

## ROYAL CARGO EXPANDS COLD CHAIN BUSINESS IN NORTHERN LUZON CARGO CITY NORTH HUB OPEN FOR BUSINESS



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# ROYAL CARGO EXPANDS COLD CHAIN BUSINESS IN NORTHERN LUZON

## CARGO CITY NORTH HUB OPEN FOR BUSINESS

Leading end-to-end logistics solutions provider Royal Cargo, Inc. inaugurates its Cargo City North Hub in Bulacan. Part of the company's expansion plan to provide efficient distribution channels in Northern Luzon, the hub is located along the Plaridel Bypass Road in Bulacan and is by far the company's largest and most-modern distribution hub.

The Cargo City North Hub spans 6.6 hectares, with a 12,760sqm cold chain facility, a 1.7 hectare container freight station, an 8,000sqm dry warehouse and its own wastewater treatment facility. The cold storage warehouse, considered the largest in the country, consists of 14 expansive temperature-controlled rooms, which have two blast-freezing rooms and an 800sqm food processing area, and 18 loading bays, including two halal loading bays.

The cold storage warehouse is supported by a large fleet of more than 300 units of 1 ton, 2 ton, 20-foot and 40-foot HC reefer vans equipped with generator sets specifically designed for Philippine requirements. The first and only self-contained facility in the country today, the warehouse has an extensive cold supply chain solutions portfolio that can handle the distribution requirements of chilled and frozen goods nationwide. With the Cargo City North Hub now in operation, Royal Cargo has in total four fully operational cold chain facilities, including two in Biñan, Laguna and one in Dasmariñas, Cavite.



*Strategically located in Balagtas Bypass Road, Barangay Bulihan, Plaridel, Bulacan, Royal Cargo North Hub, which houses a cold storage, a dry warehouse, a container freight station and yard, is positioned to provide efficient distribution channels in Mega Manila and North Luzon.*

***“The growing trend for food, beverage and social entertainment spending has brought tremendous opportunities to the cold chain industry. This Cargo City North Hub is our answer to the increasing demands in the food sector, particularly in Mega Manila, Northern and Central Luzon, Clark and Subic. We see better years ahead in the industry, and opening the North Hub is our way of gearing up to sustain our supply chain operations for the long term,”*** said Royal Cargo Group CEO Michael Raeuber.

With the opening of this Php2 billion state-of-the-art facility, Royal Cargo now operates a string of warehouses in major growth areas such Cavite, Laguna, Cebu, Davao, Iloilo, Bacolod, Cagayan, Mega Manila and now in Central and Northern Luzon.



***“We believe that this new hub will take us one step closer to helping companies across the country achieve growth and expand to new markets such as the Asia-Pacific region...”***

Much like the company's other facilities, the new hub also adheres to international green building standards. The warehouse was built using eco-friendly construction materials and has a solar panel-ready roof deck. The solar panels are scheduled to be installed by September this year.

***“We are excited to jumpstart our operations here in our new Cargo City North Hub. The Philippines has a huge potential to become a major logistics hub by 2020. We believe that this new hub will take us one step closer to helping companies across the country achieve growth and expand to new markets such as the Asia-Pacific region,”*** said Royal Cargo President Elmer Sarmiento.

Royal Cargo's next expansion efforts include the ground-breaking on its 3.6-hectare property in Cordova, Cebu, which has a 9,000sqm covered warehouse, and a 12-hectare South Luzon Hub. Growth hubs are likewise being planned in Davao, Iloilo and Bacolod.

In line with boosting its supply chain business, Royal Cargo now operates two CV 1100 vessels. The company bought more than 1,200 brand-new container vans, ISO tanks and reefer containers. More acquisitions are in the pipeline this year.



*The Royal Cargo North Hub's cold storage warehouse is supported by a large fleet of more than 300 units of 1 ton, 2 ton, 20-foot, and 40-foot HC reefer vans equipped with generator sets specifically designed for Philippine logistic requirements.*



*The Royal Cargo North Hub is now ready to serve the Philippines' food and beverage industry as well as other industries that require efficient storage and distribution, from FMCG-type industries up to ready to eat products.*

# ROYAL CARGO INAUGURATES BIGGEST FACILITY IN THE NORTH



*Photo shows (L-R): Royal Cargo Senior Vice President for Contract Logistics, Jet Ambalada; CDO Foodsphere President and CEO, Jerome Ong; PAMPI President, Felix "Boy" Tiukinhoy Jr.; NEDA Socioeconomic Planning Secretary, Ernesto Pernia; Royal Cargo Group CEO, Michael Raeuber; Plaridel, Bulacan Mayor, Hon. Jocell Vistan-Casaje; Royal Cargo President, Elmer Sarmiento and wife Edna Sarmiento; wife of Michael Raeuber, Leny Raeuber; Royal Cargo Vice President for Functional Services, Loida Tasis and Royal Cargo Vice President for Comptrollership and Tax, Eva Sunga after the ribbon-cutting ceremony held at the inauguration of the Royal Cargo North Hub last July 18, 2018 at Plaridel, Bulacan.*

Just a year after its groundbreaking, Royal Cargo, Inc. opened and inaugurated its largest and most-modern distribution hub, the Cargo City North Hub located in Plaridel, Bulacan last July 18, 2018 as it officially opens for business.

