



*Back to Back:*

**ROYAL CARGO SET TO BUILD P1.2-B FACILITY IN BULACAN**

**ROYAL CARGO'S MV CONRAD READY TO SET SAIL**

## WHAT'S INSIDE:

### *International News*

Royal Cargo Cambodia Successfully Transported Coca Cola Equipment to New Location, p.6

### *Inside News*

Royal Cargo Completed Jetty Work of Shell LPG Demolition Project, p. 7

### *Corporate Social Responsibility*

Royal Cargo Supports Brigada Eskwela, p. 10-11

### *Events*

Royal Cargo Had Fun in the Late Summer Sun at Chateau, p. 12-13

### *Awards*

Royal Cargo Awarded as Best Service Provider, p. 17

### *Sports*

Royal Cargo Volleyball Tournament, p. 18-19

### *Newsbits*

Royal Cargo Employee Activities for Q2, p. 20-21







# ROYAL CARGO SET TO BUILD P1.2-B FACILITY IN BULACAN



*Royal Cargo executives and invited guests attended the Royal Cargo City North Hub Groundbreaking Ceremony in Plaridel, Bulacan.*

*(L-R) Mr. Romeo Gaco of National Meat Inspection Services (NMIS), Department of Agriculture Region 3; Dr. Simeon Amurao Jr., Director III, Office of the Director Bureau of Animal Industry, Department of Agriculture; Mr. Mamerto Cervania, Budget and Finance Officer, Office of the Mayor, Bulacan; Mr. Reynaldo Quillean, National Meat Inspection Services (NMIS), Department of Agriculture, Office of the Director; Mr. Elmer Francisco U. Sarmiento, President, Royal Cargo Inc.; Mr. Michael K. Raeuber, Group Chief Executive Officer, Royal Cargo Inc.; Mrs. Edna Sarmiento, wife of Mr. Elmer Sarmiento; Mrs. Leni Raeuber, wife of Mr. Michael Raeuber; Mr. Miguel Hizon, grandson of Mr. Darius Alexis Hizon, owner of Pampanga's Best; and Mr. Ralph Bean, Agricultural Counselor at USDA Foreign Agricultural Service*

*(Photo Courtesy of Mr. Ernie Sarmiento, Brand Ambassador at Canon Marketing Philippines Inc.)*

Royal Cargo recently broke ground for the construction of its solar-powered Cargo City North Hub along Plaridel Bypass Road, Bulacan as part of its logistics capacity expansion in the Philippines. Similar to its Cargo City South Hub in Laguna, the Php1.2 billion multi-purpose facility will have a cold storage, a dry warehouse and a container freight station to serve the demand for efficient distribution channels in Mega Manila, Northern Luzon, Clark, Subic and the Central Plains.

Michael Raeuber, Group Chief Executive Officer of Royal Cargo Inc., said the specialized logistics company decided to build a facility in Bulacan to complement their existing logistics facility in southern Luzon.

*"We have already one in the South for our cold-storage operations. We needed a distribution center in the North because in between, you have the city. You don't want a cold-storage unit in the city because it will be encountering traffic and the right step is to have distribution facilities outside the city,"* Raeuber told the media on the sidelines of the groundbreaking ceremony for the facility.

*"Ideally, the way Manila is structured, there should be one facility in the North and one in the South. We will call the Bulacan facility the Cargo City North Hub,"* Raeuber added.

The Cargo City North Hub is expected to be completed mid-2018.



*In Photo: Mr. Michael K. Raeuber, Group Chief Executive Officer of Royal Cargo Inc. (Left) and Mr. Elmer Francisco U. Sarmiento, President of Royal Cargo Inc. (Right) giving their speech during the Ground Breaking Ceremony of Cargo City North Hub held last May 24, 2017 at Plaridel, Bulacan*

He said the building of the Cargo City North Hub was influenced by the growing developments in the economic zones of Clark and Subic, the agricultural activities in Northern Luzon, a huge population and the rising affluence of Filipinos that enables them to purchase more imported goods.

*"The Philippines has definitely seen significant growth in export and import activities over the years, translating to rising warehousing and distribution needs. By helping Philippine firms keep up with the increase and further increasing the number of orders, our new warehouse facility will help drive operational sustainability across supply chains,"* Raeuber said. *"Our strategy is to work very closely with the Manila port, as well as the Subic port. We also want to attract shipping lines to put their empty containers here in our North facility."*

Elmer Sarmiento, President of Royal Cargo, said the business of the Cargo City North Hub is not based on real estate, but in selling the logistic chain both in cold and dry goods. With this facility, he said Royal Cargo can deliver end-to-end solutions delivering products from vendors to customers or from vendors to a hub.

*"This is the hub we want our customers to use as a transit point of their products. It includes a gamut of services from trucking, freight, clearance and storage."* Sarmiento said.

In the last three years, Sarmiento said Royal Cargo has been posting a consistent growth averaging over 24 percent. He said there will definitely be additional growth once the Bulacan facility is completed next year.

Raeuber said the added growth can be attributed by replacing its subcontracting facilities. *"Before, we were renting a lot of warehouses; we were living on a margin. Now, we construct on our own facilities. Of course, the investment is bigger. But our margins are now bigger not because we are more expensive but because our current model is driven by investment,"* Raeuber added.

