



The Pan Asia Logistics Quarterly Newsletter

December 2014, Issue 4

Pan Asia Logistics to win Singapore Productivity Award for Excellence in Logistics Sector

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Above: Tharman Shanmugaratnam (Singapore Finance Minister) captured on stage alongside Pan Asia Logistics Management Team at the Singapore Productivity Award Ceremony on October 30th, 2014

The inaugural Singapore Productivity Award Ceremony was held at the Swiss Hotel Singapore on October 30th, 2014.

Pan Asia Logistics was the proud recipient of the Singapore Productivity Award for excellence in the logistics sector.

The award honors organisations for their leadership and business practices that contribute towards labor productivity, efficiency and sustainable growth.

“We have to constantly adapt, transform, reshape, and innovate in order to meet the growing and ever changing demands of our clients and the global markets.”

Gerald Tan, PAL CEO



Above: Gerald Tan, CEO of Pan Asia Logistics Singapore accepting the award on behalf of the management team



Above: Philip Choong (Logistics Director) and Susan Tan (Executive Director) Enjoying the Evening

60MT Gas Compressor Skids from Sekupang to Kalimantan

In October/November this year, Panalogs Projects transported a total of 2 Compressor Skids (each weighing 60MT), 2 Air-Cooler Fans, 1 Shippers Owned Container (SOC) and 1 Office Cabin Container from Sekupang Logistics Jetty in Batam to KRS Yard in Kalimantan.

The voyage with an estimated duration of 8 days via high speed Indonesian flagged LCT (Landing-Craft Transport) was delayed upon arrival due to poor weather conditions. The load-out finally took place 3 days later, the compressor skids and air-cooler fans were shifted to the quayside via self-propelled modular trailers (SPMT) and the 2 containers using normal trailers.

After full safety and inspection compliance with the Marine Warranty Surveyor, the cargoes were canvassed and secured prior to LCT arrival. The project team went against all odds and finally berthed the LCT alongside Sekupang Logistics Jetty 3 days later on the dawn on 31st October 2014.

A 250-ton Kobelco crawler crane was needed along with substantial lashing and bracing to transfer cargoes onto LCT at Sekupang Logistics yard.

On November 9th 2014, LCT finally arrived at the anchorage of Sungai Mahakam where discharging commenced!



Above: Compressor skids and air-cooler fans were shifted via self-propelled modular trailers (SPMT)



Above: Loading process. A 250-ton Kobelco crawler crane with custom-made spreader bar was used



Above: LCT docked at the berth pending instructions and clearance from the Port Master for sail away.

*"To be built to last,
you have to be built
for change"*

...Jim Collins

Second Mercedes-Benz van for Germany Operations



Above & Right: The brand new MB Citan waiting to be put into gear at the PAL office in Stuttgart Germany

PAL gets another Mercedes Benz van to support its airfreight and ocean freight handling activities in Germany. While the last van purchased earlier this year is operating in the Frankfurt branch, the latest addition will be on duty in Stuttgart. Both vehicles are sporting the distinguished PAL truck livery.



"The past is a place of reference, not a place of residency"

...Willie Jolley

PAL Japan - Heavyweight is on its last leg to Yamaguchi



Above: Yoshino Kazuaki, Senior Advisor, PAL's MD to Japan Daniel Garcia (center) Yoshino San, Kasama Kimio GM Sales and Operations at Narita

The 100 ton Tokki shipments handled by PAL Malaysia (PALines reported in the previous issue) are on the last leg of their journey from Narita Airport to Yamaguchi prefecture. In order to get there, the super heavy plates had to

travel through 12 other prefectures, namely Chiba, Tokyo, Kanagawa, Shizuoka, Aichi, Mie, Shiga, Kyoto, Osaka, Hyogo, Okayama and Hiroshima. The third batch was the most challenging due to the plates being over-width and not allowed to

travel on Japanese highways. Special permission had to be obtained from the Ministry of Transport that required authorisation from each of the 13 prefectures together with a detailed route and travel plan, with transport only allowed between the hours of 9pm and 6am.