According to Royal Cargo President Mr. Elmer Sarmiento, the 6.6-hectare property is intended to function as a cross docking facility as opposed to a storage-only design to facilitate a faster turnover of goods. ***"We are after the velocity of cargos in moving in and out. So most of our friends in the industry, in the cold storage, their structure is basically as a cold storage where you store goods. Here, we are not after the storage of goods. We are after the cross docking of goods,"*** he said.

Royal Cargo's Cargo City North Hub has 18 loading bays, two of which are halal loading bays. It also houses a 2,760-square meter cold chain unit, a 1.7-hectare container freight station and an 8,000-square meter dry warehouse.

***"We are located in proximity to the Batangas port. We also have a facility in Cavite, also cold storage. And now, we have the complement of that strategic complement in the north,"*** Royal Cargo Group Chief Executive Officer Michael K. Raeuber said.

He added that the Company is banking on the continued infrastructure developments in the area, including the nearby roads linking it to Fairview, Quezon City, NLEX, Subic and Clark.



Photo Shows (L-R): Royal Cargo Group CEO, Michael Raeuber, NEDA Socioeconomic Planning Secretary, Ernesto Pernia, and Royal Cargo President, Elmer Sarmiento during the Royal Cargo North Hub inauguration held last July 18, 2018 in Plaridel, Bulacan.



Photo Shows (L-R): Royal Cargo Senior Vice President for Contract Logistics; Mr. Jet Ambalada, Royal Cargo Group CEO; Michael Raeuber, Dr. Ernesto Gonzales and Dr. Eduardo Oblena of National Meat Inspection (NMIS) during the awarding of License to Operate to Cargo City North Hub.



Photo Shows: NEDA Socioeconomic Planning Secretary Ernesto Pernia giving his speech.

During the ceremony, the National Meat Inspection Service (NMIS) led by Dr. Ernesto Gonzales and Dr. Eduardo Oblena granted Cargo City North Hub its License to Operate. NMIS is a specialized regulatory agency in the Department of Agriculture. It is the country's sole national controlling authority on all matters pertaining to meat inspection and hygiene. To add, the guests were also toured around the cold storage led by Jet Ambalada.

The event was hosted by Ms. Karen Agustin Ostrea, Bb. Pilipinas 2002 and was graced by the presence of high-ranking guests from the country's largest companies such as: Fay Bernardo; Owner of Frabelle Foods, Jerome Ong; President of CDO Foodsphere Inc., Joyce Alcoreza; Executive Vice President of Dealco Farms Inc., Rey Lapid; President and Owner of Lapid's Chicharon, Nicole Andrea Suntay; Managing Director of Westpack Meat Processing Corp., Jolly Go, President and Owner of Oceanic Shipping, Klaus Nielsen; Managing Director of MCC Transport, Judy Chua of APL, Robby Del Rosario of COSCO Philippines, Disney John; Country Manager of Dutchmill Philippines, Director Simeon Amurao of Bureau of Animal Industry (BAI), Dr. Ernesto Gonzales and Dr. Eduardo Oblena of National Meat Inspection (NMIS) to name a few.

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# ROYAL CARGO VIETNAM IS NOW PROJECT CARGO NETWORK (PCN) MEMBER

Royal Cargo Vietnam located in Ho Chi Minh City with a network of offices in Hanoi, Binh Duong, Haiphong, Danang and Vung Tau is now a member of the Project Cargo Network (PCN).

*"We have heard that PCN is a great organization and we look forward to working with our new PCN partners,"* said Mr. Long Nguyen, Director for Project and Sales of Royal Cargo Vietnam.

Long Nguyen continues, "Royal Cargo Vietnam was set up in 1993 and since then, we have made our mark in the industry and reached the reputation of professional integrity we enjoy today. Through our network of offices in Vietnam, our services cover not only port-to-port but also door-to-door delivery to all 58 provinces in the country. We are powered by our people and our staff are highly trained experts who provide the best possible solutions."

*"We are well-experienced in handling and transporting over-dimensional and heavy lift projects to any destination. At Royal Cargo, no load is too heavy or long for us and we are one of the undisputed heavyweights in project transportation. The challenge of project logistics and transportation calls for a service provider that handles this type of environment with ease and familiarity and can tailor services specific to requirements. Our team of local experts can execute complicated logistics demands including remote locations and we also have excellent contacts with the relevant authorities, port authority, custom offices, vessel operators, local heavy lift equipment owners, crane and tanker operators,"* he added.

