



皇廣鑄造發展股份有限公司

TEMCO METAL & CHEMICAL CORP.



董事長 張豐國先生
Chairman : Mr. F.K. Chang

負責人：張豐國

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25弄6號2樓之3

電話：02-27189709

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推薦單位：第一銀行 民生分行

營業項目：鑄造材料之生產、研發及銷售

產品名稱：鑄造產業所使用的輔助材料含冒
口保溫套、耐火塗模劑、砂心黏
結劑、綠色呋喃樹脂及各種熔湯
精煉劑等

Owner : Mr. F.K. Chang

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Recommended by :

First Bank Minsheng Branch

Business Items :

Production, Research, Development and Sales of Foundry Materials.

Main Products :

Green Riser Sleeve, Refractory Coating, Core Adhesive, Green Furan, Flux



總經理 張世維先生
General Manager : Mr. S.W. Chang



精品式德國GIFA展覽
GIFA Show in Germany Like a Luxury
Good Show



<http://www.temc.com.tw>



產品 Products



機械乃工業之母，而鑄造又是機械工業的根源。皇廣鑄造成立於1987年，主要從事鑄造材料之研發、生產與銷售，以「提升鑄造產業技術水平及降低生產成本」為公司使命。

因應市場日漸成長的需求，2007年在彰化縣北斗鎮投資億元，設立佔地3,000坪的現代化廠房，專業生產高級鑄造材料供應國內外鑄造產業。目前國內市占率已達46%，已是國內許多知名鑄造廠的主要供應商；除在中國大陸江蘇省設有皇廣分公司外，並已成功行銷至澳洲、日本、德國、加拿大等19個國家。

創新研發 響應環保 研發綠色產品

研發團隊秉持著不斷創新的精神，滿足客戶需求的理念以及符合國際環保的高標準來研發新產品，在研發部門努力不懈下，陸續成功研發出具環境意識的綠色系列產品，除了已帶來可觀的商業效益外，亦可減少鑄造產業對生

