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PEOPLE
PEOPLE ELECTRIC SERVES FOR PEOPLE.
人民电器 为人民服务



中国驰名商标 | 中国500强企业

PEOPLE ELE.

Well-known Trademark in China
Top 500 Enterprises



 PEP 人民控股集团 People Holding Group China	 中国·人民电器集团 PEOPLE ELE. APPLIANCE GROUP CHINA
	 PHI 人民重工集团 People Heavy Industry Group
	 PNE 人民新能源集团 People New Energy Group
	 PCG 人民建设集团 People Construction Group
超越，心无界 TRANSCENDING OTHERS, ENDLESS	 PWG 人民万福集团 People Wanfu Group

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PEOPLE'S SPIRIT



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P=people 人民，顾客，为顾客创造最大价值。
 E=exploring 探索，创新，探索不止，创新永恒。
 O=opportunity 机会，机遇，时时捕捉机会，人人拥有机会。
 P=perfect 完美，卓越，超越自我，追求卓越。
 L=learning 学习，共享，建设学习型组织。
 E=expectancy 期望，愿景，建设共同愿景，为理想而奋斗！

P=people People, customer, create the maximum value for customer
 E=exploring Exploration, innovation, never stopping exploration, innovation forever
 O=opportunity opportunity, good luck, catch opportunity in time, opportunity for everyone
 P=perfect Perfect, excellence, continue progress, pursue excellence
 L=learning Learning, sharing, establish study-type organization
 E=expectancy expectancy, perspective, build common perspective, strive for cause

人民精神

核心价值观：
人民电器，为人民服务。

企业愿景：
成为世界知名电气企业。

企业使命：
为世界人民提供更安全的电气产品。

企业精神：
团结、拼搏、开拓、创新。

企业目标：
树立世界一流的民族品牌，
打造世界500强企业。

文化核心：
外圆内方，低调有劲。

人民誓言：
我们要坚持学习，勤奋工作；
我们要遵纪守法，热爱品牌；
我们要团结拼搏，开拓创新；
人民电器，为人民服务。

人民十好歌：
人民集团方向好，党的政策是法宝；
人民企业精神好，外圆内方做名号；
人民员工团队好，和谐抱团记得牢；
人民电器品牌好，行业第一声誉高；
人民产品质量好，全国质量数得着；
人民市场营销好，全球网络布控好；
人民售后服务好，顾客上帝乐陶陶；
人民多元发展好，大江南北筑凤巢；
人民环境氛围好，社会责任比天高；
人民愿景更美好，世界一流呈英豪。
科学发展做向导，人民旗帜万代飘！

Core Value
People electric serves for people.

Corporation vision
To become a worldwide famous
electric appliance enterprise.

Cooperation mission
To provide safer electric product for
the people of the world.

Cooperation spirit
United, strive, explore, innovate.

Cooperation Target
To be a worldwide famous Chinese
Brand.
To be a company of World Top 500.

Culture Core
Be smooth on the surface, but firm at
heart. Be low-keyed, but in strength.

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企业领航人

郑元豹，男，汉族，1958年3月出生，浙江省乐清市人，高级经济师，现任人民电器集团有限公司董事长。

先后当选为人大代表、政协委员和全国工商联执委。曾荣获温州市优秀企业家、功勋企业家、劳动模范；浙江省优秀企业家、中国十大经济风云人物、中国十大企业思想家、中国十大CEO、全国优秀企业家称号。

现任温州机械工业联合会会长、上海市嘉定区工商业联合会（总商会）副会长，江西省工商业联合会（总商会）常委；浙江省民营经济协会副会长、浙江省电器工业协会会长、江西省光彩事业委员会副会长、全国工商联扶贫工作委员会委员。

Leader of the enterprise

Mr. Zheng Yuanbao, born in March 1958, Han nationality, is a native of Yueqing, Zhejiang Province. With title of senior economist, he is now Board Chairman of People Electrical Appliance Group.

Mr. Zheng Yuanbao has ever received Deputy to the People's Congress, executive member of national association of industry and commerce.

Successively honored such titles as Wenzhou Excellent Entrepreneur, Meritorious Entrepreneur, Labor Model, Zhejiang Province Excellent Entrepreneur, China's Top 10 Economy Persons, China's Top 10 Enterprise Thinkers, China's Top 10 CEOs, National Excellent Entrepreneur and etc.

Be elected as President of Wenzhou Machinery Industry Association, vice chairman of association of industry and commerce of Jiading District Shanghai, member of the standing committee of general association of industry and commerce of Jiangxi Province, President of Electric Industry Association of Zhejiang Province, vice chairman of non-public economy association of Zhejiang Province, vice chairman of Guanghui Program committee of Jiangxi Province, member of help-the-poor committee of national association of industry and commerce.

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决策核心

人民电器集团不断创新管理机制，按照现代企业制度构建组织机构，制定工作标准，实行董事会领导下的总经理负责制。以董事长为核心的董事会全体成员紧密团结在一起，发扬全心全意为人民服务的团队精神，维护员工和客户利益的最大化。

坚持自主创新、和谐发展，坚持创新、创意、创新思维；坚持以科学发展观统领全局，带领人民电器集团实现了一次又一次重大跨越，以超常的速度不断发展。在新的时代，提出了用心做事、诚信做人、以德发展的做人原则和可持续发展的集团战略规划，人民电器集团已经成为以工业电器为主业的多元化、国际化的大型企业集团。

Core of Decision-making Mechanism

By continuously innovating the management system, Renmin Electrical Appliances Group establishes organizations according to the modern enterprise system, formulates work standards and practices the system according to which the general manager shall assume overall responsibility under the leadership of the Board of Directors. All members of the Board of Directors centering on the board chairman are closely united to carry forward the team spirit of serving the people wholeheartedly and ensure maximum benefits of employees and customers.

By adhering to independent innovation and harmonious development, holding innovative and creative thoughts and keeping to the idea of scientific development conception, Renmin Electrical Appliances Group has realized important strides one after another and developed continuously at an extraordinary speed. In the new era, Renmin Electrical Appliances Group has become a diversified and internationalized super-sized enterprise focusing on the main line of industrial electrical equipment.

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和谐团队

人民电器集团长期坚持“创建学习型组织，打造知识型团队，建立和谐劳动关系”。旨在引进高级管理精英的“引智工程”和充实科研人才的“金桥工程”一直在人民电器集团发挥着重大作用，一大批国内外知名专家学者和本科生、硕士生、博士生相继加盟人民电器。跨越未来，百年辉煌，人民集团员工队伍已扩张到20000余人，员工素质也实现了从量变到质变的新飞跃！

人民电器集团坚持创建活力和谐企业，不断优化、提升企业文化，把企业精神、科学发展理念作为团队活的灵魂和持续发展的软动力，作为管理经济的硬动力，不断打造百年品牌和千年文化，追求永恒的新发展！

Staffing

People Electrical Appliance Group has adhered to the tenet “building learning-oriented organization, creating knowledge-based team building up harmonious labor relation.” on a long-term basis. The “Intelligence import project” with the aim to attracting senior management elites and the “Golden bridge project” for expanding the team of research personnel are playing an important role at People Electrical Appliance Group. The group is favorably inviting and recruiting more and more worldwide famous experts and scholars as well as undergraduate students, masters, and Ph.Ds. Striding towards the future for over one-hundred-year splendor. People Electrical Appliance Group is now provided with more than 20,000 employees and the overall qualification has come through a leap-forward from a quantitative basis to a qualitative basis!

Renmin Electrical Appliances Group persists in establishing a vigorous and harmonious enterprise, constantly optimizes and promotes enterprise culture, regards enterprise spirit and scientific development conception as the soul of the team, the soft driving power for sustainable development and the hard driving power of management economy to unceasingly create the brand of hundred years and culture of thousand years and seek for permanent development!

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高速崛起

人民电器集团系中国500强企业之一，始创于1996年。人民电器集团以工业电器为核心产业，横跨船舶制造、基础能源、城市建设、现代物流、国际贸易、金融投资、电子信息、水电开发等多元领域，拥有浙江、上海、江西、湖北四大制造基地、12家全资子公司、85家控股成员企业、800多家加工协作企业和3000多家销售公司。产品畅销全球50多个国家和地区，广泛应用于浦东机场、京沪高铁、三峡水电、北京地铁、奥运场馆、南水北调、青藏铁路、嫦娥探月工程、越南太安水电枢纽等国内外重大工程项目，是中国电器行业产销量最大的企业之一，位居世界机械企业500强前列。人民电器已成为中国最具价值品牌之一，经世界品牌实验室测评，品牌价值达92.35亿元，是中国工业电器领域价值第一品牌。

Uprising

People Electrical Appliance Group, established since 1996, is a Top 500 enterprise in China. People Electrical Appliance Group, centering on industrial electrical equipment, engages in a variety of fields including shipbuilding, infrastructure energy resources, urban construction, modern logistics, international trade, finance and investment, electronics and information industry, shipbuilding, hydropower development, etc. It boasts four major manufacturing centers in Zhejiang, Shanghai, Jiangxi, Hubei and 12 wholly invested subsidiaries, 85 member enterprises with share participation, over 800 partner processing enterprises, and more than 3,000 sales companies. Its products, marketable in over 50 countries and regions, are also used by a lot of major projects in China including Pudong International Airport, Beijing-Shanghai High-speed Railway the Three Gorges Project, Beijing Subway, Olympic Stadiums, the Project of Transferring Water from South China to North China, Qinghai-Tibet Railway, Chang E Satellite, and Vietnam Thai An Hydro power plant project etc. The group is one of the largest enterprises in China's electrical appliance industry in terms of production and sales. It is also ranking among the top in world top 500 machinery producers. People Electrical Appliance is now the top one valuable brand in China industry and Electric field. The brand value is up to RMB 9,235,000,000 according to the World Brand Lab.

钻石恒久品质，源于精雕细琢；只有历经磨练，才有四射光芒。

The diamond with permanent quality is from finishing impression and careful grinding the gloriously radiant of "People" Group come through the steel itself!

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快速成长

十多年来，人民电器集团员工队伍增加了50倍，营销网点扩大了68倍，产值增长了85倍。在外有跨国公司围堵狙击，内有同行激烈角逐的情况下，人民电器集团领航人郑元豹凭着超前的理念、坚毅的品质、大胆的改革，以勤劳、智慧的精神，率领团队励精图治，后来居上，实现了从产品经营到品牌经营、从商品经营到资本经营的重大跨越，缔造出被经济理论界高度推崇的“人民模式”。

人民电器致力于提高产品结构、提升产业结构。致力于从数量发展型向质量发展型，从低附加值向高附加值、低技术含量向高技术含量、低品牌价值向高品牌价值的历史转变；致力于中国五百强向世界五百强的历史跨越！

Rapid growth

The size of staff in People Electrical Appliance Group has increased by 50 folds for over ten years, the marketing network has expanded by 68 times, and the production value is now 85 times as that of the very beginning. Though multinationals and domestic enterprises are challenging the group in international market as well as in China, Mr. Zheng Yuanbao, leader of People Electrical Appliance Group, is exerting all his efforts with the teams with the late starter's initiative thanks to avant-garde concept, diligence, and bold reform, as well as arduousness, intelligence and charisma, bringing about leap-forwards from product operation to brand operation and from merchandise utilization to capital operation. Therefore, the "People pattern" is thereby created that is highly recommended by the circle of economic theory.

Renmin Electrical Appliances Group is devoted to improving product structure and enhancing industry structure; historic transformation from quantity development type to quality development type, from low added value to high added value, from low technological content to high technological content, as well as from low brand value to high brand value; and historic stride from China's Top 500 to World Top 500.



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中国驰名商标

中国500强企业

全国质量奖

世界机械500强企业

中国名牌产品

中国500最具价值品牌

中国民营500强企业

中国机械500强企业

中国民企纳税前10强

中国企业效益200佳

中国企业纳税200佳

中国大企业竞争力100强

中国民营企业竞争力50强

中国优秀民营企业

全国守合同重信用单位

全国用户满意企业

国家经贸委两网推荐企业

中国石油天然气集团公司入网企业

中国石油化工集团入网企业

中国人民保险质量承保企业

全国用户满意产品

国家科技进步二等奖

国家火炬计划项目

国家级重点新产品

ISO14001环境管理体系认证企业

OHSAS18001安全管理体系认证企业

ISO9001质量体系认证企业

People qualification

Well-known Trademark in China

Top 500 Enterprises in China

Nation Quality Award of China

World Top 500 Machinery Enterprises

Brand Product in China

Top 500 Most Valuable Brands in China

Top 500 Privately Operated Enterprises in China

Top 500 Machinery Enterprises in China

Top 10 Privately Operated Enterprises in China in Terms of Tax Payment

Top 200 Chinese Enterprises in Terms of Economic Efficacy

Top 200 Chinese Enterprises in Terms of Tax Payment

Top 100 Major Enterprises in China in Terms of Competitive Edge

Top 50 Privately Operated Enterprises in China in Terms of Competitive Edge

Excellent Privately Operated Enterprise in China

Enterprise Honoring Contract and Credit Standing in China

National Enterprise with Customer Satisfaction

Recommended Enterprise for the Two Networks by the State Economic and Trade Commission

Member Enterprise of PetroChina Company Ltd.