Project Cargo Network is an ISO 9001 (Quality Management) and ISO 14001 (Environmental Management) certified organization established to provide heavy lift and project cargo specialists access to a trusted, worldwide network of agents who can handle their specialist shipments, whilst working professionally and safely under a strict Code of Conduct. PCN's network is comprises of more than 230 companies handling transportation of oversized and heavy items or shipments that consist of complex components.



*"We are dedicated to specialized logistics, using state-of-the-art lifting and transportation equipment, with an emphasis on calculated and studied planning showing all safety factors..."*

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# NO LOAD IS TOO HUGE

## ROYAL CARGO RESCUES STALLED XIAMEN PLANE FROM NAIA RUNWAY

Written by: Jill Viray



Photo Shows (From Left): Royal Cargo's 500 tonner crane lifting the Xiamen plane after it skidded off the runway while attempting to land in bad weather at Ninoy Aquino International Airport (NAIA) last August 17, 2018.

(Upper Right Photo): Xiamen plane being transferred to the multi-axle using the 220 tonner crane.

(Lower Right Photo): Xiamen plane already transferred to the KAMAG 12 lines multi-axle that was used to transport the aircraft to Balagbag ramp.

Royal Cargo's Crane and Erection Division successfully removed and transported the Xiamen Air Boeing 737-800 series passenger aircraft, operating as flight MF8667 from Xiamen to Manila that skidded off the runway at Ninoy Aquino International Airport (NAIA) few minutes before midnight of August 17, 2018, Friday.

The plane which weighs forty-eight (48) tons with length of 129 feet has been removed from the soggy grassy area of airport runway 06/24 where it had been stuck for more than a day using Royal Cargo's 500-tonner LIEBHERR LTM-1500 crane.

*"The aircraft is too huge and so as the amount of pressure, but we were able to finish the lift and transport of the plane given just a short period of time and despite some challenges,"* said Mr. Albert Nanez, Operations Manager of Crane and Erection Division.

The urgent operation which took more than twenty (20) hours including preparation and dismantling has been completed with the highest attention to all safety aspects. Despite the heavy rain during the lifting making the ground too soft to extricate the affected plane, the entire team was able to lift and transfer the aircraft to the KAMAG 12 lines multi-axle that was used to transport the plane to Balagbag ramp near Terminal 3 where the aircraft was unloaded.

Other equipment used to complete the operation are as follow: 220 tonner GROVE GMK5220 mobile crane, HERMES 540HP heavy truck, flatbed trailers, 4 tonner PETTIBONE telehandler, steel plates and wooden dunnage.

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# ROYAL CARGO'S IRIS LOGISTICS INVEST ON REEFER AND DRY CONTAINERS

*Written by: Jill Viray • With Reports from Rico Jose Montes*

In response to the surge in container-shipping demand, Royal Cargo's Iris Logistics recently invested on high cube dry and reefer containers.

The acquisition of dry containers is part of the preparation in entering the domestic market as a NVOCC (Non-Vessel Operating Common Carrier). To add, the first batch of the newly built 20-footer dry containers already arrived from China International Marine Containers (CIMC) in Shanghai, China. On the other hand, the reefer containers were acquired to augment the needed equipment shortage due to the aging fleet and lack of maintenance of the reefers of different domestic shipping lines.

Iris Logistics Inc. currently has 500 containers from 20-footer to 40-footer high cube reefer and standard dry containers which will be deployed in Cebu and Cagayan de Oro to serve the consistently increasing requirements of Royal Cargo's Domestic Seafreight unit.

Additional containers are also on the way as IRIS prepares to serve the market with its second vessel, the MV Kreta (MV Mico).

Iris Logistics Inc. is a subsidiary of Royal Cargo Inc. that engages in the domestic maritime and transport service.



# QMS ON THE MOVE

## INTEGRATED MANAGEMENT SYSTEM (IMS) KICK OFF TRAINING AND CERTIFICATION HELD

Appointed employees from different departments and business units underwent a three-day-training on Integrated Management System (ISO 9001:2015 and ISO 14001:2015). They will be part of the Royal Cargo's IMS Auditors. The training was facilitated by Mr. Raymond Palisoc, QMS Manager last April 26, 27 and 30, 2018.

The main objective of the training and certification is to equip the team with the Internal Quality Management System (QMS) and EMS (Environmental Management System) Auditing know-how.

Employees who passed the two (2) parts of the assessment: theoretical standards and case study/audit report were certified as IMS Auditors. These IMS Auditors will conduct the IMS audit for this year. As IMS Auditors, part of their duties is to assist their respective departments in ensuring compliance to ISO 9001 and ISO 14001 following the 2015 standards.



## IMS AND 5S AUDITORS GATHER TO A TEAM BUILDING

To enhance the camaraderie and teamwork of the IMS and 5S Auditors, Royal Cargo's Quality Management System (QMS) Department organized a team building held last June 29, 2018 at Island Cove Hotel and Leisure Park in Cavite.

Facilitated by Mr. Raymond Palisoc, the auditors enjoyed a productive day full of indoor and outdoor activities enabling them to get to know each other more; to bond, learn, have some fun; and to slow down a bit from the daily grind.

