

恒迹

Footprints of TECON

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迭代创新，不进则退

Iterative Innovation: Progress or Stagnation

---James

2025 年一月中旬，24 年的年度会议刚刚落下帷幕。我和同事们便动身前往美国，参加一年一度的行业盛会——拉斯维加斯混凝土展。相比之前，拓恒在今年的展会上推出了更多的模板产品，也扩大了展位面积，吸引了很多的客户前来洽谈和参观，整个展会期间的客户接待量差不多是去年的两倍，见到了很多老朋友，也迎接了不少新客户。

接待工作之余，也把整个展馆逛了一圈，也是发现了一些令人深思的现象。模板层面，北美本土的一些曾经的市场领导者如今风光不再，而一些外来企业却凭借创新产品和技术迅速崛起。展会上，几家美国的老牌模板企业的展位上人流稀少，他们的产品与五年前相比几乎没有改进，依然停留在传统的钢模，铝模上。欧洲的行业巨头以及中国的模板公司都各自推出了自己的框式模板体系，解决了传统模板笨重，效率低下的问题，大大提升了浇筑速度和保证了浇筑质量。脚手架展区同样呈现出冰火两重天的景象。

展会的见闻印证了一个事实：在技术快速迭代的时代，任何企业都不能躺在过去的功劳簿上，感受所谓的“岁月静好”。那些固步自封的模板脚手架公司正在陆续被市场残酷地淘汰，而勇于创新的公司则不断开拓新的市场空间，也更推动了整个建筑行业的转型升级。

在这个变革的时代，尤其在竞争激烈的模板脚手架领域，创新已不是选择，而是生存的必需。今天的拓恒唯有保持创新活力，才能在激烈的市场竞争中立于不败之地。令人欣喜的是，早在几年前，拓恒就根据市场需求，研究开发了自己的钢框铝框体系，并进一步增强了研发实力，重点投入资金和人力进行新产品的研发。作为模板脚手架行业的从业者，我们需要不断迭代自己的思维与行动，才能精准把握行业和市场的脉搏，成为更好的自己。迭代创新，不进则退，这是当今时代每个企业和个人都必须面对的生存法则。

In mid-January 2025, not long after wrapping up our 2024 annual meeting, my colleagues and I set off for the World of Concrete trade show in Las Vegas. This year, TECON showcased a broader range of formwork products and expanded its booth space, drawing in significantly more visitors. Compared to last year, the number of client interactions nearly doubled—we reconnected with many familiar faces and welcomed a host of new customers.

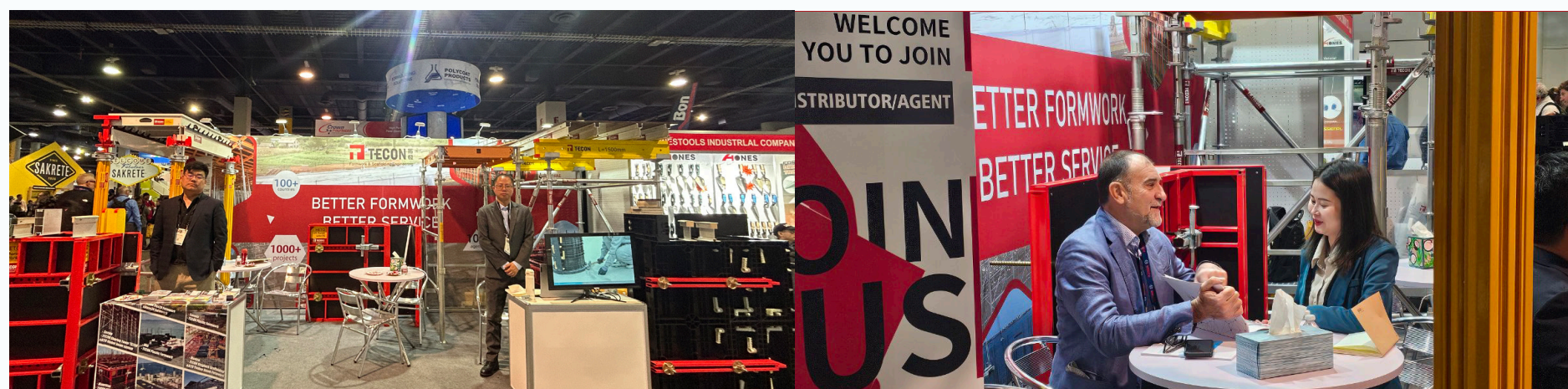
Beyond our booth, as I explored the exhibition, I noticed some thought-provoking trends. In the formwork sector, some once-dominant North American companies had lost their edge, while innovative newcomers were rapidly gaining ground. At the booths of a few long-established American formwork firms, visitor traffic was sparse, and their product lines remained largely unchanged from five years ago—still reliant on traditional steel and aluminum formwork. In contrast, major European players and Chinese formwork companies had launched their own frame-style systems, addressing the inefficiencies of conventional formwork by significantly improving pouring speed and quality. A similar divide was evident in the scaffolding sector, where the industry seemed to be moving in two starkly different directions.

