

富田電機股份有限公司

- 負責人：張金鋒
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主要產品

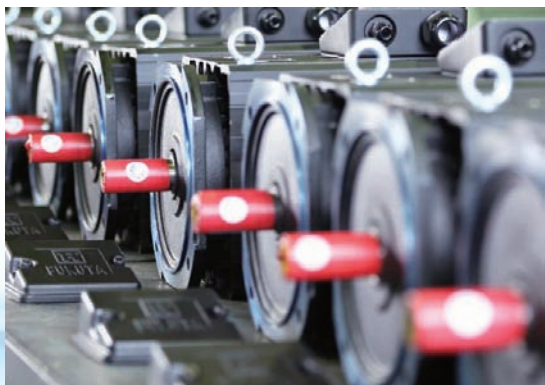
1. 標準型、輕量型低壓三相感應電動機。
2. 變頻(專用)馬達。
3. 交流感應伺服馬達、交流同步伺服馬達。
4. 減速機、變頻器、伺服驅動器及各類零組件。
5. 全電式電動車、巴士、船等專用動力馬達。
6. 風力發電機組。

企業沿革

1988年	創辦人張金鋒董事長創立，以生產三相感應電動機為主。
1989年	全國第一家投入研發變頻專用馬達。
2000年	交流感應伺服馬達榮獲第9屆台灣精品標誌及優良設計標誌。
2001年	變頻專用馬達榮獲第10屆台灣精品標誌。
2002年	積片式伺服馬達榮獲第11屆台灣精品標誌。
2003年	變速鋼索吊車專用馬達榮獲第12屆台灣精品標誌。
2004年	感應伺服馬達FRAME 225榮獲第13屆台灣精品標誌。
2007年	與美國電動車大廠簽訂全電式電動跑車專用馬達產品量產合約。
2011年	榮獲經濟部國家產業創新獎之績優創新中小企業獎。
2012年	於神岡豐洲科技工業園區興建EV電動車、船等馬達專用製造廠。
2013年	榮獲國家發明創作獎創作金牌獎。 榮獲美國電動車大廠全球最佳供應商獎。
2014年	擔任經濟部電動車主題式研發專案電動大客車共用動力系統開發計畫主導廠商。
2015年	榮獲經濟部第24屆國家磐石獎。

國際競爭力

- 一、本公司積極經營國際市場，將產品拓展到海外，以直接與間接外銷的方式，讓產品被廣泛使用。除國內據點外，在許多國家已設立經銷據點，以地緣性為基礎，培訓維修及行銷人員的專業能力，不論是推廣銷售或售後服務，以及時、迅速的服務為第一優先。建立品牌口碑及知名度，讓品牌深植於客戶內心。



Fukuta Elec. & Mach. Co., Ltd.

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Business Items

1. IEC AC Induction Motor.
2. Inverter/Inverter Duty Motor
3. AC Induction Servo Motor, Synchronous Servo Motor
4. Gearbox, inverter, servo driver and all kind of transmission accessories.
5. Motor for pure electrical vehicles, electric bus, electric boat and other customized application.

History

1988	Founded by Mr. Chang, Chin-Feng, majorly production AC induction motor.
1989	First company which development inverter duty motor in Taiwan
2000	9th Taiwan Excellent Symbol Award for AC induction servo motor.
2001	10th Taiwan excellent Symbol Award for inverter duty motor.
2002	11th Taiwan excellent Symbol Award for stack type servo motor.
2003	12th Taiwan excellent Symbol Award for "The motor for variable speed hoist crane"
2004	13th Taiwan excellent Symbol Award for Servo Motor Frame 225
2007	Being massive production contract for "All electric sport car"
2011	Selected as a "National Innovation industrial Award by the Small and Medium Enterprise Administration, Ministry of Economic Affairs
2012	Build new plant for EV products and went into production
2013	Golden Medal of the 9th Session National Invention Awards in 2000 Award of Best supplier from specific EV car marker.
2014	Selected as a leading company for the electric bus powertrain system development project.
2015	The 24th National Award of Outstanding SMEs (Ministry of Economic Affairs)

