

WHAT DOES IT TAKE TO BE IN BUSINESS FOR 40 YEARS?



Royal Cargo is a company which proves that from humble beginnings come great things.

From being a two-person company, it now employs over 1500 personnel and covers the world with its network of owned companies and trusted agents. Its headquarters is based in the Philippines and it operates to other thirteen (13) countries around the globe.

How did Royal Cargo go from a two-person company now growing to a thousandfold increase? From a representative office now a multinational company? From outsourcing equipment now possessing owned resources and facilities?

What does it take for Royal Cargo to be in business for 40 years?

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WHAT DOES IT TAKE TO BE IN BUSINESS FOR 40 YEARS?

Written by: Jill Viray



Royal Cargo's Headquarters in Paranaque City

STRONG VISION

Royal Cargo was born out of a strong vision. Its founder, Mr. Michael K. Raeuber, envisioned a powerful demand for logistics given the fact that the population and the economy continuously grow. He foresees much good fortune in the future and that is Royal Cargo being among the leaders in the freight transport and logistics in the country.

Established in 1976 as a representative office of an international freight forwarding company based in Hamburg, West Germany, the Hermann Ludwig Organization, Royal Cargo started its humble beginnings by doing consignee sales, supplying documents and transporting know-how to clients in the Philippines.

A couple of years after, the vision turned into reality. In 1978, a joint venture company was formed between the Hermann Ludwig Organization and the Filipino-owned Royal Air Cargo, Inc.

Years after, the joint venture ended, and Mr. Raeuber decided to acquire the organization. The name Royal Cargo was adopted to stress the fact that the company is engaged in all areas of the transport business including seafreight import and export, airfreight import and export, customs clearance, personal effects movement, trucking, warehousing, and insurance. Hence, the birth of Royal Cargo Corporation.



Royal Cargo's first ten years marked its early success in the business. Apparently, one of the secrets of its early success was the strong vision that turned into reality. As the adage goes by "*success entails meeting the goals you have set,*" Royal Cargo proved that small incremental goals can lead to big results.

PARTNERSHIP

Ever heard the old saying "*rising tides float all boats?*" The core concept of this saying still rings true. Indeed, there is strength in numbers and success comes when working together; the reason why Royal Cargo values partnership. During its early years in the industry, Royal Cargo built partnerships to strengthen every aspect of its business.

In the early 90s, two companies under Royal Cargo Corporation were formed out of partnerships – the Royal Heavylift, Inc. and Royal Cargo Agencies, Inc.

Royal Heavylift, Inc. was established to primarily engage in the transportation and handling of heavy lift payload and oversized cargo. Equipped with specialized equipment, Royal Heavylift facilitated the conveyance of special cargo to any project site. Its services cover route survey and transport planning, customs clearance and heavy lift and general cargo transport as well as unloading, lifting and positioning of heavy lift payloads.

Royal Heavylift was maneuvered by Mr. Michael Raeuber's business partner, Mr. Elmer Francisco Sarmiento, now Royal Cargo's President. He is the forefront of the company's projects and heavy lifts unit, now recognized as Best Project Logistics Service Provider of the Year (2015) by Frost and Sullivan.

Royal Cargo built strong business relationships with competitors by introducing their on-shore services to the global market and worked with them as support partners on some lucrative projects the company handled.

On the other hand, Elmer, being the leader of Royal Heavylift, promoted healthy competition to allow the heavy lifts industry in the country raise its standards in terms of efficiency and accuracy of providing quality service to clients. This strategy opened the gateway for Royal Cargo to widen its network of clientele here and abroad while continuously strengthening its portfolio of successfully accomplishing projects. To add, Royal Cargo also pioneered the use of hydraulic and multi-axle trailers and Self-Propelled Modular Transporters (SPMT), which undoubtedly transformed the landscape of the project and heavy transportation industry.

Royal Cargo holds the record of transporting the biggest, longest and most voluminous heavylift transport in the archipelago at approximately 400,000 cubic meters of material and 109 heavylift and oversized parts weighing a total of 18,450 tons. Some of the awards include Best Oversized Cargo Transporter in the Philippines in 2004 and 2008, Goal Zero Safety Awards where Royal Cargo has been a consistent recipient.

Royal Cargo Agencies, Inc. on the other hand, was formed to offer a wide range of professional and well-managed services which ensure safe, reliable and efficient supervision and operation of vessels and cargo shipments. Royal Cargo's partnership with several shipping lines from all over the world provides advantage of being able to offer the best rates and most efficient sailing schedules to any destination in the world.

Years passed, and Royal Cargo continues to grow. Customer base ascended, and new services were added. This initiated the company to transform from Royal Cargo Corporation into Royal Cargo Combined Logistics, Inc. The new name combines the strengths of the various services into one total integrated logistics company offering international freight forwarding, warehousing and distribution, projects and heavy lift, trucking, moving and storage, free port logistics, eco zone logistics, liquid solutions and shipping agency.

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IRIS

SYSPRO



Partnerships helped the business to reach new markets and gained access to new services. In early 2000s, two subsidiaries of the company were formed, the Iris Logistics, Inc. and TMW Worldwide Express, Inc. Iris Logistics, Inc. is a domestic freight forwarding and distribution company with branch offices in Bacolod, Cebu, Cagayan de Oro and Davao. It was regarded as one of the major players in domestic forwarding.