The mentioned team building workshop aims to emphasize the alignment of mindset of the auditors towards one positive goal and for them to begin having a teamwork and confidence with each other.



## 2018 INTERGRATED MANAGEMENT SYSTEM AUDIT UNDERWAY

Quality Management System (QMS) Department formally opened the 2018 Integrated Management System (IMS) Audit Plan for the Royal Cargo Group last August 13, 2018 at RC1 Boardroom.

Mr. Raymond Palisoc, QMS Manager headed the opening meeting which was attended by the Top Management, Heads of Department (HODs) and IMS Auditors to kick off the two-month long audit to prepare the company for the upcoming ISO 9001:2015 (Quality Management System) Surveillance Audit and for its certification on ISO 14001:2015 (Environmental Management System).

In line with this, a batch of ten (10) certified IMS Auditors who underwent a three-day training and certification will conduct the said internal audit and will ensure that their respective departments are complying with the ISO 9001:2015 and ISO 14001:2015 standards.





# A BLAST FROM THE PAST AT LAS CASAS

## ROYAL CARGO GROUP WANDERS AT LAS CASAS FILIPINAS DE ACUZAR FOR THE 2018 COMPANY OUTING

Written by: Jill Viray



Sanctuario De San Jose at Las Casas Filipinas De Acuzar

Last May 19 and 20, employees of the Royal Cargo Group took a break from the daily grind as they bond and have fun at the spectacular Las Casas Filipinas de Acuzar in Bagac, Bataan for the 2018 Company Outing.

Over 800 employees from the ranks up to the top management travelled all the way to the North to join the annual summer outing with the theme, Royal Cargo: Now Swimming.

**“It is our pleasure to see everyone relaxing, enjoying and having fun,”** said Mr. Elmer Sarmiento, President of Royal Cargo. According to him, he is delighted to see the group grows in number every year.

Aside from enjoying the picturesque view, some activities were made available for the employees to enjoy including indoor and outdoor games, board games, beach games, land and water activities and the interactive heritage tour.



Some employees roamed around the resort to have a glance of the restored Spanish-Filipino houses and hear the story that each casa has to tell. After a busy afternoon under the heat of the sun, the group convened at stunning Hotel de Oriente for the evening event.

While the resort showcases the best of Filipino heritage and culture, the Royal Cargo Group wasn't left behind as the candidates for the Mr. & Ms. Royal Cargo 2018 showcase their knack and brilliance making everyone in the venue excited.

Hosted by Reymer Salvador, Mhalou Cabotaje and Flavio Jaum, eight (8) pairs of brave, confident and talented souls vied for the prestigious title, Mr. & Ms. Royal Cargo.

The male candidates were composed of 1) Jerwin Jestre, Syspro 2) Liomar Manigque, CCB 3) Arlin John Cerico, CCB 4) Gejune Quijano, Freight Subic 5) Marvin Atienza, CL 6) Jericho Obispo, GSO 7) Harold Surell, BPM and 8) Sam Ilustre, PHL while the women who competed for the title were 1) Flordeliza Celino, Syspro 2) Paola Mae Quidato, CCB 3) Rossana Aquillo, CCB 4) Mary Jane Como, Freight Batangas 5) Mimmie Rutor, CL 6) Cherry Dimaculangan, FDM 7) Edel Eres, ICTS and 8) Angel Catriz, FUNS Security.

The pageant is divided into four (4) segments: 1) Swimwear Competition 2) Talent Portion 3) Philippine National Costume Competition and 4) Question & Answer Portion.





Ms. Royal Cargo 2018 Angel Catriz (Left Photo)  
Mr. Royal Cargo 2018 Sam Ilustre (Right Photo)  
Photo Courtesy of Jane Baldove



For the Philippine National Costume Competition, the candidates presented themselves in their chosen Filipino costumes. Some of the costumes worn by the candidates were the traditional barong tagalog, modern filipiniana dress and costumes of the igorot, tribe and katipunero.

Prior proceeding to the last segment of the pageant; the Question & Answer portion, two (2) pairs were eliminated and the remaining six (6) pairs took the slots for the Magic Six with Arlin John Cerico and Edell Eres leading the finalists and bagging the title Mr. & Ms. People's Choice Award for garnering the highest number of votes which was conducted via voting system executed by the ICTS team. Both took home a mobile phone as their prizes.

For the special awards, Sam Ilustre and Flordeliza Celino brought home the Mr. & Ms. Best in Swimwear while Arlin John Cerico and Cherry Dimaculangan took the title Mr. & Ms. Best in Talent. Jerwin Jestre and Mimmie Rutor won the Mr. & Ms. Best in Philippine National Costume, respectively. Before the Question & Answer portion and the awarding of winners, Mr. Michael K. Raeuber, Group CEO of Royal Cargo took the floor to deliver his closing message.