Upon arrival at Narita, it unfortunately turned out that the additional wooden packaging had made the pieces even larger than the Ministry of Transport had given approval for.

Quick action was needed and the PAL team stepped in with muscles and tools to cut the additional packing down to size.

PAL Indonesia opens new office in Surabaya

A new PAL office has popped up. The newest location is in Surabaya Indonesia, which was put into operation in October 2014.

The coverage areas for the PAL Surabaya office are the Central, East Java & Bali regions of Indonesia.

The new PAL office in Surabaya is the second in Indonesia joining the Jakarta office.



Above: PAL Indonesia Branch Manager Totok Wahyudi in his new office.



On Monday, 22nd December 2014 Pan Asia Logistics Indonesia moved its Jakarta office to a more central and convenient location.

The new premises are said to be also more spacious.

Left: The new address of PAL Indonesia Office in Jakarta

“Don’t cry because it is over, smile because it happened”

...Dr Seuss

Putting Smiles on Faces – PAL at the Xmas Charity Drive



Above from left: Effendy (Driver) Lailanie Callejas (Ocean Export Officer) Aretha Chan (Customer Service Executive) Maimun Slamet (Ocean Freight Manager) Grace Oh (Programme Coordinator of Singapore Children's Society Children Service Centre) Edelyn Chua (Customer Service Executive) Raymond Tan (Customer Service Manager) dropping off donated Christmas gifts to the children of SCS (Singapore Children's society) on December 17th 2014. The 2 week charity drive took place at PAL Singapore with significant contributions from PAL Singapore Staff in providing presents for children aged 7 – 12.

Ten Years Service Anniversary Celebration in Chiang Mai

By Donny Gan, Assistant Manager, Regional Key Account



Above from left: Leon Vin Sen, Catherine Thia, Susan Tan, Ja'afar Haron, Freddy Yeo, Donny Gan, Flora Tan, Sim Sun Giat, Stephan Gan

"The greatest gift you can give someone is the gift of inspiration."

...Cornel West

Following the tradition of rewarding the employees who have been with the company for the past 10 years, 9 of us from different departments embarked on a three-day-two-night tour to Chiang Mai, the beautiful city in the North of Thailand.

The group arrived in the afternoon of 17 October at the Imperial Mae Ping Hotel, located in the center of Chiang Mai, where accommodation was booked for the group.

The same night, we were all treated to a local cuisine dinner in a traditional Thai restaurant at the Old Chiang Mai Cultural Center.

The food came in a steady, seemingly never ending flow with an awesome selection of traditional dishes.

We enjoyed the dance performances and headed for the Night Bazaar, where we bargained and battled

with an impressive number of stall owners for discounts.

Day 2 had a free & easy morning on offer for us. In the afternoon, some went to the handicraft village at the Sankampang District of Chiangmai, the heart of the handicraft industry.

While some went shopping at Sankampang, a couple of us were visiting some famous temples in Chiang Mai such as Wat Phrathat Doi Suthep, Wat Sri Don Moon and Wat Umong.

The places were so scenic and picturesque that we were feeling very "Zen" and blessed long after we came back to the hotel.

Carefree & casual day 3 was highly welcome. While some of us were tired from an overdose of shopping, others were feeling rejuvenated from the spa and massage experience. However, all of us were reluctant to return home.

The trip has been very enjoyable and truly inspiring.



Above: The jubilarians having fun in Chiang Mai on a 3 day outing sponsored by the company

PAL Japan and Thailand Transferring Transformers

PAL Japan, together with their Thailand counterparts has been recently handling some very different and interesting paraphernalia for Paramount Pictures in Japan.

The latest series of exotic items that have been shipped from Bangkok to Tokyo were four Transformer statues used for various movie promotions around Asia. They were transported by both air and sea after packing was arranged by PAL Thailand.



Above: A Paramount Pictures Transformer statue before being transferred from Bangkok to Tokyo

"Doubt says 'I'll believe it if I see it.' Faith says, 'You'll see it if you believe it' "

... Pat Langwell Weaver

PAL India was out for a picnic in Mahabaleshwar



Above: The PAL India office staff posing while out and about in Mahabaleshwar

PAL India recently had a company outing to Mahabaleshwar.

