



## 力偕實業股份有限公司

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### 企業沿革

- 1994年** ● 創立於台中市建功街，由2位員工在一間30坪小工廠開始經營。致力於氣動釘槍的研究開發。
- 1995年** ● 遷移至太平區工業16路規劃生產。
- 1998年** ● 為迎合市場成長需求遷至大里區工業九路176號擴大生產。
- 2000年** ● 通過ISO900-1994 QMI認證 並加入D-U-N-S鄧白氏企業認證
- 2001年** ● 以自有品牌APACH開始行銷全世界，全力提升品質，公司定位為專業釘槍設計製造廠。
- 2004年** ● 國內自製第一支捲釘棧板槍問世，銷售美國及大陸
- 2007年** ● 為提升研發素質，接美國專業OEM廠委託新開發案進行研發。並於2009年投產
- 2014年** ● 擴大產能，設立力偕二廠專為生產OEM產品，原廠全面生產APACH產品。
- 2015年** ● 開發第一支自動機械手臂棧板槍
- 2016年** ● 設立力偕三廠專為生產氣動衝擊扳手。
- 2019年** ● 通過ISO900-2015 AFAQ認證

### 主要產品

氣動釘槍、氣動鏈釘機、電動釘槍、氣動扳手、氣動拋光機與客製化氣動工具等。

### 企業簡介

力偕：顧名思義就是要結合志同道合的工作夥伴，以團隊的力量，共同來開創事業打造未來。

力偕實業於1994年8月成立於臺中市建功街，由兩位員工於一間30坪小工廠開始經營，自成立二十六年以來一直不斷致力於開發和製作最高端的氣動釘槍與氣動手工具，不論是在外觀設計、關鍵零部件的耐久性測試、出貨前的成品檢驗，都嚴格把關每一個流程，以確保能夠將最好的產品送到顧客手中。

力偕客戶分布五大洲，同時秉持著重視客戶服務、聆聽客戶聲音及滿足需求，擁有強大研發團隊及與國際品牌合作的經驗，可依OEM及ODM客人的需求，量身訂做或開發特殊應用端工具，並提供快速與即時的服務。

力偕共同願景：

- 共享獲利
- 與客戶互為工作夥伴
- 讓公司成為員工樂於參與協助的場所
- 成為工業級產品的第一品牌

### 國際競爭力

- 一、擁有多元化的潛力與創新技術，有豐富ODM及OEM代工經驗。
- 二、力偕重視各區蒐集來的市場資訊並定期視訊會議討論，提供各區代表針對各市場的銷售策略與行銷計畫。
- 三、每年安排時間走訪並親自確認市場狀況與研擬隔年度營業計畫：除了國際展覽，力偕協助代理商與經銷商參加地方展覽，根據需求派遣技術人員除提供專業知識外，處理各地客抱個案並提供解決與預防方案。
- 四、“多管齊下”的行銷地圖從舊往參展走向電商系統B2B擴及B2C與O2O。





# Apach Industrial Co., Ltd.

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## Products and Solutions

Pneumatic tools, include Nailers, Stalpers, Impact Wrench, Senders etc. and Electric stapler also. Apach now forward to Auto machine, especial for robot pellet system



## History

- 1994 ● Establish by T.F. Lin and Y.K Chen , design house at beginning.
- 1995 ● Star manufacture tools. Tool volume 2000 PCS/ Mon
- 1998 ● Move to the new Factory now to catch the business need. 8000 PCs/Mon
- 2000 ● Obtained ISO900-1994 QMI certification and D-U-N-S business authentication.
- 2001 ● Introduction “ APACH” brand to the world, focus on industrial air nailer on business.
- 2004 ● 1st Taiwan design and production coil nailer with “ Apach “ brand release to world,
- 2007 ● Co-work with USA famous company for ODM business.
- 2014 ● Set up FAB II for ODM products, Capacity up to 15000 PCS/Mon
- 2015 ● Design and release 1st Auto pallet robot line.
- 2016 ● Start new business and set up FAB III for Impact wrench and relative product.
- 2019 ● Obtained ISO900-2015 AFAQ certification

## Introduction

“APACH” was the sound of pneumatic nailer on working status. Apach co-work with the join members as a team to build the future.

Apach establish on 1994with 2 members for design house until now 15000PCS/mon output product., We focus on professional / industrial used tools. Not only on the quality but also ergonomic, durable & reliable of tools. Our tool had sold to all of entire world with “APACH” brand. We are not treat as a manufactory company only, We education the team members as a service mind. The tools must be fit the customers need was the first minding.

