

人生，单程的旅行，我们誓要精彩！

*Life is a single way trip,
we want to be brilliant as we could*

静待成长
WAIT FOR US TO GROW UP



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规模一流 品牌一流 团队一流

First-class scale, First-class brand and First-class team

By Sam Huang
GENERAL MANAGER

敢于创新-----人生将
色彩斑斓

*Dare to innovate
Life would be colorful*



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黄先生的故事>>> Huang's Story

2004-2005年

2004年大学毕业，跟所有职场新人一样，为了生存去努力工作。但一直没有理想的工作发展，于是在家人的要求下，在2005年底回到了家乡。之后不停的面试，换工作，还是一直没找到理想的工作。

Year 2004-2005

Graduated from College, like most Rookies, find a work and struggle with hungry. Since not have good chances in job, he back to hometown at end of 2005, as per the requirement of his family. Still shift from job interviews and change jobs and jobs, he still have not find a reasonable job he want.

梦想改变生活
Dreams change lives

不凡者梦想 未来 超凡者实现 梦想

*The special people dreams for future
The super person achieve their dreams*

2006-2007年

2006年4月份，黄先生自荐到一个新成立的公司，生产床垫用弹簧芯。在2年时间内帮助公司的年产值从0做到1200万。黄先生的业绩占总销售额的80%，其中95%是美国的业务。但是他发现和老板的各种理念不合，包括对待员工，为人处事，管理等各个方面。工作地不开心，收入也不是太理想，他在犹豫是否离开。

Year 2006-2007

At April, he introduced himself and entered into a new found company, produce spring unit for mattresses. Help them developed turnovers from 0 to 2 million USD (12million RMB)(ads budget less than 2,000usd at year 2006, and 10,000usd at year 2007), till the end of year 2007.

He sales 80% of the turnovers(1.5million USD/ 10 million RMB), and 95% of his business is USA.

But he found that he have big different concepts with the boss, like treat staffs, treat things, management etc. He feel not happy in the work, and because of less income, he is hesitate to leave.

他积极地，有创造性地对待工作。

在工作中，

测试并创造了该公司产品的成本核算方法；

办理了进出口权，并帮公司实现了出口零的突破；

帮助公司开发了新的包装方式，并开发了第一个客户；

帮助公司改进了出口包装方式和集装箱装箱方式；

建立单证格式等一系列外贸必备基础，以及改进管理，工作标准上的一些工作。

He is positive, Energetic and creative at work.

During his works, he

create product costs calculate system for the company,

developed export basic for the company,

help the company improve on new packing and developed first customer

help the company solve export packing method, container loading

and other things make the company more standard on factory&management...



2008年

或许命运不希望他的沉沦，美国政府开始对他们的产品进行了反倾销调查，并在08年底实行了反倾销税。黄先生基本上丢失了他的所有生意（因为95%是美国市场），他决定辞职，开始创业。正所谓‘塞翁失马，焉知非福’，或许这是个好的契机。

Year 2008

Maybe the Fate not want him to sink down,the U.S government start anti dumping investigate on their products,and start anti-dumping duty at the end of year 2008.Huang lose all his business (95%from USA market),he decide to leave and start his own business.

别放弃，坚持下去
就能达到成功彼岸

*Do not give up, insist on it
We will make our success finally*



‘吉塞斯’和‘永华’的故事 >>>

GCS&YONGHUA'S STORY

2009年

以SOHO的形式，开始销售农机、沙发和床垫用的弹簧。

Year 2009

Huang start his business as a SOHO, on springs for agricultural machinery, sofa and mattresses.

同时在2009年

应朋友邀请，一起合伙创办工厂，名叫‘永华’，生产农机用的弹齿。这一年他们租了个100平米的厂房，开始为欧洲客户提供农机弹齿。

Same Year 2009

Huang accept a joint-venture invitation from a friend, they found a manufactory named YONGHUA, produce spring tines for agricultural machinery. This year they rent a workshop just 100 square meters, and start production for international business.

2010年

‘永华’开始在中国大陆销售他们的农机弹齿。

Year 2010

YONGHUA start sell their spring tines in domestic of China.

同时在2010年

黄先生成立‘吉塞斯’，为了更好的国际服务。

Same Year 2010

Huang found GCS, for better international service.