Overall, Royal Cargo is investing more than \$40 million for new projects in 2017. Sarmiento said the other projects are the 3.6-hectare project property with a 9,000-square meter covered warehouse in Cordova, Mactan Island worth \$14 million and the acquisition of brand new heavy-lift cranes worth €8 million.

*With reports from Riz Reyes of Business Mirror  
Photos Courtesy of Ernie Sarmiento and Jill Viray*







# ROYAL CARGO MV CONRAD READY TO SET SAIL



*Royal Cargo's first-ever container vessel, the MV-CONRAD*

Royal Cargo officially forays into the shipping business with the arrival of its first-ever container vessel that berthed at Batangas Port last June 13, 2017.

The vessel has the capacity to run at a max speed of 20 knots, with a deadweight tonnage of 13,751 and max container capacity of 1118 twenty-foot equivalent units (TEU). It also expects to invest in an additional vessel to further expand its coverage before year end.

Royal Cargo's ship will be ready to engage in trade once Royal Cargo has Maritime Industry Authority (MARINA) nod.

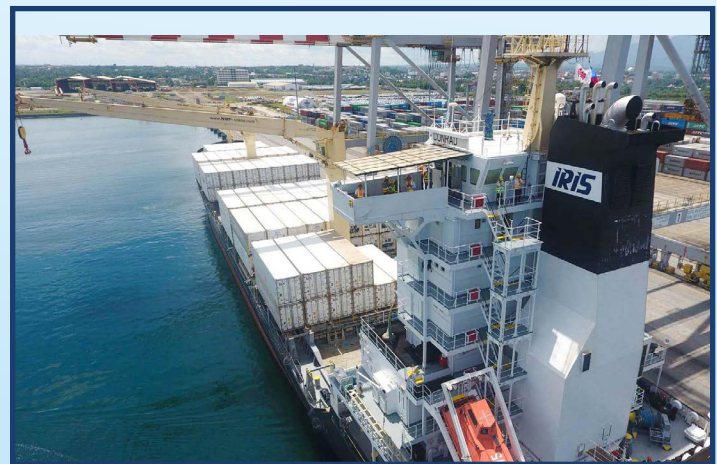
***"We are banking on the combined support of government to meet the local market's growing capacity demands,"*** said Mr. Michael Kurt Raeuber, Group Chief Executive Officer of Royal Cargo Inc.

According to Philippines Ports Authority (PPA), cargo volumes rose by 11.6% from 223.67m tonnes in 2015 to 249.57m tonnes in 2016, largely driven by a 12.6% increase in foreign cargoes to 151.6m tonnes. Meanwhile, domestic cargo shipments escalated by 10% from 89.05m tonnes to 97.96m tonnes over the same period. Setting its sights on the Philippines' potential to become a major logistics hub by 2020, ***"Royal Cargo Group is making strategic capital investments to answer demands and spur business and economic growth"***, Raeuber added.





In Photo: (L-R): Mr. Michael Raeuber, Group CEO of Royal Cargo Inc. and Mr. Andrew Hoad, Executive Vice President of Asian Terminals Inc. during the awarding of plaque at the Welcome Ceremony of MV CONRAD held last June 13, 2017 at Batangas Container Terminal



Aside from the vessel acquisition, Royal Cargo recently commenced the construction of its 6 hectare solar-powered Cargo City North Hub in Plaridel, Bulacan as part of its logistics capacity expansion in the Philippines.

***“We are committed towards providing highly differentiated logistics solutions to address our local market’s staggering needs. Expanding our vessel capacity in handling shipping operations will definitely position us as a well-rounded and reliable logistics partner and help us penetrate the market better,”*** said Mr. Elmer Francisco U. Sarmiento, President of Royal Cargo Inc.

MV CONRAD which is now named Iris Paoay is expected to start operations on July 7. It will be deployed on Batangas-Mindanao or Manila-Mindanao route.

*“One port we want to serve along the way is Zamboanga,”* Raeuber divulged. He said Zamboanga , which has northbound cargoes, “needs bigger vessels.”

The shipping operations will be handled by a subsidiary, Iris Logistics. Raeuber said they may co-load with domestic carrier MCC Transport Philippines in the future.

With reports from Roumina Pablo of Portcalls  
Photos Courtesy of Ernie Sarmiento





## ROYAL CARGO CAMBODIA SUCCESSFULLY TRANSPORTED COCA COLA'S EQUIPMENT TO NEW LOCATION

*Written By: Jill Viray • With reports and photos from Frank Kleinteich*

Royal Cargo Combined Logistics (Cambodia) Co, Ltd. in partnership with Fabs Engineering successfully completed the transport of Coca Cola's (Cambodian Beverage Ltd.) equipment to its new location last April.

Coca Cola (Cambodian Beverage Ltd). moved to a new production facility from Phnom Penh to Yangon, Myanmar and Royal Cargo was tasked to execute the lifting and transport of its equipment for its industrial relocation.

The cargoes to be moved contain several 7x40 feet boxes, 2x40 feet open top load and 1x40 feet flat rack, all overwidth and overheight.

