

First-rate technology, products and service

一流的技术 一流的产品 一流的服务

—— Interview with Mr. Yongcheng Guo, the General Manager of Beijing Islive Machinery & Electrical Equipment Co., Ltd. and Shanghai Islive Measurement & Control Technology Co., Ltd., and the Chairman of DIATEST Measuring Instruments (Beijing) Co., Ltd.

—— 访北京伊斯来福机电设备有限公司、上海伊斯来福测控技术有限公司总经理、蒂雅泰斯测量仪器（北京）有限公司董事长郭永成先生

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2019年，我们将喜迎新中国建国70周年。回顾70年风雨历程，中国经济建设从高速增长转向高质量发展阶段并稳步前行。众多极具潜力的中国企业厚积薄发，脱颖而出，他们勇于挑战传统并创新商业模式，顺应时代潮流并把握发展趋势，成为中国企业界的生力军，为中国经济发展注入了新的动能。伊斯来福公司就是其中一个典范，它以其独到的眼光，致力于将国外先进的测量理念及手段介绍给国内急待提高产品质量的制造型企业，在汽车、摩托车制造、液压、航天航空、轴承、油泵油嘴、齿轮、精密机械加工、铸造等行业得到了广泛的应用，推动了行业的发展，不断改变和提高着国人的测量理念，在为中国的经济建设做出贡献的同时，伊斯来福其自身也取得了长足的发展和可喜的成绩。为进一步了解公司的发展成就，记者采访了伊斯来福总经理郭永成先生。



办公室。伊斯来福通过不懈努力，推陈出新，不断地实现着稳步的跨越式发展。

改革开放40余年来，中国经济与世界更加融合与开放，加强国际间产能和资源合作，实现创新驱动的转型升级，迈向高质量发展，成为企业家们的全新课题。伊斯来福公司自1999年起就开始代理德国蒂雅泰斯(DIATEST)的产品，历经14年的友好合作，于2012年合资成立了蒂雅泰斯测量仪器(北京)有限公司，双方互利共赢，充分发挥各自优势，开启了新的发展历程。完美联姻将会给中国用户带来更多福利。

在世界工业领域，德国一直以技术精益求精著称。德国制造，代表一种品质，一种精神，一种值得世人借鉴的精细和执着。成立于1948年的德国蒂雅泰斯，是全世界第一家得到VDA 5认证的长度

测量检具制造商，发展至今用户遍布世界各地。蒂雅泰斯专业生产高精度孔径量仪，其精度可达0.0002mm。产品广泛应用于航空航天、汽车、液压以及机械制造等行业。除了标准产品，蒂雅泰斯还可以根据用户需求，为客户特殊设计解决方案。蒂雅泰斯拥有71年研发孔径测量的经验，可以帮助客户解决大批量测量中的2000多种各类孔径问题并保证测量结果的准确性。

伊斯来福公司提供的专用检测仪器具有极高的精度、重复性、一致性，解决了产品、环境及人为误差对测量精度影响的关键问题，产品适用于生产现场，进行在线测量，其产品具有很高的使用寿命，高性价比，在机加行业的应用非常广泛，为机加行业制造过程的序前、序间及序后手动和自动检测提供了可靠的检测手段，可帮助企业快

这个时代需要企业家精神，不断打破传统、勇于创新，在复杂多变的商业环境中把握当下和未来机遇，为企业创造价值。郭永成总经理正是这样一位有理想、有情怀、锐意进取、有创意精神的企业家。自1999年离开外资企业创立了北京伊斯来福公司，风雨历程20载，引领伊斯来福从无到有、从弱到强的发展。今年是伊斯来福成立第20个年头，回望一路走来的20年，可谓风雨兼程，多年的坚持与积累是伊斯来福最宝贵的财富，也是伊斯来福迈向成功的阶梯。20年来，伊斯来福一直不忘初心，始终坚守在测量行业这块阵地上，销售业绩从20年前的几万到后来的几千万，从18平米办公室到今天已经拥有和正在建立的华北(北京)，华东(上海)，东北(沈阳)、华南(东莞)、华中(武汉)及西南(重庆)等多个



起来为中国企业服务，这就是伊斯来福发挥的作用。目前代理了德国、瑞士、英国、法国等多个厂家的产品。

质量是企业立足之本。越来越多的企业认识到产品的质量是企业生存的基础。伊斯来福检具起到了在产品的生产、加工过程中为其保驾护航，在提高产品生产、加工效率的同时保障产品拥有更好的质量。伊斯来福向用户推荐国际上性价比极佳的检测产品和测量理念，并拓展自行研发了孔径自动分析仪和综合测量仪等自主产品，与具有检测资质的检测机构合作，为客户提供定期产品检测服务，帮助客户节省时间，降低成本。郭永成总经理强调说：“中国制造2025，中国要想在世界上拥有话语权，首先要提高形象，就是产品质量要过硬。现在中国很多走出国

