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The Official Newsletter of the Royal Cargo Group of Companies
2015 Holiday Special

ROYAL CARGO GROUP

Ends Year 2015 with a Bang!



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2015 ROYAL CARGO GLOBAL CONFERENCE KICKS OFF IN ILOCOS

Royal Cargo Country Managers and Key Officers

Capping the 2015 and welcoming the year 2016, Royal Cargo group held its annual Global Conference at the Plaza del Norte Hotel, in Paoay, Ilocos Norte last December 14 to 16, 2015.

All representatives from each of the Global offices as well as the key officers from Royal Cargo Inc. (Philippines) convened to discuss the overall performance of the international offices in the year 2015. The team also carefully planned out the strategies in preparation for the demands of the incoming year 2016. Maximizing the sales and growth potential of one another, each of the country representatives went through bilateral talks to carry out procedures for easier communication and streamlining of process for sales and operations.

After a tiring first day of the conference, all delegates graced the soft opening ceremony of the Bellagio Hills, a real estate venture of the Raeuber family in Paoay, Ilocos Norte. A sumptuous dinner was served and a classic Ilocano band serenaded all the guests in the event.

Present in the conference were country managers from each of the Royal Cargo Global office including Vietnam's Deputy General Director, Mr. Tuan Van Nguyen and Sales & Project Director, Mr. Long Nguyen; Country Manager for Guam and Micronesia, Ms. Teresa Tamayo;

Country Manager for Singapore, Mr. Arvin Canuto; Managing Director for United Kingdom, Mr. Simon Fenton; Managing Director for China and Hongkong, Mr. Donald Campbell; Managing Director for Hong Kong, Mr. Patrick Yen; Managing Director for USA, Ms. Pinky Paner-Estiva.

The group was led by the Royal Cargo Inc. top management including, Group CEO Mr. Michael K. Raeuber, President Mr. Elmer Francisco U. Sarmiento, Chief Operating Officer Mr. Andrew K. Raeuber, VP for Functional Services Ms. Loida Tasis, VP for Finance and Treasury Department Mr. Joerg Gruenewald, Group Network Development Director, Mr. Colin Van Roon, VP for Key Accounts Management Mr. Jet Ambalada, and VP for Sales and Marketing, Ms. Virginia Jamila, VP for VisMin Mr. Andreas Schmidt, and Group Business Development Manager- Europe Mr. Philipp Schlosnagel.

After a gruelling two-day brainstorming and business planning, the delegates relaxed by touring around the beautiful municipality of Paoay including Malacañang of the North, Marcos Mausoleum and Museum, and the well-known Paoay Church. The team also ended the night with a romantic group dinner at Sitio Remedios in Currimao, Ilocos Norte. A fine gastronomic experience was shared by everyone while gazing at the sunset.



VP for SNM, Ms. Baby Jamila doing her presentation



Mrs. Leny Raeuber and RC Group CEO Mr. Michael K. Raeuber



ROYAL CARGO CONDUCTS ANNUAL BLOOD-LETTING ACTIVITY

In partnership with Philippine Red Cross, Rizal Chapter Muntinlupa Branch, Royal Cargo hosted a Blood Letting Program in its headquarters in Paranaque City last December 18, 2015. A total of 18 bags of 450ml blood from the company's employees were collected.

The said event was organized by the QHSSE Department led by the Safety Manager, Mr. Pocholo Razon, and the Safety Officer, Mr. Manny Tibayan and supported by the former Safety Manager, Mr. Albert Nañez.

Royal Cargo supports Philippine Red Cross to provide quality life-saving services that protect the life and dignity especially of the indigent Filipinos in vulnerable situations. This annual bloodletting campaign is part the Royal Cargo's Corporate Social Responsibility Program that started in 2011.

ROYAL CARGO ACQUIRES TWO NEW HEAVYLIFT EQUIPMENT

In its effort to boost the roster of equipment offering project transportation and heavy lift service, Royal Cargo recently acquired an all terrain crane and a truck head.

The Grove/Manitowoc GMK 5220 Telescopic All Terrain Crane has a multi-axle/ special gooseneck designed for rough terrain and has a telescopic crane and long boom that reaches the height of up to 331 ft. (101 meters) with jib extensions and can also lift a maximum capacity of 220 tons.

Also improving the transport capability is the MAN TGX 41.540 8x4/4 truck head that can carry a maximum gross weight of 41 tons or pull up to 250 tons of cargo. This heavy-duty tractor is designed for heavy transport requiring huge horse powers.

