

# 恒迹

## Footprints of TECON

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2024年3月20日 月刊（第一期）

苏州拓恒建筑科技有限公司 市场部主办 内部资料 免费交流

## 十年初心不改 继续乘风破浪



十年前，我们从一个小规模公司开始，经过无数次的挑战和努力，逐渐成长为行业的佼佼者。这一路上，我们经历了无数的风风雨雨，每一次的挑战都让我们更加坚强，每一次的成功都让我们更加自豪。我们的成就不仅体现在业绩的增长上，更重要的是，我们建立了一个充满活力、相互支持的团队，共同创造了一个充满创新和激情的工作环境。

A decade ago, we embarked on our journey as a modest enterprise. Through countless challenges and relentless efforts, we have ascended to become leaders within our industry. Along this path, we've weathered myriad storms, each trial fortifying our resolve, each triumph swelling our pride. Our accomplishments are not solely reflected in our growth metrics but, more significantly, in the vibrant, supportive team we've cultivated, together fostering a workplace brimming with innovation and passion.

### 周总、刘总致辞

庆典在总经理周青和技术总监刘仁军的热情致辞中拉开帷幕。他们回顾了公司的发展历程，强调了团队合作和正确决策对公司成功的重要性。  
The ceremony kicked off with enthusiastic speeches from General Manager Edgar and Technical Director Reed.



Edgar

“开拓进取，恒心恒力”

“行程万里，初心如一”



Reed

我们将坚守高效、务实、团结和责任的核心价值观，不懈探索，不断进取，致力于为客户提供更好的模板，更好的服务，更好的生活体验。面向新的征程，我们期待以不变的决心和团结，共同克服挑战，建造更多辉煌成就的殿堂，让它们熠熠生辉，承载我们的共同梦想。



# 启程向前，星辰大海的诗篇

--- 业务一部 Owen

我和拓恒的故事，始于半年前的一个周三下午。我坐在返乡的高铁上，处理一些家务事。

苏州的9月，虽已立秋，但并无一丝凉意。高铁上，午后的斜阳钻进玻璃，洒在车厢的走廊上。就在这时，我接到了人事小姐姐 Joye 的电话。她的声音穿过车厢的喧嚣，坚定而自信地介绍着公司和行业的未来。虽然具体的对话细节已经模糊，但那股力量，却在我心中久久回响。

尽管我加入公司的时间不长，但所经历的却丰富多彩。从参加公司季度庆功会开始，很快，我就迎来了与我同期的新伙伴。我们一起讨论、学习、给客户发邮件、参与视频会议、去工厂参观。渐渐的，一个对行业一无所知的菜鸟，渐渐变得羽翼丰满起来。走过弯路，经历过挫折和失落，但更多的成长与满足的喜悦。

拓恒这个名字，意味着“开拓进取，恒心恒力”。2023年，正值公司成立的第十个年头。我有幸参与了周年庆典的全过程，从策划到成功举办。庆典上，周总在台上披挂着红围巾，拿着话筒，讲述着公司的成立到如今的成就，一个个故事配合着幻灯片栩栩如生的呈现在观众的眼前。从成立初期的迷茫，到发展时迎来的机遇，再到疫情期间的无助，他的声音时而激昂，时而柔和，一个个故事随着幻灯片的切换生动展现。我们仿佛穿越到了故事中，与拓恒一同经历了起伏。时代在变，故事在演进，但拓恒的使命和将中国制造推向世界的决心从未改变。

与强者为伍，智者同行。与优秀的人为伍，你也将变得优秀。

年后，我们搬进了新的办公室，远离了市区的尘嚣，太湖的美景可以一览无余。而我，也迎来了自己的而立之年。对我而言，这不仅是职业生涯的一个新起点，也是我人生的一个重要里程碑。有幸与拓恒同行，与一群可爱而又可敬的人一起，我们共同追寻那无垠的星辰大海，诗与远方，永远激励着我们勇往直前，为拓恒的下一个十年谱写更加辉煌的篇章。

Half a year ago, I boarded the high-speed train back home, burdened with pressing family matters yet helpless to address them. It was then that I received a call from Joye at TECON. The warm afternoon sun cast gentle rays across the train compartment, illuminating the table, while her firm and confident voice on the other end of the line left a profound impression on me. Though the details of that call have faded from memory, the decisive force behind it remains etched in my mind.

