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台灣商務項目

Taiwan Business Program



Victorian
Chamber of Commerce
and Industry



IEAT | Since 1947 |
台北市進出口商業同業公會
Importers and Exporters Association of Taipei



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Message from the chief executive of the Victorian Chamber, Paul Guerra

It is my pleasure to welcome you to the Victorian Chamber of Commerce and Industry's Taiwan Business Program.

Taiwan is a major trading partner of Australia, and through this program, the Victorian Chamber is making it easier for you to do business there.

This Taiwan Business Program provides a first-class opportunity for Victorian exporters to forge long term engagement, timely information, and industry contacts in this well-established trade market, which boasts the 18th largest economy in the world. Taiwan is Australia's seventh-largest two-way merchandise trading partner, with a market worth \$32.6 billion.

This one-of-a-kind program will connect you to the contacts you need to do business in Taiwan. Together with Taiwan's largest international trade body the Importers and Exporters Association of Taipei (IEAT), the Victorian Chamber is proud to offer exclusive business matching opportunities and learning experiences. IEAT signed a partnership with the Victorian Chamber more than 30 years ago in the 1990s, and is a strong partner in the East Asian market.

The program will help businesses build skills, gain first-hand market intelligence and experience, and benefit from contacts and relationships developed over decades.

Only the Victorian Chamber, with our deep relationships and years of trading experience, can offer this opportunity.



Paul Guerra
Chief Executive

維多利亞州工商會執行長保羅·格拉致辭

非常高興歡迎您參加維多利亞州工商會的台灣商務項目。

台灣是澳洲的一個主要貿易夥伴，透過這個項目，維商會讓您在台灣開展業務變得更加容易。

這個台灣商務項目為維多利亞州的出口商提供了一個頂級的機會，能夠在這個經濟實力強大、擁有世界第18大經濟體的成熟貿易市場上建立長期合作關係，獲得即時信息，並擴展業界人脈。台灣是澳洲第七大雙向商品貿易夥伴，市值達326億美元。

這個獨特的項目將幫助您在台灣建立業務所需的關係。與台灣最大的國際貿易組織台北進出口商業同業公會 (IEAT) 攜手，維州商會自豪地為您提供專屬的商務配對機會和學習體驗。IEAT於30多年前的1990年代與維州商會簽署了合作協議，是我們在在東亞市場是一位強大的合作夥伴。

這個項目將幫助企業建立技能，獲得第一手市場信息和經驗，並是您受益於雙方商會數十年來建立的聯繫和關係。

維多利亞州商會憑藉我們深厚的人脈關係和多年的貿易經驗，為您提供這樣獨特的機會。



關於墨爾本，維多利亞州

About Melbourne, Victoria

墨爾本

墨爾本是維多利亞州的多元文化首府，擁有來自200個國家和233種不同語言的居民。墨爾本被評為澳大利亞最宜居的城市，並且在全球排名第三。這座城市以其藝術、美食和葡萄酒、購物體驗，以及多樣的運動和休閒娛樂機會而聞名。

墨爾本還被《財富》雜誌評選為最適合開展業務的新興城市之一，並且被經濟合作暨發展組織（OECD）評為全球第三大最具創業精神的城市。

墨爾本擁有五百萬居民，他們享受著令人羨慕的生活方式，擁有優秀的藝術、美食和葡萄酒、購物以及多樣的運動和休閒娛樂機會。維多利亞州擁有近七百萬人口，是澳大利亞的創新和知識引擎。

強大的經濟基礎

維多利亞州歡迎商業投資，其經濟體系獲得AAA信用評級，經濟規模超過新加坡、紐西蘭或愛爾蘭。儘管維多利亞州僅占澳大利亞陸地面積的3%，但它卻負責了澳大利亞25%的經濟活動。憑藉出口傳統，其出口額在2021-22年達到了超過500億澳元。

技能優秀、富有創新力和多元文化的勞動人口

維多利亞州高度技能的多元文化勞動人口為各行各業提供了充沛的能量、創意和能力，推動了多年的增長和繁榮。在維多利亞州世界一流的大學和研究機構中，鼓勵開放交流的氛圍培養了優秀的高技能畢業生，這些人才促進了創新和創造力。此外，維多利亞州的公立職業技術學院網絡也首屈一指。