Member Enterprise of Sinopec

Enterprise with Quality Assurance of PICC

National Enterprise with User Satisfaction

Second Prize for Scientific and Technological Progress in China

Torch Program Project

National Key New Product

Certification of ISO14001 Environmental Management System

Certification of OHSAS18001 Safety Management System

Certification of ISO9001 Quality System

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品牌力量

“500强，不是极限，更非终点，荣誉和辉煌只是历史的瞬间。”

多年来，人民电器集团在全国各类媒体进行多方位、立体式的品牌宣传活动，并结合市场营销和产品服务等多种方式扩大品牌影响力。从技术、产品、质量、服务、市场、广告、文化等方面全方位打造人民品牌。对内坚持学习、提高素质；对外统一形象、提升品牌，树立了诚信、正直、守纪、勇担社会责任的公众形象。短短十三年，在工业电器领域铸就了一个走向世界的民族品牌。

Brand effect

“Top 500 means neither limit nor terminal. Glories and splendors represent only a moment in history.”

People Electrical Appliance Group is carrying out all-round, comprehensive brand advertising in all kinds of media in China for years. It is also expanding brand influence by combining marketing and product service. The brand of People is being built from such aspects as product, quality, service, market, advertising, culture, and technology. Internally, the enterprise is learning-oriented to improve overall qualification; externally, it unifies corporate image and improves brand recognition, building the public image that is honest, upright, lawful, and courageous in undertaking social responsibilities. It takes only 13 years that this brand has been a national brand toward the word in the field of industrial electrical appliance of China.



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DEVELOPING CAREER



做大做强

人民电器集团坚持爱众人之心，树立百年品牌，致力于做大、做强、做精、做久。

从迁址柳州市到联合控股，从成立七大专业子公司到进军上海滩，从兼并国企到布局全国，从整合资源到品牌经营，从产品经营到资本经营。中华大地处处闪现着“人民”人辛勤劳作的身影。2002年，人民电器集团以强大的实力和高效的运营，挺进中国企业500强；2003年，凭借优秀的经营业绩，跨入世界机械企业500强行列；2008年，跃居中国企业效益200佳、纳税200佳、民企纳税10强前列、雄踞中国民营企业综合竞争力第13位；2011年品牌价值达92.35亿元，连续多年雄居中国工业电器第一价值品牌。

Invigoration

People Electrical Appliance Group is amicable to every employee and customer with the aim to building a long-lasting brand and to dedication and invigoration.

From relocation to Liushi to joint stock holding, from establishing seven special subsidiaries to entering Shanghai, from merging state-owned enterprise to targeting at the entire China, from integration of resources to brand building, from product operation to capital operation... People Electrical Appliance is found across China. Since 2002, People Electrical Appliance Group has been admitted to the Top 500 Enterprises in China thanks to its enormous scale, technological strength, and high efficiency. In 2003, as a result of its excellent business performance, the group became a World Top 500 Machinery Enterprises. In 2008, further, it was entitled in the front rank of Top 200 Chinese Enterprises in Terms of Economic Efficacy, the Top 200 Chinese Enterprises in Terms of Tax Payment, and the Top 10 Privately Operated Enterprises in China in Terms of Tax Payment, and was entitled rank 13th of overall competitors of China privately operated enterprises, and the brand value reaches 9,235,000,000 in 2011, which is on the first valued brand in Chinese industrial electrical equipment field for several consecutive years.

今天，在“面向世界，服务全球”的方针指引下，人民电器正昂首阔步向世界企业500强迈进。

Today, under the guideline “Facing China, serving the world”, People Electrical Appliance Group is making every effort to become a World Top 500 enterprise.



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卓越品质

“100%的合格不能令我们满意，100%的优秀才是我们的追求。”

人民电器集团以“不断满足客户需求和不断为客户创造价值”为目标，以强大的技术实力、卓越的品质控制、完善的管理制度和优质迅捷的服务体系为保障，使人民品牌迅速崛起在工业电器领域。“人民”产品市场占有率不断攀升，已成为中国工业电器产销量最大的企业之一。

2004年起，人民电器集团全面导入卓越绩效管理，持续优化品质管理，全面提升整体形象，致力于实现国内市场与国际市场、民族品牌与世界品牌、国内技术与全球技术的完美对接。

2008年，人民电器集团荣膺中国质量领域最高奖项--全国质量奖。



8.18 质量日
People Ele. Quality Day

Superior quality

We are not satisfactory with the 100% up to grade, we are pursue the 100% excellence.

Targeting at “Satisfying customer demands continuously and creating value for customer constantly”, People Electrical Appliance Group is growing by leaps and bounds in the field of industrial electrical equipment thanks to experienced staff, superior quality control, well-organized management system, and excellent, quick-response service system. As the market share continues expanding, the group is now one of the largest enterprises in China in terms of production and sales of industrial electrical equipment.

From year 2004, the enterprise introduced performance excellent management model, and had improved the overall vision by exploration, innovation, chasing excellence and optimizing quality control management contiously, and realized harmonization of domestic market and global market, national brand and worldwide brand, Peole technology and worldwide technology.

Excellent of China Quality Award is the symbol of excellent quality, excellent team, excellent enterprise and excellent model for People Electric Appliance Group.

In November 2008, People Electric Appliance Group was entitled the top quality award-National Quality Award of China.

三不原则

宁失数量，不失质量；宁失利益，不失市场；宁失面子，不失客户。

Three No's Ideas

Would Rather Losing Quantity,Than Losing Quality;Would Rather Losing Profit ,Than Losing Market;Would Rather Losing Face ,Than Losing Customers.



DEVELOPING CAREER



11.18 华诞 People Ele. Birthday

1996年11月，浙江人民电器集团成立；
1997年2月，《人民电器报》创刊；
1997年5月，人民电器集团通过ISO9001国际质量体系认证；
1997年6月，人民电器集团成为全国无区域性大型集团；
1997年9月，人民电器集团成立党支部；
1998年11月，人民电器集团通过兼并、控股的形式对下属60多家企业进行股份制改造，组建七大控股专业子公司。全面导入现代企业制度，并将财务、生产、销售、人事、技术、质量、供应八大要素实施统一规范管理；
1999年4月，人民电器集团正式动工兴建占地75亩的浙江人民电器高新技术工业园；
1999年9月，人民电器集团被评为浙江省三星级企业；
1999年11月，人民电器集团通过整合上海34家国有、集体企业的营销网络，以OEM贴牌加工和实行人民品牌专卖等双赢方式挺进上海，并于2000年1月成立上海有限公司；
2000年5月，人民电器集团获浙江省省级高新技术企业称号；
2001年6月，人民电器集团成功兼并位居国内输变电设备行业第二名的大型国企——江西变电设备总厂，实现了向输变电行业的扩张；
2001年9月，中国电器行业最大规模乡镇企业100家座次排定，人民电器集团位居第六；
2001年10月，2000年度全国民营企业500强排名在北京公布，人民电器集团排名第44位；
2001年12月，上海人民工业园全面竣工投入使用。同月，RDR系列软启动器研制成功；
2002年7月，人民电器集团公司通过ISO14001环境管理体系认证；
2002年8月，全国工商业联会公布2001年度中国民营企业500强排名，人民集团名列第11位；

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2002年10月，人民电器集团产品全部获CCC证书；
2002年11月，经国家人事部批准，人民电器集团成立博士后科研工作站；
2002年11月，人民电器集团被评为全国再就业先进单位；
2003年1月，人民电器集团向乐清市民营企业扶贫济困总会捐款1千万元；
2003年1月，中国共产党人民电器集团委员会成立；
2003年5月，由人民电器集团研制开发的RDW1智能型万能式断路器被列入2003年国家火炬计划项目；
2003年7月，人民电器集团被授予全国十佳诚信企业称号；
2003年8月，人民电器集团在2003年中国企业500强排名位居第228位；
2003年9月，人民电器集团在2002年全国民营企业500强中排名第14位；
2003年9月，2002年度中国纳税排行榜出炉，人民电器集团位居“电器设备元件制造业”第10位；
2003年10月，人民电器集团与对外经济贸易大学共建MBA实习基地，人民电器集团董事长郑元豹被聘为客座教授；
2003年11月，人民电器集团在中国成长企业100强排名中位列第7位；
2004年1月，人民电器集团荣获2003年全国用户满意企业称号；
2004年1月，人民电器集团在浙江省民营企业50强中名列第8位；
2004年4月，人民电器集团河北鑫港国际物流有限公司正式挂牌，该项目占地1277亩，总投资50亿元；
2004年4月，清华大学经济管理学院中国工商管理案例研究基地落户人民电器集团；
2004年4月，全国首家民营企业计划生育协会在人民电器集团成立；
2004年6月，2004年世界品牌大会暨中国500最具价值品牌发布会在京举行，人民电器以32.39亿元的品牌价值名列185位；
2004年7月，2003年度中国机械500强评选活动揭晓，人民电器集团名列32位；
2004年7月，人民电器集团正式跨入世界机械500强行列；
2004年8月，人民电器集团跃居2004年中国企业500强第203位；
2004年9月，人民电器集团荣登输配电及控制设备行业纳税十强排行榜；
2004年9月，人民电器集团荣获2004年全国用户满意企业称号；
2004年10月，人民电器集团荣获首届中国优秀民营企业称号；
2004年11月，人民电器集团荣登中国成长企业100强第2名，同时以缴税总额第一的佳绩，荣获百强成长企业社会贡献奖纳税大户称号；

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G	技术研发 TECHNOLOGY R&D
H	企业文化 ENTERPRISE'S CULTURE
I	社会责任 SOCIAL RESPONSIBILITY
J	亲切关怀 GRACIOUS CARE
K	展望未来 PROSPECT OF THE FUTURE

2004年12月，人民电器集团全面导入卓越绩效管理模式；

2005年1月，人民电器集团在江西南昌投资8亿元，筹建高压及超高压电力变压器工业园；

2005年6月，人民电器集团创新项目《降低DZ15系列塑壳式断路器的退货率》荣获浙江省优秀QC成果一等奖；

2005年7月，人民电器集团以1024823万元的营业收入位居中国制造业企业500强第123名；

2005年8月，人民电器以品牌价值38.92亿元跃居中国500最具价值品牌排行榜第159名；

2005年8月，人民电器集团联合上科所、西交所等单位共同攻关的课题《空气介质电弧的测试、仿真、调控的关键技术及其应用》荣获国家科技进步二等奖；

2005年8月，中国机械500强评选结果在北京揭晓，人民电器集团名列第32位；

2005年9月，人民牌干式电力变压器被授予中国名牌产品称号；

2005年11月，人民电器集团上海有限公司斥资5000余万元开发的额定电压110K V及以下交联聚乙烯绝缘高压电缆产品正式投产，成为上海地区第二家引进和开发生产110K V交联聚乙烯绝缘高压电缆的生产企业；

2005年12月，人民电器集团荣获全国民营企业思想政治工作先进单位称号；

2006年1月，人民商标被国家工商管理总局认定为中国驰名商标；

2006年6月，人民电器集团与英国格莱格船舶公司正式签约，共同打造中国货运船舶出口基地；

2006年6月，世界品牌大会在北京召开，人民电器以品牌价值41.25亿元跃居排行榜第143位；

2006年9月，在全国企业500强排名中，人民电器集团位居中国企业500强第246名，同时位居中国企业纳税200佳第175名；

2006年9月，中国名牌战略推进委员会授予人民牌万能式断路器中国名牌产品称号；

2006年11月，人民电器集团捐赠光彩学校暨10周年庆典在北京人民大会堂隆重举行；

2006年12月，people牌断路器、继电器荣获国家免检产品称号；

2007年1月，人民电器集团董事长郑元豹荣获中国十大财富领袖、中国十大企业思想家称号；

2007年5月，人民电器集团投资5000万元兴建的湖北省鄂州市葛店开发区人民路正式开工；

2007年5月，人民电器集团向中国计生协会捐资300万元，支持生育关怀行动；

2007年6月，人民电器以品牌价值43.39亿元，雄居2007中国最具价值品牌排行榜前列，居同行业首位；

2007年8月，人民电器集团跃居2007中国民企500强纳税前十名；

2007年9月，人民电器集团跨入2007中国企业500强前列，同时入围中国企业效益200佳、纳税200佳；

2007年9月，人民电器集团向中国光彩事业基金会捐赠1000万元，设立人民电器慈善公益基金；

2007年9月，人民电器集团邯郸国际会展中心隆重开业；

2007年10月，人民电器集团成为西昌卫星发射中心嫦娥（探月）工程电气设备供应商；

2007年10月，人民电器集团成功签约越南最大的水电项目——太安水电站，成为中国民营企业首家跨国开发水电项目的总承包商；

2008年1月，人民电器集团当选为“中国十大和谐企业”。

2008年3月，人民电器集团河北邯郸鑫港国际商贸中心全面招商。

2008年4月，人民电器集团投资的越南太安水电枢纽正式开工。

2008年5月，人民电器集团江西输变电公司第一台干式变压器下线，标志着人民电器集团产品结构升级、产业结构调整迈出了关键一步。

2008年5月，人民电器集团广大干部职工为四川地震灾区献出拳拳爱心，共筹集善款1000万元，衣服8000多套。

2008年6月，经世界品牌实验室评定，人民电器品牌价值53.35亿元，成为中国工业电器领域第一价值品牌。

2008年9月，人民电器助飞“神舟七号”，为我国宇航员第一次太空漫步做出了积极贡献。

2008年10月，人民电器集团联合河南浙江商会，在郑、洛、汴经济一体化开发区建设中原总部经济基地。

2008年11月，人民电器荣获中国质量领域最高奖--全国质量奖。

2009年1月2日，人民电器集团获得“中国优秀诚信企业”荣誉称号。

2009年3月17日，人民电器荣获“中国电器工业最具影响力品牌”

