



台灣食品暨製藥機械工業同業公會服務項目

一、協助會員市場行銷

- A. 於「台北世界貿易中心」外銷交易市場設有會員產品展示中心，接受諮詢服務。
- B. 與外貿協會共同主辦「台北國際食品加工機械展」及「臺灣國際生技製藥設備展」，以產業公會之立場為會員廠整合展出；並年年發行新版「台灣食品暨製藥機械總覽」，為會員爭取更多交易機會。
- C. 與國內外專業展覽會辦展機構協調，就會員之需求，協助其參加優質專業展覽會，以達成增加交易商機之願景；必要時，由公會前往設攤實地參展，俾買主洽商合作廠家。
- D. 建立「食品機械」、「製藥機械」資料庫，以備買主查詢，俾協助會員廠尋得合作商機；並承經濟部工業局輔導設置產業網站(www.tfpma.org.tw)。
- E. 依規定向經濟部申請本業別工廠拓銷海外市場輔導專案，如承辦國際貿易局輔導辦理推廣貿易業務等。

二、落實政府升級輔導政策，協助同業產品之改良

- A. 與政府及其相關法人就本專業機械範疇進行聯繫，俾善用政府資源，落實輔導產業升級。
- B. 爭取政府就本專業機械技術升級輔導及統計調查等專案補助。

- C. 協助會員廠解決人力缺乏問題及配合政府人力培訓計劃。
- D. 承辦政府舉辦專業人才培育研討會或產業輔導專案研討會。
- E. 就「智慧機械」產業創新政策之推動承接政府之補助，逐步推動同業設備之「智機化」。

三、促進同業互助合作，以策略聯盟走向國際市場

- A. 依據需要協助專業業者間密集溝通協商，以建立友誼，自然形成策略聯盟；增進商機之合作。
- B. 協調會員從事整廠設備輸出(Turn-key)。
- C. 協助會員廠商海內外投資、貿易等疑難之解決及協調相關機構之協助。
- D. 產業國際交流活動。

四、核發會員工廠之投標比價證明書、產地證明書，俾協助會員參與政府及相關機構之採購互動

- ★ 依據台灣工業團體法第十三條，凡從事食品機械、製藥機械及其零組件之工廠，均應加入本公會為會員，其旨在集合團體力量，從事工業之改良推廣，謀得共同之福利。

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Various services of Taiwan Food & Pharmaceutical Machinery Manufacturers' Association

I. Assist the members in marketing promotion

a. Member product exhibition center is formulated at the export trade market of "Taipei World Trade Center", to accept consultation service.

b. It jointly holds FOODTECH & PHARMATECH TAIPEI, as the position of industry association, to integrate its member manufacturers in exhibition, and update the "General Guide of Taiwan Food and Pharmacy Machinery" every year, to strive for more trade chances for its members.

c. Through coordination with domestic / overseas specialized exhibitions holding units, to solicit welfare and upgrade exhibition effects for its members in participation in exhibitions, and the Association also participates in exhibition, to facilitate the buyers in finding business targets.

d. To set up "food machinery", "pharmacy machinery", "food (pharmacy) packaging machinery", etc. databases, to facilitate the buyers in inquiry, assisting member manufacturers of seek for cooperation chances and, under guidance of Medium and Small Business Administration MOEA, set up web site of the industry. (www.tfpma.org.tw)

e. It applies for the plant marketing promotion of overseas market guidance project of the manufacturers of the industry attribute to guidance project of the manufacturers of the industry attribute to MOEA in accordance with regulations, such as under-

taking the guidance in conducting trade promotion business, etc. under Board of Foreign Trade, etc.

II. To actualize government upgrading guidance policy, assist fellow trades in product innovation

a. To engage in contact with the government and its related juridical persons concerning the specialized machinery scope, to make good use of the government resources, and actualize industry upgrading.

b. To strive for the machinery technical upgrading guidance and statistic investigation project subsidies conducted by the government concerning this industry.

c. To assist the member manufacturers to solve the problem of insufficient manpower and comply with the government in manpower cultivation & training schemes.

d. To undertake the government initiated specialized talent cultivation seminar or industry guidance project seminar.

e. To promote the "Smart Machinery" industry's innovation and development through government subsidies, and gradually pushing the industry towards the integration of smart equipment.



Various services of Taiwan Food & Pharmaceutical Machinery Manufacturers' Association

III.Promote mutual assistance and cooperation among fellow traders and to march towards the international market by strategic alliance.

a.Various specialized committees are set up in accordance with need, to facilitate the specialized suppliers to engage in close communication and coordination, and set up friendship, to form strategic alliance naturally and increase cooperation opportunity.

b.To assist members to engage in Turn-key equipment export.

c.To assist member manufacturers in domestic/overseas investment, trade trouble solution, etc.

d.To promote international exchange.

IV.Issue and distribute member manufacturer's bidding and price competition certificate, to participate in bid and price competition of the government and related sectors.

★ In accordance with Article 13, Taiwan Industry Group Code, and plant engaging in food machinery, pharmacy machinery and its parts/components, shall participate in the Association as members, attempting to unify the group force, to engage in industry innovation and promotion, to solicit common welfare.

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