门的产品主要是靠加工，加工出的产品检测尤为重要，否则质量指

速提高产品加工质量、降低成本、减少废品率。郭永成总经理介绍说：“专用检具，第一速度要快(效率)，第二精度要高，第三要消除人为因素，第四要监控零件加工后的几何形状，性价比优势等，是其它检具无法替代的。测量的目的之一是为了监控机床，只有达到这个目的才能更好的实现批量生产中提高效率降低废品率。世界知名企业蒂雅泰斯专门做孔的测量，从1948年成立至今只研究孔的测量，他们长期默默地坚持着自己的目标，成为当今世界的优秀品牌，其产品达到了世界顶级水平，具有方便快捷，测量成本低至一次不到两厘钱，适用于生产现场，对操作者无要求的特点。过去行业通常是用通止规，但它只能检测合格与否，只是定性不能定量，而且成本高，效率低，劳动强度大，会造成很多浪费。蒂雅泰斯孔径测量的代表产品塞规式(BMD)测头可将测量数据化，起到了用数据调整机床和控制产品。伊斯来福的产品是将行业串联起来，如将测孔、测螺纹、测齿轮、测轴径的欧洲各优秀的厂家集



标将是一个未经确认的待定值。对于高精度的产品如果能够把高端的检测设备、合理的检测手段加进去，只需要很低的费用就能将品质达到国际水平。我们的许多产品既讲究环保又节约能源，既不用电也不用气，只是一个机械结构，任何时间都可以测量，费用成本很低。许多客户已经意识到这个问题并正在改变。现在越来越多的用户选择使用我们的产品，遇到一些问题也愿意和我们探讨，找出合理的解决方案。我们最小的孔可以测到0.47mm，最大6米，在这个范围内重复性都是0.001mm，这在全国是很难找到的。公司很多员工兢兢业业工作了10多年，稳定而专注地在一个领域发展也是因为对公司和产品的认可。”

几度风雨，执着如一。回顾过去，成绩斐然；展望未来，前景灿烂。我们相信，北京伊斯来福机电设备有限公司、上海伊斯来福测控技术有限公司、蒂雅泰斯测量仪器(北京)有限公司，在郭永成总经理的带领下，将与时俱进，为中国的经济建设和行业的发展做出更大的贡献。



2019 witnesses the 70th anniversary of the founding of the People's Republic of China. After 70 years of trials and hardships, China's economic construction has shifted from high-speed growth to high-quality development and is marching forward steadily. Many promising and well-grounded Chinese companies have emerged. Courageous to challenge traditions, innovate business models, adapt to the times, and grasp the development trend, they have become fresh activists in the Chinese business community, injecting new momentum into China's economic development. An example is Islive which, with its unique insight, is committed to introducing advanced measurement concepts and means to Chinese manufacturing enterprises that are in urgent need of better product quality. Such concepts and means have been widely used in automobile and motorcycle manufacturing, hydraulics, aerospace, bearings, oil pumps and nozzles, gears, precision machining, casting and other industries, boosting the development of these industries



and constantly changing and improving the measurement concepts of the Chinese. Islive has also made great progress and gratifying achievements while contributing to China's economic construction. To learn more about the company's development achievements, the journalist interviewed Mr. Yongcheng Guo, the General Manager of Islive.

This era is demanding for entrepreneurship to break tradition and demanding for the courage to bring forth new ideas, so as to grasp current and future opportunities in a complex and ever-changing business environment, and create values for the enterprise. Guo is none other than such an entrepreneur with ideal, ambition, and creativity. He left a foreign-invested enterprise in 1999 and founded Beijing Islive Machinery & Electrical Equipment Co., Ltd. In the past 20 years, he has led Islive to prosper from its infancy. This year marked the 20th anniversary of Islive. Looking back, it has undergone trials and tribulations. Years of persistence and accumulation is the most valuable asset and the foundation for success of Islive. Islive has always remained true to its original aspiration and kept exploring in the measurement industry, with its sales performance reaching tens of millions from the initial tens of thousands 20 years before. Now it has offices built or under construction in North China (Beijing), East China (Shanghai),



Northeast China (Shenyang), South China (Dongguan), Central China (Wuhan), and Southwest China (Chongqing). Through unremitting efforts, Islive keeps innovating and realizes steady and leap-forward development.

Over the past 40 years of reform and opening up, China's economy has become more integrated with and opens to the world. It has become a new topic for entrepreneurs to strengthen international cooperation in productivity and resources, achieve innovation-driven transformation and upgrading, and move toward high-quality development. Islive started to act as an agent for products of DIATEST (Germany) in 1999, and after 14 years of friendly cooperation, in 2012, the two parties established a joint venture, DIATEST Measuring Instruments (Beijing) Co., Ltd., to share benefit and give full play to their respective advantages, initiating a new journey of development. The win-win co-operation will bring more benefits to Chinese users.

