



易通科技 · 引领全球

ETTON TECHNOLOGY
LEADS THE WORLD

易通科技物流集团
Etton Technology Logistics Group

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易通科技物流集团
www.etton-log.com

企业篇

COMPANY PROFILE

关于易通科技物流集团

— About Etton Technology Logistics Group —



企业简介

About Etton Technology Group

易通科技物流集团创立于2012年，注册资金2000万元，总部位于粤港澳大湾区核心城市——深圳，公司依托工程项目，在香港、大连、天津、青岛、上海、无锡、宁波、厦门、中山等国内主要口岸城市均设有分公司；为了完善全球网络布局，为客户提供更优质的物流服务，公司在美国洛杉矶，新加坡，越南胡志明，意大利米兰均设有子公司（办事处）；为客户提供海运进出口，空运进出口，大件运输等物流服务。

依靠强大的专业团队以及仓储资源，公司自2016年开始进军亚马逊FBA电商物流，先后在上海、东莞、义乌、宁波设立仓储中心，并在美国、意大利设立海外分拨基地。目前FBA电商物流运输范围涵盖“美国、加拿大、欧洲全境”等多个国家，可为客户提供美森快船、COSCO快船、长荣定提、以星快船、空派、中欧铁路运输、国际快递等全方位的亚马逊物流服务。

自营美西、美东海外仓，配备专业的华人操作团队，致力于为TK、TEMU、EBAY、速卖通等平台的卖家提供一件代发的卓越服务。我们承诺在24小时内完成操作指令，确保48小时内快递即可提取派送。此外，我们还提供移仓换标、大货中转、退货维修等一系列全面的库内操作服务，致力于为您打造全方位的物流体验，让您的跨境交易更加顺畅无忧。

易通科技，引领全球。易通全体同仁将始终秉持创新、拼搏、共赢的企业精神，让每一位客户都能乐享快捷、安全的优质服务。

Established in 2012 with a registered capital of 20 million yuan, Etton Technology Logistics Group is headquartered in Shenzhen, the core city of Guangdong-Hong Kong-Macao Greater Bay Area. Relying on engineering project, the company has branches in Hong Kong, Dalian, Tianjin, Qingdao, Shanghai, Wuxi, Ningbo, Xiamen, Zhongshan and other major port cities in China. In order to improve the global network layout and provide customers with better logistics services, our company has overseas subsidiaries (offices) in Los Angeles, Singapore, Ho Chi Minh, Vietnam and Milan, Italy. To provide customers with ocean import and export, air import and export, bulk transportation and other logistics services.

Relying on a strong professional team and warehousing resources, our company began to march into Amazon FBA e-commerce logistics in 2016, and has set up warehousing centers in Shanghai, Dongguan, Yiwu, Ningbo, and overseas distribution bases in the United States and Italy. At present, FBA e-commerce logistics covers "the United States, Canada, all over Europe" and other countries, we can provide customers with a full range of Amazon logistics services such as Matson Express, COSCO Express, EMC, Zim, Air Express, Sino-Europe railway transportation, international express and so on.

We operate our own warehouses on the West and East Coasts of the United States, staffed with a professional Chinese team dedicated to providing excellent drop-shipping services for sellers on platforms such as TK, TEMU, EBAY, and AliExpress. We commit to completing operation orders within 24 hours and ensuring that shipments can be picked up and dispatched within 48 hours. Additionally, we offer comprehensive in-warehouse services including inventory transfer, relabeling, bulk goods transshipment, returns, and repairs, delivering a comprehensive logistics experience for you.

Etton technology leads the world. Etton staff will always adhere to the spirit of innovation, hard work and win-win, so that every customer can enjoy fast and safe quality service.

企业文化

ETTON Culture

核心理念 Core idea

企业使命：科技赋能物流，为客户创造价值，持续推动行业发展

企业愿景：成为科技物流领域的标杆企业

企业精神：创新 拼搏 共赢

Enterprise mission : technology to empower logistics, create value for customers, continue to promote the development of the industry

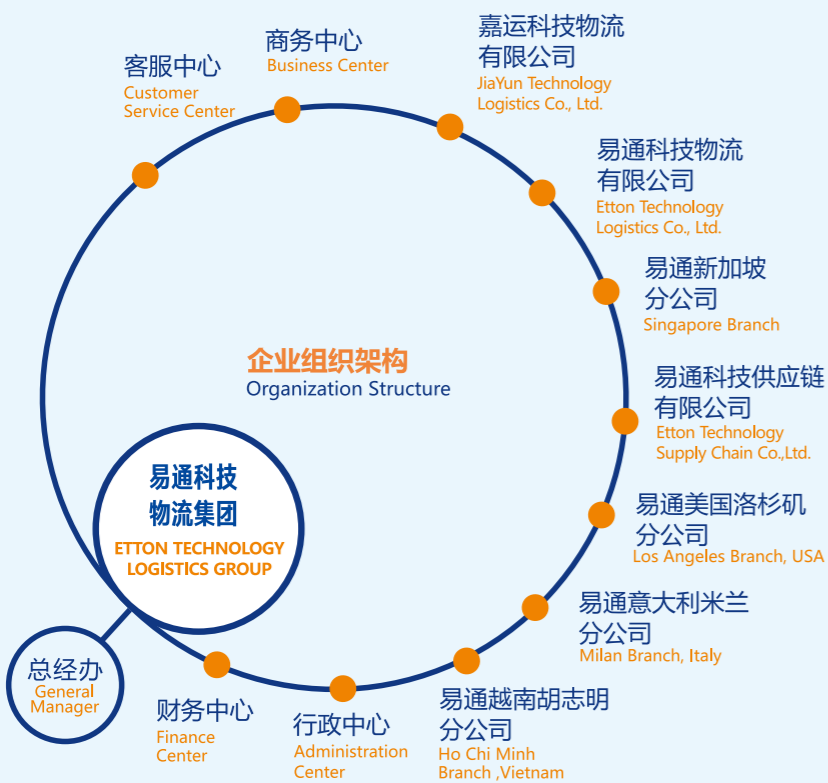
Corporate vision : to become a benchmark enterprise in the field of science and technology logistics

