

NEWSLETTER FROM  
TICON GROUP

# FORWARD

January-March 2016 | ISSUE 9

## Mini Factory is on the Rise

and TICON is Expanding  
to Optimize The SME  
Segment Growth

## Thailand's Future Road Strategy in ASEAN Context

## Renewal of Driver's License of Aged Japanese (EP.1)

## Infrastructure Fund:

An Option for  
Investors  
of Low-Risk  
Appetite

# Introducing TFIX

The Latest Team under  
The Property Management Department  
of **TPARK**

## Message from the Managing Director



**Mr. Virapan Pulges**  
Managing Director  
TICON Industrial Connection Public  
Company Limited

Greetings dear readers. The year 2016 marks the official commencement of the ASEAN Economic Community or AEC for Thailand and other ASEAN countries. Hence, TICON continues to expand the business without disruption as it recently organized the foundation stone laying ceremony of the Phase 2 of ready-built warehouses and factories project in Indonesia-- a joint venture between TICON Industrial Connection PLC., PT Surya Semesta Internusa Tbk, and Mitsui and Company. The Project offers a total of 24,000 sqm. space of ready-built factories and 27,000 sqm. of ready-built warehouses in response to the surging demand of the domestic automotive and consumer product industries.

This abovementioned growth reflects how we have gained increasing trust from manufacturers and business operators, which have seen robust growth in Indonesia. The Phase 1 of the Project enjoyed great feedbacks as occupancy rate

already exceeded 90 percent. Upon completion, the Phase 2 expansion would provide a much-needed additional space of warehouses and factories; and the total space would rise up to 146,195 sqm. —another proud space optimization of TICON Group.

For the 1st issue of 2016, Forward is packed with news, updates, and movements of TICON Group, along with valuable knowledge in various aspects with regards to the manufacture and logistics industries as well as finance and investment. If there is anything you wish to see more, hear more, and explore more, please do not hesitate to make suggestions. We look forward to hearing from you so as to make further improvement and ensure that Forward brings only the best contents for your reading appetite.

ISSUE 9 January-March 2016

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**Mr. Samart Russameerojwong**

Chief Investor Relation  
TICON Industrial Connection Plc.

**Investor Focus** walked you through both property funds and REIT in the past issues so; this issue will focus on characters and benefits of IFF for investors to learn more about another interesting investment choice.

## Basic Information for IFF

Infrastructure fund or IFF is a type of mutual fund, with a distinctive feature i.e. the fund is mobilized for public or private sector national infrastructure development projects. The fund is established with specific goals in terms of type of infrastructure out of the following categories.

- Railroads transportation
- Electricity
- Water works
- Roads, tollways, or road concession
- Airports
- Sea port
- Telecommunications
- Alternative energy
- Water management or irrigation
- Natural disaster prevention system, including warning and natural disaster minimization management systems

**The investment methodology of IFF is quite similar to that of a property fund.** However, property funds mainly generate income from property leasing while the

# INFRASTRUCTURE FUND

## AN OPTION FOR INVESTORS OF LOW-RISK APPETITE

MONETARY DEPRECIATION IS EMINENT DURING AN ECONOMIC SLOWDOWN, FOR PRICE OF GOODS CONTINUE RISING WHILE INTEREST REMAINS LOW. SUCH SCENARIO ALSO WITNESSES SURGING DEMAND OF INVESTMENT WHICH BEARS LOW RISK AND HIGHER YIELD THAN SAVINGS DEPOSITS TO SECURE STABLE RETURNS, NAMELY PROPERTY FUNDS, REAL ESTATE INVESTMENT TRUST(REIT), AND INFRASTRUCTURE FUND (IFF). THESE FUNDS ARE GAINING POPULARITY AMONG INVESTORS AS MORE AND MORE ARE LOOKING FOR HIGH DIVIDEND SECURITIES AND LOW-BETA SECURITIES.