PAL India country manager Glenn Tan along with the rest of the staff travelled the hilly outskirts of Mumbai where they enjoyed a picnic.

The team also had fun by trying their talents at Carrom (Strike the Pocket Indian board game), Table Tennis and visiting some of the special sites of

Mahabaleshwar, including the Ancient Fort of Shivaji Maharaj and Sunset point.

A big thank you goes to Mr. Vinay and Ms. Megha for their exceptional efforts in making the trip possible!



Right: PAL India staff playing Carrom while enjoying their company outing to Mahabaleshwar

A group shot in the bus and ready to go!



PAL India celebrates Diwali, the Festival of Lights



Above: Country Manager Glenn Tan (in a traditional black kurta) and the PAL India staff celebrating Diwali in their Mumbai office

Pan Asia Logistics Mumbai celebrated Diwali on Thursday 23 October.

Diwali or Deepawali, is the Indian festival of lights that symbolise the victory of righteousness and the lifting of the spiritual darkness.

The festival takes place every year on the 15th day of Kartika, according to the Hindu calendar.

Rangoli, the colorful and decorative pattern seen on the floor, is a traditional artwork that welcomes Lakshmi. Lakshmi is the Hindu goddess of wealth, love, prosperity, fortune, and the embodiment of beauty.

PAL India staff are festively dressed in traditional colorful sarees and kurtas. Everybody enjoyed the occasion. Later that day they were lighting up the traditional firecrackers.



"The true delight is in the finding out rather than in the knowing"

...Isaac Asimov

It's that time of year, PAL Singapore Christmas

Well it's that time of year and to get all PAL staff into the festive spirit, Pan Asia Logistics Singapore held their annual Christmas party/parties.

This year to accommodate all employees' three separate Christmas parties took place at three separate locations.

On Friday the 19th of December, both the Airport office along with PAL Singapore Headquarters held catered Christmas events at their respective offices.

PAL Singapore Headquarters had luck on its side as the weather cleared up just in time and cooperated for the rest of the evening allowing for the Level 3 breakout area and outdoor rooftop garden to be quickly filled by 6:45 pm with well over 100 attendees present.

This year's dinner was catered by Orange Clove and 4 massive turkeys were carved up for all, accompanied with the regular food staples such as; chicken ham, butter



Above from left: Hnin Thuzar, Sylvester Tan, Shally Zheng, Donny Gan and Ailing Ong having fun

rice with nuts and raisins, sautéed vegetables, dory fish, roasted chicken, roasted potatoes, and more... and let us not forget about desert with traditional raspberry vanilla/chocolate fudge log cakes as well as brownies served up!

After all the socializing, and after all stomachs were full, the much beloved lucky draw took place. The first prize of a Canon HD projector was taken home by Hnin Thuzar, Key Accounts Executive. Congrats!



Above: Albert Tee (Managing Director) and Faiz Dharamsi (Management Trainee) picking winners in the annual lucky draw, as excited eyes look on



Above: Jennie Ong (Finance Manager) hard at work, carving up and serving the turkeys



Above: Dinner in the kitchen breakout area



Above: PAL Singapore Staff posing while loading up their plates, while in buffet line

"Disappointments are inevitable; discouragement is a choice"

...Charles Stanley

Buzzing – a Three-Minutes Digest

Read about PAL's business wins in the 4th quarter of 2014 in a 3 minutes digest.

BMW – PAL secured a contract with the German car maker for its aftermarket warehouse business in Korea on 8,500 sq m. The 2.5 year contract is worth S\$2.7 Million p. a.

BMW – PAL was awarded another 2.5 year warehousing contract in Malaysia. Turnover is an estimated S\$7.3 Million p. a. on 17,000 square meter.

BMW – PAL got its contract with BMW for trucking services from Malaysia to Thailand extended. Approximately 250 40ft container p. a. are being moved with a yearly turnover of S\$ 650,000.

