

凡事康流體科技股份有限公司

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主要產品

淨水器設備製品及濾芯製品

企業沿革

2000年	成立八得公司
2003年	創新開發的 booster pump+Double
2005年	建立品牌行銷 設立高雄大社廠 投入國際市場業務 投入中大型設備生產製造 成立濾芯廠
2006年	成立濾芯研發部門
2007年	設立高雄大社二廠 設立實驗室 投入濾芯自動化生產 通過 ISO-9001 認證
2008年	更名為凡事康流體科技(股)公司
2009年	RO組裝廠擴廠 屏東新廠規劃設計
2011年	屏東廠投入生產
2012年	ERP導入
2013年	內控循環導入
2015年	核准補辦公開發行

企業簡介

凡事康流體科技股份有限公司創立於2000年，從事水處理設備、各種濾芯耗材之生產製造與銷售。提供給顧客各種水處理設備之產品與零配件，透過資源累積與整合，建立企業優勢與競爭能力，並持續投入研發，以提昇產品品質、市場競爭力與客戶滿意度。

國際競爭力

- 一、國際競爭特色：
- (一) 掌握客戶美編需求，協助客戶進行行銷海報、產品標籤、產品說明書、等業務行銷的產品設計及製作，增加客戶業務拓展的便利性。



Fluxtek International Corp.

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Business Items

Water purification equipments and filters

History

2000	Established BODO
2003	Launched Double Head Booster Pump
2005	Establishment of Own Branding and Manufacturing Established Dashe, Kaohsiung factory Started oversea sales Started big and medium size water purification equipments assembled Established Filters department
2006	Established filters plant R&D department
2007	Established Dashe, Kaohsiung second plant Established Laboratory Established Filters automatic machinery ISO-9001 certification approved
2008	Change the name to Fluxtek International Corp.
2009	Extension of RO Assemble plant Planning of new factory in Pingtung
2011	Pingtung factory started production
2012	Implement of ERP system
2013	Implement of Internal Audit
2015	Approval of IPO Initial Public Offering

Introduction

Fluxtek International Corp. was founded in 2000, it engaged in manufacturing and sales of water treatment equipments and various types of filters. It offers customers variety of water treatment equipments and its spare part. Through the accumulation and integration of resources and experience it had, it also establish the corporate strengths and competitiveness, with continual investment in research and development to improve its product quality and market competitiveness as well as customer satisfaction.

Export Competitiveness

I. International Competitiveness:

- (二) 依客戶的需求，提供多樣化的產品服務，創造顧客滿意以達到品牌忠誠，傾聽客戶需求，掌握時勢，創造市場利潤，創造三贏。
- (三) 掌握主要原料來源，有助做為市場區隔，更能有效掌握成本穩定。
- (四) 透過上下游的密切結合，凝聚成更大規模的產業聚落，形成規模、技術成本、研發與聯結速度的各項競爭優勢。運用全球拓展技畫，將全球最大需求的飲用水市場，由台灣的家用RO純水機、橫向結合工業淨水處理系統以及縱向結合下游供應鏈-耗材及零組件，完備台灣淨水處理設備及器材總匯而拓展國際市場，必可搶佔全球一席之地。



二、持續研發：

- (一) 產品結構改良精進:開發便利使用且品質更佳之產品。
- (二) 持續新產品開發:因應科技之發展，結合手機、通訊、雲端處理等相關技術，開發智能淨水機產品。
- (三) 淨水機關鍵零組件開發:開發DC無刷馬達，整合PCBA功能，創造新一代RO淨水機馬達產品。