態環境的衝擊，大幅度提高臺灣鑄造產業的國際形象。

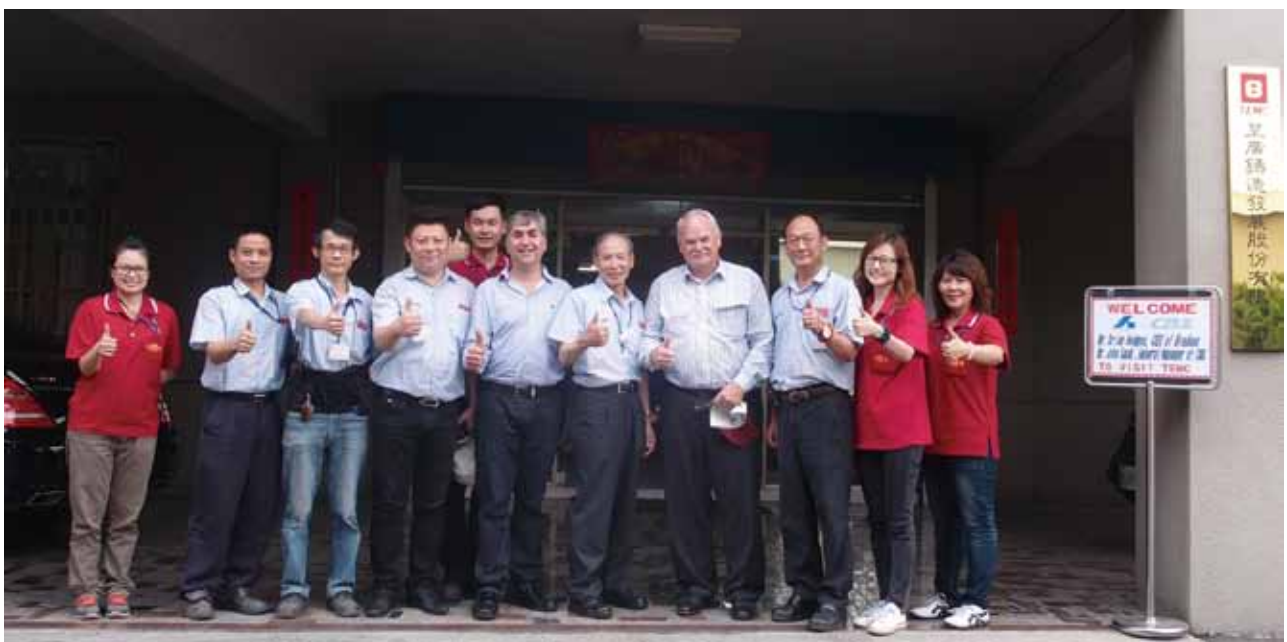
獨創深度客製化服務

為了在行銷上與同業有差異化之競爭優勢，因此獨創深度客製化服務，確保皇廣技術服務領先地位：

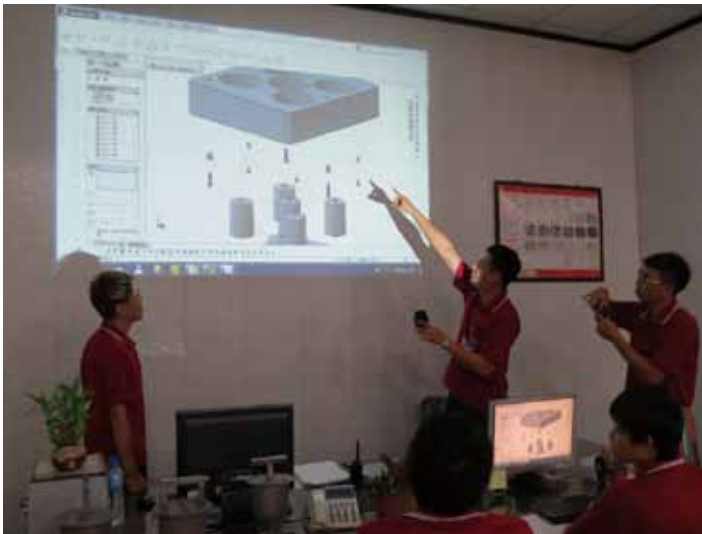
- 深度提供客製化的產品
- 率先引進美國鑄造學會（AFS）的鑄件方案設計及模擬軟體
- 創新服務：製造業服務化-我家就是你家/微笑服務
- 導入電子化商務，服務品質再升級

行銷佈局大躍進

自1994年與菲律賓AVEMOCO簽訂合約起，皇廣便正式跨入國際市場。其中尤以2012年9月與全球擁有將近6,000名員工的澳洲上市工業集團Bradken Limited旗下子公司CMS，簽



澳洲集團 Bradken Limited總裁 Mr. Brian 親訪皇廣 Mr. Brian, President of Australian Bradken Limited, Visited TEMCO.



核心技術中心會議 Core Technology Center Meeting

訂金額達1,000萬美元之技術轉移合約為最具指標性行銷成就，大大提升皇廣在國際市場上的知名度。同年與日本JAPAN FOUNDRY SERVICE CO簽訂代理合約，正式跨進難進入的日本市場。於2014年獲得德國VHG公司的訂單，完成皇廣第一個外銷到歐洲市場的貨櫃，正式開啓歐洲市場大門。

近年行銷戰役屢傳報捷，無非代表皇廣在產品品質、研發能力與技術服務，經過多年努力耕耘之後，終能在競爭激烈的

國際市場佔有一席之地且與世界大廠平起平坐。

社會責任 回饋社會

善盡社會責任是皇廣一直以來不遺餘力的工作，除致力於研發及改善綠色產品符合世界環保趨勢外，更積極參與許多回饋



鑄造工程獎
Casting Engineering Award

社會公益活動：為鼓勵更多青年投入鑄造產業，皇廣設置鑄造獎學金頒發給優秀鑄工科學生，獲得全臺鑄造相關的產官學研一致好評。此外，更積極鼓勵員工一起以行動投入弱勢團體關懷活動。

幸福企業 員工為先

皇廣對員工的重視程度高過對於客戶。

除了提供給員工公平薪資待遇、激勵制度以及多元化培訓課程，亦施行許多國內產業罕

見的福利制度：提供每年免費員工健康檢查及團體保險、獨創生日假、每月歡樂慶生會、全家福獎、夏日消暑飲品無限暢飲、每年國內旅遊（每三年國外旅遊）、打造豪華員工元氣屋、不定期舉辦各式員工康樂活動等福利。

皇廣團隊 堅持卓越

未來皇廣團隊將秉持著經營理念「飲水思源、永續經營、立足臺灣、邁向國際」，逐步完成各階段的圓夢計畫，以成為臺灣另一個鑄造材料產業的隱形冠軍，邁向世界市場並成為國際鑄造材料大型供應商的雄心而努力。■



鑄造獎學金頒發典禮
Casting Scholarship Presentation Ceremony



Machinery is the mother of industry and casting is the root of the machinery industry. Founded in 1987 and aiming to “raise the technical standard and lower the production cost of the casting industry,” TEMCO Metal & Chemical Corporation devotes to the research and development, production, and sales of casting materials.