The vision of Apach :

- Create & share profits
- Be the best partner of our customers
- Establish a company that everyone is willing to join in
- Become a leading brand in professional (industrial) markets





## 營運管理

- 一、關鍵性技術發展策略：藉由經驗豐富技術人員的優質技術服務，積極回應顧客要求，維持良好的客戶關係，建立供應商與客戶之間的信賴與信心，提升技術競爭優勢
- 二、創新產品發展策略：以客戶為主、供應商為輔，發展成本合理化的產品，運用標準化研發作業流程，提高作業之速度及效率，在創新流程設計中持續進行符合相關測試標準產品為目標。
- 三、品質是力偕的核心價值，生產管理為品質的基礎關鍵。透過企業資源規劃系統(ERP)，從業務接單、生管排程、資材採購、進料檢驗、加工管控、產品組裝、功能測試、品質檢驗、包裝檢查到成品出貨皆透過此系統嚴謹規範每一關，除了確保每一項出廠的產品品質，如發生客抱事件，每項產品皆有完整履歷以供查詢，針對問題點即刻做改善，做好服務品質與朝零客抱的理想前進！
- 四、力偕注重“以人為本”的管理思想，視員工為最重要的資產，營造友善的工作環境，工作內容豐富化，勞動條件持續改善與優化，從人員招募、任用、育才、留才，力偕朝向公平合理的目標持續修訂管理規章。



## 社會責任

- 一、提供一個安全友善的職場環境是企業的承諾，力偕於2019年開始致力SAISA8000企業社會責任管理系統之推行，並預計於2021年1月與ISO9001共同取得認證。力偕公司除了遵照法令規定，為建立一個良好的工作環境，保障員工的職場安全與身心健康。



- 二、除了在工廠內綠色植栽外，一律使用無毒溶劑以友善環境，同時力偕選定的供應商皆符合ROSH及GREEN認證。
- 三、力偕秉持人飢己飢，人溺己溺的精神，社會回饋是力偕必做之志業，自成立以來二十幾年不間斷，除了定期定額性捐款，各地國內外賑災捐款、地方廟宇建設、道路拓寬、南投家扶基金、慈馨建設基金、慈馨兒少之家基金、United Way of America之捐款皆為力偕取之於社會用之於社會的理念。



## 綜合評語

- 一、專業工具設計製造廠，未來朝自助機械手臂方向發展，主攻工業專業市場，以自有品牌APACH外銷至北美、歐洲地區，國外客戶穩定。
- 二、強調客製化及多樣少量生產，建立系統化產品開發模式，產品注重人體工學及使用者感受，依客戶反應開發及改良產品。
- 三、營造友善職場環境，提供員工獎金制及共享公司獲利，注重員工身心健康，並選定符合ROSH及綠色要求之供應商。



## Export Competitiveness

- I. Innovation and technology for the customer need, especial for the ODM/ OEM customer.
- II. According the information from customer to setup the sale plan on different country and region.
- III. Immediately response to the customer if any non-conformity case. Setup the train coast for the customer need.
- IV. Annual visit the customer and discuss the new project need on different market.
- V. Attend different region exhibition and join the B2B, B2C and O2O business. purchase products that are customized to their specifications.



## Operation Management

- I. Innovation : According to the needs of customer and the knowledge-related of tool to setup the design knowledge data base. It will quickly feedback to customer for any need.
- II. Technology : Setup the standard release process between the customers and suppliers. It will reduce the unexpected effect on new tool design and also contribute the efficient of new product release schedule.
- III. Apach setup ERP on 2008, not only for the stock/ product line manager but also on quality system. Each parts/ final goods need follow the flow, step by step to check any non-conform case. Especial all the final good need pass twice 100% functional check and last out going quality sample check to make sure that the goods on end users all well function.
- IV. In Apach, we believe that all the employee were the most important property. Create the safety environment was the 1st priority of APACH. Apach also provide the paid leave and relate subsidies.

## Social Responsibility

- I. Apach had got the ISO9001-2015 and start to setup SAISA8000 social responsibility. Most important to make a balance between the business and healthy/emotional care of colleague
- II. All the parts / solvent all pass ROSH and GREEN certification. Apach make a green plate of working also .
- III. Base on the “ To give is better than to received” . Apach donate to the “Taiwan Fund for children and family”, : Buddhist Compassion Relief Tzu Chi Foundation ;, “ Tsu-Kuang Foundation “, “Tsu-Hsin Child’s Home” , and we also contribute to the “United Way of America “ , : To take from the society , to use for the society” totally.

