

宁波38年老牌工厂里 探秘搬运车“瘦身”记

Explore the "Slimming" Process of the Forklift in XILIN

“若问我们的叉车有啥特别？两个字，‘瘦’！‘高’！”

在宁波如意股份有限公司，我们第一次见到作为厂二代接班的“新掌舵人”储江，他幽默的开场白一下子抓住了我们的兴奋点，很少人会用这两个字去形容一台堆高搬运、“卖”力气的笨重叉车。

叉车，现代仓储装卸的主力装备。作为宁波最老牌的叉车公司，如意公司的叉车已稳稳开了38年，



"If you ask what's special about our forklift, I would like to answer 'thin' and 'tall'!"

At XILIN, we met the new generation of the company's leaders for the first time – Chu Jiang whose humorous opening remarks immediately captured our

驶向130多个国家。而今的“新舵手”又会开辟出怎样的“新航线”？近日，我们走进如意公司，探寻这个老厂的创新密码。

叉车练“身材”

在如意公司的厂区，我们一路碰上好几波外国客商，储江边热情跟他们打招呼，边向我历数“成果”：“上个月，我们刚参展完今年的广交会，当时带去的几款王牌叉车很吸睛，这些都是引流来的沙

excitement. Few people would use these two words to describe a bulky forklift that is strong and powerful. Forklifts are the main equipment for modern warehousing and handling. As the oldest forklift company in Ningbo, XILIN forklifts have been stably operating for 38 years, reaching more than 130 countries. Now, what new routes will the new helmsman open up? In recent days, we have entered XILIN and explored the innovative code of this old factory. **Forklifts Get 'Slim'**

In the plant area we encountered several waves of foreign customers. As we walked, Chu Jiang greeted them enthusiastically and explained to us: "last month, we exhibited at this

特、墨西哥新客商……”

边说边走，我们和客商的路径开始变得出奇的一致，一群人齐刷刷聚集到调试车间，一辆5米多高的庞然大物闯入眼帘。

只见一位调试师正操控叉车行进在不到两米宽的“跑道”上，两边是垒高到10多米的货架，车身几乎是贴着货架走的。叉车身前的“搬运手臂”看上去很普通，且颇为笨重，但动起来却格外灵活，270度自由转向，无需叉车调转头，就能轻松完成左右两边货架的取货、放货。

“这是我们自主研发的高位三向堆垛拣选叉车。”储江说道。可没等他给我们详细说道，我们便从身边懂行的外国客商的交头接耳中，捕捉到了一笔经济账：普通叉车绕不开的是转向调头需要空间余量的问题，比如一台1.2米宽度的普通堆高叉车，需要用到超过

year's Canton Fair, and several leading forklifts attracted a lot of attention. These are new customers from Saudi Arabia, Mexico...

As he spoke, we and the customers walked in the same direction, and a large group of people gathered in the debugging workshop. A more than 5-meter-tall “monster” suddenly appeared in front of us.

A debugging engineer was operating the forklift to move along a less than 2-meter-wide aisle. The sides of the aisle were stacked with goods more than 10 meters high, and the forklift was almost touching the goods as it moved along. Although the front of the forklift's lifting arm looked ordinary and rather



3米宽的标准“跑道”，可眼前的“跑道”目测只有1.6米左右的宽度，“瘦身”了一半之多，换算成仓库的容积率，相当于提高了60%左右……

“这大概就是储江所形容的‘瘦’吧！工业土地寸土寸金，叉车‘瘦身’既解决行业痛点，也是叫好叫座的创新点。”思索间，我们就被储江邀上驾驶舱。

未完待续...

cumbersome, it was extremely flexible when it moved. It could rotate 270 degrees without having to turn the forklift around, enabling it to easily pick up and lower the goods from both sides of the racks.

"This is probably what Chu Jiang meant by 'slim'! Industrial land is precious, and the 'slimming' of forklifts not only solves industry pain points but also creates innovative selling points that are popular with customers," we thought as we observed the excited reactions of foreign customers around us.

To be continued...



为宁波如意走向世界 让世界了解宁波如意

LET NINGBO RUYI'S PRODUCTS BE ALL OVER THE WORLD. LET THE WORLD KNOW NINGBO RUYI

以爱之名，聚光前行

——宁波如意荣获宁海县慈善奖“楷模奖”

XILIN Won the Model Award of Ninghai County Charity Award



近日，宁海县召开第五届慈善大会，公司因热心慈善

公益事业，在扶弱济困、疫情防控、应急救援等方面发挥积极作用，被

授予第五届宁海慈善奖“楷模奖”。

公司自成立以来，积极履行社会责任，向消防、学校、医院、困难群众、汶川大地震、玉树灾区、舟曲灾区、慈善总会等单位捐助逾2亿元，获得了社会各界的高度认可，也被冠以慈善奖的最高荣誉“中华慈善奖”、“中华慈善突出贡献单位”、“浙江省慈善奖”等诸多荣誉。

