

The Eternal Charm of Dao, Unity of Knowledge and Action

A 100-day journey of morning classics reading, a 100-day practice of Dao enlightenment. From the first light of dawn on June 15th to the triumphant conclusion on September 26th, Sanlux's 2025 "Shining Star" Tao Te Ching Morning Reading Program (Phase 1) drew to a perfect close with a grand finale themed "The Eternal Charm of Dao, Unity of Knowledge and Action." Employees from various departments gathered together, revisiting the classics through engaging activities, reflecting on insights through profound sharing, and celebrating growth in a ceremony of honor—allowing the millennia-old wisdom of Tao Te Ching to truly nourish their work and life as spiritual sustenance.

Fun & Enlightenment: Activating Classic Memories Through Games

"Therefore the sage fills the belly, not the eyes, _____!—Quick, answer!" "Which line from Tao Te Ching does this hand-drawn illustration represent?" The summary meeting kicked off with the "Fun & Enlightenment" segment, breaking the solemnity of classical learning through fast-paced quizzes like "How Well Do You Know the Quotes?" and interactive games like "Spot the Dao" (a Pictionary-style challenge).

As familiar quotes from Tao Te Ching were shouted out in the heat of competition, and hand-drawn scenes depicting lines like "The great Dao is very smooth, but people prefer the bypaths" and "The soft and weak overcome the hard and strong" were guessed one after another, laughter and applause filled the room. This was not only a test of the 100-day morning reading journey but also a revelation for all participants: the classics were never distant—Dao is hidden in every well-known proverb and every life-like

illustration.

Sharing & Discussing the Dao: Witnessing Growth Through Heartfelt Reflections

"These 100 days of morning reading have been a journey from confusion to finding rhythm." "The greatest change has been the shift from tension to ease in my mindset." As the "Sharing & Discussing the Dao" session began, participants openly shared their genuine insights from the 100-day learning experience, allowing the wisdom of Tao Te Ching to take root through sincere exchanges.

Participant Wen Zuo reflected that he used to be trapped in empiricism, approaching problems solely from the perspective of employee benefits. Now, inspired by the principle that "great undertakings must begin with the small," he has learned to adopt a broader perspective and prioritize self-cultivation—first finding his own "Dao" before integrating it into work and life. Participant Zi Zheng shared a transformation in his management mindset: he once habitually micromanaged, mistaking it for responsibility, only to realize it stifled his team's growth. It wasn't until he grasped the wisdom of "action and non-action" that he learned to empower his team through systems and standards, ultimately improving efficiency. Participant Zhu Guang also expressed how his shift from "passive participation" to "active learning" began with applying the teaching that "great undertakings must begin with the small": "I stopped just talking and started summarizing my work daily, identifying shortcomings—gradually, I found my path to progress. I am especially grateful to the 'North Star' for their guidance, which helped me avoid many detours."

No flowery language, just heartfelt sharing. These

reflections, distilled from real-world practice, transformed the "Dao" of Tao Te Ching from mere words on a page into actionable work methods and life philosophies.

Celebration & Witnessing the Dao: Capturing the Meaning of Perseverance in Glory

A 100-day journey of morning reading—an extraordinary commitment in ordinary days—deserves to be seen and honored! As the "Celebration & Witnessing the Dao" segment commenced, the atmosphere reached its peak. Not only were outstanding participants awarded exclusive honors, but every attendee also received a graduation certificate personally inscribed by a master calligrapher, making this growth both ceremonial and memorable.

The program presented four major awards, each recognizing the unique brilliance of the participants:

Steadfast Perseverance Award: Hu Senyuan, Xu Kaijun, Cui Yurui, and Chen Yinyan exemplified the Tao Te Ching's teaching—"If you remain careful until the end as you were at the beginning, you will never fail." Their unwavering dedication for 100 days embodied the power of "holding fast to the One."

Dao in Action Award: Yu Xiqing and He Lei engraved the principle that "the Dao may seem near, yet without practice, it remains unreachable" into their work. They transformed classical wisdom into practical methods, proving that "unity of knowledge and action" is no empty phrase.

Transformation & Renewal Award: Wang Jun and Wu Jun broke through their personal limitations during the learning process, embodying the Tao Te Ching's teaching to "return to simplicity." They found the key to transformation within the classics.

Wisdom & Refinement Award: Hu Senyuan and Chen Yinyan demonstrated profound insight into the wisdom of Tao Te Ching. Their reflections breathed new life into the ancient text, offering fresh inspiration for fellow learners.

As participants received their hand-inscribed certificates, their fingertips touched not just the warmth of paper, but the weight of 100 days of perseverance. As the host remarked, "This certificate is not an end, but a new beginning on the path of the Dao."

