

介明塑膠股份有限公司

Jieh-Ming Plastics Mfg. Co., Ltd.



總經理 翁俊民
President Hose J. M. Ueng

負責人：翁俊民

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推薦單位：

- 兆豐國際商業銀行 桃園分行
- 台灣區塑膠製品工業同業公會

營業項目：

塑膠膠粒/塑膠軟管之加工製造買賣及進出口業務

產品名稱：

塑膠粒/園藝用管/工業用管/家庭用管/醫療軟管及相關產品



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

Owner : Hose J. M. Ueng

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Recommended by:

- MAGA INTERNATIONAL COMMERCIAL BANK CO., LTD.
TAO YOAN BRANCH
- TAIWAN PLASTICS INDUSTRY ASSOCIATION

Business Items:

Manufacture and Sales of PVC Compound / Plastic Hoses and Hose Assembly

Main Products:

PVC Compound/Garden Hose/Industry Hose/
Family Hose/Medical Tubing



介明外觀 Jieh-Ming Plastics overview

介明塑膠公司成立於1975年，是典型的中小企業，也是台灣企業成長的縮影。成立初期以內銷為主，主要產品為家庭及農業用水管，後來逐漸擴展外銷市場，產品也發展應用至園藝、工業及家電用軟管。近年來跨足醫療、玩具、飲用水等軟管。為釐清未來的發展方向，介明將產品分成「核心產品」和「加值產品」兩大事業部，並訂定及限定其銷售比率，以求公司的健康成長。

品質至上 客戶是唯一的道路

介明是亞洲第一家通過ISO9000的軟管工廠，並陸續通過ISO14001、ISO14064-1、ISO13485、台灣GMP認證；並得到美國Home-Depot、Wal-Mart、Sears等知名賣場SA-8000、C-TPAT(反恐海關貿易伙伴)、S.E.R及社會責任的合格稽核；產品獲有日本厚生省、NSF、FDA、ISO10993等合格測試報告。介明堅信「客戶是唯一的道路」，並將2013年的品質政策訂定為「檢測合格的品質，客戶有保障；取得國內外認證，客戶有信心」，品質穩固，獲國內外客戶肯定。

行銷策略 配合年度計劃 成功出擊

每年12月，經營團隊都會擬定下一年度的年度計劃，包括明年度的策略方向、年度目標、各部門重要工作，作為經營的參考，並在每一季召開經營會議，檢視修訂年度計劃。介明這幾年來，不畏經營環境惡化，尚能逆勢成長，除了全體員工的努力外，策略方向的正確，功不可沒。



軟管類及膠粒 Compound and Hoses

介明每年至少參加海外展覽10次以上，總經理或營運長必親自參與，以了解市場最新變化及客戶需求，回來後召開分享會議，並親自說明；因此，介明的經營者是公司第一線員工，除需具備公司文化特質，更須擁有旺盛的企圖心，是公司最佳形象代表。

「Mr. Hose」是品牌也是品質形象

介明自有品牌「Mr. Hose」，為塑膠業界眾所皆知的品牌。利用品牌專業形象與行銷服務做了整合性連結，在國際競爭激烈的市場上成績斐然。然而，翁俊民總經理的英文名字也稱為Mr. Hose，翁總經理參與社會公益活動已有22年，擔任「第52屆桃園扶輪社社長」任期中，本著取之於社會、用之於社會的態度，於2012~2013間舉辦了多場與異業交流的活動，並且致力於推廣環保綠色產品，帶領介明為社會環境維護盡一點心力。

庫存是萬惡根源 提昇核心競爭力

「消滅庫存」是介明2013年現場管理的

主軸。在工廠多處製作大型看板「庫存是萬惡的根源」、「庫存是侵蝕利潤的殺手」，嚴格規範原物料、半成品、成品，合計庫存不得超過月營業額平均的14天。積極效法豐田生產方式，消滅七種浪費，縮短流程時間，以求持續締造更耀眼的營業績效。

企業文化核心為「態度」、「速度」、「彈性」與「品質」。介明強調工作的「態度」，認為工作態度馬虎是在折磨自己，因此首要要求工作同仁第一次就把工作做好，做不好的事情一定要重做，絕不通融。「速度」則是準備的功夫，介明人自我要求「今日事，昨日畢」，對於工作挑戰做足完善的準備。



公司產品-塑膠粒 Main Product-PVC compound

Jieh Ming Plastics Mfg. Co., Ltd., established since 1975, has been a typical small and medium sized company and its development has been an epitome of the business enterprise in Taiwan. In its early stage it was aimed at internal market with hose products for home and agricultural use; it has later expanded into the export markets and produced hoses for gardening, industry and electronic appliances. Furthermore, it is now highly involved in the production of hoses for medical, safe toy and drinking purposes. For our future development we

38年來，介明塑膠朝著正確的策略方向前進，並且秉著旺盛的企圖心及努力不懈的工作態度，與員工一起獲利成長。

介明願景「可敬的卓越企業」

一位日本友人曾對總經理說：「公司及其負責人今年賺錢所繳的稅，乘以所有員工人數，就是企業及負責人對社會的貢獻度；貢獻度愈高，企業價值愈高。」這句話影響翁總經理及介明企業甚鉅。正派的經營、誠實的納稅、確保員工的工作權、配合政府的政策，是介明創立以來不變的原則。因此，介明塑膠的願景是成為「可敬的卓越企業」。企業要獲利，所有財務指標均要符合標準；並致力成為一個有靈魂的組織，期以趣味、希望、尊嚴、正直、公平、寬容與成就感，薰陶每一位介明人。■



have separated our products into two major groups: the “Core Products” and “Value-added Products.” We assign varied proportions to them so that we can make sure that Jieh-Ming Plastics will continue to grow in business and in profit.