These observations reinforced a harsh reality: in an era of rapid technological advancement, no company can afford to rest on past achievements. The so-called "stability" of the industry is an illusion—companies that resist change are gradually being phased out, while those that embrace innovation are carving out new market opportunities and driving the transformation of the construction sector.

In this era of transformation, especially in the highly competitive formwork and scaffolding industry, innovation is not a choice but a necessity. To stay ahead, TECON must maintain its innovative edge. Fortunately, years ago, TECON developed its own steel-frame and aluminum-frame systems based on market needs and has since strengthened its R&D capabilities, investing heavily in new product development. As industry professionals, we must constantly refine our thinking and actions to stay in tune with market trends. Innovate or stagnate—this is the survival rule for every business and individual today.

For professionals in this industry, staying ahead requires more than just adapting to new technologies—it demands a mindset of continuous iteration and improvement. Only by evolving our thinking and actions can we keep pace with the industry's pulse and grow into better versions of ourselves.

Innovate or be left behind—this is the fundamental survival rule for both companies and individuals in today's world.



拓恒集团开展“成长·发现更好的我们”主题开年培训

TECON Launches “Growth: Discovering a Better Us” Annual Training



2025 年 2 月 10 日——拓恒集团启动为期两天的全员开年培训，旨在深化企业文化和提升业务能力，为新一年的发展注入动力。培训覆盖战略规划、制度宣贯、产品服务升级等六大核心板块，超过 50 名员工参与，由管理层和跨部门骨干联合授课。

TECON Launches “Growth: Discovering a Better Us” Annual Training On February 10, 2025, TECON held a two-day company-wide training program aimed at strengthening corporate culture and enhancing business capabilities to drive growth in the new year. Covering six key areas—including strategic planning, policy updates, and product-service enhancements—the training brought together over 50 employees and was led by management and cross-departmental experts.

《战略规划及经营理念》由总经理周总（Edgar Zhou）深入解析企业战略和行业竞争，帮助员工建立战略思维，明确个人与企业目标的协同。

Strategic Planning & Business Philosophy: managing director Edgar Zhou provided in-depth insights into TECON's strategy and industry competition, helping employees develop strategic thinking and align personal goals with corporate objectives.

《企业文化》采用“理论+场景化”教学模式，通过日常办公场景案例，强化员工对企业文化的理解和践行。

Corporate Culture: A blended approach of theory and real-life office scenarios reinforced employees' understanding and application of TECON's values.

《公司制度更新及宣贯》旨在向员工传达公司最新的制度更新内容，通过综合管理部（Joye）及财务部（Ava）的详细的解读与实例分析，确保每位员工都能准确理解并遵守新制度，提高工作效率。

Policy Updates: The Administration and Finance teams detailed the latest company policies, using case studies to ensure employees fully grasp the updates, boosting efficiency and compliance.