Considering the roadworks which is on-going during the execution of the project and insufficient trailer

equipment, the team was able to deliver the cargo safe at the destination.

Providing solutions under time pressure convinced the client to award additional shipments to Royal Cargo as they had additional cargo to be relocated from Coca Cola Singapore to Myanmar.



*Coca Cola Plant*

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*Flat rack cargo after lashing at the port*



*Temporary roadside storage due to roadworks*





# **NO LOAD TOO HEAVY**

## **ROYAL CARGO CRANE AND ERECTION DIVISION SUCCESSFULLY COMPLETED JETTY WORK OF SHELL LPG DEMOLITION PROJECT**

*Written By: Jill Viray • Photos Courtesy of Presam Construction & General Services (PCGS)*

Royal Cargo, Inc. Crane and Erection Division successfully completed the jetty scope of the Shell LPG Demolition project in partnership with Presam Construction and General Services, Inc. (PCGS) last March 19, 2017 in Tabangao, Batangas City. Royal Cargo was tasked to clear the jetty area with the lifting of five units of loading arms and appurtenances with 38 tons being the heaviest load.

*"The team was able to finish the project five days ahead of the schedule and this barely happens, considering the challenging and risky lifting,"* said Albert Nanez, the Overall Operations and Project Manager of the said project.

The project was led by the competent people of Royal Cargo including Gundolf Ahrens, Head of Crane and Erection Division; Mary Grace Camanero, Key Account Manager; Albert Nanez, Operations Manager & Project Manager; Manuel Tibayan; Sr. HSSE Supervisor - Safety Officer In-Charge and Cristopher John Lucero; Project Engineer and Design assisted by Dexter Ochoco, SCL Engineer.



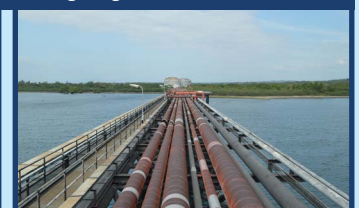
*The Project Team*



*Lifting of loading arms weighing 38 tons*



*Five units of loading arms completely lifted*







## ROYAL CARGO HOLDS 2017 First Staff Townhall Meeting

Written By: Reymer Salvador • Photos Courtesy of Ryan Palmario



The Royal Cargo Group held its first Staff Town Hall for 2017 held at the Royal Cargo Yard in Paranaque City last March 30, 2017. In celebration of the National Women's Month, the forum's theme was about Women Empowerment.

To kick off the program, President of Royal Cargo Inc, Mr. Elmer Francisco U. Sarmiento thanked the Royal Cargo group for yet another successful year in 2016. He reiterated that the company offers equal opportunity to both men and women to grow with Royal Cargo, however, female are hired mostly for office/desk jobs, since there are jobs including drivers, helpers, and riggers which require physical strength of men. Mr. Sarmiento also took the opportunity to extend his gratitude to all the hardworking women of the company, for their determination and commitment to work and hone their skills with Royal Cargo.

Right after the heart-warming message of the President, each business unit presented their piece showcasing women empowerment in their respective departments. The group of PHL/KAM/ITA/OP took home the grand prize while CCB and LLC bagged the second and third prize, respectively.

Perfectly timed in the occasion is the awarding of 20 year service award to Ms. Rizalina "Babes" Sulit for her two decades of tenure with the company. She was also awarded a special plaque for her 5 year stint as board of director of the company's Provident fund. Tita Babes, as her colleagues call her, was also given a farewell party by her close friends in the company as she bids goodbye to Royal Cargo and welcomes a new chapter in her life after retirement. Teary-eyed and emotional, Tita Babes took the mic to thank the top management especially Mr. Sarmiento and Mr. Raeuber, for allowing her to develop and maximize her skills and talents with the company for two decades. She also noted that while she feels excited to spend her retirement life with ease and comfort, she will definitely miss Royal Cargo which she considers as her second home and her colleagues her second family.

Group CEO, Mr. Michael K. Raeuber, President, Mr. Elmer Francisco U. Sarmiento and COO, Mr. Andrew K. Raeuber also took the stage to accommodate questions from the ranks and laid the plans and goals of the company for 2017. They boasted off the commencement of the development of the Cargo City North Hub in Plaridel, Bulacan, the purchase of 600T and 500T huge cranes, the arrival of a domestic vessel signalling Royal Cargo's re-entry to the domestic shipping line business, as well as the purchase of warehouse facilities in different parts of the country including the warehouse in Cordova, Cebu.



In Photos from Top to Bottom: Winners of Group Presentation - PHL/KAM/ITA/OP (1st), CCB (2nd) and LLC (3rd)



In Photo from Left to Right: Group CEO Mr. Michael Raeuber, Ms. Rizalina "Babes" Sulit and President Mr. Elmer Sarmiento during the awarding of plaques to Tita Babes for her 20 years of service to the company and 5 years of service to the fund.



## ROYAL CARGO ACQUIRES NEW LIEBHERR LTM 1500 - 8.1 MOBILE CRANE & LR 1600/2 CRAWLER CRANE

By: Jill Viray



600T's first successful lift in Sta. Rosa, Laguna

Royal Cargo's new Liebherr LTM 1500 – 8.1 mobile crane and Liebherr LR 1600/2 crawler crane arrived last April 10 and April 13 respectively at Bauan International Port, Inc. (BIPI), Batangas.