Subsequent conversations with Rebecca and Edgar felt effortless and natural, further cementing my decision to join TECON, especially given its proximity to home.

The name TECON carries with it a belief in "pioneering and perseverance." Looking back now, half a year later, I feel fortunate to have made that initial decision.

Though my time at the company has been relatively short, I've experienced much. From the very first day, I was thrust into the company's quarterly celebration, where I grew alongside my peers, engaging in meetings, learning about our products, corresponding with clients, participating in video conferences, and even visiting factories. Through theory and practice, I gradually evolved from a clueless newcomer into someone more confident and capable. Despite facing setbacks and moments of disappointment, the joy of success has made it all worthwhile. Reflecting on these experiences, I realize they are invaluable treasures gained during my time at TECON.

Attending the company's 10th-anniversary celebration towards the end of the year was yet another fortunate opportunity. Listening to Edgar's recount the company's journey from its inception to the present day, I felt as though I were a part of it all, keenly sensing the hardships endured along the way and the determination to propel Chinese manufacturing onto the global stage.

TECON has taught me how to progress alongside a team. Together with a group of admirable individuals, we continue to pursue the vast expanse of the universe, chasing after poetry and distant horizons, forever inspired to forge ahead.





# 青春昂“杨”，奋发“志远”

--- 业务二部 James

在 2020 年的冬日里，我结束了长达三年的家庭煮夫生活，幸运地加入了拓恒大家庭，重新踏入职场的征程。初期，我因为适应不了新的工作节奏和对自己的严苛要求，整日处于一种焦虑和压抑之中。

那个阶段工作日每天放松自己的方式就是离开工位，去吧台那边接点水，顺带远眺一下中润中心窗外鳞次栉比的高楼大厦，以及更远处葱葱郁郁的上方山。去往吧台那边都会经过技术部的办公区域，经过的时候，有一个戴着眼镜，还有点斜刘海的小伙，老是有意无意地朝我笑，当时只知道他的中英文名字，就这还是因为入职的第二天他给我进行了土木工程基础知识的培训记住的，其他便几乎未有交集。

一开始，对于这种扑面而来洋溢着青春的笑容，我只能回以尴尬却礼貌的微笑，心中的压力让我难以给予更多。但随着时间的推移，我从他与同事的闲聊中得知他养猫、喜欢开车、厨艺高超，我对他的了解也逐渐增多。

再往后，有了一些关于产品，关于技术问题的请教，接触的也就慢慢更多了。他对我的帮助始终耐心且详尽，不论是通过图示还是列举生活中的例子，都让我易于理解。在竞争激烈的职场中，他的这份耐心和帮助是最难能可贵的。更令人感动的是，即便是深夜或凌晨，他也总是乐于解答我的疑问。这种状态持续了近三年，我们之间的友谊也因此日渐深厚。我对拓恒的归属感和认同感，很大一部分来自于这位我称之为小 Jerry 的年轻人。

2023 年，我和 Jerry 这对被称为 JJ 组合的搭档，踏上了前往印度洋明珠——马尔代夫之旅。马尔代夫的美景令人陶醉，但美丽的风景并不能满足我们的胃。在这片美丽的土地上，我们的餐桌上却只有单调的鸡肉炒饭和鱼肉炒饭，每天“双曲循环”，给这位未来的“拓恒美食家”带来了当头一棒。更加考验 Jerry 的是，他在向当地工人指导时遇到了沟通和理解的难题。当地工人很多是从孟加拉和印度过来的，英语不利索，之前也没有使用过我们的塑料模板，而且他们的动手能力远远不能满足精细的工艺要求。面对酷热的阳光和连绵不绝的抱怨，Jerry 保持着不卑不亢的态度，坚持每天在工地上进行指导和示范。通过耐心和创造性的教学方法，工人们不仅掌握了技术要领，更对使用塑料模板的便捷和效率有了深刻的认识。随着技能的提升，工人们的工作变得游刃有余。最终，工头对 Jerry 的信任达到了顶点，他承诺将在明年前往中东工作时向项目方推荐我们的公司和模板。这份信任超出了我的预期，是作为业务的我，很难做到的。

