最多可容纳 8 人，缆车的四周都没有遮挡，可以饱览四周美景。搭乘海天缆车从山底抵达缆车终点需要差不多 10 分钟，这 10 分钟的旅程仿佛打开了全新的视界，远处群山若隐若现，海天一色。在山顶的观景台临栏远眺，震撼的美景随即展现在眼前：被翠绿的群岛点缀的豪湾（Howe Sound）。不远处香农瀑布（Shannon Falls）玉洁晶莹的飞瀑如水帘般漫顶而下，潺潺水声交织着鸟声虫鸣，仿佛演奏着一曲大自然的交响乐。

Canada is located in the northern part of North America. It is bordered by the Atlantic Ocean to the east, the Pacific Ocean to the west, the state of Alaska to the northwest, the continental United States to the south, and the Arctic Ocean to the north. The climate is mostly subarctic coniferous forest and humid continental, while the northernmost regions experience polar climate. The national topography is characterized by a high west and low east, and it is rich in mineral resources, with both metal and non-metal minerals ranked among the top in the world. The total area is 9,980,000 square kilometers, with a coastline of about 240,000 kilometers. The country is divided into 10 provinces and 3 territories. As of June 2023, Canada has a total population of 40 million, primarily descendants of Europeans, including English and French, with both English and French as official languages. Canada's administrative divisions consist of ten provinces and three territories. The capital is Ottawa, located in Ontario. Canada is a highly developed capitalist country, with the second largest land area in the world. It has a modern industrial and technological level, abundant energy and resources, and its economic system primarily relies on natural resources. Major cities include Toronto, Montreal, Vancouver, Ottawa, Calgary, and Edmonton.

We embarked on our journey to Canada in mid-September, with our first stop in Vancouver, just as autumn was setting in. Autumn is the best season to experience Canada, as the "Maple Leaf Kingdom" seems to gather all the most beautiful elements of fall, creating a vibrant painting. In the eastern provinces of Quebec and New Brunswick, the rolling hills are covered in red and yellow maple leaves, resembling a massive tapestry—a sight to behold. Quebec City, with its rich history, is embraced by autumn colors, adding a touch of romance that attracts countless tourists. In central Alberta, particularly in Banff National Park and Jasper National Park, the enchanting autumn scenery is unforgettable. Lakes reflect the surrounding trees and mountains, like a masterpiece carefully crafted by nature, making it hard to leave. In western British Columbia, Vancouver's Stanley Park and surrounding forests also enter a colorful season. Red, yellow, and orange leaves intertwine with the distant Coast Mountains, forming a serene and beautiful scene.

After a busy first round of client visits, we took the weekend's advice and headed to one of Vancouver's most famous attractions—the Sea to Sky Gondola. Located in Squamish, British Columbia, about 60 kilometers from downtown Vancouver, this gondola line runs along the famous Sea to Sky Highway, known for its stunning natural scenery. We set off from our accommodation and safely arrived at the ticket office at the foot of the mountain after about an hour and forty minutes of driving. The gondola's interior is spacious and comfortable, accommodating up to eight people, with no obstructions around to block the view. The ride from the base to the top takes about ten minutes, opening up a whole new perspective, with distant mountains appearing and disappearing in the mist, merging with the sea and sky. From the viewing platform at the summit, breathtaking beauty unfolds before our eyes: the Howe Sound, dotted with lush islands. Not far away, Shannon Falls cascades down like a curtain of water, its pure, crystalline torrents blending with the sounds of birds and insects, as if playing a symphony of nature.





# TECON's Growth in Malaysia's Expanding Infrastructure Market

--- Florent



The Malaysian government places a high priority on infrastructure development as one of the key drivers of economic growth. Through initiatives such as the Twelfth Malaysia Plan (12MP), the government has committed tens of billions of dollars to a range of large-scale infrastructure projects over the next five years. These projects will not only enhance the country's competitiveness but also significantly increase the demand for formwork products.

As Malaysia's infrastructure projects continue to progress, the demand for formwork in the market is growing rapidly. Major infrastructure projects, such as the Johor Bahru High-Speed Rail, the East Coast Railway, and various residential developments in multiple cities, have created substantial demand for high-quality formwork products. TECON, with its advanced technology and extensive experience, is well-positioned to provide customized formwork solutions tailored to meet complex construction needs.

In particular, the application of formwork systems is critical in the construction of high-rise buildings and complex bridges. The modular formwork systems provided by TECON not only enhance construction efficiency but also significantly reduce costs, allowing us to maintain a competitive edge in the market.

Looking ahead, Malaysia's construction market is expected to continue its robust growth, supported by government policies and sustained economic expansion. We anticipate that annual demand in the Malaysian formwork market will reach a new peak by 2029, presenting substantial opportunities for TECON's business expansion in the region.

In conclusion, the Malaysian market is undoubtedly a vital strategic market for TECON's.