The other company, TMW Worldwide Express, Inc., is a cargo logistics company that is engaged in express logistics innovation, first web-based Express Cargo Clearance Facility (ECCF), an internet-based solution that addresses the requirements of importers for fast customs clearance of express cargo shipments, with guaranteed less than three (3) hours release upon arrival.

TMW Express Cargo Clearance Facility (ECCF) is covered by Customs Memorandum Order 16-2001 with the objective of providing a centralized facility with a simplified operational procedure for the expeditious release of air cargo. TMW does express customs clearances for airfreight cargoes in Manila twenty-four hours a day, seven days a week. This service is suitable for high-valued and urgent goods.

Royal Cargo is one of the only two license holders in this category.

Another partnership resulted to addition of service. In 2007, Royal Cargo secured a partnership with World Courier and started providing logistics management solutions for pharmaceutical and biotechnology companies. This pioneering business has seen a steady growth of client base that made Royal Cargo a logistics company in the country with a World Health Organization (WHO) and Good Distribution Practices (GDP) certifications.

In 2012, Royal Cargo partnered with LIMA Logistics Corporation, one of the leading logistics providers in Japan trade and later absorbed the company to focus on servicing Japanese clients.

With number of services added and subsidiaries acquired, Royal Cargo Combined Logistics, Inc. changed its name to Royal Cargo, Inc. in 2014.

You might have heard the saying, *“two heads are better than one,”* and nothing could be truer when it comes to partnerships. Working within a partnership with a genuine intention gave Royal Cargo the edge it needs to fully live its vision.

PEOPLE

The employees are Royal Cargo's greatest asset and source of strength.

“Our company believes that its greatest asset and source of strength is you, the employees. We were able to cross afflicting paths during several difficult periods of our business operations because you stood firmly and stayed with the company. We will not forget the ‘esprit de corps’ that kept you working ‘round the clock during that period and until now. This spirit gave Royal Cargo the status of being one of the country’s most respectable freight transport providers,” said Mr. Raeuber.

Royal Cargo's satisfied, highly motivated and loyal employees are the heart of the company. They are the reason behind all the victories that keep on going and coming. Their dedication and hard work contribute to the attainment of its objectives and priorities. Royal Cargo is successful because it has the right team.

In Royal Cargo, employee well-being is the top priority, that makes the employees happy and Royal Cargo a happy place to be. To date, Royal Cargo has more than a thousand of dedicated employees from different branch offices in the country and global offices around the globe.

Royal Cargo values its people as it values its name.

“I believe that with you, working hand and hand with the management, our company will excel and even surpass the status which we already had attained. You have joined an organization that has established an outstanding reputation for quality service. Credit for this goes to everyone in the organization. We hope you, too, will find satisfaction and take pride in associating yourself with the Royal Cargo team,” Mr. Raeuber added.

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INVESTMENTS

“When the demand is high, the supply is low.” This is how the law of supply and demand is defined, but for Royal Cargo, it’s the magnified way, *“When the demand is high, the supply is higher.”*

With the constant increasing demand for logistics, Royal Cargo recently invested on acquiring transits cross docking facilities, gigantic cranes, container vans, ISO tanks, reefer containers and container vessels. More acquisitions are in the pipeline in the next few months.

FACILITIES

Despite higher real estate rates making it more difficult to build and operate more sophisticated cargo distribution centers, Royal Cargo has invested in a new cold and dry distribution center, the Cargo City North Hub.

Royal Cargo formed the Cargo City North Hub located along the Balagtas Bypass Road in Plaridel, Bulacan to provide efficient distribution channels in Northern Luzon. Cargo City North Hub is by far the company’s largest and most-modern distribution hub.

The Php2B state-of-the-art facility has 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.

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 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.

“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,” Mr. Raeuber said.

Next expansion efforts include a 3.6-hectare property in Cordova, Cebu with a 9,000 sqm covered warehouse, and a 12-hectare South Luzon Hub. Growth hubs are likewise being planned in other key areas across the country such as Davao, Iloilo and Bacolod.

EQUIPMENT

The growing demand of construction business that will require bigger lifting capacities of cranes initiated Royal Cargo to invest in new lifting equipment. Royal Cargo’s newly-owned gigantic cranes, the Liebherr LTM 1500-8.1 (500 tonner) mobile crane and LR 1600/2 (600 tonner) crawler crane were purchased to sell and promote the crane and erection business of the company to the market.



The monster cranes will also serve anticipated projects like construction of industrial plants including power plants, rehab and expansion of cement, refineries and petrochemical plants, wind farm projects, vertical and horizontal constructions such as roads, bridges and buildings.

Just recently, the 500T crane was used to remove the Xiamen Air Boeing 737-800 series passenger aircraft that skidded off the runway at Ninoy Aquino International Airport.

These investments will be helping the country in its effort to avoid importing equipment and labour with reasonably priced transportation and erection in industrial plants using owned equipment of a local company.