在維多利亞州經商

擁有開放的經濟體系和低進入障礙，維多利亞是世界上最支持和高效的創業地之一。這個州的親商業政府致力於創造一個支持創新和增長的商業環境，通過降低稅收和簡化繁文縟節。

世界級的基礎設施

維多利亞的企業與全球經濟建立緊密聯繫，得益於先進的交通基礎設施，包括澳大利亞最大的24小時國際機場和南半球最繁忙的貨櫃港口。

隨著首府墨爾本的不斷擴張，基礎設施需求也將隨之增加。到了2029年，墨爾本預計將超越悉尼，成為澳大利亞最大的城市。到2056年，它將成為一座擁有九百萬人口的全球城市。這種增長意味著對於那些能夠利用世界一流的技術、專業知識和設計來改造墨爾本基礎設施，造福子孫後代的企業來說，將帶來歷史性的機遇。

為推動這個轉型，維多利亞政府將向投資者提供優質支持。目前已經確保了未來十年內共有1,090億澳元的基礎設施項目，其中有800億澳元的主要工程已經確定實施。



墨爾本快速資訊

Melbourne Fast Facts

1

來自200個國家和233種語言人們的共同家園

Home to people from 200 countries and 233 languages

2

澳洲最宜居城市和全球第三宜居城市

Most liveable city in Australia and third-most liveable in the world

3

留學生來澳洲的首選城市和全球第四留學目的地

Top city in Australia for students and fourth-best student destination in the world.

4

被評為全球第三大創業城市，2023年全球創業大會 (GEC) 的舉辦者。

Ranked the world's third most entrepreneurial city, hosting the Global Entrepreneurship Congress (GEC) in 2023.

5

世界最高預期壽命城市之一，得益於擁有兩家世界前50的醫院和澳洲五個大型醫學研究機構的醫療體系。

Has one of the highest life expectancies in the world, driven by a healthcare system with two hospitals in the world's top 50 and five of Australia's largest medical research institutes.

澳洲與台灣的貿易關係

在2021-22年度，台灣是澳洲第七大雙向商品貿易夥伴，貿易額達到326億澳元。同期，台灣是澳洲第五大商品出口市場，價值231億澳元。澳洲持續是對台灣重要的農林產品出口國。澳洲的營養補助品、高品質食品和飲料在台灣健康意識消費者中越來越受歡迎。在2021-22年度，從台灣進口的商品價值達到95億澳元，主要進口商品包括精煉石油、電信設備和零部件、摩托車和自行車，以及電腦等。澳洲向台灣出口資源和初級產品，而台灣則向澳洲出口高科技產品，這種互補的經濟結構為兩國帶來了互惠互利的局面。

在2021年，澳洲和台灣之間的雙向服務貿易總額達到8.11億澳元，其中澳洲向台灣出口價值4.68億澳元的服務，同時從台灣進口價值3.43億澳元的服務。台灣仍然是澳洲的主要旅遊和教育市場，兩國之間也共享著一個受歡迎的年輕人工作度假簽證安排。

關於墨爾本，維多利亞州

About Melbourne, Victoria

About Melbourne

Melbourne is the multicultural capital city of Victoria – home to people from 200 countries and 233 diverse languages. Ranked most liveable city in Australia and third-most liveable in the world, Melbourne is well known for its arts, food and wine, shopping experiences, not to mention the wide range of sporting and leisure opportunities.

Melbourne was also voted one of the best new cities for business by Fortune magazine, and is ranked the world's third most entrepreneurial city by the Organisation for Economic Cooperation and Development.

Melbourne's five million people enjoy an enviable lifestyle with outstanding arts, food and wine, shopping, and diverse sporting and leisure opportunities. Victoria, with a population close to seven million, is the innovation and knowledge powerhouse of Australia.

A strong economic base

Victoria is open for business, with a AAA-rated economy larger than that of Singapore, New Zealand or Ireland. While Victoria accounts for only 3 per cent of Australia's land mass, it is responsible for 25 per cent of Australia's economic activity. Built on a tradition of exporting, its exports totaled over \$50 billion in 2021-22.

A skilled, innovative and multicultural workforce

Victoria's highly skilled multicultural workforce offers industry a mix of energy, creativity and ability and has driven years of growth and prosperity. The open exchange of ideas encouraged in Victoria's world-class universities and research institutes provides well-qualified and highly-skilled graduates who foster innovation and creativity. Victoria has a highly regarded government network of technical and further education (TAFE) institutes.



Doing business in Victoria

With an open economy and low-barriers to entry, Victoria is one of the most supportive and efficient places in the world to start a new business. The state's pro-business Government is committed to creating a business environment that supports innovation and growth by reducing taxes and red tape.

