

## 透过共享单车看中国自行车制造还能走多远！

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<http://m.jrj.com.cn/rss/wifi/2018/2/26/24154043.shtml>

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1月12日，有国内媒体放出重磅消息，声称ofo“订单量从3200万单锐减到1000万单”，“拖欠供应商货款25亿”，账上现金“只能维持一个月”。而ofo在发了一纸声明、向爆料媒体寄出律师函后，并未对外披露更多信息。

一时之间，ofo陷入舆论的暴风眼。看衰ofo的声音骤起。

There was a big news from domestic press on 12<sup>th</sup> January saying that orders from OFO had reduced rapidly from 32 million to 10 million and OFO delayed payment for suppliers of 0.25 billion and OFO's account only enough to maintain operation for one month. However, OFO has not published any more information after issuing a statement and a lawyer's letter.

这几天，经过多方采访，实地调查，将ofo危局的里里外外悉数呈现。

天津王庆坨镇等自行车的分散产能已经在共享单车的游戏中出局，但现在即使是大厂，也在越拉越长的账期中倍感压力。该供应商还透露，为了缓解资金压力，ofo与供应商之间已经开始引入第三方担保公司。

After interview from various sides recently, we can conclude that OFO is in a huge crisis. Capacity from WangQingTuo town of Tianjin is getting out of bike-sharing industry, even it's a big factory but still it can not going on without receiving OFO's payment. The supplier also reveals that OFO has introduced escrow companies to suppliers.

可以说共享单车诞生两年，绕了一圈，最后的重点仍然是贾老板的那句话：“找钱”。

Two years after the birth of bike-sharing, the key is still the saying by Jia: Seeking for money.

**这些民营企业如何“找钱”度过寒冬呢？**

**How these private enterprises finding money?**

### **1、 从工人身上“找钱”**

#### **1. looking for money from workers**

近些年满满的反应富士达自行车拖欠工资的文章此起彼伏，在网络上铺天盖地。网络招聘收取押金的，甚至有专门的人员伪装成中介收取中介费，让外地工作的员工辛辛苦苦干了几个月承诺的 4000 元工资实发 1000 多元的薪水。

There are thousands of hundreds of articles reflecting that Fushida delayed payment of workers' wages. Some charged deposit on the online recruitment while others even pretending to be an intermediary to charge the intermediary fee, so that workers from out of town actually only received 1000RMB for several months instead of 4000RMB as what they promised before.



问了很多生产型企业的从业者，她们的回答是“厂骗”太多了。已经默认为生产型企业的定律。

After asking a large amount of workers from productive enterprises, their response is that fraud is everywhere. It defaults to be the rule in productive enterprises.

## 说说我在天津富士达电动车找工作的情况

只看楼主

收藏

回复



我在网上看见富士达电动车直招工人，打了电话问问，说是直招，管吃住早八晚五，3500~4500，报销路费。然后我就过去了

到了天津之后打电话问了详细地址，过去一看，星期天确实是放假没人，就住了一宿

第二天过去了，门口有直招的牌子，保安不让进，让在外面打电话等着，打完电话过来两个穿着工作服的女的

说先登记吧，然后带我进去看看活，介绍了一下工作，说早八晚五，双休，偶尔加班

工资是3500-4500操作工，然后我说行，办入职吧，到这转折点来了

一个女的说先交260元费用，100是押金，3月之后退，160是管理费，包括服装等等，以后不再收费了

我说不是直招吗？怎么要钱呢？她说现在厂子就是这么规定的，我说那我考虑考虑吧

## 2、 制造“烂货”从商品上“找钱”

### 2. looking for money from unqualified products

天津富士达自行车有限公司生产以不合格冒充合格的自行车车架产品案

Here bellows is the case about Tianjin Fushida passed shoddy products off as ones of high quality.

## 行政处罚信息摘要

行政处罚决定书文号		津市场监管罚威罚〔2017〕2号	
行政处罚当事人基本情况	个人	姓名(名称)	
		注册号	
	单位	名称	天津富士达自行车有限公司
		注册号	911201106005843105
法定代表人(负责人)姓名	赵福华		
违法行为类型		生产以不合格冒充合格的自行车车架产品	
主要违法事实		天津富士达自行车有限公司于2016年6月20日生产的规格型号为YM660X430的自行车车架产品在天津市市场监管委组织的产品质量监督检验中因中接头两端孔项目不符合QB1880-2008《自行车车架》标准,被判定为不合格产品。经调查查明,该批次不合格自行车车架产品共生产了100支,其中4支经破坏性试验已不能退还外,销售26支,70支存放在该公司自行车车架产品成品库内,销售价格37.47元/支,成本价格36.47元/支,利润1元/支,货值金额3747元,违法所得26元。执法人员于2017年3月15日依法对该批次不合格未销售的70支自行车车架产品进行了扣押。	
行政处罚种类		罚款,没收违法生产的产品,没收违法所得	
行政处罚依据		《中华人民共和国产品质量法》第三十二条	

根据天津政务网公布的信息,环保局在调查天津富士达自行车有限公司时,现场正在生产,喷漆及烤漆车间产生的废气确有异味。目前,天津富士达自行车有限公司共有二号、三号、四号、五号、六号、七号六个喷烤车间,二号车间和三号车间废气处理设施均已进行提升改造,但二号车间废气治理二期项目未办理环保验收手续。三号车间废气治理三期项目未办理环保验收手续。

According to the information released by Tianjin Government Affairs Network, when the Environmental Protection Agency investigated Tianjin Fushida Bicycle Co., Ltd., the site was producing, and the exhaust gas generated in the painting and baking workshops had an odor. At present, Tianjin Fushida Bicycle Co., Ltd. has a total of No. 2, No. 3, No. 4, No. 5, No. 6 and No. 7 six spray baking workshops. The No. 2 workshop and No. 3 workshop exhaust gas treatment facilities have

been upgraded, but the second-stage waste-gas-pollution-control project of No.2 workshop and the third-stage waste-gas-pollution-control project have not been approved the environmental test procedures.