ASSET

As part of its strategic capital investments to answer demands and spur business and economic growth, Royal Cargo acquired a container vessel with a top speed of 20 knots, a deadweight tonnage of 13,751 and a maximum container capacity of 1,118 twenty-foot equivalent units (TEU) which serves as Royal Cargo's first-ever container vessel as it revives its imprint in the domestic shipping industry.

Last June 2017, MV Iris Paoay (formerly known as MV Conrad) arrived in Batangas Container Terminal from the Port of Rotterdam bringing with it 186 forty-foot reefer containers which marked Royal Cargo's comeback to the domestic shipping industry.

Royal Cargo is committed towards providing highly differentiated logistics solutions to address the 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,” Mr. Sarmiento stated.

To date, Royal Cargo now operates two CV 1100 vessels.

These investments to the tune of 50M US dollars will go a long way in maintaining the profitability as well as financial stability of Royal Cargo.

According to Mr. Sarmiento, these investments are good, hard assets that will last several years. And these are assets to support the company's core businesses in the cold chain and logistics, project transportation, heavy and general trucking, freight forwarding and shipping and erection.

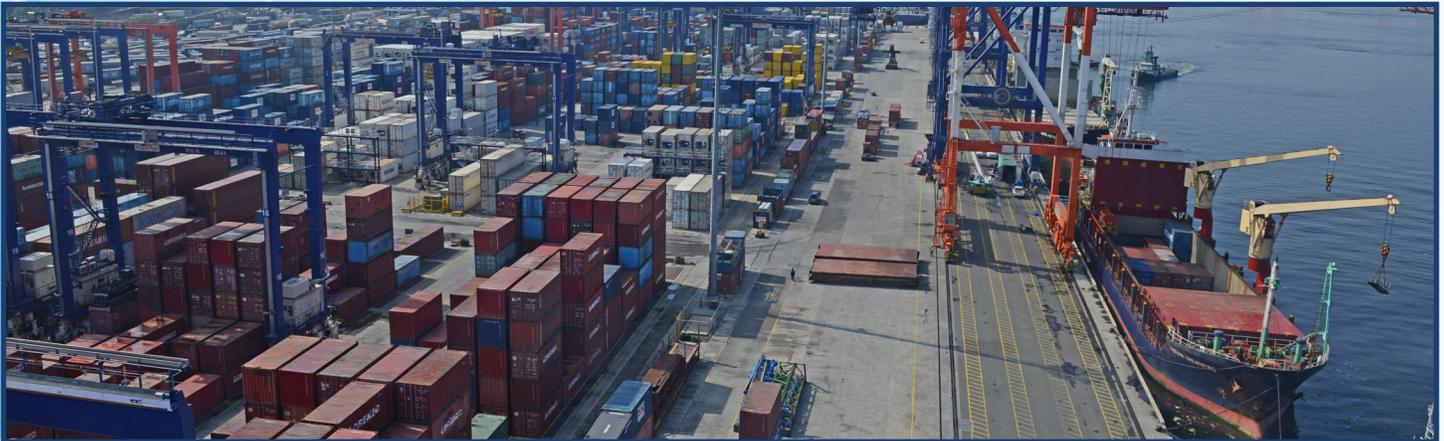
“You were born to win – but to be a winner, you must plan to win, prepare to win, and expect to win.” This may be just an age-old adage, but this saying sums up the success that Royal Cargo has reached.

There is no one path to success, there is an infinite number. Royal Cargo believes that having a strong vision, building partnerships, valuing people and investing on assets are some of the actions that contributed to the success of the company for 40 years now.



Challenges and Opportunities in the Philippine Logistics Industry

Written by: Michael K. Raeuber, Group Chief Executive Officer, Royal Cargo Inc.



The opportunities are obvious. With bright economic prospects and an expanding population -- mostly young and well-educated and English-literate consumers -- spread across more than 7,000 islands, the Philippines presents a growing need for an efficient goods and service delivery and transport system. Increasing demand for fresh foods and quality products resulting from greater spending power brought about by the robust BPO industry and cash remittances from overseas is also opening up opportunities for logistics and distribution.

The country's freight and logistics market is forecast by global market research firm Transparency Market Research to reach P3.26 trillion by 2023. True enough, we are already seeing the growing demand for warehouses and storage facilities, in particular for food, beverage, clothing apparel and packaging materials.

The significant backlog in infrastructure, however, keeps businesses from ensuring products efficiently reach consumers. The government's Build Build Build Program launched last year reflects solid efforts to improve infrastructure and even helps generate employment, attract investments and promote sustainable inclusive growth. But this program alone will not solve all problems, and everyone from government and the private sector needs to be involved. The port congestion in 2014, a result of delivery restrictions to and from the ports, led to a severe traffic and taught us some lessons. The need to actively get feeder connections to Batangas and Subic was one of these lessons, such that eight shipping lines now serve Subic and four shipping lines serve Batangas. However, berth capacity in Manila seems to be at a brink again with Batangas neither expanding fast enough. Coupled with a severe shortage of off-dock container yard space, we are entering once again a period of low productivity in deliveries, which results in shortage of trucks and high transport costs.

Subic as a real free port is still an untapped opportunity. Subic can be a less costly alternative for the distribution of goods in the north. The test of a real free port would be to have Customs at the perimeter and consignments "to order of bearer" a reality.