Enterprise spirit : innovation, fighting, win-win

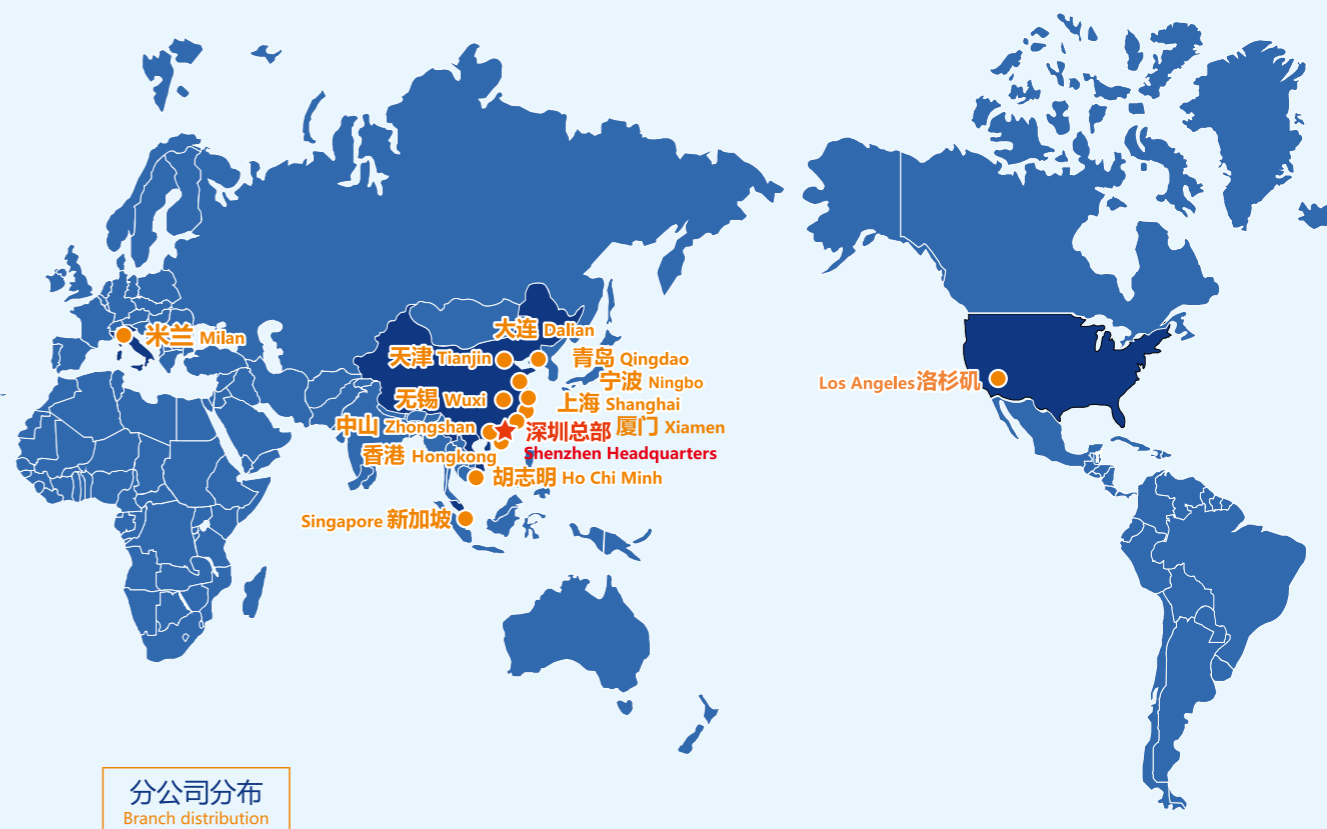
核心价值观 Core value

以客户为中心，通过服务实现卓越

Corporate values : customer - centered, achieve excellence through service



- 上海分公司
Shanghai Branch
- 天津分公司
Tianjin Branch
- 大连分公司
Dalian Branch
- 宁波分公司
Ningbo Branch
- 深圳总部
Shenzhen Headquarters
- 中山分公司
Zhongshan Branch
- 青岛分公司
Qingdao Branch
- 厦门分公司
Xiamen Branch
- 无锡分公司
Wuxi Branch
- 香港分公司
Hongkong Branch





有温度的团队

Warm Team

一支优秀的团队，塑造出优秀团队文化；一个优秀的团队文化，酿造出优秀个人。易通致力于团队文化建设，打造一支极富凝聚力、目标感强、有温度的团队。

A good team, to create a good team culture; a good team culture, brewing an excellent individual. ETTON is committed to team culture, to build a very cohesive, strong sense of purpose and a warm team.

资质荣誉

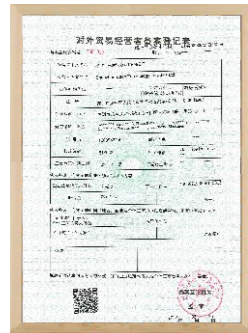
Honors



4A物流企业
4A Logistics Enterprise



2021年度深圳市龙华区服务业百强企业
2021 Top 100 Service Industry Enterprises of Shenzhen Longhua District



对外贸易经营者备案登记表
Foreign Trade Operator Registration Form



商标注册证书
Trademark Registration Certificate



国际货运代理企业备案表
International Freight Forwarding Enterprises Registration Form



广东省水路运输业务备案证明
Waterway Transportation Business Registration Form of Guangdong Province



职业健康安全管理体系认证证书
Occupational Health and Safety Management System Certification



质量管理体系认证证书
Quality Management System Certification



环境管理体系认证证书
Environmental Management System Certification



广东省水路运输业务备案证明
Waterway Transportation Business Registration Form of Guangdong Province



