

Shun-Fu Energy Saving V.S. EMC (ESCO)

	Shun-Fu Energy Saving 【attached 1】	EMC (ESCO)
1. 服務提供者 Profile	<p>順富國際為台灣公司成立 23 年，為大中華區第一品牌，並在全世界建立服務據點，提供全球化服務，就企業省電設備裝置容量而言，在中華人民共和國及台灣排名第一位。</p> <p>Shun Fu International was founded in Taiwan 23 years ago with offices located throughout the world. It is the number one brand in China, and Taiwan as well as several other countries providing global services and corporate design savings.</p>	<p>EMC 公司幾乎都只有 1~3 年歷史，規模小，營業額低，並無專業的 EMC 公司。</p> <p>The majority of EMC companies have only been around for 1-3 years. Being a small scale business, EMC companies are unable to provide proper services.</p>
2. 公開資訊 Public Information	<p>台灣公司成立 23 年，有公開資訊及正式官方網站、台灣工商時報、經濟日報、中國中央電視台、中國國家標準起草人。</p> <p>Public information is available on our official website, Taiwan Commercial Times, and Economic Daily.</p>	<p>公開資訊簡陋，無官方或營利機關推薦。</p> <p>EMCs offer limited public information and no professional recommendations from any organizations or companies.</p>
3. 國內外認證 National And International Certifications	<p>國際 SGS、德國西門子、中國國家標準制定機關、中國十二五國家綱領唯一指定台灣地區之採購廠商等 20 個國際官方認證。【attached 2】</p> <p>Shun Fu has over 20 national and international certifications including Societe Generale De Surveillance S.A Verification, Siemens of Germany Inspection Report, China's official</p>	<p>無認證資料。</p> <p>No certification information available.</p>

	standard for energy saving equipment, and being the only appointed Taiwan firm in China's National Standards 12th Five Year Plan.	
4. 可信度 Reliability	<p>品牌價值及信任度最高級。大家都知道，『順富』 = 『節能』的代名詞。</p> <p>Our brand is well trusted and of the highest standard. Shun-fu is synonymous with energy-savings.</p>	<p>缺乏公開資訊，EMC 服務內容亦不透明，常衍生法律糾紛。</p> <p>Lacking public information, EMC services are also vague which often leads to legal disputes.</p>
5. 實際績效 Actual Performance	<p>知名客戶群多股票公開發行公司，遍及全世界，順富成立 23 年沒有違約紀錄。</p> <p>全世界最大節能國家，中華人民共和國中央電視台 CCTV (中國國際電視總公司) 推薦。</p> <p>中國及台灣地區各省市廠商採購順富節能設備單就 2012 年訂單即達 4,000 廠家。</p> <p>Shun Fu has 23 years of providing high quality services to clients all around the world.</p> <p>We are highly recommended by China, the world's largest energy saving country, as well as China Central Television CCTV (China International Television Corporation).</p> <p>In 2012 alone, we had over 4,000 orders for our power savers in China and Taiwan.</p>	<p>查無客戶佐證，整個市場除了公家機關 (用納稅人錢的單位)，實際的成交案例幾乎很少，EMC 窒礙難行。</p> <p>EMC 目前案例極少，只剩下公家機關、醫院及幾個特定的團體引進國外部份的觀念在運作，無法服務最重要的製程及耗能產業，無法擔保客戶將來長達 15 年的節電效能。</p> <p>EMCs lack evidence of successful projects that have been able to significantly reduce energy usage. They are only being used by a few government institutions (with tax payers' money). In reality, projects that use EMC services are sparse. They still have many hurdles ahead and face difficulties moving forward.</p> <p>To date, EMCs limited clients include a few public institutions, hospitals, and organizations which still run on this foreign concept. Unfortunately, the main issue is that EMCs cannot</p>