Export Competitiveness

- I. Fukuta is actively engaged in international markets to develop products to overseas market including direct and indirect export that allowing products to be widely used. Apart from the domestic base and distribution points had been established in many countries, on a regional basis, professional ability training maintenance and marketing personnel, whether to promote sales or after-sales service in a timely and prompt service is the first priority. Build brand reputation and visibility, brand deeply rooted in customer mind.
- II. To meet different market requirements, we provide customized, localized service. Advance the industrial service and sales through the increasing product popularity to give FUKUTA brand

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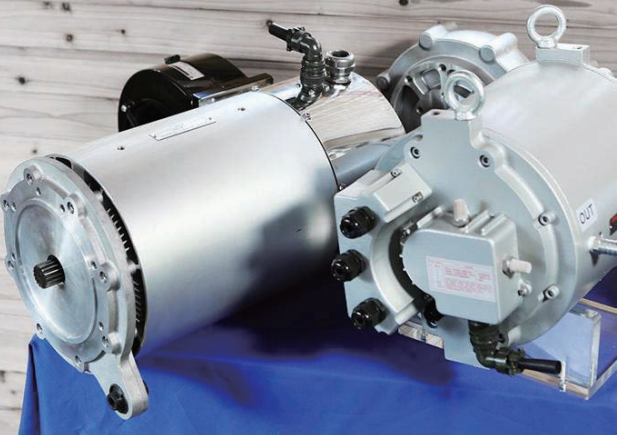
The 18th Rising Star Award



- 二、收集各界市場需求，提供客製化、在地化優質的服務。提升業界搭配與銷售，藉由產品普及增加本公司FUKUTA品牌曝光率，巧妙的運用各國營業據點，做連結與互動，促進各經銷點相互競爭、學習，以提升服務品質，擴大行銷市場面。由在地人文、習俗深入市場面，進而發掘潛在市場，為未來全球性的整合銷售及業務拓展做好準備。
- 三、近十年來成功跨足綠能產業，朝向潔淨能源、再生能源、環保節能、高效率領域均獲得重大發展及肯定，本公司提供動力馬達與美國電動車大廠合作生產電動車，因性能卓越打響國際知名度，順利跨入電動車產業鏈。未來將確立電動車、巴士、船產業之動力馬達之領導地位，以動力馬達為核心再與關係企業組成策略聯盟，改良出符合綠能、環保、新動力之中高端產品，朝向節能高效率馬達、電動車、巴士、船等類的動力系統再優化，打造全球綠能環保動力先驅為目標。

營運管理

- 一、創辦人張金鋒董事長秉持「創新、熱忱、誠信」的經營理念，以研發能力及快速交貨見長，在電機業界或機械業界為馬達問題解決者的企業形象。致力於產品推陳出新，堅持走自創品牌路線，貫徹「為傳統動力添新價值觀」不變的使命。
- 二、結合中、小型企業之優點，整合彈性、多元，以無編制團隊精神，透過走動式管理時刻清楚公司人、事、物狀態並立即解決問題，不讓問題累積及擴大。鼓勵部屬自我發展與提昇工作創新，其經營模式是依股東會、董事會議決重大事項，執行經營方針，將公司經營方向及目標讓上、下幹部主管能同步瞭解；並積極訂定對策，做出執行方向。
- 三、每年之經營總目標與營運方針由總經理訂定後，交由各部、課展開年度、每季、每月之生產與營運目標，總經理於每月召開「日新會議」(目標達成檢討會議)，針對目標達成狀況做出檢討、分析及改進意見，落實PLAN→DO→CHECK→ACTION管理循環，讓公司經營邁入國際化。



more exposure, clever using all operation sites to connecting and interactions each sites, and encourage internal competition and learning to improve service quality, widen the area of marketing. With in depth understanding in culture, customs aspects, exploring the potential market and prepare for the future integration of global sales and business development.



- III. Success across the green energy industry over the past decade, FUKUTA has the significant development and recognition on clean energy, renewable energy, environmental protection and energy saving field. With the state of the art motor performance, we successfully entered the electric car industry and have cooperated with EV car marker in U.S.A for many years. To establish the leadership of power-train motor in electric car, bus, boat industry, we organized a strategy alliance with related companies to develop the high-end product can meet the green energy, environmental protection requirement. Keep forward to be the global green energy pioneer as the goal.