What challenges and opportunities are there in the different logistics segments in the country?

- Cold Chain — The growing population creates a need for additional cold storage facilities all over the country. But cold storage space is not all that is needed.

This means opportunities for integrated cold chain systems offering seamless logistics solutions, which would then mean upgrading not just the equipment but the IT systems and antiquated POD and manual DR systems as well. Consignees would also need to update their systems to ensure alignment in systems and processes and avoid unnecessary spoilage and truck congestion.

- Packaging and Distribution — High spoilage risks in moving perishable cargo from the farm to the market reflects the importance of modern packaging and transport systems and equipment. Investing in state-of-the-art packaging facilities in major producing areas such as Baguio, Tagaytay and Mindanao is, thus, crucial.

We need an effective agri-food supply and value chain, in which logistics plays a deciding role. The distribution centers should be generally located outside urban centers and, together with cold storages, should comply with international and local standards. This means stricter enforcement of food safety regulations.

In terms of distribution and delivery, the opportunity is in inventing new ways of delivering the goods. These could include using motorcycles in high-traffic areas for carton sized deliveries to newer, bigger vessels for better economies of scale in domestic shipping.

- Domestic Shipping — The future hinges on better port facilities, bigger and newer vessels and more reliable, on-time deliveries. Domestic shipping is both a big opportunity and challenge, with bureaucracy and high taxes hindering local ship owners from creating enough capital base to compete better.



Royal Cargo's
Cold Storage in Plaridel, Bulacan



Port Congestion in Manila last 2014
Photo Courtesy of Business Mirror



Royal Cargo's reefer van used for
distribution of frozen goods



IRIS Shipping Line berthed in the
Port of Manila

Connecting Mindanao to Luzon with competitive freight rates to ensure high-quality, on-time service would give the industry a boost. Improving port facilities in Cebu, Cagayan de Oro, Davao, Iloilo, Bacolod and Zamboanga can help in ensuring depth for bigger, more economical vessels while installing ship-to-shore cranes to service ports with ungeared container ships will push down freight rates.

The industry needs greater competition instead of market consolidation to make rates more competitive. Incentives for bigger but less-polluting LNG-powered vessels might encourage investment in such vessels. Removing red tape in government and lowering taxes would also help companies boost their competitiveness both in the domestic and international platforms.

Royal Cargo Royal Cargo has acquired two vessels with more than 1,000 TEU capacity for that purpose and is geared up to increase its fleet as demand rises.

- International Shipping — In ASEAN, we may see some intra-region cabotage easement, which can create opportunities and competitive challenges at the same time. We see promoting Subic and Batangas as not only relieving traffic in Manila but creating more opportunities for shipping companies.

We have one of the highest port charges in Asia, in fact even higher than Singapore's. There should be a clear separation between an operator and the regulator government agency. For international shipping lines, they must refrain from coercing consignees to pay up a host of destination charges in circumvention of INCO terms but instead collect freight where due.

- Airfreight Handling — Seventy percent of domestic airfreight is carried in the belly of passenger aircrafts. Investing in freight-version aircrafts will mean more uplift capacity, greater competition and lower freight charges. Sea-air transshipments from China to Europe, when enabled by customs regulations, would open a new market for such services utilizing the uplift capacity of Middle East carriers.

Instead of franchising air cargo handling to a restricted few, opening the operation to competition would help lower tariffs. The government may also want to review the reasons why NAIA 3 has no air cargo facility despite a concluded bidding.

Maximizing Opportunities to Grow Business Further

Realizing the huge growth potential in all these areas, Royal Cargo, leading end-to-end logistics solutions provider, remains an active player in both local and international logistics, and is keen to expand its business further by leveraging its knowledge of the market and what can be done to address challenges. The company not only delivers cargos throughout the Philippines but competes in the international market as well with its dependable and cost-effective logistics services, providing services from Wuhan to Bangkok and London to Los Angeles.

Despite higher real estate rates making it more difficult to build and operate more sophisticated cargo distribution centers, Royal Cargo has invested in a new cold and dry distribution center, the Cargo City North Hub.

Next expansion efforts include a 3.6-hectare property in Cordova, Cebu with a 9,000sqm covered warehouse, and a 12-hectare South Luzon Hub. Growth hubs are likewise being planned in other key areas across the country such as Davao, Iloilo and Bacolod.

To boost 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 in the next few months.

The Philippines has a lot of potential. With concrete actions done to improve the different areas of the logistics industry and address their respective needs, the country can definitely become a major logistics hub by 2023, or even earlier than that.

ONE LAST PUSH

Royal Cargo Basketball Team Bags Ballers United PH Hoops Pride Corporate Division Championship Title

Written by: Jill Viray



In Photo: The Royal Cargo Basketball Team during the Championship and Awarding Day of the Ballers United PH - Hoops Pride Corporate Division, Season 1, October 14, 2018 at Arellano School of Law, Taft Avenue in Manila

*From L-R (Top): Jeffrey Villanueva, Joey De Leon, Joshua Fadri, Angelo Sarmiento, Jeffrey Bolivar, Arnold Morales, Ranilo Galia, Ryan Calara, Reneboy Ramos and Berly Carpio
From L-R (Bottom): Robert Maralit, Jo Ariel Santacera, Wilfred Cerico, Aaron Romero, EJ De Asis, Rowell Roleda, Froilan Espinosa Jr, Liomar Manigque and Reymer Salvador*

The Royal Cargo Basketball Team concluded their campaign on a high note bagging the Championship Title in the Ballers United Philippines Hoops Pride Corporate Division last October 14, 2018 at Arellano School of Law, Taft Avenue in Manila.