		provide a proper power solution in the industrial sector where there is the highest energy consumption nor can they guarantee 15 years of electricity savings with a high energy efficiency rate.
6. 節能原理	全世界唯一直接改善電力品質，提高用電效率，改善後的電力同時適用於所有不同負載區：照明設備、電阻設備（電熱式設備）及電感設備（馬達類設備），一次解決所有電力問題。	EMC 只能對照明設備更換為 LED 燈及對電感設備中『可休息』的空調、馬達安裝變頻器及其他對用電習慣的建議，如安裝電能管理監控裝置及日常維修保養等。 事實上，這些作業範疇客戶本來就可以自己管理，無須支出龐大成本委外處理。客戶自己貸款把這些更換設備的錢付掉就好，何必那麼麻煩繞了那麼遠的路，所花費成本更高。
Energy Saving Principal	Our power savers are the world's only product that directly improves the power quality and energy efficiency. This also applies to the different loading zones including lighting equipment, electric heating equipments, and induction equipment. It is able to handle all power solutions	EMCs services primarily concentrates on lowering energy consumption for LED lighting systems and non 24/7 induction equipments such as air conditioning systems, variable frequency drive equipped motors, and the routine operating systems including energy management monitoring applications and routine maintenance services.
7. 不同設備負載區	對客戶用電量最高的電阻設備（電熱式設備）及無法休息的電感設備（馬達類設備），只有順富節能系統能有效改善電力品質，大幅降低客戶電費成本。	對『不可休息』的電感設備，如馬達、冷凍設備、空氣壓縮機、抽水機等設備效能不佳或無法處理。 至於電阻設備即電熱式設備，如塑

<p>Different Load Areas</p>	<p>順富節能適用所有不同設備負載區，叫作 ALL IN ONE，高科技的順富節能技術歷經 23 年實證與績效，已是全世界最成熟有效的系統。</p> <p>For some clients, the high costs of electricity consumption comes from electric heating equipments and motors/facilities which run 24/7. Shun-fu's power savers can effectively improve the power quality, dramatically reducing the cost of electricity for our clients.</p> <p>Our device covers different load areas encompassing an ALL IN ONE effective solution for reducing the overall electricity consumption. This is a product of 23 years of research.</p>	<p>膠射出成型機、電鍍機、烤箱等，更因無節能設備產品，無法提供服務，對客戶用電量最高的負載區無能為力。</p> <p>EMCs cannot handle any 24/7 induction type equipments such as electric motors, refrigeration machines, air compressors, and water pumping systems.</p> <p>Furthermore, there is no electricity saving device for high electric consuming appliances such as electric resistance heating element equipments, plastic molding injection machines, electroplating, electric ovens etc.</p>
<p>8. 節能系統價值</p> <p>Energy System Value</p>	<p>順富節能設備本體即可作為擔保品，買賣價金 100% 可向銀行質押貸款，不必占用客戶的銀行信用額度。</p> <p>除知名客戶的使用經驗外，銀行同意 100% 可質押貸款更證明合法、安全、有效、價值高。</p> <p>Shun Fu power savers can be used as collateral to the bank at 100% of the value. Therefore, loans from the bank do not affect client's credit limitation.</p> <p>In addition to our well known clients with their testimonials and positive</p>	<p>EMC 改善客戶用電環境的節能設備項目繁雜，服務內容不明確，難以獲得銀行融資，直接影響後續 3~5 年 EMC 履約期間的供料、服務及履約期間終了後的效能。</p> <p>EMCs claim that their services can improve the client's energy performance, however the details of the EMC contracts are not specific. In addition, it is difficult to get an equity loan from banks. This directly affects</p>

	feedback, 100% of the collateral loans are approved legally by banks. It is secure, effective and of high value.	the client's inventory, material supplies, and services during and after termination of the 3-5 year contracts with EMCs.
9. 節能系統明確性 Power Saving Specifics	<p>順富節能設備本體及服務自簽約、履約直到 15 年使用壽命，自始至終設備本體及服務都明確、特定，合約雙方權利義務清楚，順富成立 23 年來無違約紀錄及商業糾紛。</p> <p>Shun Fu power savers have a life span of 15 years. Contractual rights and obligations from both parties are clearly outlined . Within our 23 year history, we have never incurred any type of commercial disputes. We pride ourselves in maintaining excellent customer satisfaction and providing high-quality products.</p>	<p>EMC 表面上以服務整合方案的架構簽約，實際上仍必須以繁雜且數量龐大的不同節能設備、變頻器、LED 燈來改善客戶用電環境。</p> <p>簽約時無法明確特定將來供料及各式設備的明細，對客戶沒有保障，3~5 年 EMC 履約期間的供料及履約期間終了後節能設備移轉給客戶時，糾紛迭起。</p> <p>EMC contracts are complicated by the large number of different energy saving equipments, inverters, and LED lights used to improve energy performance.</p> <p>In addition, contracts do not clearly specify the details of equipments, materials, and details offering no customer protection. After the end of the 3 to 5 year contract, the energy saving equipments is transferred to the customer to take full responsibility for themselves which often causes disputes and disagreements.</p>
10. 全方位能源管理服務合約	除節能系統產生的實際節電效益外，為客戶的節能改造診斷、用電環境評估、裝設前實際測量節電率、試車完畢後複測量節電率、維修保養等，本來就是順富節能系統全方位能源管理服務 SOP。	EMC 除無法解決影響客戶端最嚴重的第 7. 項問題外，合約內提供的服務及作業範疇，客戶本來就可以自己管理，無須支出龐大成本委外處理，EMC 履約期間終了，客戶仍