The Liebherr LTM 1500 all-terrain mobile crane has a maximum lift capacity of 500 tons, and a seven-section telescoping boom length of 276 feet, with a lattice jib extension of up to 300 feet, the largest capacity and reach of any crane in its class. It is powered by a Liebherr 8-cylinder turbocharged engine, has a maximum speed of 50mph, and has an eight-axle 16x8x12 drive configuration.

On the other hand, the LR 1600/2 crawler crane has outstanding load capacities, variable boom and derrick systems as well as enhanced component dimensions for low cost transport.

With its bespoke boom system, the LR 1600/2 is ideal for the erection of wind turbines. It can move on tracks between the erection sites of the various wind turbines with its narrow crawler travel gear.

The acquisition of the mentioned cranes is the result of consistently increasing market demand of Royal Cargo's Projects of Heavylift (PHL) and Crane and Erection Division (CED). These cranes shall serve PHL and CED's upcoming heavy lifting projects.

The unit's training and commissioning were done last April 19 to May 15 and before it starts with its first operations, the cranes were blessed last June 2, 2017.

Royal Cargo continuously grows and enhances its capabilities by acquiring new assets, equipment, properties, and investing in advanced technology to serve the heightening market demands of its client's operations.



### ROYAL CARGO'S TRACE CERTIFICATION RENEWED

Royal Cargo Inc. renewed its certification as a TRACE Certified company as it successfully passed the comprehensive anti-bribery due diligence review administered by TRACE, the world's leading anti-bribery standard setting organization.

The renewal certification led by the Legal Department signifies Royal Cargo's status internationally as a company that is compliant with business ethics and integrity and is committed to ensuring commercial transparency with its customers, business partners, suppliers and other contacts.

Since 2012, the company has affirmed its commitment to its ABC policy that prohibits all executives, employees and/or agents to commit any form of bribery and corrupt practices. Royal Cargo has been firm in its stand on carrying out its business in a free, fair, and competitive environment in accordance with prevailing municipal and international laws.

TRACE Certification is based on the highest international standards and underscores Royal Cargo's commitment to transparency in international commercial transactions.



# ROYAL CARGO SUPPORTS BRIGADA ESKWELA 2017

Written By: Jill Vray • Photos Courtesy of Manny Tibayan



In Photo: Ms. Janet Husmillo, Human Resources Manager with some of the Royal Cargo employees who joined the activity, receiving the Certificate of Recognition awarded to Royal Cargo from Sto. Niño Elementary School's officials for its support to the 2017 Brigada Eskwela

Royal Cargo, as part of its Corporate Social Responsibility (CSR) and its commitment to care for the welfare of the community and environment, has shown its support to the Department of Education's (DepEd) Brigada Eskwela otherwise known as the National School's Maintenance Week by extending its assistance through donation of various cleaning and painting materials in Sto. Niño Elementary School, Parañaque City held last May 23, 2017.

Royal Cargo supported the annual activity's objectives with the theme *"Isang DepEd, Isang Pamayanan, Isang Bayanihan para sa Handa at Ligtas na Paaralan."*

Royal Cargo volunteers from different business units and departments joined the activity and participated in the repairing, painting and cleaning of the school surroundings to ensure that the school facilities are prepared for the upcoming school opening.

Meanwhile, the Sto. Niño Elementary School management expressed their gratitude to Royal Cargo management for its support and invaluable contribution to the school's activity.

The Brigada Eskwela which runs from May 15-20 is an annual activity of DepEd in participation of teachers and school heads together with parents and the local community stakeholders to ready the country's public educational system for the incoming academic year.

The weeklong campaign also aims to bring together all education stakeholders to contribute time, effort and resources to better prepare public school facilities to be ready for students during the school.

Based on records, Brigada Eskwela, launched in 2003 has generated support from the private and public sectors all over the country. While no cash donations are accepted, materials for cleaning, repair and beautification of the school facilities can be contributed.



Certificate of Recognition awarded to Royal Cargo Inc. for its support to the 2017 Brigada Eskwela





In Photos: Royal Cargo volunteers who joined the Brigada Eskwela 2017 in Sto. Niño Elementary School repairing, painting and cleaning the school surroundings to ensure that the school facilities are prepared for the upcoming school opening

## Upcoming CSR Activity:



**ROYAL CARGO INC.**  
In partnership with Philippine Red Cross,  
Rizal Chapter, Muntinlupa City

*Promotes donation as a gift of life through*

# BLOOD LETTING PROGRAM

July 14, 2017, Friday | 9:00 am to 4:00 pm | LIMA Building, 2nd Floor



# HULING HIRIT SA TAG-INIT

## *Royal Cargo Had Fun in the Late Summer Sun at Chateau*

By: Jill Viray



There's no better time of the year than the summer holiday season for company heads to roll up their sleeves and spread gratitude to the amazing employees who have contributed to the business all year long.