职业健康安全管理体系认证证书
Occupational Health and Safety Management System Certification



质量管理体系认证证书
Quality Management System Certification



环境管理体系认证证书
Environmental Management System Certification

信息化建设

Information Construction



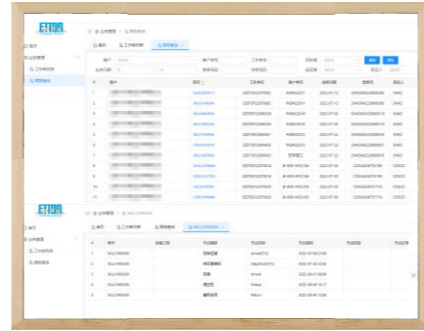
计算机软件著作权登记证书
易通物流信息追溯管理平台
Computer Software Copyright Registration Certificate - Etton Logistics Information Traceability Management Platform



计算机软件著作权登记证书
易通物流智能查询系统
Computer Software Copyright Registration Certificate - Etton Logistics Intelligent Query System



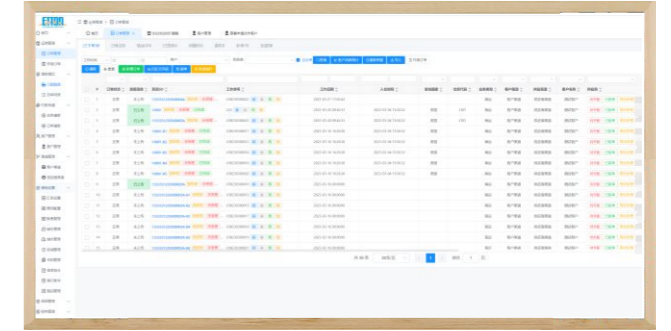
计算机软件著作权登记证书
易通智慧物流协同管理系统
Computer Software Copyright Registration Certificate - Etton Intelligent Logistics Collaborative Management System



集装箱货物跟踪系统
Container Cargo Tracking System



EcoVadis评估记分卡
EcoVadis Assessment Scorecard



FBA跨境电商系统
FBA Cross-border E-commerce System



计算机软件著作权登记证书
易通物联网技术车辆快速调拨管理平台
Computer Software Copyright registration certificate - Etton Internet of Things technology vehicle rapid deployment management platform



计算机软件著作权登记证书
易通物联网仓储流终端软件
Computer Software Copyright Registration Certificate - Etton Internet of Things Warehouse Flow Terminal Software



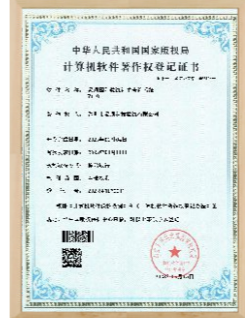
计算机软件著作权登记证书
易通科技货柜状态跟踪系统
Computer Software Copyright Registration Certificate - Etton echnology Container Status Tracking System



易通科技物流产学研交流基地
Etton Technology Logistics Academic Research and Exchange Base



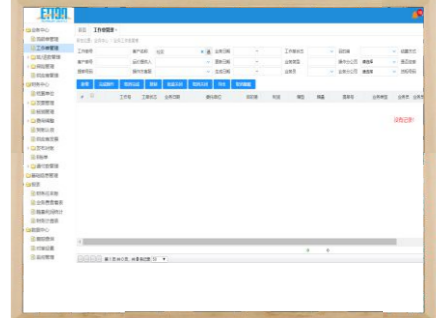
计算机软件著作权登记证书
易通国际物流实时跟踪定位系统
Computer Software Copyright Registration Certificate - Etton international logistics real-time tracking & positioning system



计算机软件著作权登记证书
易通国际物流订单查询系统
Computer Software Copyright Registration Certificate - Etton International Logistics Order Inquiry System



计算机软件著作权登记证书
易通国际物流服务系统
Computer Software Copyright Registration Certificate - Etton International Logistics Service System



传统国际物流操作系统
Traditional International Logistics Operating System

业务篇

BUSINESS AND SERVICE

业务篇/核心业务

— ETTON Business/Core Business —



奠定专业化市场口碑 Lay a professional market reputation

造就强有力市场竞争力 To create strong market competitiveness



国际海运进口/出口

Import & Export Sea Freight

易通是国家商务部批准的一级国际货运代理企业，同时也是国家交通部批准的具有无船承运业务经营资格的非船承运人。主营海运集装箱货物、拼箱货物、海运散杂货运输等海运出口及海运进口服务,是COSCO、MAERSK、MSC、CMA、OOCL等多家船东的订舱代理，在国内及海外拥有完善的服务网络，能为客户提供从采购、订舱、清关、转关、仓储、代办货运保险、代办各种证书、代理检验/检疫等一条龙的物流服务。

ETTON is a A-class international freight forwarding enterprise approved by the Ministry of Commerce of China, and also a non-ship carrier approved by the Ministry of Transport of China with a qualification of NVOCC. Our main service include: Full container, LCL, break bulk ship and so on ,not only for export but also for import services. We are the master booking agent of COSCO, MAERSK, MSC, CMA, OOCL and many other ship liners . Located in China and serve for global, we have perfect service network, can provide customers with procurement, booking, customs clearance, warehousing, agent freight insurance, agents of various certificates, inspection / quarantine and other special logistics services.