營運管理

- 凡事康(Fluxtek)初期從 RO 淨水器材、濾芯買賣開始，一路成長到複雜系統開發創新和品牌推廣，建構生產製造的垂直整合模式增設塑膠成形廠、馬達廠、碳棒廠，發展成現今規模其關鍵理念如下：
- 一、顧客滿意導向：用心瞭解顧客期望，轉成內部共識語言，依顧客需求提供多樣的產品服務，創造顧客滿意以達到品牌忠誠；並努力傾聽客戶，掌握趨勢，創造市場利潤，創造三贏。
- 二、創造理想工作環境：提供舒適的工作空間，人性化的職場環境，完善的福利制度，凝聚組織共識，員工與企業永續成長。
- 三、強化核心競爭力：深耕多元產品領域、廣植頂級技術人力，選擇與開發關鍵技術，申請專利並擴大設計價值，提高產品競爭力，成就品牌。
- 四、強調速度性：積極的研發生產、精準的行銷通路，洞燭先機，速度是決定方向後的加速。

社會責任

一、堅持永續發展理念：

本公司基於穩健、踏實之經營理念，自成立以來，即秉持「讓所有人獲得安全健康的飲用水」之企業使命。對於淨水器相關產品的製造及加工，均係以最符合能源經濟與綠色發展，維繫地球與在地環境的永續發展為核心宗旨。



- customers in its marketing with poster, product labelling, brochures, etc .sales and marketing product in product design and manufacturing, in turns it helps and bring convenience to customers business development.
- 2) Provide more samples and products services, in according to customer needs, create customer satisfaction and in turns achieve goals of their brand loyalty. Listening to customer needs, understand the latest trend, create profits from the market, and building up the win-win situation.
- 3) Well know of the raw material sources, help in market segmentation, effectively control and stabilise the cost.
- 4) Through integration of upstream and downstream, create a large water industrial group, creation of larger scale, technology, costing, competitive advantage of R&D and speed of cooperation. Using global expansion planning, with the world's water market demand, using strategy of horizontal and vertical integration of upstream and downstream supply chain from Taiwan's household RO water purifier and industrial water treatment systems – spare parts and components, with this complete water treatment equipment and expand into international market, Taiwan water treatment equipment will able to seize a global place.

II. Continual R&D：

- 1) Products structural improved：develop more convenience and better quality products.
- 2) Continual development of new products: due to the development of science and technology, with combination of mobile phone, communications, clouds and other related technologies, develop smart water purification products.
- 3) Development of key components for water purification equipment: develop brushless DC pump, integrated PCBA function, creating new generation of RO water treatment pump.



Operation Management

Fluxtek begin with selling of RO water purification equipments and filters, continuously growth until the development of more complex systems innovation and brand marketing, construction of vertical integration model and the addition of plastic molding plant, pump plant, carbon block plant, developed into today scale, the key idea is following:

- I. Customer satisfaction orientation: try to understand customer expectations, turn it into internal language, provides variety of products and services according to customer needs and create customer satisfaction in order to achieve their brand loyalty; put efforts in listening to customers, know the market trend well, create market profits and win-win situation.
- II. Create ideal working environment: provide comfortable and humane working environment, improve the welfare, combine organization consensus, sustainable growth of employees and the company.
- III. Strengthen the core competitiveness: Deep planting multiple products in this field, employing top technician, selection and development of key technologies, apply patents and expand the value of design, improving product competitiveness, achievement branding concept.
- IV. Emphasis on speed: positive in production development, accuracy of marketing channelling, taking initiative, accelerated speed is after the determination of direction.

Social Responsibility

- I. Adherence to the concept of sustainable development：
- The company mission is based on solid and practical philosophy, since its initial establishment, it uphold the concept of "healthy and safe drinking water for all". For the manufacture and processing of water-related products, were produced with most energy save and green development, in order to maintain the sustainable development of the environment.