IFF key gains come from infrastructure operations income. To illustrate further, an IFF that invests in a toll way would gain from toll income.

Furthermore, an IFF allows investment in projects which are in the green-field phase(which refers to projects where construction has not yet begun, or ongoing construction, or construction is complete, but pending for commercial operation). On the other hand, property funds solely allow investment in property whereby construction is complete or at least with 80 percent project completion.

## IFF Benefits

1. IFF is another low-risk investment option as they usually incur low risk while the return meet investors' expectations.
2. An IFF may offer "debt-like" or "equity-like" investment units that enhance its variety for investors opting for minimum risk. This is because the low-risk nature of IFF would be enhanced with debt-like investment units, which makes it more similar to debt instrument investment. At the same time, investors with higher risk appetite may choose to invest in an IFF comprising

"equity-like" investment units for a chance of higher yield, which incurs only slightly higher risk as investment is made in infrastructure project.

**As IFFs concentrate on investment in infrastructure projects by public sector or concessionaires,** they are considered stable; and they are interesting because of high amount of mobilized fund and rather low risk. ■





Article by Mr. Sanyawit Sethapokin

President, Thai Transportation  
and Logistics Association (TTLA)

# Thailand's Future Road Strategy in ASEAN Context

BEFORE I CAME UP WITH THIS ARTICLE, I HAD ATTENDED A SEMINAR ON THE FUTURE OF HIGHWAY DEVELOPMENT IN ALIGNMENT WITH AEC, WHICH WAS A PART OF THE PROJECT TO EXECUTE A HIGHWAY DEVELOPMENT STRATEGY FOR THE DEPARTMENT OF RURAL ROADS. SINCE IT WAS ONLY THE BEGINNING OF THE STUDY, ONLY A BROAD VIEW OF THE SUBJECT MATTER WAS REFLECTED FOR THE PURPOSE OF BRAINSTORMING BEFORE A ROADMAP IS DEVELOPED AND FURTHER IMPLEMENTED TO ADVANCE OUR RURAL ROADS FOR THE AEC ERA.



**In my opinion,** Myanmar plays a significant role in ASEAN market penetration as it has only recently reconnected to the global market and has been enjoying rapid growth. It is a well-known fact that Myanmar imports goods for domestic consumption from various countries as it barely manufactures any products. The key competitive exporters to the Myanmar market are China and Thailand. I had an opportunity to explore the logistics route from Mandalay, which is the logistics centre between the North of Myanmar and the border city of Muse in Myanmar and Ruili county of China. Strings of Chinese trucks occupy the route loaded with various goods, such as agricultural machinery, motorcycles,

tricycles, and so on, all heading into Myanmar while the Myanmar counterparts heading for China are mostly full of agricultural products or coal. As I and my trip mates entered China, we saw well-built highways with a nationwide network that allow products from any corner of China to enter the Myanmar market swiftly and conveniently. These highways are strategic logistics routes from China to Myanmar as well as to Assam state in India and Bangladesh. They also enable export to third countries via the Kyaukphyu sea port in Rakhine state in Myanmar, which will soon become a marine route in the Bay of Bengal for China.





**With regard to the Thai road strategy,** we always talk about how our trade activities in Mae-Sod area have been seeing rapid growth and have accounted for a large amount of income for Thailand. However, the road development and logistics strategies were never in focus although they are the key drivers for further growth of Thai products to the Myanmar market. The current road is 80 kilometres in length on the mountain slope. Although there are certain projects to expand some parts into 4-lane roads, I remained puzzled as to why such a key route is not upgraded to the same standard as those in China. If that were the case, the road would be only 50 kilometres in length. I drove along the Tak-Mae Sod route in mid-January and saw 4-5 broken-down trucks along the way. This is because it takes highly experienced drivers to commute on this route and many non-regular drivers find themselves with a broken-down vehicle; or worse, they had drifted off the road entirely.

