

泛台實業股份有限公司

負責人：李錫山

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主要產品

工業安全用品

汽車零件

客製塑膠及五金零件

醫療保健產品

企業沿革

- 1977 年 創立於臺北市，外銷汽車零件至中東
- 1979 年 外銷汽車零件至美國及南美，並客製古董車零件
- 1982 年 外銷工業安全用品
- 1987 年 提供客製代工服務
- 1993 年 成立子公司力濟實業，外銷醫材產品
- 1996 年 通過 ISO 9001 認證
- 1998 年 客戶遍及全球
- 1999 年 在新北中和自購 1700 坪廠辦
- 2000 年 擴大研發部門，提供專業多元客製服務
成立中國東莞及寧波辦事處
- 2007 年 成立彰化辦事處
- 2010 年 通過 ISO 13485 醫材認證並取得 CE 證書
- 2014 年 通過美國 FDA 之稽核
- 2015 年 成立本廠

- 2016 年 通過符合歐盟企業社會責任 (BSCI) 之認證
- 2023 年 自製之電動吸鼻器領先同業，取得 MDR 之 CE 證書
- 2024 年 獲第二屆新北企業精典獎、連續 4 年獲鄧白氏中小企業菁英獎

企業簡介

創立於 1977 年，創辦人李錫山董事長擁有台大經濟學及美國明大企管雙碩士學位，是白手起家的農家子弟。47 年前獨自攜著兩個大皮箱前往沙烏地推銷汽車零件。經十幾次前往沙國拓展業務，站穩腳步後，便設法脫離中東之紅海市場，積極開拓全球藍海市場。經努力創新，打開了美歐客製汽車零件市場。

李董事長以農夫腳踏實地、戰士不畏挑戰、讀書人終身多元學習的三種精神帶領泛台成長茁壯。外銷產品由汽車零件開始，陸續增加工業安全用品、客製五金零件代工、及自製醫材產品。自 1996 年起通過 ISO 9001 品管系統認證。2010 年起增加 ISO 13485 醫材品管系統認證。2023 年領先同業取得符合歐盟醫材法規 MDR 的 CE 證書。

在李董事長及臺大畢業具會計師資格之林副總伉儷用心領導下，公司制度良好、財務健全、誠信負責、服務專業多元，獲全球眾多客戶肯定。

李董事長伉儷創業有成後，積極回饋社會、鄉里與母校。對台灣歷次重大災變慷慨賑災、長期資助各環保團體，更捐鉅款改善偏鄉教育及回饋臺大母校。

李董事長已逐步交棒給二代李育強總經理。李總經理取得美國著名大學之電機電腦碩士學位。自 2012 年進入公司後，從基層做起，以熟悉全公司之運作。他以工程師的思維帶領同仁，運用數位化工具強化公司管理。經常安排各領域之優秀顧問來公司舉辦教育訓練課程，以提升同仁的專業知識、工作技能、團隊運作、工作效率與競爭力，並推動 ESG，善盡企業社會責任。

李總經理正以嶄新的運營思維積極領導公司創新轉型，並持續根留台灣、行銷寰宇，再創輝煌。

出口實績及國際競爭力

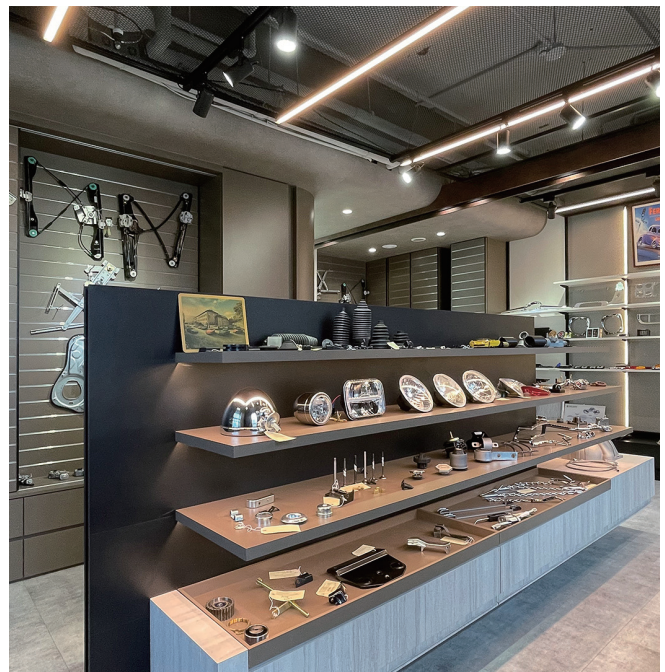
- 1 外銷佔營業額 99%，出口至全球 115 國家，客戶逾 700 家，90% 向台灣數百家供應商採購
- 2 幫全球客戶整合台灣及中國多家供應商之完整系列產品，提供多元之一站式客製服務
- 3 協助客戶開發模具及代工生產，整合各種專業製程，提供滿足客戶多元需求之專業客製化服務
- 4 自行設計與自製符合歐美法規之醫材產品

營運管理與績效

- 1 領導階層優秀認真，帶領公司往前邁進、往上提昇
- 2 業務、研發、品管人才濟濟，團隊合作良好，提供客戶專業多元之整合與客製化服務
- 3 90% 向台灣採購、行銷全球 115 國
- 4 品質管理系統通過 ISO 9001 及 ISO 13485 認證
- 5 衆多產品取得歐美與紐澳法規認證
- 6 企業社會責任通過歐盟標準認證