Royal Cargo started like a house on fire with the team's flamboyant shooting guard, Wilfred Cerico, opening the ball game with three points ahead of the resister, Royal Carribean.

Royal Carribean fought back mightily with their sturdy forward, Angelo Rosale, but Royal Cargo was indeed

on fire and eager to throw more shots giving Royal Carribean a vexing 18-12 heading to the second quarter of the game.

Royal Carribean attempted to come back to haunt Royal Cargo on the beginning of the second quarter but they were sent on their knees when Royal Cargo's unguardable point guard, Froilan Espinosa, Jr. continued to deliver his number one highlight play midway throughout the period overhauling the opponent with 41-22 that sent the Royal Cargo's supporters up on their feet.

The crowd croaked louder as both teams put up a fight on the beginning of the third quarter. The determined resister did not stop there. They seized every opportunity to win fighting immensely with sweat. Royal Carribean went harder to throw more scores to wipe off the 20-point lead margin set by Royal Cargo, but the Royal Cargo gents continued to drive more improbable shots to create higher margin with its powerful forward, Joey De Leon, leading the team.

Royal Carribean lost their grip and impulse and was stop dead at 37 points while the impregnable Royal Cargo players used the clock wisely and persisted to run smack against the opponent's stonewall defense and quickly outscored Royal Carribean with 60-37 entering the final quarter of the play.

Royal Cargo was indeed unstoppable making not to bugle all their efforts by not letting up until their last seconds on the floor and made a double digit lead 81-57 victory against Royal Carribean.



The Royal Cargo Basketball Team with their supporters who watched and supported them during the Championship Game



Royal Cargo Basketball Team's Coach, Ryan Calara, conversing to the team the play he made and ensuring that the team will bring home the title



Royal Carribean though grabbed every favorable time to win, they still came out short against the very powerful and extremely well-coordinated Royal Cargo who really proved themselves by claiming the championship title on their successful **ONE LAST PUSH.**



Some of the photos during the league

Kudos, Royal Cargo Basketball Team!
Your Royal Cargo Family is proud of you!

ROYAL CARGO HR ROLLS OUT NEW HUMAN RESOURCE SYSTEM

With Reports from Janet Husmillo

With its aim to be up-to-date with the latest technology, to cope up with the increasing workforce, and to continuously improve its processes; Royal Cargo's Human Resources unit recently rolled out the implementation of its newest human resource system, the Oracle Fusion Human Capital Management (HCM).

Oracle Fusion HCM Cloud Applications are the new generation of cloud-based human capital management applications. It comprises fully integrated modules for three key areas: core HR and payroll, talent management and workforce analytics. It provides extremely powerful embedded intelligence, social networking and mobile accessibility so workers can get their job done easier and faster.

- **Core HR and Payroll:** Oracle Fusion HCM cloud applications give you all the tools, processes and intelligence you need to manage and direct a global workforce.
- **Work as a Team:** The ability to connect and collaborate within the workplace and have mobile access to information becomes more important to organizations everyday, and Fusion HCM is designed to help you work more effectively as a team.
- **Integrated Talent Management:** Attract, retain and reward the best employees with Oracle Fusion HCM's complete and integrated talent management solutions.

SINOTRANS SETS OFF STRONG

Written by George Del Rosario

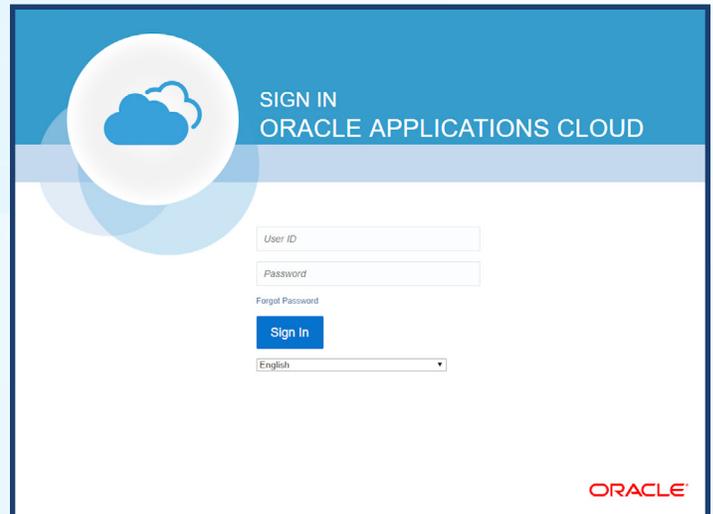
Indeed when it rains it pours!

Sinotrans Philippines, a joint venture company of Sinotrans Limited and Royal Cargo Inc. is off to a good start for completing its first shipment for two (2) Major projects in Philippines.

