

# 今日长飞

YOFCC 长飞



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# 以客户为中心， 做有责任心的长飞人

■ 本刊编辑部

企业文化是约束和指引员工共同追求企业目标的无形力量，是企业宝贵的精神财富和持续发展的不竭动力。企业文化所包含的内容非常广泛，而包括核心价值观在内的精神文化是企业文化的核心，是企业全体职工共同的价值准则。

在创业初期，长飞公司以“奉献、拼搏、进取”为核心价值观，在高速发展期和发展成熟期，长飞公司的核心价值观是“做一个有责任心的长飞人”。2016年初，公司制定“十三五”战略规划，并同步启动新一轮的企业文化建设，在以“责任心”为核心的价值观中补充强调了“以客户为中心”的理念，于是“以客户为中心，做有责任心的长飞人”成为我们新的价值追求。

长飞公司自成立以来就十分注重从各方面满足并超出客户的需求，无论是新产品的研发和生产，还是践行严格的质量管理、提供良好的技术服务，无不是长飞公司“以客户为中心”的行动表达。近日，长飞公司根据海外客户的需求，成功开发出具有防鼠、防蚁、防火“三防”性能的新型光

缆，再一次用高质量的产品实现了客户的价值预期。

“责任心”是长飞多年来一直坚守的价值准则。以科学和完善的管理体系履行责任，以救灾助学、保护环境等实际行动关爱社会，以精益求精、追求卓越的态度确保产品质量……点点滴滴的“责任心”汇聚成了长飞公司“优秀企业公民”的形象。未来长飞公司要实现“全球第一，行业领袖”的战略目标，需要每一位长飞人继续增强客户意识、责任意识，将公司的核心价值观践行到每一个日常工作的细节之中。

著名经济学家于光远先生曾说，小企业靠人管人，大企业靠制度管人，大集团企业靠文化管人。作为全球领先的光纤光缆企业，长飞公司“以客户为中心，做有责任心的长飞人”的核心价值观一直发挥着约束员工行为、凝聚企业向心力的作用，未来，长飞公司将进一步加强企业文化的管理，以更好地发挥文化软实力作用。

## Customers Come First, Acting as a Conscientious YOFC Member

■ The Editorial

Enterprise culture is invisible power of managing and guiding employees to propose corporate goals and also a valuable spiritual wealth and an enterprise's inexhaustible power for sustainable development. Enterprise culture is rich in its contents. The spiritual culture which includes core value is the core of enterprise culture and also a common value criterion for all staff.

At the early founding stage, the values of Yangtze Optical Fibre and Cable Joint Stock Limited Company (YOFC) were "dedication, fighting and progress". While in high-speed development period and prosperous time, the value is "to be a responsible YOFC member". In early 2016, our enterprise drew up "13th five-year strategic plan" and started simultaneously a new round of enterprise culture construction which added and emphasized the idea of "customer-centered" into the core value of "responsibility". Finally an idea that is "to be a customer-centered and responsible YOFC member" becomes our YOFC members new value pursuit.

The YOFC has devoted itself to satisfy and exceed the customer's demand from all sides; the YOFC practices its idea of "customer-centered" either into new products research and development, strict quality control or favorable techniques and services. Recently, responding to the requirements of overseas clients, YOFC developed a new "three preventions" (defend rats, ants and fire) optical cable successfully which fulfilled customers

value expectation with products of high quality once more.

"Responsibility" is the value criterion of YOFC that has been held over the years. YOFC's staffs fulfill their responsibilities under a scientific and perfect management system; care for the community by practical action such as disaster relief, students aids and environment protections and etc.; to ensure product quality with their attitude towards excellence..... Dribs and drabs of responsibility flow into an image of "good corporate citizen". The YOFC will realize the strategic goal "to be a global first and industry leaders" in the future. To achieve this goal, everyone in YOFC needs to continue to enhance sense of customer-centre awareness and self responsibility also put the company's core values into practice every detail of the daily work.

Yu Guangyuan, a famous economist, said that small businesses rely on managing people by people, large enterprises by rules and regulations, while large business group by culture. As a world's leading optical fiber and cable enterprises, YOFC's core value is "customer-centered and responsible", which has always contributed a lot in managing employees' behaviors and condensing the centripetal force of enterprise. In the future, YOFC will further strengthen the management of enterprise culture so as to better perform the role of cultural soft power.



# “格雷斯改编”

## 拉开长飞公司品牌统一管理序幕

■ 本刊编辑部

7月21日，长飞公司在光谷皇家格雷斯酒店召开品牌管理会议，公司领导、控股子公司及事业部高管、销售中心相关领导以及公司品牌管理小组成员参加了会议。会上进行了《品牌管理规定》和《营销管理细则》的宣贯，参会人员根据实际情况对统一品牌管理存在的问题、困难等进行了提问咨询，并提出了相关的意见和建议，公司副总裁张穆和品牌管理小组成员对参会人员的提问进行了详细解答。

由于历史原因，长飞公司在过去成立的多家公司分别拥有自主品牌，以致长飞的产品在对外销售时出现不同品牌之间的内部竞争。随着市场环境、竞争对手的变化和中国市场经济的越来越规范化，公司要继续做

大做强，品牌管理必须先行，必须实现以长飞的整体利益为出发点的品牌统一管理。根据本次会议制定的品牌管理推进时间表，公司于2016年4-7月份成立品牌管理小组，进行《品牌管理规定》文件宣贯；8月中旬启动预算会；8-12月筹建国内专网销售总部，由总部销售中心制定其KPI，实现整合后的销售预算制定、商务协调、技术支持等流程的梳理和落地；2017年1月举行国内专网销售总部任务誓师大会。

在会议上公司总裁庄丹提出，我们现在进行的改革可称为“格雷斯改编”，是为了对长飞品牌科学规划、统一管理，为了长飞公司在市场上越来越像大规模作战、大兵团作战，在未来的市场竞争中更具优势。对于为

何是在现阶段进行“改编”，庄总表示，李克强总理的指示很明确，经济的拉动不能只做房地产，信息基础设施建设也很重要，未来三至五年，中国市场对光纤光缆的需求量很大，目前宏观的市场环境是非常好的，而在好的市场环境下做改编整合，比在坏的情况下容易，我们能在更短的时间内去完成内部的磨合，在更短的时间内以集团军的方式出发。

作为全球领先的光纤光缆企业，长飞公司一向注重品牌建设，公司成立28年以来长飞品牌已享誉国内外。此次品牌管理会议的召开将进一步补齐长飞品牌管理的短板，实现品牌管理统一化，让长飞公司最宝贵的无形资产发挥更大作用。

## “Grace Adaptation” Kicked off YOFC Unified Brand Management

■ The Editorial

On July 21, YOFC Brand Management Conference was held at Optical Valley Royal Grace Hotel. YOFC leaders, subsidiaries and business unit executives, sales center leaders and the company's brand management team members attended the conference. On the conference, Brand Management Regulations and Marketing Management Details were publicized and implemented. Conference participants consulted questions about the existing problems in unified brand management according to the actual situation and came up with some suggestions. Mr. Zhang and brand management team members gave detailed answers to the questions.

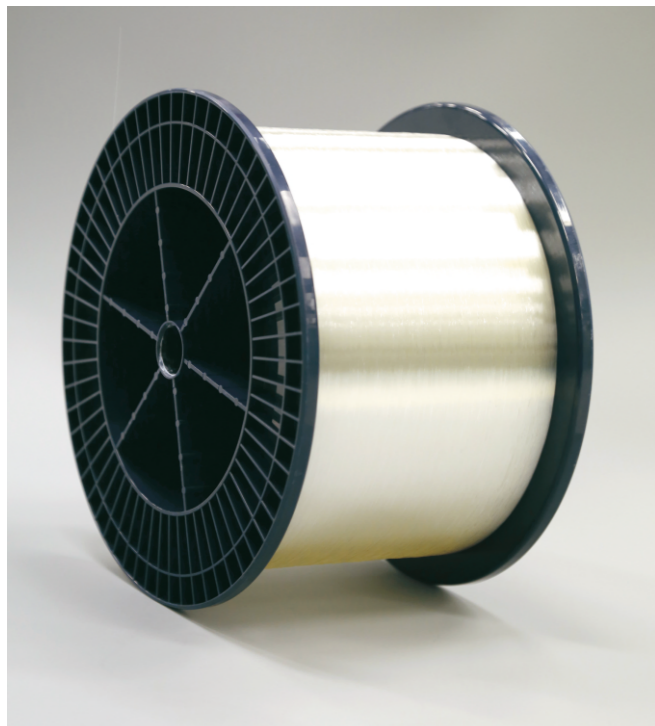
A number of YOFC subsidiaries had their independent brands in the past years for some historical reasons, which led to YOFC products' internal competition among different brands in external sales. With the change of market environment and competitors and further standardization of Chinese market economy, if the company intends to

become bigger and stronger, brand management must go ahead and unified brand management must be implemented for the overall interest of YOFC. According to the timetable of brand management development made at this conference, from April to July in 2016, establish the brand management team, publicize and implement the document of Brand Management Regulations; in Mid August, start budget meeting; from August to December, build domestic network sales headquarter, work out the KPI by headquarter sales center, and achieve the implementation of sales budget making, business coordination, technical support after integration; in January, 2017, hold the domestic sales network headquarter mission swearing in ceremony.

Mr. Zhuang pointed out that our current reform could be called “Grace Adaptation” for scientific planning and unified management of YOFC brand in order to ensure YOFC have more advantages in the future market competition on a large scale. The reason

why the adaptation was carried out at this stage, as Mr. Zhuang stated, was that stimulating economic development couldn't just rely on real estate, information infrastructure construction was also important according to Premier Li Keqiang's specific instructions. In the next three to five years, there will be large demands for fiber optic cables in China market. Thus, the current macro market environment is quite good, and it is much easier for adaptation and it will take shorter time for internal adaptation in a good market environment than in bad market environment.

As the world's leading optical fiber and cable enterprise, YOFC always focuses on brand construction, and has gained high reputation at home and abroad since its establishment 28 years ago. This brand management conference will further make up the short board of YOFC brand management, and realize the unification of brand management, in order to make YOFC's valuable intangible assets play a greater role.



## 长飞公司助力中国联通完成全球首个电信级“大有效面积光纤”陆地光缆工程试验

■ 本刊编辑部

近日，长飞公司参与应用试验的全球运营商首个新型“大有效面积光纤”（国际电信联盟（ITU-T）标准代号为G.654.E）光缆陆地应用工程项目（新疆哈密-巴里坤、山东济南-青岛）通过了中国联通的验收，标志着中国联通在全球电信运营商中首个部署的新型“大有效面积光纤”光缆的试验取得初步成功。

中国联通从2014年在全球业界率先启动了新型光纤的探索，推动并参与ITU-T G.654.E光纤标准的制定。2015年，中国联通携手长飞公司在内的国内外主流光纤光缆供应商开展G.654.E光纤的现场试验，以架空和管道方式在新疆及山东建设了采用G.654.E光纤的两条干线光缆，线路分别穿越沙漠戈壁、高寒雪山和高速公路通信管道，主要针对新型大有效面积光纤的恶劣环境适应能力、施工安装和维护保障技术等方面进行了专题研究，并于2016年6月顺利完成工程项目和技术

研究验收。

作为全球领先的光纤光缆供应商，长飞公司早在2010年就开始了相关技术的研发攻关，2013年长飞与相关机构合作，使用“远贝”低损耗大有效面积单模光纤，完成了全球首个单波T比特的实时传输试验，并于2014年在国际上发表了论文。随后，长飞携手中国联通网研院完成了单波100G的传输试验。大量的理论和试验数据证实，该类光纤相对于其他通信光纤在高速率传输系统上具有超强的传输性能。2015年3月，长飞在美国OFC大会期间，面向全球正式发布了性能大幅提升的“远贝®超强”超低衰减大有效面积单模光纤，成为国内首家、全球第三家拥有大有效面积超低衰减光纤产品的厂商，也是国内唯一掌握超低衰减光纤技术的企业，填补了国内空白。

从2015年开始，长飞公司就积极投身于中国联通G.654.E现网验证，独家

提供了低损耗大有效面积和超低衰减大有效面积两类单模光纤，根据现网验证需要设立了专门的技术团队，全程跟进，积极配合中国联通推动G.654.E光纤全球首次在陆地上现网使用。与此同时，长飞还积极参与到G.654.E产品的国际标准制定中，长飞向ITU-T提交了多篇文稿，积极参与指标的讨论和制定，ITU-T G.654最新版本预计将于2016年9月正式发布。2015年底，中国联通和长飞公司还在国内联合牵头推进了G.654.E类光纤的通信行业标准立项，为该类光纤的标准化、产业化做出了突出贡献。

伴随此次中国联通全球首个电信级“大有效面积光纤”陆地光缆工程验收完成，“大有效面积光纤”将陆续投入到更多的实际应用之中。未来，长飞公司将持续加大G.654.E光纤的研发力度，与业界分享最新的技术和产品，为400G现网试点验证以及规模部署提供有力支撑。

## YOFC helps China Unicom complete the World's First Operator-class Pilot Project of "Large Effective Area Fiber" Terrestrial Optical Cable Project

■ The Editorial

Recently, the World's First Operator-Class pilot projects, which Yangtze Optical Fiber and Cable Co., Ltd. (YOFC) has participated in, being deployed from Hami to Barkol, Xinjiang, and from Jinan to Qingdao, Shandong, are accepted by China Unicom. It's symbolic for China Unicom, who is the first giant telecom operator, to successfully deploy the "Large Effective Area Fiber" (LEAF) (International Telecommunication Union, Code G.654.E) optical cables.