The Dao Lies Beneath Our Feet, Progress Through Practice

"Great trees grow from tiny sprouts; nine-story towers rise from mounds of earth." As the closing ceremony drew to an end, all participants stood together for a group photo, capturing this shared journey of growth in a single frame. Though the 100-day Tao Te Ching morning reading program has concluded, the commitment to "timeless wisdom, unity of knowledge and action" is only just beginning. Moving forward, the team at Sanlux will embrace the inclusiveness of "the highest goodness is like water," the perseverance of "a thousand-mile journey begins with a single step," and the wisdom of "action through non-action." They will delve deeper into details at work, cultivate tranquility in life, and allow the power of classics to become an enduring driving force for growth.

The Dao is never distant—it is reached through practice. This 100-day journey through the classics was not only an immersion in culture but also an empowerment of the spirit. And the story between Sanlux and Tao Te Ching continues to unfold.fail." Their unwavering dedication for 100 days.



Let Excellence Be Seen and Rewarded!

Sanlux's Recognition Ceremony Brings Care into the "Homes" of Star Employees!

The stars do not fail those who press forward, and time bears witness to the strivers. On September 24th, the second-floor administrative building of Sanlux echoed with applause as the Star Employee Recognition Ceremony for April to August was successfully held. This grand event was not only an affirmation and reward for outstanding employees but also a testament to the company's care for every hardworking individual, allowing the power of role models to resonate throughout the venue.

The ceremony kicked off with an awards segment that ignited the enthusiasm of all attendees. First, Chen Xiaojun, Director of the Production Department, presented the April star employees with honorary banners and rewards. As the awardees stepped onto the stage with determined strides to receive their well-deserved honors, the applause from the audience was not just a celebration but also an acknowledgment of their past dedication. Subsequently, the star employees for May to August took the stage one by one, with Wu Lixiang, Director of the Equipment Department, presenting the awards. The proud smiles and upright postures of the recipients created the most touching scene of the event—a reflection of both individual effort and the vivid embodiment of Sanlux's philosophy of "putting strivers first."

Following the awards, Xu Li, Director of the Administrative and Logistics Department, introduced



the highly anticipated "Dormitory Upgrade Program," exclusively tailored for star employees. With a smile, she said, "Our star employees are the backbone who shine in their roles and set an example for team progress. You've earned this honor with sweat and hard work, and the company must reciprocate this excellence with tangible care!"

She then elaborated on the details of the upgrade program: from redesigning dormitory layouts to create more spacious and brighter living spaces, to replacing bedding, desks, and chairs with brand-new ones—enhancing comfort and transforming the dormitories from mere resting places into cozy "homes" where employees can truly relax. "This is an

exclusive benefit for our star employees, but it is also an incentive for all colleagues—as long as you work hard and strive for excellence, becoming the next star employee, this warm care will come your way too!" Director Xu's words were met with continuous applause, not only making employees feel the company's deep humanistic care but also igniting their motivation to follow the example of these role models.

Finally, Li Na, Director of the Organization and Publicity Department, took the stage to deliver closing remarks. She first congratulated all the award-winning star employees, then emphasized: "Star employees are not just top performers in terms of achievements—they

are also 'positive energy ambassadors' within their teams. We hope everyone will take them as role models, bravely shoulder responsibilities, actively innovate, and collectively drive Sanlux forward." Her speech not only recognized past accomplishments but also charted a clear path for the future, inspiring all employees.

A recognition ceremony is both a reflection and a new beginning. Though this event has concluded, the power of role models continues to resonate. Moving forward, with the leadership of these outstanding employees, the entire Sanlux team will embrace their work with even greater passion and determination, writing a new chapter in the company's growth together!

Phongsaly Provincial Party Secretary and Governor Somphone Midavong Visits Lubo Company for Inspection and Guidance

Xishuangbanna Lubo Rubber Co., Ltd., to conduct research on the opium poppy substitution cultivation project.

During the inspection, Secretary Somphone Midavong and his delegation went deep into the production line of the company's rubber processing plant, observing the production processes, scale, and the operation of technical equipment to gain a comprehensive understanding of the enterprise's operational management. Subsequently, the two sides held a symposium. The meeting proceeded in a friendly and orderly atmosphere. Dao Wenling, the company's representative, provided a detailed report on the company's development and its alignment with local progress. She systematically elaborated on the company's strategies, phased achievements, and future plans regarding key initiatives such as deepening agricultural industry cooperation, boosting local employment and income, combating drug

sources, and advancing opium poppy substitution cultivation.