在创始人储吉旺的心中，做慈善，帮助有需要的人解决困难，营造社会和谐氛围，是一件非常快乐的事。储吉旺说，为困难家庭、学生、患者等个体捐款，悄悄做，不要说。给慈善总会、红十字会、教育基金会等公益机构捐资，还是有必要进行宣传，目的在于使全社会弘扬爱

心和奉献精神，让大家学有榜样，让崇德向善蔚然成风。

自董事长储江接班以来，始终秉持着“大爱利他”的理念，带领全体员工用实际行动践行公益理念，彰显责任担当。于储江而言，公益不是一句口号，而是一次次切切实实的行动，他先后荣获“浙江省慈善个人捐赠奖”、“宁波市慈善之星”等荣誉。

张张证书、桩桩善举、拳拳爱心……都印证了如意的责任和担当。在慈善公益的道路上，如意永不止步，发挥示范带头作用，带领全体员工积极投身慈善公益事业，以微薄之力与时代合鸣，为社会做出更大的贡献！

Recently, Ninghai County held the 5th charity meeting. XILIN was awarded the Model Award of the 5th Ninghai Charity Award for its enthusiastic charity and active role in helping the weak, preventing and controlling epidemic situation and emergency rescue.

Since its establishment, XILIN has actively fulfilled its social responsibilities by donating more than 200 million yuan to firefighting, schools, hospitals, needy people, Wenchuan earthquake, Yushu disaster area, Zhouqu disaster area, charity federation and other units. It has been highly recognized by all sectors of society, and has been awarded the highest honor of charity awards, such as China Charity Award, Outstanding Contribution Unit of Chinese Charity and Zhejiang Charity Award.

In the mind of founder Chu Jiwang, it is happy to do charity, help people in need to solve difficulties and create

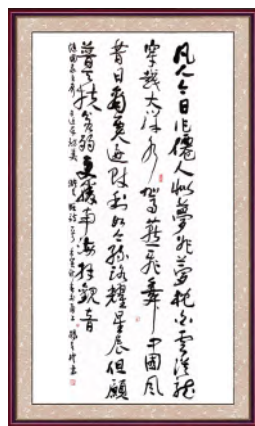
a harmonious atmosphere in society. Chu Jiwang said that donating money to needy families, students, patients and other individuals should be done quietly. However, it is necessary to publicize donations to charitable organizations such as the Charity Federation, the Red Cross, and the Education Foundation, in order to make the whole society carry forward the spirit of love and dedication, let everyone learn from examples, and Let the spirit of upholding virtue and pursuing goodness prevail.

Since chairman Chu Jiang took over the operation of the company, he has always adhered to the concept of loving others greatly, led all employees to practice the concept of public welfare with practical actions, and demonstrated their responsibility. For Chu Jiang, public welfare is not a slogan, but a practical action again and again. He has successively won the honor of Zhejiang Charity Individual Donation

Award and Ningbo Charity Star.

Every certificate, every good deed, and every act of love... all bear witness to XILIN's responsibility and commitment. On the road of charity and public welfare, XILIN will never

stop, play a leading role in demonstration, lead all employees to actively participate in charity and public welfare undertakings, and make greater contributions to society with meager strength!



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第三批“宁波老字号”企业名单公布, 如意成功上榜!

XILIN was Listed in Ningbo Time-honored Brand



近日, 宁波商务局正式公布第三批“宁波老字号”企业名单, 宁波如意作为宁波知名制造企业, 成功上榜。成立38年来, 如意一直坚守“老字号”匠心精神, 凭借先进的技术支撑和过硬的产品质量, 获得社会广泛认可, 公司“西林”牌仓储物料搬运产品产销量和质量一直稳居全国同行前茅, “西林”牌产品享誉130多个国家和地区。

Recently, Ningbo Bureau of Commerce officially announced the list of the third batch of Ningbo Time-honored Brand enterprises. As a well-known manufacturing enterprise in Ningbo, XILIN was successfully listed. Since its establishment 38 years ago, XILIN has remained committed to upholding the original spirit of a time-honored brand. It has achieved widespread recognition from society due to its advanced technical support and exceptional product quality. The production, sales and quality of the company's XILIN brand warehousing and material handling products have been among the best in the country, and the XILIN brand products are well-known over 130 countries and regions.