物流流程图

Logistics service flow chart





国际空运出口/进口

Import & Export Air Freight

易通是国家商务部批准的一级国际货运代理有限公司，具有中国民用航空运输销售代理资格。易通联合多家国际知名航空公司，携手推出空运出口、空运进口运输以及包机业务，公司与东方航空、韩亚航空、新加坡航空、U.S.POLARAR航空公司、北欧航空、奥地利航空、印度航空公司、阿拉伯水晶航空等多家航空公司建立了长期友好的合作关系，同时依托遍布全球的货运代理网络，为客户提供取货、包装、仓储、报关、订舱、送货、保险等一条龙服务，确保客户的货物能够快捷、准确的运送到世界各地。

ETTON is approved by the Ministry of Commerce of China's as a first-class international freight forwarding company, with China's civil aviation transport sales agent qualification. ETTON united a number of internationally renowned airlines, jointly launched air transport exports, air import transport and charter business, we have established a long-term friendly relations with China Eastern Airlines, Asiana Airlines, Singapore Airlines, U.S. POLAR Airlines, Nordic Airlines, Austrian Airlines, Air India, Arab Crystal Airlines and other airlines, while relying on a global network of freight forwarders, to provide customers with pick-up, packaging, warehousing, customs clearance, booking, delivery, insurance and other one-stop service to ensure that customers' goods can be delivered to all parts of the world quickly and accurately.



滚装船服务

Ro-Ro Transportation Service

易通拥有专业的滚装船运输服务团队，与滚装船公司有着良好的合作关系，承接轿车、工程车、巴士车、机械运输车等海上运输服务，提供相关的仓储、绑扎、码头现场作业等优质服务，为客户提供专业的物流解决方案。

ETTON has a professional rolling ship transport service team, has a good relationship of cooperation with rolling shipping company, to undertake cars, engineering vehicles, buses, mechanical transport vehicles and other maritime transport services, to provide related warehousing, tie-up, terminal site operations and other quality services, to provide customers with professional logistics solutions.



特种柜运输服务

Special Container Transport Service

易通是国家商务部批准的一级国际货运代理企业，在特种柜运输方面有丰富的经验，提供开顶柜运输、冷藏柜运输、挂衣柜运输、平板柜运输等特殊服务，是值得信赖的特种柜运输专家。

ETTON is A-class international freight forwarding enterprise approved by the Ministry of Commerce, has experience in the special cabinet transport, providing open-top cabinet transport, freezer transport, hanging wardrobe transport, flat cabinet transport and other special services, is a trusted special cabinet transport experts.



散杂运输服务

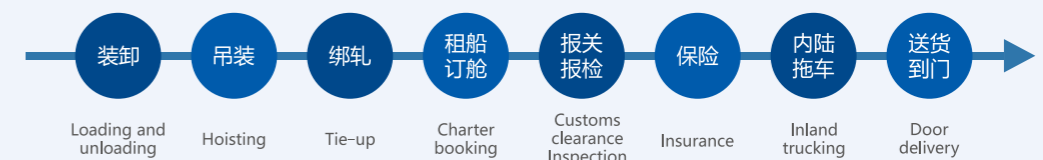
Break Bulk Shipping Service

易通具有专业的散杂货运输团队，提供国际以及国内的大件设备，件杂货，散粮、散矿等的租船或包运服务。公司代理多家散杂货船东的揽货业务，为客户提供装卸、吊装、绑扎、租船订舱、报关报检、保险、内陆拖车、送货到门的全程物流服务。

ETTON has a professional bulk cargo transport team, providing international and domestic large-piece equipment, groceries, bulk grain, bulk mining and other charter or charter services. The company represents a number of bulk cargo shipowner's cargo business, to provide customers with loading and unloading, lifting, tying, chartering, customs inspection, insurance, inland trucking and door-to-door logistics services.

业务操作流程图

Standard Operation Procedure Flow





跨境电商物流服务

Cross-border E-commerce Logistics Services

该服务涵盖美国，加拿大，欧洲，英国等多国，可提供FBA, TIKTOK, TEMU等跨境头程物流服务，以及海外仓仓储服务，大货中转，一件代发等物流需求。

The service covers the United States, Canada, Europe, the United Kingdom and other countries, and can provide cross-border first-leg logistics services such as FBA, TIKTOK, TEMU, as well as overseas warehouse storage services, bulk cargo transfer, drop shipping and other logistics needs.



Etton·MJJ 易·美极达

美森正班11天航程
开船至签收仅需12天

Matson CLX Service
Transit time: 11days

| 时间 | 事件 |
|---------------------|-------------------|
| 2024-05-14 00:00:00 | 货物已接收 |
| 2024-05-13 02:00:00 | 预约14进仓 |
| 2024-05-13 00:00:00 | 巴提船到港冲仓 |
| 2024-05-07 00:00:00 | 预约14到港 |
| 2024-05-01 17:00:00 | 已开船 |
| 2024-04-29 11:00:00 | 出口报关已放行 |
| 2024-04-28 00:00:00 | ETD 5-14 ETA 5-12 |
| 2024-04-27 07:00:00 | 货物已接收 |
| 2024-04-26 19:39:21 | 转运中心已发货 |
| 2024-04-26 18:20:56 | 订单已受理 |
| 2024-04-26 16:47:22 | 订单待受理 |



Etton·RYD/XYD 易·荣易达/星易达

ZIM及EMC定提服务
开船至签收仅需18天

Zim & Emc Fixed Pick-up Service
Transit time: 18days

| 时间 | 事件 |
|---------------------|---------|
| 2024-06-01 00:00:00 | 货物已接收 |
| 2024-05-30 00:00:00 | 预约14进仓 |
| 2024-05-28 12:00:00 | 巴提船到港冲仓 |
| 2024-05-28 00:00:00 | 已开船 |
| 2024-05-14 14:00:00 | 已开船 |
| 2024-05-13 16:00:00 | 出口报关已放行 |
| 2024-05-12 09:29:04 | 转运中心已发货 |
| 2024-05-10 20:53:05 | 订单已受理 |
| 2024-05-10 20:01:31 | 订单待受理 |
| 2024-05-10 17:18:27 | 订单待受理 |