World-class infrastructure

Victorian-based businesses are forging strong links with the global economy, supported by sophisticated transport infrastructure, including Australia's largest 24-hour international airport and the southern hemisphere's busiest container port.

As the capital Melbourne continues to grow so will infrastructure needs. By 2029, Melbourne is set to eclipse Sydney to become Australia's biggest city. By 2056, it will be a global city, home to 9 million people. This growth means historic opportunities for businesses that can use world-class technology, expertise and design to transform Melbourne's infrastructure for future generations.

To drive this transformation, the Victorian Government is offering premium support to investors. There's A\$109 billion in announced infrastructure projects and an A\$80 billion pipeline of major works already secured for the coming decade.

Trade and relationship between Australia and Taiwan

Taiwan was Australia's seventh largest two-way merchandise trading partner in 2021-22, with trade worth \$32.6 billion. Taiwan was Australia's fifth largest merchandise export market in 2021-22, worth \$23.1 billion. Australia remains an important exporter of agricultural and forestry products to Taiwan. Australian supplements, and high quality food and beverages are increasingly popular with health conscious consumers in Taiwan. Merchandise imports from Taiwan were worth \$9.5 billion in 2021-22, led by refined petroleum, telecommunication equipment and parts, motorcycles and bicycles, and computers. Australia's export of resources and primary products to Taiwan and imports of Taiwan's high-technology products feed a virtuous cycle underpinned by our economies' complementarity.

In 2021, two-way services trade totalled \$811 million with Australia exporting \$468 million to Taiwan and importing \$343 million worth of services. Taiwan remains a major tourism and education market for Australia. Taiwan and Australia also share a popular mutual working holidaymaker arrangement.

Alba Cheese Manufacturing Pty Ltd 愛爾貝乳酪生產有限公司

<https://albacheese.com.au/>



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將近70年前, 在義大利Sortino美麗的山區, 一位名叫 Luciano Bongiorno的義大利父親教育了他的兩個年輕兒子Mario和Gaetano, 傳授了製作傳統義大利乳酪的家族秘方。

當兩兄弟在20世紀60年代來到澳洲時, 他們帶來的東西不多, 但是有心愛父親的傳統乳酪製作食譜和技巧。

Mario和Gaetano 兩兄弟認為澳洲在意大利乳酪方面存在足夠的需求和興趣后, 開創自己的乳酪生產公司。

公司初期小而專注的團隊相信Bongiorno 兄弟的願景, 他們開始按照傳統的意大利方式製作乳酪。

這個願景成為了Alba Cheese, 現在已經成為澳洲和國際廚房中的家喻戶曉的標誌和必備品牌。Alba Cheese作為一家企業已經成長起來, 但他們父親60年前在義大利教導的哲學仍然不變 – 一流的品質產品和工藝將為您帶來一次一流的義大利烹飪體驗, 每一次都如此。

我們的乳酪是用從吉普斯蘭地區採購的牛奶製成的, 這個地區是維多利亞州乳品基地。吉普斯蘭地區坐落在Strzelecki山脈的起伏丘陵和Bass海峽的狂野海域之間, 獨特的氣候造就了營養豐富的土壤中生長的翠綠青草。

這些青草非常適合當地的澳洲澤西牛吃, 使牠們能夠生產世界上最高質量的牛奶, 使Alba Cheese能夠生產市場上最優質的乳酪。由於該地區的降雨量較大, 我們採購牛奶的農場中這些奶牛的草料全年無憂, 這就意味著Alba Cheese能夠全年為您的廚房提供優質乳酪。

Alba Cheese具有超過18年的產品出口歷史, 並且在確保產品符合每個國家食品安全進口要求方面, 具有豐富的經驗。

澳洲優質的乳製品資源和嚴格規範的加工過程促進了亞洲客戶對澳洲乳製品的巨大需求, Alba Cheese的品牌在國際市場上具有非常高的知名度並備受尊敬。我們目前有超過50%的產品出口到世界上20多個國家。



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Nearly 70 years ago, high in the idyllic mountains of Sortino, Italy, an Italian father, Luciano Bongiorno taught his two young sons, Mario and Gaetano, the family secret to making traditional Italian cheese.

When the two brothers came to Australia during the 1960s, they brought with them not much else but the traditional cheese-making recipes and techniques of their beloved father.

Mario and Gaetano Bongiorno felt there was enough of a desire and interest in Italian cheeses to start their own cheese-making company.

With a small but dedicated team who believed in the Bongiorno brothers' vision, they began making cheese in the traditional, Italian age-old way.

