



凱美塑膠機械股份有限公司

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主要產品

- 一、中空成型機(吹瓶機)之製造買賣。
- 二、塑膠模具、模內貼標機、測漏機及相關整廠設備等塑膠製品之製造買賣。
- 三、有關上項之進出口業務。

企業沿革

- 1977年 凱美公司成立，主要從事PBA系列機種之生產。
- 1980年 擴大且遷廠至台中縣潭子鄉，加入台中縣機械公會，研發出PBS系列新機種。
- 1983年 研發出PBI新機種，可生產15-60公升之產品，積極拓展外銷市場。
- 1989年 因應市場需求，再度擴廠至台中縣太平市，員工人數增加至50人。
- 1990年 加入台灣區機器工業同業公會會員。
- 1991年 成功研發出PBSS雙模架新機種。
- 1992年 榮獲薩爾瓦多DIPLOMA DE HONOR AWARD。
- 1993年 榮獲中華民國優良機械金龍獎，榮登績優出口廠商名錄。
- 1994年 加入中南美洲經貿協會會員。
- 1995年 榮獲西班牙20th GOLDEN AWARD FOR THE BEST TRADE NAME。
- 1996年 成功研發出20公升PC飲用水桶機種，並量產上市。
- 1997年 成功研發出測漏機，投資成立模具廠，同年，也成立大陸盛美塑膠機械有限公司。
- 1998年 成功研發出一段式PET射出中空成型機。
- 1999年 成功研發出模內貼標機，通過ISO 9002國際標準組織認證。
- 2000年 通過ISO 9001國際標準組織認證。
- 2001年 通過CE機械安全標誌認證，榮獲2001年橡塑膠機械研究發展創新佳作獎。
- 2004年 成立大里廠(位於大里工業區)。
- 2006年 導入ERP(企業資源規劃)系統，榮獲2006年橡塑膠機械研究發展創新佳作獎。
- 2008年 榮獲第七屆企業十大潛力金炬獎，榮獲2008年橡塑膠機械研究發展創新佳作獎，成功研發出MIB 85-C射拉吹中空成型機。
- 2009年 榮獲第17屆台灣精品獎。
- 2010年 榮獲2010年橡塑膠機械研究發展創新佳作獎。
- 2011年 凱美陳總經理當選真宗慈善會第九屆理事長。

國際競爭力

- 一、產品創新優勢：研發團隊佔全公司1/5人力，每年會有3-5次國際橡塑膠大展絕不缺席，公司會指派人員參與，知道最新的趨勢。
- 二、服務品質優勢：擁有最佳的服務團隊，服務陣容堅強、專業、認真、負責、高效率的行動力、貼心的服務態度、經驗豐富、服務品質不縮水、保養檢查，絕不敷衍、並秉持以客為尊。
- 三、技術優勢：製程技術不斷的在提升，精益求精，產品客制化的設計，能提供高品質、高效能、高附加價值的機械給顧客。
- 四、人才培養優勢：公司不斷的提供員工教育訓練，員工流動率低且平均年資高無傳承的問題，公司具有博士、碩士等人才，同時與國立勤益科技大學配合產學技術合作，以提昇競爭力。

Kai Mei Plastic Machinery Co., Ltd. 中小企業 拚亮 台灣

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Business Items

- I. Blow Molding Machine.
- II. Mold、In-Mold Labeling Machine、Leak Detector, and other related plastic products.
- III. Above import and export businesses.