Kärcher – PAL Singapore was awarded the Kärcher contract logistics business with approx. 1,200 pallets, block storage and spare parts. In addition PAL took over the local distribution in Singapore. Business started in November.

Siemens – PAL Hong Kong is about to start trial shipments for Siemens Medical from Germany to Shenzhen via Hong Kong.

Permasteelisa Group – PAL Singapore secured part of their 'Tanjong Pagar' Project which consists of freight and handling incl. over 500 land transport trips between Singapore and Malaysia over a period of 3 months and revenue exceeding S\$500,000. This is on top of the business we already handle for this MNC.

Rifline/PAL Italy – Ocean freight from all over China into Italy has been steadily increasing in the last quarter again as more customers are joining, notably AMODA SPA (Everlast), Biacchi Ettore SRL, Magazzini Cosma SRL, RI.CA. Trade SRL, Consorzio Three Trading.

Raajratna – PAL Italy has started handling the shipments from Singapore to Italy and other European destination for Raajratna, one of the largest manufacturers of stainless steel wires. Volumes are expected to pick up substantially in 2015 especially due to the expected increase of production in Batam.

Volvo – PAL has moved into a new phase of cooperation with Volvo Logistics. We have been appointed for various trade lanes that go beyond our previous handling scope for spare parts and now cover production parts, packing materials, vehicle chassis & assemblies, and shipments from third party suppliers. Recently we have also started FCL ocean freight shipments from Singapore to Thailand, Thailand to Singapore, Malaysia to China and Thailand, and Taiwan to Thailand, China to Thailand.

Reebonz – one of the most established online luxury sales companies in Southeast Asia has appointed PAL Singapore to handle their export shipments from Singapore to Thailand and Taiwan.

Volvo – PAL secured a contract with Volvo for the import customs clearance, handling and delivery in Malaysia of bare bus chassis originating from Sweden. So far PAL Malaysia has handled 51 chassis from arrival at Port Klang to delivery to the bodybuilder's in Puchong. 50 more chassis are already scheduled for 2015.

Redington – PAL SG has been awarded the handling of freight volumes from South China out of HKG to Singapore for this technology distributor. Daily volumes of over a ton are expected.

AUMA Actuators - PAL started trial shipments for AUMA's airfreight traffic from Germany. Good further opportunities are on the card with AUMA's dense cargo business.

Toto Asia – PAL has been handling A/F and O/F shipments for the Japanese distributor of sanitary wares from Shanghai, Thailand, Vietnam to Myanmar, from Tianjin to Singapore and from Nanjing to Dhaka.

Other business wins in this quarter are: Servo Dynamics, JP Electronics, Euro Technic, Unilever, Living Phenomenon, Momentus Enterprise, Applehops, Container Printers, Steelcase, JLCC, Club Med, Nilo Asia, EJOT, Imperial, Top Alloys, JML, Herrenknecht; just to name a few.

"Until you value yourself, you won't value your time. Until you value your time, you will not do anything with it."

...M. Scott Peck

New Kids in the Block!

A warm welcome to all the new colleagues who joined us during the fourth quarter of 2014!

Singapore



Muhammad Salim Bin Mohd Salleh
Assistant, Operations,
Contract Logistics



H Ng Han Seah
Assistant, Operations,
Contract Logistics



Yap Heng Hock
Assistant, Operations,
Contract Logistics



Ang Jia Rong
Projects Operations
Executive



Kwan Ser Teck
Manager Operations,
Contract Logistics



Thiagaraj A/L Jaigobi
Officer, Operations Admin,
Contract Logistics



Lim Ley Hoon
Facilities, Custodian



Lai Chun Hing
Assistant, Operations,
Contract Logistics



Yeo Chong Ming
Assistant, Operations
Admin, Contract Logistics



Yeong Wai Onn
Assistant, Operations,
Contract Logistics



Abdul Kadir Bin Abdul Razak
Assistant, Operations
Admin, Contract Logistics



Pang Chen Quan
Assistant, Operations,
Contract Logistics



Quah Jun Rong
Assistant, Operations
Admin, Contract Logistics



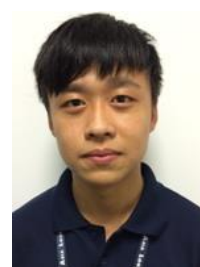
Shawn Teo
Executive, Operations,
Contract Logistics