宁波如意荣获首届浙江省知识产权奖

XILIN Won the 1st Zhejiang Intellectual Property Award

近日, 浙江省市场监督管理局公布了“第一届浙江省知识产权奖获奖名单”, 宁波如意成功上榜。一直以来, 如意始终坚持走专利标准融合发展之路, 公司主导产品荣获20余项国家及省、市级科技进步奖, 获得国家知识产权示范企业, 目前拥有480余项专利, 其中发明专利60余项, “西林”牌仓储物料搬运产品产销量和质量稳居全国同行前茅。

Recently, Zhejiang Market Supervision Administration announced the winners list of the first Zhejiang Intellectual Property Award, and Ningbo XILIN was successfully listed. XILIN has always adhered to the road of the integration of patent standards. The company's leading products have won more than 20 national, provincial and municipal scientific and technological progress awards and won national intellectual property demonstration enterprises. At present, it has more than 480 patents, including more than 60 invention patents. The production, sales and quality of XILIN brand warehousing materials handling products are among the best in the country.

第一届浙江省知识产权奖获奖名单				
序号	项目名称	专利号	专利权人	发明人
36	一种能、磁并排叠放的白光荧光粉及其制备方法	ZL201110024772.5	中国计量大学	沈崇中、钟川、李晨露、袁海峰、李可、唐永兴、王阳海、吴耀光、金尚亮、杨翼
37	一种节能环保的直纺FDY粗旦阳离子涤纶长丝的生产工艺	ZL201811561208.5	桐昆集团股份有限公司	陈士良、许金祥、孙海峰、沈耀明、朱海峰、沈耀明、王国良、肖明立、沈洪彪、张修萍、林雪燕、王春燕
38	一种高纯度正硅材料制备脱模剂制备方法	ZL201910797800.5	方向一二三股份公司	张耀敏、陈耀峰
39	一种低光化学系统和装置及其制备方法	ZL201710208855.8	宁波舜宇车载光学技术有限公司	王毅强、郑海清、徐威、陈海
40	一种无车门架横杆控制装置及无车防锁控制方法	ZL201410357481.6	宁波如意股份有限公司	傅敏、叶青山、叶国云
41	一种订单完成系统和方法	ZL201810750130.3	浙江国自机器人技术有限公司	傅敏敏、李雪兰、沈海峰、李磊、吴俊豪、沈海峰、陈凯、黄凯、柏洪波、朱仲宏

储江荣获“宁波市新时代中国特 色社会主义事业优秀建设者”

Chu Jiang Won the Title of Excellent Builder of Socialism with Chinese characteristics in the New Era of Ningbo

近日, 全市民营经济高质量发展大会暨宁波市工商业联合会成立70周年纪念大会举行。董事长储江荣获“宁波市新时代中国特色社会主义事业优秀建设者”。储江表示, 新时代民营企业家要做的是传承创新精神, 他将践行社会责任, 弘扬企业家精神, 不断推动企业的数字化变革进程, 带领全体如意员工在前进的道路上跑出加速度、跑出好成绩, 为社会经济的快速高质量发展做出贡献。



Recently, Ningbo city's Private Economy High-quality Development Conference and the 70th Anniversary of the Establishment of Ningbo Federation of Industry and Commerce were held. Chairman Chu Jiang won the title of Excellent Builder of Socialism with Chinese Characteristics in the New Era of Ningbo. Chu Jiang said that what private entrepreneurs should do in the new era is to inherit the spirit of innovation. He will practice social responsibility, carry forward the spirit of entrepreneurship, constantly promote the digital transformation process of enterprises, and lead all XILIN employees to a bright future on the way forward, thus contributing to the rapid and high-quality development of social economy.

百强榜出炉! 宁波如意成功入选!

XILIN was List in 2023 Ningbo Top 100 Enterprises

近日, 2023宁波企业百强榜出炉, 宁波如意凭借创新能力、企业质量管理、企业效益等方面的综合优势, 成功入选“2023宁波市制造业企业百强”、“2023宁波市竞争力企业百强”。此次入选, 充分肯定了企业核心竞争力和综合实力, 未来我司将进一步增强创新实力, 着力提升品牌影响力, 加强人才梯队建设, 发挥自身的引领示范与导向作用, 为社会经济高质量发展添砖加瓦。

Recently, 2023 Ningbo Top 100 Enterprises List was released. XILIN was successfully selected as 2023 Ningbo Top 100 Manufacturing Enterprises and 2023 Ningbo Top 100 Competitive Enterprises by virtue of its comprehensive advantages in innovation ability, enterprise quality management and enterprise efficiency. This selection fully affirmed the core competitiveness and comprehensive strength of the enterprise. In the future, XILIN will further enhance its innovation strength, focus on enhancing its brand influence, strengthen the construction of talent echelon, play its leading, demonstrating and guiding role, and contribute to the high-quality development of social economy.