《更好的产品》：围绕产品的核心卖点与差异化优势由业务部（Rachael）、技术中心（Eric）及供应链部（Scott）多角度展开进行深入探讨。通过产品参数展示、竞品分析与实际的客户反馈案例，提升员工对产品的认知度与自豪感，为产品推广与销售打下坚实基础。

Better Products: Experts from Sales department (Rachael), Technical centre (Eric), Supply chain department (Scott) explored product differentiation and key selling points through product demos, competitive analysis, and real customer feedback, enhancing employees' product knowledge and confidence.

《更好的服务》课程由业务部（Joan）展开，聚焦于深化服务理念，提升团队的执行力。强调了客户需求导向，倡导定制化解决方案，并通过优质的服务和高效协作提升客户满意度。最后通过小组演练-案例分享，增强了团队对优质服务的认识，倡导以解决问题为核心，积极响应客户需求。

Better Services: Sales department (Joan) led discussions on improving service execution, advocating a customer-centric approach and customized solutions. Through case studies and group exercises, teams strengthened their problem-solving mindset and responsiveness.

《如何提高统筹协调能力》由 Joan、Eric 以及 Scott 联合讲述，Joan 从个人管理、沟通协作、资源整合等方面提出方法，如制定工作计划、建立信任关系、合理调配资源等；Eric 主要介绍技术职级评定标准、项目分级及技术在项目中的应用；Scott 则通过分享在询价过程中如何明确需求及如何处理异常，共同为提高统筹协调能力提供指导。

Enhancing Coordination Skills: Joan, Eric, Scott shared strategies for personal management, teamwork, and resource allocation. Joan focused on work planning and trust-building, Eric covered technical role grading and project applications, while Scott explained demand clarification and issue resolution in procurement.

总经理周总（Edgar Zhou）在结训仪式上强调，拓恒将持续通过季度培训和高管面对面等机制，打造学习型组织，并已启动“成长积分体系”，将培训成果与职业发展挂钩。拓恒人正以坚实的战略共识和业务能力，朝着成为中国领先的模板品牌的愿景迈进。

At the closing ceremony, Edgar Zhou emphasized TECON's commitment to continuous learning through quarterly training and executive Q&A sessions. He also announced the launch of a Growth Points System, linking training achievements to career development. With a unified strategy and strengthened expertise, TECON is steadily advancing toward its vision of becoming China's leading formwork brand.

沙特印象：在反差中探寻真实

Impressions of Saudi Arabia: Seeking Reality in Contrasts

--- Carl



在前往沙特之前,我对它的印象停留在炎热少雨、饮食忌猪肉的刻板认知中。清晨六点,我和技术伙伴们踏上了飞往沙特的航班。经过近二十小时的奔波,我们终于抵达了利雅得。

初到沙特,这座城市给我的第一印象是辽阔无垠。道路宽阔笔直,建筑多为低矮平房,很少有高层,几乎全是大平层住宅。饮食方面也迥然不同,他们酷爱甜食,商场里随处可见椰枣,白砂糖的包装类似于国内米袋。不仅超市里充满甜味,就连空气中也弥漫着甜滋滋的气味。即使是苏州这样的江南城市,在沙特的甜食面前也会相形见绌。正餐中也有很多独特的特点,比如他们的米是细长型的,煮熟后两粒米都不会粘在一起,难怪他们可以做手抓饭。

展会首日,沙特竟下起了冰冷的雨,这让我感到十分诧异:这真的是以炎热少雨作为地理特征的沙特吗?然而,忙碌的展会现场很快让我无暇顾及这份惊讶。展会每天从当地时间下午两点开始,直到晚上十点结束,相当于北京时间的晚上七点至次日凌晨五点。虽然每天结束时都感到身心俱疲,但展会的人流量和获客量远超预期,这一切的努力都变得值得。

展会结束后,我们总是在下午四五点听到清真寺传来的宣礼声。起初,我不太明白这音乐的意义。后来了解到,作为伊斯兰教的发源地,沙特阿拉伯在宗教实践上非常严格。全国各地都有清真寺,祷告时间到来时,宣礼塔会播放宣礼词,召唤穆斯林前来祷告。公共场所如商场机场等也设有专门的祷告室方便人们进行祷告。这种集体性的宗教活动增强了社会的凝聚力和共同信仰的认同感。