The winners of Mr. & Ms. Royal Cargo 2018 with the Group CEO & President during the awarding ceremony  
Photo Courtesy of Jane Baldove



**"Salamat po,"** said Mr. Raeuber as he thanked all the employees of the Royal Cargo Group for another memorable event. **"The Royal Cargo Group deserves only the best, the reason why we decided to choose this place (Las Casas) again for this annual outing,"** he added. He also mentioned that he has always been delighted with the talents and confidence that the employees have.

Capping off the event was the crowning of the Mr. & Ms. Royal Cargo 2018. Arlin John Cerico and Flordeliza Celino bagged 2nd Runner-up bringing home Php 5000. Placing 1st Runner-up were Harold Surell and Rossana Aquillo with Php 7000 each. Lastly, Sam Ilustre and Angel Catriz went home Php 10,000 richer and were crowned the first-ever Mr. & Ms. Royal Cargo 2018.

The panel of judges includes: Mr. Wolfgang Richt, Regional Managing Director for Asia; Mr. Mark Khambatta, Consultant of Royal Cargo; Mr. John Rey Loreto, Music, Arts & Theater Officer of Las Casas; Ms. Fran Delos Reyes, Model and TV Personality and Mr. Mathieu Lesne, Royal Cargo's Intern from AFTRAL School in France.

The crowd grew louder and the venue became hotter as the candidates opened the program presenting themselves in their casual summer attire followed by their swimwear.

The candidates also displayed their talents with their presentation of the traditional Filipino folk dances such as maglalatik, singkil, itik itik and tinikling.



# ROYAL CARGO GROUP CEO AND PRESIDENT EXPERIENCE DINNER IN THE SKY

*Written by: Jill Viray*

Royal Cargo Group Chief Executive Officer, Mr. Michael K. Raeuber and President, Mr. Elmer Francisco U. Sarmiento together with twenty (20) of Royal Cargo's clients experienced the spectacular Belgium-based novelty dining service popularly known as Dinner in the Sky last Friday, May 11, 2018 at Solaire Resort and Casino in Pasay City.

*"We are proud that Royal Cargo takes part in making Dinner in the Sky possible. To sit high in the air, strapped with a body harness and seatbelt to enjoy a 3-course dinner is a bit nail-biting yet thrilling, but I am very confident as the diner is hoisted by our very own crane,"* said Mr. Raeuber during his Dinner in the Sky experience.

According to Mr. Sarmiento, the Royal Cargo Crane and Erection team who handles the operations of Dinner in the Sky, ensures that each lift is completed with the highest regard to all safety aspects. *"We are one of the leading providers in lifting, transporting and handling heavy loads in the country, and we are in no doubt that we can also provide a smooth ride up in the air while you enjoy your meal,"* he boasted.



The Royal Cargo 220 tonner all-terrain mobile crane hoisting the 22-seater dining bar



Royal Cargo Group CEO, Mr. Michael K. Raeuber (Left Photo) and Royal Cargo President and CEO, Mr. Elmer Sarmiento (Right Photo)

The group enjoyed their 3-course dinner composed of sumptuous giant shrimp, sea bass and creamy tainori chocolate prepared by a Belgian Michelin-recognized Chef, Chef Yves Mattagne.

Dinner in the Sky Philippines is a Belgium-based novelty dining service where a 22-seater dining bar with roller coaster-like seats is hoisted 150 feet off into the air along Manila Bay. This unique culinary thrill is made possible by MMI LIVE, in partnership with Malaysian-based Dinner in the Sky Asia and Solaire Resort & Casino.



Belgian Michelin-recognized Chef, Chef Yves Mattagne



Royal Cargo Executives and Clients with Chef Mattagne



# ROYAL CARGO HOLDS ANNUAL FUN RUN FOR A CAUSE

Written by: Reymer Salvador

The Royal Cargo Group of Companies once again staged a very successful Fun Run for a Cause at the Southwoods Ecocentrum, Binan, Laguna last August 4, 2018. On its third year, the Royal Cargo Fun Run 2018, entitled "I Run for a Cause" aimed to support and help yet another beneficiary in dire need.

This year, "I Run for a Cause" has chosen Arriane Dogma, an athletic, jolly and promising young lady who is suffering from Leukemia, as the recipient of the proceeds from the activity. Arriane is the daughter of Royal Cargo's Vice President for Business Development, Contract Logistics department, Mr. Alex Dogma. She is a true-blue swimming enthusiast who has won several swimming competitions since she was eight (8) years old. At the age of ten, she suddenly felt weak, lost appetite for food, and lumps started to appear in different parts of her body. After consultations and checkups, Arriane was diagnosed with Chronic Myelogenous Leukemia (or CML). For the past four (4) years, the Dogma family has done their best to support the expensive treatments to cure Arriane's sickness and make both ends meet for the family.