China Unicom, who has studied the new technology of fiber since 2014, promotes and participates in standardizing the ITU-T Code G.654.E. In 2015, China Unicom launched the field test of G.654.E optical fiber by cooperating with the fiber and cable suppliers, including YOFC, whose products were applied in Xinjiang and Shandong as the long-haul trunk optical cables, which should be laid through deserts, snow mountains and applied for the communication pipes of expressway. YOFC studies the possibility of the "Large Effective Area Fiber" in severe environment, and researches how-to construction and maintenance, and the products are successfully accepted in the pilot project in June, 2016.

As a leading supplier of optical fiber and cable, YOFC began the development of the LEAF technology or related technology research as early as 2010 and cooperated with relevant institutes from 2013, adopted the "Farband" low loss single-mode large effective area fiber, YOFC has finished the test of the world's first single-wave Trillion Bit (Tb) real-time transmission, and in 2014 published the papers in international journals. Subsequently, YOFC cooperated with the Institute of China Unicom for completing a test of the 100Gb single wave transmission. There is a lot of theoretical and experimental data confirming that the LEAFs comparing with the other communication fibers are superior on the performance of

transmission. March, 2015, YOFC, who officially released the "Farband Ultra" single-mode ultra low loss large effective area fiber on the OFC Conference, USA, had been the first and the unique enterprise in China and third one in the world who has mastered the ultra low loss technology.

Since 2015, YOFC has dedicated in verifying the China Unicom's existing network of G.654.E, has exclusively supplied 2 types of single-mode fiber: low loss large effective area fiber and ultra low loss large effective area fiber. YOFC established special technical team who followed up the whole progress for verifying the feasibility of the existing network, and aggressively promoted the application of G.654.E optical fibers as the terrestrial cables with China Unicom. At the same time, YOFC also participated in standardizing the Code G.654.E, YOFC has submitted several proposals to ITU-T, and participated in the discussion and standardization of the specifications. The latest version of ITU-T G.654 will be released in September, 2016. China Unicom and YOFC promoted and contributed to the standardization and industrialization of the G.654.E optical fiber at the end of 2015.

China Unicom and YOFC, who led and promoted the standardization of the G.654.E domestically at the end of 2015, made the outstanding contributions to the standardization and industrialization.

With the acceptance by China Unicom for the world's first operator-class pilot project of "Large Effective Area Fiber" terrestrial cable, this technology will come into more practical applications. In future, YOFC will invest more on the R&D of G.654.E optical fiber, and share the most advanced technologies and products for supporting the verification of feasibility of the 400G existing network and the large scale deployment.

# 长飞公司 新型“三防”光缆问世



■ 研发中心 蔡晶

近日，长飞公司根据海外客户提出的需求，成功开发出具有防鼠、防蚁、防火“三防”性能的新型光缆新产品，用于城市轨道交通通信基础设施工程建设。

长飞研发的“三防”光缆具备优异的防火性能，满足国际标准IEC60332-3-24成束燃烧试验、IEC60331-25链路完整性试验、IEC60754卤酸气体及酸度试验、IEC61034烟密度的要求，即便发生火灾也能够较长时间内保持通信畅通，从而确保关键设备运转，启动报警，降低火灾危害，确保生命财产安全，该新型光缆具备的众多优良性能确保了光缆在复杂环境下的使用安全。

随着轨道交通的大力发展，光缆以其高安全性，电磁兼容性，可靠性，多界面、可扩展等特点而得到广泛认可。然而轨道交通应用环境复杂，存在火灾、生物侵袭等较多隐患，常规光缆结构极易遭到破坏，因此，具备优良性能且能够在复杂应用环境下使用的光缆产品在海外轨道交通市场被广泛使用。长飞公司开发的新型“三防”光缆通过了光纤衰减、PMD、拉伸试验、冲击试验、压扁试验、反复弯曲试验等各项机械性能和环境性能测试，完全满足客户要求。

作为光纤光缆市场的行业龙头，长飞公司秉承“自主创新，对外合作”的理念，始终坚持以人才、机制、观念作为公司创新文化的重要元素，不断推进光纤光缆的技术创新，并积极开拓新的市场，持续保持核心技术的领先。



# YOFC Successfully Developed Tri-proof Optical Cable

■ R & D Center Cai Jing

Yangtze Optical Fiber and Cable Joint Stock Limited Company (YOFC) has successfully developed new tri-proof optical cable according to customer demand that has ratproof, anti-termite, and fire-proof performances, which applying in communication infrastructure construction of urban rail transit.

This tri-proof optical cable has excellent fire resistance property, which can meet the requirements of international standards IEC60332-3-24 (Test for vertical flame spread of vertically-mounted bunched wires or cables), IEC60331-25 (Tests for electric cables under fire conditions-Circuit integrity), IEC60754 (Tests on gases evolved during combustion of materials from cables) and IEC61034 (Measurement of smoke density of cables burning under defined conditions). Even in the fire this tri-proof optical cable can keep effective communication for a longer time, thus ensure the operation of key equipment, starting the alarm, reducing fire hazards to guarantee the safety of life and wealth. So we believe this tri-proof optical cable will ensure the using safety in complex environment with its excellent product performance.

With the rapid development of urban rail transit, optical cable is widely recognized for its high security, electromagnetic compatibility, reliability, multi interface, scalable features. However, the urban rail transit environment is complicated as the existing of fire and biological invasion, conventional optical cables are easily destroyed. Therefore, the optical cables with excellent performance which can be used in complex application environment are widely used in overseas rail transit. The tri-proof optical cable of YOFC has pass the mechanical and environmental performance test such as attenuation, PMD, tensile test, impact test, flattening test, repeated bending test, which fully meet customer requirements.

As the leader of optical fiber and cable market, YOFC insists on the philosophy of "independent innovation, foreign cooperation" and always pursue the culture of talent, mechanism and concept. YOFC will continue to promote the development of optical communications technologies, actively explore new market and keep our core technology ahead.



## YOFC and EPRI Signed Collaborative and Innovative Cooperation Agreement

SPU Xu Zuying

# 中国电力科学研究院武汉分院与长飞签订协同创新合作协议

特种产品事业部 徐祖应

2016年7月12日，中国电力科学研究院武汉分院与长飞光纤光缆制备技术国家重点实验室（以下简称“长飞国重”）签订协同创新合作协议，长飞国重副主任熊良明博士与电科院武汉分院计量研究所党委书记雷民博士出席签约仪式。该协议的签订，旨在共同探讨双方协同创新的合作模式，实现优势互补，谋求双赢，并根据国家及电力行业重大需求，共同探讨、规划和组织相关特种光纤电力行业应用科技项目的研究，积极推进研究成果的产业化。

中国电力科学研究院武汉分院是国家电网公司直属科技型企业，主要从事特/超高压输电技术、高电压试验与测试技术、高电压大电流计量标准与测试技术的研究与开发等，建有国家高电压大电流标准和基准，电力行业最高直流计量标准、拥有先进的计量检定及检测设备、用电仿真模拟设备、能效测评设备等。同时，中国电力科学研究院武

汉分院是IEC/TC 42、全国电磁计量技术委员会高压计量分技术委员会、全国高电压试验技术标准化技术委员会等多个学术委员会的挂靠单位，具有电力互感器、电子式互感器的计量器最新产品定型鉴定、计量用互感器检定评价的国家授权，在电子式互感器量值溯源体系、校准方法及光学互感器计量性能测试研究方面处于国内领先地位。

长飞光纤光缆制备技术国家重点实验室是目前我国光纤光缆行业唯一的企业国家重点实验室，在通信光纤、特种光纤、光纤光缆制备技术等拥有完备的研发、生产和制备能力，同时对预制棒、光纤、特种光纤、光纤应用、光缆、光配线网络（ODN）及综合布线技术、棒-纤-缆核心装备技术、光纤光缆综合检测技术与特种测试技术进行系列攻关研究。

长飞公司经过多年的自主研发与不断

创新，在新一代智能变电站关键技术—光纤电流互感器上取得了巨大突破：经过多年的系统技术储备，针对其中的关键传感光纤材料、核心部件、解调软件算法等进行了深入研究并取得多项专利，并获得863项目“先进光纤传感器系统及应用研究”及国家重大科学仪器设备开发“宽带大电流测量仪开发与应用”专项支持。

此外，围绕特种光纤在电力行业的应用，长飞公司不断创新并推出用于串补的特种电力连接光缆、用于电力电缆沟测温的分布式光纤测温系统、用于换流阀晶闸管测温的光纤光栅测温系统、用于一次设备高压侧的耐压型光纤光栅等多类型产品及系统综合解决方案。今后，以中国电力科学研究院武汉分院的行业专业背景为依托，长飞公司将继续进行技术创新与实践，为电力电网行业用户提供更加优质的产品与服务。

On July 12th, 2016, Wuhan Branch of China Electric Power Research Institute (EPRI) and YOFC State Key Laboratory of Optical Fiber and Cable Manufacture Technology (SKL of YOFC) signed a collaborative and innovative cooperation agreement. Dr. Xiong Liangming— deputy director of SKL of YOFC and Dr. Lei Min— party secretary of Wuhan Branch of the EPRI attended the ceremony and signed this agreement.

The agreement aimed to explore collaborative innovation model of cooperation, to take use of each parties' complementary advantages, to keep in accordance with national needs and the power industry, to well plan and organize research related specialty fiber power industry application projects, and to actively promote the industrialization of research results.

Wuhan Branch of EPRI is directly under the State Grid Corporation of scientific and technological enterprises, mainly engaged in special / EHV power transmission technology, high voltage test and test technology, high voltage and high current measurement standards, testing technology research and development, etc. EPRI has built very comprehensive high voltage and high current national standards and bench marks. EPRI also has the highest DC power industry measurement standards, the advanced metrology and testing equipment, electrical simulation equipment, and energy efficiency evaluation equipment. Meanwhile, the Wuhan Branch of EPRI is affiliated to many committees, such as IEC/TC 42, high voltage metering subcommittee of National Electromagnetic metering Technical Committee, the Standardization Technical Committee of national high-voltage test techniques.

EPRI is nationally authorized to be with qualification ability to identify the latest transformer product and also advise to manufacturers. EPRI also leads in areas of electronic transformer measurement

and sourcing system, calibration method, and optical transformer measurement.

SKL of YOFC is the only national key laboratory of optical fiber and cable manufacture based in a firm in this industry. SKL enjoys comprehensive research and development, production and preparation capacity in the field of optical fiber communications, specialty optical fiber, optical fiber cable preparation techniques, while prefabricated rods, fiber, specialty fibers, optical fiber applications, optical cable, optical distribution network (ODN) and integrated wiring technology, rod - fiber - cable core technology equipment, fiber optic cable comprehensive testing technology and test technology.

YOFC has made great breakthroughs in fiber optical current transducer(FOCT) after years of independent innovative research and development in some key technologies. After years of technical reservation, YOFC tackles a lot of problems like the key sensing fiber materials, core components, software algorithms. YOFC also made a number of patents, and accessed to several national project or programs, such as "broadband high-current measuring instrument development and application" 863 project, advanced fiber optic sensor systems and applied research, scientific instruments and major national project development support.

In addition, based on application in smart grid industry, YOFC keeps innovative in developing many series of specialty fiber for series compensation, for distributed optical fiber temperature sensing system in electronic cable ditch. FBG for measuring temperature in converter valve is also developed and applied.

In future, together with China Electric Power Research Institute, YOFC will keep a more effective technological innovation and practice to provide better quality products and services for the smart grid industry.



## YOFC Held the Seminar on Management in 2016

### ■ The Editorial

about possible problems in the second half year.

YOFC made great progress on production in the first half year, furthermore, the sales revenue achieved double-digit growth on year-on-year basis. With greater expansion of production, projects have been operated orderly at home and abroad, what's more, we also achieved good results on technology research, operation management and so on.

Mr. Zhuang points out that though we have made some achievements, the cable market, which is persistently active at

competitors have similar strategies in the field of cable, and there is fierce competition in sales, new product promotion, intelligent manufacture as well as brand promotion among major vendors. YOFC starves for development because of its small revenue scale and challenged influence compared with competitors.

During the summary of the seminar, Chairman Wen huiguo pointed that, in the face of the current good market and performance, we should keep our minds clear and never breed blind optimism. If we want to continue to achieve good results in the future, we should make ourselves stronger by innovation and hard work, and always maintain the sense of urgency and anxiety.