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2009年5月，温州市设立“生育关怀冠名基金”。人民电器集团捐款300万元。

2009年6月，人民电器以62.33亿元的品牌价值名列《中国500最具价值品牌排行榜》第135位，蝉联中国工业电器第一价值品牌。

2009年7月，人民电器集团自行研发的220KV整流变压器在南昌下线，这是迄今为止国内电流过载容量最大的输变电产品。

2009年7月，总投资18亿元、占地面积1000多亩的人民电器输变电超高压制造基地落成典礼在江西省南昌市隆重举行，集团实现了从低压迈向高压、超高压领域的战略转变。

2009年9月，人民电器跃居中国企业500强前列；10月，名列中国民营企业500强第25位，连续两年领衔全市企业。

2009年10月，人民电器联手英国GRAL公司制造的34000吨级“宝来·亚特兰蒂克”号散货船在山东威海正式上水。

2009年11月，人民电器集团被认定为国家级“高新技术企业”。

2010年1月，人民电器集团上海有限公司与西门子（中国）有限公司在能源、自动化传动和供配电系统集成方面达成全面合作共识。

2010年2月，人民电器集团荣获全国就业与社会保障先进企业。

2010年3月，“人民”产品助阵上海世博园，“PEOPLE”牌RMNS、RJXF及RXL-21型低压柜等正式入驻上海世博园比利时、白俄罗斯、阿根廷、韩国等场馆。

2010年4月，青海省玉树县发生7.1级大地震。人民电器集团积极发扬“一方有难、八方支援”的精神，立即筹集110万元善款支援玉树地震灾区，受到社会各界的称赞。

2010年6月，世界品牌实验室在京发布第七届“中国500最具价值品牌排行榜”。人民电器跃居第134位，品牌价值达70.61亿元人民币，蝉联中国工业电器第一价值品牌。

2010年7月，人民电器集团隆重举行34000吨“PolaPacific”号散货船上水启航仪式。

2010年8月，人民电器集团荣获“2009年度浙江省企业文化优秀单位”称号。

2010年9月，中国企业500强榜单发布，人民电器集团名列中国企业500强第284位，制造业500强第146位，电器行业第2位。

2010年10月，人民电器集团国际化战略再上新台阶。由人民电器与越南太安水电股份公司合作兴建的太安水电站正式竣工并交付使用。

2010年11月，中国首批自然冷却有载调压整流变压器在人民电器集团江西输变电有限公司问世，该产品填补了我国在此领域的历史空白。

2011年1月，人民电器集团湖北总部基地项目正式动工。

2011年2月，人民电器跃居乐清市进出口十强企业前三甲。

2011年3月，集团斥资2000万元打造“绿色长廊”，在雁荡山区种植200万株红豆杉。

2011年4月，人民电器集团“质量服务年”活动拉开序幕。

2011年5月，人民电器“5.18环保日”活动取得圆满成功。

2011年6月，人民电器品牌价值达92.35亿元，居中国工业电器领域品牌价值榜首。

2011年8月，中国民营企业500强发布会在京举行，人民电器名列第56位。

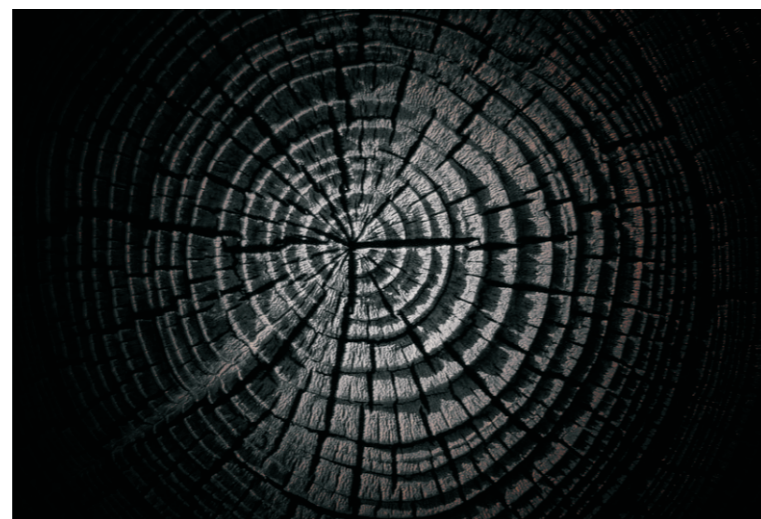
2011年9月，人民电器巨资打造的“人民一品花园”高档商务住宅区盛大启幕。

2011年9月，人民电器以248.5亿元的工业总产值位居中国企业500强第302位、电器行业第2位。

2011年10月，省委副书记、代省长夏宝龙考察人民电器集团。

2011年11月，人民电器集团成立十五周年庆典仪式在浙江总部隆重举行。

DEVELOPING CAREER



- A 人民精神
PEOPLE'S SPIRIT

- B 和谐团队
HARMONIOUS TEAM

- C 发展历程
DEVELOPING CAREER

- D 多元产业
MULTIPLE DOMAINS

- E 自主创新
INDEPENDENT INNOVATION

- F 市场营销
MARKETING

- G 技术研发
TECHNOLOGY R&D

- H 企业文化
ENTERPRISE'S CULTURE

- I 社会责任
SOCIAL RESPONSIBILITY

- J 亲切关怀
GRACIOUS CARE

- K 展望未来
PROSPECT OF THE FUTURE

May 1996: Zhejiang People Low-Voltage Electrical Appliance Factory established Zhejiang People Electrical Appliance Group by uniting 66 enterprises. Production value of that year was RMB 180,000,000.

February 1997: People Electrical Appliance News started publication.

May 1997: People Electrical Appliance Group was certified by ISO9001 international quality system.

June 1997: People Electrical Appliance Group became a trans-regional large-size group in China, with RMB 320,000,000 annual production value.

September 1997: CPC Branch was set up in People Electrical Appliance Group.

November 1998: People Electrical Appliance Group implemented transformation to joint stock system for its over subordinate enterprises by means of merger, shareholding etc. to establish eight special subsidiaries with shareholding.

April 1999: People Electrical Appliance Group commenced formally construction of the 75-mu Zhejiang People Electrical Appliance High- and New-Tech Industry Park.

November 1999: People Electrical Appliance Group is entering Shanghai with incredible speed by integration of marketing networks of 34 state-owned and collective enterprises in Shanghai, OEM, and monopoly distribution of the People brand. People Electrical Appliance Shanghai Co., Ltd. was established in January 2000.

May 2000: People Electrical Appliance Group was entitled the Provincial High- and New-Tech Enterprise in Zhejiang Province.

June 2001: People Electrical Appliance Group merged Jiangxi Power Transformation Equipment Co., Ltd. – the second largest state-owned enterprise in China's power transmission and transformation equipment industry, expanding the business scope to this sector.

September 2001: People Electrical Appliance Group ranked the sixth in the newly selected Top 100 Township Enterprises in China's Electrical Appliance Industry.

October 2001: People Electrical Appliance Group ranked 44th in the Top 500 Privately Operated Enterprises in China 2008 which was released in Beijing.

December 2001: Shanghai People Industrial Park was completed and put into use; RDR series soft starter was successfully designed by People Electrical Appliance Group.

July 2002: People Electrical Appliance Group was successfully certified by ISO14001 environmental management system.

August 2002: People Electrical Appliance Group ranked 11th in the Top 500 Privately Operated Enterprises in China 2001 as published by the All-China Federation of Industry and Commerce.

October 2002: People Electrical Appliance Group received CCC certificate for all its products.

November 2002: Upon approval by the Ministry of Personnel, a postdoctoral workstation was established in People Electrical Appliance Group.

The group was appraised the Advanced Unit for Reemployment in China.

January 2003: People Electrical Appliance Group donated RMB 10,000,000 to the Society of Assisting the Impoverished for Privately Operated Enterprises in Yueqing.

January 2003: CPC Committee of People Electrical Appliance Group was set up.

May 2003: RDW1 intelligent universal circuit breaker designed by People Electrical Appliance Group was listed in the national Torch Program 2003.

July 2003: People Electrical Appliance Group was entitled Top 10 National Enterprises of Credit Standing by China Enterprise Credit Association.

July 2003: Shandong Gaoke Complete Equipment Co., Ltd. was established by People Electrical Appliance Group by merging and reorganizing Shandong Wanxiang Electrical Group Zibo Switch Factory Co., Ltd.

August 2003: People Electrical Appliance Group ranked 228th in Top 500 Enterprises in China 2003.

September 2003: People Electrical Appliance Group ranked 14th in Top 500 Enterprises in China 2002.

September 2003: People Electrical Appliance Group ranked 10th in terms of "manufacturing industry of electrical equipment parts and components" in the Ranking of Taxpayers in China 2002.

October 2003: University of International Business and Economics and People Electrical Appliance Group established jointly an MBA internship center, to which Mr. Zheng Yuanbao, Board Chairman of the group, was appointed a visiting professor.

November 2003: People Electrical Appliance Group ranked 7th in Top 100 Growth Enterprises in China.

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GRACIOUS CARE

K 展望未来
PROSPECT OF THE FUTURE

January 2004: People Electrical Appliance Group was entitled the National Enterprise with Customer Satisfaction 2003.

January 2004: People Electrical Appliance Group ranked 8th in the Top 50 Privately Operated Enterprises in Zhejiang Province.

April 2004: Hebei Xingang International Logistics Co., Ltd. under People Electrical Appliance Group was officially established. The project, with a site area of 1,277-mu, had a total investment of RMB 5,000,000,000.

April 2004: China Business Administration Case Study Center of the School of Economics and Management, Tsinghua University, settled in People Electrical Appliance Group.

April 2004: The first family planning society for privately operated enterprise in China was set up in People Electrical Appliance Group.

June 2004: The World Brand Summit 2004 and Top 500 Most Valuable Brands in China release was opened in Beijing, in which People Electrical Appliance Group ranked 185th with RMB 3,239,000,000 brand value.

July 2004: People Electrical Appliance Group ranked 32nd in the Top 500 Machinery Enterprises in China 2003.

July 2004: People Electrical Appliance Group was already a World Top 500 Machinery Enterprise 2004.

August 2004: People Electrical Appliance Group ranked 203rd in Top 500 Enterprises in China 2004

September 2004: People Electrical Appliance Group was among the top 10 taxpayers in the field of power transmission and control equipment.

September 2004: People Electrical Appliance Group was entitled the National Enterprise with Customer Satisfaction 2004.

October 2004: People Electrical Appliance Group was entitled the first Excellent Privately Operated Enterprise in China.

November 2004: People Electrical Appliance Group ranked 2nd in Top 100 Growth Enterprises in China and was entitled the Major Taxpayer with Social Contribution Prize of the Top 100 Growth Enterprises with the top amount of total tax payment.

December 2004, People Electric Appliance Group totally introduced Performance Excellence Management Model.

January 2005: People Electrical Appliance Group invested RMB 800,000,000 in Jiangxi for a high tension and extra-high tension transformer industry park.

June 2005: The article The Way to Reduce Return Rate of DZ15 Series Plastic Casing Circuit Breaker, an innovation program of People Electrical Appliance Group, received the First Prize of Excellent QC Achievements in Zhejiang Province.

July 2005: People Electrical Appliance Group ranked 123rd in Top 500 Manufacturing Enterprises in China with RMB 10,248,230,000 business revenue.

August 2005: People Electrical Appliance Group ranked 159th in Top 500 Most Valuable Brands in China with RMB 3,892,000,000 brand value.

August 2005: The research program Key Technology and Application for the Testing, Simulation, and Control of Air Medium Arc by People Electrical Appliance Group in association with the Shanghai Scientific Research Institute and the research institute of Xi'an Jiaotong University received the Second Prize for Scientific and Technological Progress in China.

August 2005: People Electrical Appliance Group ranked 32nd in the Top 500 Machinery Enterprises in China that was released in Beijing.

September 2005: The People brand dry-type power transformer was entitled the Well-known Product in China by the China Top Brand Strategy Promotion Commission.

November 2005: Cross-linking polyethylene insulating high-tension cable product with 110KV voltage rating and below, as developed by People Electrical Appliance Group Shanghai Co., Ltd. with more than RMB 50,000,000 investment, was put into normal production. The group has become the second one in Shanghai that introduced, developed, and produced 110KV cross-linking polyethylene insulating high-tension cable.

December 2005: People Electrical Appliance Group was entitled the Advanced Unit for Ideological Work among Privately Operated Enterprises in China.

January 2006: The People brand was appraised Well-known Trademark in China by the State Administration for Industry and Commerce.

June 2006: People Electrical Appliance Group signed officially with UK-based Grey shipment company for a freight ship export center in China.

June 2006: The World Brand Summit was convened in Beijing, during which People Electrical Appliance ranked 143rd in the roll with RMB 4,125,000,000 brand value.

September 2006: People Electrical Appliance Group ranked 246th in Top 500 Enterprises in China and 175th in the Top 200 Chinese Enterprises in Terms of Tax Payment.

September 2006: The People brand universal circuit breaker was entitled the Brand Product in China by the China Top Brand Strategy Promotion Commission.

November 2006: Ceremony for People Electrical Appliance Group for Monetary Contribution to the Guangcai Project and the 10th Anniversary of People Electrical Appliance Group was grandly called at the Great Hall of the People, Beijing.