Operation Management

- I. The business philosophy of "innovation, enthusiasm, integrity," is insists on the Founder Chang, Chin-Feng. In the motor industry or machinery industry are giving a name as "problem-solver", and well known for its research and development capabilities and rapid delivery. Commitment to product innovation, adhere to our own brand and not change the mission "Add new values for traditional power".
- II. Combined the advantages of medium and small enterprises, our group integrate the spirit of flexibility, diversity and team members without preparation. Control the overall status and solve the problem immediately to prevent the potential crisis through the management by walking around, we also encourage team member to self- enhancement and innovation. Every business direction and goal would be received and understand from the board of director to the team manager and every member of FUKUTA could make a consistent effort in the same direction.
- III. Annual operation target would be approach from general manager to each department and sector and review on monthly meeting to do the in time adjustment and improvement, carrying out the PDCA cycle and keep pushing FUKUTA to be internationalization.

Social Responsibility

- I. The material supply strategy for FUKUTA is always "purchasing locally", furthermore, we promote China Steel's key materials of high conductivity and magnetic lamination and give the characteristics feedback to them to support the research and development. China steel also gives FUKUTA the priority to test the new products. From China Steel (supplier) to FUKUTA (motor manufacturer) and machine marker (end user) becoming a information feedback group, each member shares the testing result to each other and keep develop the technology, creating the new values to the traditional power.

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社會責任

- 一、本公司自創立以來，致力各項物料本土化策略，推廣中國鋼鐵電機之關鍵材料高導磁電磁鋼片，並將電磁鋼片的電機特性無條件回饋中國鋼鐵業務、研發部門。中國鋼鐵研發電磁鋼片新產品亦優先提供富田測試用，透過中國鋼鐵(材料)→富田(電機製造業)→機械廠商(電機使用者)上、下游訊息回饋，提供傳統動力新價值觀。
- 二、從國外引進新技術，技術移轉在台灣開發新產品「風力發電機」、「全電式電動車專用馬達」。
- 三、持續在台灣自行研發新產品如下：
1. 250HP及400HP感應伺服馬達。
 2. 永磁同步電動機。
 3. 高磁裝載高效率三相感應馬達。
 4. 主軸伺服馬達。
 5. 風力發電機系統。
 6. 內藏式高速主軸馬達。
 7. 感應伺服馬達FRAME 280。
 8. 電動汽車輪型馬達。
- 四、以「根留台灣」為政策，自創立以來長期提供無數就業機會給在地勞工，戮力於研發與經營績效提升，迄今無海外重大投資情形，雖為傳統製造業，卻善盡社會責任。



- II. Introduce the new technology to Taiwan to develop new product for "wind turbine" and "all electrical vehicles" from abroad,
- III. Continuously research and develop the new products in Taiwan.
1. AC Induction servo motor
 2. Synchronous servo motor
 3. AC High efficiency induction motor
 4. Spindle servo motor
 5. Wind turbine/generator system

6. Built-in high speed spindle servo motor
7. SA Servo motor FRAME 280
8. Electric vehicle (wheel) motor
- VII. Rooted in Taiwan" is our long term policy, FUKUTA provided numerous employment opportunities for local workers and keep going to increase the performance and developing new products. As of today, FUKUTA still insist on the business operation in Taiwan, although we are a conventional manufacturer but we do our best to fulfill our social responsibilities.

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綜合評語

- 一、主要外銷歐、美、亞三洲，推出符合趨勢之產品，並以「先期導入研發」方式結合世界大廠穩定外銷量，具趨勢產品的銷售優勢。
- 二、以FUKUTA自有品牌發展，跨足電動車、電動船產業之關鍵零組件，售前和售後服務完備；製程及研發具有實力；運用代理商之市場優勢，擴展國際版圖，奠定競爭力。
- 三、培養研發團隊，建立研發人員培訓制度，以產、官、學、研共同合作研發並持續開發客製化新產品，開拓全省經銷據點、機械直銷及OEM/ODM，具研發、售後服務及營運效率優勢。
- 四、根留臺灣理念與作法，致力於物料本土化策略，注重員工權益，建立獎勵與照顧機制。