In the second half year, we will continue to do well in cable. In terms of strategic planning, we should implement new strategies effectively, ensure the schedule of projects under construction, improve the scale of new business virtually, promote intelligent manufacture and explore standard mode of intelligent manufacture. In terms of upgrading management, we should adapt to development strategies and the scale growth, develop a strong ability to manage platform step by step, optimize the operation and management, so as to strengthen the comprehensive competition of YOFC in all areas.

present, still exists the downturn risks. In 2016, it is estimated that the cable market demand of China will be more than 220 fkm., while global demand will reach 390 fkm.. However, the three biggest operators' revenue continued to be tanking, and the telecom investment in China is expected to decline 21% in 2016. In addition, the industry competition has entered the overall competition era, that is to say, the main



YOFC held the seminar on management in 2016 from July 21st to 22nd in Royal Grace Hotel Optice Valley Wuhan, in which Mr. Zhuang made an address titled "face competition courageously, coordinate comprehensively and upgrade to drive rapid growth of YOFC", besides, general managers in related companies made reports on work of first half year in 2016 and communicated with each other

# 长飞公司

## 召开2016年中经营研讨会

### ■ 本刊编辑部

7月21-22日,长飞公司在光谷皇家格雷斯酒店召开了2016年中经营研讨会,会上公司总裁庄丹作了《直面竞争统筹协调转型升级全力推动长飞高速发展》的报告,各关联公司总经理对2016年上半年的工作进行了总结,对下半年工作中可能存在的问题进行了交流。

上半年公司生产经营取得了较好的发展,销售收入实现了同比双位数的增长;生产规模进一步扩大,国内外的项目建设有序展开;技术研发、运营管理等方面也都取得了不错的成绩。

庄总指出,虽然我们取得了一定的成绩,但是目前持续旺盛的光纤光缆市

场存在下滑风险。2016年,中国光纤光缆市场需求预计超过2.2亿芯公里,全球光纤光缆市场需求预计达到3.95亿芯公里,但是中国三大运营商的营业收入和盈利持续不振,2016年中国的电信投资额预计下滑21%。此外,行业竞争也进入了全面竞争时代,主要竞争对手在光纤光缆领域的战略方向趋同,主要厂商在销售、新产品推广、智能制造、品牌宣传等方面激烈竞争。相较竞争对手,长飞公司总收入规模偏小,影响力面临挑战,急需快速发展。

公司董事长文会国在总结指示中提出,面对目前的好市场、好业绩,我们要注意保持清醒的头脑,不能滋生盲目乐观的情绪。要想在未来持续取得好成

绩,我们就要改革创新,奋发图强,要练好内功,增强动力,始终保持领先地位,不能因为现在的好形势而养尊处优,要有紧迫感和忧患意识。

下半年,公司将继续做好光纤光缆主业,在战略规划方面,有效落实新战略规划,确保在建项目按期投产,实质性提高新业务规模,同时推进智能制造,探索出纤缆智能制造的行业标准模式;在管理升级方面,适应战略发展,逐步打造强有力的管理平台能力,优化经营管理,适应规模增长,逐步优化内部经营管理,全面提升长飞综合竞争力。

# 长飞公司应邀参加中非经贸合作交流会

# YOFC was invited to Sino-Africa Trade and Economic Cooperation Seminar

■ 长飞非洲公司 彭国泰

■ YOFC (Africa) Peng Guotai

2016年7月29日，中非经贸合作交流会在北京举行，长飞公司作为武汉市企业代表获邀出席了本次交流会。

On July 29th, 2016, YOFC, on behalf of enterprises in Wuhan, was honored to be invited to attend Sino-Africa Trade and Economic Cooperation Seminar in Beijing.

早在2015年12月，中非合作论坛约翰内斯堡峰会就已在南非成功举行，这是中非双方在论坛机制下召开的第二次峰会，也是首次在非洲举办论坛峰会。习近平主席代表中国政府倡议实施中非工业化、农业现代化、基础设施等“十大合作计划”，并宣布为此提供总额600亿美元的配套资金支持，得到非洲国家的积极响应和热烈支持。“十大合作计划”内容之丰富、力度之大、覆盖面之广，堪称历届论坛之最，充分体现了中国对非洲经济、社会包容性和可持续发展的坚定支持。中非务实合作的宏伟蓝图，有助于中非双方持续深化互利合作、全面分享发展成果、共同应对机遇挑战，推动中非关系和中非合作的深入发展。

As early as December in 2015, the Johannesburg Summit of the Forum on China-Africa Cooperation was held in South Africa which was the second summit of forum, as well as the first one held in Africa. President Xi Jinping, representing Chinese government, launched to implement ten cooperation plans, including industrialization, agricultural modernization, infrastructure and so on. Furthermore, China decided to provide a total of US\$60 billion of funding support, which received positive response and warm support from African countries. Ten cooperation plans was the most famous plan in succession for its richest content, the strongest strength and the widest coverage, embodying China's firm support to Africa's economic development, social inclusion and sustainable development. The grand blueprint of China-Africa cooperation, is helpful to deepen mutually beneficial cooperation, to share progress in all areas, to face challenges and opportunities together and to ensure the sustained growth of China-Africa friendship.

中非经贸合作交流会是在中非合作论坛约翰内斯堡峰会回顾峰会后在论坛框架下开展多边、双边落实峰会成果合作的进展情况，也对中非企业提供了一个平台探讨商业合作机会。自约翰内斯堡峰会结束以来，中非已签署各类合作协议243项，涉及金额约507亿美元。本次会议也见证了中非双方共签署了40多项涉及中非金融机构跟企业间的配合协议，总金额约为180亿美元。

The Sino-Africa Trade and Economic Cooperation Seminar is held to implement the success of the summit multilaterally and bilaterally after the Johannesburg Summit of the Forum on China-Africa Cooperation, also providing a platform to explore business opportunities. Since the end of Sino-Africa Trade and Economic Cooperation Seminar, China-Africa have signed 243 cooperation agreements, involving US\$50.7 billion or so. The conference also witnessed more than 40 cooperation agreements signed between financial institutions and enterprises, about US\$18 billion in total.

长飞公司一直以来积极响应国家的政策号召，结合公司国际化战略的步伐积极配合国家战略的规划与实施，在2016年初投资成立的长飞非洲控股有限公司，未来计划在非洲国家扩大业务规模，为带动当地通信行业的快速发展，增强中资企业在非洲的影响力贡献一份力量。

YOFC always has a positive response to national policies and cooperates to plan and implement national strategies combined with the pace of its internationalization. YOFC (Africa) Co., Ltd. which was invested to found at the beginning of 2016, plans to expand business in African countries in the future, contributing to drive the rapid development of communication industry and deepen the influence of Chinese enterprises in Africa.



# 泰国CAT客户 赴长飞公司参观和厂验

# THILAND CAT CUSTOMER VISITED YOFC TO HAVE A FACTORY ACCEPTANCE TEST



■ 销售中心 刘琨

6月中旬至七月初，泰国CAT客户分两拨对长飞公司进行参观和厂验工作。CAT电信公司是泰国第二大有线电信运营商，是泰国财政部控股的国有企业，主要经营泰国的电信基础业务，包括其国际门户、卫星和海底光缆网络，对光缆有大量的需求。



CAT客户在长飞公司参观了光纤拉丝车间和科技园的光缆厂，了解了从光纤预制棒开始的清洗、制棒、拉丝、筛选、测试等工艺过程，对长飞公司的整体实力有了更深入的了解。在得知长飞公司拥有“光纤制备技术国家重点实验室”，也是我国在该领域唯一的企业国家重点实验室，并了解到我们拥有自己的核心技术，并自主制造主要装备之后，客户对长飞公司更加充满信心，并期待在将来有更多层次的合作。



本次厂验前后长达20天，厂验内容主要包括光纤的光学特性、几何特性等，以及光缆的环境特性和机械特性等。长飞公司以质保部位灿牵头的团队，积极配合国际业务部销售人员，任劳任怨，每天按时完成客户规定的测试工作，全力满足客户需求。客户对此次厂验甚是满意，非常感谢长飞公司热情周到的接待，以及长飞团队为此次厂验付出的努力。

此次与泰国CAT电信合作将是一个新的起点，将为后续双方深入合作奠定基础。作为全球最大的光纤光缆供应商，长飞公司积极开辟国际市场，尽心竭力地对待每一个国外项目，努力扩大海外销售网络，在国际化的道路上长飞必将越飞越高！

■ Sales Center Liu kun



From the middle of June to early July, two groups of CAT customer in Thiland visited YOFC to have factory acceptance test. CAT Telecom Public Company Limited, the second largest state-owned company in Thiland, runs Thiland's international telecommunications infrastructure, including its international gateways, satellite, and submarine cable networks connections. It is controlled by Thiland financial department and has great demand for optical cable.

After visiting the optical fiber drawing workshop and optical cable in science and technology park of YOFC, CAT customers have known about the process of cleaning, pre-form manufacturing, fiber drawing, sorting, testing of pre-form rod and had a better understanding of the overall strength of YOFC. Customers became more confident in YOFC and hoped for more levels of cooperation when knowing that YOFC is the only "state key laboratory" of enterprise in optical fiber lining-up technology, having our own core technology and self-production equipment.

The inspection lasts twenty days, which consists of optical and geometrical characteristics of optical fibers as well as environmental and mechanical characteristics of optical cables. Wei Can led quality assurance team to cooperate with international sales, completing testing task to meet the demand of customers without complaint. CAT Customers were very satisfied with the factory acceptance test and obliged for our hospitality and the effort made by our YOFC team.

It would be a new starting point to cooperate with CAT Telecom this time, which will lay a solid foundation for cooperation of both sides. As a global leading optical fiber and cable manufacturing company, YOFC actively develops the international market, trying our utmost effort to complete every international project and striving for expanding overseas marketing network. We believe that YOFC is getting better and better in international market.



# Leaders from Wuhan Municipal Commission of Economy and Information Technology visited YOFC (Shenyang) company

## 武汉市经信委领导 参观考察长飞沈阳公司

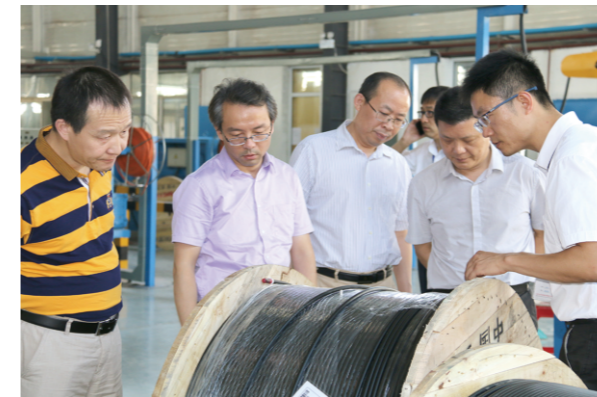
■ 长飞沈阳公司 王辉

7月7日，武汉市经信委主管智能制造的严学彬副主任、工业投资与技改处丁兴华处长、工业园区处易斌处长等一行四人来到长飞沈阳公司参观考察，沈阳公司总经理刘国峰、技术总监祁林接待并进行了座谈。

座谈会上，刘国峰总经理对各位领导的到来表示热烈欢迎，祁林总监向经信委领导介绍了长飞沈阳公司的地理环境、区域优势以及投产以来公

司生产经营活动的详细情况。

在公司领导的陪同下，经信委领导一行又参观生产现场，全面了解公司的发展情况后，肯定了公司当前的发展模式及战略，希望长飞沈阳公司未来能够立足东北亚、深潜黑吉辽，为各大电信运营商提供优质产品和优质服务。同时也希望加强双方的联系和合作，不断促进企业发展壮大，争当地区光缆制造行业标杆。



■ YOFC (Shenyang) Wanghui

7th July 2016, leaders from Wuhan Municipal Commission of Economy and Information Technology visited the YOFC (Shenyang). There were Yan Xuebin who is the deputy director and in charge of intelligent manufacturing, Ding Xinghua, the director of Industrial Investment and Technological Transformation, Yi Bin, who is in charge of industrial park and other persons. The general manager Liu Guofeng and technical director Qi Lin received them and had an informal discussion.

Liu Guofeng expressed a warm welcome to all leaders at the discussion and Qi Lin told the location and regional advantages of our company to the leaders. Besides, he also showed leaders how to run the company.

With accompany of relevant persons, the leaders of Wuhan Municipal Commission of Economy and Information Technology also visited the workshops and understood the direction of development in the future absolutely. They wished that our company could keep a foothold in the northeast and provided the good products and service for all the telecom operators. In the same time, They also hoped that we could strengthen the connection and cooperation with each other and achieved complementary resources and fought for the example of optical cable manufacturing industry.



# Disasters Have No Mercy, but YOFC Does

—YOFC spared no effort to support the communication security in disaster area

■ The Editorial

# 天灾无情，长飞有义

——长飞公司全力支援灾区通信保障工作

■ 本刊编辑部

6月23日，江苏省盐城市阜宁县突遭强冰雹、龙卷风双重灾害袭击，强对流天气造成房屋倒塌、人员伤亡，导致当地部分基站铁塔倾倒、通信线缆受损。阜宁灾情牵动着全国人民的心，也牵动着每一个长飞人的心。灾难发生后，长飞公司第一时间与阜宁灾区联系，了解当地的通信受损情况。灾区重建，恢复通信是当务之急。6月25日，满载125公里救灾光缆的卡车带着长飞人对灾区人民的爱心与祝福从武汉出发驶向阜宁，全力支援受灾地区通信保障工作。

6月底至七月初，我国南方地区频繁遭遇暴雨袭击，多地受灾严重，通讯线缆受损，通信中断，给灾区人民的生活和抢险救灾的工作带来了极大不便。在

收到中国移动集团的救灾物资需求后，长飞公司立即启动了供应救灾物资的应急机制。身处武汉洪涝灾区，长飞人克服重重困难，经过36小时的加班加点，在第一时间准备好了中国移动集团所需的救灾物质，该批物质也在最短时间内送达到云南、贵州、四川、安徽、湖南等省的灾区。

天灾无情，长飞有义。成立28年以来，长飞公司积极支持救灾、助学等社会公益事业，以自身在光通信行业的影响力和履行企业社会责任行为的感召力来影响我们的员工，影响我们的供应商，影响我们的客户，影响我们所有利益相关者，积极做有社会责任感的企业公民。

On June 23, 2016, Fu'ning, Yancheng City, Jiangsu Province suddenly encountered strong hail and tornadoes double disasters. Strong convective weather caused housing collapse, human casualties, some base station towers collapse and communication cables damage. Fu'ning disaster affected the hearts of people across the country, as well as YOFC people's hearts. After the disaster, YOFC got in touch with Fu'ning disaster area in first time, and got a general knowledge of local communication damage. Disaster reconstruction and communication restoration are imperative. On June 25, a truck loaded with 125 km of relief optical cable, with YOFC people's love and blessings to the people of disaster areas, left Wuhan for Fu'ning, to fully support disaster area communications security work.

