



仕興機械工業股份有限公司

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企業沿革

- 1980年 ● 創立仕興公司
- 1988年 ● 藉 OEM/ODM 開始進入美國市場
- 1999年 ● 榮獲 ISO 9001:2000 認證
- 2003年 ● 導入 ERP 系統
- 2004年 ● 發展圓鋸機及推台鋸
- 2006年 ● 策略聯盟合作及共同發展封邊機
- 2009年 ● 通過 C-TPAT 美國海關商貿反恐聯盟認證
- 2016年 ● 導入精實生產管理
- 2018年 ● 榮獲台灣木工機械優良設計獎
- 2019年 ● 研發導入 PLM 產品生命週期管理系統
- 2020年 ● 導入TTQS人才發展品質管理系統並獲評銅牌獎
- 獲得金手獎

主要產品

- 一、貼邊機
- 二、帶鋸機
- 三、推台鋸、圓鋸機
- 四、集塵機
- 五、清淨機、砂布機
- 六、木工機械設備

企業簡介

仕興機械於1980年從一個小小的帶鋸機製造廠創立，董事長劉明煌先生一直秉持著「照顧員工、滿意客戶、企業永續」的理念，重視服務與品質的一貫精神，以一卡皮箱走向國際，並以「提供客戶最好的價值」為品牌核心，為全球120個代理商提供最完美的木工機械。

仕興擁有獨家專利，秉持著職人精神提供最好的機械設備與服務而努力，每一台機械都是使用精密元件，由技師組裝測試而化為木工及系統家具製造商的精選設備。如得獎作品封邊機系列，更是以東方思想融入西方技藝的獨家設計。



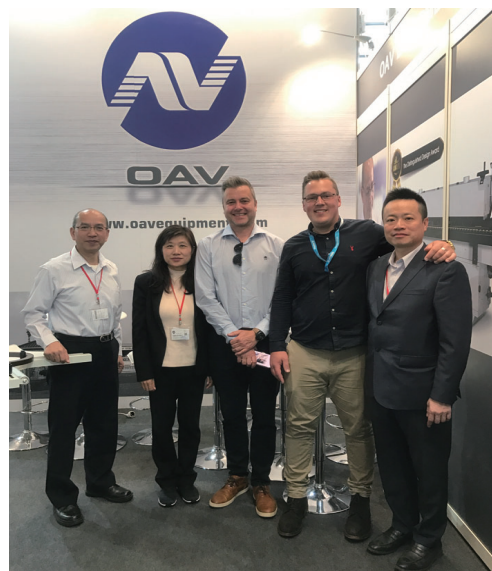
國際競爭力

- 一、43 年產業經驗，300 多個零件供應商，產品品質穩定，生產效率高。
- 二、擁有 50 個專利，產品有獨特性，藍海市場，具有全球競爭力。
- 三、與競爭者差異化：提供全球 120 個代理商性價比高產品，給代理商完整後勤支援，提供最即時的售後服務。
- 四、建立機台操作及問題排解資料庫，定期代理商教育訓練，保持市場領先。
- 五、利用數位行銷與代理商合作達到進店率、轉化率、復購率及推薦率等銷售目標。



營運管理

- 一、核心價值：「永續經營，以誠為本」，提供最好的價值給我們的客戶、供應商、員工與社會。
- 二、創新：了解客戶及市場需求，不定期針對產品技術修改，來提升產品競爭優勢。並與十大代理商共同合作研發創新，開發智慧化，差異化的產品並以專利佈局藍海市場。
仕興立志成為品質穩定、可靠及安全的設備製造服務商。
- 三、員工培育：TTQS 人才發展品質管理銅牌獎，透過教育訓練提升員工能力，以適才適用的方式讓員工可以發揮所長，以 ISO 2005 標準經營管理，制定詳細職務說明書及目標管理並利用定期考核做為雙向溝通管道，提升公司管理效益。
- 四、拓展國際市場：透過代理商的培育計畫，挑選優質且技術創新的合作夥伴，開拓全球商機，使 OAV 木工機械產品成為一個不可替代的商品並與當地建立完整的銷售網。



社會責任

OAV多年來以自己綿薄之力協助弱勢團體並努力經營以增加利潤來照顧員工，打造幸福企業，同時也對社會與環境做出具體貢獻。

- 一、永續經營，資深員工年資 1/3 達 8-15 年以上。
- 二、每年歲末餐會發放子女獎學金。
- 三、定期以支薪方式舉辦員工廠內外教育訓練及工安宣導。
- 四、定期舉辦捐血活動，目前累計 10,492 袋。
- 五、贊助鄰近及偏遠國小，國中獎學金及學校活動。
- 六、搭配政府產學合作，讓學子早日了解就業市場需求。
- 七、贊助學校教學用機器設備，讓學子可以實作，以理論基礎加上實物操作。
- 八、配合減碳及 ESG 永續發展趨勢，原鑄件廠炭爐改電爐減少碳排放，並在部分廠區安裝太陽能板。



綜合評語

- (1)專業木工機械、金屬加工機械製造商，100%出口，目前帶鋸機器為全世界第一，封邊機器於各產業中占有一席之地，出口國家多元化，達數十國。
- (2)發展自有品牌OAV行銷國際，100%MIT生產製造，以智慧化及差異化研發獨家產品，產品佈局藍海市場。
- (3)以品牌共享策略，與經銷商良好維持合作模式，致力提供完善客戶服務，重視環境議題，落實企業社會責任，實踐永續發展。

OAV Equipment And Tools, INC.