This vision became Alba Cheese, now a household icon and staple in Australian and international kitchens. Alba Cheese has grown as a business but their philosophy, taught by their father in Italy 60 years ago, remains the same - first-class quality product and process will bring you a first-class Italian culinary experience, every time.

Our cheese is made with milk sourced from the Gippsland region, along the Victorian Dairy Trail. Gippsland is nestled between the rolling hills of the Strzelecki Ranges and the wild seas of Bass Strait, where the climate produces lush green grasses growing in nutrient-rich soil.

These grasses are ideal for the local jersey cows to feed on, allowing them to produce some of the highest quality milk in the world, making Alba Cheese able to produce the best quality cheese on the market. With high rainfall in the area, the grasses for the cows on the farms where we source our milk, are available year-round, meaning Alba Cheese can deliver quality cheese to your kitchen, all year round.

Alba Cheese has been exporting their products for over 18 years and are highly experienced in ensuring the products meet all food safety export requirements for each country.

With a strong demand from Asia for Australian dairy products, because of the high-quality milk and processes, the Alba brand has become a well-known and well-respected brand in the international market. With 50% of our products currently being exported to over 20 countries around the world.

Australian Garlic Producer Pty Ltd 澳洲大蒜生產有限公司

<https://www.australiangarlic.com.au/>

<https://supagarlic.com.au/>



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自成立以來，已有30多年，我們對人類和地球的承諾保持不變。對大自然不可思議的營養/治愈力量的尊重，支持澳洲社區，可追溯性，可持續農業和持續創新，是我們所做一切的基石。

我們的使命很簡單：

我們已經收集了世界上大蒜可能有的348個品種中的309個。我們利用自然和科學的最佳結合，來種植、生長、收穫和提取大蒜，使消費者能夠品味到這種驚人香草的健康屬性和風味，就像大自然本來註定的那樣。

澳洲本土種植，為所有澳洲人服務。

Since founding and for over 30 years, our commitment to people and planet remains unchanged. Respect for the incredible nutritional / healing power of nature, supporting Australian communities, traceability, sustainable farming and on-going innovation are the cornerstone of everything we do.

Our mission is simple:

We have collected 309 varieties out of a possible 348 in the world. To utilise the best of nature and science to cultivate, grow, harvest and extract Garlic so that consumers can enjoy the health giving properties and taste of this amazing herb, as nature intended.

Grown locally for all Australians.



Healthy Max Pty Ltd/ Harden's Own Honey 健康麥克斯有限公司/哈登自家蜂蜜

<http://www.hardensownhoney.com.au/>



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HARDEN'S OWN HONEY

哈登自家蜂蜜是一家在澳洲運營的家族擁有和管理的企業。它由坦森家族創立。蜜蜂養殖是一種生活方式，於1858年由這個家庭帶到澳洲，一直持續到現代，已經五代人了。我們的首席蜜蜂養殖師肯尼斯·約翰·坦森自1971年以來一直是一名蜜蜂養殖人，並於1976年開始包裝蜂蜜。我們已經生產100%的澳大利亞蜂蜜超過40年。我們的傳統澳洲蜂蜜加工技術源於我們的遺產、家族歷史，使我們成為澳洲蜂蜜專家。

我們的產品選擇中的蜂蜜要麼是純粹的風味蜂蜜，要麼是手選的純粹蜂蜜混合物，每種都有其獨特的特點和獨特的風味。肯尼斯·約翰·坦森對他的蜂蜜充滿熱情，將蜜蜂運送到新南威爾士州和維多利亞北部，以獲得來自澳洲多樣而美麗的植物的最佳風味。

Harden's Own Honey產品由Healthy Max Pty Ltd以Harden's Own Honey的名義製造，是澳洲蜂蜜的認證供應商。我們是一家經過質量保證的澳洲企業。Healthy Max Pty Ltd是我們的墨爾本工廠，位於維多利亞州Mitcham VIC 3132。工廠的註冊號碼是HFP/16/2797，由Whitehorse市政府註冊。這是一家引以為傲的維多利亞工廠，生產高質量的澳洲蜂蜜產品。

Harden's Own Honey is family owned and managed businesses operating in Australia. It was founded by Tanson's family. Beekeeping was a way of life brought to Australia with our family in 1858 and has continued to be Tanson family's livelihood through to the modern day, over five generations later. Our principal apiarist Kenneth John Tanson has been a beekeeper since 1971 and started packing honey in 1976. We have been producing 100% Australian honey for more than 40 years. Our heritage, family history and traditional Australian honey processing techniques make us Australian honey specialists.