From the end of June to the beginning of July, Southern China areas experienced frequent heavy rains. In many disaster areas, communication cables were damaged and communication was interrupted, which brought great inconvenience to the people's life and disaster relief work. After receiving China Mobile Group's demand for disaster relief supplies, YOFC immediately launched the emergency response mechanism for the supply of relief supplies. Located in Wuhan, an area of heavy flood disaster, YOFC overcame many difficulties with all departments working together after 36 hours' working overtime, eventually made ready of China Mobile Group needed relief supplies and immediately sent them out from Wuhan to Yunnan, Guizhou, Sichuan, Anhui, Hunan and other provinces

Disasters have no mercy, but YOFC does. Since its establishment 28 years ago, YOFC has actively supported disaster relief, education and other social welfare undertakings. Through its great influence in optical communication industry and the charisma of corporate social responsibility behaviors, YOFC influences the staff, suppliers, clients and all stakeholders, committees to becoming an enterprise with social expectations.

## 长飞公司党委书记、董事长文会国同志 在纪念中国共产党建党95周年 暨表彰大会上的讲话



铭记党的历史 共创辉煌明天  
BEARING IN MIND THE HISTORY OF THE PARTY AND CREATE BRILLIANT TOMORROW  
1921-2016

各位党员同志们，大家好！我们党员大会一年一次，基本都是在党的生日到来时召开。今天大家在这里隆重集会，共同纪念和庆祝党的95岁生日，重温入党誓词，表彰先进党员，勉励大家始终不忘记自己共产党员的身份和使命，不忘宗旨，激励大家始终以共产党员的标准严格要求自己，团结好广大人民群众，为实现党的奋斗目标而努力奋斗，为党的事业奋斗终生。

今天的会议按照惯例和要求，我作为党委书记要上一次党课，我将结合我们公司当前的实际情况做一些宣讲。我主要讲两个方面的问题，一是我们党正在组织开展的一项重要工作——“两学一做”交流学习，二是我们公司的发展现状，我们共产党员在公司的发展过程中怎样起到表率作用。

一是开展“两学一做”学习教育的有关问题。这是继2014年在全国开展党的群众路线教育实践活动和在2015年开展“三严三实”教育活动之后的一项学习教育。中共中央办公厅于2月8日发表了《关于在全体党员中开展学党章党规、学系列讲话，做合格党员的学习教育方案》文件，在全国8700万党员中全面开展“两学一做”活动，有关情况我给大家做一个宣讲。这项活动在全国展开，但是我们很多同志不是很清楚，我们的工作布置到了支部，可能还没有深入落实到

每个党员。我今天讲这个事情也是希望大家知道，让大家清楚“两学一做”究竟是什么，然后按照要求去开展一些相关的工作。我主要讲这么两个内容，一是“两学一做”的具体内容、目的和开展的时间，二是“两学一做”的总体要求。

一、“两学一做”的具体内容、目的和开展的时间。

“两学”是指学党章党规和习近平总书记的系列重要讲话。首先是学党章党规，学习党的各项规章制度，我们今天在这里重温入党誓词就是一种学习，我们每一个共产党员要从最基本的理论教育学起，要理解、领会、对照检查；其次是学习习近平总书记十八大以来在治国、理政等方面的一些重要讲话，如关于“中国梦”的讲话等。“一做”就是做合格的共产党员。我们刚才表彰了优秀共产党员，优秀共产党员远不止这些同志，大家都做得很不错。但是我们每一位党员扪心自问，自己是否是合格的党员，是否按党章的要求来严格要求自己了？可能只有少数人能理直气壮、信心满满地说这样的话，很多同志依然做得不够，所以要求我们要做合格的共产党员。这就是“两学一做”的具体内容。

开展这项教育学习的目的是，通过深入学习贯彻习近平总书记的系列重要讲话精

神，来推动全面从严治党向基层延伸，要巩固和拓展党的群众路线教育实践活动和“三严三实”专题教育实践的成功，进一步解决党员干部在思想、组织、作风建设上等方面存在的问题，保持和发展党的先进性和纯洁性。十八大以来，首先进行了群众路线教育活动，分为上半年、下半年两批，又在副区级以上干部中进行了“三严三实”专题教育活动，现在推出的“两学一做”教育的对象是全体党员，全国8700万党员人人都在这项教育学习之列。关于开展时间，“两学一做”是2016年2月启动，这项学习教育是经常性、长期性的，不分阶段。

## 二、“两学一做”的总体要求。

一是基础在于学，关键在于做。首先要学，学党章党规、习近平总书记系列讲话，学了以后要体现在我们的行动上，具体要实现四个“进一步”：进一步坚定理想信念，提高党性觉悟；进一步增强政治意识、大局意识、和意识、看齐意识，坚定正确的政治方向，向以习近平为总书记的党中央看齐；进一步树立清风正气、严肃政治纪律和政治规矩；进一步强化宗旨观念，勇于担当作为。

二是要着力解决五个问题。①是着力解决一些党员理想信念模糊动摇的问题，②是着力解决一些党员党的意识淡化的问题，③是着力解决一些党员宗旨观念淡薄的问题，④是着力解决一些党员精神不振的问题，⑤是着力解决一些党员道德行为不端的问题。

三是要做到五个坚持。①是坚持以正面教育为主，用科学理论武装头脑；②是坚持学用结合，知行合一；③是坚持问题导向，注重实效；④是坚持领导带头，以上率下；⑤是坚持从实际出发，分类指导。

四是要做合格党员。合格党员的标准是什么呢？就是“四讲四有”：讲政治，有信念；讲规矩，有纪律；讲道德，有品行；讲奉献，有作为。

五是学习教育的方法：要围绕专题教育，集中学习和自发学习相结合，我们以自学为主。集中学习要创新方式讲



党课，过去都是领导讲，或者专家讲，或者从事党务工作的同事讲，现在还要求基层党员也要讲，在各种的不同的场合以不同的形式讲。此外，还要召开支部专题组织生活会，开展民主评议党员，这些活动我们也在做。

我今天讲的第二个方面，就是介绍公司的有关情况。目前的公司情况，我们大部分的同志已经知道了，基层的同志可能有的不是很清楚，下面我给大家做个介绍。

一是生产经营方面的情况。

公司去年上市后，情况非常不错，首先是创造了很好的经营业绩，上市第一年给资本市场上交了一份靓丽的答卷，股东获得了比较好的回报，我们员工也涨了工资。今年1-5月份业绩也不错，从整体的经营情况来看，我们是按进度实现了任务目标。现在形势不错，我们有把握完成全年的预算和生产经营任务。

二是公司的生产规模进一步扩大。

目前我们的长飞科技园已经正式投产，潜江科技园正在建设之中，沈阳公司、兰州公司已经相继建成投产，在临新建的光纤厂也将在年底建成投产，长飞四川的扩产已经完成。国外方面，继在缅甸和印尼合资建厂后，我们今年

在南非又建了光纤厂，目前正在组织建设之中。现在虽然中国的市场不错，但是市场也有饱和的时候，中国市场饱和以后我们该怎么办？所以我们要提前做好安排，进入到国际市场来。

第三，技术上又有新的进展。

研发中心的王瑞春总经理荣获“武汉市优秀共产党员”称号，是因为在他的组织下，公司的技术研发有了新的进步。我们在光纤预制棒新型生产工艺和设备智能化改造上取得较大进步，尤其是新的预制棒工艺平台的成功研发，解决了我们多年来的技术难关。我们在规模上、在技术上同时保持领先地位，可以说是真正意义上的行业老大。

公司目前市场形势看好，我们对未来也充满了信心。目前整个市场供不应求，主要是因为中国的宽带发展已经延伸到农村，三大运营商竞相去农村竞争，这给我们带来了很好的市场机遇。面临好的形式，我们怎样组织好生产？怎样在市场机遇好的情况下去多分一块蛋糕？这是我们要认真思考、研究和做好的事情。光缆缺实际上是光纤缺，光纤缺实际上是光棒缺，我们现在还是占了比较大的产能比例，尤其是我们还在扩产，潜江科技园建成投产后我们就占据了产品上更大的主动权，所以大家

# The Speech of Wen Huiguo of YOFC Party Secretary, Broad Chairman on the 95th Anniversary of CCP

Good morning, everyone. Our party conference is held once a year, mostly when the party's birthday comes. Today we are happy to get together here to commemorate and celebrate the party's 95th birthday, and give commendation to the advanced members, so as to encourage us to remember the identity and mission of a communist as well as our purpose. Furthermore, it will motivate us set strict demands on ourselves, unite the people, strive for the realization of the party's goal, and devote ourselves to the purpose of the party.

In accordance with practice and requirements, I will have a party lecture as secretary of the party committee. I will make propaganda for our company combined with current situation. Two problems will be focused on my speech, one is the party building

studies, an important activity promoted by our party now; the other is current developing status of our company, that is, how to play a leading role in the development of our company as a communist.

In the first place, the problem about conducting party building studies. It is the education after implementation a "mass line" campaign in 2014 and "Three Stricts and Three Steadies" in 2015.

General Office of the CPC Central Committee published the document "The implantation of learning the party's regulations, learning serial speech, being a qualified communist" on February 8, which was launched among 87million communists across the country. I will make an introduction about relevant situation. Many of our communists are not clear about the activity. Our work has

公司未来的发展也要坚定信心和信念。

结合前面讲的两个问题，今天的党课我还想讲讲对我们公司共产党员的要求和希望。刚才重温入党誓词，我们要有宗旨、要为人民服务、要为共产主义奋斗终身，这些在我们公司怎么样体现呢？我对大家提三点要求：

第一点是要有政治头脑。首先我们不要忘了自己是一名共产党员，在党旗下宣誓就是做了党员的承诺，要按自己的承诺去做。其次要关心时事、关心政治，国家大事要基本知晓，要知道党的活动、方针、政策，做个政治上的明白人。三是遵纪守法，遵纪守法是一个普通公民应尽的自责和义务，共产党员必须要率先做到，遵守国法、党纪，也要带头遵守公司的各项规章制度。

第二点是认真做好本职工作，在生产中做好表率。党员同志要完成好自己的生产任务，保证产品的质量，维护公司的信誉，特别是现在市场上供不应求的时候，我们在自己的岗位上一定要严格要求自己，履行好自己的职责，一定要保证产品的质量。同时，还要确保安全生产，不能出安全问题。不管企业怎么发展进步，出了安全问题将一票否决，所以作为共产党员在各方面要严格要求自己，起到积极作用。

第三点是尽可能地做群众的表率。我们的员工有一定的流动性，有的人可能觉得做好自己的本职工作就不错了，没有上升到做群众的表率的高度，但是我的要求是，作为共产党员不要忘记自己的身份，要吃苦在前、享乐在后，积极创新、争做贡献，维护企业的安定团结，促进企业

的稳定发展。企业要发展进步，除了要有好的市场和领先的技术，还需要企业的安定团结，需要大家心往一处想、劲往一处使，希望我们共产党员要做到这一点。

作为长飞公司的共产党员，希望大家共勉，能够共同做到这最基本的三点要求。长飞公司发展了，我们全体员工，包括我们共产党员也会深受其益，长飞公司虽然是合资企业，但是也有国有股份，实现的利润也是在给国家做贡献，我们每个人也都是为国家做贡献。国家发展了、强大了，实现了中国梦，也就是实现了我们共产党员的宗旨——为人民服务。希望大家都要有这个意识，共同努力，把公司建设好、发展好，在这个过程中起到我们共产党员应有的作用。谢谢大家！



been arranged to the branch, perhaps not deep enough to each communist. I hope to make you understand what "the party building studies" is on earth, then conduct relevant work according to the requirements. I will talk about two aspects, one is its specific content, purpose and time, and the other is the overall requirement.

**1. The specific content, purpose and time of party building studies.**

"Two" refers to learning the party's regulations and serial speeches of Xi Jinping. Firstly, to learn the party constitution as well as party's regulations. Today we are here to review the party oath is some kind of learning, namely, every communist should understand, comprehend, contrast and examine the oath from basic theory. Then, to learn serial speeches of Xi Jinping about governance since the 18th CPC National Congress, such as the "China dream". "One" means to be a qualified communist. We commended excellent communists just now, however, outstanding communists are far more than those. Everyone did a good job! But we should ask ourselves if you are a qualified communist, whether you demand yourself according to party's regulations. Maybe only a few could reply with great confidence, but most comrades did not do well enough, so that we are required to be qualified communists. What is said above is specific content of party building studies.

Through deep implementation of the significant spirit of Xi Jinping's serial speeches, the purpose of the activity is to extend the policy of governing the party strictly, to consolidate and promote

educational practice of the mass line as well as "Three Stricts and Three Steadies", to further solve problems existed in thought, organization and work style, to maintain and develop the progressiveness and purity of the party.

The mass line education was first put forward in the 18th CPC National Congress, divided into the last half year and the next half year. Then "Three Stricts and Three Steadies" was carried out among vice district leaders. Now the party building studies orient to all communists, including 87million party members across the country. Started in February 2016, the party building studies is regular, with long term and regardless of stage.

**2. The overall requirements of the party building studies.**

Firstly, to learn is the basis, and to do is the key. We have to learn party's regulations and serial speeches of Xi Jinping, reflecting on our actions to achieve four further steps: we should firm our ideal faith and enhance party consciousness further; we should not only enhance political consciousness, overall consciousness and harmonious consciousness to keep up with Xi Jinping, on behalf of the central committee, but also firm correct political direction further; we should establish positive atmosphere and make serious political disciplines and rules further; we should strengthen our awareness and brave enough to take responsibilities.

Secondly, to solve five problems. We should focus on the problem of shaking faith and thought upon some members; we should focus on the problem of weakening

consciousness on some members; we should focus on the problem of weak sense of some members; we should focus on the problem of depressed spirit upon some members; we should focus on the problem of bad behaviors of some members.

Thirdly, to adhere to five aspects. We should adhere to positive education to arm our brain with science; we should combine what we learn with what to do and link theory with practice; we should insist on problem-oriented strategy and pay attention to effectiveness; we should adhere to leaders first who should set a positive example for others; we should proceed from the reality and insist on classified guidance.

