



糧德精密有限公司

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企業沿革

- 1997年 ● 台北註冊
- 2001年 ● 台北開始營運
- 2004年 ● 台灣新北土城中央路成立製造廠
- 2007年 ● 在新北土城成立總部。在中國深圳成立物流中心
- 2009年 ● 遷址到台灣新北土城亞洲路
- 2010年 ● 新北土城工廠取得ISO 9001 認證
- 2012年 ● 公司對外網站建置完成。新北土城工廠取得ISO 14001 認證
- 2013年 ● 因應全球客戶對產品品質要求，申請取得UL和CUL認證
- 因應客戶產品客製化需求，成立模具設計開發中心
- 2014年 ● 因應業務營運增長，總部遷移至新北土城日新街，擴大營運及生產規模。
- 2015年 ● 因應營業模式垂直整合，轉投資中國東莞格捷製造廠
- 2017年 ● 因應營業模式垂直整合，轉投資中國東莞宗軍製造廠
- 2018年 ● 品保實驗室取得UL審核通過“WTDP目擊見證實驗室”
- 因應營業模式垂直整合，轉投資中國東莞慎凱巨製造廠
- 2019年 ● 因應投入車用市場，取得車用IATF 16949 認證
- 2021年 ● 線對線、線對板產品UL認證
- PITCH 1.27半金錫排針製程全自動化
- 中國工廠取得IATF 16949認證

主要產品

- 一、工業用連接器 industrial connectors
- 二、車用連接器 automotive connectors
- 三、網通連接器 communication connectors
- 四、醫療連接器 medical connectors
- 五、線材組裝、加工 cable assembly

企業簡介

糧德精密自成立25年來，憑藉深厚實力發展成為全球領先的連接器專業製造商。以提供快速多樣化的連接器產品行銷全球。除符合任何設計需求之標準產品外，同時也可依客戶需求，設計、開發及製造專屬客製化產品，滿足客戶一次性購足的精準服務及價格優勢，與客戶共創雙贏的商業模式。



國際競爭力

在全球經濟局勢瞬息萬變下，糧德精密相較其他競爭者，具有價格、品質、彈性生產銷售及售後服務等優勢，並透過以下三大策略，經營國際市場，創造國際競爭力。

- (1) 成本管理策略：採取成本的控管及雙贏的付款條件為策略。
- (2) 產品差異化策略：跨國加值服務、協同開發與彈性生產及利潤共享等策略。
- (3) 多元行銷策略：聚焦目標客群、進軍小眾利基市場、國際展覽曝光與數位化行銷（B2B），並以品牌經營及深耕目標客戶等策略。

我們目標不僅要成為連接器產業的領導品牌，更要成為客戶最信賴、最專業共同解決全方位方案的合作夥伴。



營運管理

因應國際市場競爭，糧德精密在營運上採取三大策略、五大推動機制及二大規劃為基礎，三大策略：(1) 成本管理 (2) 產品差異化 (3) 多元行銷，並運用五大推動機制：

(1) 數據分析 (2) 智慧化 / 客製化 / 價值化 (3) 財務健全及營運資金充裕 (4) 快速應變 (5) 彈性的採購，加速二大規劃執行：(1) 數位轉型與可視化管理規劃 (2) ESG 推動與經營規劃。

糧德精密在疫情險峻的考驗下，加強與客戶一對一的溝通與服務效率，深耕與客戶特有的合作關係、信任及溝通模式，創造穩定成長的營運業績。



社會責任

- 一、糧德精密秉持可永續經營發展理念，為員工提供安全、和諧的工作環境，並承擔企業環境責任。為此，我們致力於綠色政策，注重節能、減廢、推動資源回收再利用，配合政府及世界溫室氣體減量目標，自主減碳，結合企業永續經營 (ESG) 結構善盡糧德精密社會責任之義務，並期望為我們的子孫後代營造更好的環境，
- 二、為提高公司治理績效，公司內落實性平條例，實施彈性工時方案及提供按摩椅健身休閒娛樂設備，並每年辦理員工旅遊、周年慶活動及部門聚餐等，創造溫馨友善的工作環境。
- 三、為推動社會共融，善盡企業社會責任，公司定期辦理淨山淨灘活動，為子孫後代營造更好的生活環境，另關懷聽障就業支持，並捐助聽力巡迴服務車，以照顧聽障人士。



綜合評語

- (1) 工程及車用連接器專業製造商，出口至義大利、英國、德國、比利時、新加坡、以色列等國家，出口達80%以上，提供快速、高性價比之產品方案，完整車用產品品管流程。
- (2) 具備高效開發能力，縮短開發時程，深獲客戶信賴，快速解決客戶問題，以增加客戶價值為導向，重視售前、售後服務。
- (3) 差異化策略提升競爭優勢，吸引客戶加強黏著度，多元行銷策略拓展市場，維護員工權益，致力綠色政策，注重節能減碳，關懷弱勢族群。