January 2007: Zheng Yuanbao, Board Chairman of People Electrical Appliance Group, was listed in the Top 10 Fortune Leaders in China and Top 10 Enterprise Thinkers in China.

May 2007: People Electrical Appliance Group donated RMB 3,000,000 to China Family Planning Association for the care of family planning.

June 2007: People Electrical Appliance Group ranked among the top in Most Valuable Brands in China with RMB 4,339,000,000 brand value and ranked the top in terms of industry.

July 2007: People Electrical Appliance Group and UK-based Greg established two large-scale export-oriented shipbuilding centers in coastal China, bringing about the strategic transformation from light industry to heavy industry and from continental economy to marine economy.

DEVELOPING CAREER

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B	和谐团队 HARMONIOUS TEAM
C	发展历程 DEVELOPING CAREER
D	多元产业 MULTIPLE DOMAINS
E	自主创新 INDEPENDENT INNOVATION
F	市场营销 MARKETING
G	技术研发 TECHNOLOGY R&D
H	企业文化 ENTERPRISE'S CULTURE
I	社会责任 SOCIAL RESPONSIBILITY
J	亲切关怀 GRACIOUS CARE
K	展望未来 PROSPECT OF THE FUTURE

August 2007: People Electrical Appliance Group ranked among the top 10 in Top 500 Privately Operated Enterprises in China 2007.

September 2007: People Electrical Appliance Group ranked among the top in Top 500 Enterprises in China 2007 and became listed in Top 200 Chinese Enterprises in Terms of Tax Payment and Top 200 Chinese Enterprises in Terms of Tax Payment.

September 2007: People Electrical Appliance Group, donated RMB 10,000,000 to the China Foundation for Guangcai Program to set up the People Electrical Appliance Public Welfare Foundation.

September 2007: Handan International Convention and Exhibition Center of People Electrical Appliance Group was grandly opened.

October 2007: People Electrical Appliance Group became the electrical equipment supplier to the Chang E (moon exploration) Project of Xichang Satellite Launch Center.

October 2007: People Electrical Appliance Group signed the largest hydropower project in Vietnam - Tai'an Hydropower Station, thus it became the first privately operated Chinese enterprise as a general contractor for international development of hydropower project.

January 2008, People Electric Appliance Group entitled China Top 10 Harmonious Enterprises.

March 2008, People Group invites investment overall at Heibei Handan Xingang International Trade Center.

April 2008, construction of Vietnam Thai An Hydro power Plant Project invested by People Electric Appliance Group.

May 2008, People Electric Appliance Group Jiangxi Power Transmission and Transformation Company produced first set of dry type transformer, symboling upgrade of product range of People Electric Appliance Group and key progress of products range adjustment.

May 2008, People employees contribute 10 million RMB and more than 8,000 sets garments to Sichun earthquake disaster area.

June 2008, the brand value of People Electric Appliance Group reaches 5.335 billion RMB according to World Brand Lab, and becomes the top one valuable brand in China's industry and electric field.

September 2008, People Electric Appliance Group supply products for Shenzhou VII spaceship and does contribution for Chinese astronaut wander in the space for the first time.

October 2008, People Electric Appliance Group accompanied with chamber of commerce of Henan and Zhejiang, investing to construct headquarter of economic base of middle plains.

November 2008, People Electric Appliance Group awarded National Quality Award of China.

January, 2009, People Ele. Appliance Group achieved the honorary title "good faith enterprise in China".

March 17, 2009, China Electrical Equipment Industrial Association in Jiangsu Province Suzhou city held the fifth meeting of the Third Council. During the meeting, "China's electrical industry's most influential brand" first selection and the award ceremony has become a major bright spot, People Ele. Appliance Group by virtue of excellent quality and good reputation of the market to receive this honor.

On 2 January 2009, Renmin Electrical Appliances Group was won title of "China Excellent Creditable Enterprise".

On 17 March 2009, China Electrical Equipment Industry Association held the fifth meeting of the third council in Suzhou of Jiangsu. On the meeting, the first appraisal and award ceremony of the "Most Influential Brand in China Electrical Equipment Industry" became highlights in this activity. Renmin Electrical Appliances Group won the honorable award with its high product quality and good market reputation.

In May 2009, Wenzhou City established the "Procreation Care Title Sponsorship Funds". People Electrical Appliances Group, president Zheng Yuanbao made a donation of 3 million Yuan.

In June 2009, Renmin Electrical Appliances Group ranked 135th among the "China's Top 500 Most Valuable Brands" and continued to be China Industrial Electrical Equipment First Valuable Brand with its brand value of 6.233 billion Yuan.

In July 2009, the 220KV rectifying transformer independently researched and developed by Renmin Electrical Appliances Group was put in use in Nanchang. This is the power transmission and transformation product with the largest current overload capacity in the country to date.

In July 2009, the inauguration ceremony of the power transmission and transformation ultra high voltage manufacturing base of Renmin Electrical Appliances Group with a total investment of 1.80 billion Yuan and a land area of more than 1000Mu was held in Nanchang City of Jiangxi Province. The Group realized the strategic transformation from low voltage to the fields of high voltage and ultra high voltage.

In September 2009, Renmin Electrical Appliances Group leaped into the front ranks among Top 500 Chinese Enterprises, ranked 25th among China's Top 500 Private Enterprises, and headed the list of enterprises in the city two years in succession.

In October 2009, the 34000-ton "Bora-Atlantic" bulk cargo ship jointly manufactured by Renmin Electrical Appliances Group and UK GRAIG Company was launched in Weihai Shandong.

In November 2009, Renmin Electrical Appliances Group was recognized as a national "High-tech Enterprise".

In January 2010, People Electric Appliance Group Shanghai Company and Siemens (China) Co., Ltd reach common ground on cooperation in energy, automatic drive, power supply and distribution system integration.

In February 2010, People Electric Appliance Group awarded Advanced Enterprise for National Employment and Social Security.

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DEVELOPING CAREER

In March 2010, People Brand products play roles at Shanghai Expo Park. RMNS, RJXF and RXL-21 type of low voltage switch cabinets of PEOPLE brand officially enter exhibition pavilions of Belgium, Byelorussia, Argentina and Korea.

In April 2010, a strong earthquake happened in Yushu county, Qinghai province. People Electric Appliance Group raises 1.1 million RMB to support the disaster-hit area, winning praise from all sectors of the society.

In June 2010, World Brand Lab published the seventh China Top 500 Most Valued Brand Ranking in Beijing. People Electric Appliance Group ranks number 134 with brand value of 7.061 billion RM, being first valued brand in China industry electric appliance for three consecutive years.

In July 2010, People Electric Appliance Group holds grant upstream sailing ceremony for 34000DWT Pola Pacific bulk cargo ship.

In August 2010, People Electric Appliance Group awarded title of Culture Distinguished Unit in Zhejiang Province in 2009.

In September 2010, the ranking list of China Enterprise Top 500 is published. People Electric Appliance Group is ranked in number 284; number 146 in manufacturing industry; number 2 in electrical appliance industry.

In October 2010, the international strategy of People Electric Appliance Group develops to a new level. Thai An Hydropower Station built by cooperating between People Electric Appliance Group and Thai An Hydropower Joint Stock Company Vietnam is completed finally and put into operation.

In November 2010, the first batch of load rectifier transformer of natural cooling in China comes out from People Electric Appliance Group Jiangxi Power Transmission and Transformation Co., Ltd, filling the blank of the unwritten history in this field in China.

In January 2011, People Electrical Appliance Group Hubei Headquarters Base Project started officially.

In February 2011, People Electrical Appliance Group makes a vault to Top 3 between Import and Export Top Ten Enterprises Yueqing City.

In March 2011, the Group spent 20 million to create "Green Gallery", to plant a total of 2 million Chinese yews in Yandang Mountain Area.

In April 2011, "Quality Service Year" Activity of People Electric Appliance Group opened.

In May 2011, People Electrical Appliance Group "May 18th Green Day" achieved a complete success.

In June 2011, the brand value reached 9,235,000,000, which listed on the first place of valued brand in Chinese industrial electrical equipment field.

In August 2011, People Electrical Appliance Group ranked 56th in the Top 500 Privately Operated Enterprises in China which was released in Beijing.

In September 2011, the ceremony of "People Top Garden" high-grade commercial residential area with heavily investment of People Electrical Appliance Group grandly opened.

In September 2011, the gross value of industrial output of People Electrical Appliance Group ranked 302nd among China's Top 500 Enterprises, and No.2 in electrical appliance industry.

In October 2011, Vice Secretary of Provincial Party Committee & Acting Governor Xia Baolong investigated People Electrical Appliance Group.

In November 2011, 15th anniversary celebration ceremony of People electrical appliance group was held in Zhejiang headquarter.

高低压元器件
Components for low voltage and high voltage

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High voltage, ultra high voltage transmission and distribution equipment

成套设备、电线电缆
Switchgear assembly, wires and cables

中压输变电
Medium voltage transmission and distribution equipment

有色金属
Non-ferrous metals

资本运作与投资
Capital operation and investment

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Real Estate Development

水电开发
Water and Electricity Development

进出口贸易
Import and Export Trade

远洋货运与船舶制造
Ocean Freight and Vessel Manufacturing

现代物流
Modern Logistics

能源开发
Energy Sources Development

总部经济
Energy Sources Development

MULTIPLE DOMAINS



高低压元器件

浙江人民电器有限公司，系高低压电器元件、防爆电器、仪器仪表、建筑电器、电焊机等电器产品的专业制造商。公司生产40多个系列、8000多种规格的产品，在行业内率先通过ISO9001、ISO14001、OHSAS18001三大体系认证。

公司系列产品相继通过CCC认证和欧共体CE、美国UL、英国KEMA等认证，并荣获中国驰名商标、中国名牌产品、全国质量奖等称号。公司建立有博士后科研工作站，先后被授予浙江省高新技术企业、浙江省三星级企业、中国电气工业100强、浙江省五个一重点骨干企业等荣誉，多个项目先后获得国家科技进步二等奖并入选国家863计划、火炬计划重点项目。

COMPONENTS FOR LOW VOLTAGE AND HIGH VOLTAGE

Zhejiang People Electrical Appliance Co., Ltd., is a professional manufacturer of high and low tension components, explosion-proof electrical appliances, apparatuses and instrumentation, construction electrical appliances, electric welders, and other electrical products. The company, Provides products of over 40 categories and more than 8,000 specifications. It has taken a lead in the industry in passing the major certifications of ISO9001, ISO14001, and OHSAS18001.

The products have been certified by CCC, CE, UL in US, KEMA in UK etc. and have received such glories including Well-known Trademark in China, Brand Product in China, National Quality Award of China and so on, Company has post-doctoral scientific research center and the company's glories including High- and New-Tech Enterprise in Zhejiang Province, Three-Star Enterprise in Zhejiang Province, Top 100 Enterprises in China's Electrical Industry, Key Enterprise in Zhejiang Province for the "5-One" Project etc., and several projects awarded national prize for progress in science and technology, listed in 863 plan, important project of Torch Program.



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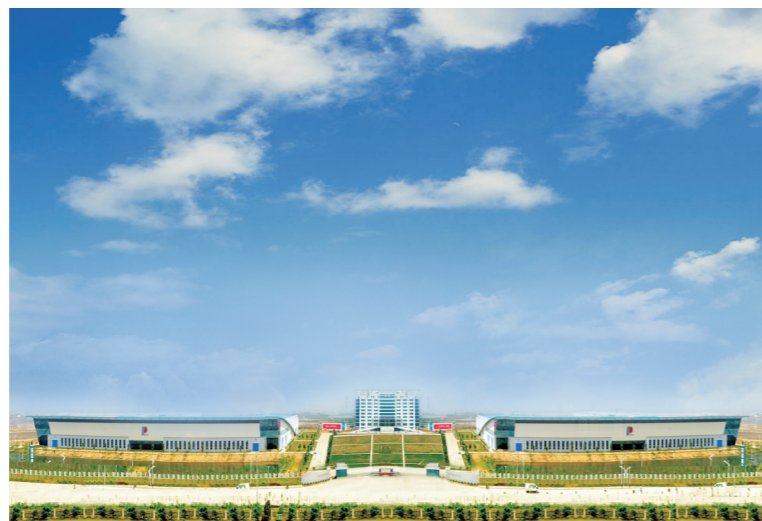
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高压、超高压输变电

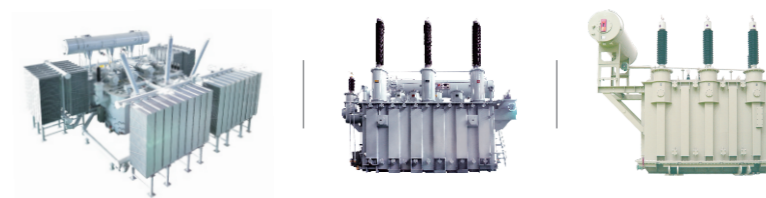
江西人民输变电有限公司位于江西省南昌市，是人民电器集团的全资公司，总投资18亿元，占地1000余亩，是国家电力装备的重点企业之一。

公司主要研发并生产500KV及以下电力变压器、干式变压器、非晶合金变压器和箱式变电站；330KV及以下整流特种变压器。产品被广泛应用于国家电网、交通运输、城市建设、石油化工、冶金矿山和其他重大工程项目。产品具有“抗短路、低损耗、低噪音、低排放、低温升、无渗漏”等特点，各项指标均达到了国际先进水平。

High voltage and extra-high voltage power transmission and transformation

Jiangxi People Power Transmission and Transformation Co., Ltd. located in Nanchang city, Jiangxi Province, is a high voltage transformer manufacturing center with world leading technology in Nanchang, Jiangxi Province, covering an area of over 66.7 hectares ,as invested by People Electrical Appliance Group with RMB 1,800,000,000. Which is one of key enterprises of national power equipments.