Etton·YYD 易·一月达

OA快船COSCO:
开船至签收仅需21天

OA Cosco Fast Service
Transit time: 21days

| 时间 | 事件 |
|---------------------|---------|
| 2024-05-31 00:00:00 | 货物已接收 |
| 2024-05-30 00:00:00 | 预约14进仓 |
| 2024-05-29 00:00:00 | 巴提船到港冲仓 |
| 2024-05-27 00:00:00 | 已开船 |
| 2024-05-25 00:00:00 | 已开船 |
| 2024-05-10 00:00:00 | 已开船 |
| 2024-05-08 22:00:00 | 出口报关已放行 |
| 2024-05-05 20:00:00 | 计划开船冲港 |
| 2024-05-04 22:18:24 | 转运中心已发货 |
| 2024-05-04 19:31:30 | 订单已受理 |
| 2024-05-04 13:32:46 | 订单待受理 |
| 2024-05-04 10:12:07 | 订单待受理 |



Etton·HYD 易·惠易达

MSC/WHL/ONE:
开船至签收仅需28天

MSC/WHL/ONE Service
Transit time: 28days

| 时间 | 事件 |
|---------------------|---------|
| 2024-06-23 00:00:00 | 货物已接收 |
| 2024-06-17 00:00:00 | 预约14进仓 |
| 2024-06-13 00:00:00 | 巴提船到港冲仓 |
| 2024-06-11 00:00:00 | 已开船 |
| 2024-06-08 00:00:00 | 已开船 |
| 2024-05-28 19:00:00 | 已开船 |
| 2024-05-20 16:00:00 | 出口报关已放行 |
| 2024-05-20 16:00:00 | 计划开船冲港 |
| 2024-05-19 14:04:52 | 转运中心已发货 |
| 2024-05-17 19:29:45 | 订单已受理 |
| 2024-05-17 16:44:48 | 订单待受理 |
| 2024-05-17 11:27:59 | 订单待受理 |

美加服务渠道 US & Canada Service



美线海派 US Ocean Delivery

美国自有UPS打单账号，快速提取派送
Own UPS account, Fast delivery



美国空派 US Air Delivery

快速、高效且灵活的货物运输派送，签收
Fast, efficient, flexible cargo delivery and POD



海外仓一件代发、FBA中转、退仓换标，维修服务

Overseas Warehousing and Drop Shipping, FBA Forwarding, Return and Relabeling, and Repair Service
为跨境卖家提供全电商平台的一件代发及库内增值服务，快速响应并满足卖家的定制化需求；覆盖美西、美东海外仓库，低成本的为卖家解决中大件货最后一公里派送需求。
Providing cross-border sellers with one-stop dropshipping services and in-warehouse value-added services for all e-commerce platforms, quickly responding to and meeting sellers' customized needs. Covering overseas warehouses in the western and eastern US, we offer low-cost solutions for the last-mile delivery of medium to large packages.



加拿大半月提 Canada semi-month Service

可靠且高效的加拿大物流服务，开船后的大约20天内被提取，为客户提供稳定的时效保障
Reliable and efficient Canadian logistics service, 20 days since ATD to gate out.



加拿大超快线 Canada Express Service

速度快，运输时间短，为客户打造快速、高效的海运服务
Shortest transit time to achieve fast and efficient service.



信息化建设

Information Construction



系统下单流程

System Order Process



案例篇

CASE DEMONSTRATION

服务优势

— Service Advantages —





1、货物种类繁多

A wide variety of goods

货物包含履带吊、汽车吊、挖机、旋挖钻、泵车、搅拌车等三一集团所生产的绝大多数整机设备及其配件。

The goods include most of the complete equipment and accessories produced by Sany Group such as crawler cranes, truck cranes, excavators, rotary drills, pump trucks, and mixer trucks.

2、集港要求高

High requirement of terminal collection

三一集团的工厂基本分布在内陆城市，而设备是以自驾和拖运到码头为主，很容易产生脏、锈、伤的问题。

Sany Group's factories are basically located in inland cities, and the equipment is mainly self-driving and hauled to the docks, which are prone to problems of dirt, rust and injuries.

3、品牌监管复杂

Complicated brand supervision

三一集团对发运要求非常高，集港后需要精心清洗，喷蜡等品牌监管服务。

Sany Group has very high requirements for shipments, and brand supervision services such as careful cleaning and wax spraying are required after collection in port.

亮点一：现场接货，严格验收

Highlight 1: On-site delivery, strict acceptance

服务要领

Service essentials

1、核对清单：货物到港后，我司现场理货人员根据集港清单核对台数、及汽配件数、型号等是否一致；

Check list: After the goods arrive at the port, our on-site tally staff will check whether the number of units, the number of auto parts, and models are consistent according to the port collection list;

2、留存记录：如发现货物件数短少、表面异常、有污痕等，及时做好记录并进行港外清洗；

Keep records: If you find that the number of goods is short, the surface is abnormal, and there are stains, etc., make a record in time and clean it outside the port;

3、及时沟通：留存记录，并在第一时间通知货方；

Communicate in a timely manner: keep records and notify the cargo owner as soon as possible;

4、维护处理：根据货方要求及指示及时进行维护和处理。

Maintenance treatment: timely maintenance and treatment according to the cargo owner's requirements and instructions.



车辆验收 等待装船

项目案例：三一重工

Benchmark project : SANY

项目名称：三一集团工程机械设备海运项目

客户名称：三一重工股份有限公司

发运时间：2019年7月30日至2020年7月29日

运输方式：集装箱、杂货船、汽车船运输

运输货量：约350000计费吨

运输区间：CY-CY方式，由天津、上海、深圳港运至全球

Project name: Sany Group construction machinery and equipment marine project

Customer name: Sany Heavy Industry Co., Ltd

Shipping time: 30 July 2019 to 29 July 2020

Mode of transport: containers, grocery ships, car and boat transport

Volume: About 350,000 billable tons

Transport interval: CY-CY mode, from Tianjin, Shanghai, Shenzhen Port to all over the world