However, several challenges struck the family when one of the sponsors for Arriane stopped their support and Mr. Alex Dogma suffered another heart attack forcing him to undergo a quintuple heart bypass surgery. Due to the financial struggle, the family was not able to sustain the much needed maintenance medication of Arriane. Very recently, she was confined due to very high white blood cell count (at 300+, normal at 11). A bone marrow test concluded that Arriane's CML case has progressed to Acute Lymphoblastic Leukemia (or ALL). It will be a long journey for the Dogma family, but they are very positive that they will surpass this setback.

To help Arriane and her family with her much needed medications, the Royal Cargo group has dedicated this year's Fun Run to her.



Hosted by Human Resources Manager, Janet Husmillo and Marketing and Communications Specialist, Reymer Salvador, the program started with a prayer led by Mr. James Pereira, immediately followed by a sweat drenching Zumba exercise.

The much-awaited gun start for the 5K and 3K run followed right after the warm up exercise. Kids of all ages, from toddlers up to the senior citizens poured in their energies to show their support to Arriane. The beneficiary herself took the challenge and ran the 3K run category.

The winners in the 3-kilometer distance run were: For Royal Cargo Employees - 1st Place: Froilan Espinosa, 2nd Place: Rafael Macalinao, 3rd Place: James Pereira and for Non-Royal Cargo Employees - 1st place: Marion Devera, 2nd Place: Summer, 3rd Place: Jackson Flores.

The winners in the 5-kilometer distance run were: For Royal Cargo Employees - 1st Place: Ferdinand Olazo, 2nd Place: Ross Denver Agustin, 3rd Place: Bullos Dela Cruz and for Non-Royal Cargo Employees - 1st Place: Luciano Alesandro, 2nd Place: Jim Darryl Marinas, 3rd Place: Julius Jose.

Right after the run, Vice President for Functional Services, Ms. Loida F. Tasis, congratulated all the winners and thanked all the runners, the families and friends, and to all of the Royal Cargo employees who joined and supported the cause. According to her, the company is always ready to help anyone who is in need, and emphasized that the top management is very confident that the employees too, are always ready to lend a hand. **"It was indeed another successful event for the company,"** she said.

Mr. Alex Dogma and the whole family including Arriane, gave an update about her situation and humbly thanked everyone who helped the event to become successful. He also thanked the Royal Cargo top management for helping out when they requested for assistance. Lastly, he thanked all the runners and winners for showing their support and for serving as an inspiration to Arriane's fight against her sickness.

At the end, the whole crowd ended the program with a loud and energy-filled roar,

**"LABAN ARRIANE!"  
(FIGHT, ARRIANE!)**

## ROYAL CARGO PARTICIPATES IN GLOBAL COLD CHAIN EXPO IN CHICAGO

Represented by Antonette Ayos, Sr. Manager for Documentation Control and Inventory Management (DCIM) of Contract Logistics Department, Royal Cargo participates in the Global Cold Chain Expo held last June 25-27, 2018 in McCormick Place, Chicago Illinois, USA.

Global Cold Chain Expo is an event that illustrates products like innovation, education, business, retail, foodservice, processing, production, distribution, logistics, and transportation etc. It is all about helping the cold chain business to make the smart decisions that will appeal to the customers.

Co-located with consumer packaged goods in the healthy food segment, fresh produce brands, and the floral industry, the Global Cold Chain Expo delivers unparalleled opportunities to the business. It is the premier destination for innovation, education and B2B networking for the entire food industry.



## ROYAL CARGO HOLDS 2018 BLOOD LETTING PROGRAM

As part of its Corporate Social Responsibility, Royal Cargo conducted its annual blood letting program last August 24, 2018.

A total of thirty eight (38) bags of 450ml of blood from company's employees; twenty one (21) male employees and seventeen (17) female employees were collected.

The event was spearheaded by Andrew Valenzuela, HSE Manager and Yang Olaes, Occupational Health Officer in partnership with Philippine Red Cross Rizal Chapter, Muntinlupa Branch.

The annual blood letting program of the company which aims to help people who are in need of blood is continuously running for eight (8) years now, extending and saving lives of both employees and non-employees of the Royal Cargo Group.



## ROYAL CARGO IS NOW CSA PHILIPPINE ADVISORY BOARD MEMBER

Royal Cargo Inc. is now a member of CSA Philippines.

CSA or Cloud Security Alliance Philippines (CSA Ph), is a not-for-profit organization dedicated to defining and raising awareness of best practices to help ensure a secure cloud computing environment as it offers cloud security-specific research, education, certification, events and products. This organization harnesses the subject matter of expertise in industry practitioners, associations, governments, as well as its corporate and individual members. It is a dynamic organization and needs the support and input of people with experience and insight.

Royal Cargo's vision and mission is committed to being up-to-date with latest technology. Royal Cargo is also one of the early cloud advocates having been utilizing cloud technology and infrastructure with its main operation activities since 2012.



Photo Shows: CSA Philippines President Ryan Ty, Chairman Raymond Liboro, CSA APAC Dr. Lee Hing-Yan together with CIO's of different organizations.