The company develops and produces 500kv and below power transformer,dry tupe transformer,amorphous metal transformer and box-type substation,330kv and below special transformer.The products are widely used in atate grid, transportation,urban construction,petrochemical industry,metallurgical industry and other important projects. The products, with all indices meeting international standards, are characteristic of high capabilities of resisting short circuit, small loss, low noise, limited emission, low temperature rise, and leakage-free.



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成套设备、电线电缆

人民电器上海有限公司是人民电器集团在上海的重要窗口，座落于上海市嘉定区。园区占地面积200多亩，是全国重合同守信用企业和上海市工商免检企业，连续3年被评为资信AAA级企业、上海市在沪大企业称号、上海市嘉定区纳税前十强企业。公司主要从事科技型、智能型、环保型的高低压成套电气设备、110KV及以下电线电缆产品的生产、开发和销售。公司是施耐德、ABB、西门子等国际著名企业的技术合作战略伙伴。

公司已通过ISO9001、ISO14001、OHSAS18001三大体系认证和CCC认证，系列电线电缆产品曾先后荣获国家免检产品、上海市名牌产品称号，畅销全国30多个省、市、自治区，并出口东南亚、非洲、欧美等国家和地区。

Assembly, wire, and cable

People Electrical Appliance Shanghai Co., Ltd., situated in Jiading District, Shanghai, is an important window of People Electrical Appliance Group in Shanghai. Its industrial park has a site area of over 200-mu. The company is appraised the Enterprise Honoring Contract and Credit Standing in China and the Enterprise Exempted from Industrial and Commercial Inspection in China. It has been appraised the AAA Enterprise of Credit Standing for 3 consecutive years. The company was entitled the Major Enterprise in Shanghai. It is a Top 10 Enterprises in Terms of Tax Payment in Jiading District, Shanghai. The company engages in development, manufacture, and distribution of high-tech, intelligent, and environment-friendly high- and low-voltage electrical equipment assemblies and wire and cable products of 110KV and below.

The company has been certified by ISO9001, ISO14001, and OHSAS18001, as well as CCC. The series wire and cable products are entitled the National Product Exempted from Inspection. The products are popular in 30 provinces, municipalities, and autonomous regions in China and being exported to regions like Southeast Asia, Africa, Europe, and America.



全国质量奖



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中压输变电

人民电器江西变电设备有限公司位于江西省抚州市，由原江西变电设备总厂改制后组建。该公司系国家电力公司和原国家机械工业部重点骨干企业，具有四十多年的历史，是一家具备独立研制、设计、开发、生产能力的综合性企业。

公司主要生产110KV以下干式变压器、油浸式变压器、箱式变电站、高压互感器、计量器等高新技术产品，已形成了35个系列1500多种规格。变压器及箱式变电站是中国名牌产品、国家和江西省重点新产品。

公司已通过ISO9001质量体系认证，产品广泛应用于北京奥运场馆、南京禄口机场、秦皇岛奥运场馆等国家重大工程，同时出口亚、非、拉及欧、美等国家或地区。

Medium voltage power transmission and transformation

People Electrical Appliance Group Jiangxi Power Transformation Equipment Co., Ltd., reorganized from Jiangxi Power Transformation Equipment Co., Ltd., Located in Huzhou, Jiangxi Province. The company is a key enterprise for power transformers, high voltage mutual inductors, box transformer substations, and other power transformation equipment as designated by State Power Corporation and the former Ministry of Machine-Building Industry. The company, with over forty years' history, is an integrated enterprise capable of independent design, development, and production.

The company engages in manufacture of high- and new-tech products including dry-type transformers below 110KV, oil-immersed transformers, box transformer substations, high voltage mutual inductors, and metering devices. The products boost 35 series and over 1,500 specifications. The transformer and box transformer substations products have received such glories including the Brand Product in China, Key New Product in Jiangxi Province and china.

While the company is already certified by ISO9001 quality system, the products are adopted by a lot of major state-level projects including Beijing Olympic Venue, Nanjing Lukou Airport, the Olympic Stadium in Qinhuangdao etc. and are exported to countries and regions including Asia, Africa, Latin America, Europe, US and so on.



全国质量奖



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江西人民铜业有限公司是人民电器集团全资子公司，是专业生产电器元器件、电线电缆、变压器、电磁线圈等产品所用的铜母线（铜排）、电磁线、扁铜线、漆包线、铜包铝线、导电棒、导电管、高纯无氧铜杆，高、精铜板带的综合性铜材加工企业。

公司位于江西省抚州市崇仁县工业园区，占地面积275亩，建有全封闭、全空调、恒温恒湿、无尘净化的标准生产厂房，总投资1.2亿元。公司技术力量雄厚，拥有上引炉、连续挤压机、液压拉拔机、二辊轧机、九模水箱拉丝机等国际一流设备。具备了年生产电工用铜线坯20000吨，铜母线、铜棒8000吨的能力。

公司具有良好的生产环境、先进的管理理念、一流的生产设备强大的市场网络。前景十分广阔，得天独厚。江西人民铜业有限公司本着“人民电器，为人民服务”的企业宗旨，全力为客户打造铜材精品。

Non-ferrous metals

Jiangxi People Copper Industry Co.,Ltd. is a comprehensive copper materials processing enterprise, a subsidiary company established by People Ele. Appliance Group China. It mainly specialized in producing copper busbar (copper platoon), electromagnetic wire, flat type copper wire, varnished wire, copper-clad aluminum conductor, conducting bar, contact tube and high purity anaerobic brazing ($\Phi 8\text{mm}$ 、 $\Phi 3.0\text{mm}$ busbar) applied in electric components, cables and wires, transformers and electromagnetic coils.

The company is located in Congren County Industry Zone, Fuzhou City, Jiangxi Province with a land of 275 Mu (about 183,333 sq. meters) areas and a total investment of 120 million RMB. Standard manufacturing factory of 59,700 sq meters built in the first phase is the leading domestic level, completely closed, fully air conditioned, with constant temperature and humidity, clean and pure.

A team with high technical force and professional competence has been set up preliminary. There are 120 staffs in the company, which including 24 administrative staffs, 49 persons with college educational attainments and secondary school educational attainments and 5 senior engineers. The company is tremendous technicalized with 16 sets of main equipments, including furnace, continuous extruding machine, hydraulic drawbench, duo mill and seven-mould water tank wire-drawing machine. The company is in capacity of producing 20000 tons of copper drawing stock for electrical purpose and 8000 tons of copper busbar and copper rod.

The company is endowed with promising future and is richly endowed by nature in good manufacture environment, advanced management concept, first class manufacturing equipments and strong market net of People Ele. Appliance Group. The company aims to make elaborate copper materials for the customers with high standard with our enterprise tenet PEOPLE ELECTRIC, SERVERS FOR PEOPLE.



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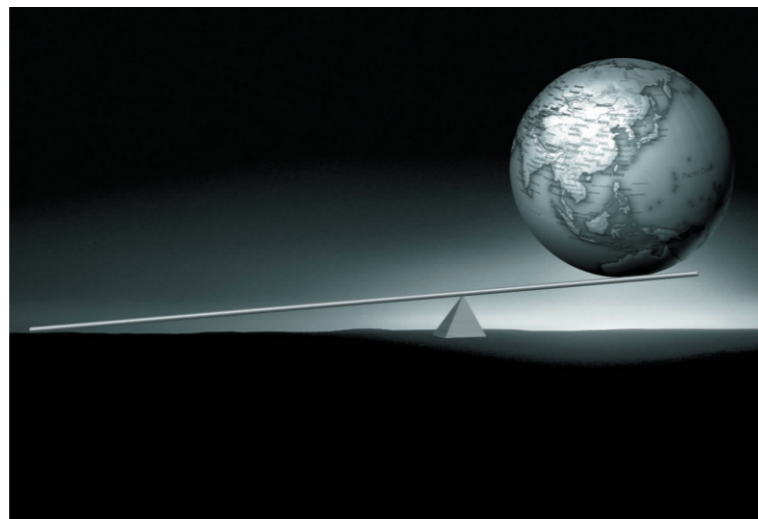
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资本运作与投资

浙江人民投资公司主要从事高新技术项目、公共基础设施、船舶制造、矿山开采、医疗卫生、生物工程、文化教育、水利水电、物流仓储、港口码头、市场开发、房地产业等项目的投资和建设，在资本运营领域积累了丰富的经验，取得了重要的成果。多元化发展取得的突破性成就，标志着人民电器集团逐步完成了从生产经营型向资本经营型的转变。

Capital operation

Zhejiang People Investment Co., Ltd. deals investment and construction of high- and new-tech programs, public utilities and infrastructure, shipbuilding, mining, medical treatment and sanitation, bioengineering, culture and education, water conservation and hydropower, logistics and warehousing, port and harbor, marketing, real estate etc. Experienced in capital operation, the company has achieved a lot of fruitful results. The breakthrough by People Electrical Appliance in its pluralized development marks the transformation from production operation to capital operation.



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房地产开发

浙江人民房地产开发有限公司主要经营房地产开发建设、商品房销售、物业管理，兼营房地产咨询、建筑材料贸易等业务。公司拥有一支业务熟练、技术精湛的员工队伍，汇集了房地产开发建设方面的高级人才和投资专家，具有丰富的房地产开发建设经验。已经开发经营的项目有嘉兴盛大花园、河北邯郸国际商贸城、湖北总部基地CBD、河南总部经济等工程项目。

Real estate development

Zhejiang People Real Estate Development Co., Ltd. focuses on real estate development and construction, distribution of commercial housing, and real property management. It also deals with consulting service for real estate, building material trade and so on. The company, experienced in real estate development and construction, is provided with a skillful, professional workteam and has recruited abundant talents and senior experts in real estate development. Its projects under operation now include Shengda Garden, Jiaxing, Heibei Handan International Trade city, Hubei Headquarters CBD, Henan Headquarters Economy, and so on.



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国际商贸

河北邯郸国际商贸城是人民电器集团房地产项目的巨作之一，分为四城一区一馆一中心，拥有河北省最大的会展中心和市民广场，地处晋、冀、鲁、豫四省交界处，距京、津、唐和四省省会的车程皆不超过2小时。该项目总投资50亿元，占地面积1277亩，建筑面积100多万平方米，2008年12月竣工，辐射整个华北、中原协作区，拉动晋、冀、鲁、豫四省经济，惠及3亿人口，可提供2万个就业岗位，是河北省及邯郸市的重点工程、一号工程。

International business

Hebei Handan International Trade City is one of the masterpieces of the real estate projects undertaken by People Electrical Appliance Group, consisting of four towns, one zone, one hall, and one center. It boasts the largest citizen's square and exhibition center in Hebei Province. Located in the boundary of four provinces including Shanxi, Hebei, Shandong, and Henan, this project is no more than two hours away from Beijing, Tianjin, Tangshan, and capitals of the four provinces by ride. Invested with RMB 5,000,000,000, the project has a site area of 1,277-mu and the floor area of over 1,000,000 m². It is expected the project is completed by December 2008. It has the influence on the entire north China and central China. The project will promote economic development in Shanxi, Hebei, Shandong, and Henan Provinces, and will benefit a population of 300,000,000. Providing 20,000 employment opportunities, it is a key project and No. 1 project in Handan City and Hebei Province.



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水电开发

浙江人民水电开发有限公司主要从事水利资源开发、水力发电投资，以及输变电设备的研发与安装调试业务。

该公司积极参与市场竞争，不断优化投资结构，先后在云南、四川、浙江、江西等全国十多个省、市投资兴建了水利电力工程项目，成为促进当地经济发展、加快水电建设步伐的一支重要力量。人民电器集团投资兴建的四川乐英水电站，刷新了水电工程投资省、质量高、进度快的三项全国纪录，并网发电以来，为中西部地区提供了环保、安全、高效的电力供应。

全球化视野，国际化运营。该公司大力实施“走出去”战略，2007年，成功签约越南最大的水电项目太安水电站，2010年，该项目正式竣工并投入使用，成为中国民营企业首家跨国开发水电项目的总承包商。

Hydropower Development

Zhejiang People Hydropower Development Co., Ltd. engages in development of hydrological resources, investment in hydropower generation, and research and development, installation, and commissioning of power transmission and transformation equipment.

The company plays an active role in market competition and continues optimizing investment structure. It has investment projects in over ten provinces and municipalities including Yunnan, Sichuan, Zhejiang, Jiangxi and so on, thus becoming a key force for promoting regional economic development and accelerating development of hydropower. Leying Hydropower Station, Sichuan, as invested and built by People Electrical Appliance Group, has made records in China in terms of economic efficiency in hydropower project, construction quality, and project progress. Upon connecting to the grid, the project assures central and western China of environment-friendly, safe, highly efficient, power supply.

Global view, international operation. The company implements the strategy of "going outside" vigorously. In 2007, it signed the largest hydropower project in Vietnam Tai'an Hydropower Station. The station completed and put into operation in 2010. Thus it became the first privately operated Chinese enterprise as a general contractor for international development of hydropower project.