该项目为三一集团整机发运业务，物流方案主要以集装箱、杂货船、汽车船运输方式为主，发货港口为天津、上海、深圳等口岸，项目工期为12个月。该项目所运货物包含履带吊、汽车吊、挖机、旋挖钻、泵车、搅拌车等三一集团所生产的绝大多数整机设备及其配件，三一集团对运输的要求在同工程设备企业中最高。易通凭借多年行业经验、丰富的物流资源，采用查、洗、做的方式，杜绝脏、锈、伤的问题发生，自从我司负责运输以来成为三一集团唯一一家“零事故”供应商，获得了客户极高的认可与赞扬。

The project for the Sany Group is for entire machine shipping, logistics programs mainly with containers ships, grocery ships, automobile ships and so on. The loading port is Tianjin, Shanghai, Shenzhen and other ports, the project duration for 12 months. The commodity of this project include track hanging, car lifting and digging Machines, rotary drilling, pumping vehicles, mixers and other Sany Group produced the vast majority of the whole machine equipment and its accessories, Sany Group required for the highest handling experience among the same engineering equipment enterprises. With many years of industry experience and rich logistics resources, ETTON uses check-wash-action ways, put an end to dirty, rust, injury problems occur. Therefore, we become the only one "zero accident" Suppliers of Sany Group, and been highly recognized and praised by customers.



亮点二：谨慎滚装，防止刮蹭

Highlight 2: Cautious roll-on and roll-off to prevent scratching

操作规范：车辆滚装的过程中须小心谨慎，以免造成货物的损伤，此环节由易通项目组现场人员全程监理；

Operating specifications: Lashing and fixing: lashing metal materials in contact with the equipment for grounding reinforcement Care must be taken during the roll-on of vehicles to avoid damage to the goods. This link is carried out by the ETTON project team. Full supervision of field personnel;

滚装原则：避免外表刮碰、自带动力车辆须提前加油；配备专业车手，车速须平缓，驶入船东配载货位。

Ro-Ro principle: Avoid scratching and bumping on the outside, and self-powered vehicles must be refueled in advance; Equipped with professional drivers, the speed must be gentle and enter the cargo bay of the shipowner.



亮点三：绑链软衬，防止划伤

Highlight 3: Soft chain lining to prevent scratches

绑扎作业：船上加固环节，我司认真检查，确保每一根加固铁链与设备接触部分均要由软布包裹，防止绑链与设备摩擦，划伤油漆。

Lashing operation: During the reinforcement on the ship, our company carefully inspects to ensure that the contact part of each reinforcement chain with the equipment is wrapped in soft cloth. Prevent the chain from rubbing with the equipment and scratching the paint.



专人检查：项目组现场人员对每一个加固点进行严格检查保证达标。

Dedicated-person inspection: On-site personnel of the project team strictly inspect each reinforcement point to ensure compliance.



亮点四：做柜工艺，一丝不苟

Highlight 4: Craftsmanship, Meticulous

指定仓库实施特种柜装箱作业，专业洗车喷蜡品牌监管，采用有针对性的绑扎加固工艺。

The designated warehouse implements special container packing operations, professional car wash and wax spray brand supervision, and targeted binding and reinforcement technology.



成功服务小结

Success summary

- 根据项目实际情况，探寻项目的特点及难点；
- 根据项目的特殊性，有针对性的提出解决方案；
- 保证良好的过程管理和细节管理，保障货物的运输质量。
- According to the actual situation of the project, explore the characteristics and difficulties of the project;
- According to the particularity of the project, provide targeted solutions;
- Ensure good process management and detailed management to ensure the quality of cargo transportation.



项目案例：贝卡尔特

Benchmark project : Bekaert

项目名称：贝卡尔特近洋航线招标项目

客户名称：贝卡尔特上海管理有限公司

发运时间：2020年5月1日至2021年4月30日

运输方式：集装箱运输

运输货量：全年约8000个标箱

运输区间：DR-CY, DR-DR, 由张家港, 上海, 青岛, 大连, 重庆运至近洋航线

Project Name: Bekaert Near-Ocean Route Tender Project

Customer name: Bekaert Shanghai Management Co., Ltd

Shipping time: May 1, 2020 to April 30, 2021

Mode of transport: container transport

Volume: About 8000 TMs for the year

Transport interval: DR-CY, DR-DR

Port of departure: Zhangjiagang, Shanghai, Qingdao, Dalian, Chongqing to near-ocean routes

该项目为贝卡尔特中国区汽车钢帘线发运业务，物流方案主要以海运运输方式为主，发货港口为张家港、上海、青岛、大连、重庆等口岸，项目合同期为1年，每年招投标一次。该项目全年锁定约价，由中标方单一窗口对接全国各地工厂，满足客户的发运需求。单个港口印度那瓦夏瓦，一个月最高发货量为400个标箱；易通凭借多年行业经验、丰富的船东资源，依靠强大的网络平台，为客户提供全方面的物流服务；自从我司负责运输以来，客户的物流服务，得到了很大的提升，我司从而获得了客户极高的认可与赞扬。

The project for Bekaert China automotive steel curtain line shipping business, logistics program mainly with sea transport mode, loading ports are from Zhangjiagang, Shanghai, Qingdao, Dalian, Chongqing and other ports, the project contract valid period for 1 year, with annual bidding. The project year-round lock price, by the winning bid party single window docking factories throughout the country, to meet customer shipping needs. A single port of Nhava Sheva, India, a month's maximum shipment of 400 T TENDER, ETTON with many years of industry experience, rich shipowner resources, relying on a strong network platform to provide customers with all aspects of logistics services, since our company is responsible for transportation, customer logistics services, has been greatly improved. ETTON has obtained a high degree of recognition and praise from customers.

1、柜型均为小重柜

The cabinet type is small and heavy

货物均为汽车钢帘线，属于重货，单个20GP货重24吨，且单票货物一般在5-10个标箱，春节前一水船最高走100个20GP，在旺季时期，船东对于该类货型，一般不接受仓位保证。

The goods are all automobile steel cords, which are heavy goods. A single 20GP cargo weighs 24 tons, and one single BL cargo is generally 5-10 TEUs. Before the Spring Festival, a vessel can travel up to 100X20GP. During the peak season, the shipping line generally does not accept this type of cargo and no position guarantees.