这段经历不仅是对专业能力的考验，更是对人性和友谊的深刻体验。我和 Jerry 之间的“并肩作战”友谊，以及在异国他乡共同面对挑战的经历，让我们的关系更加牢不可破。这是一段关于成长、友谊和信任的旅程，也是我职场生涯中最宝贵的记忆之一。



In the chilly embrace of winter 2020, I bid farewell to three years of domestic life and was fortuitously embraced by the Tecon family, marking my re-entry into the professional world. Initially, the transition was rough; I found myself ensnared in a web of anxiety and depression, struggling to adapt to the brisk pace of work and the lofty standards I set for myself.

At that stage, the way to relax myself every working day was to leave the workstation, go to the bar to get some water, and take a look at the skyscrapers lined up outside the window of Zhongrun Center, and the lush green mountains in the distance. When I went to the bar, I would pass by the office area of the technical department. When I passed by, there was a guy with glasses and oblique bangs who always smiled at me intentionally or unintentionally, and I only knew his Chinese and English names at that time, which I remembered because he gave me training on the basics of civil engineering on the second day of my joining the company, and then I almost did not have any interactions with him.

At first, I could only smile back awkwardly but politely at this youthful smile, and the pressure in my heart made it difficult for me to give more. But with the passage of time, I learned from his casual conversations with colleagues that he keeps cats, likes to drive, and has excellent cooking skills, and my understanding of him gradually increased.

Later on, I had some questions about products and technical problems, and my contact with him slowly increased. He has always been patient and thorough in helping me, whether through diagrams or examples from life, so that I can easily understand. In a competitive workplace, his patience and help are most valuable. What is even more touching is that even late at night or early in the morning, he was always happy to answer my questions. This state of affairs has lasted for nearly three years, and the friendship between us has grown deeper and deeper as a result. A large part of my sense of belonging and identification with Top Haven comes from this young man I call Jerry Jr.

In 2023, Jerry and I, a pair known as the JJ Duo, embarked on a journey to the Pearl of the Indian Ocean - the Maldives. The Maldives was mesmerizing, but the beauty of the landscape did not satisfy our stomachs. In this beautiful land, the only thing on our table was the monotonous chicken fried rice and fish fried rice, a daily "hyperbolic cycle" that gave the future "Topanga Gourmet" a headache. Adding to Jerry's challenge was the communication and understanding problems he encountered when instructing the local workers. Many of the local workers came from Bangladesh and India, their English was not good, and they had never used our plastic formwork before, and their hands-on ability was far from being able to meet the requirements of fine craftsmanship. In the face of the scorching sun and continuous complaints, Jerry maintained an unassuming attitude and insisted on instructing and demonstrating on the construction site every day. Through patient and creative teaching methods, the workers not only mastered the technical essentials, but also gained a deep understanding of the convenience and efficiency of using plastic formwork. As their skills improved, the workers became comfortable with their work. Eventually, the foreman's trust in Jerry reached a peak, and he promised to recommend our company and formwork to the project when he traveled to the Middle East to work next year. This trust exceeded my expectations and was something that would have been difficult for me to achieve as a business person.

This experience was not only a test of professionalism, but also a profound experience of humanity and friendship. The "side-by-side" friendship between Jerry and I and the challenges we faced together in a foreign country made our relationship even more unbreakable. It was a journey of growth, friendship and trust, and one of the most valuable memories of my career.