**The Bangkok-Mae Sod route is only around 500 kilometres in length,** which is actually shorter than Bangkok to Lampang province, but the logistics cost of the former is even higher than that of the Bangkok-Chiangmai route. I did some simple maths and estimated that the upgraded Mae Sod route can reduce the cost by 200 baht per ton. With this number, when multiplied by tens or hundreds of thousands tons per year, the saved cost will boost our competitive edge against China significantly. If the government takes serious consideration on this project, it will be a strategic driver of trade and logistics to compete as the logistics hub of ASEAN as we have targeted. I have already raised my point to the Project Committee of the Department of Rural Roads and hope that it will be further explored in detail. If it is implemented, it will certainly be very beneficial to Thailand's trade. ■

“we always talk about how our trade activities in Mae-Sod area have been seeing rapid growth and have accounted for a large amount of income for Thailand. However, the road development and logistics strategies were never in focus although they are the key drivers for further growth of Thai products to the Myanmar market.”



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**Mr. Takashi Fuse**  
Advisor  
TICON Logistics Park Co., Ltd.



# Renewal of Driver's License of Aged Japanese

## (EP.1)

THIS TIME I'D LIKE TO WRITE ABOUT THE LEGAL REQUIREMENTS TO UNDERGO SPECIAL EXAMINATIONS AND TESTS WHEN JAPANESE ELDERLY DRIVERS RENEW THEIR DRIVER'S LICENSE. MANY OF READERS OF THIS NEWSLETTER ARE NOT ELDERLY YET AND, THEREFORE, YOU MAY NOT BE INTERESTED VERY MUCH IN THIS TOPIC. HOWEVER, IF YOU GO BACK TO JAPAN IN THE FUTURE AND CONTINUE TO DRIVE A VEHICLE THERE, YOU CERTAINLY WILL FACE ONE DAY SUCH EXAMINATIONS AND TESTS. I HOPE THE INFORMATION BELOW WILL BE OF USEFUL REFERENCE FOR YOU.

**According to the statistics of the National Police Agency**, as of 2014 about 82 million Japanese (or nearly two-thirds of the population of Japan) have driver's license. Of these, around 16.4 million people, accounting for 20 percent of the license holders, are aged 65 or over. As the number of elderly driver's license holders was 14.21 million in 2012 (or 17.4% of total license holders), it has increased by about 2.2 million in two years. Since Japan's population is continuing to age rapidly, the proportion of elderly people with driver's license will no doubt further increase in the future.

Weakening of eyesight, slowing of the reaction rate and deterioration of concentration due to aging are unavoidable. Even more worrying is the development of symptoms of dementia in some people. These factors, of course, have an impact





In order to cope with the increase of accidents caused by elderly drivers, the government has amended the Road Traffic Law twice to date, mandating the following examinations and tests when license holders aged 70 or more renew their licenses:

## Drivers Between 70-74 Years of Age

As a result of the 2001 amendment to the Road Traffic Law, license holders are required to undergo the following examinations and tests:

- (1) to receive guidance including reconfirmation of the traffic rules by video and by driving school instructors;
- (2) to test driving aptitude, dynamic vision and night vision by testing machines;
- (3) to drive a car on the driving school course along with a driving school instructor sitting next to senior driver and to receive necessary guidance and advices.

The results of these examinations and tests are indicated by the 3 evaluations, namely "memory/judgment is poor, somewhat poor or satisfactory". Even if the evaluation is "poor", the license is renewed. The period of validity is 3 years.

shown one after another. This means that the applicants are required to memorize 16 different objects drawn on four separate boards;

- (4) after drawing a circle and a clock face with the numbers of from 1 to 12 on a piece of paper, the applicants are requested to draw the positions of the hour and minute hands of the time indicated (for example, 11:10) on the clock face;
- (5) after spending several minutes on the task of (4) above, the applicants are required to write down as many of the 16 objects as possible that were shown to them under (3) above.