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国际贸易

人民电器进出口有限公司是经国家工商部门批准成立、享有独立进出口权的外贸企业，主要从事高低压电器、机电设备等产品的进出口业务。以国际贸易为主导，以江、浙、沪地区为依托，以人民电器集团800多家成员企业为核心，积极参与国际商贸合作，持续提升品牌形象。该公司采取自营、联营、代理等多种灵活的经营方式，与欧美、中东、非洲、香港、日本、东南亚等国家或地区建立了广泛的经贸关系，并拥有上海办事处、越南办事处、中东办事处、香港经贸公司、法国营销中心、北美分销公司、摩洛哥销售公司、斯里兰卡销售公司以及全球70多个稳定的客源基地，进出口额连续多年呈大幅增长态势。

International Trade

People Electrical Appliance Import and Export Co., Ltd. is an international trading enterprise approved by state authorities of industry and commerce and provided with the rights of independent import and export. It deals with import and export business of high and low voltage electrical appliances and mechanical and electrical equipment. The company, based on Zhejiang, Jiangsu and Shanghai, focuses on international trade. With more than 800 member enterprises under People Electrical Appliance Group as the core, it plays an active role in international trade and cooperation and improves brand image constantly. The company has established extensive economic and trade relationships with such regions and countries like Europe, America, Middle East, Africa, Hong Kong, Japan, Southeast Asia etc. by flexible modes of business operation including self-support, affiliation, proxy etc. The company boosts Shanghai Office, Vietnam Office, Middle East Office, Hong Kong Trade Company, France Marketing Center, North America Sales Company, as well as more than 70 customer resources center worldwide. The volume of import and export is growing by leaps and bounds for years.



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船舶制造

人民重工有限公司是从事船舶制造的专业公司,制造基地坐落在乐清湾港区,占地135公顷,拥有三条海岸线2000余米,建有海洋工程坞一座、10万吨级造船坞一座、5万吨级台两座、10万吨级修船坞一座,拥有码头、料场等相关辅助设施,已具备建造各类大型船舶、海洋工程产品的能力。公司固定资产总投资25亿元,年产值52亿元。

人民重工致力于科技兴企,志在打造国际一流的船舶制造企业,具有科学的结构布局和雄厚的技术力量。从原材料进厂检验到产品设计、从工艺编制到产品制造,无不严格执行中国船级质量管理体系(ISO9001:2000)、环境管理体系(ISO14001)、职业健康安全管理体系(OHSAS18001)的要求。该公司积极引进了日本、德国的大型数控设备,推进精益化生产,以确保产品性能先进、质量稳定可靠。

人民重工公司以“团结、拼搏、开拓、创新”的精神和“人民重工为人民”的服务理念,精心培养“人民”品牌,不断提升内部管理水平,力争造就世界一流优质船舶。

Shipbuilding

People Heavy Industry Co., Ltd is a professional ship-building company. Its manufacturing base is located in harbour district of yueqing bay with 135 hectare area. It owns over 2000 meters of coastline, an ocean project dock, a building dock of 100-thousand-ton-ship, two building slip of 50-thousand-ton-ship, a repair dock of 100-thousand-ton-ship, related auxiliary facilities of yard and stock ground. It can build large ship and oceanographic engineering products. The total investment of fixed assets of the company is 2.5 billion RMB, and its output value yearly is 5.2 billion RMB.

People Heavy Industry Co., Ltd is dedicated in developing enterprise through science and technology, and creating international first-rate ship-building company, owning scientific structural layout and strong technical strength. It strictly executes the requirements of CCS Quality Management System (ISO9001:2000), Environmental Management System (ISO14001) and Occupational Health and Safety Administration System (OHSAS18001) from the raw materials incoming test to product designing, from process compiling to products making. Large digital control equipments introduced from Japan and Germany promote precision management in order to guarantee the advanced product performance and stable reliable quality.

People Heavy Industry Co., Ltd is working hard to build world class ships to the world by the spirit of unity, struggling, exploiting, innovation and the service theory of People Heavy Industry Serve for people, through precise cultivating People Brand and upgrading the inner management level only by improving.



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现代物流

人民电器集团物流有限公司是一家从事第三方物流服务的现代服务业企业，拥有温州物流基地和湖北、上海、宁波、杭州、河北鑫港物流中心。公司秉承“人民电器，为人民服务”的宗旨，充分利用自身庞大的物流配送网络和物流信息技术，为广大客户提供公路、水路、铁路、航空多联式综合物流运输服务，以及仓储、配送、装卸、搬运、包装、流通加工、采购分销、仓单质押、国际代理和物流咨询等服务，并实行全程押运、全程跟踪、全额理赔等多种现代综合服务。

Modern Logistics

People Electrical Appliance Group Logistics Co., Ltd. is a modern service industry enterprise engaging in third party logistics services, provided with Wenzhou Logistics Bases and Hubei Logistics Center, Shanghai Logistics Center, Ningbo Logistics Center, Hangzhou Logistics Center, and Hebei Xingang Logistics Center. Honoring the tenet “People Electrical Appliance serving the people”, the company provides integrated logistics and transportation services by means of highway, railway, waterway, and air transport thanks to its widespread distribution network and logistics information technology as well as such services including warehousing, preparation, loading and unloading, handling, packaging, processing, purchase and distribution, warehouse receipt hypothecation, international agency, logistics consulting etc. The company also assures customers of a lot of modern, comprehensive services including full-course escort, full-course follow up, settlement of claims in full, etc.



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新能源开发

人民电器集团能源开发有限公司主要业务包括铜、钼等有色金属、稀有金属的勘察、开采、冶炼和销售。公司开采铜、钼金属矿，进行浮选深加工，拥有日处理矿石150吨选厂一座，年加工能力达12万吨，处理后的铜矿石精矿品位达23%左右，钼矿石精矿品位达45%左右，产品畅销全国并出口10多个国家、地区。近年来，人民电器集团的能源产业开始向稀土合金、光伏风能、硅钛开采等安全、清洁、环保、高效的产业方向发展，摸索出了向高新技术能源领域发展的成功道路，为实现可持续发展奠定了基础！

New Energy Development

People Electric Appliance New Energy Development Co.,Ltd. whose major businesses include exploitation, mining, melting, and distribution of non-ferrous metals and rare metals such as copper, molybdenum etc. The company exploits copper and molybdenum mines and carries out flotation and deep processing. It is equipped with a concentrating mill with 150-ton daily processing capacity. The annual capacity stands at 120,000 tons. The concentrate grade of copper core upon processing is about 23% and that of molybdenum ore is about 45%. The products are popular across China and are being exported to over 10 countries and regions.

In recent years, the energy industry of Renmin Electrical Appliances Group is developing toward the industry orientation of security, cleanliness, environmental protection and high efficiency such as rare earth alloy, PV wind energy, silicon titanium exploitation and etc., which has explored a successful road for the development toward the field of high-tech energy and laid a foundation for realizing sustainable development.



高低压元器件
Components for low voltage and high voltage

高压、超高压输变电
High voltage, ultra high voltage transmission and distribution equipment

成套设备、电线电缆
Switchgear assembly, wires and cables

中压输变电
Medium voltage transmission and distribution equipment

有色金属
Non-ferrous metals

资本运作与投资
Capital operation and investment

房地产开发
Real Estate Development

水电开发
Water and Electricity Development

进出口贸易
Import and Export Trade

远洋货运与船舶制造
Ocean Freight and Vessel Manufacturing

现代物流
Modern Logistics

能源开发
Energy Sources Development

总部经济
Energy Sources Development

MULTIPLE DOMAINS



总部经济

河南中部总部基地投资有限公司是人民电器联手河南浙江商会在中原重镇河南省郑州市成立的一个巨型项目。该项目征地15000亩，打造集科研开发金融服务、电子商务、软件开发、现代物流、现代服务、生态农业、生物制药、工业制造和城市住宅于一体的中部总部经济基地，项目前期准备已经完成，基础配套设施正在兴建，一个现代化的新兴城区即将在中原大地上冉冉崛起。

湖北总部经济投资有限公司是人民电器在九省通衢的重镇湖北武汉投资兴建的高科技孵化产业工业园，占地面积1200亩，分五大板块，公司将汇聚全世界的人才、经济、信息、技术、市场五大要素，建设配套的办公、生活、休闲设施，吸引全世界的知名企业入驻。公司将广揽天下英才，招揽大学生创业，打造成为华中地区一流的制造中心、金融中心、贸易中心、物流中心和技术研发中心、高科技产业孵化器基地。

Energy Sources Development

Henan Central Part Headquarters Base Investment Co., Ltd. is a giant project jointly established by Renmin Electrical Appliances Group and Zhejiang Chamber of Commerce in Henan in the important city of Central Plains --- Zhengzhou City of Henan Province. Taking a land area of 15000Mu, the project aims at building a central part headquarters economic base that integrates scientific research financial service, electronic commerce, software development, modern logistics, modern service, ecological agriculture, biological pharmacy, industrial manufacturing and urban housing. The preparations of the project have been completed and the infrastructure facilities are under construction. A modern new urban area is emerging on the land of Central Plains.

Hubei Headquarters Economic Investment Co., Ltd. is a high-tech incubation industrial zone invested and established by Renmin Electrical Appliances Group in Wuhan of Hubei reputed as the important city connecting 9 provinces. Taking a land area of 1200Mu, it includes five blocks. The company gathers five essences such as talents, economy, information, technology and market in the world and builds auxiliary offices and facilities for life and recreation to attract world famous enterprises to gather here. The company will recruit talents all over the world, encourage university graduates to start business here and build it into a first class manufacturing center, finance center, trade center, logistics center, technical research and development center and high-tech industry incubator base in Central China.



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科学管理

人民电器集团以科学发展观总揽全局，不断学习和借鉴国内外先进的管理方法，持续创新管理机制，形成了独具特色的人民管理模式。在多年的实践中，人民电器集团相继总结出YYs快速治理8大要素管理体系（人才、项目、生产、质量、科技、营销、物流、品牌）和6PS品牌战略管理模式（生产、宣传、人才、销售、服务、诚信）；近年，又推出了自主创新和极具特色的以PCDM经营承包为核心的卓越绩效管理新模式。

人民电器集团立足可持续发展，着力三大创新：

- 一是内部环境的自主创新，即人才、制度、技术、管理、文化；
- 二是外部环境的自主创新，主要包括政府的环境、经济的环境、行业的环境；
- 三是资源整合的自主创新，即整合全球品牌、市场、技术、信息资源，强强联合，做大做强。

Scientific Management

People Electrical Appliance Group deals with overall situation under the concept of scientific development. It studies and learns from advanced management methods from China and abroad constantly and continues innovating the mechanism of business management, bringing about the unique managerial pattern of People Electrical Appliance preliminarily. Thanks to years' practice, People Electrical Appliance Group has concluded the 8-factor management system of YYS rapid control (talent, project, production, quality, science and technology, marketing, logistics, brand) and the 6PS brand strategy management (production, propaganda, talent, sales, service, good faith). In recent years, the group has also launched the PCDM cored-performance excellence management patterns with individualities and marked by independent innovation.

Based on sustainable management, People Electrical Appliance Group concentrates on innovation in three aspects:

First, independent innovation of international environment, namely the in talent, system, technology, management, and culture;

Second, independent innovation of external environment, namely the independent innovation in governmental environment, economic environment, and industrial environment;

Third, independent innovation of resources integration, which means integration of global brands, markets, technologies, and information resources for win-win and revitalization.

权力与财富的象征；珍珠，高雅与美丽的化身。

企业内各种资源犹如单个的珍珠，资源整合就是要把单个珍珠用最有张力的主线一颗颗地链接起来，让所有珍珠成为一个整体。

人民电器以强大的品牌力量，科学整合各种宝贵的资源，人尽其才，物尽其用，地尽其力，整个团队象紧密相连的珍珠链，在全球各地闪耀着璀璨的光芒。

Representation of power and wealth. Pearl, the embodiment of elegance and beauty. Various resources inside the enterprise are like pearls. The resources integration is to link these pearls one by one through a most powerful main line to make all pearls become a whole.

Through its powerful brand force, Renmin Electrical Appliances Group integrates all valuable resources in a scientific way to make the best use of human, land and material resources. The whole team is like a string of closely associated pearls, glowing with brilliant light throughout the world.

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管理模式

PCDM经营管理模式，是人民电器集团独创的智能化、数字化管理模式。PCDM以承包责任制为核心，以数字化管理为手段，建立在公平、公正、公开基础之上，是拥有独立知识产权的管理思想和经验智慧的结晶。

P=人民模式，C=承包制，DM=数字化管理。

PCDM经营管理模式要实现在全球化竞争背景下，以工业电器为主业，以多元发展为支撑，充分发挥众多全资公司、控股公司的经营积极性，充分挖掘人力、设备、资本的最大潜力，创造最佳的经济效益。

卓越绩效管理模式的引入，是引进美国波多里格卓越绩效评价准则，并结合中国实际，以组织行为为起点，以顾客为中心，以质量为基础的全方位评价方法。人民电器通过导入卓越绩效管理模式的，全面提升了企业的综合管理水平。

Management Pattern

PCDM business management pattern is the unique, intelligent, and digital management means by People Electrical Appliance Group. PCDM, with the system for contracted responsibility as the core, utilizes digital management and is based on equality, impartiality, and openness. It is the crystallization of the management philosophy for independent intellectual property rights and of the intelligence and experience of the group.

P = People Pattern; C = Contract System; DM = Digital Management.