走在街上,石哥指着一个店面说那是男性理发店,而那个黑乎乎密不透光的门面是女性理发店。女性常常穿着黑袍,只露出一双眼睛,步伐轻盈迅速,仿佛古代的刺客一般。这种严格的性别分隔和保护措施,初看让人感到不适应,但细想之下,这也是他们文化和信仰的一部分。每个社会都有其独特的规范和习俗,这些正是构成文化多样性的基础。

在沙特的日子里,我逐渐适应了这种与原本生活截然不同的节奏和氛围。每当宣礼声响起,我都会停下手中的工作,静静地感受那一刻的宁静与庄严。那是一种与自然、与自我、与信仰的对话,让人心生敬畏。

这次沙特之行,让我深刻体会到世界的多样性和文化的差异。希望今后能有更多的机会去探索这个世界的不同面貌,感受更多未知的美好。

Before visiting Saudi Arabia, my perception of the country was limited to the stereotypes of scorching heat, scarce rainfall, and a strict diet prohibiting pork. At 6 AM, my technical colleagues and I boarded a flight, embarking on a journey that would take nearly 20 hours before finally arriving in Riyadh.

My first impression was the city's expansiveness—wide, straight roads and predominantly low-rise buildings. Skyscrapers were rare, with sprawling single-story homes dominating the landscape. The culinary differences were just as striking. Saudis have a deep love for sweets—dates are everywhere, and sugar is packaged in large sacks like rice back home. The air itself carries a distinct sweetness. Even a city like Suzhou, known for its delicate desserts, would pale in comparison to Saudi Arabia's love for sugar. Traditional meals also had unique characteristics, such as their long-grain rice, which remains separate when cooked—perfect for their custom of eating with hands.

On the first day of the exhibition, cold rain fell—something I never expected in a place known for its arid climate. However, the bustling show floor quickly shifted my focus. The exhibition ran from 2 PM to 10 PM local time (7 PM to 5 AM Beijing time), leaving us exhausted by the end of each day. But the overwhelming visitor turnout and high-quality leads far exceeded expectations, making every effort worthwhile.

Every afternoon around 4 or 5 PM, we would hear the call to prayer from a nearby mosque. At first, I didn't understand its significance. Later, I learned that as the birthplace of Islam, Saudi Arabia maintains strict religious practices. Mosques are everywhere, and at prayer times, the Adhan echoes from minarets, summoning the faithful. Even malls and airports have dedicated prayer rooms, reinforcing a shared sense of faith and community.

Walking through the streets, my colleague pointed out two contrasting storefronts—a bright, open barbershop for men and a dark, enclosed one for women. Women were often dressed in black robes, with only their eyes visible, moving swiftly like figures from history. At first, this strict gender separation felt unfamiliar, but over time, I realized it's deeply rooted in cultural and religious beliefs. Every society has its own norms and traditions, which shape its unique identity.

As the days passed, I gradually adapted to Saudi Arabia's distinct rhythm and atmosphere. Each time the Adhan resonated, I would pause, taking in the moment's calm and solemnity—a quiet dialogue between oneself, faith, and the surrounding world.

This journey deepened my understanding of cultural diversity and the beauty of contrasts. I look forward to exploring more corners of the world, embracing the unknown, and discovering the richness of different ways of life.