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Business Items

- Industrial connectors
- Automotive connectors
- Communication connectors
- Medical connectors
- Cable Assembly

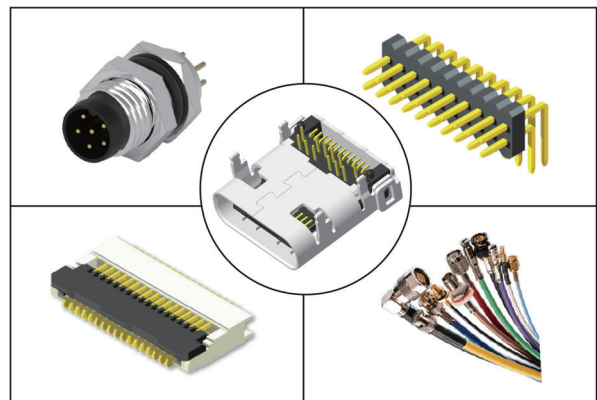
History

- 1997 • Registered in Taipei
- 2001 • Began Operation in Taipei
- 2004 • Taiwan Manufacturing Factory Built up
- 2007 • HQ Established in Taipei
 - Logistics Center Found in Shenzhen, China
- 2009 • New HQ Built Up and Operating (Yazhou Rd., Tucheng Dist., New Taipei City)
- 2010 • ISO 9001 Certified
- 2012 • Website Relunched
 - ISO 14001 Certified
- 2013 • UL and CUL Certified
 - RD center built up
- 2014 • New HQ Built Up and Operating (Rixin Rd., Tucheng Dist., New Taipei City)
- 2015 • Second Manufacturing Factory (Header & Socket) Found in Dongguan, China
- 2017 • Third Manufacturing Factory (Stamping and Assembly) Found in Dongguan, China
- 2018 • Qualified for UL "Witness Test Data Program"
 - Forth Manufacturing Factory (FPC) Found in Dongguan, China
- 2019 • IATF 16949 Certified
- 2021 • WTW/WTB Products UL Certificated
 - Introduced 1.27 Pitch Pin Header Fully Automated Production Line
 - IATF 16949 certified the China plants



Introduction

Since its establishment 25 years ago, Amtek Technology Co., LTD. has developed into the world's leading professional connector manufacturer, with its profound strength in order to provide fast and various connector product worldwide. In addition to standard products that meet any design requirements, Amtek also design, develop and manufacture exclusive customized products according to customer needs, supporting customers' one-stop shop services and competitive prices, create a win-win business model with customers.





Export Competitiveness

Under the rapidly changing global economic situation, compared with other competitors, Amtek Technology Co., LTD. has advantages in price, quality, flexible production and sales, and after-sales service. Through the following three strategies, it operates the international market and creates international competitiveness:

- I. Cost management strategy: cost control and win-win payment terms.
- II. Product differentiation strategy: multinational value-added services, collaborative development and flexible production and profit sharing.
- III. Diversified marketing strategies: focus on target customer groups, enter niche markets, exposure to international exhibitions and digital marketing sales (B2B), and strategies such as brand management and deep cultivation of target customers.

Our goal is not only to become a leading brand in the connector industry, but also to become the most trusted and professional partner.

Operation Management

In response to international market competition, Amtek Technology Co., LTD. adopts three major strategies, five major promotion and two major plans in operation.

Three major strategies are:

- I. cost management
- II. product differentiation
- III. diversified marketing

and use five major promotion:

- I. Data analysis
- II. Intelligence/customization/value
- III. Financial & working capital sufficient
- IV. Rapid response
- V. Flexible procurement

Accelerate the implementation of the two major plans:

- I. Digital transformation and visual management planning
- II. ESG promotion and business planning.

Under the severe of epidemic, Amtek Technology Co., LTD. has strengthened the one-by-one communication and service efficiency with customers, deeply cultivated the unique cooperation relationship, communicate trustly with customers to create stable and growing operation.

Social Responsibility

- I. Amtek Technology Co., LTD. commit to the concept of sustainable management, provides employees with a safe and harmonious working environment, and assumes corporate environmental responsibility. To this end, we are committed to green policies, focusing on energy conservation, waste reduction, and promoting resource recycling and reuse, in line with the government and the world's greenhouse gas reduction goals, self-reduction in carbon emissions. Our goal is create a better environment for the future generations.
- II. In order to improve performance, the company implements gender equality regulations, implements flexible working hours plans, provides fitness, leisure and entertainment equipment, and held employee travel, anniversary activities and department dinners every year to create a warm and friendly working environment.
- III. In order to promote social integration and fulfill corporate social responsibilities, the company regularly organizes activities to clean mountains and beaches to create a better living environment for future generations. It also cares about employment support for the hearing impaired, and donates hearing tour service vehicles to take care of the disabled people.