Honeys within our product selection are either pure flavored or hand-selected pure honey blends, each with their own unique characteristics and distinct flavors. Kenneth John Tanson is passionate about his honey, transporting bees across New South Wales and Northern Victoria to get the optimum variety of flavors from Australia's diverse and beautiful flora.

Harden's Own Honey products are manufactured by Healthy Max Pty Ltd trading as Harden's Own Honey accredited suppliers of Australian honey. We are a quality assured Australian business. Healthy Max Pty Ltd is our Melbourne factory, it located in Mitcham VIC 3132. Factory's registration number is HFP/16/2797, registering authority by Whitehorse City Council. It is a proudly Victorian factory and produce the high-quality Australian honey products.

Jeavons Landscape Architects 傑文斯景觀建築師事務所

<https://jeavons.net.au/>



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Jeavons景觀建築事務所是一家屢獲殊榮的景觀設計機構，以在自然環境、公園、兒童遊樂區、感官花園等公共場所中提供高質量、詳細和定制化的景觀設計而聞名。

我們的核心工作焦點在於澳洲及海外的城市和鄉村環境，包括：

- 公共公園和遊樂區；自然環境
- 專業環境，如動物園和植物園
- 更廣泛的景觀和場地規劃

我們還為以下領域完成設計工作：

- 州立、教會和私立的小學、中學和特殊學校
- 幼兒教育中心、兒童樂園、幼兒園和托兒中心
- 老年護理和住宅環境
- 醫院和治療性景觀

Jeavons的設計響應於人、景觀、環境和情況情境，為每個項目創造出深思熟慮、獨特的成果。在專業領域深耕超過35年，我們在與眾多社區團體和個人合作，在一些重要、獨特和複雜的項目中積累了豐富的技能。

我們擅長在具有多個利益相關者的複雜項目上，與多學科設計團隊進行合作和領導。我們的客戶包括地方和州政府機構、學校、幼兒教育部門、醫療保健機構、老年護理設施和社區團體。我們經常與各類專業人士合作，包括休閒規劃師、建築師、藝術家、工程師、規劃師、生態學家、數量測量師和文化顧問。

Jeavons的內部團隊具備非常廣泛的專業資格、技能和經驗，包括景觀建築、社區諮詢、兒童遊樂場設計、無障礙設計、園藝、工業設計、建築學、美術、生態學、地理學和商業管理。

Jeavons的員工是多個專業組織的成員，包括澳洲景觀建築師協會 (AILA)、澳洲公園與休閒協會 (PLA)、澳洲兒童遊樂區協會 (Play Australia)、澳洲學習環境協會 (前身為CEFPI) 和維多利亞州工商會 (VCCI)。我們的員工曾在這些組織舉辦的許多研討會和會議上發表過論文和演講。

Jeavons的團隊已經成功完成了三個國際項目。其中兩個在泰國，一個在馬來西亞。



Jeavons Landscape Architects is an award winning, landscape architectural practice, known for our high quality, detailed and customised landscape design in natural environments, parks, children's spaces, sensory gardens and other sites in the public domain.

The core focus of our work is in urban and rural settings all over Australia and Overseas in areas including:

- Public parks and play spaces; natural environments
- Specialist environments such as Zoos and Botanical Gardens
- Broader scale landscape and site planning

We also complete design work for:

- Primary, secondary and special schools in the State, Church and independent sectors
- Early childhood centres, children's hubs, pre-schools and child care centres
- Aged care and residential environments
- Hospitals and therapeutic landscapes

Jeavons' designs respond to the people, landscapes, environments and circumstances to create thoughtful, unique outcomes for every project. With more than 35 years' experience in our field we have developed skills in working with numerous community groups and individuals on important, unique and complex projects.

We are experienced in collaborating and leading multi-disciplinary design teams on complex projects with multiple stakeholders. Our clients include local and state government authorities, schools, the early childhood sector, health, aged care facilities and community groups. We frequently collaborate with a wide range of other professionals including recreation planners, architects, artists, engineers, planners, ecologists, quantity surveyors and cultural advisors.

Our in-house team provides a very wide base of qualifications, skills and experience including landscape architecture, community consultation, design for children's playgrounds, access consulting, horticulture, industrial design, architecture, fine art, ecology, geography, and business management.

Jeavons staff are members of a number of professional organisations including the Australian Institute of Landscape Architects (AILA), Parks and Leisure Association of Australia (PLA), Play Australia, Association for Learning Environments Australasia (formerly CEFPI) and the Victorian Chamber of Commerce and Industry (VCCI). Our staff have presented papers at numerous seminars and conferences run by these organisations.