As the demand to increase power supply in the Philippines and the drive to support to the country's Build Build Build Program of the President Duterte, Sinotrans Phils has been the nominated offshore and onshore logistics partner for a green field power project in Masbate and Cement Terminal Project in Bataan.

DMCI Masbate Power is building a 15MW Coal Fire Project that is a crucial project in Masbate that aims to solve the province's inadequate electricity supply and provide a reliable and sufficient power source. This project has started in August 2018 and is expected to be completed by June 2019.

In Bataan, the PHINMA Group is joining the other conglomerates to have their own Cement Terminal Plant. This strategic move of Phinma marks the birth of Philippine Cement Plant and Sinotrans has been chosen again for the delivery of their cement factory components from Shanghai to Bataan.

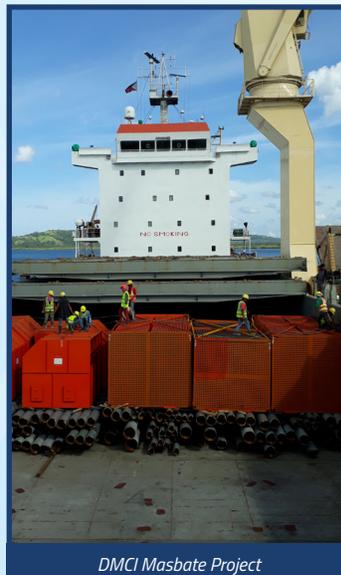


- **Collaboration Across Mobile, Social Enterprise** Get your Workforce Working Productively Together - wherever they are and whatever device they are using.

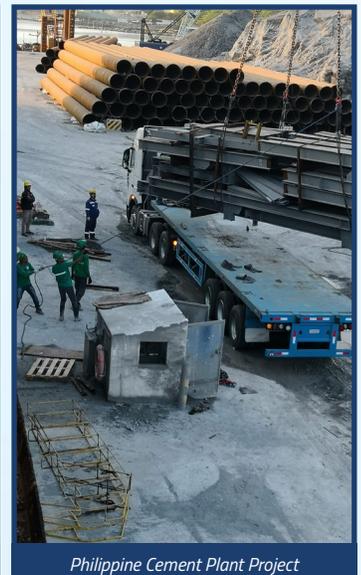
- **Powerful Analytics for Smarter Decisions:** Get the intelligence you need to make smarter, more strategic people related decisions.

One of the system's features is the Employee Portal which was launched through a series of end-user's trainings held from October 17-24, 2018.

The said system will "Go Live" starting November 2018.



DMCI Masbate Project



Philippine Cement Plant Project

Led by the Country General Manager Mr. Berton Liu and Assistant to the President of Royal Cargo, Ms. Erin Sarmiento-Masangcay, this partnership of Royal Cargo and Sinotrans Philippines aims to recognize the logistics strength of these two companies in the Philippines and China respectively, and bring more projects for the Royal Cargo group especially for Philippine-Chinese Project Consortium.

WWPC PROJECT EXPERTS GATHER IN AMSTERDAM

Elmer Sarmiento Elected as Member of WWPC Board of Advisors

The Hilton Hotel in central Amsterdam, once location for the famous John Lennon and Yoko Ono bed-in peace session in late 1969, was the scene for the 18th membership conference of the members to the Worldwide Project Consortium (WWPC).

Attended by close to 100 participants from all over the globe, the event was sponsored by first class maritime and airfreight carriers such as Rickmers-Line, Wallenius Wilhelmsen, Volga-Dnepr Group and the Port of Amsterdam. The networks local Dutch member Steder Group made sure social events got under way in world class style.

Mr. Rob de Korte, Managing Director of Steder Group accepted the challenge to act as auctioneer for a benefiz auction in support of the Princess Maxima Center for pediatric oncology in Utrecht. Children with cancer can be treated in this unique clinic and research center. The attendees of the conference gathered USD 32.200,- for this nobel cause for items, given by the event sponsors and members. In addition individual cash donations rounded up the final result.

Sponsor and new member presentations contributed to an interesting two day conference, including on-to-one meetings, to inform and discuss new business opportunities.



The network members elected the Board of Advisors. The following persons got re-elected for another term of 12 months: Mr. Dirk Roethig, Germany, Mr. Ahmed El Dahshan, Egypt, Mr. Willy Hoffmann, North America & Canada and **Mr. Elmer Sarmiento, the Philippines.**

The members also voted that in February 2019 the 19th membership conference will take place in Muscat, Oman, sponsored by the local network member Khimji Ramdas Shipping LLC.

Wolfgang Karau and Stuart Murdoch, Directors to the network company, proudly express their Thank You for the support to the network and the auction to all valued sponsors and attending members and invited guests to this year's event.

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







SERVICES OFFERED:
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ROYAL CARGO BASKETBALL TOURNAMENT SEASON 12 KICKS OFF

Article and Photos by: Jill Viray



The ten (10) competing teams composed of employees from different business units during the opening ceremony of the Royal Cargo Basketball Tournament Season 12, September 28, Friday at Olivarez Gymnasium, Sucat, Parañaque City

Showing off the unbeatable strengths they have, defending champion CCB came off the bench opening the season with a bang and anchored CL Dry with 30-point lead, 90-59 last September 28, 2018 in the Opening Day of the Royal Cargo Basketball Tournament Season 12 at Olivarez Gymnasium, Parañaque City.