初次售后的奇妙旅行

A Fascinating After-Sales Journey

---Milo



初次踏上售后之旅，心情复杂而忐忑。一方面，经过长时间的产品知识和英语学习，我迫切希望能在这次任务中展现自己；另一方面，作为第一次长时间出国，心中难免涌起一丝乡愁。幸运的是，公司领导充分考虑到了这些情况，安排经验丰富的 Bob 与我同行，为这次任务保驾护航。以往对非洲的印象，大多停留在电视画面中——广袤的草原或破败的村落。然而，喀麦隆却为我打开了一个全新的视角。

第一视角：飞机上的喀麦隆

从高空俯瞰，起伏的丘陵与整齐的方块田地交织在一起，零星的小屋点缀其间。随着机翼划破云层，喀麦隆的全貌逐渐清晰：房屋密集，人群熙攘，俨然一副现代化城市的风貌。一条贯穿全国的道路蜿蜒于热带丛林之中，仿佛一条生命的脉络。

第二视角：车上的喀麦隆

乘车穿行于城市与乡村之间，先是经过小贩叫卖的喧闹街道，见识到非洲各种稀罕的水果，随后驶入茂密的热带丛林，欣赏“素不相识”的热带树木，最终抵达目的地——山西建工。在这里，我们受到了中国同胞的热情接待。晚上，一碗热气腾腾的山西胡辣汤下肚，竟让我在异国他乡感受到了一丝熟悉的温暖。这何尝不是一次奇妙的旅行？

第三视角：工地的喀麦隆

正式工作开始后，我们为现场负责人和工人播放了组装视频，并进行了安全技术交底。然而，预组装过程中却遇到了许多意想不到的问题：组装模板单元不方正、木梁连接爪螺栓拧的用力过猛导致背楞变形、现场结构变化较大……我们采取了用墨斗放线、及时制止并沟通、现场规划材料使用情况，调整施工方案并重新针对性交底等一系列措施去解决对应的问题。最大的挑战莫过于语言障碍——工人们只会法语，沟通必须通过翻译层层转达。一时间，问题接踵而至，令人焦头烂额。好在 Bob 经验丰富，总能在我疏漏时及时补充，帮助我逐步理清思路，推动工作走上正轨。尽管这些工人受教育水平有限，接受新知识的速度较慢，但他们的勤劳和积极态度令人钦佩。最终，通过双方团队的不懈努力和通力协作，顺利达成了我们既定的售后目标。

这次售后之旅让我受益匪浅，特别感谢 Bob 在工作和生活中的无私帮助：出行前提前兑换美金，下飞机后购买当地电话卡，工作中为我兜底，外出购物时主动承担沟通任务……他的细致与可靠让我深感敬佩。同时，也感谢 Eric 在售后过程中的监督与指导，帮助我梳理流程、完善细节。喀麦隆之行，不仅是一次工作经历，更是一次心灵的洗礼。它让我看到了世界的多样性，也让我更加珍惜每一次成长的机会。

Embarking on my first after-sales journey, I felt a mix of excitement and nervousness. On one hand, after extensive training in product knowledge and English, I was eager to prove myself during this assignment. On the other hand, this was my first long-term overseas trip, and a sense of homesickness inevitably crept in. Fortunately, the company had taken these factors into account and arranged for the experienced Bob to accompany me, ensuring a smooth and successful mission.

Cameroon from Above

My previous impressions of Africa were mostly shaped by television—vast savannahs or impoverished villages. However, Cameroon presented an entirely different perspective. From the airplane window, I saw undulating hills intertwined with neatly arranged farmland, dotted with scattered houses. As the wings cut through the clouds, the full picture of Cameroon gradually unfolded—a densely built city bustling with people, exuding a modern and vibrant atmosphere. A highway, like a lifeline, wound its way through the tropical forests, connecting the nation.

The City and Countryside

Traveling by car through both urban and rural areas was an eye-opening experience. The journey began with lively streets lined with street vendors selling exotic fruits I had never seen before. As we ventured deeper into the countryside, lush tropical forests surrounded us, filled with towering trees I couldn't even name. Eventually, we arrived at our destination—Shanxi Construction Engineering Group. There, we were warmly welcomed by fellow Chinese expatriates. That evening, a steaming bowl of Shanxi-style spicy soup warmed my stomach and, unexpectedly, brought a sense of familiarity and comfort in this foreign land. In that moment, I realized—wasn't this a fascinating journey in itself?