Fourthly, to be a qualified communist. What's the standard of a qualified communist? That is, being political and faithful; being regular and disciplinary; being moral and virtuous; being dedicated and effective.

Fifthly, to learn methods of education. We should give priority to self-learning, then combine concentrated learning with spontaneous learning on the basis of specific education. Concentrated learning refers to having the party lecture in a creative way, in different forms on various occasions, which should be held by members at the grassroots instead of leaders, experts or colleagues engaged in work of the party in the past. What's more, we should hold meetings themed on party branch and appraise communists democratically, all of which are being done by us now.

The second aspect I will introduce today is something about our company. As

most of us know the current situation of our company except some comrades at the grassroots, let me make a brief introduction for you.

Firstly, the situation about production and management. The company goes well since listed in the market, creating fantastic business performance. We delivered a good report to the capital market, not only shareholders get a good return, but also our employees get a raise. We also had a good performance from January to May this year. In the past five months, we achieved the goal task according to overall management situation, which is so good that we have confidence to complete budget and production task the whole year.

Secondly, further expansion of our production. At present, the science park of YOFC has been put into production. Qianjiang's science park is under construction intensely, which is estimated to put into production at the end of November. Shenyang Company and Lanzhou Company have been completed to put into production in succession. The new fiber factory in Lin'an will be completed and put into operation at the end of the year. The expansion of YOFC in Sichuan has been completed, whose annual capacity expands from 4 million fkm. to 8 million fkm. Abroad, we have built fiber factories in South Africa after the joint venture in Myanmar and Indonesia. Although current market in China is good, the market will be saturated one day. Then what shall we do? Therefore, we should get ready in advance to enter the international market.

Thirdly, the new progress on technology. The manager Chunrui Wang in

R&d center won the title of "outstanding communist party member" in Wuhan as the technology research and development has made great progress under his leadership. We have made great progress in the new preform production technology and equipment intelligent transformation, especially the successful development of new technology of perform. It is a major breakthrough to us because we solved the technical difficulties many years ago. With the core technology, we can be the leader of the industry truly, not only on scale, but also in technology.

Our market works well at present, so we are full of hope for tomorrow. The supply is not adequate to the demand because the development of broadband in China has extended to the rural areas, therefore, the three biggest operators have a fierce competition in the rural, which brings us a wonderful opportunity. How to organize production in the face of fortune? How to earn more under current situation? Above all are what we deserve to consider and complete well. Actually, the short of optical cable is the short of optical fiber, and the short of optical fiber is the short of optical wand. We have accounted for a larger proportion of production capacity, especially that we are still in the expansion. We will be more advantageous if Qianjiang's science park is put into production, hence, we should have firm confidence in our future.

Combined with two problems I have talked above, I will make a few demands for communists in our company in the lecture today. We reviewed the party oath just now, that is, we should have a purpose; we should serve the people; we should struggle our lives to the communism. In order to embody these in our company, I make three requests to you.

Firstly, to have a political mind. First of all, don't forget that you are a communist. We pledge under the party flag is to make a promise, and you ought to keep your promise. Then we should care about current affairs, politics, especially basic state affairs. Be aware of the activities, principles and policies of the party. Be a wise person on politics. Finally, we should

observe disciplines and obey laws, which is the burden duty of general citizens. Communists ought to be the first to make it, obeying the law of our country, the principle of the party as well as various rules in company.

Secondly, to do your own job well, to set an example in your work. Communists must complete your tasks, ensure the quality of products and maintain reputation of the company. Especially when the market is in short supply, we must be strict with ourselves to obey our duties. At the same time, make sure of safe work to avoid security concerns. Everything will be vetoed if there is any security problem, no matter what great progress the company has made before. As a result, communists should set strict demands on yourselves, playing a positive role in various aspects.

Thirdly, to be an example of the people. Our employees are mobile, because some people may be satisfied with themselves only if they have done their work, failing to be a model. But my request is that, do not forget your identity as a communist, be the first to bear hardship and the last to enjoy comfort, be positive in innovation, make an aspiring contribution, maintain unity and stability of the company and promote development of an enterprise. If an enterprise intends to develop, everyone should spare no efforts besides a good market and excellent technology. I hope that our communists can make it.

As communists in YOFC, I wish we could meet the three requirements. If YOFC have developed, all the staff, including communists, will enjoy the benefit. YOFC is not only a joint venture, but also owns the state-owned shares, whose profit will also make a contribution to our nation, so will we. If our country has been developed and become stronger, if the Chinese dream has come true, that is the realization of our purpose- to serve the people. I really hope that everyone should try your best with that kind of consciousness, in order to make sure perfect construction and development of our company. What's more, we deserve to play a role as communists during that process. thank you!



# 带头科研，践行责任

——长飞公司研发中心总经理王瑞春荣获“武汉市优秀共产党员”称号

■ 制造中心 张国星

6月28日，武汉剧院党旗飘扬、党徽闪耀，武汉市庆祝中国共产党成立95周年大会在武汉剧院隆重举行，广大党员干部汇聚一堂，回顾党的辉煌历程，讴歌党的光辉业绩。会议表彰了优秀共产党员、优秀党务工作者和先进基层党组织，长飞公司研发中心总经理兼生产第一党支部书记王瑞春荣获“武汉市优秀共产党员”称号。

王瑞春同志主持着公司的新产品、新工艺研发等工作，所辖支部党员系研发、预制棒生产、

设备研发、光纤生产等多项公司重点战略及效益部门，近年来为公司的经营及发展做出了突出贡献，获得了公司党委及管理层的认可。

王瑞春同志自2002年加入长飞公司至今，无论在什么岗位上，他都能急公司经营之所急，充分发挥专业特长，积极投身公司重点项目的研发，实现了重点技术的突破，在工艺及产品研发上取得了突出成绩。在汗水与成绩的浇灌下，王瑞春同志迅速从工艺工程师成长为主任工程师、

技术部经理、制造中心副总经理、研发中心总经理等。

王瑞春同志先后主导或参与并成功开发了长飞系列主要工艺技术与产品，包括：低水峰光纤的大规模生产工艺，大尺寸G655预制棒产品，基于PCVD+RIC的200mm大尺寸预制棒的开发与规模化生产，具有自主知识产权的大尺寸谐振腔与高频系统相关工艺开发以及工艺流程改造项目，这些项目的成功，有效提高了光纤生产能力，降低了光纤的制造成本。

作为项目负责人，王瑞春同志主导完成了长飞公司预制棒及光纤的八期、九期和十期扩产；作为智能自主高速拉丝塔及光纤拉丝技术输出方——长飞公司的技术负责人，他主导完成了天津鑫茂光纤扩产项目，山东太平洋公司、江苏永鼎科技公司、湖北凯乐科技公司以及特发信息等公司的光纤拉丝项目，为公司规模化生产基地的扩大以及长飞预制棒应用平台的搭建作出了自己的贡献。

2014年王瑞春同志加入研发中心并担任研发中心总经理，在他的组织下以及研发技术团队的共同努力下，先后成功开发了系列重大产品，包括高端弯曲不敏感OM4光纤、基于波分复用技术的宽带宽OM4光纤、超低损耗大有

效面积G.654系列光纤产品、超低损耗G.652光纤等。同时，在公司以多工艺路线与相关多元化的战略指导下，王瑞春及其团队克服重重困难，成功开发了多个重量级预制棒制造工艺技术平台、化学合成技术平台等，取得了令人瞩目的成绩，为公司未来持续发展奠定了坚实的基础。

作为研发及生产支部的党支部书记，王瑞春同志充分发挥了党员带头作用，在研发的项目选择上科学决策，在项目推进上调动以党员为骨干的团队精神。因此，他所领导的项目均能高效取得成果。作为一名党员，他能保持谦虚谨慎的工作作风，持之以恒的学习态度，虽然承担的岗位较多，但仍然能提出各个技术人员要加强学习，学以致用的工作要求，并起到了表率作用。在工作方法上，他能紧密联系一线人员，尤其是注重党员骨干力量的建设，建立的多个团队均较好的实现了预期目标。

王瑞春同志在日常工作中积极践行公司“以客户为中心，做有责任心的长飞人”的核心价值观，在他的岗位上兢兢业业，身体力行地践行和传播着长飞人的责任心，为实现公司战略目标作出了自己的贡献，是我们青年党员的学习榜样。

# Take The Lead In Scientific Research, Practice The Responsibility

——YOFC general manager of R & D Center Wang Ruichun won the title of "Wuhan outstanding communist"

■ Manufacture Center Zhang Guoxing

The 95 anniversary of China Communist Party was held at the Wuhan theatre on 28 June, at which flags flying, emblem shining. The majority of Party members got together to review the party's glorious history, praising the party's glorious achievements, in recognition of the outstanding communist, outstanding party workers and advanced basic party organizations. Wang Ruichun, who is the general manager of R&D center of YOFC and the first Party branch secretary was awarded the title of "Wuhan outstanding communist".

Wang Ruichun presided over the new products, new technology research and development work, the member of his branch consisted of R & D department, preform production department, equipment research and development department and fiber production department which are main strategic and benefit department. In recent years those departments did a great contribution for the company's business and development, got the recognition by company Party committee and management.

Since 2002, Wang Ruichun joined in YOFC, no matter at any position, he gave full play to the professional expertise, actively involved in research and development of key project, to achieve a breakthrough in the key technology, he made

outstanding achievements in the technology and product research and development. While the sweat and performance, Wang Ruichun grew quickly, from being the process engineer, the chief engineer, technical department manager, deputy general manager of manufacturing center to be general manager of R & D center.

He has led and participated in developing series of main process technology and products which including in the large scale production of low water peak fiber, large size G655 preform, large size core rod development and large-scale production based on PCVD+RIC 200mm, meanwhile the large size of cavity and high frequency system related process development with independent intellectual property rights and process flow reformation. The successions of these projects improve the fiber production capacity effectively, and reduce the manufacturing cost.

As the person in charge of the project, he dominated completed the eighth, ninth, and tenth expansion of preform and optical fiber production; as the person in charge of high speed drawing tower project and fiber drawing technology exporting party, He led and completed fibre drawing project on Tianjin Xinmao fiber expansion project, Shandong Pacific



Company, Jiangsu Etern Company of Science and Technology, Hubei Kaile Science and Technology Company and Tefainformation Company. He made big contribution to expand the company's large-scale production base and YOFC preform application platform.

Since 2014, he acted as the general manager of R&D center. Under his organization, and the R&D technical team effort, series of main technology and products were developed successfully which including: high level Bending Insensitive OM4 type fibre, Width Bandwidth OM4 fiber based on wavelength division multiplexing technology, Ultra low loss with big effective area G654 series fibre production, Ultra low loss G652 fiber ect. Meanwhile, under the instruction of multi-process line and diversification strategy, Wang Ruichun and his team overcome difficulties to develop a number of high level technology platform for preform manufacturing, chemical synthesis technology platform, and achieved remarkable results, and built a solid foundation for the future sustainable development of the company.

As a party secretary of R&D and production branch, Wang

Ruichun played a leadership role, took the scientific decision on the R&D project selection, mobilized the teamwork spirit. Therefore, under his leadership the project can be achieved results more effectively. As a party member, he keeps the modest and prudent working style, never stop learning, even thought too much jobs, he still asked the technical people to enhance learning, required the people working while learning, and he played a leading role. On working methods, he can be closely to the product line staffs, especially focus on building the backbone of the party members, the several teams all realized the targets excellent.

Wang Ruichun actively practice the company core values "customers come first, be conscientious YOFC members" in his day work. He'd been doing his job conscientiously, engaged in everything personally and spread the YOFC's responsibility. He made self own contribution for realizing the company strategy target, he is the learning example of our younger members.



毛主席铜像是按主席在开国大典上的形象设计的，座西南朝东北，身躯伟岸，神采奕奕。

Chairman Mao statue was designed according to his image at the founding ceremony. It backs on Southwest and faces Northeast, with grand body and full spirit.

## 长飞上海公司开展“两学一做”党团活动

YOFC (Shanghai) Carried out “Party Building Studies” Group Activity

■ 长飞上海公司 徐月

2016年6月24日，长飞上海公司党支部全体成员在毛主席故乡韶山冲召开会议，会议由支部书记张斌主持。会上，徐伟同志被任命为该党支部的新一任组织委员，全体参会人员就范春华同志的预备党员转正和发展张国民同志为预备党员进行表决，表决结果均是全票通过。此外，组织委员徐伟还在会上开展了“两学一做”讲座，带领大家深入学习贯彻习近平总书记系列讲话精神。

在韶山冲，长飞上海公司党支部在毛主席铜像处举行了瞻仰仪式，支部全体成员绕铜像一周，瞻仰一代伟人雄姿。瞻仰仪式上，朱国强、王志军两位同志代表该支部向毛主席铜像进献花篮。

On June 24, 2016, all members of YOFC (Shanghai) Party Branch convened a meeting at Chairman Mao's hometown, Shaoshan. Secretary Zhang Bin chaired the meeting. At the meeting, Xu Wei was appointed as the new commissary in charge of organization. Besides, proposals about Fan Chunhua's becoming a full Party member and Zhang Guomin's becoming a probationary Party member were voted and unanimously passed. At the Party Branch meeting, Organization Commissary Xu Wei carried out “Party Building Studies” speech, and led all members to further study and implement the spirit of Xi Jinping's series of speeches.

After the meeting, YOFC (Shanghai) Party Branch held a ceremony to pay tribute at the statue of Chairman Mao. All members looked up to the statue, and Zhu Guoqiang and Wang Zhijun, on behalf of YOFC (Shanghai) Party Branch, presented a basket of flowers to the bronze statue of Chairman Mao.



长飞上海公司党支部于2016年6月25日湖南省韶山市，毛主席铜像前合影。

YOFC (Shanghai) Party Branch took the group photo in front of the bronze statue of Chairman Mao in Shaoshan City, Hunan Province, on June 25, 2016.