Our firm has successfully completed three projects internationally. Two in Thailand and one in Malaysia.

PPDS (Pet Products and Development Services Pty Ltd) PPDS (寵物產品和開發服務有限公司)

<https://ppds.net.au/>



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客製化製造

PPDS是位於澳洲墨爾本的一家知名自有品牌製造商，專注於高品質的乾燥寵物零食。我們製造天然零食、功能性零食、職業訓練零食、獎勵性零食和牙齒清潔零食。

在過去的25年中，我們已經向澳洲市場供應了約150萬公斤的產品，涵蓋了超過15個品牌。我們以可靠性和卓越品質贏得了良好的聲譽。

創新研發

PPDS擁有內部的研發團隊和品質保障團隊，這使我們能夠與客戶密切合作，共同選擇原料並提出新產品的想法，確保客製化和滿意度。直接與PPDS合作的優勢在於消除了中間環節，提供了具有成本效益的解決方案。

優質高品質原料

我們的產品將真實的肉類作為首要成分。除了真實的肉類，我們的零食還包含營養豐富的蔬菜、水果和必需的維生素，為寵物提供全面平衡的零食選擇。我們的產品不含人工香料或防腐劑。相反，我們使用健康的原料，以滿足具有特定飲食需求或過敏反應的寵物。我們的零食帶來各種健康益處，例如促進口腔健康、支持關節功能，並改善皮膚和毛髮狀況。

嚴格的品質控制體系

我們是一家擁有BRC設施與HACCP認證以及澳洲出口資格的公司。作為澳洲寵物食品協會 (PFIAA) 的認證製造會員，我們遵從高標準的寵物食品卓越標準。我們已經出口至紐西蘭、菲律賓、南韓和台灣。



Customised Manufacturing

PPDS is a well-established private label manufacturer in Melbourne Australia, specialising in high-quality dried pet snacks. We manufacture Natural Treats, Functional Treats, Occupational Treats, Reward Treats and Dental Chews.

With a proven track record of delivering approximately 1.5 million kgs of products annually to the Australian market over the last 25 years for more than 15 brands, we have built a strong reputation for reliability and excellence.

Innovative Research & Development

PPDS has an in-house Research and Development (R&D) team and Quality Assurance (QA) team. This allows us to work closely with clients on ingredient selection and new product ideas, ensuring customisation and satisfaction. Highlight the advantage of direct collaboration with PPDS, eliminating the need for intermediaries and offering cost-effective solutions.

Premium High-Quality Ingredients

Our products prioritise real meat as the first ingredient. Along with real meat, our treats incorporate nutritious veggies, fruit, and essential vitamins to provide a well-rounded and balanced snack option for pets. They do not contain artificial flavours, or preservatives. Instead, we utilise wholesome ingredients to cater to pets with specific dietary needs or sensitivities. Our treats offer various health benefits, such as promoting dental health, supporting joint function, and improving skin and coat condition.

Strict Quality Control System

We are a BRC facility with HACCP and we have the Australian export credentials. As a certified manufacturing member of PFIAA (Pet Food Industry Association of Australia), we follow the high standards of excellence of pet food. We have exported to New Zealand, Philippines, South Korea and Taiwan.

Joval Family Wines 卓沃家族葡萄酒有限公司

<https://www.jovalwines.com.au/>



Yi Tang - 湯怡

Sales and Marketing Director - China and Korea -

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JOVAL
FAMILY WINES

Joval Family Wines是澳洲和紐西蘭最成功的精品葡萄酒集團之一Joval Wine Group的附屬企業。Joval Wine Group向澳洲的豪華場所和最優質的零售商分銷超過200個澳洲和國際精品和超高級品牌。

我們的品牌包括屢獲殊榮的Tar & Roses (位於維多利亞州中部的希斯科特)、Sticks、In Dreams (位於維多利亞州的亞拉河谷) 和非常受歡迎的Mojo (位於南澳洲)、Catalina Sounds (新西蘭的馬爾堡), 以及新世界最優秀的黑比諾品牌之一Nanny Goat (新西蘭的中奧塔哥) 和Plumm (玻璃器皿)。

我們的所有品牌在澳洲和紐西蘭擁有卓越的市場滲透力, 我們還與亞洲、美國、英國和歐洲的進口商和分銷商建立了戰略合作夥伴關係。

Joval Family Wines由Valmorbida家族私人擁有。Valmorbida家族還在澳洲擁有多個其他業務, 包括食品、零售、餐飲、房地產投資和賽馬。

我們正在尋找台灣的高級葡萄酒進口商和買家, 並期待通過與貴公司的合作, 將頂級的澳洲和紐西蘭葡萄酒品牌引入市場。

Joval Family Wines is affiliated with Joval Wine Group, one of the most successful fine wine groups in Australia and New Zealand. Joval Wine Group distributes over 200 Australian and international boutique and ultra-premium brands to the luxury venues and finest retails in Australia.