Couple of days before the summer officially ended, the Royal Cargo Group wandered all the way to the South for its 2017 Company Outing. Over 500 employees from the ranks up to the top management joined the summer outing with the theme "Huling Hirit sa Tag-init" held last May 27 and 28, 2017 at the largest integrated resort in Nasugbu, Batangas, the Chateau Royale.

According to Royal Cargo President, Mr. Elmer Francisco U. Sarmiento, company outing is one way to cut off from the hustle and bustle of daily work and also a chance to get to know each other more while having fun.

Aside from enjoying the view and the water, some activities were made available for the employees to enjoy including tour in the orchidarium, board games, forest trekking, wall climbing, zip line and more. After a busy afternoon under the heat of the sun, the group convened at the open area of the resort for the evening event.

Heavy rain gushed in Batangas when the clock struck six yet it did not stop the Royal Cargo Group to have some fun. Instead, the candidates for the talent search poured out their talents while the rain pours turning the night into a memorable one.

Hosted by Mr. Reymer Salvador, Marketing and Communications Specialist and Mr. Andrew Valenzuela, HSSE Manager, the evening event went smooth-sailing. Six (6) employees from different business units joined the "Doble Kara-oke: A Duet with Yourself" solo contest while eight (8) groups participated in the Boy/Girl Band group contest.





To make the competition fair, employees who previously won in the singing competition and have performed in some special events in the past were invited to be part of the panel of judges that includes Mr. Elizer Medina and Mr. Hernando Santos, both from Airfreight and Ms. LK Sarte from Customer Service Department.

Roy Reymundo of Customer Service Department bagged the 3rd prize for Doble Kara-oke with his stunning rendition of "Forever" by Regine Velasquez and Martin Nievera. John Joseph Falconi, the Gloria Gaynor of Comptrollership and Tax Department won the 2nd prize for



his "I Will Survive" performance. Lastly, Marvin Dela Cruz of Domestic Seafreight took home the title for his own solo version of "Upuan" by Gloc 9 and Zelle.

G Squad of Syspro BPO Group snatched the grand prize for the Boy/Girl Band with their ala-Spice Girls performance featuring the song "Wannabe" while Simply Diva of Support Group on the other hand won the 2nd prize with their

version of Flashlight and Price Tag, both sang by Jessie J .

It was a very tight race between CCB Boy Band (Customs Clearance & Brokerage Group) and IFF 4 (Freight Group) which resulted to a two-way tie for the 3rd prize. Both groups made the crowd grew louder with their versions of N'Sync songs.

Capping off the event was a brief message from the Group Chief Executive Officer, Mr. Michael Raeuber who mentioned that he was delighted with the talents that the employees have. He also shared that a new member of the Royal Cargo family is joining soon which he named Conrad.



In Photos from L-R: Winners of "Doble Kara-oke" during their performance - Marvin Dela Cruz, John Joseph Falconi and Roy Reymundo



In Photos from L-R: Winners of Boy/Girl Band with the GCEO, Mr. Michael Raeuber and President, Mr. Elmer Sarmiento - G Squad of Syspro BPO (1st Place), Simply Diva of Support Group (2nd Place) and CCB Boy Band & IFF 4 (3rd Place)





## Welcome to the Group

*The following employees recently started working for Royal Cargo:*



**Jet Pamintuan** has been appointed as **Global Head of Sales and as Interim Head of KAM, Philippines**. He brings with him two decades of experience and expertise in sales. His proficiency in the field of logistics came from his previous companies, DHL Global Forwarding and MSAS/Exel where he served various positions such as Head of Strategic Customers and Key Account Management, Senior Tradelane Manager, Regional Sales Performance Manager, Africa & South Asia Pacific, as Regional Head of Sales Performance and later as Head of Business Customers Sales Channel for Asia Pacific.

**Rowena Viray** has been appointed as **Regional Operations and Administrative Assistant of Royal Cargo, Inc. (USA)**. Rowena or "Rowie" as she is fondly called, previously worked with notable companies in California, USA including Triple B Forwarders, Clothes Mind, YCI Inc. and Duty Free Shops (DFS), Guam. She brings with her an extensive knowledge of Cargowise System. With that, Rowie will ensure that CW1 is properly implemented and used by our US, Guam and Palau offices including the full utilization of the System's other modules that are applicable to the operations of these countries.



**Abigail Agub - Schuf** has been appointed as **Business Development Manager of Royal Cargo (Thailand) Co. Ltd.** She brings with her several years of extensive experience in sales management and business development focusing on logistics and transportation industries. She has proven track records from notable international freight forwarding and automotive companies that she joined, such as Schenker Philippines where she served as Senior Key Account Manager, MAN Automotive Concessionaire as Head of Sales and Business Development and DHL Global Forwarding as Trade Lane Sales Manager.

**Nicanor Leaño** has been appointed as **Vice President for Operations of Royal Cargo Lines, Inc. (RCLI)**. The appointment of Nicanor or Nick as he is fondly called, is in line with the decision of the Company to engage in domestic liner service venture. Armed with over four decades of work experience in liner service operations, Nick has been tasked to prepare and attend to the various requirements of putting up this business under Royal Cargo Lines, Inc.