After listening to the report, Secretary Somphone Midavong spoke highly of the anti-drug, economic, and social benefits achieved by the company's opium poppy substitution cultivation project. He expressed sincere gratitude for the company's outstanding contributions to the socio-economic development, livelihood improvement, and drug control efforts in Phongsaly Province over the years. He emphasized that the substitution cultivation project is a significant achievement in China-Laos agricultural cooperation. Not only has it optimized Laos' agricultural industrial structure and boosted local economic growth, but it has also played a crucial role in drug control, effectively reducing the harm of narcotics and maintaining stability in border areas. Furthermore, he hoped the company would continue leveraging its strengths, intensify innovation, and make new and

greater contributions to deepening China-Laos cooperation, consolidating the achievements of opium poppy eradication, and promoting regional prosperity and stability.

This inspection fully demonstrates the Laotian local government's emphasis on China-Laos agricultural cooperation, injecting momentum into deepening substitution cultivation and advancing practical bilateral collaboration. Moving forward, Xishuangbanna Lubo Rubber Co., Ltd. will take this inspection as an opportunity to uphold its anti-drug mission, practice sustainable development principles, strengthen coordination with local governments and community interests, and enhance production, technological, and industrial synergy. The company will continue to contribute "Lubo's strength" to the high-quality development of the China-Laos rubber industry and the economic progress and border stability of Phongsaly Province.



On September 10, 2025, Somphone Midavong, Secretary of the Phongsaly Provincial Party Committee and Governor of Phongsaly Province, led a working group consisting of officials from the Provincial Party Committee Office, Investment Promotion and Management Committee, Department of Transportation, and Department of Tourism and Culture. Accompanied by key leaders from the Boun Tai District Government and the Department of Industry and Commerce, the delegation visited Rongtai Rubber Co., Ltd., the overseas subsidiary of



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Appreciating the Bright Moon Together, Celebrating Reunion in Harmony

Sanlux 2025 7th Mid-Autumn Evening Gala Concludes Successfully



On September 29, Sanlux Co., Ltd. grandly held its 7th Mid-Autumn Evening Gala—"Sanlux · Night of the Bright Moon"—at its headquarters in the Phoenix Innovation Park. On this warm evening, Sanlux employees used songs to interpret the meaning of reunion and dances to greet the future. In this moon-themed grand event, everyone came together in advance to celebrate a festive occasion of blooming flowers and a full moon.

Moonrise: A Heart as Pure as the Moon, Illuminating the Path Ahead

The gala, themed "Sanlux · Night of the Bright Moon," symbolized brightness and hope, reflecting Sanlux's increasingly "bright" future.

The opening dance La La Land kicked off the event with graceful and lively movements, while the dance Dynamic Pop! Triangular Transmission Disco blended industrial aesthetics with trendy rhythms, creating a passionate fusion of traditional manufacturing and modern pulse. The poetry recitation To the Future You conveyed the solemn commitment of Sanlux people to tomorrow with powerful voices.

The duet Later performed by Chairwoman Ms. Qiongying Wu and Executive Vice General Manager Mr. Lijun Guo pushed the first chapter to its climax. The song carried memories, growth, and deep blessings for every member of the Sanlux family.

Moonlight : Integration and Progress, Vitality in Bloom

As the moonlight grew brighter, so did Sanlux's unwavering strides in development. The dance Blossoms Along the Way showcased the flourishing spirit of Sanlux employees through vibrant movements. Chang'an Over Thirty Thousand Miles and Year After Year, the Eternal Moon perfectly blended the romance of Mid-Autumn with the warmth of corporate culture, highlighting the beauty of cultural heritage.

The spoken word performance Three and a Half Lines humorously conveyed the wisdom and joy in the daily work of Sanlux employees. The song Wild Wolf Disco ignited the crowd with its energetic beats, mirroring the radiant brilliance of Sanlux employees under the shimmering moonlight.

Full Moon - Innovation Leads the Way, a Promising Future

The third chapter focused on Sanlux's exploration and breakthroughs in the era of smart manufacturing and AI. The dance Red Sun burst with powerful rhythms and energy, symbolizing Sanlux's vitality surging like the morning sun. The skit A Worthy Son of a Tiger Father humorously conveyed the spirit of inheritance within the "family culture."

The situational drama Brush and Ink Painting the Story of Sanlux integrated corporate culture into artistic creation, interpreting the steadfast belief in "Building a Legacy Together." The chorus Tomorrow Will Be Better expressed the shared aspirations of all Sanlux employees for the future—not just a song, but a firm commitment to the company and the nation.

Honoring Excellence, Building a Brighter Future

Under the starry spotlight of the evening, we witnessed the brilliance of Sanlux employees. After fierce competition and professional evaluation, the group performance awards were announced.