# 长飞公司光纤周界安防产品业务发展进入快车道

■ 特种产品事业部 郭江涛

近日，长飞公司自主开发的光纤周界入侵探测器，顺利通过了国家安全防范报警系统产品质量监督检验中心（北京）的形式检验和驻厂检验，获得国家安防产品的最高认证“3C认证”。

该认证的顺利通过，标志着长飞公司光纤周界安防产品已经跻身国内光纤安防厂家第一阵营。



图1 3C认证检测报告

安全是当前全球范围内极为重要的课题，各种安全防范技术不断发展，周界入侵防范是其中一个热门领域。周界入侵防范系统，即在防护区域的边界利用各种技术形成一道可见的或不可见的“防护墙”，当有人通过或欲通过时，相应的探测器即会发出报警信息，传输至监控室报警控制主机，并发出声光报警，显示

报警位置，联动摄像监控系统和周界照明系统等。周界环境感知与防范报警系统所使用的传感器种类很多，不同传感器的使用决定了整个系统的报警机制和技术性能，如红外探测、电子围栏、泄漏电缆、视频监控等技术和产品已经应用广泛而且非常成熟。

表1 不同安防技术的对比

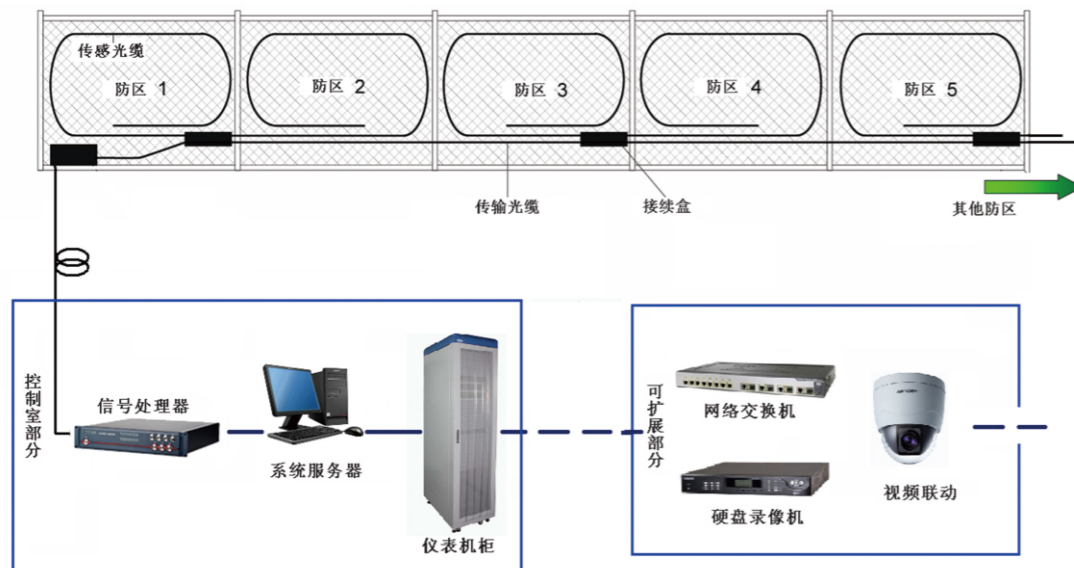
	红外探测	视频监控	光纤周界监测
被突破几率	易突破	不易突破	极难突破
能耗	高，每个探头均需供电	高，每个摄像头均需共电	低，光纤为无源器件
耐环境腐蚀	差，易锈蚀	差，易锈蚀	抗腐蚀
智能化	低	低，依赖人员监视	高，自动监测和判断
可靠性	低	低	高
预警功能	低	低	高
误报率	高	低	极低
气候影响	高，造成系统误报	高，影响系统效果	低，不受天气影响
温度影响	高，50℃以上工作不稳定	高，高低温工作不稳定	低，高低温耐受性强
电磁兼容	较低	较低	高，抗各种电磁干扰

长飞公司光纤周界安防产品业务的开展始于2011年，基于对安全监控市场的需求分析，在充分对比了国内外多家公司光纤周界安防产品，并对长飞公司的现状进行了SWOT判断，公司决定立项开发第一个光纤传感产品：光纤周界入侵探测器及配套的监测系统。经过5年的建设，目前光纤传感应用研发组拥有技术人员15名，固定实验室面积200平方米，各类光电测试平台齐全；团队成员中80%以上拥有硕士研究生学历，专业涵盖光学、电学、机械设计、计算机软件、材料物理、数据处理等，并从美国林肯大学引进1名高端研究人员。共设置4个产品开发项目：光纤周界安防系统、分布式光纤测温系统、光纤光栅传感系统、全光纤电流互感器。开发产品的同时，项目组加大在专利和知识产权方面的布局，5年间共获得授权专利11个。2015年长飞公司组建特种产品事业部，经过4年孵化的光纤传感业务正式设立光纤传感产品线，并成为长飞公司四个IPD项目之一。特种产品事

业部在市场竞争异常激烈的情况下全力拓展细分特种市场，明确了“稳定特种光纤业务，大力发展光纤传感新业务”的战略方针。2015年下半年，长飞公司正式推出拥有自主知识产权的光纤周界安防产品，产品性能优于国内同类产品，与国外先进水平相当，一次性顺利通过安防行业的最高认证。

长飞公司光纤周界入侵探测器及配套的监测系统是利用光纤作为传感器实现分布式周界安防监测的报警系统，主要应用于易燃易爆、电磁干扰大、安全需求高、探测隐蔽性高、距离长范围大的场所。独特设计的传感光缆单元对运动、压力和震动非常敏感，沿着围栏、围墙铺设可探测攀爬、剪切，铺设在土壤、碎石或草皮下可探测踩踏、挖掘等入侵行为。一旦发生翻越、穿过、攀爬、暴力入侵等行为，系统便会报警。长飞光纤周界入侵监测系统已广泛应用于电力、国防、公用事业、运输、石油化工等领域，获得客户一致好评。

图2长飞公司光纤周界安防产品系统架构



自2015年至今，长飞公司光纤周界安防产品累计销售额近2000万元。面向未来市场，特种产品事业部制订了“基于以特种传感线缆为基础、以拓展渠道商为工作

重心、深耕精耘细分市场”的销售策略，不断完善市场格局，努力在光纤传感市场上树立主流供应商的品牌形象。

## The development of Optical Fibre Perimeter Security Product of YOFC enters into speedway

■ SPU Guo Jiangtao

Recently, the optical fibre perimeter intrusion detector, independently developed by Yangtze Optical Fibre and Cable Joint Stock Limited Company (YOFC), has successfully passed the type inspection and incoming inspection carried out by National Quality Supervision and Inspection Center of Security

Alarm System Product (Beijing) and obtained the highest certification “3C certification” about national security products. With the certification obtained, optical fibre perimeter security product of YOFC has been in the first camp among optical fibre security manufactures in China.



Figure 1. 3C Certification Test Report

图3哈尔滨某监狱周界监测现场



作为全球领先的光纤光缆供应商，长飞公司始终积极拓展特种光纤光缆产品在传感领域的应用，充分发挥特种光纤光缆的制造优势，不断优化光纤传感产品的设

计，竭力为合作伙伴和行业客户提供更优、更可靠的产品及解决方案，始终致力于让通信更可靠、传感更精确、控制更智能、生活更美好！

Security is an extremely important subject in the field of industrial control system in which the perimeter intrusion monitoring has become one of the hot areas with the continuous development security technology. Using various techniques to form a visible or invisible "protective wall" around the protective area boundary, the system will send out alarm information to the alarm control engine in the monitoring room, and make sound-light alarm, display alarm position, function with camera

monitoring system and perimeter lighting system when someone pass. There are many kinds of sensors used in perimeter environment perception and safety alarm system, including infrared detection, electronic enclosures, leakage cable, and video monitoring which have been widely used and proved to be very mature. And different sensors determine the alarm mechanism and technical performance of the whole system.

Table 1. The Comparison of Different Security Products

	Infrared detection	Video monitoring	Optical fibre perimeter security products
Chance of break	Easy	Difficult	Very difficult
Energy consumption	High Need power	High Need power	Low Passive device
Resistance to environmental corrosion	Low Easy corrosion	Low Easy corrosion	High Corrosion resistance
Intelligentize	Low	Low Manual monitoring	High Automatic monitoring and judging
Reliability	Low	Low	High
Early warning function	Low	Low	High
False alarm rate	High	Low	Very low
Climatic impact	High Cause false alarm	High Effect system	Low No impact
Temperature impact	High Unstable above 50°C	High Not stable under high and low temperature	Low Stable under high and low temperature
Electromagnetic compatibility	Relatively Low	Relatively Low	High Anti various kinds of electromagnetic interference

The business of optical fibre perimeter security product of YOFC began in 2011. Based on the analysis on the demand of security monitoring market, after fully comparing optical fibre perimeter security products of domestic and foreign companies, and making SWOT analysis on the current status, YOFC decided to set up the project of the first optical fibre sensing products: optical fibre perimeter intrusion detector and matched monitoring system. After 5 years of construction, the optical fibre sensing application research group now has 15 technicians, 200 square meters of fixed laboratory area and all kinds of optoelectronic testing platform. More than 80% of the group has master's degree, whose majors include optics, electricity, mechanical design, computer software, material physics, data processing, etc. The group has also introduced a top researcher from the Lincoln University. There are 4 product development projects in total: optical fibre perimeter security system, distributed optical fibre temperature measurement system, fibre grating sensing system, all-fibre-optical current transformer. At the same time, the group increases the layout of the patent and intellectual property rights, and gains 11 patents during the 5 years. YOFC founded Specialty Products Business Unit in 2015. Optical fibre sensing product line was set up after 4 year incubation of optical

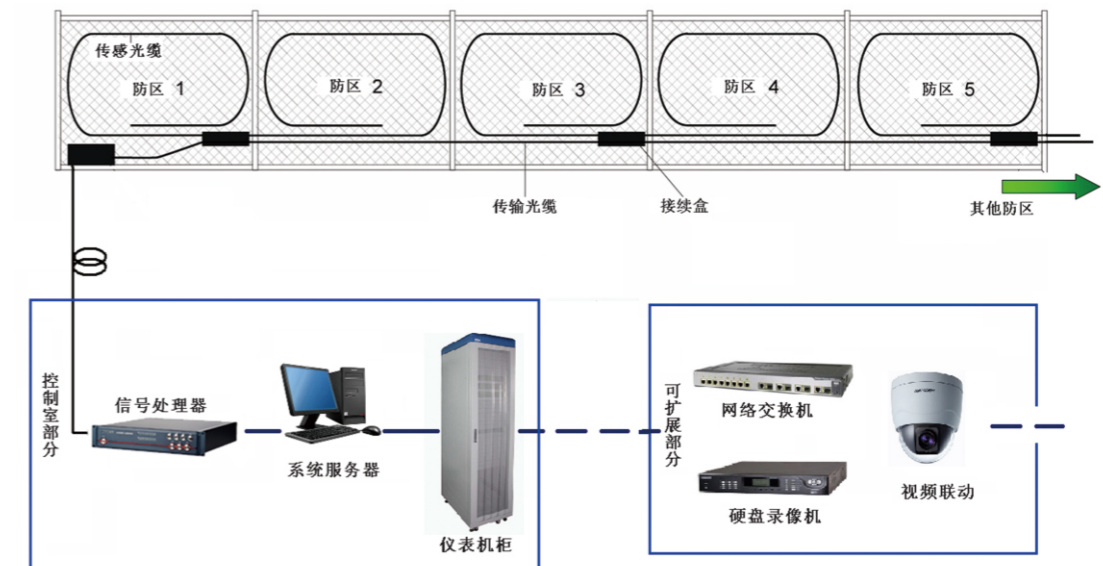
fibre sensing business, and became one of the 4 IPD projects. The Specialty Products Business Unit spares no effort on expanding and subdividing specialty product market under the circumstances of very fierce market competition, and makes the strategic policy clear: stabilizing specialty optical fibre business, developing new optical fibre sensing business. In the second half of 2015, optical fibre perimeter security products with independent intellectual property rights were launched which has a comparable level with foreign advanced and better performance over the domestic and obtained the highest certification in the field of security.

The optical fiber perimeter intrusion detector and matched monitoring system of YOFC are the alarm system using optical fibre as the sensor to achieve distributed perimeter security monitoring, which are mainly used in places with featuring inflammability and explosibility, large electromagnetic interference, high security demand, high detection concealment, long distance and large range. The uniquely designed sensing optical cable unit is very sensitive to movement, pressure and vibration. It can detect climbing and cutting when laid along the fence and enclosing wall, and it also can detect those intrusion behaviors such as treading and excavation when laid under the

soil, gravels and turf. The system will alarm once crossing, passing through, climbing, violent invasion and other behaviors occur. The optical fibre perimeter intrusion detection system of

YOFC has been widely used in power sector, national defense, public utility, transportation, petrochemical engineering and other sectors and won unanimous praise from customers.

Figure 2. Framework of Optical Fibre Perimeter Security Product of YOFC



The Specialty Products Business Unit of YOFC has managed to sell 60 suites of optical fibre perimeter security products since 2015, with a sale of approximately 20 millions. Facing the future market, the Specialty Products Business Unit makes sales strategy that basing on specialty sensing cables,

focusing on expanding distributors and developing market segments. We need to

continually improve the market pattern and strive to establish brand image of the mainstream supplier in the market of sensing fibres.