2、装箱箱况要求高

High requirements for packing conditions

货物是汽车钢帘线，大部分使用于汽车轮胎，因此均为真空包装，防止氧化，且客户群体大部分为日资企业，因此对货物外包装的完整性要求也极高，相应对箱况的要求也极高。

The goods are automobile steel cords, most of which are used in automobile tires, so they are all vacuum packed to prevent oxidation. And most of the customer groups are Japanese-funded enterprises, so the completeness requirements for the outer packaging of the goods are also very high, correspondingly

3、船期服务要求高

High sailing service requirements

贝卡尔特主要服务的客户群体为日资企业，提倡零库存（如普利司通，尼桑等），因此在交货期方面要求极高，一旦出现甩箱，将有严格的惩罚条款。

Bekaert mainly serves Japanese companies and advocates zero inventory (such as Bridgestone, Nissan, etc.), so the delivery time is extremely high and any of the offloading, there will be strict penalties.



亮点一：安排驻厂人员

Highlight 1: On site person in Factory

服务要领

Service essentials

1、核对箱况：当集装箱到了工厂大门时，由驻厂人员根据箱况表，进行二次检查，符合箱况要求的集装箱，才给与进入工厂装箱；不符合要求的，进行现场整改或退箱码头。

Check the container condition: When the container arrives at the gate of the factory, the on site staff in the factory will carry out the double checking inspection according to the container condition table. Only the container that meets the requirements of the container condition will enter the factory for loading; if not, carry out on-site rectification Or reject and exchange the container.



1、货物复杂性

Cargo complexity

拥有超过三千个型号，型号不规范，套件问题，货物种类广泛，下单模式不一等问题，为仓库现场操作带来重大挑战。

There are more than 3,000 SKUs, irregular models, package problems, wide variety of goods, and different ordering modes. Other issues have brought major challenges to warehouse operations.

2、全方位支援

Comprehensive support

由物料管理配送，系统维护，钢缆裁剪，个人防护，废料回收及处理，废油回收及处理，以及安排人员到现场协助升降机年检等，为迅达提供全面支持。

Distribution by material management, system maintenance, wire rope cutting, personal protection, waste recycling and disposal, waste oil return Receiving and processing, and arranging personnel to assist in the annual lift inspection, etc., provide comprehensive support for Schindler.

3、高水平服务质量

High-level service quality

迅达要求高准确率库存数据作为他们的基础。因此我们量身定制操作流程和系统，确保准确率及时效，同时也实时反映库存情况，让迅达前线随时下单取料、采购及时安排补货。

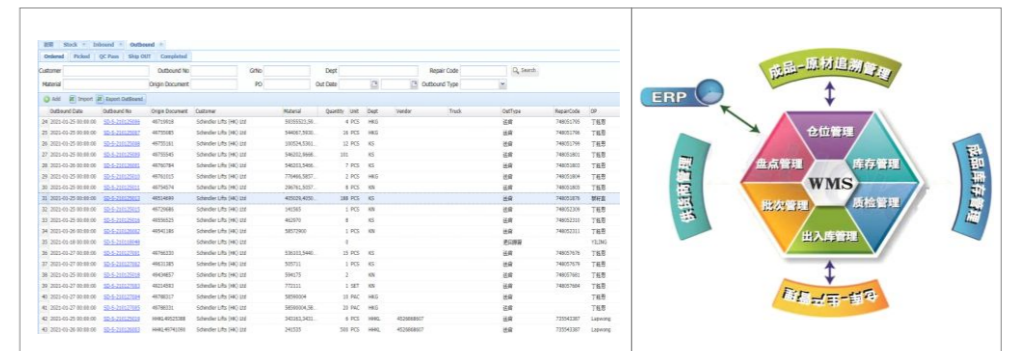
Schindler requires high-accuracy inventory data as their basis. Therefore, we tailor-made the operation process and system to ensure accuracy and timeliness, and at the same time reflect the inventory situation in real time, so that Schindler can place orders at any time, purchase materials, and arrange replenishment in time.

4、全球配送中心

Global Distribution Center

香港仓库是全迅达最大的仓库，也是唯一的外包仓，迅达集团定位以香港为零件配送中心，除了满足香港本地需求，还需要配合国外需求。

The Hong Kong warehouse is Schindler's largest warehouse and the only outsourced warehouse. Schindler Group is positioned our Hong Kong warehouse as the distribution center for their components and parts. Not only for HK local delivery demand but also overseas.



项目案例：迅达电梯

Benchmark project : Schindler

项目名称：迅达电梯零件分配中心

客户名称：迅达升降机（香港）有限公司

启动时间：2019年12月1日

项目特点：打造香港易通，成为迅达香港配送中心以及全球零件仓储物资总基地

Project name: Schindler Elevator Parts Distribution Center

Customer Name: Schindler Lifts (Hong Kong) Limited

Date: December 1, 2019

Project Features: To build ETTON Hong Kong to become Schindler Hong Kong distribution center and the global parts storage materials base

迅达集团是一家以生产优质电梯为主业的公司，由罗伯特·辛德勒先生于1874年在瑞士创立，总部位于风景秀丽的琉森，至今已有130多年的历史，是世界第一大自动电梯生产商，同时也是世界第二大电梯供应商。目前迅达集团在全球一百多个国家和地区拥有90个控股公司，成立了一千余家分公司或分支机构，年营业额超过100亿瑞士法郎，每天全球有超过10亿人次乘坐迅达的电梯及自动扶梯。

Schindler Group is a high-quality elevator production company, founded in Switzerland in 1874 by Mr. Robert Schindler, headquartered in the scenic Lucerne, has been more than 130 years of history, is the world's largest automatic elevator manufacturer, but also the world's second largest elevator supplier. At present, Schindler Group has more than 90 holding companies in more than 100 countries and regions around the world, has set up more than 1,000 branches or branches, annual turnover of more than 10 billion Swiss francs, more than 1 billion people worldwide every day to ride Schindler elevators and escalators.