<p>Comprehensive Energy Management Contract</p>	<p>此外，順富節能更能提供客戶明確的契約用電需量、公率因素等作為與台電更改合約依據，替客戶解決超約罰款、契約用電需量不當造成基本電費過高等問題。</p> <p>Shun Fu provides an extensive energy assessment, diagnostic testing, and analysis. We measure the energy-savings rate before installation. After assessments are complete, our technicians offer a customized solution plan.</p> <p>In addition, we provide clients' with a proof of their power usage data and power factor corrections which can be used when clients are negotiating rates with the Taiwan Power Company. We also help clients to resolve issues regarding penalty's for over usage or unintentional electricity consumption according to the agreement between the client and Taiwan Power Company.</p>	<p>須回到自己管理。</p> <p>另，客戶在沒有充分理由的情況下，不得拒絕 EMC 公司得任意更改供料、組件、設備的維修、更換等服務，合約內容不明確。</p> <p>EMC is not capable of resolving all of the client's power issues which has been mentioned in item #7. According to the contract, clients should be able to solve their own issues without spending money to get help from an outside source. Clients are also responsible for finding solutions for their power problems when the contract expires.</p> <p>In addition, EMCs do not allow clients to perform any unauthorized services such as equipment modifications, assemblies, or maintenance services, however the details regarding this issue in the contracts are not clearly stated.</p>
<p>11. 設備的停止或關閉</p> <p>Start Up & Shut Down Settings</p>	<p>客戶有權自行關閉使設備停止運行。</p> <p>The client is able to manually start up and shut down the power saver if needed.</p>	<p>不論基於任何原因，客戶關閉使設備停止運行，客戶仍必須支付合約規定的全部款項。</p> <p>Under any circumstances, if clients shut down their equipment, they must still be responsible for the full amount specified in the contract.</p>

<p>12. 客戶自有設備的更改或使用</p> <p>Equipment Management</p>	<p>客戶有權更改、使用、調整自有產能設備，因為這是屬於客戶內部製程更改的權力，順富節電率保證仍然不變。</p> <p>Clients have the right to alter, implement, or modify their equipment. This is the owner's rights to improve their productivities internally while the guaranteed savings rate remains unchanged.</p>	<p>如因客戶更改、使用、調整自有產能設備導致 EMC 節電率降低，客戶必須承擔所有責任，除了干涉客戶內部製程更改的權力外，容易造成製程及耗能產業的公司內部機密外洩，因為客戶製程更改是必然發生的生產製程情形，客戶權利無法保障。</p> <p>Clients are fully responsible if the energy savings rate from EMC equipments are reduced should client's perform any modifications, alterations, or adjustments without first notifying EMC. Consequently, EMC intervenes with client's rights and privacy. A modification or adjustment should be allowed during production process but the client's rights are not protected.</p>
<p>13. 保固期及保用期</p> <p>Warranty</p>	<p>順富節能提供 2 年保固及 10 年保用服務，保固期間內直接更換全新設備。</p> <p>Shun Fu's power savers include a legally binding contract with a two-year warranty and 10-year service warranty. The manufacture warranty period includes replacement coverage</p>	<p>因 EMC 的服務細項不明確，所有供料、組件、設備的維修、更換及保固難以規範。</p> <p>Because EMC's service coverage is vague, the maintenance and replacement warranty for all materials, components, and equipments are also not clearly defined.</p>
<p>14. 有無保證節電率</p>	<p>由於順富節能並非是針對某種特定負載所設計，所以不管客戶的負載設備為何，均可達到合約保證的 10~30% 節電率效果，順富成立 23 年沒有違約紀錄。</p>	<p>EMC 合約中節電率僅為參考，如 EMC 服務未達到合約保證的節電率，還有寬限值，客戶終止合約的權利及損失規範不明確。</p>