This year's basketball tourney officially commenced as the ten (10) competing teams from different departments and business units - CCB, HEADS, FREIGHT, PHL, PHARMA, FDM/LLC, ITA, DSF, CL DRY and CL COLD paraded with their respective muses.



Vice President for Projects and Heavylift, Mr. Toddy De Roma facilitated the symbolic tossing of ball before the opening game between CCB and CL DRY



Hosted by Ms. Janet Husmillo, Human Resources Manager, the ceremony opened with a prayer led by Mr. Roy Reymundo followed by an opening remarks from Safety Officer, Mr. Niño Ray Albania and discussed about the safety reminders.

Following the opening remarks was the eye-catching parade of the nine (9) gorgeous damsels as muses of each team who flashed their best walk as they cheerfully modelled themselves along the center court that made the crowd's cheer grew louder.

Rosana Aquillo represented CCB while Angel Catriz stood up for HEADS. FREIGHT was led by Roselle Alzona, PHL, PHARMA and FDM/LLC by Shaina Mae Jarin, Rhealyn Rabara and Cherlene Rosarda, respectively. Kristine Dela Cruz modelled for DSF, Rowena Gozon for CL DRY and Edeelyn Amigos for CL COLD.

The recital of Oath of Sportsmanship led by 2017 Season 11 MVP, Joey De Leon went after the parade of muses.

Mr. Toddy De Roma facilitated the symbolic tossing of the ball before the opening game between CCB and CL Dry that kicked the start off.

WHO WILL BE THIS SEASON'S BEST MUSE?



Rosana Aquillo, CCB



Shaina Mae Jarin, PHL



Rowena Gozon, CL DRY



Rhea Rabara, PHARMA



Roselle Alzona, FREIGHT



Cherlene Rosarda, FDM/LLC



Angel Catriz, HEADS



Kristine Dela Cruz, DSF



Edeelyn Amigos, CL COLD

ROYAL CARGO HSSE SPEARHEADS FIRST AID AND BLS CPR/AED TRAINING

Spearheaded by Royal Cargo’s Health, Safety, Security and Environment (HSSE) Team, a total of forty two (42) employees from different departments and business units graduated from the 2-day course on Occupational First Aid and Basic Life Support Cardio Pulmonary Resuscitation (CPR) with Automated External Defibrillator (AED) last October 25-26, 2018 at Royal Cargo Property 5 in Paranaque City.

The training was facilitated by Brian Leon and Kamel De Villa of Philippine Red Cross (PRC) Paranaque Branch with the aim to heighten awareness and to train the attendees who are now Certified First Aiders with the necessary to-do’s and know-how’s in case of any emergency situations.

The participants were given training on different BLS-CPR technologies and first aid. Actual usage of emergency equipment was also demonstrated to ensure that all participants are properly and fully equipped.



ROYAL CARGO NORTH HUB WELCOMES UST STUDENTS AND EXCHANGE STUDENTS

Royal Cargo’s Cargo City North Hub located in Plaridel, Bulacan welcomed the University of Sto. Tomas (UST) Nursing students along with exchange students from Sweden and worked together with the Municipal Health Office of Plaridel to help with showcasing various local establishments to promote Occupational Health and Safety (OHS).

In this endeavor, Sanitation Inspector Mark Hilera with the students who are currently studying OHS toured around the cold storage facility.

During the visit, the students were given a brief background about the cold storage business of Royal Cargo and were given a chance to interview the HSSE Officer and Nurse of North Hub, Jam Jacinto who tackled how OHS is applied in the facility.

ROYAL CARGO CFD RECEIVES 500K++ SAFE KILOMETERS DRIVEN AWARD

Royal Cargo Car Fleet Department (CFD) spearheaded by Ms. Mari Stella Segundo, was granted a Certificate of Recognition from Pilipinas Shell Petroleum Corporation for achieving 500K++ SAFE Kilometers driven for the period of January 2017 to April 2018.

To add, Mr. Glenn S. Brillas, one of CFD’s First Class Drivers, was awarded as Quarter 2 2018 Star Driver for Asia Oceania for being an exemplary role model to fellow drivers and for his hard work and commitment to safety.

The award was handed by Ms. Yannah Malifer, Contract Performance Manager of Pilipinas Shell Petroleum Corporation, Real Estate Department.





ROYAL CARGO SPONSORS 2018 GERMAN CLUB MANILA OKTOBERFEST

Royal Cargo; a proud member of German Club Manila, joined and sponsored the 80th German Club Manila Oktoberfest held last October 4-6, 2018 at Solaire Resort and Casino in Paranaque City.

More than 5,000 guests joined the 3-day long celebration of the German tradition, with a new scrumptious set of Bavarian menu, showcase of German music through the Bavarian Sound Express, free-flowing German beer, and bigger, better raffle prizes.

The German Club is a 112-year-old membership club in Manila who's Oktoberfest is the longest running and largest Oktoberfest in the Philippines.