If the finding of the above supplementary examinations and tests is that there is no problem affecting driving, the license is extended for three more years. But, if there is a finding of poor memory or judgment and also the applicant has committed any of the specific traffic rule violations (for example, ignoring a signal, failing to stop at stop sign, etc.) within past one year, the applicant must undergo special check by a medical doctor. If the doctor's diagnosis shows that he or she has dementia, the license cannot be renewed and is revoked.

Every holder of driver's license aged 70 years old and above is required to go to nearby driving school to undergo the examinations and tests described above. It is not free: for those aged between 70 and 74, it costs 5,600 yen (about 1,700 baht), and for those of 75 or older 5,850 yen (about 1,800 baht).

**I turned 75 years old in September 2015 and underwent these examinations and tests. Luckily, the results showed that I had no problem in driving a car and the license was renewed. ■**

on the operation of a car, and there are frequent news reports of traffic accidents involving elderly drivers, caused, for example, by driving wrong way on highway, mistakenly stepping on accelerator instead of braking pedal, missing or misreading of traffic signals or signs.

According to a survey by Tokyo Marine Research Institute, although traffic accidents across the country have continued to decrease over the past decade, the number of accidents caused by elderly people has increased. A statistics says that 20% of all traffic accidents were caused by elderly drivers in 2014. Furthermore, there is data suggesting that of the 541 accidents which were caused by wrong-way driving on expressways in 2011 – 2013, 70% were caused by seniors, and of these 40% were suspected of having dementia.

## Drivers of 75 Years Old or Above

As a result of the 2009 amendment of the Road Traffic Law, license holders are required to undergo the following supplementary examinations and tests (so-called "Alzheimer's test") in addition to the tests described above 1.

- (1) to write down the year, month, date and day of the day the testing is being carried on;
- (2) to write down the approximate time (hour and minute) the test is going;
- (3) a board with pictures of four different objects drawn on it that have no interconnection each other at all (for example, a machine gun, a piano, an apple and a pot) is shown for approximately one minute and the applicant is required to memorize the objects. Three more boards, each of which has four different objects drawn on it, are

(To be continued)



# Mini Factory on the Rise

## and TICON is Expanding to Optimize the SME Segment Growth



TICON OFFICIALLY INTRODUCED ITS LATEST PRODUCT— **MINI FACTORY**— AT **THE ASIA INDUSTRIAL ESTATE (SUARNABHUMI)** IN 2015. THE MINI FACTORY HAS ENJOYED GREAT FEEDBACK FROM MANUFACTURERS AND SME OPERATORS. THIS YEAR, TICON IS EXPEDITING ITS EXPANSION TO ANSWER THE INCREASING DEMAND FOR MINI FACTORY.

**This issue**, Factory Spotlight gives you further insight of the Asia Industrial Estate (Suvarnabhumi) one more time, along with the information on the extension and progress of the mini factory.

### Mini Factory Extension

**Extended area** 5,500 sqm.  
**Space/ unit** 550 sqm.  
**No. of unit** 10 units  
**Ready for service** Q2/ 2016  
**Floor Loading** 2 tons/sqm.  
**Clear Height** 7 meters







## Asia Industrial Estate (Suvarnabhumi) Mini Factory

Factory No. (sqm.)	Space (sqm.)	Office area (sqm.)	Total area
MINI 2/1	450	100	550
MINI 2/2	450	100	550
MINI 2/3	450	100	550
MINI 2/4	450	100	550
MINI 2/5	450	100	550
MINI 2/6	450	100	550
MINI 2/7	450	100	550
MINI 2/8	450	100	550
MINI 2/9	450	100	550
MINI 2/10	450	100	550

