

兩代傳承的瓜類育種專家 全福種苗公司千田全孝、千田邦彥

陳哲仁¹、周明燕²



全福種苗公司創辦人千田全孝先生（左）與千田邦彥先生接受本次專訪。

國內歷史悠久的全福種苗股份有限公司（簡稱全福種苗）隱身於臺北市南京東路商業辦公大樓中，公司創辦人千田全孝先生負笈於東京農業大學，並進入日本ミカド種子公司，在海外打拼 17 年回國後，於民國 73 年 10 月間創立全福種苗，在草創期千田全孝先生自己校長兼撞鐘，在穩健

低調的經營策略下逐步擴展營業。全福種苗公司以放眼全球市場作為發展方針，除了代理銷售日本及歐洲優良蔬菜品種，也具備深厚的西瓜品種選育技術。為了提供更好的客戶服務與品種選育，日前在雲林地區新設立生產農場，並籌設檢測及調製作業室以滿足高品質的自我要求。

¹ 種苗改良繁殖場生物技術課 助理研究員

² 種苗改良繁殖場生物技術課 副研究員

更難能可貴的是，千田全孝先生的公子—千田邦彥先生自美國哥倫比亞大學電機系畢業後，也加入全福種苗的營運。於民國 100 年派送至日本農場進行為期 1 年的研修訓練，隔年返回公司任職。問及邦彥先生對轉換跑道從工業到農業兩者間的差異，邦彥先生指出在程式編碼上成功或失敗會有明確的區別，但是一粒好的種子生產過程則是環環相扣複雜許多。邦彥先生除了親身參與採種生產，也走訪各地第一線產地瞭解品種表現情形及提出建言。

而營運上最大的難題是優秀品種的持續追求，近年國際種子市場變動較大且人們消費習慣改變，一個品種往往不再有 10-15 年的產品壽命，掌握市場喜好及滿足各地的農民的不同需求，才能確保營運銷售動能。對此，千田全孝先生也回應自主

掌握種原是其中一項因素，而育種人員能慧眼選拔具有市場性品種更是關鍵。雖然每年都有眾多試作組合，但往往 3-5 年才能選育出一個具有商品性的潛力組合。筆者也參觀公司內設置的小型冷藏庫，見到許多不同的試作樣品，全福種苗每年定期自海外將採種樣品及試作組合寄回臺灣做後續評估。

訪談最末，兩位千田先生說明未來全福種苗仍將秉持穩健經營步伐，隨著新的生產農場設立，也期待能有更多的優秀人才加入團隊，而對於種苗業發展的建議則是，有鑑於公司多在國外生產採種，希望在種子復出口方面可以有更佳的彈性措施，使得國內的優質品種能以自有品牌行銷全球。

Two generations of experts in watermelon breeding, All Lucky Seed Company Zenko Senda & Kunihiko Senda

Chen, Je-Ren¹ and Chou, Ming-Yen²

Hidden in the commercial office building of Nanjing East Rd in Taipei, this is the location of the All Lucky Seed Co., Ltd. (referred to as "All Lucky Seed"). The company founder, Mr. Zenko Senda, graduated from Tokyo University of Agriculture and entered the Japanese famous Mikado Seed Company. After 17 years hard working oversea, he returned to Taiwan and founded All Lucky Seed in October 1984. There was only one employee in the pioneering stage. Hence, Mr. Zenko had to wear many different hats and gradually expanded his business under a steady and low-key strategy. All Lucky Seed targets the global market as its policy development. The company is not only obtaining dealerships from Japanese and European seed companies, but also doing excellently in watermelon breeding. In order to provide better customer service and breeding selection and evaluation, a new production farm has been set up in Yunlin and seed testing and processing room have also been set up to meet high standards of self-requirements.

What is even more commendable is that Mr. Kunihiko Senda, Mr. Zenko's son, has also joined All Lucky Seed after graduated from the Department of Electrical Engineering at Columbia University. In 2011, he was leaving for the famous seed company farm in Japan for one-year training. Hence, he was familiar with all field operation management related to seed production and returned to All Lucky Seed for work in the following year. We asked Mr. Kunihiko about the difference between industries to agriculture. Mr. Kunihiko pointed out that there is a clear boundary between success and failure in computer programming, but the seed production process will be much more complicated. The production of high-quality seeds requires every rigorous step and each step is all necessary. Mr. Kunihiko regularly visits seed production fields with local dealers to grasp the performance of varieties and giving customers relevant suggestions.

¹ Taiwan Seed Improvement and Propagation Station, Biotechnology Section, Assistant Researcher

² Taiwan Seed Improvement and Propagation Station, Biotechnology Section, Associate Researcher

The biggest challenge in seed business is the continuous pursuit of excellent varieties. All Lucky Seed is focusing on the overseas market. In recent years, the international seed market has changed dramatically and consumer's habits have also changed. In the past, a mega variety may have ~10-15 years of product life-cycle but not now. Hence, precisely master the market and meet the different needs of farmers would be crucial to maintain the business and sales. To address this, Mr. Zenko responded that the control of private germplasm is one of the factors, but the breeder's long-term vision of variety selection is even more critical. Although there are many trial combinations generating in the field for selection each year, it often takes 3-5 years to select a potential commercial trial line and the effort and costs of investment are huge. The author also visited the small refrigerators

and warehouses set up in the company and saw many different trial samples. All Lucky Seed regularly sent the seed samples and trial combinations back to Taiwan three times a year from overseas for follow-up evaluation.

At the end of the interview, the two Mr. Senda explained that in the future, All Lucky Seed will continue to maintain a steady business growth strategy. With the establishment of a new production farm, they also look forward to having more talents to join the team. Because the industry now produces seeds mainly abroad, they also gave some of their suggestions on this. They expect that more flexible measures for seed re-exporting in the future, for this may promote more of our domestic high-quality varieties and help Taiwan own brands sold globally wide.