Royal Cargo is one of the major sponsor of the said event.

ROYAL CARGO SPONSORS AUGUSTINIAN ABBEY SCHOOL'S ANGELS VOLLEYBALL TEAM

The Augustinian Abbey School's ANGELS Volleyball team won their fifth (5th) straight Championship title in the recently concluded Las Pinas Schools Athletic Association (LPSAA) Volleyball tournament.

The team comprised of highschool spikers are eager to compete in the upcoming Las Pinas Private Schools Association and Metro Sports Development Volleyball League.

They also recently qualified for the Rebisco NCR Regional Finals after clinching to the top spot in the Rebisco NCR South Prequalifying leg.

ANGELS is one of the teams currently being sponsored by Royal Cargo.



ROYAL CARGO SPONSORS UDM'S MARKETING STUDENTS SEMINAR

Royal Cargo, as part of its Corporate Social Responsibility, has shown its support to Universidad De Manila (UDM) College of Business and Entrepreneurship, Marketing Management students by extending its valuable support through sponsorship to the students' seminar entitled "Marketing Street: A Path Towards Brighter Marketing Career" held at UDM Cecilia Munoz Palma Hall in Manila last September 7, 2018.

The UDM College of Business and Entrepreneurship Dean and the Marketing Management professors and students expressed their gratitude to Royal Cargo management for its support and invaluable contribution to the school's activity through a certificate of appreciation.





Blood Disorder Awareness

Blood Disorders can affect any of the three main components of blood:

- RED BLOOD CELLS which carry oxygen to the body's tissues
- WHITE BLOOD CELLS which fight infections
- PLATELETS which help blood to clot

Blood disorders can also affect the liquid portion of blood called plasma. Treatments and prognosis for blood diseases vary, depending on the blood condition and its severity.

MOST COMMON BLOOD DISORDERS AFFECTING RED BLOOD CELLS

ANEMIA

People with anemia have a low number of red blood cells. Mild anemia often causes no symptoms. More severe anemia can cause fatigue, pale skins, and shortness of breath with exertion.

IRON-DEFICIENCY ANEMIA

Iron is necessary for the body to make red blood cells. Low iron intake and loss of blood due to menstruation are the most common causes of iron-deficiency anemia. It may also be caused by blood loss from the GI tract because of ulcers or cancer. Treatment includes iron pills, or rarely, blood transfusion.

ANEMIA OF CHRONIC DISEASE

People with chronic kidney disease or other chronic diseases tend to develop anemia. Anemia of chronic disease does not usually require treatment. Injections of a synthetic hormone, epoetin alfa (Epogen or Procrit) to stimulate the production of blood cells or blood transfusions may be necessary in some people with this form of anemia.

PERNICIOUS ANEMIA (B12 DEFICIENCY)

A condition that prevents the body from absorbing enough B12 in the diet. This can be caused by a weakened stomach lining or an autoimmune condition. Besides anemia, nerve damage (neuropathy) can eventually result. High doses of B12 prevent long-term problems.

MOST COMMON BLOOD DISORDERS AFFECTING WHITE BLOOD CELLS

LYMPHOMA

A form of blood cancer that develops in the lymph system. In lymphoma, a white blood cell becomes malignant, multiplying and spreading abnormally. Hodgkin's lymphoma and non-Hodgkin's lymphoma are the two major groups of lymphoma. Treatment with chemotherapy and/or radiation can often extend life with lymphoma and sometimes cure it.

LEUKEMIA

A form of blood cancer in which a white blood cell becomes malignant and multiplies inside bone marrow. Leukemia may be acute (rapid and severe) or chronic (slowly progressing). Chemotherapy and/or stem cell transplantation (bone marrow transplant) can be used to treat leukemia and may result in a cure.

FOOD FOR HEALTHY BLOOD

FOOD WITH IRON

Iron is the most critical nutrient affecting red blood cell production. Iron deficiency usually comes from blood loss (menstruation, childbirth, internal bleeding, colitis, Crohn's disease, etc.) or the inability to absorb iron (leaky gut, celiac disease, etc.). One visible sign of iron deficiency is a smooth tongue (atrophic glossitis). Another common outward sign is cracks (usually bilateral) in the corners of the mouth (known as cheilosis).

FOOD WITH VITAMIN B6

(Pyridoxine) is water soluble vitamin necessary for growth and maintenance of almost every bodily function including blood health and building blood. Vitamin B6 supports red blood cell metabolism and protein metabolism.

FOOD WITH VITAMIN B12

Vitamin B12 is a common deficiency especially among vegans, the elderly and those with malabsorption issues. Oral signs of progressed vitamin B12 deficiency include a painful inflamed tongue with a fiery red appearance and mucosal ulcerations or lesions. Vitamin B12 supplements may be necessary in vegans, the elderly and those with digestive problems.

FOOD WITH FOLATE

Folate is essential for preventing vitamin-related anemia, as well as heart disease, certain types of cancer, stroke and neural tube defects. Folate helps with protein metabolism and RNA and DNA production and cell division/replication. Oral signs of folate deficiency include gingivitis, cracks in the corners of the mouth and inflammation of the tongue.





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