永續經營

- 1 誠信經營：守法、合規、負責、制度化、國際化
- 2 風險分散：客戶遍布全球 115 國、產品多元、供應商廣大
- 3 財務健全、資金充裕
- 4 以人爲本：工作環境良好、充分培訓員工、關懷員工、分享努力成果
- 5 善盡企業社會責任：尊重且保護人權、工作環境安全衛生友善，推動 ESG，資助偏鄉基礎教育及協聘大學優良師資，努力回饋社會
- 6 順利傳承：創辦人已順利傳承給二代，持續創新轉型、與時俱進



綜合評語

- 1 整合多項領域產品之製程爲各國客戶提供服務的整體解決方案，主要客戶有 3M 等知名品牌，出口國家超過 100 國。
- 2 導入 ERP 及 ARAS PLM 圖文管理，提升系統化之經營管理，導入 AI 分析應用之營運模式，整體營運模式已系統化建置，具數位轉型能量。
- 3 通過 SGS 對歐盟企業社會責任標準 (BSCI) 之驗證，取得評核結果 Outstanding 之佳績。

Pan Taiwan Enterprise Co., Ltd.

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Business Items

Industrial Safety Products

Automobile Parts

Custom-made Plastic and Hardware Parts

Medical Products

History

- 1977** Founded in Taipei, initially exporting automobile parts to the Middle East
- 1979** Began exporting automobile parts to the USA and South America
Provided customized parts for classic cars
- 1982** Began exporting industrial safety products
- 1987** Offered customized OEM services
- 1993** Established subsidiary Asia Connection, specializing in exporting medical products
- 1996** Obtained ISO 9001 certification
- 1998** Expanded to serve clients worldwide
- 1999** Purchased 5,623m² offices and factories in Chung Ho, New Taipei City
- 2000** Enhanced professional and diverse customized services
Set up offices in Dongguan and Ningbo, China
- 2007** Set up an office in Changhua
- 2010** Achieved ISO 13485 certification and obtained CE certification
- 2014** Passed U.S. FDA audit

2015 Set up an in-house factory

2016 Achieved CSR certification under EU standards

2023 Self-designed and manufactured powered nasal aspirator obtained CE certification under MDR regulations ahead of competitors

2024 Awarded the 2nd New Taipei Enterprise Classic Award and the D&B Elite SME Award for four consecutive years

Introduction

Pan Taiwan was founded in 1977 by Chairman Shi-Shan Lee, a self-made entrepreneur with a Master's degree in Economics from NTU, Taiwan, and an MBA from the USA. Coming from a farming family, he began by traveling solo to Saudi Arabia to promote automobile parts. After expanding the business there, he shifted focus to the global market, setting up a customized automobile parts business in the USA and Europe.

Chairman Lee leads Pan Taiwan with three core principles: the grounded approach of a farmer, the courage of a warrior, and the lifelong learning of a scholar. The company started with automobile parts and later expanded into industrial safety products, customized hardware, and medical products. It obtained ISO 9001 certification in 1996, added ISO 13485 in 2010, and secured the CE certificate for EU Medical Device Regulation(MDR) compliance in 2023.

Under the leadership of Chairman Lee and Vice GM Lin, a CPA and NTU graduate, the company is known for its solid systems, financial health, integrity, and diverse services, gaining global recognition. Beyond business, the couple actively contributes to society, supporting disaster relief, environmental protection, and education in remote areas.

Chairman Lee has passed leadership to his son, General Manager Yu-Chiang Lee, who holds a Master's degree in Electrical Engineering from a top U.S. university. Since joining in 2012, General Manager Lee has modernized company operations through digital tools and ongoing employee training, improving skills, teamwork, and competitiveness. He also emphasizes ESG initiatives and corporate social responsibility. General Manager Lee is now steering the company towards global growth and continued innovation.

Export Competitiveness

- 1 Exports account for 99% of turnover, with over 700 clients in 115 countries; 90% of products are sourced from Taiwan.
- 2 Integrate a wide range of products from numerous suppliers in Taiwan and China, offering diverse and customized services to global clients.
- 3 Provide contract manufacturing by integrating various specialized processes to deliver tailored solutions that meet global clients' diverse needs.
- 4 Design and manufacture medical products in compliance with applicable regulations.

Operation Performance Management

- 1 Strong, dedicated leadership driving the company's growth and success.
- 2 Experienced and committed Sales, R&D and QC departments working together to offer clients professional and diverse customized services.
- 3 Source 90% of products from Taiwan and market to 115 countries.
- 4 Maintain ISO 9001 and ISO 13485 quality management systems.
- 5 Products certified by EU, USA, and AZ standards.
- 6 Corporate social responsibility certified by EU standards.

Sustainable Management

- 1 Integrity in Operations: Adhere to clients' needs and applicable regulations.
- 2 Risk Diversification: Serve clients in 115 countries, offering a diverse range of products and working with hundreds of suppliers.
- 3 Strong financial foundation.
- 4 Positive work environment with comprehensive employee training, care for staff, and profit-sharing.
- 5 CSR Commitment: Uphold human rights, maintain a safe and healthy workplace, implement ESG initiatives, and give back to society.
- 6 Smooth Succession: The second generation successfully leads the company, driving innovation, transformation, and adapting to changing times