Royal Cargo is represented by Mr. Abet Cabungcal, VP for Global IT





## ROYAL CARGO JOINS PSECE 2018

Royal Cargo; a proud member of SEIPI, recently joined the 15th Philippine Semiconductor & Electronics Convention and Exhibition (PSECE) held at SMX Convention Center in Pasay City last June 13-15, 2018 organized by the Semiconductor and Electronics Industries in the Philippines Foundation, Inc. (SEIPI)

More than 300 local and international firm participated in the three-day event with the theme "PATHS: Moving the Philippines up the Technology Value Chain for Inclusive Growth"

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 RECEIVES SCROLL OF HONOR FROM RED CROSS

For its continuous participation in providing Red Cross services designed to improve the well being of humanity, Royal Cargo was given a Scroll of Honor by Philippine Red Cross during the Blood Donors Recognition Ceremony held last July 27, 2018 at PRC Logistics and Multi-Purpose Center in Bonifacio Avenue, Mandaluyong City.

Royal Cargo has been receiving several awards and recognitions for its continuous support to Red Cross to promote blood donation.

Royal Cargo's partnership with Philippines Red Cross is running for several years now where the Company actively participates and supports Red Cross activities such as blood letting program, million volunteer fun run, logistical support during typhoon and other disaster rescue and relief goods distribution.



## ROYAL CARGO SUPPORTS BRIGADA ESKWELA 2018

Royal Cargo, as part of its Corporate Social Responsibility 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 by extending its assistance through donation of various cleaning and painting materials to Sto. Nino Elementary School in Paranaque City held last May 28, 2018 with the theme "Pagkakaisa para sa Handa, Ligas, at Matatag na Paaralan Tungo sa Magandang Kinabukasan."

Volunteers from different 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.

The Sto. Nino Elementary School management expressed their gratitude to Royal Cargo management for its support and invaluable contribution to the school's activity for two (2) years already.





# Team Profile

## THE SALES OPERATIONS TEAM

*Written by: Konstantin Tollo*

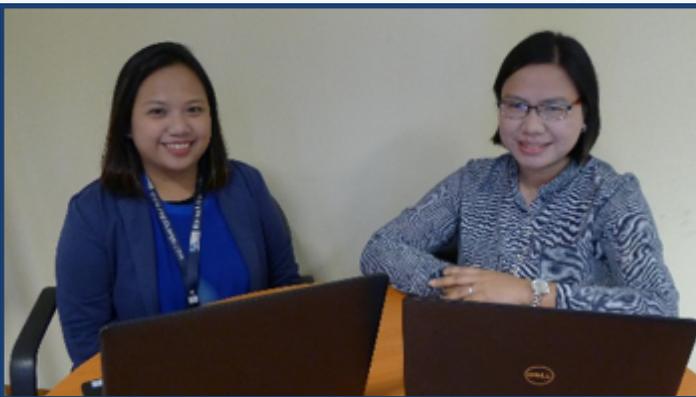
The Global Sales Office under Jet Pamintuan is made up of three (3) distinct functions, namely Sales Performance (under Brian Aloba), Sales Effectiveness (under Konstantin Tollo) and now, the latest established unit, the Sales Operation Team.

The Sales Operations team is headed by Marden Tapar, a Royal Cargo returnee after having spent several years in other industries. This whole unit is a vital component in ensuring that all sales are aided and guided in securing the businesses with clients thru competitive offers, effective implementation and program management. She now leads a new team that is further broken down into three (3) sub units, namely:



### Tender and Pricing

The Tender and Pricing is tasked with supporting any rate requests, quotations or RFQ requirement from various local sales units and Royal Cargo overseas sales stations. This unit is led by Raquel Villanueva, the Tender and Pricing Manager and is supported by four (4) Tender and Pricing Analysts. One of their most latest network-wide activity is the tariff & export freight rate uploading and the recently concluded online training, of the latter, in Cargowise One.



### Customer Implementation

The Customer Implementation team is also led by Marden Tapar and is ably supported by Mary Faith Santos. They support implementations of new and regularly moving accounts through the documentation of customer requirements in a standard operating procedures or SOP. This is to ensure seamless business implementation with concerned business units.



### Customer Program Management

Sebastian Raeuber and Bernadette Holmes are leading the management of service level commitment of select major accounts. They are also taking the lead for revitalizing the e-care program of the Company.

With this team in place, the Global Sales Office can now support requirements across the Royal Cargo network in terms of pricing & customer implementation and alignment of sales operation-related processes.

# ROYAL CARGO EXPRESS ON THE UPSWING!

*Written by: Konstantin Tollo*

Royal Cargo Express is our business unit that caters to OFW's balikbayan box services. This unit is made up of teams from Hongkong and in the Philippines. Much of the credit and hard work is done by dedicated and entrepreneurial team from Hongkong led by Miko Giza and supported in the Philippines by Mikko Jovero and Jennifer Mediana of Syspro. The product and commercial development of Royal Cargo Express is now part of the Global Sales Team led by Jet Pamintuan, managed by James Pereira and supported by Tantin Tollo in social media marketing.