Overcoming Obstacles Together

Once work began, we first presented assembly videos and conducted a detailed safety and technical briefing. However, the pre-assembly process proved challenging, with misaligned formwork units, over-tightened beam connectors causing deformations, and unexpected structural discrepancies on-site. To tackle these issues, we used chalk lines for precise positioning, adjusted construction plans, optimized material usage, and provided additional briefings. The biggest hurdle was the language barrier—since the workers only spoke French, every instruction had to go through multiple translations, slowing down problem-solving. Fortunately, Bob's experience was invaluable. He stepped in whenever I missed something, helping me stay on track. Despite the workers' limited formal education, their diligence and positive attitude were admirable. Through teamwork and persistence, we successfully met our after-sales goals.

Lessons Learned and Gratitude

This after-sales journey was a tremendous learning experience. I am especially grateful to Bob for his unwavering support—exchanging US dollars before departure, purchasing a local SIM card upon arrival, backing me up at work, and even handling communication during shopping trips. His attention to detail and reliability left a deep impression on me. I also appreciate Eric's supervision and guidance throughout the process, helping me refine workflows and perfect the details. My time in Cameroon was more than just a professional assignment—it was a journey of personal growth. It broadened my perspective, deepened my appreciation for different cultures, and reminded me to cherish every opportunity for learning and improvement.

拓恒质检员的一天

采访者：欢迎各位观众收听收看今天的访谈节目。今天我们非常荣幸地邀请到了苏州拓恒建筑科技有限公司的质检员 Eden，来为我们分享他的一天工作以及质检工作的点滴。首先，请您简单介绍一下，您每天的工作是从什么时候开始的？

质检员：我每天 8 点 20 左右到公司，梳理工作后，8 点 50 参加部门会议，总结昨日工作并规划今日任务。我们的主管会针对昨天的事项进行总结，并对今天的计划做出指导。如果有需要协助的地方，我们会在会议上提出，由领导负责协调。

采访者：听说你们质检部门会对很多原材料和产品进行性能测试，能否简单介绍一下这些测试项目、标准和具体内容呢？

质检员：当然可以。我们公司目前执行的是 TECON 标准，这个标准是基于各项国家标准制定的，但我们的 TECON 标准都是优于甚至高于国家标准的。其中有一些，比如钢材我们采用的是欧洲标准 EN 1065，木材采用的是 EN 13377。我们会与所有的供应商进行初步的交底，然后打样确认。只有通过我们的确认后，供应商才会进行大规模的生产。在日常的验货工作中，我们会根据制定的标准，结合技术的加工复制要求，来进行细致的操作。

采访者：听说今天有因未达 TECON 标准而产生的争执？这种情况在你们的工作中常见吗？

质检员：是的，这种情况确实存在，特别是在我们开发新的供应商或者供应商尝试做我们的新品时。他们可能会认为我们的标准过于苛刻，已经超出了他们正常生产的范畴。但我们会向他们解释，为什么我们的标准会高于国家标准。因为我们的愿景就是做更好的模板，做更好的产品。虽然我们的标准可能对他们来说有些苛刻，但这也是我们为了保证产品质量而必须坚守的。

采访者：作为一名资深质检员，您在工作中有没有遇到过什么印象深刻的事情？

质检员：我印象中最深刻的一次，应该是几年前的一个晚上，我收到了一个临时性的出差通知。当时已经是晚上十点多钟了，我和供应链总监 Scott 一起去了一个工厂处理紧急订单问题。那次经历让我对我的上司有了更深刻的了解，他什么事情都能亲力亲为，这让我非常敬佩。

采访者：除了检验产品质量外，你们还需要和工人进行沟通打交道。这方面有没有什么难度呢？

质检员：沟通方面确实有一定的难度。因为我们的供应商素质参差不齐，有些工人可能不太理解我们的工作性质。他们可能会觉得我们是去找他们麻烦的。但我们会尽量以和谐的方式与他们沟通，解释我们的工作是为了保证产品质量和客户的利益。当然，随着合作的深入和时间的推移，很多工厂也会慢慢理解并接受我们的工作。