2011年

‘永华’的生产车间扩大到200平米。

Year 2011

YONGHUA start sell their spring tines in domestic of China.

同时在2011年

‘吉塞斯’的业务范围扩展到更多的农机配件，如刀片、中耕机弹簧齿等。

Same Year 2011

GCS expand his business to more Agri parts, like blades, cultivator s tines.



2012年

‘永华’已有超过100种弹齿的生产经验。
他们的质量也开始受到国内客户的认可，客户主动找上门了。
‘永华’的厂房扩大到1千平米。
他们设计制造了自己的机器，更适于弹齿的生产。

Year 2012

YONGHUA have more than 100kinds of spring tines experience for agricultural machinery.
Same time, their quality was accepted and welcomed by domestic users, more customers
was seeking for their products.
YONGHUA move to a workshop of 1000 sq. meters.
YONGHUA developed their own machines, more suitable for spring tine production.

同时在2012年

‘吉塞斯’有了更多的农机配件。
帮客户开发了整套耙轮组成，卖往美国。
给‘永华’编写了一套弹齿生产的内部质量管理指南。

SameYear 2012

GCS have more agri parts.
GCS developed complete hay wheel rake unit, and sell to USA.
GCS wrote an in house production instruction on spring tines for YONGHUA.





2013年

‘永华’年产弹齿超过1百万只。
超过150种弹齿的生产经验。
开始供应洋马、久保田、华德等原厂配件弹齿
给英国COMGRA集团开发了一款新的儿童餐椅,并在中国完成了专利申请。
取得了COMGRA商标的授权,在中国销售。

Year 2013

YONGHUA annual output over 1 million pieces of spring tines.
YONGHUA produce OEM spring tines for YANMER, KUBOTA machinery.
YONGHUA have more than 150kinds of spring tines for agricultural machinery.
YONGHUA help develop a new baby feeding chair for UK COMGRA group. Same
year, we get Patent registered in China for this new baby feeding Chair.
YONGHUA get authorization of sell products in mainland of China, on brand
'Comgra'.

同时在2013年

‘吉塞斯’帮助一起开发儿童餐椅。
‘吉塞斯’把生意拓展到儿童用品上。

Same year 2013

GCS help develop a new baby feeding chair for UK
COMGRA group.
GCS start their business on baby products.



2014年

我们依然在路上...

Year 2014

We are keeping on the road...

赢得时间的人赢得一切

Win win all the time people

新项目计划--婴童用品 >>>

GCS's New Project Plan: Baby products

到12年底

黄先生不再为生活犯愁。他有足够的时间过休闲的生活，在钓鱼，骑车，爬山，旅行时，他开始思考何去何从，他想要过一种他喜欢的生活。此时，有个想法每每出现在他的脑海：到生命终结时，他能够走多远，他很想试一试。

Till End Of Year 2012

Huang not worry with hungry, not worry with his living at all. And he start to have plenty of time in leisure, he thinking during fishing, biking, climb mountain, travel, in thinking with the life he need to go.

He is intend to live in a life that he like.
A question always comes out from his mind, how long it could be till the end of life. He want a try.

因为他也有了自己的孩子，经常注意到新闻里播放的，食物，玩具，日用品的安全问题，对大众的家庭尤其是孩子，造成了很大的伤害。有些产品甚至是大公司生产的。不管大公司，小公司，如果他们只是为了利润，为了赚钱，那么他们的危害是相当大的，尤其是大公司。

稍作研究，黄先生发现婴童用品是一个非常大的市场。而且一边能赚钱，一般能做些力所能及的好事，这是一个值得一做的事业。于是他决定开始婴童用品的生意。

Since he have his child, he notice on news that dangers in food, toys, daily use items, affect to people, especially harmful to kids. Some products even are from big company or groups. Whatever big or small company, most important is who lives in their soul, evil or angel. If they only want make money, it is more harmful for a big company.

He learned that there is a huge market for kids daily use products, also he want to do something good, so why not we doing things good and make money together? So they decide carry on kids daily use products.