## ASIA INDUSTRIAL ESTATE (SUARNABHUMI)



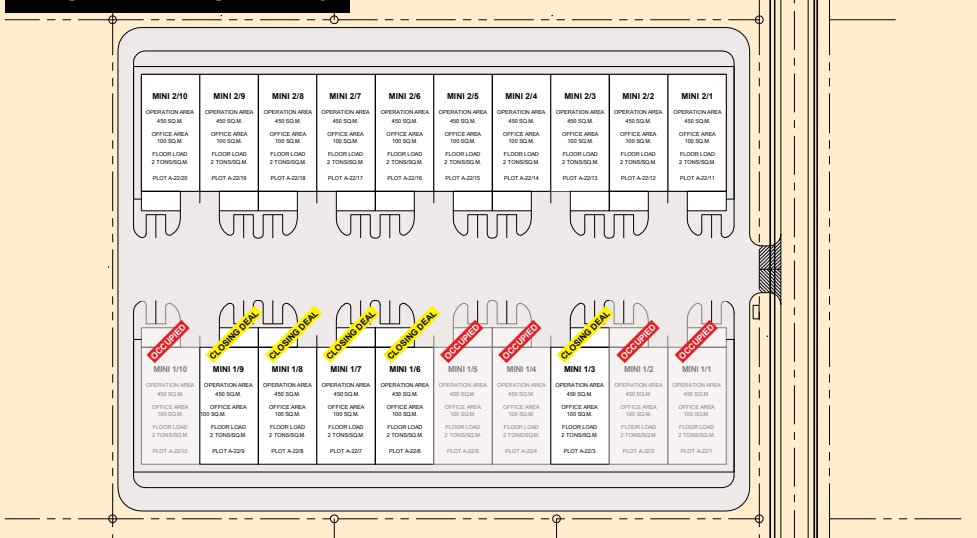
### What's the highlight of the ready-built mini factory?

The mini factory in the Asia Industrial Estate (Suvarnabhumi) offers a strategic location in Samut Prakan province as it is located near facilities of manufacturers of the automotive and electronics industries and it is among industrial estates nearest to Bangkok. Moreover, it is surrounded by significant facilities namely, Suvarnabhumi International Airport, Ladkrabang Inland Container Depot, and other industrial estates in the East of Bangkok. What's best is that all mini factories are ready for instant move-in.

### Which operators are fit for mini factories?

Mini factory is a great choice for SME operators, especially producers of the automotive and electronics industries or supply chain producers.

### PLOT A-22/1 TO A-22/20



This Project is ready for move-in in Q2 of 2016.  
Reservation is available now. ■

# Introducing **TFIX**

THE LATEST TEAM UNDER  
THE PROPERTY MANAGEMENT DEPARTMENT  
OF **TPARK**



HELLO DEAR FORWARD READERS.  
WAREHOUSE SPOTLIGHT  
CELEBRATES THE FIRST YEAR  
OF AEC WITH A PROUD INTRO-  
DUCTION OF THE LATEST EDITION

OF THE OPERATIONS MANAGEMENT DEPARTMENT OF TPARK.  
LET'S GET TO KNOW THE NEW FACES AND THE EXPERTISE  
OF THE TFIX TEAM.

## What's TFIX?

The TFIX team provides a one-stop  
maintenance service and consultation for  
TPARK customers.





## What's TFIX's scope of service?

The 4 pillars of our service comprise system maintenance, extension, decoration of interior and exterior of warehouses. Details are as follows:-



### **General Structural Works** – The TFIX team is equipped with expertise in structural works of TPARK warehouses;

and we are at your service for any structural-related needs, including wall deconstructing, extension of structural work in and outside the building, and so on.



### **Architectural Works** – The TFIX team provides the maintenance service namely, interior decoration and landscape, sound working environment enabling, as well as architectural repair and maintenance such as plaster works, leakage fixing, painting, building and office decoration, etc.



**System Works** – We also master the utility services, including electricity and plumbing related works such as light bulb changing, fire pump maintenance and other repair works which relate to the internal systems of warehouses.