**Jenny Galang** is returning to Royal Cargo after a short break. She is taking the post of **Northern Luzon Area Manager**, a post previously occupied by Vince Javier who has been appointed as Head of Domestic Seafreight. In her new role, Jenny will manage, control and oversee the business processes and operations of Northern Luzon Branches particularly Angeles, Bataan, Baguio and Subic. Vince Javier, who heads the IFF Northern Luzon as Area Manager, will now head the Domestic Seafreight Department.



## Updates

### ROYAL CARGO OPENS REPRESENTATIVE OFFICE IN INDONESIA



Driven by its vision to be a world-class total logistics provider offering specialized and high quality logistics solutions, Royal Cargo expands its global reach by setting up an additional office in Southeast Asia.

Royal Cargo's global trademark truly knows no bounds as it continues to wander around the globe with the formation of its 14th office in the largest archipelago in the world and by far the largest country in Southeast Asia - Indonesia.

Royal Cargo Representative Office in Indonesia is headed by Cecilia Mustika who has been appointed as Chief Representative.

With this appointment, Cecilia is tasked to manage, develop and expand the freight forwarding and logistics business interests in Indonesia for the benefit of Royal Cargo Group of Companies.

Cecilia is armed with over two decades of extensive work experience in the field of operations and strong end to end logistics background. She has proven track records from notable international freight forwarding companies that she joined such as TRI Logistics as Project Director, Gulf Agency Company (GAC) in Indonesia as Country Logistics Manager and PANPROJECTS Indonesia (Panalpina Group) as Country Head to name a few.

Jakarta has the status of a Representative Office. The work performed by Cecilia will entail sales for the Royal Cargo offices, customer service for Group companies and general support in Indonesia whenever needed. As a Representative Office, Royal Cargo does not have the authority to trade and therefore cannot issue invoices or pay freight and other charges. The Company will work through designated partners and a separate release about how to handle transactions with Indonesian partners will follow shortly.

Cecilia reports directly to Mr. Uwe Dettmann, Regional Director for Southeast Asia and can be contacted through email address: [cecilia.mustika@royalcargo.com](mailto:cecilia.mustika@royalcargo.com). Initially, all communications with Cecilia should be copied to Uwe Dettmann, [uwe.dettmann@royalcargo.com](mailto:uwe.dettmann@royalcargo.com), to support the efforts.

### TR, DDH & OVM IS NOW FLEET & DISTRIBUTION MANAGEMENT DEPARTMENT



The Management of Royal Cargo Group is pleased to announce the integration of our Trucking (TR2) with Dry Distribution & Haulage (DDH) and Outsourcing & Vendor Management (OVM) and is now called Fleet and Distribution Management Department (FDM) catering to the trucking requirements of the group through the services of 3rd party providers.

The merging of these three (3) departments aims to strengthen trucking distribution and delivery operations through centralized processes and functions. It also aims to strengthen partnership with vendors to provide high quality, efficient and reliable service.

***"I am gratified and thankful to the top management that they have entrusted me to lead and handle the new created promising department, and rest assured of the push and continuous progress to attain the common goal,"*** said Richmond Cleofe who has been appointed to manage the day-to-day operations of the new department as Head, Fleet and Distribution Management reporting directly to Mr. Elmer Sarmiento, President & CEO.

With the creation of FDM, OVM will now hold office at Trucking Department while DDH and Trucking LCL Team will hold office at the Alabang facility at Rainbow Land Compound, Km. 23, West Service Road, Cupang, Muntinlupa City.

### *For Inquiries:*

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## ROYAL CARGO RECEIVES PLAQUE OF APPRECIATION FROM ASFFPI ALONG WITH WWPC



*In Photo: Mr. Elmer Sarmiento, President of Royal Cargo and a member of the Board of Advisors of the Worldwide Project Consortium (WWPC) receiving the award on behalf of the WWPC with Mr. Esekias Malaza, Chairman and Ms. Martiniana Mercado, Executive Director of the Albert Schweitzer Familienwerk Foundation Philippines Inc.*

Along with the Worldwide Project Consortium (WWPC), Royal Cargo received a plaque of appreciation from Albert Schweitzer Familienwerk Foundation Philippines, Inc., a foundation that operates shelter in Cebu during the Awarding Program and Celebration of the foundation's 20th Year of Service to the Youth held last June 3, 2017 in Cordova, Cebu.

Mr. Elmer Sarmiento, Preseident of Royal Cargo and a member of the Board of Advisors of the WWPC received the award on behalf of WWPC.

Last March 8-10, 2017, members of the WWPC gathered in Cebu for their 17th annual membership conference held at the Shangri La's Mactan Resort & Spa.

As was the case in past WWPC conferences, also this time in Cebu a benefit auction in support for children in need was conducted, gathering USD 44,000.

The conference and auction was supported by first class sponsors Combi Lift GmbH, Rickmers-Linie, Volga-Dnepr Group, Wallenius Wilhelmsen Logistics and Royal Cargo Inc. who gave presentations and updates on their respective services. Cash donations by the conference attendees contributed to the outstanding result.

The proceeds of the auction of USD 44,000 will be spent on the construction of the Adolescent Center, multi-purpose covered court, swimming pool for swimming lessons as well as repair and refurbishment of the Children's Haven building. A part of the funds will also go for the educational support of the children and selected senior high school students from low income families.