History

- 1977 Kai Mei (KM) Plastic Machinery Co., Ltd. was established in 1977. Kai Mei Company started to produce 5-ml containers of PBA Series Machines.
- 1980 KM Company moved to Tanzi County, Taichung, and joined Taichung County Association of Machinery Industry. KM developed PBS new series machines.
- 1983 KM developed PBI new series machine which can produce 15-60 liters products. The Company started to do export business actively.
- 1989 Company moved to Taiping, Taichung, and employee increases to 50 people.
- 1990 Company joined Taiwan Association of Machinery Industry (TAMI).
- 1991 Company developed PBSS double station new series machine.
- 1992 Company won El Salvador Diploma De Honor Award.
- 1993 Company won excellent Golden Dragon Award, and got outstanding export business name.
- 1994 Company joined Latin American Business Council (LABC).
- 1995 Company won Spanish 20th Golden Award for the Best Trade Name.
- 1996 Company developed 20 liters PC drinking-bottle machine.
- 1997 Company developed Leak Detector, and mold company was established. At the same year, Sheng Mei (SM) Plastic Machinery Company was established in China.
- 1998 Company developed one-step PET Injection Blow Molding Machine.
- 1999 Company developed In-Mold Labeling Machine, and got ISO 9002 Certificate.
- 2000 Company got ISO 9001 Certificate.
- 2001 Company got CE safety-mark certificate, and won 2001 Taiwan Innovative Design Award.
- 2004 KM established 2nd company in Dali Industry Park.
- 2006 Company utilized ERP System, and won 2006 Taiwan Innovative Design Award.
- 2008 Company won 7th Outstanding Enterprise Award, and won 2008 Taiwan Innovative Design Award. KM developed MIB 85-C Injection Blow Molding Machine.
- 2009 Company won 17th Taiwan Excellence Award.
- 2010 Company won 2010 Taiwan Innovative Design Award.
- 2011 KM President Chen elected 9th Chairman of Zhen-Zong Charity Association.

Export Competitiveness

- I. Product Innovation Advantage: R&D group people occupy 1/5 of the company employees. KM Company will attend and join 3-5 international plastic and rubbery exhibitions every year. The company will assign the employees to join the show, and get the latest trend and direction from the exhibition.
- II. Service Quality Advantage: KM owns the best service group, and they are professional、working-hard、responsible、high-efficient, and rich-experience employees.
- III. Technique Advantage: Engineers' technique increases continuously. Products are customized design, and KM can offer high-quality, high-efficient, and high valued-added machines to our customers.
- IV. Talent Keeping Advantage: KM Company provides employee training continuously. Every employee has high seniority. KM has doctoral and master degree specialists, and cooperates with National Chin-Yi University of Technology in order to improve competitiveness.





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營運管理

- 一、經營理念：凱美公司自創立以來，即秉持「顧客滿意、同仁樂意、經營得意、永續經營」之理念。
- 二、公司治理：依據SOP去執行每個流程，也依據ISO規範準則去執行品質管理制度。
- 三、研發管理：(一)研發部主管與研發人員負責新機台的研發、設計及規劃。
(二)業務部協調客戶之需求，依客戶之需求或依實際上之需要做機台上之修改、變更設計。
(三)由維修工程師在顧客廠房中所實地發現的顧客需求及業務專員所做的市場調查，經由不斷的改善與創新，使得研發部研發出新產品。
- 四、財務管理：(一)會計師定期會對公司財務進行查核，才能適時發現任何異常或缺失，並提出具體改善方法或是意見。
(二)已經導入套裝會計作業軟體，並自主記帳及網路報稅，稅務報表由會計師簽證。
- 五、人力資源管理：(一)人才是公司最重要的資產，讓人才發揮所長以及提供舒適的工作環境是公司該做的事。
(二)提供內部訓練、外部訓練、職前訓練。
(三)設有員工獎懲制度。
- 六、企業電子化程度：(一)於2006年已經成功導入ERP系統，整合公司業務、採購、生管、倉管、會計、研發管理。
(二)Intranet (公司內部網路)，方便公司各個部門的聯絡和溝通。
(三)網路硬碟，例如：公司設有共用區、ISO專區、福利委員會專區、業務部專區、廠務部專區、管理部、總管理處和總經理室專區。
(四)成功導入電腦輔助設計(AutoCAD)軟體與3D繪圖軟體(SolidWorks)。