PCDM pattern decides, in the context of global competition, to bring about the industrial electrical equipment as the major work and is supported by pluralized development, carry forward the initiatives of the wholly invested subsidiaries and companies with shareholding, and explore the maximum potentials of labor, equipment, and capital, thus achieving optimum economic efficacy.

Prominent Performance Management Pattern is a global scope assessment method that introducing Baldrige criteria for Performance Excellence, combined with Chinese Practice, with organizational behavior as the initial point, centered with the guests, and based with quality. By introducing Performance Excellence Management pattern, People Electric Appliance Group totally improves its comprehensive management level.



独创的数字智能化管理，让时间检验它的正确，历久仍将弥新。

Original digital intelligent management, time may check its correct, history will renew.

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人才摇篮

人民电器超常规、跨越式发展，引起社会各界的高度关注。作为中国民营企业发展的典范，人民电器为培养各类人才构建了和谐的氛围。这份宝贵的管理经验因此而成为中国众多著名商学院MBA教学实习的典型案列。

近年来，人民电器集团相继成为北京大学、清华大学、对外经济贸易大学的MBA实习基地，复旦大学、浙江大学、上海大学、温州大学的管理案例研究基地、教学实践基地，校企双方为国家培养中、高级管理人才和技术人才架起了成功的桥梁。

Cradle of Talents

Group has drawn attentions from all walks of life. People Electrical Appliance Group, a fine example for the development of privately operated enterprises in China, creates a harmonious atmosphere for training of all kinds of talent. This hard-won case of management has thus become a fine example for numerous business schools in China in their MBA courses.

In recent years, People Electrical Appliance Group has become the MBA internship base for the University of International Business and Economics, Peking University, and Tsinghua Univeristy, and the management case study center and lecturing practice center for Shanghai University, Fudan University, Zhejiang University, and Wenzhou University. The universities and the enterprise successfully erect a bridge for training medium-level and senior management professionals and technicians for the country.



理论来源于实践，又指导实践，“人民”经典的管理实践经验在企业与社会之间架起了沟通的桥梁。

Theory root in practice, and guide practice, the classical management of practical experience “People” personnel set up the communication bridge between society and enterprise.

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营销创新

人民电器集团积极探索营销管理新路子，大胆推出现代营销新举措，建立了以企业营销管理部门为“点”，以各地物流配送中心为“线”，以辐射全国3000多家销售公司为“面”的营销运营体系，成功地实施了“点、线、面”相结合、相统一的营销管理模式，为市场的延伸和扩展创造了有利条件。在不断扩大市场的同时，人民电器集团十分注重“产品、质量、价格、形象、服务、宣传”的六大统一，形成了紧密相连的营销规模优势，从而提高了核心竞争力。人民电器集团在2万多名驻外销售人员中大力倡导“诚信经营，规范管理”和“宁失利益，不失市场；宁失数量，不失质量；宁失面子，不失顾客”的经营理念，不断完善全天候的售后服务体系，形成了独具特色的营销服务格局。

Innovation in Marketing

People Electrical Appliance Group is active in exploring new ways of marketing management. It plays a bold role in launching new procedures of modern marketing. The marketing system has been established by the group, with corporate marketing management units as the “point”, logistics and distribution center as the “line”, and over 3,000 sales companies distributed across China as the “plane”. Therefore, the group has implemented the uniform, integrated marketing management pattern characteristic of “point, line, and plane”, laying a solid foundation for market expansion and development. While expanding market share, People Electrical Appliance Group pays attention to the unity of “product, quality, price, image, service, propaganda”, boosting the closely associated scale advantage in marketing and improving core competitiveness. People Electrical Appliance Group advocates the business concept of “business operation in good faith, standardized management” and “market other than interest; quality other than quantity; customer other than image” among its over 20,000 sales personnel spread across China. It has also improved the 24-hour after-service system, bringing about the featured marketing service pattern.



以人取胜、以量取胜、以面取胜。
Win through talent, high quality and extend.

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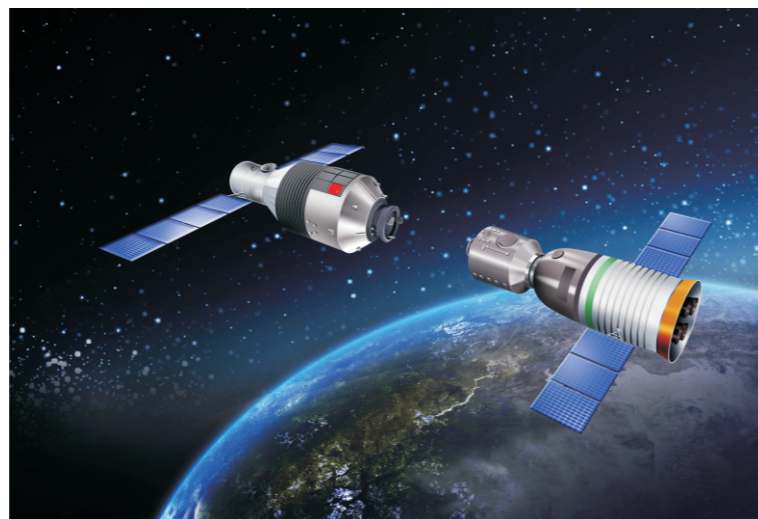
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营销业绩

人民电器集团坚持“以市场为导向，以顾客为焦点”的原则，逐步形成整合资源、网络营销、电子商务、4S专卖服务等多种形式相结合的独具特色的营销模式，走规模扩张、全球联动、信息领先的发展道路。依靠过硬的产品质量、诚信经营、完善的服务、全方位的整体形象宣传，人民产品畅销全国30多个省、市、自治区和全世界70多个国家和地区，广泛应用于浦东机场、三峡水电、北京地铁、奥运场馆、上海世博、秦山核电站、嫦娥探月、南水北调、青藏铁路、京沪高铁、天宫一号工程等国家重大项目。

Marketing achievements

Following the principle “oriented by market, centering on customer”, People Electrical Appliance Group has gradually cultivated the marketing pattern of resources integration, network marketing, e-business etc. It has chosen the path of scale expansion, global linkage, and priority given to information. The products of People Electrical Appliance Group are popular in over 30 provinces, municipalities, and autonomous regions across China and 70 countries and regions throughout the world thanks to superior product quality, complete after service, business operation in good faith, and all-round, integral corporate image. The products are adopted by a series of major state-level projects including Pudong Airport, the Three Gorges Project, Beijing Subway, the Olympics Stadiums, Qinshan Nuclear Power Plant, Chang E Moon Exploration Project, the Project of Transferring Water from South China to North China, Qinghai-Tibet Railway ,Beijing-shanghai High-speed Railway china space station:Tiangong-1.



志存高远，运筹世界，风雨乾坤，服务人类。

Great ambition, devise world strategies, hardwork through heaven and esrth, serve human beings.

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自主研发

科学发展，自主创新是百年企业的必经之路，拥有自主知识产权，掌握核心技术，是企业发展恒久不变的法则。人民电器技术研发与市场营销紧密结合，针对不同客户群体，制订个性化方案，生产一代、研发一代、储备一代，创造出巨大的生产动力和销售价值。人民电器集团已拥有自主知识产权的国家级重点新产品30多项，国家专利产品100多项。

人民电器拥有中国浙江、上海，德国柏林三大科研基地，建立了和市场紧密相联，代表国际前沿技术的科研咨询和技术开发和培训机构，担负的任务是：全球化技术资源整合和高级人才培养，高等学府以及科研院所的全面合作，开发具有自主知识产权的尖端产品，以及技术检测、国际认证等。人民电器注重与国际同行的沟通与交流，增进相互了解与合作，把握国际工业电器新技术、新工艺和前沿信息，使传统工艺和技术不断得到改进，持续高效地提升核心竞争力。

Independent R&D

It is for certain that an enterprise with the aim to a long-history business will pursue scientific development and independent innovation. It is the eternal rule for enterprise development to grasp independent property rights and core technology. At People Electrical Appliance, research and development and marketing are closely related to each other. Individual schemes are worked out for different customer groups. Product, development, and reservation are accompanied for the creation of enormous momentum for production and sales value. Today, People Electrical Appliance Group is provided with over 30 state-level new products with independent intellectual property right and more than 100 products of state patent.

People Electrical Appliance Group is equipped with three major research centers in Zhejiang, Shanghai, and Berlin. It has also established scientific research decision-making, consulting, R&D, and training institutions that are associated with the market and represent leading technologies in the world. The responsibilities are: global integration of technological resources and training of senior professionals. all-round cooperation with high learning institutions and scientific research institutions, development of cutting-edge products with independent intellectual property right, technical testing, international certification, and other major responsibilities. People Electrical Appliance Group emphasizes international exchanges to strengthen mutual understanding and cooperation. It is kept posted on new technology, new process, and lasted information in international industrial electrical equipment sector, thus improving traditional technologies and techniques continuously and enhancing the enterprise' s core competitiveness effectively and efficiently.



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科技领先

人民电器集团博士后科研工作站主要定位于研发国内空白、国际领先的高新技术产品和课题。标志着人民电器集团在引进人才、科研开发等方面取得了新的突破。在河北工业大学、西安交通大学等科研工作者共同努力下，人民电器《空气介质电弧的测试、仿真、调控的关键技术及其应用》课题荣获国家科技进步二等奖。人民电器集团博士后科研工作站完成的《智能电器数据通信技术的研究》和《断路器智能脱扣器的研究》等课题皆被列为国家十一五规划重大科研课题。雄厚的科研力量为企业发展提供了强大的技术支持。

人民电器筑巢引凤，网罗精英，与全球30多所高等学府和技术研发机构建立了战略伙伴关系，掀起了企业技术革命的新浪潮。

Leading Science And Technology

The postdoctoral workstation of People Electrical Appliance Group targets at research and development of high- and new-tech products and topics to fill the blank in China and take a lead in the world. This marks the further breakthrough of People Electrical Appliance Group in talents recruitment and scientific research. The research program Key Technology and Application for the Testing, Simulation, and Control of Air Medium Arc by People Electrical Appliance Group in association with Hebei University of Technology and Xi'an Jiaotong University received the Second Prize for Scientific and Technological Progress in China. Research programs undertaken by the postdoctoral workstation including Study on Data Communication Technology of Intelligent Electrical Appliance and Research on Intelligent Release of Circuit Breaker have been listed in the key research programs of the national 10th Five-Year Plan, Rich scientific manpower extending vigorous theoretical and technological support to the enterprise development.

People Electrical Appliance is recruiting talented professionals from various fields. It has established strategic partnership with more than 30 higher learning institutions and research institutions around the world, arousing the tide of technological revolution in the enterprise.



高起点，才有高发展
与前沿科技同步，引领技术革新先河
Only high jumping-off point can obtain high development
Sync with cut edge technology, leading pioneering work of technical innovation

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企业之魂

我们不仅在制造产品，我们也在传播民族精神。

广大员工是绿叶，创造丰硕的果实；中、高层干部是树干、树枝，支撑着丰收的希望；董事会、董事长是树根，吸收着大地的营养和阳光。三者合一，大树参天，吸收天光和地气，结出果实，造福于人类。

这是根植于人民心中的企业之魂。企业兴亡，人人有责，携手并肩，实现共赢，共创人生崇高的价值！爱众人之心，聚天下英才，共同坚守企业之魂，托起明天的太阳。

Soul Of The Enterprise

We are transmitting national spirit in addition to manufacturing products.

The employees are green leaves who create rich fruits. The cadres at middle and high levels are stems and branches who give support to the hope of harvesting. The board of directors and president are roots who absorb nutrition and sunshine. The three are integrated to make the great tree soar above when they absorb nutritious essences from the sky and earth to produce fruits and benefit humans.

This is the enterprise soul deeply rooted into people's minds. Everybody has a share of responsibility for the fate of his enterprise. Let's join hands to realize win-win and jointly create the lofty value of life! Loving the people and gathering elites all over the world to jointly cling to the enterprise soul and create a brilliant tomorrow.

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狼群文化

狼图腾，事竟成；敏锐快决，抱团精神。

在动物的王国里，狼不求地位，不争兽中之王，只求有为，永远勇往直前。它迅猛的进攻性，快取快决，机智敏锐；它完胜的挑战性，群雄博弈，克敌制胜。

一个民族需要发扬狼的开拓精神：自由、豪放、刚强；

一个企业需要秉持狼的优秀品质：求真务实，团队一心。

时刻警惕“狼来了”怀有危机感，才能灵活机智的驾驭激烈的市场竞争，无往不胜；才能培育百折不挠的进取精神，不畏艰难；才能发扬团结协作的团队精神，开拓进取。

Culture of wolf companion

Where there is Wolf-totemism, there is a way. The wolf is Keen-witted and quick, with alliance spirit.

The wolf desires for only achievements, not for position and king of the beasts, He takes courage in the face of danger for ever. His serve aggressiveness shows as quick decision and rapid fetch. His overwhelmingly defeat challenging shows as game with a group of independent warlords, and win victory over the enemy.

The nation needs to carry forward the pioneering spirit of the wolf: freedom, bold and unconstrained, and firm.

The enterprise needs to have outstanding quality of the wolf: staying realistic and pragmatic, being wholehearted for the team work.

Keeping the eyes open with the crying wolf to in response to a sense of crisis, we can steer the competition of the market flexibly. Being all conquering, pioneering spirit of being indomitable then can be cultivated. Taking the bull by horns, team spirit of unity and coordination then can be developed.