Chang'an Over Thirty Thousand Miles, jointly performed by the Administration & Logistics Department, Securities Investment Department, and Project Department, won the first prize! The ChuFeng Team secured the second prize with their skit A Worthy Son of a Tiger Father. The dance Red Sun, presented by the Phoenix Intelligent Manufacturing Research Institute and Equipment Department, earned the third prize.

Applause and honors belonged to every dedicated individual. Amid enthusiastic cheers, Chairwoman Ms. Qiongying Wu presented awards to the winning teams. This moment not only recognized excellence but also inspired all Sanlux employees to strive for greater achievements.

On this night, the moonlight illuminated the path ahead and reminded us of our original aspirations. The toughness of technology and the warmth of culture intertwined, forging Sanlux's unique tomorrow. Let us unite to build a legacy that endures! We look forward to gathering again at this time next year!



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Quality as the Foundation, Connecting the World

Sanlux Successfully Passes Foreign Customer Audit

Recently, Sanlux successfully completed an on-site audit by an international client. This audit was not only a test of the company's quality control capabilities but also a significant opportunity to deepen global cooperation. As a leading enterprise in China's transmission belt industry, Sanlux has long incorporated "globalization" into the core of its development strategy, with superior quality serving as the "golden key" to unlocking international markets.

Quality is the "passport" for a company to establish itself globally. In the competition of globalization, product quality has transcended mere standards to become the vital link connecting different countries and markets. Sanlux consistently integrates quality control throughout the entire production process—from stringent raw material screening to precise monitoring during production, and finally to multi-dimensional testing of finished products—all aimed at achieving "zero defects." It is this unwavering commitment to quality that has enabled Sanlux's products to break through geographical barriers, building a stable reputation of trust in international markets and becoming the preferred long-term partner for overseas clients.

In the tide of globalization, quality is the "hard power" for enterprises to compete internationally. Faced with diverse regulatory requirements and customer demands across markets, Sanlux anchors itself in quality, aligning

with advanced international standards while precisely meeting clients' customized needs. During this foreign customer audit, Sanlux's end-to-end quality control capabilities were thoroughly validated—from the rigor of quality system documentation to the meticulous management of production sites and the real-world performance data of products. This was not just a routine audit but a demonstration to the global market that only by standing firm on quality can a company advance steadily and go far in the race of globalization. Taking this audit as an opportunity, Sanlux will conduct a comprehensive internal review, addressing weaknesses and strengthening advantages with international benchmarks in mind, laying a solid foundation for expanding global markets and enhancing international competitiveness.

Looking ahead, Sanlux will continue to uphold "creating value through quality" as its core principle, increasing investments in technological R&D, intelligent production, and quality control. The company will deepen its global footprint, refining products with even stricter standards and connecting the world with more reliable quality. Through international cooperation, Sanlux aims to showcase the quality confidence of "Made in China" and achieve win-win development with global clients.



Launch of the Standardization Project at the Tiantai Production Base:

Establishing a New Foundation for a World-Class V-Belt Brand through Standards

On September 25, 2025, the official launch meeting for the standardization project of Sanlux Co., Ltd. (Tiantai Factory) was held. This meeting marks a key step toward the company's goal of becoming a "world-class V-belt brand," signifying that Sanlux has officially entered a new phase of strategic upgrade centered around "standardization." The project envisions a "Beautiful Sanlux" and anchors on four strategic pillars: "standardization, intelligence, platformization, and globalization," designating 2025 as the company's "Year of Standardization." Through comprehensive standardization efforts, the aim is to elevate the quality of products, manufacturing, and services.

Strategic Leadership

Building a New Ecosystem for Standardized Development

Sanlux places standardization at the top level of its strategic design, focusing on four dimensions: "products—belts, systems, personnel, and industrial products." By implementing the ISO 9001 Quality Management System and the IATF 16949 Quality Management System for the automotive industry, the company aims to establish standardized operating procedures (SOP) that cover the entire process of research and development, production, sales, and service. Additionally, leveraging the information integration capabilities of the smart command system will facilitate a deep integration of intelligent production and standardized management. The goal is to create an industry benchmark system that embodies "product standards, manufacturing standards, and system standards," thereby leading the new direction of standardization development in the V-belt industry.