企業特色

- 一、專業：經歷34年之經驗，在中空成型機產業裡，能掌握核心技術，配合顧客特殊要求，為顧客量身訂作出「客製化」之機械。
- 二、市場利基：(一) 隨時隨地會留意市場脈動、景氣變化、抓住趨勢、掌握機會和抓住市場需求。
(二) 緊緊抓住每一次市場改變的契機，善用過去的經驗，為自己在新市場取得成功的入場券。
- 三、產品與服務特色：公司品牌形象良好，擁有專業技術團隊與優質服務團隊，不斷研發新機種提供顧客不同的需求，以提升顧客滿意度。
- 四、環保與工(公)安衛：為防止職業災害，保障勞工安全與健康，特依勞工安全衛生法第二十五條、二十七條、二十八條、二十九條規定辦理。
- 五、社會責任：公司曾經做過一些回饋社會和慈善活動，將來公司更有能力的話，一定會做更多，因為公司認為「企業要取之於社會，用之於社會」。

綜合評語

- 一、中空成型機於國內位居領導地位，研發能力強，產品獲得多項國內外專利證書，國際上更享有產品與技術優良的美譽，且不斷開發新客戶，蒐集市場反應的需求，並不定期專案研討、持續開發新產品及申請專利，提昇市場競爭力，實為相當有前景之企業。
- 二、客製化和標準化的經營模式，產品品質深獲客戶肯定，並採雙向溝通方式，推動全面品質管理TQM，並訂定各項標準作業流程，依據規範準則執行各項管理工作，並已成功導入ERP系統。
- 三、重視產學合作，未來發展以節能省碳之環保及省電機種，來提升競爭力。
- 四、堅持根留台灣理念與作法，強調產學合作、社會回饋與工安衛生，符合「小而美」的核心特質。

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Operation Management

- I. Management Principle: Kai Mei Corporation focuses on and follows the principle of 「Customer Satisfaction, Colleague Happiness, Operation Smoothness, Endeavour Perpetuity」.
- II. Company Management: KM follows every process of SOP (Standard Operating Procedure), and the regulation of ISO.
- III. Research and Development Management:
(I) R&D head and employees are responsible for R&D, design, and planning of new machines.
(II) Sales department employees know the requirement of the customers, and forward the requirement to R&D people to change or revise the setting.
(III) From the engineers "findings and sales" market investigation, R&D people create and develop new machines according to continuous improvement and innovation.
- IV. Financial Management:
(I) CPA will check and audit financial statement of the company regularly in order to find out any unusual condition, and CPA will come up with improvement and opinion.
(II) Financial department already installed accounting software, and they can keep account and make Internet tax by themselves. Tax affairs report form is signed by CPA.
- V. Human Resource Management:
(I) KM believes that people are the most important asset. Company needs to provide comfortable working environment for the employees, and let employees stay on the right job/position.
(II) KM Company offers inside training, outside training, and pre-working training.
(III) Company has reward and punishment system.
- VI. E-Enterprise:
(I) KM already installed ERP System in 2006, and it can integrate with sales, purchasing, production, warehouse, accounting, and R&D departments.
(II) KM has Intranet, which can communicate and contact with each other between each department conveniently.
(III) KM has network hard disks. For instance, shared area, ISO area, welfare committee area, sales area, factory area, management area, and general manager area.
(IV) KM already has Auto CAD and Solid Works softwares.

Enterprise Characteristics

- I. Profession: KM has 34 years business experience in this Blow Molding Machine Industry. KM can keep core technique, and reach the customers' requirement, as well as do customized machines for the customers.
- II. Market Advantage:
(I) KM will keep watch for market condition, market change, and catch market needs and chance anytime.
(II) Using previous experience to catch every chance to get the ticket to new market.
- III. Product and Service Features: KM owns good reputation and image, as well as has professional engineer group and service group. They develop and create new machines to satisfy different customers' needs in order to improve customers' satisfaction.
- IV. Environment and Working Safety: In order to prevent working injury, working safety and health, KM follows the regulation of number 25th, 27th, 28th, 29th of Labor Safety and Health Act.
- V. Social Responsibility: KM Company ever did some contributions to the society and charity activities. If KM has more ability in the future, the company will do more contributions to the society because KM believes that company gets resources from the society need to return and contribute back to the society.