Wolfgang Karau, Director of the network said: "Our network, members, sponsors and invited guests enjoyed to support the 83 children and we believe our contribution will make life better for them".

Source: <http://www.wwpc.eu.com/>

# Royal Cargo

## We will move you.

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AIRFREIGHT

CLINICAL TRIAL DEPOT

PROJECTS & HEAVYLIIFT

CUSTOMS CLEARANCE

CONTRACT LOGISTICS

SEAFREIGHT

LIQUID TRANSPORTATION

WAREHOUSING





## ROYAL CARGO RECEIVES AWARD FOR BEING THE TOP PERFORMING FORWARDER

Royal Cargo, Inc. was recently awarded by Stephan Philippines Quaternaries, Inc. for being the top performing forwarder (ISOTANK) for the year 2016 during the Forwarders Meeting held last March 30, 2017 at SPQI Plant, Coccochem Agro Industrial Park, San Antonio, San Pascual, Batangas.



In Photo from L-R: Mr. Ed Caruso, Ms. Mara Avelino and Mr. Bryne Gonzales of Royal Cargo's International Tank Agency

Mr. Bryne Gonzales, Ms. Mara Avelino and Mr. Ed Caruso received the award on behalf of Mr. Cesar Ambalada who is heading Royal Cargo's International Tank Agency.

Royal Cargo offers worldwide door-to-door transportation of chemical grade and food grade liquids. We are one of the biggest movers of liquids in isotanks and flexitanks in the country, handling hundreds of chemical and foodstuff containers every month.



In Photo from L-R: Mr. Menandro Delos Santos, Head of Airfreight; Mr. Jerry Calaluan, AVP - Cargo Sales International, Mr. Elmer Sarmiento, President - Royal Cargo Inc., Mr. Darryl Modelo, VP of Airfreight; Ms. Cherry Castillo-Lee, Manager - Cargo Sales International and Ms. Jenniffer Andal, Business Development Manager during the awarding of "Millionaire's Club Award" plaque to Royal Cargo

## ROYAL CARGO RECEIVES MILLIONAIRE'S CLUB AWARD

Royal Cargo, Inc. received Philippine Airlines Cargo Business 2017 Awards named "Millionaire's Club Award" for its shining efforts in support of the airline's Cargo Business for the Calendar Year 2016 given last May 11, 2017 at Royal Cargo Head Office, Paranaque City.

Royal Cargo President, Mr. Elmer Sarmiento received the award together with the Head and Vice President of Airfreight, respectively - Mr. Menandro Delos Santos and Mr. Darryl Modelo.

The award was presented by Cargo Sales International.



# CL COLD REMAINS UNDEFEATED FOR EIGHT CONSECUTIVE SEASON

*Written By: Jill Viray • Photos Courtesy of Ryan Palmario*

CL COLD and PROJECTS met again to compete for the Season 8 Championship Game of the 2017 Royal Cargo Volleyball Tournament last May 5, 2017.

While PROJECTS was hoping to enact some revenge, they were stopped by the resister's incredible play. CL COLD dropped PROJECTS by 3 – 1 with set scores of 25 – 16, 20 – 25, 25 – 23, 25 – 17 and once again concluded the season bringing home the title they are holding for seven years already, now eight years in a row.

Showing off the unstoppable strength they have, CL COLD came off the bench and anchored PROJECTS in the first set of the game with 25 – 16, 1 – 0 set lead heading to the second set.

PROJECTS, with motivation and confidence, flexed its muscles and harked back playing heads-up every inch of the way drubbing the opponent from a tight second set. PROJECTS was able to go up and overhauled a 25 – 15 giving CL COLD a vexing all 1.



The determined PROJECTS team did not stop there. They seized every opportunity to win fighting immensely with blood and sweat. They continued putting up a fight and went through the eye of the needle in the third set but CL COLD was indeed on fire. CL COLD eagerly flaunt their marvelous moves, unleashing furious defenses with their star player, Marvin Atienza dishing out solid efforts to take hold of their team's seven straight title. CL COLD closed the set with 2 points ahead of the resister, 25 – 23.

PROJECTS turned out to be the tough team despite going through grueling battle in their last face-off against CL COLD and once again proved it on the fourth and last set of the game.

They went tougher and went harder throwing more scores and giving their opponent solid attacks but CL COLD would not just surrender their title. Suddenly and without any warning, PROJECTS went scoreless and CL COLD abruptly dominated the scoreboard and concluded the game with 25 – 17, 3 – 1 lead.

It was a very close competition as both teams put up a fight on the last set but it was still CL COLD who outshone and hailed as the Undefeated Eight Peat Champion and once again did it on the defensive end.

To complete the roster, FREIGHT bagged 3rd Place, CL DRY queued up at 4th, followed by TRUCKING/KAM/ITA/SNM/LLC at 5th, CCB/ RGS/ TMW trailed at 6th and SUPPORT GROUP at 7th.