Gradual Advancement

Creating a Replicable Standardization Model

To ensure the precise implementation of the standardization strategy, the project adopts a scientific approach of "pilot—promotion—acceptance—group radiation." In the first quarter of 2025, the standardization transformation of one core production line will be completed, along with specialized training for the core team, to validate the feasibility and efficiency of the plan, laying a solid foundation for comprehensive promotion. In the second and third quarters, successful experiences will be replicated across the entire factory, achieving standardized coverage for all production lines and transforming individual advantages into scalable production benefits. In the fourth quarter, by introducing third-party authoritative certification and proactively applying for industry standard certification, the project aims to solidify standardization results with strong credentials. Ultimately, this successful model will radiate to all subsidiaries within the group, building a standardized management network that covers the entire organization, maximizing collaborative effects and leading the group toward excellent operations.

Value Creation

Driving Efficiency, Quality, and Sustainable Development

The successful implementation of the standardization project will significantly enhance production efficiency, optimize quality metrics, and reduce energy consumption and management costs, laying a solid foundation for the company's global expansion. By establishing a unified standard system, Sanlux will further improve product consistency and reliability, strengthening market competitiveness. Simultaneously, standardized services will empower customer value enhancement, achieving a transformation from "manufacturing" to

"intelligent manufacturing + services."

Solemn Declaration

Measuring by Standards, Acting on Commitments

The atmosphere at the launch meeting was both solemn and enthusiastic. Under the leadership of the project manager, all attendees collectively read the "Sanlux Standardization Commitment Declaration." The resounding and firm pledge echoed throughout the venue, clearly demonstrating the unwavering determination and belief of all Sanlux employees in promoting standardization.

Chairman's Message

Innovative Thinking, Mission at Hand

Finally, Ms. Wu Qiongying, Chairwoman of Sanlux Co., Ltd., delivered a concluding speech. Her address was heartfelt and profound, serving both as a wake-up call for all employees and igniting their passion for hard work. Chairwoman Wu reflected deeply, stating that the greatest gap between us and true scientific management lies not in technology, but in the transformation of our thinking. She earnestly urged all employees to take on this heavy responsibility—not only for the future of Sanlux but also to earn respect and a future for Chinese manufacturing on the world stage.

In the future, Sanlux will seize this standardization project as an opportunity, using standards as its sail and innovation as its oar. The company will continue to delve deeply into the V-belt field, steadily advancing toward the strategic goal of becoming a "world-class brand," contributing Chinese wisdom and standards to the global industrial transmission system.



Yinjie Power and China Energy Storage Technology Officially Sign Agreement to Initiate International Energy Strategic Cooperation



On September 26, a strategic cooperation signing ceremony was held at the Phoenix Innovation Park in Shaoxing, Zhejiang, between Zhejiang Yinjie Power Technology Co., Ltd. and China Energy Construction Storage Technology (Wuhan) Co., Ltd. Attendees included Zhao Yong, member of the Party Committee and Deputy General Manager of China Energy Equipment, Chairwoman Wu Qiongying of Sanlux Co., Ltd., Executive Deputy General Manager Guo Lijun of Sanlux Co., Ltd., General Manager Lu Tiedong of Yinjie Power Technology Co., Ltd., CEO Martin of MSR, and relevant personnel from the overseas division of China Energy Storage Technology. The two parties engaged in in-depth discussions on topics such as domestic and international new energy business layouts, mutually empowering market cooperation, and industrial collaboration, reaching a consensus.

Chairwoman Wu Qiongying welcomed Zhao Yong and his team, affirming the technological strength and overseas strategic layout of China Energy Storage Technology, while expressing gratitude for the support of their team in current European energy storage projects. During the discussions, Wu emphasized that 2025 is a crucial year for Sanlux's internationalization. As a strategic pivot for the group's deployment in the international energy sector, Yinjie Power will leverage its parent company's funding and platform advantages to develop a series of energy storage station investments in the European market. China Energy Storage Technology, as a backbone in energy storage system integration and power station operation and maintenance, possesses rich project experience. Wu hopes that they will utilize their technological and product advantages, as well as the benefits of being a state-owned enterprise, to provide Yinjie Power with comprehensive solutions for the

entire lifecycle of new energy and energy storage power stations, EPC implementation resources, and opportunities for domestic and international project development, thereby assisting Yinjie Power in successfully constructing and operating a series of new energy and energy storage power stations both domestically and abroad.

Zhao Yong expressed gratitude for the trust and support that Sanlux Co., Ltd. has extended to China Energy Storage Technology. He provided a detailed overview of the latest developments and core service advantages of China Energy Storage Technology in the areas of energy storage equipment research and manufacturing, customized solutions, AI-driven intelligent operation and maintenance, and international business expansion. He noted that Yinjie Power is establishing an energy investment sector based on the EPC projects under its Czech subsidiary, MSR, developing integrated technologies for "power-storage-energy management." This initiative aims to promote the collaborative development of "power equipment + energy storage services" and create an integrated technology solution for "production-research-application-storage." This platform serves as an international innovation hub for the research and production of power and energy storage products, possessing sustainable advantages and growth potential through dual capital and industrial layouts. Zhao expressed hope for close cooperation between the two parties, emphasizing the need to strengthen the alignment of technology and market information, and to integrate resources for joint development in domestic and international markets, contributing to the global energy transition with Chinese strength.