## TECON Performance Ranking

### ◆ Top three performers for September



**Daisy**

成功只是坚持的副产品，  
真正的挑战在于如何持续超越自我。



**Bonnie**

道阻且长，行则将至；  
行而不辍，未来可期。



**Joan**

成功的关键在于  
不断挑战自我和超越自我。  
只有当我们敢于挑战自己的极限时，  
才能真正实现自己的潜力和价值。

### ◆ Top three performers in October



**Joan**

成功的关键在于  
不断挑战自我和超越自我。  
只有当我们敢于挑战自己的极限时，  
才能真正实现自己的潜力和价值。



**Rebecca**

这个世界上根本就没有正确的选择，  
我们只不过是希望通过努力奋斗，  
使当初的选择变得正确。



**James**

逆水行舟，一篙不可缓；  
滴水石穿，一滴不可弃滞。



## 苏州博物馆：古典与现代完美融合的建筑奇观

### Suzhou Museum: An Architectural Wonderland of Classical and Modern Perfection

苏州博物馆成立于 1960 年，馆址太平天国忠王府为首批全国重点文物保护单位。1999 年苏州市政府邀请世界华人建筑师贝聿铭设计苏州博物馆新馆。

Suzhou Museum was established in 1960, located at the site of the former residence of the King of Loyalty from the Taiping Heavenly Kingdom, which is one of the first batch of national key cultural relic protection units. In 1999, the Suzhou Municipal Government invited world-renowned architect I. M. Pei to design a new museum building.

2006 年 10 月 6 日，苏州博物馆新馆建成并正式对外开放。新馆占地面积约 10700 平方米，建筑面积 19000 余平方米，是一座集现代化馆舍建筑、古建筑与创新山水园林三位一体的综合性博物馆。

On October 6, 2006, the new Suzhou Museum was completed and officially opened to the public. Covering an area of approximately 10,700 square meters, with a building area of over 19,000 square meters, it is a comprehensive museum that integrates modern architectural design, ancient architecture, and innovative landscape gardens.

苏州博物馆也是贝聿铭的叶落归根之作。在接手项目时，贝聿铭已是耄耋之年。虽出生于广东，但贝聿铭在苏州度过了整个年少时光。他的家族在苏州这座古城已生活了 600 余年。此前狮子林便是他家族的园子。那些状如狮子的嶙峋怪石给童年的贝聿铭留下了深刻印象，充满了和小伙伴在这里玩捉迷藏的欢乐时光。而新馆的选址毗邻狮子林，且紧挨着中国名园拙政园。

Suzhou Museum is also regarded as I. M. Pei's "return to roots" work. By the time he took on this project, Pei was already in his advanced years. Although he was born in Guangdong, he spent his entire youth in Suzhou, where his family has lived for over 600 years. The Lion Grove Garden was part of his family estate, and the distinctive lion-like rocks left a deep impression on young Pei, filled with memories of playing hide-and-seek with friends. The new museum is located near the Lion Grove Garden and adjacent to the famous Humble Administrator's Garden.



在新馆的设计中，贝聿铭充分考虑到苏州的人文内涵，借鉴了苏州古典园林的风格，玻璃屋顶将与石屋顶相互映衬，使自然光进入活动区域和博物馆内。金属遮阳片和怀旧的木作构架将在玻璃屋顶之下被广泛使用，以便控制和过滤进入展区的太阳光线。以“中国黑”花岗石片石取代砖瓦，切割成菱形体块，干挂在不锈钢板做成的坡屋面上，黑中带灰的“中国黑”，淋了雨是黑色，太阳一照变成深灰色。深灰色石材的屋面和墙体边饰，与白墙相配，并与墙身连成一体。庭院景观设计借鉴了苏州古典园林的风格，将内外空间串联，使自然融于建筑。特别是位于中央大厅北部的主庭院，东、南、西三面由新馆建筑相围，北面与拙政园相邻。庭园中的竹和树，姿态优美，线条柔和，在与建筑刚柔相济的对比中，产生了和谐之美。中国传统园林中的叠石、堆山、造桥、理水，在这里得到了完美的诠释。

In designing the new museum, Pei fully considered Suzhou's cultural connotations, drawing inspiration from the style of classical Suzhou gardens. The glass roof complements the stone roof, allowing natural light to enter the activity areas and the museum. Metal sunshades and nostalgic wooden structures are widely used beneath the glass roof to control and filter sunlight entering the exhibition areas. The traditional brick tiles have been replaced with "Chinese black" granite, cut into diamond shapes and hung on a roof made of stainless steel. The "Chinese black" appears black when wet and turns deep gray in sunlight. The deep gray stone roof and wall decorations harmonize with the white walls, creating a cohesive design. The landscape design of the courtyard draws from the style of classical Suzhou gardens, connecting indoor and outdoor spaces and integrating nature into the architecture. Notably, the main courtyard located in the northern part of the central hall is surrounded by the new museum on the east, south, and west sides, while adjacent to the Humble Administrator's Garden on the north. The bamboo and trees in the courtyard, with their graceful forms and soft lines, create a harmonious beauty in contrast with the building's strong and soft elements. Features like rock stacking, hill creation, bridge building, and water management found in traditional Chinese gardens are perfectly interpreted here.

苏州博物馆是中国建筑史上的重要里程碑之一。它作为现代建筑，集美学与山水园林为一体的综合性博物馆，在极简主义的理论下，追究空间上简洁，简约的设计理念。

Suzhou Museum is an important milestone in the history of Chinese architecture. As a modern building, it combines aesthetics with landscape gardens, pursuing simplicity in spatial design under the principles of minimalism.