对此，东丽区环保局已对天津富士达自行车有限公司二号、三号两车间未取得环保审批手续的违法行为依法立案查处，并责令该两间生产车间停止生产。四号、五号、六号三个车间未及时更新改造废气治理设施，区环保局已对该三个车间进行了查封。下一步执法人员将加大对该单位的检查频次，如发现废气超标排放的情况将严肃查处。

In this regard, the Dongli District Environmental Protection Bureau has filed an investigation into the illegal activities of the two workshops No. 2 and No. 3 of Tianjin Fushida Bicycle Co., Ltd. that have not obtained the environmental approval procedures, and ordered the two production workshops to stop production. The three workshops No. 4, No. 5 and No. 6 have not updated the waste gas treatment facilities in time, and the district environmental protection bureau has sealed up the three workshops. In the next step, law enforcement officers will increase the frequency of inspections of the unit. If it is found that the exhaust gas exceeds the standard, the situation will be seriously investigated.

另据了解，天津的另一大自行车制造商爱玛有限公司也因同样的喷漆和烤漆问题被关停。

It is also known that another major bicycle manufacturer in Tianjin, Emma Co., Ltd., was also shut down due to the same paint and paint problems.

### 3、 将企业的资金抽走通过非正常手段“找钱”

#### 3. looking ofr money through abnormal way of taking other enterprises' capital

近些日闹的沸沸扬扬的 1 亿元的借贷合同风波，就是富士达自行车董事长辛建生与天津瓷房子馆长张连志的纠纷。被媒体曝光的“套路贷”手法都差不多：先花言巧语“忽悠”个人或者企业来借钱，然后利用客户急于用钱的心理，与其签订借款合同。合同里面暗藏两个“坑”：一是利率畸高，二是客户实际借到手的钱低于合同中标明的数额（也有先足额贷款给客户，马上又以各种名目扣回一部分的）。等合同到期时如果客户未按照借款合同纸面数目还款，即被指控“违约”。值得一提的是，非法“小贷”通常与本地某些人物关系不错，一场官司打下来，因为借款合同上面白纸黑字写着借款数额，再加上非法“小贷”早就做足了“功课”，客户几无胜算，轻则折损钱财，重则财产被洗劫一空。

In recent days, the raging loan contract of 100 million RMB is the dispute between Xin Jiansheng, chairman of Fushida Bicycles, and Zhang Lianzhi, director of Tianjin Porcelain House. The "loan method" exposed by the media is almost the same: first, they fudged " individuals or enterprises to borrow money, and then use the psychology of customers' eager of cash to sign a loan contract with them. There are two "trick" hidden in the contract: one is that the interest rate is abnormally high, and the other is that the actual borrowed money of the customer is lower than the amount indicated in the contract. (there is also a full loan to the customer, then immediately getting kickbacks in the terms of various excuses) If the

customer fails to pay the debt as the amount of the loan contract when the contract expires, he is accused of “default”. It is worth mentioning that illegal “small loans” usually have a good relationship with some local people. There is no win chance for customers as it was written clearly about the debt amount in the loan contract. If the customer has lucky, he only losses some money ,if not all property will be taken

#### 4、 逃避大额欠税中国家补贴中“找钱”。

#### 4. looking for money from Chinese governmental subsidies

所谓进军海外市场，顾名思义就是把中国制造送出国门。在此过程中，为了从税收上增持收益，往往虚报生产的实际数量获得补贴收益，经过一连串的复利游戏。完成了一生二，二生三，三生万物的过程。可以说，在中国没有假账，只有内账与外账。

When it comes to entry into overseas market, it means to export Chinese made products. Aim to increase revenues from taxes, they normally make false reports about their production quantities to receive subsidized benefits. It could say that there is no false account in China but inside-account and outside-account.

在“找钱”的过程中，富士达自行车完成了自己的小目标。而自行车的传统制造业却离我们的期望渐行渐远。

From the process of seeking for money, Fushida has achieved its goal but traditional bicycle manufacture industry also has been more and more far away from our expectation.



目前，全球有 70%以上的自行车是在中国生产的。我们有着全世界最完备的自行车供应链体系和比较明显的成本优势。中国的传统生产型企业应该把握时机，用自身的能力向世界证明“中国制造”而不是靠一些不合格的生产和不合理的“某财”方式，让自己先富起来。

Nowadays , there are over 70% bikes produced in China. We have the most complete bicycle suppliers chain over the world and the obvious cost advantage. Chinese traditional productive enterprises should take the chance to prove the world “Chinese manufacture”through their own ability but not some unqualified productions or unreasonable money-making method to make themselves rich.