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大象文化

厚德载物，大象无形，从不同的角度讲出了共同的道理。

大象是现存世界上最大的陆栖动物，千百年来，始终是人类相依为伴的好朋友。大象的力量很大，但是它并没有让人感到恐惧。大象的胸怀宽广，与整个大自然和谐相处。

海纳百川，有容乃大。做人、做事、做企业，要学习大象无形的精神。如果我们不能收敛过于张扬的个性，别人就会处处与你作对，一旦树立很多强敌，便会陷入失败的漩涡。

大象无形，是一个优秀企业所特有的景象、特有的气派；更是一个民族企业应有的文化风格和价值取向。

Soul Of The Enterprise

“Containing all things with great virtues” and “great form is beyond shape” express the same meaning from different perspectives.

The elephant is the largest terrestrial animal existing in the world. Over thousand years, it is always a good friend of humans. The elephant has powerful strength, but it does not frighten people. The elephant is broad-minded, living harmoniously with the whole nature.

So broad to combine all just as the sea containing numerous rivers. We shall learn the spirit of “great form is beyond shape” when behaving ourselves, working and running the enterprise. If we cannot control unbounded personality, we will be opposed by others all the time. Once making too many strong enemies, we will be involved into failures.

“Great form is beyond shape” is the unique vision and special grandness of an excellent enterprise, and the culture style and value orientation of a national enterprise.

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党建工作

共产党是中国人民的最大品牌，实践证明，没有中国共产党的正确领导，就没有中国民营企业的今天。

人民电器集团党委以邓小平理论和“三个代表”重要思想为指导，深入贯彻落实科学发展观，始终把构建和谐社会、创建创新型企业当作首要的政治任务，以建设活力和谐企业为目标，充分发挥党组织的政治核心作用和党员先锋模范作用，带领广大员工积极推动企业的科学发展，不断开创四个文明建设新局面。

CPC Affairs

The Communist Party of China is the most distinguished brand for the Chinese people. Facts have proven that privately operated enterprises in China cannot enjoy prosperity without the correct leadership of the Communist Party of China.

The CPC committee of People Electrical Appliance Group, guided by Deng Xiaoping Theory and the important thoughts of the Three Represents, implements the concept of scientific development concretely and regards as an important political task building a harmonious society and establishing innovative enterprise. Targeting at building a dynamic, harmonious enterprise, the CPC committee brings into full play the role of the Party organization as a political core and the exemplary role of Party members and instructs the employees on promoting scientific corporate development actively, creating the new situations for construction of the four civilizations continuously.



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让世界了解人民，让人民走向世界

《人民电器报》、《人民新视窗》杂志自创刊以来，坚持正确的舆论导向，恪守“人民电器，为人民服务”的企业宗旨，以精彩的内容、新颖的版面、独特的报道视角，成为宣传企业品牌、弘扬企业精神、服务广大员工的重要载体。

人民电器网是人民集团的门户网站，肩负着人民集团与外界沟通和交流的重任。人民电器网具有对外发布实时信息、接受信息反馈、提供客户服务和宣传企业形象的功能，是人民集团对外宣传的重要渠道。

Let World Understand 『 PEOPLE 』 , Let 『 PEOPLE 』 More comPetitive On the World

Ever since publication, People Electrical Appliance News and People New Window adhere to correct orientation of public opinion and the corporate tenet “ People Electrical Appliance serving the people” . It has become an important carrier for propagandizing the brand, bringing forward corporate spirit, and serving the employees with splendid contents, innovative page layout, and unique point of view.

www.chinapeople.com is the official website of People Electrical Appliance Group, responsible for communications and exchanges with the outside for the group. The website, as an important means of propaganda of People Electrical Appliance Group, releases information in real time, receives feedbacks, provides customer service, and advertises corporate image.



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群团组织

人民集团工会、团委认真贯彻落实党的全心全意依靠工人阶级的方针，不断加强群团组织建设，逐步完善职工代表大会制度，把“关心员工，保障权益”放在首位，探索出了一条民营企业群团组织建设的新路子。在党委领导下，群团组织在发挥工会会员，共青团员的带头作用、维护员工利益、规范劳动关系、提升员工素质方面做了大量工作，为创建活力和谐企业做出了贡献。

Organization

The Labor Union and League of People Electrical Appliance Group follows the guideline of the Communist Party of China of replying upon the working class wholeheartedly and continues strengthening building of the organization union. While improving the system of the congress of staff and workers, it gives top priority to “caring for the staff, safeguarding rights and interests” and has identified a new way for building organization in a privately operated enterprise. Under the leadership of superior Party committee, the has fulfilled a lot of tasks in terms of safeguarding the interest of employees, standardizing labor relationship, and improving employee qualification, contributing to construction of an actine a harmonious enterprise.



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计划生育

2004年，人民电器集团成立了温州市首家民营企业计划生育协会，主要领导亲自担任计生协会负责人，经常在员工中大力宣传计生政策、优生知识，促进广大员工树立科学、文明、进步的婚育观念。

2007年5月，人民电器集团向中国计生协会捐款300万元，以支持生育关怀行动，受到国务院有关部门和社会各界的广泛好评。

Family Planning

In 2004, People Electrical Appliance Group set up the first family planning association among privately operated enterprises in Wenzhou. Key officials act as principals of the family planning association. They promote establishment of scientific, civilized, and advanced mentality about marriage and child-bearing among the employees by introducing knowledge about family planning vigorously and policies in this regard.

In May 2007, People Electrical Appliance Group donated RMB 3,000,000 to China Family Planning Association for the care of family planning. This procedure was praised by relevant authorities under the State Council and all walks of life.



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公益事业

人民电器集团在发展壮大的同时，积极为国分忧、为民造福，主动履行社会责任。十多年来，人民电器累计为公益慈善事业捐款、捐物达数亿元。

在突发事件或自然灾害面前，人民电器以社会责任为重，多次为抗洪赈灾、扶贫济困等公益活动捐款、捐物；积极参与社会主义新农村建设，出资修建堤塘、桥梁、道路、隧道；资助冰雪灾害地区，救援四川地震灾区，大力支持农村教育事业，培养农村人才，支援欠发达地区经济建设，接济贫困大学生。为此，人民电器集团董事长郑元豹荣获全国光彩事业奖、联合国科学与和平特别贡献奖。

Social welfare

While growing, People Electrical Appliance Group is playing a positive role in helping the nation get over difficulties, benefiting the public, and fulfilling social responsibilities. For over ten years, People Electrical Appliance Group has donated to the undertaking of social welfare and charity money and goods with Several hundred million RMB

People Electrical Appliance Group emphasizes its social responsibilities in case of emergencies or natural disasters. In this regard it has donated money and goods to social welfare activities for fighting against flood, relieving the people in disaster, assisting the impoverished etc. The group takes an active part in construction of the socialist new countryside by investing in construction and renovation of embankment, pond, bridge, road, and tunnel. It supports education in rural China vigorously to cultivate talent for the rural areas, assists economy of underdeveloped regions, and extends financial help to impoverished college students. In this regard Mr. Zheng Yuanbao, Board Chairman of People Electrical Appliance Group, has received the national Guangcai Undertaking Prize in China and the Special Contribution Prize for the UN Science and Peace, UN.



伸出援助之手，让世界充满爱！

Put out the aid hand, Let the world be filled with love.

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绿色经济

保护环境是当今世界面临的重大课题，需要各国通力合作，携手应对。中国是最早制定实施《应对气候变化国家方案》的发展中国家，是近年来节能减排力度最大的国家，是新能源和可再生能源增长最快的国家，也是世界上人工造林面积最大的国家，为全球环保事业做出了卓越贡献。

人民电器集团秉承对国家、对社会、对人民、对子孙后代高度负责的精神，以实际行动严格履行社会责任，率先发出“同建绿色家园 共享碧水蓝天”的环保倡议，斥资2000万元倾力打造“人民情，绿色梦”植树造林工程，掀起了保护青山绿水、造福子孙后代的新高潮，唤起了人们对环保事业更多的关注。

Green Economy

Environmental protection is currently a global issue that calls for concerted efforts of all countries. China has made outstanding contributions to the global cause of environmental protection as the developing country that implemented the National Climate Changes Program earliest, the country that has made greatest efforts in energy conservation and emission reduction in recent years, the country where new energy and renewable energy has grown fastest, as well as the country with the world's largest area of artificial forests.

People Electric Appliance Group upholds the spirit of high responsibility for the nation, the society, the people and offspring, strictly performs social responsibility by actual deeds, took the lead in launching an initiative to “build green home and share favorable environment”, and invested 20 million yuan in “People’s Love, Green Dream” forestation project, thus setting off a new wave of protecting natural environment and benefiting offspring, and drawing more attention to the cause of environmental protection.



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捐资助教

2006年以来，人民集团受中央统战部和全国工商联委托，向西部边远地区捐建30所小学，支持农村教育事业的发展。这些小学被统一命名为人民小学。2007年，捐资1000万元，兴建光彩文库，为农村中、小学建立图书馆、图书室；同时，人民集团加强与高等院校的横向联系。先后成为北大、清华、人大、外经贸大学、浙江大学、温州大学等多所高校的实习基地、产学研基地，为教育事业做出了巨大的贡献。

促进就业

人民电器集团利用自身优势，扩大生产规模，增加就业岗位，为国分忧。企业每一次规模扩张，都主动接纳原有企业的职工，优先照顾下岗工人，3800多名下岗职工在人民电器实现了再就业，20000多人次农民工在人民电器找到了用武之地，人民电器集团是全国下岗再就业工作先进单位、全国就业与社会保障先进企业。

Capital Doration and Education Assistance

Entrusted by the Department of United Front of the Central Government and the All-China Federation of Industry and Commerce, People Electrical Appliance Group donates financial assistance to construction of 30 elementary schools in western china or remote areas for development of rural education since 2006. These elementary schools share a same name: People Elementary School. In 2007, the group donated RMB 10,000,000 to establish the Guangcai Library that helps setting up libraries and reading rooms in middle schools and elementary schools in the countryside. Meanwhile, the group also strengthens relationships with high learning institutions. People Electrical Appliance Group has established internship bases and centers for the integration of production, learning and research with such universities including Peking University, Tsinghua University, China Renmin University, University of International Business and Economics, Zhejiang University, Wenzhou University and so on, contributing significantly to the educational undertaking.

Employment

People Electrical Appliance Group keeps expanding production scale and increasing employment opportunities to help the country thanks to its own advantages. The group receives enthusiastically employees of the original enterprises whenever the scale expands and it gives priority to laid-off workers. More than 3,800 laid-off workers have been reemployed by People Electrical Appliance and over 20,000 rural workers are recruited by the group. In this regard People Electrical Appliance Group is an advanced unit for reemployment in China.



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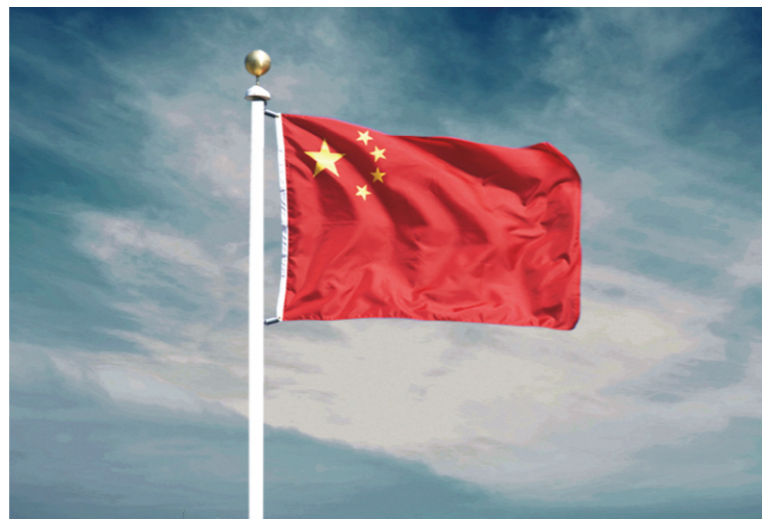
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爱国情怀

拥军优属，心系国防。

人民电器集团对国防建设怀有深厚的感情，主要领导经常深入军营慰问解放军官兵。在招聘员工时优先录用军队转业、退伍人员和军人家属、海岛边防部队和驻地驻军。2005年，出资给身处边远小岛无工作的“军嫂”们发放生活补助费、办理养老保险，解决了守岛军人的后顾之忧；2006年，投资数百万元为海防部队兴建了高标准的多媒体教室，深受战士们欢迎。在企业内部，人民集团积极安置退伍军人，鼓励退役军人挑大梁，为社会多做贡献，是浙江省军转民工作先进单位之一。

国兴、企荣、家旺

Country prosper enterprise flourish family blossom

Patriotic Feeling

Supporting the army and giving preferential treatment to the families of revolutionary soldiers and martyr, caring about national defense.

People Electrical Appliance Group has profound feeling about national defense. Its leadership often visits camps to send condolences. When recruiting, the group gives priority to people retiring from army and relatives of soldier in 2005. It subsidizes life of unemployed soldier wives in remote islands and handles their pension, saving the worry of soldiers stationing on islands. The group also invests millions of Renminbi in 2006 to build high standard multimedia classroom for coast defense army and this procedure is warmly welcome by the soldiers. Internally, People Electrical Appliance Group settles veterans encourages ex servicemen to undertake important tasks and contribute to the society. It is an advanced unit for the undertaking of transforming from army to civilian work in Zhejiang Province.