Good details lead to success

细节决定成败

Details determine success or failure

我们立足于市场	We base on market
我们洞察消费者的感受和需求	We look into consumer's feeling and demand
我们专注于每个细节	We focus on each details
我们的所作所为	What we do
不为我们公司	Not only for ourselves
最终是为了社会的发展	But also for social development



心无旁骛 精益求精

Distractions excellence

面对错综复杂的市场

面对剪不断

理还乱的经营头绪

我们要始终保持着清醒的头脑

We always insist our rules
carry out great quality products before sale

SERVICE FOR CUSTOMER

2013年

‘吉塞斯’和‘永华’，研究了全球市场上的各种儿童餐椅，改良了现有餐椅的很多弊端，并打造了他们的第一款餐椅设计。安全、绿色、使用年限更长以及操作的灵便。他们在中国注册了专利，对他们的餐椅做了欧标检测。经客户介绍，他们代理了英国COMGRA品牌，在中国的商标注册，使用和产品销售。好事多磨，他们没找对合适的模具供应商，做出来的产品有很多小问题，虽然修正后不影响产品使用和销售。但是他们感觉产品不完美，毅然决定扔掉近一半模具，价值15万人民币，并重新找人加工模具。这让他们的推广计划，大大延后。

Year 2013

GCS & YONGHUA, studied baby feeding chairs on global market, they improved faults exists with others' chair, make their own design, and carry out a new baby feeding chair, safety, green, longer use life and easy operate.

They introduced a brand 'Comgra' to China, get new design patent register, trademark register, EN 14988 certificate test.

Unfortunately, they find the wrong supplier on molds, and many small problems on complete products. These problems can be fixed up before sell, and not affect use for the chair.

But they are not satisfied with this, they want carry out a wonderful chair. So they throw away half of the molds(about 25000usd), they found new supplier to make new molds. This delays half years to introduce their products to Chinese market and worldwide.

COMPANY MOTTO

公司格言>>>

从合格产品 有竞争性的价格 真挚服务

FROM GOOD QUALITY COMPETITIVE PRICE SINCERELY SERVICE

到 优秀品质 有竞争性的价格 真挚服务

TO GREAT QUALITY COMPETITIVE PRICES SINCERE SERVICE

最后到 优秀品质 创造性地工作 真挚服务

TILL GREAT QUALITY CREATIVE WORKS SINCERE SERVICE

我们的目标从一个只做产品的公司
转到了一个为了长远发展而努力的公司

We from a company supply goods only
to a company for perfect works to walking further...



国际服务
INTERNATIONAL SERVICE



中国大陆的农机配件
AGRI PARTS FOR MAINLAND
OF CHINA



中国大陆的婴童用品
KIDS DAILY USE PRODUCTS
FOR MAINLAND OF CHINA

公司文化 >>>

GCS's Slogan

一个有趣的数学题目

An Interesting Math Topics

$$\begin{cases} 1.01^{365} = 37.8 \\ 0.99^{365} = 0.03 \end{cases} \quad \begin{cases} 1.02^{365} = 1377.4 \\ 0.98^{365} = 0.0006 \end{cases}$$

逆水行舟 不进则退

A little step forward everyday, we can make very big improved for one year
Otherwise, world will leave us far away

不积跬步，无以至千里；

不积小流，何以成江海。

为了走得更远，我们不断努力！

*We always insist our rules,
Carry out great quality products before sale.*

结 GCS's Construction 结构框架>>>

注重科学创新 坚持可持续发展

以高效的管理体系 倡导创新型企业

Focus on scientific innovation adhere to sustainable development

To advocate for efficient management system of innovative enterprises



SUCCESS

科学规范的管理体系

Scientific and standardized management system



短 GCS's Short Period Plan 期计划>>>

➤ **成立婴童用品公司**
FOUNDED BABY PRODUCTS COMPANY

➤ **新销售办公室计划**
THE NEW SALES OFFICE PLAN

➤ **研发:**
R&D:
我们目前和全球的个人或小型工作室合作
全世界都是我们的设计师
We now work with studios and personal worldwide on R&D
We do OEM for big and small company...





这是一个特殊的男人和他特别的公司

That Is The Special Huang And His Special Companies

我们把优秀的产品推荐给合适的人

We Bring Great Products To The Right Person.

我们和最有远见，努力、真诚的人合作

We Work With The Most Wise, Hard Work And Sincere People Only.

在我们成长的道路上，有你们的一路同行，真好.....

We Appreciate For Your Patient And Helps,

It Is So Good To Have You Together During Our Grow Up.

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