2023宁波市制造业企业百强				
排名	企业名称	法人代表	营业收入 (亿元)	主营
88	宁波舜宇股份有限公司	陈 伟	1488.55	光学 玻璃
89	宁波如意股份有限公司	傅 敏	128.05	机械 宁波
90	宁波海天精工股份有限公司	王利康	122.95	机床 余姚
91	宁波吉利汽车部件有限公司	王刚	120.95	汽配 余姚
92	宁波吉利汽车部件有限公司	王刚	120.95	汽配 余姚
93	宁波吉利汽车部件有限公司	王刚	120.95	汽配 余姚
94	宁波吉利汽车部件有限公司	王刚	120.95	汽配 余姚
95	宁波吉利汽车部件有限公司	王刚	120.95	汽配 余姚
96	宁波吉利汽车部件有限公司	王刚	120.95	汽配 余姚
97	宁波吉利汽车部件有限公司	王刚	120.95	汽配 余姚
98	宁波吉利汽车部件有限公司	王刚	120.95	汽配 余姚
99	宁波吉利汽车部件有限公司	王刚	120.95	汽配 余姚
100	宁波吉利汽车部件有限公司	王刚	120.95	汽配 余姚

公司生产骨干参加全县工会一线优秀职工疗休养活动

XILIN's Production Backbone Participated in the Recuperation Activities

近日, 宁海工会组织开展全县一线优秀职工疗休养活动, 公司生产骨干喷涂车间郑羽锋、金工车间谢剑武参加。本次疗休养活动, 让一线职工在工作之余放松心情, 对保障职工身心健康, 充分调动工作积极性具有重要作用。下一步, 如意工会将积极主动、灵活多样地开展各项职工关心关爱活动, 提升员工的获得感、幸福感和归属感, 激发更多的劳动热情和创造活力, 为推进公司高质量发展贡献更多力量!

Recently, Ninghai Trade Union organized the frontline excellent workers' recuperation activities in the county, with the participation of XILIN's production backbone: Zheng Yufeng of the spraying workshop, and Xie Jianwu of the metalworking workshop. This recuperation activity allows frontline workers to relax after work, which plays an important role in ensuring their physical and mental health and fully mobilizing their work enthusiasm. In the future, XILIN Trade Union will actively, independently and flexibly organize and carry out various employee care activities, enhance employees' sense of acquisition, happiness and belonging, stimulate more labor enthusiasm and creativity, and contribute more to the high-quality development of the company!



如意举行2023年秋季大学生联谊活动

XILIN held a networking event for college students in the fall of 2023

近日, 如意组织2023年秋季大学生联谊活动, 活动包含户外山地越野车、户外溪流皮划艇、户外路亚垂钓、自助户外烧烤等多个项目, 整个活动现场洋溢着欢声笑语, 展现了广大职工们青春活力、敢拼敢冲、奋勇拼搏的精神风貌。本次团建活动不仅是一次全新的户外体验, 更是一种关爱的传递, 一场心灵的释放, 一段珍贵的回忆。未来, 公司将积极开展多样化的文体娱乐活动, 更好的满足职工对精神文化生活的新时期, 为公司高质量发展提供强有力的精神文化支撑。

Recently, XILIN organized the college students' networking activities in the autumn of 2023, which included outdoor activities like mountain off-road vehicles, canoeing in streams, fishing, self-help barbecue and others. The whole activity scene was filled with laughter and laughter, showing the spirit of youthful vitality, courage to fight and struggle. This activity is not only a brand-new outdoor experience, but also a caring transmission, a spiritual release and a precious memory. In the future, the company will actively carry out diversified cultural and recreational activities to better meet the new expectations of employees for spiritual and cultural life and provide strong spiritual and cultural support for the company's high-quality development.



倾听“新”声——公司举行新员工座谈会

XILIN Held a Symposium for New Employees



希望新员工都能怀揣激情和理想, 以乐观向上的心态面对工作和生活, 在如意这个大家庭中找到归属感和成就感。

Recently, XILIN held a symposium for new employees to help them integrate into the working environment more quickly and carry out their work smoothly. Honorary chairman Chu Jiwang welcomed the new employees and introduced the enterprise situation, enterprise culture and talent training system. He hoped that all new employees would face their work and life with optimism and find a sense of belonging and accomplishment in the big family.

宁波如意开展2023年红十字救护员培训

XILIN Launched the Red Cross Ambulance Training

近日, 宁波如意携手宁海县红十字会开展2023年救护员培训, 通过理论讲解、示范演练、教学互动等形式, 让员工们掌握了心肺复苏、创伤救护、事故风险防范及意外伤害处置等知识与技能。接下来, 公司将继续链接资源、搭建平台, 为广大职工们提供更多急救培训, 提升员工的应急救援能力。



Recently, XILIN together with the Red Cross of Ninghai County carries out the 2023 ambulance training. Through theoretical explanations, demonstration drills and interactive teaching, employees have mastered the knowledge and skills of cardiopulmonary resuscitation, trauma rescue, accident risk prevention and accidental injury disposal. Next, XILIN will continue to link resources and build a platform to provide more first-aid training for employees and improve their first-aid ability.