After the discussion, both parties signed the strategic cooperation agreement and toured the Sanlux Co., Ltd. exhibition hall and factory.

Triangle Belt Formula Upgrade!

Nitrile + Neoprene Blending Solution Achieves Cost Reduction and Quality Improvement

In the current manufacturing environment that emphasizes efficiency and lean practices, the performance and cost control of triangle belts—core components of drive systems—have become key to enhancing competitiveness. The industry has long faced challenges such as significant fluctuations in neoprene rubber raw material prices and performance bottlenecks. Against this backdrop, a blended application solution that partially replaces neoprene rubber with nitrile rubber has achieved a crucial technological breakthrough, providing triangle belt manufacturers with a new option for cost reduction and efficiency enhancement.

1 Performance Complementarity: Synergistic Effects Drive Product Upgrades

The core of this solution lies in fully leveraging the complementary properties of nitrile rubber and neoprene rubber. Neoprene rubber, known for its excellent weather resistance and ozone resistance, is essential for outdoor and complex environment applications of triangle belts. Nitrile rubber, with its high oil resistance and low permanent deformation characteristics, effectively addresses neoprene's shortcomings. When blended, the triangle belts see a lifespan increase of over 20% under oily conditions and extreme temperatures. Additionally, key performance metrics such as tensile strength and wear resistance are optimized concurrently, allowing for broader applicability in various demanding scenarios, including agricultural machinery, automotive manufacturing, and industrial transmission.

2 Cost Optimization: Scientific Formulation Resolves Raw Material Challenges

In recent years, the market price of neoprene rubber has remained volatile, creating cost pressures. In contrast, nitrile rubber exhibits significant advantages in terms of cost-performance ratio. Through scientific formulation design (recommending a nitrile rubber content of 30%-50%, adjustable according to specific working conditions), this blending solution effectively reduces raw material costs by 15%-25% while ensuring that product performance is not compromised and may even improve. For large-scale production enterprises, this cost optimization translates directly into significant economic benefits, effectively alleviating cost pressures and enhancing market competitiveness.

3 Process Compatibility: Low Barriers to Technological Implementation

A major highlight of the nitrile + neoprene blending solution is its excellent process compatibility. Enterprises do not need to make large-scale modifications to existing triangle belt production lines; only minor adjustments to key process parameters such as mixing and curing are necessary. Compared to pure neoprene formulations, the blended rubber offers better processing flowability, improving molding efficiency by 10% and effectively reducing the waste rate during production, which significantly lowers the investment and risk associated with technological upgrades.

As the "core link" of drive systems, the upgrade of triangle belt formulations directly impacts equipment operating efficiency and corporate competitiveness. The nitrile + neoprene blending solution serves as both a "safety card" for performance enhancement and a "key move" for cost optimization.

Column Introduction

On the vast stage of business, distributors and brand owners dance like partners, performing a symphony of mutual success. By leveraging their respective strengths and supporting one another, distributors and Sanlux have not only realized each other's dreams but also collectively achieved remarkable market success.

Chasing Dreams in Yunling: Three Decades of Business Ventures from Flying Tiger to Sanlux

Since becoming Sanlux's Yunnan agent in 1996, they have journeyed from the early challenges with the "Flying Tiger" brand to building a three-decade-long partnership with Sanlux. Through thirty years of dedication, their annual sales have exceeded 20 million RMB. Guided by the philosophy that "quality is an investment, trust is an asset," they have worked hand-in-hand with two generations of Sanlux leaders, Wu Peisheng and Wu Qiongying, to deeply cultivate the market with a focus on quality. Today, leveraging Yunnan's strategic advantages, they are jointly exploring the vast potential of Southeast Asia, writing a new chapter in their collaboration.




Yunnan Xiejian Trading Co., Ltd.

Wu Xingyuan , Wu Jiangqin

Meeting Sanlux, partnering with Sanlux. In 1996, we obtained the distributorship in Yunnan and steadily progressed along the dual path of quality and quantity. While achieving sales targets, we established long-term cooperative relationships with our customers, continuously improving and developing.