二、秉持顧客至上原則：

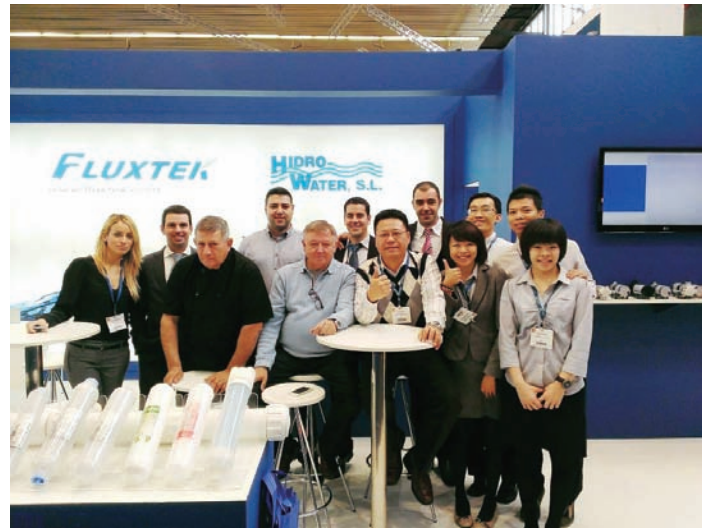
本公司之經營，以「誠信、當責、創新、回饋」的價值觀，用專業知識及技術來服務客戶。在產品的製造上，堅守以高安全、可信賴、及高品質的產品為原則；在行銷廣告上，亦務求「誠信」、「公平」、「互信」為原則，營造顧客與商家間的高度互信關係。

三、體現健全公司治理：

在面對全球瞬息萬變的環境下，落實公司治理、策略管理為公司重要任務。本公司在董事會的領導下，除了專責稽核室負責統整相關制度規範，完善健全公司治理的體質；另外企業社會責任政策上，也交由專責單位負責，積極監督與推動，於公司各部門中具體落實以貫徹公司核心理念。

四、營造溫馨、成長、平等之就業環境：

本公司具有良好的組織文化，如家庭般互動的感情基礎，相信有益於公司的日漸茁壯。本公司除了在客觀條件上積極為員工爭取最好的福利與工作分配、定期要求員工在職進修培訓、提供員工舒適安全的工作環境等。在主觀條件上，也體現家庭般的互動氣氛增進員工在工作環境中具備良好的工作滿足感。本公司提供平等僱用的機會與就業環境，除恪守僱用員工時不得有性別歧視或種族歧視之外，平日工作環境上也力求營造兩性平等的優質就業環境。



II. Uphold the principle of customer first：

The Company runs in "Trustfulness, Accountability, Innovation, Contribution" values, serving customers with expertise and technology. In manufacturing of products, strong adherence in high safety, reliability, and high-quality products as its principle; In marketing and advertising, it propagate in "Trustfulness", "Fairness", "Mutual Trust" as its principle, create height high mutual trust relationship between the customer and the company.

III. Reflect the governance of the company：

In the rapidly changing global environment, the implementation of corporate governance, strategy management will be the company important mission. With the leadership of the board of directors, in addition to the dedicated by the chamber of audit, which chamber responsible for Integration relevant rules and regulation, complete and perfection of company governance; Besides the company social responsibility policy, also dedicated to other unit to responsible in actively monitoring and promoting in various departments in the company to follow up the implementation of the company's core business philosophy.

IV. Create a warm, growth, equal employment environment:

The company has a good organization culture, such as family-like interactive between the staff, it believes could bring the benefits in company's growth. The company in addition actively strive to improve benefits for employees and also the work assignments, set up regular on job training, provide safe and comfortable environment to the staff. On the subjective side, it also reflects the family-like atmosphere Interaction between the staff and gain job satisfaction from the good environment. The company provides equal employment opportunities and employment environment, except forbidding gender discrimination or racial discrimination, it strives to create high-quality employment environment for gender equality in the work environment.

綜合評語

- 一、推動整合臺灣淨水設備產業W+Team，積極拓展全球市場並成立海外據點，主要外銷中東、南歐等國
- 二、建構生產製造的垂直整合模式，增設塑膠成形廠、馬達廠、碳棒廠，由家用純水機、橫向結合工業淨水處理系統以及下游供應鏈耗材零組件等，完備臺灣淨水處理設備及器材。
- 三、導入ERP及內控系統，並加強顧問團隊輔導，提升產銷能力除了持續研發產品，發展智能飲水機，並與其他廠商共同開發新型馬達與存水系統，有助於創造研發優勢與經營策略
- 四、資助社會關懷活動，回饋栽培在地人才。