The Projects and Heavy lift unit of Royal Cargo specializes in project transportation and heavy lift and was named as the 2015 Project Logistics Service Provider by Frost and Sullivan.





RCI President Mr. Elmer Sarmiento and Executive Driver Mr. Antonio Corpuz

ROYAL CARGO'S 2015 Christmas Party

Ending the year 2015 with a bang, the Royal Cargo Group held its annual Christmas Party last December 12, 2015 at the Grand Ballroom of the City of Dreams Manila with the theme, "Colors of Christmas."

President of Royal Cargo Inc, Mr. Elmer Francisco U. Sarmiento, in his opening speech, welcomed all the employees and thanked everyone for the hard work the team has put in the twelve long months of 2015. He encouraged all the members of the group to strive harder and prepare for a more challenging year in 2016.

The program opened with the Service Awards. All employees who have been with the company for 5, 10, 15, 20 and 35 years were given plaques of appreciation and monetary incentive. A total of seventy three (73) employees received the award including the Vice President for Brokerage, Ms. Sarah C. Mendoza (5 years), Staff from the Office of the President, Antonio Carpio (20 years), and the President himself, Mr. Elmer Francisco U. Sarmiento (35 years).



Recipients of the the Service Award



Group CEO Mr. Michael K. Raeuber and President Mr. Elmer Sarmiento

Group CEO of Royal Cargo, Mr. Michael K. Raeuber, thanked all the awardees. He expressed his gratitude to Ms. Sarah Mendoza for her outstanding services, dedication to her work and significant contributions to the growth of the Company. Ms. Mendoza has been part of the company since early '80s. In 2001, she was among the group of employees who became part of Royal Cargo's joint venture entity with Deutsche Post World Net. She returned to Royal Cargo in 2010.

Mr. Raeuber also thanked Mr. Sarmiento for his 35 years of unwavering service, hard work, remarkable business acumen and his determination to bring about change and success for the growth of the company.



From Left: VP for SNM Ms. Virginia Jamila, VP for Brokerage Ms. Sarah C. Mendoza, COO Mr. Andrew K. Raeuber, and Group CEO Mr. Michael K. Raeuber



The outstanding performers and managers of the year 2015 were also named. Each of the seven (7) employees and six (6) managers who have shown exemplary performance and extra ordinary output in their designated fields were given a Plaque of Recognition, monetary incentive, and the chance to vie for the 2015 Employee of the Year (EOY) and Manager of the Year (MOY) awards. Royal Cargo recognizes the perseverance and devotion of its employees, the main ingredient for the rapid growth and success in over 37 years of its existence.

The Star Managers 2015

Vice President for Functional Services, Ms. Loida Tasis led the awarding ceremony of the 5S Champions, Top 5S Auditors, and Outstanding Internal Quality Auditor. Premium Courier won the 5S Office Category, LIMA Laguna bagged the 5S Warehouse Category while Freight Angeles secured the top spot on the 5S Branch Office Category. The company also recognized the top 5S auditors and internal quality auditor.

For her outstanding performance after recording a high level of collection efficiency and good account management, Ms. Shirly del Mundo of the Finance and Treasury bagged the EOY award for 2015.

His demanding job as Property and Admin Manager didn't hinder him to perform extraordinarily well. Aside from accomplishing quality projects, he also ensured that Royal Cargo gets the best price with the value-added service from contractors. He also accepted a major role in the construction of the LIIP Cold Storage 2 in Laguna without any hesitation. His diligence and high regard to excellence made Mr. Michael de Claro from the Functional Services a deserving victor as the Manager of the Year 2015.



The Star Performers 2015



1st Runner Up - PHL/MEMD/KAM



SNM and Domestic Freight

Right after dinner, celebrity hosts Boom Gonzales and Joyce Pring took the stage to commence the annual Group Competition. Six (6) groups composed of the different departments and affiliates rocked the dance floor and showcased their unique talents that earned loud applause and screams among the audience.

The Gold Team composed of the Projects and Heavylift (PHL), Car Fleet, Key Accounts Management (KAM), Tank Agency, and Office of the President (OP) came out with their Night at the Museum-themed performance. A jaw-dropping mix of sexy belly dance, hiphop, and break dance rocked the dance floor to set the standard among the rest of the competing groups. Yellow team (Domestic Freight, Sales and Marketing (SNM), and Tradelane) vividly showcased their Minion-themed costume and dance performances to the tune of the 90's hits including "I saw the sign," "Always," and "Macarena". A spectacular interpretative dance and a chorale serenaded the ballroom when the Green team (Trucking, Own Fleet, and MEMD) took the floor.