Chen Ziwei
Assistant, Operations
Admin, Contract Logistics



Chow Yi Yan
Assistant, Operations
Admin, Contract Logistics



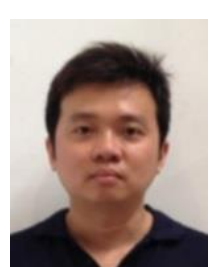
Low Keng Xian
Assistant, Operations,
Contract Logistics



Syamsul Arifin Bin Abdul Salam
Assistant, Operations
Admin, Contract Logistics



Stephanie Tay
Senior executive,
Customer Service



Ling King Thai
Senior Asst, Operations,
Contract Logistics

*"In trying times,
don't quit trying"*

...Unknown

New Kids in the Block!



Muhammad Effandi Bin Usman
Assistant, Operations,
Contract Logistics



Mohammad Azlan Bin Ayub
Assistant, Operations,
Contract Logistics



Wong Sow Chuen
Assistant, Operations,
Contract Logistics



Juliana Binti Johor
Assistant, Operations
Admin, Contract Logistics



Phang Boon Chye
Assistant, Operations,
Contract Logistics

Malaysia



Henequelen Ambikin
Operation & CS Officer



Siti Sarah Akmal Bt Yacob
Operation & CS Officer



Noor Razilah Bt Zakaria
Senior Operation
Executive



Eddie Chang
Managing Director

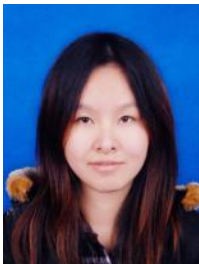


Vimalan A/L Selvam
Warehouse Assistant

China



Lin Wei Jie Kidd
Operation



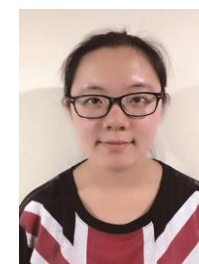
Yi Ling Sheng Eva
Logistics Assistant



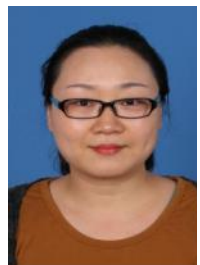
Xu Yan Sabrina
Operation



Fang Rong Smile
Operation



Li Xin Emily
Accounts



Zhu Fei Fei Judy
Operation



Cheng Xiao Yan Alice
Operation



Hong Wen Qin Winky
Receptionist



Li Hong Liang Leon
Operation



Zero Kim
Sales Director

Indonesia



Totok Wahyudi
Branch Manager
Surabaya



Rispenzir
Custom Clearance Ocean
Freight Operation

Germany



Sotiria-Eleni
Antrikopoulou
Airfreight Executive



Doreen Akins
Finance
Executive

"A diamond is a chunk of coal that did well in pressure."

...Henry A. Kissinger

In Conversation – Insights into a Management Trainees Journey

Marketing Assistant Sha'irah Shahrin was in discussion with Faiz Dharamsi, Management Trainee at PAL Singapore to learn about his yearlong journey as an MT.

Irah: Judging from your accent we know you're not Singaporean, so where are you from? What made you come to Singapore?

Faiz: Well how astute of you to notice (laughing), you are correct I'm not from Singapore. I'm from Vancouver, Canada. I am familiar with Singapore having visited a few times, I also completed an internship here in the city last year. Of course I really miss Vancouver, it is incredible over there but the transition has been made smooth and comfortable due to family. My mom is Singaporean and my grandparents live here so I'm fortunate I have a place to stay with the comfort of family.

Irah: What does the Management Trainee position incorporate within Pan Asia Logistics?

Faiz: Well, basically the position gives the other Management Trainees and myself the opportunity to work and receive training for short stints of time within several key departments of PAL.