采访者：如果发现货物有划痕或损坏等异常情况时，你们一般是怎么处理的？

质检员：如果发现货物有异常，我们会在第一时间与工厂进行沟通，并在订单群里发送验货小结。我们会详细列出货物的不合格事项以及我们当场给出的解决方案。同时，我们也会要求工厂给出解决时间，并汇总相关信息汇报给对应的订单负责人。在这个过程中，我们会对不合格的产品进行严格把控和跟踪整改情况，直到货物合格交付为止。回想起刚开始从事这份工作时，总经理 Edgar 曾向我传授过一条宝贵的经验。他告诉我，在执行验货任务时，应当将该批货物视为自己掏钱购买的物品一样去审视。换言之，如果假设你亲自出资购买了一件商品，而它却无法让你满意，那么，你又如何能够说服我们的客户去接受这样一件不合格的产品呢，这便是其中的道理。

采访者：你对工作的看法和职业规划是怎样的？

质检员：我认为我的工作就是做好手上的每一件事，确保每一件产品的质量都符合我们的标准。同时，我也会不断提高自己的职业素养和技能水平，以更好地完成公司交给我的任务。至于职业规划方面，我希望能够在这个行业里不断深耕细作，成为一名更加优秀的质检员。



A Day in the Life of a Quality Inspector at TECON

Interviewer: Welcome, everyone, to today's interview program. We are honored to have Eden, a quality inspector from Suzhou TECON Construction Technology Co., Ltd., with us today. Eden will share insights into his daily work and the nuances of quality inspection. To start, could you briefly describe when your workday begins?

Eden: I usually arrive at the company around 8:20 a.m. After organizing my tasks, I attend a departmental meeting at 8:50 a.m. During this meeting, we summarize the previous day's work and plan for the day ahead. Our supervisor reviews the previous day's issues and provides guidance for the day's tasks. If any assistance is needed, we bring it up during the meeting, and the supervisor coordinates accordingly.

Interviewer: I understand that your quality inspection department conducts various performance tests on raw materials and products. Could you briefly introduce these tests, standards, and specific details?

Eden: Certainly. Our company currently follows the TECON standard, which is based on various national standards but is superior to or even exceeds them. For instance, we use the European standard EN 1065 for steel and EN 13377 for wood. We conduct initial briefings with all suppliers and confirm samples. Only after our confirmation can suppliers proceed with mass production. In our daily inspection work, we follow the established standards and technical processing requirements to perform detailed operations.

Interviewer: I heard there was a dispute today because some materials didn't meet the TECON standard. Is this common in your work?

Eden: Yes, such situations do occur, especially when we are developing new suppliers or when suppliers are trying to produce new products for us. They might think our standards are too stringent and beyond their normal production scope. However, we explain why our standards are higher than national standards. Our vision is to create better formwork and products. Although our standards may seem harsh to them, they are essential for ensuring product quality.

Interviewer: As an experienced quality inspector, have you encountered any particularly memorable incidents in your work?

Eden: One of the most memorable incidents happened a few years ago. Late one night, around 10 p.m., I received a last-minute notice for a business trip. I went with our supply chain director, Scott, to a factory to handle an urgent order issue. That experience gave me a deeper understanding of my boss, who is willing to get personally involved in any situation, which I greatly admire.

Interviewer: Besides inspecting product quality, you also need to communicate with workers. Is this challenging?

Eden: Communication can indeed be challenging. Our suppliers vary in quality, and some workers may not fully understand the nature of our work. They might think we are there to cause trouble. However, we strive to communicate harmoniously, explaining that our work is to ensure product quality and protect customer interests. Over time, as cooperation deepens, many factories gradually understand and accept our work.

Interviewer: How do you handle situations when you find scratches or damage on the goods?

Eden: If we find any anomalies, we immediately communicate with the factory and send an inspection summary in the order group. We detail the non-conforming items and our on-site solutions. We also require the factory to provide a resolution timeline and report the relevant information to the order manager. Throughout this process, we strictly control and track the rectification of non-conforming products until they meet the standards for delivery. Reflecting on when I first started this job, our general manager, Edgar, shared a valuable piece of advice. He told me to view the batch of goods as if I were spending my own money to buy them. In other words, if you wouldn't be satisfied with a product you purchased yourself, how could you expect our customers to accept it? That's the principle we follow.