## 重逢拉斯维加斯

在2024年1月份，James 和 Eric 收拾行囊，前往美国参加一年一度的混凝土展。

他们的目的地是美国的拉斯维加斯，因为疫情原因，时隔四年，他们终于又来到了这个充满活力的城市！在展会开始前，他们的客户，两位都来自加拿大，热烈邀请 James 和 Eric 共进晚餐。

那天晚上，他们来到了一家著名的中餐馆。餐厅的装饰充满了东方的韵味，让人仿佛置身于遥远的中国。他们的客户特意点了北京烤鸭，烤鸭切成片，伴着黄瓜丝和葱丝，再加上酱汁，真的绝了！这道中国的传统美食，让 James 和 Eric 感到无比的亲切。

在谈话中，James 和 Eric 也向客户介绍了拓恒的新产品，客户之前使用过我们的产品，对拓恒的产品赞不绝口，表示我们的产品质量上乘，信誉可靠，并且约定3月初来拜访，期待在未来的合作中能够有更多的机会使用我们的产品。

那个晚上，James 和 Eric 在异国他乡，享受着熟悉的美食，感受着家乡般的温暖。那个晚上，他们的友谊更加深厚，他们的合作更加紧密。他们也期待着未来的合作，期待着崭新的成功。



In January 2024, James and Eric packed their bags and headed to the USA for the annual Concrete Show.

Their destination was Las Vegas, USA, a vibrant city they were finally visiting again after four years due to the epidemic! Before the start of the show, their customers, both from Canada, warmly invited James and Eric to dinner.

That evening, they went to a famous Chinese restaurant. The restaurant was decorated with oriental flavors, making it seem as if they were in faraway China. Their client specially ordered Peking Duck, which was sliced and accompanied by shredded cucumber and green onion with a sauce that was really excellent! This traditional Chinese dish made James and Eric feel very close to home.

During the conversation, James and Eric also introduced the new products of Tecon to the customer, who had used our products before and praised Tecon's products very much, said that our products were of high quality and reliable, and agreed to visit us in early March, expecting that there would be more opportunities to use our products in the future cooperation.

That night, James and Eric were in a foreign country, enjoying the familiar food and feeling the warmth of their hometown. That night, their friendship became deeper and their cooperation became closer. They also look forward to future cooperation and brand new success.

## 2023 年年度表彰名单

### 最佳新人（2位）：

业务一部 Betty  
采购部 Sarah

### 年度服务之星（1位）：

技术部 Jerry

### 年度技术先进个人（1位）：

技术部 Damon

### 年度成长之星（4位）：

业务一部 Racheal  
业务二部 Serena  
人事行政部 Lucky  
市场部 Zoe

### 劳苦功高奖（3位）：

采购部 Sky  
人事行政部 Joye  
跟单部 Amy

### 年度最佳支持奖（1位）：

技术部 Eric

年度团队销售冠军：业务一部

年度个人销售季军：Joan

年度个人销售亚军：Daisy

年度个人销售冠军：Rebecca

### 军令状达标（4组）：

业务一部  
Mark&Serena  
技术部  
Scott



# 一座治愈系的城市 - 苏州

## A Healing City - Suzhou

从古到今,许多人向往江南水乡,千百年来,苏州水乡几乎成了江南水乡的代名词。苏州就是江南水乡最美的地方,那的美景如烟如雾,如诗如画。有溢翠流金的田野,宁静安详的水村,更有园林野台楼阁太湖之美景。三千年苏州,是一部关于浪漫与优雅的史书,即便不是省会城市,苏州的光芒也从未被遮掩,这座城市的美浑然天成,连历史都对它厚爱。她有着天下最为精巧别致的园林、最为细腻婉转的昆曲评弹和最为温柔甜蜜的吴侬软语.....走入苏州,才真正走入梦中的江南。

From ancient times to the present, many people aspire to the water towns in the south of the Yangtze River, and for thousands of years, Suzhou water town has almost become synonymous with the water towns in the south of the Yangtze River. Suzhou is the most beautiful place in the Jiangnan Water Town, where the beauty is like smoke and mist, and the scenery is like poetry and picturesque. There are overflowing emerald fields, quiet and peaceful water villages, and even more gardens, wild platforms and pavilions, the beauty of the Taihu Lake.