In the past several months, the business has been on the upswing with several key milestones achieved. First off, we've already exceeded 2017's full year volume. Last year we had 16 consolidations, while as of July, we are already on the 18th consolidation.

Our volumes had been going up and now we are moving towards a consistent weekly sailing of at least a 20-footer a week.

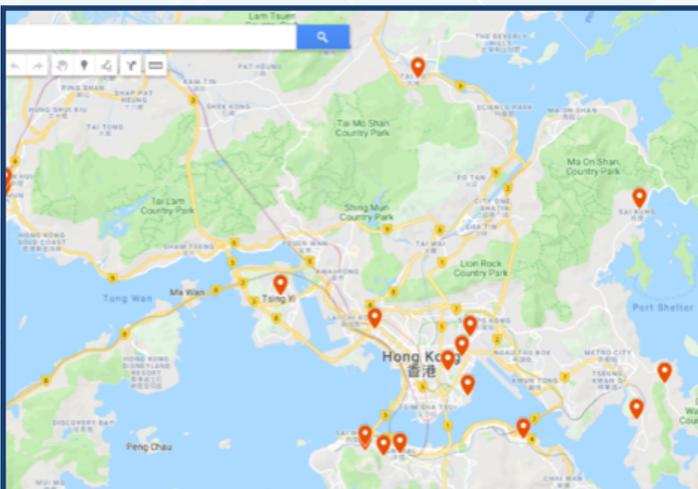
A unique concept in the HK market is the use of striped bags (a rectangular box shaped woven plastic bag). Our OFW's' creativity in dealing with limitation on or lack of storage space at work forced them to transport their balikbayan box goodies in these striped bags. Balikbayan box companies now accept these and store them for free until the OFW can gather enough contents to fill any regular sized box. RCE saw an opportunity to secure and speed up the transition of striped bags to boxes and launched the Extra Small box size, thus increasing box volumes, while freeing up precious warehouse space for more boxes.



We've also re-invigorated advertising and promotions using social media. Our audience has grown from a follower base of 1600 and now we've reached the 2000 followers milestone, adding 20-25 followers per day on every promotion we post. Our FB follower engagement level also improved as we have reduced the reply time to within a "few hours" from "within a day or two", and we are aiming to claim the badge of "replies instantly".

October and November are the peak month as it is the time when the OFW's send their Christmas pasalubongs and gifts via Balikbayan box. To ensure we can maximize our volume from that season, we're spreading our presence with the acquisition of new and more aggressive agents in high-volume districts. Our current agents are in some key areas, but we are now increasing our foothold by targeting to acquire 95 strategically located agents within the next few months.

With everything set in place, and more tactics up our sleeves, things will definitely look good for Royal Cargo Express.



*New Agents recruited are strategically located across Hong Kong*



*The Royal Cargo Express team with Jet Pamintuan and a newly recruited agent*



## GLOBAL OFFICE ADVISORY: ROYAL CARGO USA NEW OFFICE ADDRESS

Please be informed that our Royal Cargo Inc. - USA global office and warehouse have transferred to a new location. New office address is at: **100 E. Del Amo Blvd., Carson, CA 90746**

For urgent matters, please contact: WOLFGANG FRIEDRICH, Managing Director, Royal Cargo Inc. - USA  
Tel. No.: (310) 974 4500 | Fax. No.: (310) 974 4507 | Mobile: (310) 634 5250 | Email: [wolfgang.friedrich@royalcargo.com](mailto:wolfgang.friedrich@royalcargo.com)



# WELCOME TO THE GROUP

*The following employees started working for Royal Cargo:*



**John Selleck**

was appointed **Managing Director for Guam and Micronesia** effective August 01, 2018.



**Cong Tran**

was appointed **Head of Sales in Royal Cargo Vietnam** effective August 01, 2018



**Allan Soriano**

was appointed **Vice President to Pharma Logistics** effective June 16, 2018. Previously, he was Vice President of Contract Logistics - Dry



**Edeline Obligado**

was appointed **Business Development Manager, Contract Logistics Sales Management** effective May 28, 2018



**Ellena Tomias**

was appointed **Business Development Manager, Pharma Logistics** effective July 31, 2018



**Atty. Jessie Joe Lagon**

was appointed **Associate Legal Counsel, Functional Services, Legal** effective September 3, 2018



**Marie Graciela Lucas**

was appointed **Sales Manager, Domestic Seafreight** effective April 16, 2018



**Christopher Tinsay**

was appointed **Admin Manager, Contract Logistics Cold Storage, Bulacan** effective April 16, 2018



**Royce Serilo**

was appointed **Inventory Management Manager, Contract Logistics, Divisional Management - Cold** effective April 16, 2018



**Christian Bañarez**

was appointed **Business Development Manager, Contract Logistics Sales Management** effective May 2, 2018



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