Our brands include the multi award-winning Tar & Roses (Heathcote, Central Victoria), Sticks, In Dreams (Yarra Valley, Victoria) and highly popular Mojo (South Australia), Catalina Sounds (Marlborough, New Zealand), one of New World's best Pinot Noir brand Nanny Goat (Central Otago, New Zealand) and Plumm (glassware).

All our brands have exceptional market penetration in Australia and New Zealand, we also have developed strategic partnerships with importers and distributors across Asia, USA, United Kingdom and Europe.

The Joval Family Wines is privately owned by the Valmorbida family. The Valmorbida family also has a number of other interests, including food, retail, hospitality, property investment and horse racing in Australia.

We are looking for premium wine importers and buyers in Taiwan, and we look forward to bringing the top Australian and New Zealand wine brands into the market through partnerships with your business.



Talyala Emu Farm 陶雅樂鸚鵡鳥農場

<https://www.emu-shop.com.au/>



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Talyala 鸚鵡鳥農場是一家位於維多利亞州的澳洲企業，專業銷售100%純正的鸚鵡油和鸚鵡油產品。Talyala 多年來一直經營優質的鸚鵡油產品，並且已經建立起自身作為高品質、生物活性鸚鵡油供應商的信譽。

我們的目標是為客戶提供含有最優質、天然成分的產品，這些成分是特別選擇來搭配我們的生物活性鸚鵡油和每個產品的特定功能。當然，我們還提供無與倫比的客戶服務。

我們的鸚鵡油來自於一個經過科學證實擁有比其他鸚鵡鳥種類更高生物活性水平的特定亞種。結合經過20年積累的完美提煉技術，確保生物活性損失最小，您將得到100%純正、天然且充滿「精華」的鸚鵡油。

在Talyala，我們的目標是為您提供含有最多生物活性鸚鵡油的最優質產品，從而使您獲得最好的效果。我們的純鸚鵡油和純鸚鵡油膠囊可幫助緩解各種疼痛、肌肉僵硬、關節炎、關節痛，並且還有助於減輕像濕疹和牛皮癬等皮膚狀況的嚴重程度。我們的護膚和身體產品系列與純鸚鵡油相輔相成，適合任何想避免有害化學品和刺激性添加劑的消費者。我們相信，所有患有關節炎、牛皮癬、濕疹或其他皮膚疾病或關節痛的人都應該有嘗試鸚鵡油的機會。

Talyala Emu Farm is an Australian owned and operated business based in Victoria which sells 100% pure Emu Oil and Emu Oil Products. Talyala has been selling quality Emu Products for many years and has established itself as a source of high quality, biologically active Emu Oil.

Our aim is to provide our customers with products containing the highest quality, natural ingredients, which are specifically selected to compliment our biologically active Emu oil and specific function of any individual product. It also goes without saying that we provide unparalleled customer service.

Our oil is sourced from a specific sub species of Emu that has been scientifically proven to have a higher level of biological activity than other Emu's. Combine this with a rendering technique that has been perfected over 20 years, which ensures that there is minimal biological activity lost, and you get oil that is 100% pure, natural and brimming with 'goodness'.

Here at Talyala, our aim is to provide you with the highest quality products containing the most biological active Emu oil, so that you get the best results possible. Our Pure Emu Oil and Pure Emu Oil Capsules can assist in the management of the symptoms of all types of aches and pains, muscular stiffness, arthritis, joint pain and also help to relieve the severity of skin conditions such as eczema and psoriasis. Our Skincare and Body range compliment the Pure Oils, appealing to anyone looking to avoid nasty chemicals and harsh additives. We believe that everyone who suffers from Arthritis, Psoriasis, Eczema or any other skin disease or joint pain should have the opportunity to try Emu Oil.

The Victorian Chamber of Commerce and Industry

The Victorian Chamber of Commerce and Industry (Victorian Chamber) is the largest and most influential business organisation in Victoria, informing and supporting over 65,000 members and clients across the state.