Figure 3. Perimeter Monitoring Site of a Prison in Harbin



As a global leading supplier of optical fibre and cable, the Specialty Products Business Unit of YOFC has been actively expanding applications of specialty optical fibre and cable products in sensing field, giving full play to its manufacturing advantages, and optimizing the design of optical fibre sensing

products constantly. The Specialty Products Business Unit is trying to provide better and more reliable products and solutions for partners and customers and has always been committed to making communications more reliable, sensing more accurate, control more intelligent and life more wonderful.



## 长飞公司“两化融合”的幕后英雄

### ——记工厂设施部

■ 运营管理中心 魏劲松 陈嘉宾

编者按：

在长飞公司有这样一支队伍，他们以53名成员的团队承担起公司2544台设备和11万平方米厂房的维护运行，平均每年负责120个左右改、扩建项目，为确保公司各部门的正常运行而默默无闻地提供及时、稳定、高效的保障。我们每一次为公司新产品的研发成功、公司业绩的更上一层楼而鼓掌喝彩，但不曾看到工厂设施的守护者们走上台前，因为唯有做到不出任何设备设施问题、让大家忘记他们的存在，才是他们最好的工作状态。本期小编将带您来认识这支神奇的“幕后英雄”队伍。

在长飞公司成立之初，工厂设施部与光纤部、光缆部共同构成公司的三大部门，承担了厂房建设、改造、设施运行和维护的大量工作。随着公司的迅猛

发展和不断扩产，工厂设施部的工作重心逐渐向设施运行、维护和改、扩建项目转移。经过11期的扩产，公司产能扩大了500余倍，工厂设施部的设备也增

加了十几倍，但是部门的人员却基本没有增加，这其中的秘密就是工厂设施部实现了自身的转型发展，将工业化与信息化的融合真正落到实处。

随着公司的不断扩产和部门工作量的增加，工厂设施部领导始终坚定提高劳动生产率的决心。一方面，从最早的实行定期技术交流、课堂培训到实际专业大练兵，再到机电技术人员的轮训制等等，使部门的每位员工都一岗多能。另一方面，部门领导带领着员工钻研探索更高效的工作方法，自主研发了公司动力设备数据传输与监控系统、部门工作管理信息系统等，使部门各项繁杂的工作实现了信息化管理。

在动力设备数据传输与监控系统方面，工厂设施部将分布在公司各处一台台独立运行的动力设备的数据，通过现场的传感器和变送器传送到就

地的计算机控制柜，再将每个就地计算机柜通过Controller link网络进行连接交互数据，最后通过交换机、以太网链接到201设备管理中心的监控计算机上。最开始他们从南厂的系统开始做起，接着做201区域的系统，到了第8期、9期、10期扩产时，已经能够同步完成数据监控链接。通过近十年一步一步不断的积累，目前负责运行的技术人员通过中心计算机结合摄像监控系统，可以了解到所有设备的实时数据和状态。该系统具备数据分散采集、远程控制、集中监控的强大功能，使得系统监控不留盲区，大大提高了工作效率和精准度。最近工厂设施部刚刚完成信息共享项目的一期工作，它使得工厂设施部的设备数据能够和生产部门的数据进行交互与共享，提高精细化生产的效率。

在部门管理信息化方面，工厂设施部从2011年开始就在推动相关工

作。在推进初期，工厂设施部多次尝试寻找外委单位来做信息管理软件，但均达不到预期目标，于是他们决定自主设计开发最适合部门工作特性的信息管理系统（PMIS）。在设计之初，技术人员的设想是将部门的项目控制建成信息化的管理。经过半年的艰苦开发，该系统投入使用后效果非常好，每个项目从资本支出、项目申请到项目立项，再到合同编制、采购、验收、付款，每个流程步步衔接，自动运行，数据集成链接，简洁的报表和查询系统，使原来可能需要半天的工作量现在仅仅几分钟就能够完成。该系统的高效率运行大大提高了工作效率，于是部门的另一个工作重点——运维工作也纳入了系统开发计划。运维工作纳入信息系统后，每台设备的运维、保养都能够做到有计划、有执行、有检查、有反馈，记录完整，查询、统计十分方便快捷。此

# The unsung heroes of YOFC Industrialization & Informationization Integration

—— PFD of YOFC

■ OMC – WEI Jinsong and CHEN Jiabin

Editor Note:

The team with 53 members undertaking the maintenance, operation of 2544 sets of equipment and 110 thousand square meters factory. Meanwhile, 120 modification and expansion projects in average every year is the duty of them. Timely, stability and efficiency are the roles of their routine works. We used to greet new products and good business with thunderous applause and ignore them behind the scene. Selfless dedication in obscurity is their conception. Now, we will present this team behind the scene.

In the very beginning of the establishment of YOFC, PFD, Fiber department and Fiber Cable department were major departments. During that period, PFD undertook the works of construction, expansion, facility and utility operation. In the rapid development of YOFC, PFD transferred their work load from very beginning to expansion projects and utility, facility operation. After the expansion project of 11 phase, the

capacity of YOFC enlarges more than 500 times. Then the facility and utility enlarges ten times without fresh members joining PFD. How to burden the increased work load with limited staff? Utilizing industrialization and informationization into their real works can be!

The leaders of PFD always focus on the efficiency. On the one hand, training the staff to make them versatile to deal with

后，技术人员又开发了库房的信息管理、资料管理、日常事项管理，就连员工KPI的管理也纳入其中。经过近4年的设计开发，现在工厂设施部所有的日常管理工作基本上都在PMIS上运行，PMIS系统规范统一了部门内部的工作流程，提高了工作的规范性和专业性，大大提高了工作效率，它是工厂设施部的工作标准化的核心，将工厂设施部乃至整个公司工业化和信息化的融合工作推到了一个新的高度。

工厂设施部从建厂之初艰难的工作探索，到如今强大的技术实力和高度的信息化管理，离不开部门每一位员工的辛勤付出。正是这样一支“幕后英雄”团队，伴随着长飞公司的成长壮大，不断学习、进步，不断突破自我，在每一项工作中认真践行着公司“以客户为中心，做有责任心的长飞人”的核心价值观，为实现公司的战略目标而不懈努力。



complicate malfunction. On the other hand, exploiting DDC system and PMIS to simplify routine works.

DDC system can centralize all the data from each equipment to monitor the entire status via Controller Link to display in PFD Monitor Center in 201# building. This system was initiated in south plant and then deployed to 201# building. Until the end of 8 phase, 9 phase and 10 phase expansion projects, the entire equipment status can be attained in PFD Monitor center already. Visible monitor center greatly improve the efficiency and save labor. Recently, the information share project between production departments and PFD will also increase the level of lean.

PMIS, PFD Management Information System was kicked off in 2011. There is no similar system in the market. Based on our work style and

experience, PFD exploited it by themselves. First step, PMIS was just for managing projects. After designing and commissioning for half year, the outcome was excellent. Second step, PFD deployed the PMIS into the operation system. Reminding you what you will do and what you have done and what you should do. This system uniform our behavior and feedback the result on time. 4 years past, PMIS, the mainline of PFD routine works can be indispensable part of industrialization and informationization of YOFC.

In spite of the ambiguous in the very beginning, the dedication of each member of PFD is being inspired the team more technical strength and makes more reliable operation along with high level information management constantly. The team, behind the scene, is striving for Customers Come First, Acting as a Conscientious YOFC Member.

# 长飞公司首届业余足球联赛 如火如荼展开

■ 制造中心 汪从顺

四年一届的欧洲杯刚刚烽烟再起，长飞光纤光缆股份有限公司首届业余足球联赛已经如火如荼地展开。2016年6月16日，经过五轮激烈角逐，长飞科技园代表队以五战全胜的战绩夺冠。

足球，是全球最具影响力的体育运动，被誉为“世界第一运动”。“足球梦”是“中国梦”的重要组成部分。新春伊始，为响应习主席“全民健身”的倡议，在长飞足球“教父”杨正钢积极组织下，公司各部门纷纷成立足球队，长飞快乐足球微信群成员迅速发展到近百人。球友们利用工作之余积极开展训练，既增加了员工间的交流，球技也有了大幅提高。

经过紧张筹备，球友期盼的长飞首届业余足球联赛终于拉开序幕。在聚星足球俱乐部灯光场地上，六个部门的球队将进行五轮积分循环比赛，积分最高的球队将荣获首届长飞业余足球联赛冠军称号。为防止比赛中出现意外伤害，组委会与每位参赛球员都签定了比赛受伤免责声明；比赛规则要求球员在比赛过程中严禁出现飞铲、踢脚过高等危险动作。四轮比赛过后，赵帅带领的长飞科技园队豪取四连胜一马当先；裴敬瑞率领的光纤队收获三胜一负紧随其后；两队将在最后一轮相遇。根据本次比赛规则，如果光纤队本场比赛战胜科技园队，依然可以夺冠；科技园队如果战平或战胜光纤队，就可以如愿捧杯。两队精彩对决吸引了众多的足球粉丝观战，球迷们纷纷为自己支持的球队呐喊助威。经过三节共90分钟的激烈角逐，科技园队以4:3险胜。赛后双方球员进行了友好的交流并合影留念。

随着最后一轮比赛尘埃落定，为期一个多月的长飞首届足球联赛圆满落幕；长飞科技园队、光纤队、特纤队分获前三名。长飞科技园队球员刘斯以5场比赛11粒进球荣获最佳射手奖。长飞公司党委副书记、工会主席王沙京为冠军球队及最佳射手颁发奖杯。

生命在于运动，运动贵在参与；绿茵点亮梦想，激情舞动青春。足球不是单纯的运动项目，给人民群众带来快乐、健康、激情，是精神文化生活的重要组成部分，国家综合实力的重要方面，民族精神的重要环节。足球发展既是体育水平的进步，也是文化建设的提升。一场精彩的足球盛宴体现了长飞人的顽强奋斗的进取精神和精诚协作的团队精神。让我们一起享受这健康足球、快乐足球的乐趣吧！





## The First YOFC Amateur Football League Was in Full Swing

■ Manufacturing Center Wang Congshun

The First YOFC Amateur Football League was in full swing, followed closely with the pace of the European Cup, which is held every four years. On June 16, 2016, the YOFC Science and Technology Park Team took the crown with five straight victories after five rounds of fierce competition.

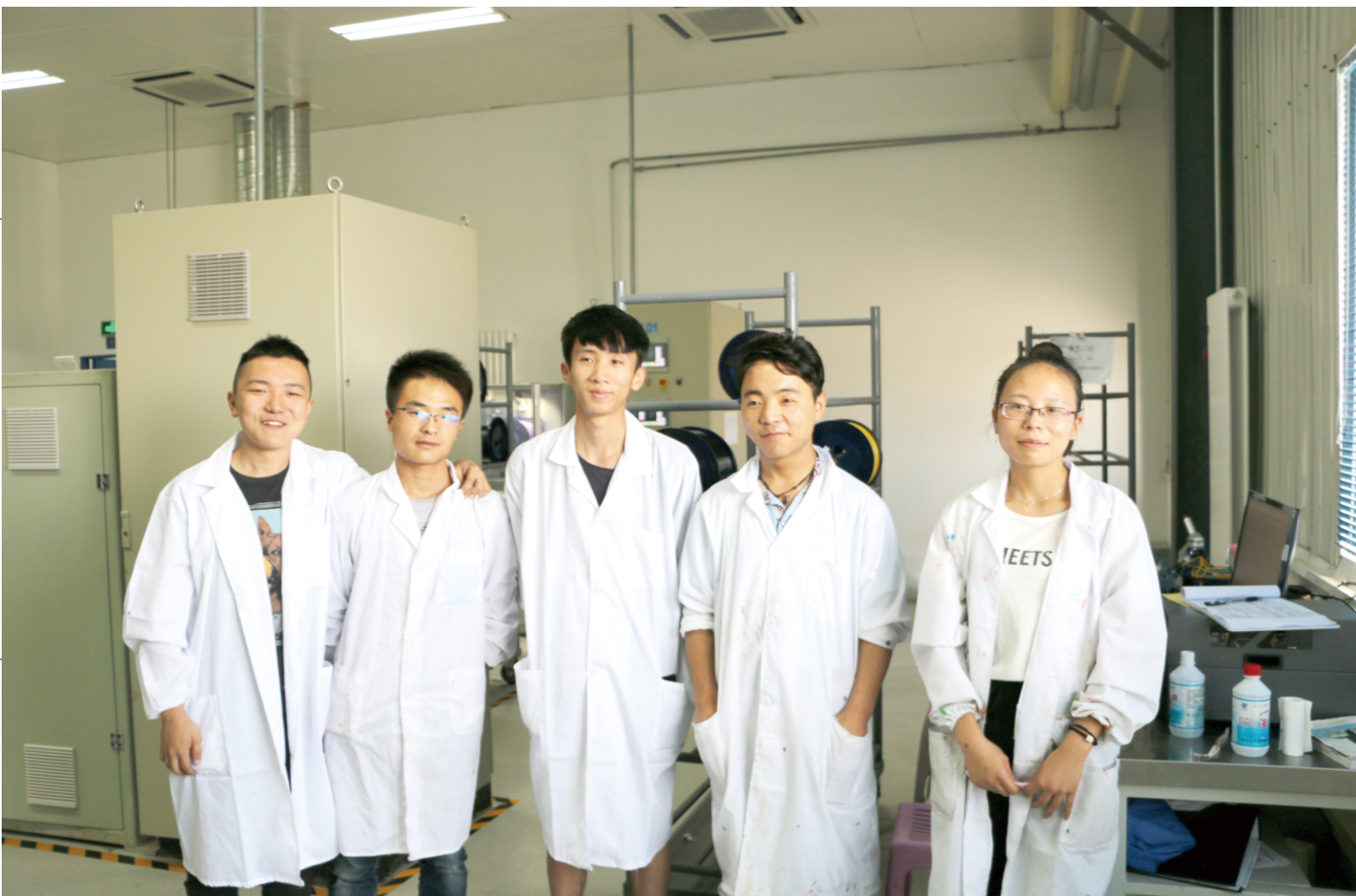
Football, the world's most influential sports, is known as "the world's first movement", and "Football Dream" is an important part of the "China Dream". At the beginning of the new year, in response to Chairman Xi's "National Fitness" initiative, football

team from each department of the company was set up one after another and YOFC Happy Football Wechat Group rapidly expanded its membership to about a hundred people, under the active organization of YOFC "Football Godfather" Yang Zhenggang. The members actively carried out training during spare time, which not only increased the exchange between employees but also improved their football skills.