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Business Items

- Automatic Edge Banders
- Sliding table saws
- Band Saws
- Dust Collectors

History

- 1980 ● OAV founded
- 1988 ● USA market development – band saw OEM/ODM
- 1999 ● ISO 9001:2000 certificates
- 2003 ● Implement ERP/EI system
- 2004 ● Panel saw/sliding table , new product launch for panel line
- 2006 ● Cooperated with Israel partner to develop smart edge bander/software
- 2009 ● USA C-TPAT certificate
- 2016 ● Lean manufacturing (Toyota production system TPS)
- 2018 ● Taiwan woodworking distinguished design award
- 2019 ● Implement PLM system (product lifecycle management software)
- 2020 ● Talent Quality-management system (TTQS) conducted & Bronze medal award
- Taiwan Taichung city Golden hand award



Introduction

OAV was founded in 1980 as a small band saw machine factory. The chairman, Mr. Liu has always adhered to the core principles of "caring for employees, satisfying customers, and corporate sustainability".

With the consistent mission to combine service and quality, it has evolved from its humble beginnings to provide impeccable woodworking machinery for 120 agents around the world, while continuing to provide the best value for their customers.

OAV holds numerous exclusive patents and continues to preserve the spirit of craftsmanship in order to provide the best mechanical equipment and services. Every machine uses precision components, which are assembled and tested by technicians and turned into select equipment for woodworking and system furniture manufacturers. For example, the award-winning edge banding machine series is an exclusive design that incorporates Eastern thinking into Western techniques.





Export Competitiveness

- I. 43 years of industrial experience, more than 300 parts suppliers, stable product quality and high production efficiency.
- II. With 50 patents, and a unique product line in an unsaturated market, the result is global competitiveness.
- III. Differentiated from competitors; provides 120 agents around the world with cost-effective products, complete logistics support for agents, and provides the most comprehensive after-sales service.
- IV. Established a database for machine operation and troubleshooting and conducts regular agent education and training to maintain market leadership.
- V. Uses digital marketing to cooperate with agents to achieve sales targets such as store entry rate, conversion rate, repurchase rate and recommendation rate.

Operation Management

- I. Core values: "sustainable management, based in honesty", to provide the best value to our customers, suppliers, employees and society.
- II. Innovation: Understands customer and market needs and modifies product technology methodically to enhance product competitiveness. Cooperates with the top ten agents to improve and innovate, develop intelligent and differentiated products, and deploys patents into the market. OAV is determined to become an equipment manufacturing service provider with stable and reliable quality and high safety.
- III. Staff cultivation: TTQS Talent Development Quality Management Bronze Medal Award, improved staff ability through education and training, allowing staff to exert their strengths in suitable ways. Operated and managed according to ISO 2005 standards, formulating detailed job descriptions and target management, and use regular assessments via a 2-way communication channel to improve the management efficiency of the company.
- IV. Expanding in the international market: By cultivating strong partnerships with agents, select high-quality partners with sound technical experience develop global business opportunities, making OAV woodworking machinery products an irreplaceable commodity and establishing a complete local sales network.

Social Responsibility

Over the years, OAV has assisted disadvantaged groups with its own modest strength and worked hard to increase profits to take care of employees, build a happy enterprise, and make concrete contributions to society and the environment.

- I. Sustainable operation: Senior employees have more than 1/3 of their seniority for more than 8-15 years.
- II. Scholarships for children are awarded annually at the end of the year meal.
- III. Regularly hold employee education and training sessions inside and outside the factory as well as work safety demonstrations.
- IV. Regularly hold blood donation activities, with a total of 10,492 units collected to date.
- V. Sponsoring nearby and remote elementary schools, as well as middle school scholarships and school activities.
- VI. Cooperating with government industry-university so that students can understand the needs of the job market as early as possible.
- VII. Sponsor school teaching machines and equipment, so that students can gain practical experience in addition to learning the theory.
- VIII. In line with the trend of carbon footprint reduction and sustainable development of ESG, the original casting factory's charcoal furnace has been replaced with an electric furnace to reduce carbon emissions, and solar panels have been installed in some factories.