Customer is Our Way, Our Truth

Jieh-Ming Plastics is the first hose factory in Asia that has been awarded ISO-9000, and later ISO-14001, ISO-14064-1, ISO-13485, Taiwan GMP verification; we have also passed the audits by S.E.R. & Security in USA, such as Home-Depot, Wal-Mart, Sears, Chain Stores for SA-8000



紗管廠-生產作業 Reinforced Hose Productions

Social Accountability, and C-TPAP (Customs Trade Partnership Against Terrorism); our products have also passed the test of Ministry of Health, Labor and Welfare of Japan, NSF, FDA, ISO-10993 and many others.

We firmly believe that customer is always our first priority, Our customers can always be assured that the qualities of our products have been strictly tested and certified by the most renowned laboratories, home and overseas. We have always tried our best to make our brand, Mr. Hose, a brand of the best quality because we have always placed the interests of our customers in the first place.

A Well-planned Annual Strategy to Reach a Successful sale Target

The management team of Jieh-Ming Plastics lay down in every December an annual plan for the next year. This will include a general strategy, targets for achievements and major assignments for different departments. These will form the guidelines for the whole company; on the other hand, these would also be constantly reviewed every quarter and readjusted accordingly. These have helped Jieh-Ming Plastics to strive against the general currents of economic downturn and remain a growing and profitable company. Such an achievement has come from a clear direction and the great efforts contributed by each member of the company.

Jieh-Ming Plastics has been regularly participated in major overseas exhibitions. The general manager or CEO would attend in person so that he can sense the most recent business trends and realize the requirements of our customers. He has to brief his colleagues in meetings. CEO of Jieh-Ming is always at the frontline and embodies not only what

is best of his company but also creates and maintains a strong motivation for the best. He projects the very image of the whole company.

Jieh-Ming's Green Commitment

The president of Jieh-Ming is the very Mr. Hose. Apart from a successful management of Jieh-Ming Plastics, he has played an active role in public service for more than 22 years. He acted as the 52nd chairman of the Taoyuan Rotary Society. In his incumbency he followed the principle that what came from society must return to it; he held a number of dialogues with representatives of other businesses in 2012-13. He in addition has always placed a great effort on the promotion of green products as a special contribution made by the Jieh-Ming Plastics for our better environment.

Work Ethics: Perfection and Readiness

We always lay stress on the work attitude and take anything less than a full devotion to the job in hand as a kind of self-torture; we demand everything should be done perfectly at one go; anything less than that has to be repeated from the very beginning and no exception is accepted. We therefore take work attitude as the keynote of our business culture. Jieh-Ming Plastics also stresses “speed” but this refers to the readiness for work that admits of no delay. There are two others that also bear: “flexibility” and “quality”.



研發辦公室 R&D office

Profit remains the primary target of our business! We will give our colleagues full time jobs to run all our production lines in full operation and only this can make money. To achieve this we have to have a right strategy, strong motivation, hard work as well as the providential care.

Target for this Year: fighting against Inventory because Inventory is the Source of All Evils

For this year the major target for management is to “Destroy Inventory”. We have placed placards such as of “Inventory is the source of all evils” or “inventory is the enemy of profit” everywhere in the factory as a constant reminder. We have tried to reduce the inventory of materials, half products and products to the less than half of our monthly operating revenue. We take the Toyota Production System as our paragon, eliminate seven kinds of wastes and shorten the manufacturing process. We, however, have not achieved our target yet. But we will continue our effort to achieve that.

The Vision of Jieh-Ming Plastics: An Excellent Enterprise That Wins Respects

A Japanese friend used to tell the CEO of Jieh-Ming that the tax you and your company pay to the government multiplied by the number of employees in your company is the contribution you make this year to your society. The higher your contribution is, the more valued are you and your company. This has a strong impact on Jieh-Ming Plastics. The Jieh-Ming Plastics, as it was, has always abided by managing business in integrity, paying tax in honesty, protecting the job opportunity of our employees and following the government policy.

Therefore, Our vision is “A Wealth-creating business, with its financial practices in line with the highest standards. Also An excellent enterprise that wins respects”.

It is our great greatest honor to be awarded National Outstanding Small and Medium Enterprises Award. This prize belongs to all the members of the Jieh-Ming Plastics who have done their best to

achieve this. This prize is also a spur for us to meet and overcome more future challenges in order to maintain the recognition that comes with this award.



2013年公司旅遊 Happy Company Tour In 2013

企業定位為「亞洲最佳軟管及國際醫療膠粒專業廠」，參考豐田式管理，自創JPS介明式生產管理方法，能有效掌握產能速度，降低管銷成本。創立環保回收設備，使材料成本更具競爭力；投入開發凍原產品和醫療級塑膠粒，獲利穩定成長，財務結構良好，值得肯定。

Positioning itself as “the most professional Asian hose manufacturer and international medical PVC compound supplier,” Jieh Ming Plastics invented the JPS management model based on the Toyota management method to effectively control capacity and speed to reduce operating costs. By installing materials recycling equipment, Jieh Ming Plastics has successfully enhanced its materials competitiveness. After investing in the R&D of the tundra air hose and international medical PVC compound, Jieh Ming Plastics has secured steady profit growth and maintained sound financial structure, which should be recognized.