In response to the rising market demand, TEMCO invested in 2007 a sum over one hundred million NTD in building a modern factory of about 0.99 hectare in Beidou Township, Changhua County, to specialize in producing high-class casting materials for domestic and foreign manufacturing industries. Today, TEMCO dominates the domestic market with a 46% share and it is the major supplier of many leading domestic foundries. Apart from setting up branches in Jiangsu Province, mainland China, TEMCO has successfully distributed products to 19 countries in the world, including Australia, Japan, Germany, and Canada.

R&D innovation: Green products for environmental protection

Upholding the spirit of continual innovation, total customer satisfaction, and compliance with the highest international environmental standards, TEMCO's R&D team spares no effort to

develop new products and has successfully developed a series of green products that complies with environmental consciousness. Apart from bringing considerable commercial benefits, these green products can reduce the ecological and environmental impact of the casting industry to significantly improve the international image of Taiwan's casting industry.

Original in-depth customization service

To create differential competitive strengths from competitors, TEMCO has developed the original in-depth customization service to secure market leadership:

- Provision of in-depth custom products.
- Introduction of AFS' casting design solution and simulation software
- Service innovation: Servitization of manufacturing:
-We Are Family/ Smile Service
- Implementation of e-commerce: Service quality re-upgrade

Big leap in marketing deployment

After signing a contract with Filipino company AVEMOCO in 1994, TEMCO officially entered the international market. The technology transfer contract worth US\$10 million--signed in September 2012 with the CMS, a subsidiary of Australian listed industrial group Bradken Limited with nearly 6,000 employees--is TEMCO's most indicative marketing and it has substantially raised TEMCO's global awareness

without a doubt. The agency contract signed with Japan Foundry Service Co., Ltd. in the same year marked TEMCO's official entry to the Japanese market. The order from VHG of Germany in 2014 was TEMCO's first export to Europe and denoted the company's start of its European trade.

These marketing successes show TEMCO's efforts to improve product quality, R&D capacity, and technical service over the years have finally enabled it to play a part in the



關懷弱勢團體 Care for Disadvantaged Groups



捐血志工 Blood Donation Volunteers

highly competitive global market and be treated equally along with world-leading suppliers.

Social responsibility

TEMC has spared no effort to assume social responsibility. Besides developing and improve products to meet the global environmental trend, it proactively engages in countless pro bono activities. For example, to encourage more young people to join the casting industry, TEMC has established a casting scholarship for casting students with outstanding performance. This thus earned it critical acclaim from industries, government agencies, and academic institutions relating to casting. TEMC also encourages employees to engage in activities for disadvantaged groups.

Happy enterprise

TEMC values employees more than customers. Apart from fair compensation and treatment for employees, reward systems, and comprehensive training courses, TEMC has implemented a welfare system rarely found in domestic industries. Provided are free annual health examinations and group insurance, exclusive birthday leaves, monthly birthday parties, family awards, unlimited drinks in summer, annual local tours (overseas tours every three years), the deluxe employee recharging house, and comprehensive employee recreational activities.



員工旅遊-日本行 Employee Tour: Japan (2014)

Insistence on excellence

In the future, TEMC will uphold the corporate philosophy of Gratefulness, Sustainable Operation, Cultivating Taiwan, Thinking Globally to actualize corporate visions at different stages, so as to become another hidden champion of Taiwan's casting material industry, cultivate the global market, and become the lead global supplier of casting materials.



綜合評語 Commentary

以綠色鑄造材料產品成功外銷19個國家，且成功進軍品質要求極高的日本以及德國市場。響應政府政策以「製造業服務化」協助客戶降低生產成本，增加產品附加價值，並建立中央實驗室，提供即時快速的顧問式行銷服務。近年來每年營收皆成長，未來極具潛力。

TEMC successfully exports green casting materials to 19 countries, including Japan and Germany, which ask for extremely high quality. Supporting the government's "servitization of manufacturing" policy, TEMC assists customers in reducing production costs and increasing product added value. TEMC has also established a central laboratory to provide real-time, quick consultative selling services. In recent years, annual sales have increased every year, revealing the company's extreme potential.