Suzhou is a history book about romance and elegance, even if it is not the capital city of the province, the light of Suzhou has never been obscured, the beauty of this city is so natural that even history loves her. She has the most exquisite and chic gardens in the world, the most delicate and sweet Kunqu opera and the most gentle and sweet Wunong language..... When you walk into Suzhou, you really walk into the Jiangnan of your dreams.



在后续的期刊中,“恒迹”将持续分享,带您了解不同角度的苏州。

In the following issues, we will continue to share with you different perspectives of the Suzhou.

Tecon's office is located in Suzhou, welcome to your vist!



# 苏州春时令美食

## Suzhou's Spring Cuisine

### “春时第一鲜” - - 腌笃鲜

“腌”是指咸肉，“笃”是苏州话，其意是用小火炖煮，“鲜”则是鲜肉和鲜笋。李渔在《闲情偶寄》描述有关吃笋的技巧“素宜白水，荤用肥猪”，最能体现此法的一道菜非腌笃鲜莫属。

*A dish where “Yan” refers to salted pork, “Du” in Suzhou dialect means to simmer over low heat, and “Xian” signifies fresh meat and bamboo shoots.*



### “春天的味道” - - 青团



古人逢寒食需要停火三日，不能生火做饭，而青团便成了期间的过渡食物。袁枚在《随园食单》对青团的制作有记载“捣青草为汁，和粉作团，色如碧玉”

*In ancient times, during the Cold Food Festival, cooking fires were extinguished for three days, and Qingtuan became the transitional food of choice.*

### “吓煞人香” - - 碧螺春

“吓煞人香”及苏州方言大意是形容香气了得，香到吓煞人；后康熙赐名“碧螺春”，而声名鹊起。因形似螺旋，茶条索紧结纤细，茸毛遍布，白毫隐翠，叶芽幼嫩，冲泡后茶叶徐徐舒展，杯中犹如雪片飞舞，慢慢舒展成一芽一叶，汤色嫩绿明亮，茶水银澄碧绿，清香袭人，口味凉甜，鲜爽生津，经久不散。

*This phrase, in Suzhou dialect, describes an aroma so extraordinary it's almost startling. Later, Emperor Kangxi bestowed the name “Bi Luo Chun,” catapulting its fame. Resembling a spiral, the tea leaves are tightly curled, slender, and covered with fine hairs, with hidden jade-green tips and tender buds. Upon brewing, the leaves gently unfurl, resembling snowflakes dancing in the cup, eventually opening into a bud and a leaf. The liquor is a bright, tender green, with a clear, silver-green hue, delivering an assaulting fragrance, a cool and sweet taste, refreshing and thirst-quenching, with a lasting aroma.*



### 苏州开春必吃的“第一块肉” - - 酱汁肉



苏州人每年少不了的“四块肉”，夏吃粉蒸肉，秋吃扣肉，冬吃酱方，春天就是这用红曲粉、冰糖等配料烧成的酱汁肉。以碧绿的金花菜打底，肉色红如樱桃，皮烂肉酥，咸香软糯。

*This dish, essential to the Suzhou diet, is part of the “four meats” eaten annually, with each season bringing its own specialty: steamed pork with rice flour in summer, braised pork belly in autumn, soy sauce-braised pork in winter, and in spring, the soy sauce-braised pork is meticulously prepared with red yeast rice, rock sugar, and other ingredients. Served atop a bed of vibrant shepherd's purse, the meat boasts a cherry-red hue, with a texture that is tender to the point of falling apart, offering a savory, sweet, and melt-in-your-mouth experience.*

Tecon's office is located in Suzhou, so come and try the Suzhou cuisine!