In the golden autumn of October 1995, as the first rays of dawn pierced through the mist over the Yunnan-Guizhou Plateau, we set foot on this mysterious and challenging land with fiery entrepreneurial dreams. Yet, fate seemed intent on testing our resolve—severe altitude sickness followed us like a shadow, every breath a struggle in the thin air; the lurking dangers of drug trafficking in the streets and the prevalence of thieves kept us constantly on edge. Our humble living conditions, with the storefront doubling as a warehouse, and the fierce market competition painted the stark reality of our early entrepreneurial days.

Amid such challenges, we chose to distribute the "Flying Tiger" brand belts produced by a local village-run rubber factory in Zhejiang. The name, with its untamed spirit, embodied our ambition to "achieve annual sales of a million and earn our first bucket of gold." However, over time, the product's flaws soon became apparent—rough stitching, easily broken buckles, and leather that could not withstand the test of time. These quality issues clung to us like a persistent ailment, casting a shadow of potential returns over every sale. It was during those days, plagued by the frustrations of inferior belts, that our future business creed gradually took shape: "Survival depends on quality, development depends on quality, and only quality can truly capture the market."

The turning point came with a chance encounter. Meeting Mr. Wu Peisheng, the former chairman of Sanlux, was like seeing a beam of light at the end of a dark tunnel. When discussing business prospects, I candidly shared my concerns about the quality issues with the "Flying Tiger" brand. His assertion that "price and quality are always directly proportional" struck me with the force of a revelation. In his eyes, I saw an almost obsessive commitment to quality and a profound consideration for long-term benefits—precisely the business soul I had been desperately seeking but failed to find in "Flying Tiger." Though the profit margins of Sanlux products fell short of expectations in the early stages of the transition, and I endured the most challenging period of business promotion—carrying samples door-to-door every day, facing neglect and rejection as routine—my wife managed everything in the store while I was out on the road. Life was almost entirely consumed by work. Yet, every in-depth discussion with Mr. Wu about packaging improvements, quality control, and market competition reinforced our conviction that this was the right path, worth staking everything on.

The following year, when sales surpassed the 300,000 mark, tears of joy blurred my vision. This was not merely a numerical increase but the market's ultimate validation of quality. We embarked on riskier market expansion strategies—dedicated business routes, targeted promotions, and innovative "try before you pay" models. These strategies, commonplace today, were groundbreaking at the time, effectively breaking the ice in the market. The decision to fully transition to Sanlux in the third year seemed bold, but it was a natural outcome of two years of accumulated effort. By the fourth and fifth years, the exponential growth in sales not only documented the rise of a brand but also etched the trajectory of an entrepreneur's evolution from inexperience to maturity.

In 2010, when our annual sales reached 20 million yuan, looking back at the journey we had traveled, every milestone was closely intertwined with the presence of Mr. Wu Peisheng, the former chairman. I still remember those critical moments when urgent orders strained our cash flow—it was his unwavering trust and the

promise of "goods first, payment later" that acted like timely assistance, helping us overcome difficulties time and again. I also recall our annual in-depth discussions with Mr. Wu, from refining the details of belt packaging to adjusting market competition strategies, from stringent quality control to innovating sales channels. These seemingly ordinary exchanges were, in fact, the passing down of business wisdom. Our relationship had long transcended that of a typical manufacturer-distributor dynamic, evolving into a community of shared destiny.

Three decades of navigating the business world - from being an anxious entrepreneur on the Yunnan plateau worrying about the quality of "Flying Tiger" belts, to becoming a successful partner working hand in hand with Sanlux - have taught us our most valuable lesson: In business, quality is not an expense but the most long-term investment; trust is not a transaction but the most precious asset. Every time we see customers smiling with satisfaction while wearing our belts, every time we review the steadily rising sales figures, we recall our hopeful yet struggling selves when we first arrived in Yunnan. It was precisely those seemingly insurmountable challenges that forged our perseverance in pursuing excellence, and those repeated choices between quality and profit that built our commercial reputation today.

Looking back from our current vantage point, the thin air of the Yunnan plateau remains fresh in our memory, but what we cherish even more is the business legend we co-wrote with Sanlux. It teaches us that true commercial success never comes from opportunism or short-term gains, but from perfecting every quality detail, staying true to our original aspirations when facing market challenges, and achieving mutual success through business trust. This is perhaps the spiritual code that enabled countless private enterprises to grow from small to large, from weak to strong during China's reform and opening-up - prevailing through quality, establishing foundations on trust, and thus advancing steadily and going far.

