



汎武事業股份有限公司

- 負責人：謝武吉
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主要產品

- 電力配電產品代理銷售及配電盤製造
- 自動控制元件代理銷售及整體解決方案
- 全方位散熱解決方案

企業沿革

1988年	創立，將電力高壓器材的銷售型態帶入嶄新的紀元
1994年	與士林電機、3M簽訂經銷合約
1998年	與美商3M簽訂電力產品，台灣區總經銷
2000年	與法商施耐德電機簽訂經銷合約
2002年	與義大利VEI POWER DISTRIBUTION簽訂台灣區總代理
2003年	設立散熱風扇事業部，與建準電機SUNON簽訂經銷合約
2004年	與ABB簽訂經銷合約
2005年	與永彰電機HITACHI簽訂經銷合約
2009年	與西班牙RTR及歐洲ETI簽訂台灣區總代理
2012年	設立昆山大武吉電機有限公司，成為SUNON中國經銷商
2015年	阿里巴巴B2B跨境電商競賽 台灣區總冠軍
2016年	總代理 Airvida穿戴式負離子空氣清淨機，跨足消費電子產品的線上線下經銷管理
2017年	總代理 Procozy吊隱式智能除濕機 遷入新營運總部，佔地1500坪，建坪3000坪

企業簡介

RST汎武- 30年來致力於提供工業/商辦/住宅，能源用電、安全節能的整體解決方案服務，提供客戶完整的產品諮詢、技術支援與售後服務。

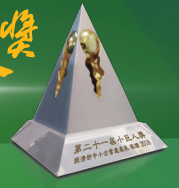
8個事業部：

電力配電事業部	系統整合事業部	瑞侃產品事業部	綠築智能事業部
工業控制事業部	國際貿易事業部	散熱風扇事業部	消費性產品事業部

4 個營業所(高雄/台南/台中/台北)

2 家子公司(中國昆山、富強電機)

名列2018台灣TOP5000 批發零售業第78名 (中華徵信所)



RST Enterprise Co., Ltd.

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Products and Solutions

- Professional agent for international brand industrial automation parts & electric parts
- Electrical power Resources distribution professional agent
- Industrial automation parts sales, system integration
- Total Thermal AC/DC Fan Solution

History

1988	RST enterprise is founded by Mr. and Mrs. Hsieh in 1988, dedicated to assist and support in electric power resource area for customers by offering Reliability, Service, and Technique -- the RST spirit.	
1994	Signed a distribution agreement with Shihlin Electric & Engineering Corporation	
1998	Became the official distributor for 3M's electronic products in Taiwan Region	
2000	Signed a distribution agreement with Schneider-Electric France	
2002	Became the official distributor for VEI Power Distribution, Italy in Taiwan	
2003	Established AC/DC Axial Fan Department and signed a distribution agreement with SUNON	
2004	Signed a distribution agreement with ABB	
2005	Signed a distribution agreement with Hitachi	
2009	Became the official distributor for RTR Spain and ETI Europe in Taiwan Region	
2012	Invested Kunshan DWJ Company, becoming Sunon's distributor in China	
2014	Founded Kaohsiung RST Lian Xin Charity Fund	
2015	Topped Alibaba B2B Cross-border E-Commerce Contest in Taiwan	
2016	Became the official distributor of Airvida Ionic Air Purifier which started RST e-commerce era of consumer electronics	
2017	Became the official distributor of Procozy, Professional Humidity Control and Air Purifying System Relocated business headquarter alongside Logistics Center, Electric Panel Manufacture Factory, and Develop and Experiment Laboratory	

國際競爭力

一、優商優品 品牌建立

以電機與工業自動化為發展核心，汎武致力於提供 - 台灣與全球知名品牌，建立值得信賴的價值鏈，服務海內外的廣大客戶群。

二、立足亞太 放眼全球

協助台商前進海外基地，外銷至全球30餘國，締造東南亞、中南美洲與中東市場國際商業聯盟；並榮獲全球電商龍頭阿里巴巴2015年台灣首席營運商。

三、專業團隊 使命必達

1. 專業分工的優質國際貿易團隊，提供一站式的服務，將您的生意視作我們的事業。
2. 30年電機與工業自動化為發展為基礎，以提升客戶體驗與滿意度為前景 開創新零售商業模式。
3. 打造客戶，供應商與汎武的三方平台 營運共贏共榮的全球跨境聯盟。