Guarantee	Our power savers are able to handle any equipment load since they are not designed for a specific load. Clients save a guaranteed average of 10-30% on baseline energy costs.	The energy savings rate claimed under EMC's contracts are for reference only. There are no clear clauses protecting the client's rights regarding contract termination or compensation losses should the savings rate or efficiency not meet what is written in the contract.
15. 節電率多少	順富節能全方位能源管理服務保證每月均可節省流動電費達 10~30%。	EMC 除無法解決影響客戶端最嚴重的第 7. 項問題外，又因 EMC 的服務細項不明確，節電率低且僅為參考。
Energy Savings	Shun Fu's comprehensive energy management services guarantees energy savings cost of the monthly electricity bill from 10-30%.	Aside from not being able to solve the client's power problems which have been mentioned in item 7, the service coverage items are not clearly specified. The energy savings rate claimed by EMC companies is for reference only.
16. 保證節電率的時間	保證節電率期間不限 2 年保固期，係與設備使用生命週期同，長達 15 年，保障客戶權益。	合約保證節電率只適用在原合約期間，合約終了後即無保證，客戶必須自己承擔節能設備效能降低的鉅額損失。
Guaranteed Rate Period	To protect the client's interests, our equipment has a 2 year warranty and the savings rate is guaranteed throughout the equipment's 15 year life span.	EMC's guaranteed savings rate is only valid for the duration of the contract. At the end of the contract, clients have to suffer a significant financial loss if the efficiency drops on the equipment.
17. 有無解約條款	有解約條款；未達保證節電率，客戶可要求拆機退款。	解約及終止條款不明確；客戶權利難以保障，合約保證節電率形同虛設。

Termination Clause	In keeping with Shun Fu's termination clause, in the event that the guaranteed savings rate is not reached, clients have the right to demand for a full refund and removal of the equipment.	Since the contract's terms and conditions are not clearly specified, client's rights are not fully protected. Furthermore, the contract's saving rate is not guaranteed.
18. 權利義務是否平等	平等，保障客戶權利，因為順富節能未達保證節電率，客戶可要求拆機退款，順富合約簡單、明確、公平。	不平等，縱觀合約內容，EMC 公司幾乎沒有責任；EMC 合約複雜難懂的結果是：客戶必須承擔所有違約的損害賠償責任。
Consumer Protection	Shun Fu contract terms are fair and protect the consumer. As previously mentioned, in the event that the guaranteed savings rate is not reached, clients have the right to demand for a full refund and removal of the equipment.	EMC's contracts are biased with their complex and complicated contracts which leaves them with no obligations or responsibilities. Clients will be the ones responsible for the losses caused by breaching the contract.
19. 迅速回本	順富節能具高度投資報酬率，客戶平均在 1~2 年內就可回收投資成本，在平均 15 年設備使用生命週期，客戶每年可按保證節電率獲取極高報酬，在全世界不斷調高電費時，獲取的報酬將同比例大幅增加。	EMC 合約中節電率不僅為參考，保證節電率亦不高，造成合約必須長達 3~5 年，客戶將支付龐大成本，除了等同於分期給付外，合約終了後效能降低的風險亦由客戶自己承擔。
Payback Period	Our energy efficiency projects have payback periods of 1 to 2 years. With an average lifespan of 15 years, clients can be assured a high savings return each year. With the high cost of electricity around the world, the savings on the monthly electricity bill significantly increases.	The electricity savings rate claimed by EMC contracts is for reference only while the real rate is unimpressive. In addition, there are high costs during the 3-5 year contract period. Clients not only have to be responsible for maintaining the equipment after the contract expires, but the amount paid is almost equal to that of the initial installment.