Interviewer: What are your views on your work and your career plans?

Eden: I believe my job is to do every task well and ensure that every product meets our standards. I also strive to continuously improve my professional skills and knowledge to better fulfill the company's tasks. As for my career plans, I hope to continue to delve deeply into this industry and become an even more outstanding quality inspector.



For all product sizes, from tie rods to self-climbing formwork brackets, whether produced in-house or outsourced, we have a comprehensive Quality Control System. This system covers the entire order delivery process, from raw material inspection to manufacturing and final product inspection.

中国生肖 - 蛇

The Chinese Zodiac - The Snake

蛇被大多数人视为危险的生物，为何能为中国生肖。蛇负面形象的出现与建立，大多源自于佛教典故之中；而早期蛇就是中国原始社会的图腾之一，与古人的自然崇拜有关，在距今 8000 年的新石器时代就已经发现了与“蛇”相关的文物。

The snake is often perceived as a dangerous creature, so why is it one of the Chinese zodiac signs? The negative image of the snake largely stems from Buddhist stories. However, in early Chinese society, the snake was one of the original totems, linked to ancient nature worship. Artifacts related to snakes have been discovered dating back to the Neolithic period, around 8,000 years ago.

1959 年，新疆吐鲁番的阿斯塔那古墓群中，发现了一幅神秘的绢画，绢画上绘制了中国古代传说中人类的始祖“伏羲和女娲”，他们人首蛇身以双螺旋状交缠在一起，头顶日月星辰象征着创造万物的神力。在中国传统神话中，伏羲和女娲被认为是中国文明的创始人。他们的形象被赋予了神秘而神圣的意义。伏羲被认为是中国最早的历书编制者，他发明了八卦，创立了历法，开创了人类文明的新时代。女娲则被认为是人类的母亲，她以自己的身体造出了人类，并教导人类生活和工作的技能。两位神仙的形象被赋予了创造力、智慧和神秘的意义，已成为中国文化的重要象征。

In 1959, a mysterious silk painting was found in the Astana tombs in Turpan, Xinjiang. The painting depicted Fuxi and Nüwa, the legendary ancestors of humanity in Chinese mythology. They were shown with human heads and snake bodies, intertwined in a double helix, with the sun, moon, and stars above their heads, symbolizing their divine power to create all things. In traditional Chinese mythology, Fuxi and Nüwa are considered the founders of Chinese civilization. Their images are imbued with mystery and sanctity. Fuxi is credited as the earliest compiler of calendars in China; he invented the Eight Trigrams and established the calendar system, ushering in a new era of human civilization. Nüwa is regarded as the mother of humanity, who created humans from her own body and taught them essential skills for living and working. The images of these two deities symbolize creativity, wisdom, and mystery, becoming important symbols in Chinese culture.

十二生肖的形成与中华农耕文明密切相关，也离不开古人对自然界的观察。蛇在生肖中位列第六，对应地支“巳”。因巳时为上午 9 至 11 时，正是蛇结束蛰伏开始活动的时候，此时象征阳气渐盛、万物复苏，便有了“巳蛇”的说法。

The formation of the twelve zodiac signs is closely related to Chinese agricultural civilization and the ancient people's observations of nature. The snake is the sixth sign in the zodiac, corresponding to the earthly branch "Si." The "Si" time is from 9 to 11 a.m., which is when snakes end their hibernation and become active. This time symbolizes the growing yang energy and the revival of all things, hence the term "Si Snake."

古人对蛇图腾崇拜的生动写照。随着部落不断融合、迁徙，这份对蛇的敬畏与崇拜，慢慢扎根在中国的文化基因里。

The ancient reverence for the snake totem is vividly reflected in these beliefs. As tribes merged and migrated, this awe and worship of the snake gradually took root in the cultural DNA of China.