We are the voice of business. Our goal is to build a more competitive business environment, helping members, customers and clients grow their workforce, increase investment and achieve success in business and the global marketplace. We achieve this through policy and advocacy, workplace relations advice, training, international trade and apprenticeship services.

Our international trade, business and investment professionals provide advice and assistance on how to enter and successfully grow new commercial opportunities in the fast changing and highly competitive global marketplace.

The Victorian Chamber is a powerful and effective advocate to governments at all levels. We have secured many 'wins' for members including a reduction in the business payroll tax burden, less red tape, better infrastructure, improved education and training and stronger support for international engagement.

As a main stream Chamber of Commerce in Australia, the Victorian Chamber has formed long term friendly relationship with various overseas Chambers of Commerce. We actively assist overseas companies to immerse into Australian business environment and conduct trade and investment activities. Meantime, Victorian Chamber's visa and migration services successfully help many overseas business owners settle their families in Australia.



維多利亞州工商會

維多利亞州工商會（維州商會）是維多利亞州最大、最具影響力的商業組織，為全州範圍內的65,000多名會員和客戶提供信息和支持。

我們是商界的代言人。我們的目標是建立一個更具競爭力的商業環境，幫助會員、顧客和客戶壯大企業隊伍，增加投資，在商業和全球市場上取得成功。我們通過政策和代言、勞資關係建議、培訓、國際貿易和學徒生培訓服務實現這一目標。

我們的國際貿易、商業和投資專業團隊提供有關如何進入和在快速變化且競爭激烈的全球市場中成功發展新商業機遇的建議和支持。

維州商會是各級政府的有力和有效的倡議者。我們為會員爭取了許多“勝利”，包括減輕商業工資稅負擔、減少繁文縟節、改善基礎設施、提高教育和培訓水平以及加強對國際參與的支持。

作為澳洲的主流商會，維州商會與各個海外商會建立了長期友好關係。我們積極協助海外公司融入澳洲的商業環境，進行貿易和投資活動。與此同時，維州商會的簽證和移民服務成功地幫助許多海外企業主在澳洲安家落戶。



維多利亞州快速資訊

Victoria Fast Facts

農業

- 羊毛, 牛肉
- 穀物, 糧食
- 水果, 蔬菜和乳製品

維多利亞州是澳洲羊肉, 羔羊肉, 和乳製品的最大產區

產業

- 高級製造
- 生物科技
- 信息和通訊技術
- 金融服務
- 醫療和養老產業
- 教育
- 旅游

國際貿易

- 乳製品
- 藥物 (包括獸藥)
- 羊毛和肉類

維多利亞州最大的出口市場包括中國、紐西蘭、美國、日本和韓國。墨爾本擁有全國最繁忙的綜合貨物港口和最大的集裝箱港口。

Primary industry

- wool, beef
- grain crops
- fruit, vegetables and dairy products

Victoria is Australia's largest producer of mutton, lamb, and dairy products.

Industries

- advanced manufacturing
- biotechnology
- ICT
- financial services
- health care and aged care
- education
- tourism

International trade

- dairy products
- medicaments (including veterinary)
- wool and meat

Victoria's largest export markets are China, New Zealand, the USA, Japan and Korea. Melbourne has the nation's busiest general cargo port and largest container port.

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關於台北市進出口商業同業公會

台北市進出口商業同業公會成立於1947年，目前會員超過6,400多家貿易廠商，其中經營製造業近1,300家，從事進口業者約3,500家，會員並遍及全台各主要城市，會員的總進出口額約佔全國40%，會員總雇用員工數也達60萬人，並與全球171個各國重要工商團體簽訂姊妹會合作備忘錄協議，是台灣貿易界的最大組成單位，也是台灣最具規模的商業團體之一。

本會一直擔任政府與貿易業者間的橋樑，凝聚業界共識，提出各項政策建言，爭取會員權益，積極協助業者開拓全球市場商機。

About Importers and Exporters Association of Taipei (IEAT)

Founded in 1947, the Importers and Exporters Association of Taipei (IEAT) is Taiwan's largest and most influential trade organization with members from all major cities. Its current membership exceeds 6,400 companies, of which 1,300 are engaged in manufacturing and 3,500 in importing. These companies account for 40 percent of Taiwan's total trade value and 600,000 jobs. IEAT has signed partnership MOUs with 171 major trade and business associations worldwide.

The Association serves as a bridge between the government and industry. We seek the consensus of industry, make policy recommendations, promote members' interests, and help businesses tap into the global market.

Find out more at

victorianchamber.com.au/TBP