亮点一：全系统化操作流程

Highlight 1: Full system operation process

系统核实：物料入库和出库的都通过系统操作，通过扫描实物来确认货物。

System verification: The materials entering and leaving the warehouse are operated by the system, and the goods are confirmed by scanning the physical objects.

系统流程：易通仓库系统全面记录物料状态，由未到仓到出货后都能轻易准确的查询物料的情况。

System process: The ETTON warehouse system comprehensively records the material status, and can easily and accurately query the material status from the warehouse to the shipment.

系统对接：易通专业IT团队开发与客户SAP系统进行对接，大力提升操作准确率和效率，消除两套系统间的时间差。

System docking: ETTON's professional IT team developed and docked with the customer's SAP system, greatly improving the accuracy and efficiency of operations, and eliminating the time difference between the two systems.



亮点二：出入库把控，确保满意度

Highlight 2: Controlling in and out of the warehouse to ensure satisfaction

收货仔细核对：物料到仓收货人员开箱仔细检查物料，确保型号及数量准确。确认后每件货物会贴上客户物料编号，便于后续操作快捷准确。

Receiving carefully check: the material arrives at the warehouse and the receiving personnel unpack the materials carefully to ensure that the model and quantity are accurate. After confirmation, each piece of goods will be affixed with the customer material number for quick and accurate follow-up operations.

出货质检确认：物料分拣后，由质检人员核实型号、数量、单据及物料状况，确保出货准确，物料完好。

Delivery quality inspection confirmation: After the materials are sorted, the quality inspector will verify the model, quantity, documents and material status to ensure that the shipment is accurate and the materials are in good condition.



亮点三：7x24全方位配送

Highlight 3: 7x24 all-round delivery

24小时命出货：即使在非办公时间，对于紧急事故，我们随时待命出货给师傅维修。假日、节日等公众假期，我们也会谨守岗位，为客户服务。

Order shipment within 24 hours: Even during non-office hours, for emergencies, we will be on standby at any time. On holidays, festivals and other public holidays, we will guard our posts and serve our customers.

全港派送服务：在香港只要有迅达电梯的地方，我们都会提供点对点的配送服务。

Hong Kong delivery service: As long as there are Schindler elevators in Hong Kong, we will provide point-to-point delivery services.

国外缺料支援：国外迅达如遇上缺料，我们团队安排运送到国外支援。

Foreign material shortage support: If foreign Schindler encounters material shortage, our team arranges delivery to foreign countries for support.

亮点四：为客户打造核心价格

Highlight 4: Create competitive prices for customers

| | | |
|--|--|--|
| 专业人员 Professionals | <ol style="list-style-type: none"> 1、经验丰富人才 2、人员稳定积极 3、主动学习迅达产品及零件 4、质检员将所有物料拍照分类备用 | <ol style="list-style-type: none"> 1. Experienced talents 2. Stable and active personnel 3. Actively learn Schindler products and parts 4. Quality inspectors will take photos of all materials and classify them for use |
| 项目管理 Project management | <ol style="list-style-type: none"> 1、专业管理人员梳理流程操作规范及系统化 2、专业IT团队后台支援 3、定期为员工提供培训 | <ol style="list-style-type: none"> 1. The professional management personnel sort out the process, the operation process is standardized and systematic 2. The professional IT team back-end support 3. Provide regular training for employees |
| 提供方案 Provide plan | 对迅达新增需求会提供专业解决方案，例如系统新增报表，调整流程等，达到客户要求 We will provide professional solutions for new requirements of Schindler, such as adding new reports to the system, adjusting processes, etc., to meet customer requirements | |
| 系统化/自动化 Systematization/Automation | 开发系统严格管控操作流程，确保规范操作。与客户系统进行对接，大大提高时效和准确率 The development system strictly controls the operation process to ensure standardized operation. Connect with customer systems to greatly improve timeliness and accuracy. | |

| | |
|--|---|
| 项目总结： 打造E&M代表作 Project Summary | <p>奠定基础：迅达项目的成功，奠定了易通在机电方面的成就和经验，为日后发展提供宝贵一课。</p> <p>Laying the foundation: The success of the Schindler project has laid the foundation for the achievements and experience of ETTON in the electromechanical field, providing a valuable lesson for future development.</p> |
| | <p>多元发展：除了传统仓储物流业务，易通发展更多元化，可为客户提供更全面更专业的服务。</p> <p>Diversified development: In addition to traditional warehousing and logistics business, ETTON has developed more diversified development and can provide customers with more comprehensive and professional services.</p> |

感恩伙伴

Appreciated
Cooperative Partner

易通有幸一直与三一重工、中联重科、贝卡尔特、迅达电梯、微智盛科技、微海澳、盛高、阿尔法斯、国家电投、鹰普精密等各大行业的巨人同行，有赖于各行各业合作伙伴的信赖和支持，成就了易通在物流领域的不断深耕和壮大。

ETTON has the honor to have been cooperating with Sany Heavy Industrial, Zoomlion, Bekaert, Schindler, WZS Technology, Whall, Utech Smart, Alphas, SPIC, Impro Nabita and other great customers, relying on the trusts and great support of partners from all works of life, which enabled ETTON continued to work hard and grow up in logistics field.



展望未来

Looking Forward

我们矢志秉承高效、迅捷、精准、专业的服务理念，助力客户节约物流成本、提高交付时效，持续为客户创造更高价值，成为客户的最佳合作伙伴，成为员工的成长之家，为社会创造更高价值。

We are committed to adhering to the efficient, fast, accurate, professional service concept, to help customers save logistics costs, improve delivery time, and continue to create higher value for customers. Become the best partner for customers, become the growth home of employees, create for the community higher value.