Looking ahead, our story with Sanlux continues to unfold. Under the leadership of Chairwoman Wu Qiongying, we are actively embracing Sanlux's new development philosophy. As a long-standing partner with thirty years of deep roots in the Yunnan market, we understand clearly that in the new wave of consumption upgrades and industry transformation, only by adhering to the principles of "quality as the foundation and trust as the soul" can we join hands with Sanlux to create new glories. Chairwoman Wu Qiongying has brought us new ideas for the new era, guiding us to further refine our regional market operations. Leveraging Yunnan's strategic advantage as a gateway to Southeast Asia, we will explore the untapped potential of cross-border belt markets together with Sanlux. At the same time, we will enhance our in-depth service to end customers through innovative models such as membership systems and after-sales guarantees, ensuring that every Sanlux belt is not just a symbol of quality but also a trusted companion for users.

Finally, we would like to extend our heartfelt gratitude to former Chairman Wu Peisheng, Chairwoman Wu Qiongying, and the entire Sanlux team—thank you for the guiding light that illuminated our path thirty years ago, for the unwavering trust during our toughest times, and for treating us as "family bound by shared destiny." Moving forward, we are committed to bringing even greater enthusiasm and more professional service as we walk side by side with Sanlux while you focus on R&D and quality upgrades, we will deepen our market presence and service execution; while you strategize for the long term, we will implement regional expertise.

The wind in Yunnan still carries the chill of the plateau, but we know that with each other's company, the road ahead will be warm and bright. Hand in hand with Sanlux, the future is full of promise!

Sanlux Co., Ltd. Holds Postdoctoral Project Conclusion Report Meeting for Dr. Chen Qi

Dr. Chen Qi graduated with a Ph.D. from Gyeongsang National University in South Korea, majoring in nano new materials. His research focuses on rubber product formulations and processing optimization, as well as nano new materials. He currently works at the School of Polymer Science and Engineering at Qingdao University of Science and Technology, with over 20 published papers and 3 authorized invention patents. He has led one provincial-level project under the "Shandong Province Innovation Capability Enhancement Project" and participated as a key member in one major project of the Ministry of Science and Technology. Dr. Chen was awarded the "Best Solution Prize" at the 5th China Innovation Challenge Competition and received the honorary title of "Yangming Scholar" in Ningbo in 2023.

On the morning of September 23, Sanlux Co., Ltd. successfully held the postdoctoral project conclusion report meeting for Dr. Chen Qi. The meeting invited Qiu Bo, Deputy Director of the Keqiao District Human Resources and Social Security Bureau in Shaoxing, Wang Ping, Head of the Professional and Technical Division, along with renowned domestic experts, professors in the rubber field, and corporate representatives to form an evaluation panel. The panel conducted a rigorous demonstration and assessment of the postdoctoral research project. Ultimately, Dr. Chen Qi's research work received unanimous recognition from the evaluation team, and he successfully concluded his postdoctoral program.

At the meeting, Dr. Chen Qi delivered the concluding report on the research project titled "Application of EPDM Rubber Powder in V-Belts." The study successfully addressed the challenge of recycling EPDM rubber powder in V-belts through efficient activation and regeneration processes. This achievement not only effectively reduces carbon emissions during V-belt production and lowers manufacturing costs, injecting new momentum into the company's sustainable development, but also sets a benchmark within the V-belt industry. It serves as an exemplary model,

providing significant reference for technological advancement and green development in the sector. The project demonstrates considerable academic value and broad application prospects.

The evaluation panel attentively listened to Dr. Chen Qi's concluding report and engaged in an on-site Q&A session. Following thorough inquiry and discussion, the panel unanimously agreed that Dr. Chen Qi's research successfully resolved the interfacial bonding issue of EPDM rubber powder in natural rubber-wrapped V-belts, significantly enhancing the product's overall mechanical properties. Simultaneously, it achieved the high-value application of EPDM rubber powder in EPDM synchronous belts, meeting energy-saving and emission-reduction objectives. Additionally, the research explored the potential application of solid rubber powder and liquid reclaimed rubber in V-belts, holding significant theoretical and practical importance for rubber powder studies. Based on these outcomes, the panel unanimously approved the conclusion of the project.

Sanlux consistently regards talent as the core driver of innovation. Since the establishment of its provincial-level postdoctoral workstation, the company has successfully facilitated the completion of three postdoctoral fellows. It has also forged deep collaborative partnerships with numerous universities and research institutions. Leveraging the joint cultivation of enterprise postdocs with Qingdao University of Science and Technology as an opportunity, Sanlux will further deepen exchanges and cooperation to promote multi-level, all-round collaboration between talent, intellectual resources, and technological projects. The company is committed to providing superior research environments and broader development platforms for scientific talent, facilitating technological breakthroughs and efficient translation of scientific achievements in the rubber industry. Together, we will strive to create a promising future of high-quality development for the rubber sector.