<p>20. 高壓電及特高壓電</p> <p>High Voltage and Extra High Voltage Power</p>	<p>高科技順富節能系統，在技術及效能領先全世界，只要安裝一部電壓規格為高壓 (11KV / 22KV) 的順富節能設備 (最大容量可達到 20,000KVA)，讓整個工廠的節電計畫一次完成。</p> <p>幾乎都採用高壓電的工廠客戶，順富節能就是第一選擇。</p> <p>Our high tech energy saving equipments are leading in the world in both efficiency and performance. It is capable of handling high voltage power (11KV/22KV) and has the capability of handling even greater capacities (a maximum of 20,000 KVA), providing a solution to allow an overall reduction of energy costs for an entire building or factory.</p> <p>Shun Fu is the first choice for all businesses with high power usage.</p>	<p>對所有電阻設備及不可休息的電感設備，只能針對每一迴路安裝 (220V/380V) 的低壓節電設備，安裝工程煩瑣且數量多，造成管理不易，將來維修保養費用亦高。</p> <p>目前 EMC 的技術門檻最大容量只能提供 2,000KVA，對客戶現在實際需量或將來大幅提升用電需量，節能效率為何，如何處理？</p> <p>For resistance or induction type appliances, EMC services can only be used on individual low voltage power (220V/380V). However, the installation is complicated by the many equipments and parts causing management problems and high costs for future maintenance.</p> <p>Currently, EMCs are only capable of handling projects for appliances under 2000 KVA. One problem that is often encountered is the inability to handle situations of when the capacity needs to be upgraded or increases significantly.</p>
<p>21. 實際用電需量更改</p>	<p>如客戶營業計劃可能或將大幅提升用電需量，順富節能可規劃設計符合客戶實際需量的新規格設備，更換原需量小的舊機。</p> <p>順富節能真正結合全方位能源管理服務、設備研發、製造、維修保養、需量更改、規格設備更換等一條龍服務，具彈性、多樣化及全方位特性，完全滿足客戶需求，ALL IN ONE。</p>	<p>EMC 的合約無實際用電需量更改規範，客戶的權益在合約期間及合約終了後，如何保障？</p>

<p>Real Power Consumption & Adjustments To The Energy Capacity</p>	<p>Shun Fu offers replacing and upgrading of the size of the power savers to accommodate and fit the exact specifications of our client's needs should there be changes in the energy consumption.</p> <p>Shun Fu's ALL IN ONE comprehensive services include energy management services, research and development, design, engineering, manufacturing, maintenance, equipment replacement, and consulting.</p>	<p>There are no specific modification details on real power consumption under EMC contracts. How can they protect the client's rights during and after the end of the contract?</p>
<p>22. 維修保養成本</p> <p>Maintenance</p>	<p>順富本身即為全方位能源管理服務及設備製造商，維修保養成本非常低。</p> <p>Because of our all-encompassing services, we are able to keep maintenance costs low.</p>	<p>EMC 並非設備製造商且合約提供的節能設備項目龐雜，日後合約終了後，客戶的維修保養成本非常高。</p> <p>EMC is not a power saving device. Manufacturers and installation items are complicated under the EMC contract. Clients will be paying a very high maintenance fee after the contract is expired.</p>
<p>23. 可否法院公證</p> <p>Court Notarization</p>	<p>順富節能合約可以送法院公證，保障客戶權益。</p> <p>We offer the option of having our contracts notarized in a legally binding agreement.</p>	<p>EMC 的合約無法明確特定供料、組件、設備及額外服務範圍，不能送法院公證，無法保障客戶權益。</p> <p>EMC contracts do not clearly state specifics of the materials, parts, equipments and services being used. It is very difficult to protect the client's rights if brought in a court of law.</p>

Attachment

【1】本公司節能系統相關資料，請參閱公開資訊網站 www.ccgroupp-usa.com。

Please find official website (www.ccgroupp-usa.com) for Shun-Fu Energy Saving information.

【2】順富節能國內外認證及參與中華人民共和國國家標準制訂。

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Shun Fu has over 20 national and international certifications including Societe Generale De Surveillance S.A Verification, Siemens of Germany Inspection Report, China's official standard for energy saving equipment, and being the only appointed Taiwan firm in China's National Standards 12th Five Year Plan.

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