The hall turned fiery red with the Contract Logistics and LIMA Logistics' energetic performance and breathtaking lifting and exhibition. Fifth on the line is the Blue team (Support group) who did a mash up of a tribal concept and Frozen-theme presentation. Last, but not the least, the Silver group (International Freight, Customs Clearance & Brokerage (CCB), and TMW Worldwide Express) dazzled with their own version of the 2015 hits from Korea, Philippines, and USA.

Brokerage/RGSI/TMW/International Freight Forwarding





Champion - Support Group

Before the announcement of winners for the group presentation, Royal Cargo also recognized the Male and Female Stars of the Night. Myla Bitbit from KAM and Adonis Raza from Trucking went home P5,000 richer after the party. Yellow team secured the fourth prize, Red team bagged the third overall prize while Gold team came off second-best. Topping the Gold team with a slight difference, the Blue team was hailed as the 2015 Grand Winner for the group presentation.



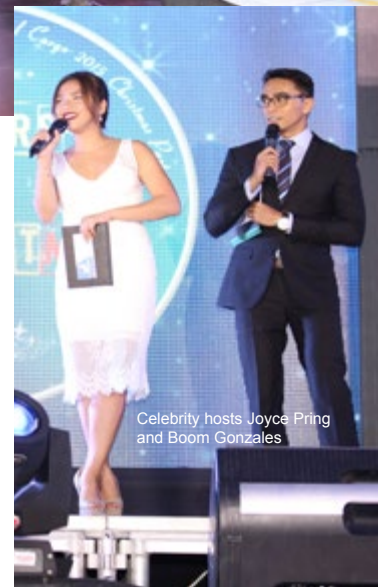
OFD and Trucking



Contract Logistics/LIMA



Wrapping up the party, Group CEO Mr. Raueber thanked everyone for another successful and fruitful year for Royal Cargo. He mentioned that despite not reaching the target budget for 2015, the company did very well and was very productive the whole year. Mr. Raeuber encouraged the group to be more vigilant and prepared for the year 2016 as he sees a lot of potentials that the company may face henceforth. Adding spice to the event are the grand raffle prizes, a total of seventeen (17) major prizes were given out to all employees who attended the Christmas party.



Celebrity hosts Joyce Pring and Boom Gonzales

ROYAL CARGO BRANCHES CELEBRATE THE COLORS OF CHRISTMAS

Satellite offices of the Royal Cargo group also welcomed the holiday season with a blast!

The Contract Logistics – Asahi Glass Corp (AGC) group of Royal Cargo also celebrated their Christmas with a wet and wild pool party at the Tropical Bali Resort in Taytay, Rizal last December 19, 2015. Led by Vice President for Contract Logistics – Dry Chain, Mr. Allan Soriano, Logistics Manager, Mr. Zaldee Mariano, and PPIC Supervisor from AGC Philippines Ms. Santana Marian Obnial, the company recognized the top performers of the group for the year 2015. Adding spice to the party were series of parlor games and group dance contest.



The Cebu leg of the Royal Cargo Christmas party was held in Quest Hotel & Conference Center in Cebu last December 5, 2015. Ms. Liza Uytengsu, Area Manager for Vis-Min welcomed all the attendees from the Contract Logistics, International Freight and Domestic department who enjoyed a night filled with dancing, group presentations and community dancing with the performance of a live band. Also present at the event was Vice President for Vis-Min, Mr. Andreas Schmidt who also gave his closing message after the party.



The Mindanao group weren't left behind as they held their party at the Luxe Hotel in Cagayan de Oro (CDO) City last December 19. The international Freight, Domestic Freight and Contract Logistics team for CDO, Davao, General Santos, and Zamboanga once again united for one memorable night. Starting the program was the awarding of plaques for all the five and ten years service awardees, followed by the performances of the competing groups. Games were played and raffle prizes were drawn afterwards.



The LIMA Logistics Corporation, an affiliate of the Royal Cargo group of companies also celebrated the Christmas with a festivity held at the grounds of the LIMA warehouse in Batangas last December 23, 2015. Attended by all staff and supervisors, the team enjoyed the night with games, intermission numbers and delectable dinner shared by everyone. Mr. Joel Endaya, Assistant General Manager, Mr. Warren Orense, Assistant Manager, Ms. Lea Tinte HR Assistant Manager and Ms. Ruvi Flores, Sales Assistant Manager graced the event to bond and have fun with the LIMA family.



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