

## The company formed molds Success



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Since entering the gates of the factory office of the company, we feel a spirit of Dale Carnegie spread through nods and friendly attitude, sincerity of this group of workers direct port staff, department tan. Chung ceremony I noticed the guests to company transactions, business contacts were received warmly same. It is extremely valuable to any business that is not well done.

Since entering the gates of the factory office of the company, we feel a spirit of Dale Carnegie spread through nods and friendly attitude, sincerity of this group of workers direct port staff, reception. We found the room to the trading company, business contacts were received warmly same. It is extremely valuable to any business that is not well done. Bring this up to ask him questions Vo Thanh Cong, director of the company, the answer we received was very favorable and heartless: To welcome guests, they must expand their doors! People may forget where they are not welcome, but few could forget where they were warmly received. Design thinking, this much is enough solid premise for Success in the quest to find the value of the brand as well as the love of partners and customers.

Q: What Motivates was sticking him with field mold?

**Vo Thanh Cong (VTC):** The company was born from the desire to escape poverty myself own aspirations as well as get full bellies warm clothing of every member in the company. I was originally in the police and being 10 years in the profession. But business aspirations have to drag me to the field of mold, to do the job with their hundred strawberry and tough challenges. Beyond the idyllic dream that many people are aiming for, it is a passion for this field. At that time, physical facilities is poor too, so I had to borrow money to buy the machine and trying to practice hard to payback. However, the collective endeavor of the company, from the initial 1-2 rudimentary machines, now the company has built a spacious factory, machines are properly invested with the skilled workers profession. It sounds simple but experienced entrepreneurs know the journey would have to built on the sweat and arduous.

**Reporter:** The company specializes in mold manufacturing, a sector more competitive. Then

## **Success has strength to conquer customers?**

**He VTC:** Right from the pre-planning steps, we have identified our strengths is to make molds and machine parts processing on materials such as aluminum, zinc, atimol, plastic ... with mechanical systems modern, highly effective as milling, turning, planing, corrosion EDM ... the company has successfully made many different items such as spare parts (engine block, the more wins, wins hands , pots, wheels, wheels of fire ...), statues, decorations serving the interior design industry, started watering coffee, trimmer, fan, cabinet handles, garment accessories ... With skilled technicians, skillful, their products not only ensure persistence factors but also have nice designs. Our motto is Quality platform, Success has received the love of the customers from near and far and to promote further increasing its strength.

## **Q: On a rebranding journey, probably Success has faced difficulties?**

**He VTC:** Yes. It's a long way tough challenges since the company was a base born during the national economy more difficult until the present time when the country is developing another step. To get something like today, Success has many failed attempts and has optical track seemed untenable. At that time the family economy too tight because they must care for children, the wife has no job ... originally reached base at home, only style mercenaries and where to invest to get there. Based on self-learning, I have gradually become more confident with their knowledge and thinking to expand the scale of production. Sometimes difficulties made me flinch but determination and expectation that his brainchild had been working construction that helped me survive. Moreover, I was lucky to get those trusted colleagues, good friends willing to share and help when needed. Whenever necessary, they are always by my side to encourage and help both physically and mentally. To me, this much is already known to be successful enough already!

## **Reporter: At present, many enterprises facing difficulties due to the overall impact of the economy. Success can be an exception?**

**He VTC:** Like the other units, we are faced with economic difficulties, problems surface as well as human resource factors. From the current 40 employees the company has cut about 30 people. I myself was very sad to have to leave you, but I still believe they understand and appreciate the opportunity to continue to stick with them. Economy growing, to survive oriented businesses have to adapt to new circumstances and to equip themselves with the tools they need. Recently, collective Success registered ISO and staff training policies basically. we do not see it as a movement that is company policy development in the new period. On the occasion of the spring, I would like on behalf of Collective Success, sincerely delivered to customers, partner companies best wishes!

**Reporter: Thank you for sharing this interesting!**

**A.T (Implementation)**

**Vietnam Business Deductions**

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