For instance in my one-year traineeship, I rotate throughout six key departments of the company spending anywhere from 1-3 months in each place.



This wide coverage of training helps in gaining knowledge and hands-on experience of the full logistics spectrum, something that is truly beneficial.

“... if given the chance, I'd really look forward to the opportunity to continue my journey in Singapore with Pan Asia Logistics.”

Irah: How far along in the Traineeship are you? How has the experience been so far?

Faiz: I can't believe how the times flown by! I started in mid-February so I'm nearly approaching completion of a full year. I'm truly grateful for having this amazing learning experience. The journey has far exceeded my initial expectations, due greatly to the patience demonstrated from all mentors I've been fortunate to have them all guide me to fully grasp an understanding of the complete job scope and operations within their respective departments.

Irah: So what has been the highlight so far? Also any regrets?

Faiz: Wow, It's extremely hard to pinpoint just one highlight (thinking)...

I would have to say the overall highlight would be the wonderful staff I've had the privilege to work with and the friendships that have been created throughout my traineeship; the willingness and kindness from fellow colleagues to help teach and train, furthermore fielding the abundance of annoying questions I've had, yet pleasantly explaining every detail to assist in my understanding. Regrets...none!

Irah: So what does the future have in store?

Faiz: Once again another tough one to answer... Well I've learnt the future truly is unpredictable, but if given the chance, I'd really look forward to the opportunity to continue my journey in Singapore with Pan Asia Logistics.

“I've learnt the future truly is unpredictable.”

“In addition to doing things better, do better things.”

...Karen Heyden

Snippets



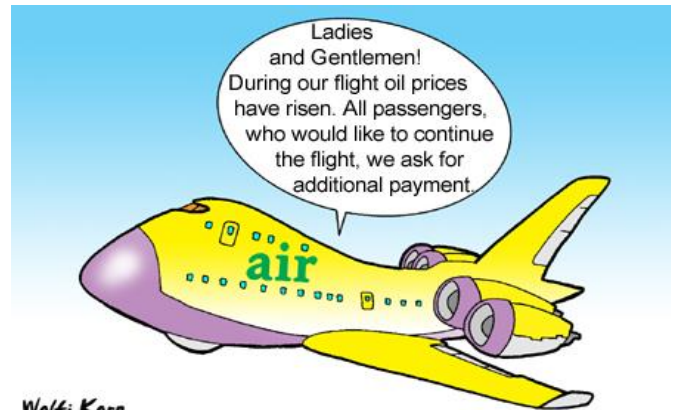
“Dear Andy: How have you been? Your mother and I are fine. We miss you. Please sign off your computer and come downstairs for something to eat. Love, Dad.”

The child and his mother:

“Think of five things you are grateful for today... Now how do you feel?”

...Tim Sanders

A curious child asked his mother: “Mommy, why are some of your hairs turning grey?”
The mother tried to use this occasion to teach her child: “It is because of you, dear. Every bad action of yours will turn one of my hairs grey!”
The child replied innocently: “Now I know why grandmother has only grey hairs on her head.”



Wolfi Korn



“We have an excellent employee health plan: we built our parking garage 2 miles away from the office!”



Wolfi Korn

Savage Chickens

by Doug Savage



www.savagechickens.com



Wolfi Korn

The Christmas Page



Christmas Quiz

Christmas: The time when everyone gets Santamental.

What kind of music do elves like best?
"Wrap" music!

What do snowmen eat for lunch?
Icebergers!

What do you call Santa when he has no money?
Saint "Nickel"-less!

What do the elves call it when Father Christmas claps his hands at the end of a play?
Santaplause!



Christmas Turkey

A lady was picking through the frozen turkeys at the grocery store, but couldn't find one big enough for her family. She asked a stock boy, "Do these turkeys get any bigger?"
The stock boy replied, "No ma'am, they're dead."



"Joy is what happens to us when we allow ourselves to recognise how good things really are"

...Marianne Williamson

Your contribution and feedback is greatly appreciated.

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