**Sanitary Works** – The TFIX team responds to any sanitary system issues with complete coverage for sanitary ware, toilet, and pipeline system. Our service includes sanitary ware repair and maintenance, water tap change, and so on.



**Mr. Nutthawut Chinaboot**  
Senior Manager, TFIX

AND NOW, LET'S LEARN MORE ABOUT THE WORKS OF TFIX TEAM FROM THE VERY OWN TFIX MEMBERS.

MEET THE TEAM LEADER—**MR. NUTTHAWUT CHINABOOT**, SENIOR MANAGER, AND HIS TEAM OF EXPERTS WHO CAN GIVES ALL THE ANSWERS TO ALL QUESTIONS ABOUT TFIX.

## Can you introduce the TFIX team members?

“Our team consists of our professional maintenance experts, including repair officers with expertise on system, building, and architectural works and a full team to provide support service. Customers can be rest assured that they are provided with quality maintenance works by the TFIX team.”

## Why choose TFIX team's service?

“We are confident in our service based on the following 3 basic factors.

**Quality** – What's more than professionalism, the TFIX team has knowledge and expertise in warehouses and TICON standard. Consequently, customers can rely on us for quality service. Each of our task is targeted for the best result to ensure optimal efficiency of customer's warehouse operations.

**Speed** – Another key principle of

our operation is speed. Every minute lost means the opportunity loss of customers, since logistics works is a race against time. Thus, we aim for speed right after we receive the calls from customers to ensure that the customers could continue their smooth operations.

**Price** – The fact that we operate as internal team enables us to quote the price of each job directly without any outsourcing variance. In addition, we ensure that our price system is fair and standardized to enhance cost-saving for our customers.”

## Can you describe your operating procedure?

“When we receive a call from customer, we may receive the case right away or gives preliminary advice. Then, we will send in our team to inspect and estimate the price of each job. Next step is to provide immediate service after the customer agrees with our quotation; and deliver the works after completion.”

**TPARK takes pride in our TFIX team**, which focuses on quality, speed, and reasonable pricing. The TFIX team is of expertise and service-mindedness, with a goal of deliver the best service to customers. If you are interested in the TFIX team's professional service, call now! ■

For more information, please contact Khun Nutthawut of TFIX team at mobile no. 095-365-5639; or E-mail: [tfix@ticon.co.th](mailto:tfix@ticon.co.th)

## TICON Launches Phase 2 – Rental Warehouses & Factories Groundbreaking in Indonesia



**Mr. Virapan Pulges**, Managing Director of TICON Industrial Connection Plc. (TICON), Thailand's leading provider of high-quality rental factories and warehouses together with the management committee of PT SLP SURYA TICON INTERNUSA or SLP, the joint venture company in Indonesia amongst PT Surya Semesta Internusa Tbk (SSIA), Mitsui & Co., Ltd. (Mitsui) and TICON Industrial Connection Plc. (TICON), recently organized a groundbreaking ceremony of phase 2 – rental warehouses and factories in Suryacipta Technopark

project, Indonesia. The second phase development covers a ready-built factory space of 24,000sqm. and a ready-built warehouse space of 27,000sqm. The project development is to serve for the expansion of automotive, electronics, consumer products and logistics provider sectors in Indonesia. A total rental space of 51,000 sqm. in the 2nd phase expected to complete in Quarter 3, 2016. When the Suryacipta Technopark project is completed, SLP will have a total area of 146,195 sq m. of warehouse and factories for lease. ■

## TPARK and L'Oréal Thailand holds Main Piling Ceremony at TPARK Bangna



**Mr. Patan Somburanasin** (2nd left), Managing Director of TICON Logistics Park Co., Ltd. (TPARK), the leading logistics warehouses and facilities developer for lease in Thailand, and **Mr. Umesh Phadke** (far left), Managing Director, L'Oréal Thailand – Thailand's fastest-growing beauty company, together with TPARK and L'Oréal's management recently held the Main Piling Ceremony of its new distribution center in TPARK Bangna. The new facility covers 20,736 square meters of floor space. The DC is being developed to meet the LEED® standard (Leadership in Energy and Environmental Design). The expected project completion is in August 2016. ■