In the field of industry, Germany has always been known for its striving for excellence in technology. "Made in Germany" is the symbol of quality, spirit, delicateness and persistence, which are worthy of absorption. Founded in 1948 and headquartered in Germany, DIATEST is the world's first VDA 5 certified length measuring inspection instrument manufacturer. Up to now, its users are all over the world. DIATEST is specialized in the production of high-precision aperture measuring instruments with a realizable precision of 0.0002mm. Its products are widely used in such industries as aerospace, automotive, hydraulics and mechanical manufacturing. In addition to standard products, DIATEST can also design customer-catered solutions. With 71 years of experience in R&D on aperture measurement, DIATEST can help customers solve over 2,000 types of aperture-related problems in mass measurement with guaranteed accuracy of measurement results.

Islive's special testing instruments, which are featured



by high precision, repeatability and consistency, have solved the key problem of measurement accuracy which is subject to product, environment and human errors. Its products are suitable for production-site online measurement and have a long service life, high cost-effectiveness, and wide application scope in machining industry. It provides reliable means for manual and automatic tests before, during and after the manufacturing process, so that it will help enterprises quickly improve product processing quality, reduce costs, and lower rejection rate. Guo said, "Special testing instruments are advantageous in being fast (efficient), precise, free of human factors, and able to monitor the post-processing geometry and cost-effective, etc, making it incomparable. One of the purposes of measurement is to monitor the machine tool so as to improve efficiency and reduce rejection rate in mass production. DIATEST is dedicated to aperture measurement since its establishment in 1948. It has long adhered to its goal and becomes an outstanding brand in the world, with its products ranked among those of the world's top class. Its products provide convenience and efficiency, low measurement cost (less than CNY 0.002 per time), are suitable for production site test and have little requirement for the operators. In the past, go/no-go gauges were often used in the industry, but they can only test the acceptance, namely they can only give qualitative results rather than quantitative ones, and in addition, they are costly and labor intensive but low in efficiency, and thus will cause great waste. BMD, the representative aperture measurement product of DIATEST, can digitize the measured data to adjust the machine tool and control products. Islive connects the industry with its products and serves Chinese companies by bringing together excellent European suppliers engaged in measurement of apertures, threads, gears, and shaft diameters. This is the role Islive plays. At present, Islive acts as an agent for multiple manufacturers from Germany, Switzerland, the United Kingdom, and France.

Quality is always the foundation of a company, and more companies are recognizing that quality is the basis for business survival. The Islive testing instruments provide support for the products during producing and processing, and ensures better quality while improving the producing and processing efficiency. Islive recommends the internationally cost-effective testing products and measurement concepts, and develops its

own independent products such as automatic aperture analyzers and integrated measuring instruments. It cooperates with testing organizations with proper qualifications to provide customers with regular testing services, saving time and reducing costs for its customers. Guo stressed, "In the initiative 'Made in China 2025', if China wants to have a say in the world, it must first improve its image, that is, quality. At present, many products exported from China mainly rely on processing, so the testing of processed products is particularly important, and if otherwise, the quality indicator will be an undetermined value. The quality of high-precision products may reach internationally-leading level with a low cost if high-end testing equipment and proper testing methods are integrated with such products. Many of our products are environmental friendly and energy efficient, since they are nothing but a mechanical structure that needs neither electricity nor gas and can be used for measurement at any time at a low cost. Many customers are aware of this and are making



shifts. Now more and more users choose our products, and are willing to discuss with us for reasonable solutions in case of any problem. Our products can measure apertures in a diameter ranging from 0.47mm to 6m, within which the repeatability is 0.001mm, which is scarce across China. Many of the company's employees have worked diligently for a couple of years, focusing on the very field, which also shows their recognition of the company and its products."

The original aspiration is remained through trials and tribulations. The past is fruitful and a bright future is awaiting. We believe that Beijing Islive Machinery & Electrical Equipment Co., Ltd., Shanghai Islive Measurement & Control Technology Co., Ltd., and DIATEST Measuring Instruments (Beijing) Co., Ltd. will keep pace with the times under the leadership of Mr. Yongcheng Guo, and make greater contributions to China's economic construction and industry development.



>提高自动化程度, 降低运营成本

INDUSTRIE 4.0

>无论车床, 磨床, 铣床还是
CNC加工中心, DIATEST塞规式
测量系统均可以兼容您的刀库

>测量结果无线传输给电脑

>测量系统集成浮动装置, 补偿
定位误差, 重复测量精度非常高

>塞规式测头直径尺寸定制范围:
2.98-270mm

>杜绝人工干预, 减少返工

>让测量过程100%安全

>测量螺纹从此变得简单

>测量数据用于查看刀具磨损,
及时调整机床, 杜绝废品产生

>被测螺纹的公称直径最小3mm

>测力恒定, 减少人为误差

>测量简单, 可在加工中实现
快速测量

>可连接数显表或者位移传感器
测量数据可被记录和分析

>让测量过程100%安全

CNC加工中心
里面的
孔径自动测量



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