營運管理

為了落實權責，八大事業部各自利潤中心，財務數字透明，直接連動績效獎勵制度。

1. 利潤中心制度，各事業部如同一家獨立運作的小型公司，總經理在業務上充分授權主管，並全力支持，只給予業務方向導正，加強內部各事業部連結、業務整合，發揮綜效。
2. 對內樽節成本，全面導入 ERP 九大循環，e 化內控，留意各項經營數字指標，健全財務績效，精省人力，使員工的產值極大化，遠超越同業。
3. 對外積極行銷汎武，隨著公司搬遷新的廠辦總部大樓，新 CIS 推動、新官網上線、公司影片、汎武之歌、各種獎項，更多的媒體曝光機會...都宣示著 汎武將進入全新的里程碑，繼續向前邁進！

社會責任

一、綠能環保：

新廠頂樓裝置有 220KW 太陽能發電系統，廠辦大面積的窗戶，明亮又通風，可以減少用電。

二、兩性平權：

員工男女比例約 4：6，中階主管以上有 25 人，其中男女比 1.2：1，部門主管也有多位由女性擔任，平權開放的工作環境，並給予職業婦女彈性的上下班時間。

三、社會公益：

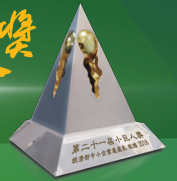
在公司日益茁壯之餘，謝武吉董事長仍不忘回饋社會，樂於付出幫助弱勢團體，除了長期投入「財團法人高雄市私立聖淵啟仁中心」關懷腦性麻痺的弱勢族群；2014年成立「社團法人汎武吉祥連心會」，帶領員工，投入社會關懷，一起做公益。

除此之外，更積極參與扶輪社、家扶中心活動；並支持高雄大學校友會、南區大專院校的產學訓合作計畫，教導社會新鮮人一技之長與正確的學習態度。



綜合評語

- 一、主要配電器材、散熱風扇等代理銷售至泰國、中國、哥倫比亞、美國、越南市場，行銷世界各地，具有穩定且分散的外銷對象。
- 二、產品橫跨面向廣泛，代理品牌多樣，提供一條龍的服務營運模式，獲得各國廠商的認同，具市場競爭力。
- 三、成立汎武吉祥連心會以專責建教合作、社會服務，接觸多方公益社團，建立學生和社團的連結，重視節能與環保，值得肯定。



Introduction

Founding in 1988, RST focusing on electromechanical development as its core philosophy; offers its industrial, commercial, and residential clients with global operations, by engaging in teamwork and resource integration in a professional manner within its eight departments,

- 1 Electric Power Resources Department
- 2 Industrial Control Departments
- 3 AC/DC Cooler Fan Departments
- 4 System Integration Department
- 5 Smart Green Building Department
- 6 International Trade Department
- 7 Raychem Department
- 8 Consumer Products Department

Four branch offices: Kaohsiung (Headquarter)/ Taipei/ Taichung and Tainan

Two subsidiary companies: Full Power Electric and China Kunshan DWJ

Ranking NO.78 in Wholesale and retail trade business in Taiwan TOP 5000.



Export Competitiveness

I. Brand position and development strategy

With the core of development of Electrical& Electronics and industrial automation, RST Taiwan is committed to providing Taiwan-based and world-renowned brands resources, establishing a trustworthy value chain and serving customers in the world.

II. Globalization

Assisting Taiwanese cooperation to advance overseas Beachhead, exporting to more than 30 countries around the world, and establish an international business alliance in Southeast Asia, Central and South America and the Middle East; and won the global e-commerce leader Alibaba 2015 Taiwan Chief Operator.

III. Task driven and customer-oriented international sale force

The department integrates trade, agency, and e-commerce-related technologies as well as purchase and sales-related serving as an international electricity& industrial automation control resource supplier and European and American brands product manager that provide its clients with a variety of affordable electronic power resource parts and industrial automation control products to help them achieve the goal of cost control.

Operation Management

I. Profit Center System

Each business unit is like a small company operating independently with fully authorizes the supervisor in the business direction, strengthens the internal business unit links, integrates the business, and exerts synergy.

II. The Cloud and Internal Control.

By Import the ERP and e-internal control, focus to various operational indicators to improve financial performance and lean manage manpower. To Maximized the output value of employees.

III. Progressively penetrated into Marketing channel

Social Responsibility



I.Environmental Protection

Green, Smart& Eco-friendly Headquarter building with 220KW power generation with solar energy system

II. Gender equality

The ratio of male to female work force is 1.2:1 in 25 middle-level supervisors, and give vocational women flexible working hours.

III. Corporate social responsibility

RST attaches great importance to giving back to the community. The Kaohsiung RST Lian Xin Charity Fund has devoted itself to providing young college and university students with care and career development counseling as well as supporting underprivileged students. To create a positive, caring, and loving society.