After intense preparations, the long-anticipated First YOFC Sevens Amateur Football League kicked off. On Juxing Football Club playground, six department teams would conduct five rounds of Integral cycle race, and the team with the most points would win the Championship title of First YOFC Amateur Football League. A written injury waiver was signed between organization committee and each player in case of accidental injuries during the game. According to the game rules, dangerous behaviors were forbidden.

After four rounds, the YOFC Science and Technology Park Team led by Zhao Shuai won four straight games and ranked first. The Optical Fiber Team led by Pei Jingrui followed closely with three wins and one defeat. The two teams would confront in the last round. According to the rules, the Science and Technology Park Team would win the championship if they drew or defeated the Optical Fiber Team, while the Optical Fiber Team would win only when they defeated the Science and Technology Park Team. This game attracted a lot of football fans, and the fans cheered for their own team warmly. After three quarters, ninety minutes' intense competition, the Science and Technology Park Team achieved the narrow victory with the score of 4:3. After the game, the two teams friendly exchanged and took a group photo.

The one-month First YOFC Amateur Football League was successfully.



王利军 Wang Lijun

# 长飞之初体验

## The First Experience of YOFC

■ 长飞兰州公司 / YOFC (Lanzhou)

编者按:长飞兰州公司是长飞公司的全资子公司,是长飞公司“一带一路”战略的西北布局。长飞兰州公司自成立起,就汇集了一群充满热情和干劲的年轻人,他们的加入充实了公司职工队伍,也带来了朝气蓬勃的正能量。加入长飞有什么样的感想?下面,我们来听听他们怎么说。

YOFC(Lanzhou) is wholly owned subsidiary of YOFC, is "The Belt and Road Initiative" strategy in the Northwest of YOFC. Since YOFC (Lanzhou) established, It brings together a group of enthusiastic and motivated young. Their addition not only enrich the team in the company, but also bring positive energy in YOFC. What is the feeling of working in YOFC? Here, let us listen to what they say.

选择长飞最初源于一次参观实习,洁净的生产车间、高度自动化的生产设备、处处可见的有责任心的长飞人,这些都让我对这家公司充满了向往。经过面试,我有幸成为了长飞兰州公司的一员。新员工入职培训后,我了解到长飞还有着完善的人才储备计划和跨部门轮岗的机会。从生产车间的一线工人到公司高层领导,处处洋溢着和谐而轻松愉快的工作氛围,领导和同事对我的细心指导,也让我充分感受到了长飞对新员工人性化的关怀和培养。

“海阔凭鱼跃,天高任鸟飞”,在长飞兰州公司有有能力者都可以找到施展才华的空间,公司也给我们提供了最好的平台与最大的支持。初入职场,我需要学的东西还有很多,但我相信随着培训的深入和工作经验的积累,在长飞兰州公司和谐友爱的大家庭中,我也将羽翼丰满。择业,选的不仅仅是一份工作,更多的是一种企业的文化,期待更多的有志青年加入长飞兰州公司,做一个有责任心的长飞人,为实现自己的人生价值、实现长飞公司的战略目标而努力奉献。

To choice YOFC initially originated from a visit practice. The clean production workshop, the highly automated production equipment, and the one can be seen everywhere who has a sense of responsibility, all of these let me have a full of yearning to join YOFC. Through the interview, I had the honor to become a member of it. After the new employee orientation training, I learned that there is a perfect talent reserves plan and many opportunities of cross-department career to practice. Everywhere filled with harmonious and relaxed working atmosphere in the company. From the front-line workers to the company's senior leaderships give me the careful guidance. let me full feel the YOFC gives new employees the humanity care and skill training.

Leaping fish enliven the wide water, and hovering birds brighten the expanse sky. In YOFC(Lanzhou), the ability can display their talent. Also the company provided the best platform and the biggest support. Early into the workplace, there are many things I need to learn, while I believe that as the training and work experience accumulation in YOFC(Lanzhou), a harmony and love family, I will be full-fledged. To do a career, the election is not just a job, the more is a kind of enterprise culture to look forward. Aspired more young people to join YOFC, be a responsibility heart person of YOFC, in order to realize our own value of life and the realization of YOFC's strategy.



王宗鹏 Wang ZongPeng

时间过得很快，转眼我加入长飞兰州公司四个月了。在这短暂的时间里，我感受到了公司领导对工作的精益求精和不断创新，对员工的无微不至，同时我也感受到加入长飞是幸运的，能成为公司的一员，我感到无比自豪，这种自豪感也使我更有激情地投入到工作中。

尽管在过去的工作中我积累了一定的工作经验，但是对于光纤光缆这个行业还是比较陌生。为了能让新员工尽早适应工作环境，进入工作状态，在设备调试期时，公

Time flies, I had join YOFC (Lanzhou) more than four months. In the short time, I feel the company leadership refined on work and innovated the work, also lavished every care on employees. At the same time, I also feel that I am a lucky dog join in YOFC and be a member of the Family. It is my proud for me to work with more passionate.

Although in my past work occupational history I had accumulated many experiences, but for Fiber Optic Cable still relatively unfamiliar. In order to let new employees adapt to the working environment and enter the working state as soon as possible during in the commissioning period of the equipment, the

司就一边组织我们做好现场6S，一边给我们培训讲解光纤光缆的基本知识和工艺流程。有不清楚的地方，我们也会及时请教来自武汉总部帮助辅导的师傅，积极学习工作所需要的各项专业知识，努力提高自己的专业技能水平。这段时间我学到了很多知识，自己的技术水平也得到了很大提高，过得非常充实！

对于我来说，长飞兰州公司是一个区别于以往的新环境，作为新员工，我主动去了解、适应环境，同时也将自己优越的方面

company arrange us to on-site learning the 6S management. And use their actions let us known we should pay attention to the basic knowledge and technological process in our training on Fiber Optic Cable. There is not clear we can ask the master who comes from Wuhan where is our Head Office, actively to learn the needing professional knowledge for work and strive to improve our professional level. I learned a lot of knowledge, and the technical level has been greatly improved and were very full in these days!

For me, YOFC (Lanzhou) is a new environment which different from the past. As a new employee, I take initiation to understand and adapt to the environment.

展现给公司，和同事们处理好人际关系。除此之外，我还要时刻保持高昂的学习激情，不断地补充知识，提高技能，以适应公司发展。在工作中我可能会有迷惑和压力，但是我相信只要能端正心态、有十足的信心勇敢地走下去，就一定会取得成功。长飞兰州公司的发展目标是宏伟而长远的，公司的发展需要我们每个人的进步和付出，我相信我有能力把握机遇，与长飞兰州公司一起迎接挑战。

Also show my superior between the employees to the company and get a good interpersonal relationship with colleagues. In addition, I even like to maintain high enthusiasm for learning to constantly supplementary knowledge and improve my skills, in order to adapt to the development of the company. In my work there may be confusion and pressure, but I believe that as long as with the correct attitude and the confident brave to go on, I will be success. The development goal of YOFC (Lanzhou) is ambitious and long-term development, need each every progress and efforts. I believe that I have the ability to grasp the opportunity and meet the challenges together with YOFC (Lanzhou).



韩康宁(左三) Han Kangning

2015年6月，刚毕业的我进入了一家钢铁企业，但是由于钢企的裁员，很快我就失业了。就在这时，我在智联招聘上看到了长飞兰州公司的招聘信息，在了解了光纤光缆这个行业的前景后，我毅然决然来到了长飞兰州公司。

进入公司后，我接受了从企业文化到生产技术、设备操作等为期一个多月的培训，在这个我之前完全没有

June 2015, After graduated some days I entered a iron and steel company. I lost the job because the company need to cut down the staff. At this time, I see the recruitment information of YOFC (Lanzhou) on Chile. Understanding the prospects of Fiber Optic Cable, I resolutely and contingently to choose YOFC.

After entering the company, I received from the enterprise culture to the production technology, equipment operation during the period of more than a month of training skills. Before this I

接触过的领域，我逐步了解并且掌握了师傅教给我的东西。在这里我有了一份归属感，觉得当初的选择是对的。经过一个多月的学习之后，我收获满满，工作的艰辛跟苦恼早就忘记，沉淀下来的是领导和师傅对我殷切的嘱咐，更是一种奋发向上的力量。

长飞兰州公司已投产五个月，看着一盘盘各种检验指标都合格的成

had never contact with the field, and make me understand gradually to grasp the theories which were the teachers given me. Here I have a sense of belonging of YOFC (Lanzhou) and I aware of that the original choice is right. After more than a month of learning, I get full of harvest, and already forgot the hardships of working with distressed. And it is a power of innovation to settling down the charge of my leaderships and masters.

YOFC (Lanzhou) had been put into operation five months, looking the various test indexes of trays been qualified, there

品，我有种说不出的喜悦，这都是我们同事齐心协力工作的成果。在工作的过程中我不仅学到了技术知识，还学会了如何跟同事相处以及如何融入这个集体。俗话说，“大海之所以浩瀚，是因为有无数河流注入它的身体，河流汇入大海，就要适应海的波澜”。同样，我作为一名新员工进入公司，就要融入公司的制度、公司的文化，做一个有责任心的长飞人，与长飞一起创造辉煌的未来。

were no to say joys on it. This result was rely on our colleagues for success in work together. During the process of learning the knowledge, I not only got the skills, but also already felt one of them. It is said that, "the reason why the sea is vast, because there are countless rivers into its body, river empties into the sea, to adapt to sea waves". Similarly, as a new employees in the company, I must make me to integrate into the company system and the company culture, be a responsible employee of YOFC, with YOFC to create a brilliant future together.

# 用心前行 腾飞2016

## Move on,NK! Take off 2016

■ 安凯公司 陈煜挺

不经意间，安凯公司已经走过了十七个年华，在这十七年间，安凯人不断地通过学习和行动，在这个飞速发展的新时代执着顽强地耕耘播种，作为公司的一员，我们对公司今天所取得的成绩感到由衷的骄傲，对公司今后的发展充满信心。

2015年底长飞公司收购安凯公司外方股权，在总经理王大为先生的带领下，2016年我们感受到公司显著的变化：组织架构重新调整，设置“四部一中心”；产量、销量均超过历史同期最高水平；生产绩效考核奖勤罚懒，鼓励多劳多得，充分调动员工积极性；领班竞聘、主操选拔、生产技能大比拼等一系列晋升和激励措施让员工士气高涨，工作干劲十足。为扩

大产能，满足市场需求，安凯公司年初启动了扩产项目，补充的生产线设备已经形成新的产能，为企业发展注入新的动力。

多年来，安凯公司围绕生产经营实践，健全和完善质量、环境等管理体系，形成了工作落实、责任追究、鼓励创新的一体化生产、管理工作新格局。同时，公司始终把构建和谐企业作为企业建设的一项重要内容。为塑造良好的企业形象、改善办公环境，公司对厂区、办公区进行了翻新和美化；通过举办新春年会、安全生产培训、开展各类健康有益的文体活动，为员工搭建发展平台，满足员工求知、求美、求乐的精神文化需求，激发员工的积极性、创造性和团队精

神，为公司持续健康发展作贡献。

“一滴水如何才能不干涸？把它放到大海里去。”一份工作干得好不好，和个人能力有莫大关系，更重要的是公司这个平台和氛围。如今，充满活力、众志成城的安凯电缆正经历着企业发展历史上不可多得的发展机遇，面对机遇和挑战并存的局面，我们发扬艰苦奋斗、勇于拼搏的优良作风，一如既往地开拓进取，安凯所取得的成绩就是靠着公司广大员工为梦想而不懈奋斗的力量。在安凯这个舞台上，不论是过去、现在还是将来，我们都将更加尽心尽责地在平凡的岗位上奉献自己，与安凯一起成长！

How time flies! NK Cables is 17 years old. In the past years, we learned, we acted, and we grew up in the rapidly developed new era. Now, NK Cables is more and more strong, we as a member of NK cables are so proud for our achievement and we are fully confident for our future.

At the end of 2015, YOFC acquired the share of Draka invested in NK Cables. With the leading of general manager Wang Dawei, we've seen that the company has changed significantly in 2016: the company structure changed, setting the "4 departments 1 center"; the quantity of production and sales performance achieved the historical record; KPI in production adopted, to motivate the employees. At the beginning of 2016, NK Cables expanded the production lines to satisfy the demand from the market, which is the incentive to NK Cables.

Over the years, NK Cables forms a new working pattern of integration production and management. At the same time, NK Cables is always building a harmonious working environment for the

employees. We, NK Cables, are beautifying the renovating the office area and workshop, for creating a better company image, improving the office environment. We are building the platform to satisfy the requirements of the employees with knowledge, pleasure, self improving, for the employees by organizing the Chinese New Year Gala, production safety training, carrying out the recreational activities, which are helpful for motivating the activity, creation and teamwork of employees.

"How can a drop of water not be dry? Put it into the sea." A work, you can do it well or bad, is related to your personal ability, but a very important factor is the platform offered by the company. Today, NK Cables, who is enthusiastic and ambitious, is experiencing the opportunities of high speed developing; and facing the situations of the opportunities and challenges. We, NK Cables, will struggle and fight for the future, for our new achievement together. Whenever at this stage of NK Cable, we will devote ourselves in our job positions and grow up with NK Cables.

■ NK Cables Cheng Yuting