For the individual awards, Marvin Atienza (CL COLD) was hailed as the Most Valuable Player (MVP). Aerille Lois Buenavista of CL COLD won Best Muse. The Mythical 6 were as follow: Jovit Hernandez (CL DRY), Nelson Bullos (FREIGHT), Ricky Ranit (PROJECTS), Jay Ar Peralta (PROJECTS), Jussien John Verzo (CL COLD) and Marvin Atienza (CL COLD).

All winners received cash prizes and tokens – trophy for each team, best muse and MVP and medals for the Mythical 6.



The PROJECTS Team (2nd Place)



The FREIGHT Team (3rd Place)



In Photos: Marvin Atienza , MVP (Left) and Aerille Lois Buenavista, Best Muse (Right)





## ROYAL CARGO JOINS PSECE 2017

Royal Cargo recently joined the 14th Philippine Semiconductor & Electronics Convention and Exhibition (PSECE) held at SMX Convention Center in Pasay City last June 21-23, 2017 organized by the Semiconductor and Electronics Industries in the Philippines Foundation, Inc. (SEIPI)

More than 250 local and international firm participated in the three-day event with the theme *"A Stronger Electronics Industry Through Closer Industry-Academe Linkages."*

PSECE is the biggest annual convention and exhibition of the leading technology companies in the Philippines. The exhibition component features the complete range of the electronics industry, from chips to finished products, from suppliers or service providers, to manufacturers, retailers and distributors.

Royal Cargo is also a proud member of SEIPI.

## ROYAL CARGO LAUNCHES PRODUCT AWARENESS SEMINAR

Royal Cargo Center for Learning and Improvement headed by the Human Resources Department and in coordination with the respective business units of Royal Cargo launched a Product Awareness Seminar to provide employees with better understanding of the capabilities and services offered by the Company.

A 3-hour discussion is allotted for a business unit/department every Monday, from 9am to 12nn at the Training Room, RC2 Building.

The said seminar commenced last March 27 and concluded last June 19. Aside from the services that each business units' heads discussed, awareness on Guam Customs Import Procedures and US FDA / USDA Import Regulations was added and was attended by all employees from Sales and Freight operations.

## QMS KICKS OFF 2017 INTERNAL QUALITY AUDIT

Quality Management System (QMS) Department formally opened the 2017 Internal Quality Audit Plan for the Royal Cargo Group last May 5, 2017 at RC1 Board Room.

Mr. Rey Macaro, QMS Manager headed the opening meeting which was attended by the Top Management, Heads of Departments (HODs) and Internal Quality Auditors (IQAs) to kick-off the three-month long internal quality audit (from May 10 up to July 28) to prepare the company for the upcoming ISO 9001:2015 Surveillance Audit.

In line with this, a new batch of 26 Internal Quality Auditors who underwent two-day training last April 19, 2017 will conduct the said audit and will ensure that their respective departments are complying with the ISO 9001:2015 standards.



## ROYAL CARGO SPONSORS FREE HAIRCUT TO ALL DADS

In celebration of this year's Father's Day, Royal Cargo sponsors free haircut as treat to all awesome fathers of the company held last June 19, 2017 at RC2 Building Lobby and P5 Training Room.

Three professional haircutters from Brothers Barbershop of La Huerta namely Sal Huiso, Ryan Pacurib and Roel Aberia were invited to carry out the activity while 32 Royal Cargo Dads from different business units/ departments enjoy the treat.

Aside from the free haircut, all Dads were also invited to join the *Royal Cargo Group 2017 Wackiest Father's Day Photo Contest* by sending photo of the father and child or children in their wackiest pose.

All winners of the photo contest received a bottle of wine, ham and mayonnaise.



## FUNS OFFICE, PREMIUM COURIER AND FREIGHT CAVITE TOPPED QUARTER 1 5S AUDIT

Functional Services (FunS) Department composing of Human Resources, Legal, QHSSE and Admin Properties and Procurement with conformance rating of 96.19%; Premium Courier Office Area and Cold Warehouse with 95.42% and Freight Cavite Office with 95.54% top-notched the Quarter 1 5S Audit conducted last March 20-31, 2017 for Office, Warehouse and Branch Office categories respectively.

Next to FunS, FTD and GCC ranked 2nd with conformance rating of 95.32% and KAM and ITA trailed at 3rd with 95.24% for Office Category. For Warehouse Category, LLC Batangas Dry Warehouse and Office Area placed 2nd with 94.02% followed by LLC Laguna Dry Warehouse and Office Area at 3rd with 93.81%. Freight Batangas Office with 95.52% and Freight Laguna Office with 95.48% placed 2nd and 3rd respectively for Branch Office category.

5S is a good housekeeping system re-launched in 2013 headed by Mr. Elmer Sarmiento as Chairman and Ms. Loida Tasis as Vice Chairman.

To ensure that 5S is upheld, a quarterly audit is being carried out by the QMS Team together with the selected 5S Auditors.

A traveling seal is given to the group of each category who top-notched the quarterly audit and is hailed as the quarter's 5S Champions.

Kudos, Quarter 1 5S Champions!



*Functional Services Team with the 5S Chairman*



*Premium Courier Team with the 5S Chairman and Vice Chairman*



*Freight Cavite Team with the QMS Team*





# RoyalCargo

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