### **HYROPE (Thailand) Co., Ltd.**

HYROPE (Thailand) Co., Ltd., subsidiary of KISWIRE group, is a slings importer from Korea and Malaysia, providing their products to well-known industrial seaport operators, construction companies and leading industrial factories. Recently, HYROPE (Thailand) leased TICON factory with an area of 2,100 sq m inside Amata Nakorn Industrial Estate for serving their customers' manufacturing process.



### **Three Bond Manufacturing (Thailand) Co., Ltd.**

Three Bond Manufacturing (Thailand) Co., Ltd. is an industrial sealants and adhesives manufacturer for automobiles and other vehicles and transportation equipment. Three Bond Manufacturing leased TICON factory with an area of 2,000 sq m inside Amata Nakorn Industrial Estate for serving manufacturing process.



### **Tokyo Seisakusho (Asia) Co., Ltd.**

Tokyo Seisakusho (Asia) Co., Ltd. is No. 1 manufacturer and distributor of Doctor Blades and parts for printing equipment from Japan. Tokyo Seisakusho recently leased TICON factory with an area of 1,750 sq m inside Amata Nakorn Industrial Estate in order to manufacture Doctor Blades for the first time in Thailand.



### **Aden Fulfillment Co., Ltd.**

Aden Fulfillment Co., Ltd. is market leading Fulfillment and Logistics company, offering fulfillment and logistics service to online marketplace and serving online trade volume across SEA. Recently, Aden Fulfillment has expanded their fulfillment center additional of 2,466 sq m inside TPARK Bangplee 3 to serve rapidly market growth. Aden Fulfillment currently has more than 7,000 sq m. for storing and distributing goods across country.



### **CJ Korea Express (Thailand) Co., Ltd.**

CJ Korea Express (Thailand) Co., Ltd. is a logistics service provider from Korea, operating logistics activities such as general forwarding, warehousing and transportation. Lately, CJ Korea Express leased TPARK warehouses with total area of 4,932 sq m inside TPARK Bangplee 3 for serving logistics operation.



### **HazChem Logistics Management Co., Ltd.**

As one of affiliates under Triple i Logistics Group, HazChem Logistics Management Co., Ltd is an international freight forwarding and logistics company specialized in handling hazardous chemicals and dangerous goods for the chemical and pharmaceutical industries. Lately, HazChem Logistics Management decided to lease another units of TPARK's warehouses with total area of 5,400 sq m in TPARK Bangna in order to serve the growth of their business.

# HOW TO CHOOSE ENERGY SAVING ROOF FOR YOUR WAREHOUSE



## Energy Conservation Guidelines for Buildings

1. Ensure the layout promotes energy saving; for example, building shape, facing direction, and building materials should suit operating activities
2. Ensure energy saving and efficient equipment
3. Opt for Eco-friendly operations
4. Enhance awareness on environmental conservation among building users
5. Optimize renewable energy; for example, replace artificial lights with natural light, or include solar power production in the building
6. Ensure compliance with energy conservation code

Building envelope is critical for warehouse logistics operations. Thus, a business should focus on its design process, especially the type of roof, wall materials, mirror, wall, color, facing direction, design, shading, and so on.

MORE AND MORE LOGISTICS OPERATORS NOWADAYS SEE SIGNIFICANCE IN ECO-FRIENDLY BUSINESS OPERATIONS, ESPECIALLY THEIR CHOICES OF BUILDING MATERIALS WHICH SUPPORT SUSTAINABLE DEVELOPMENT. LET'S RECAP OUR KNOWLEDGE ON ENERGY CONSERVATION BUILDINGS; AND GET THE INSIGHT ABOUT ROOFING.



Stand a chance to  
win cool prize from

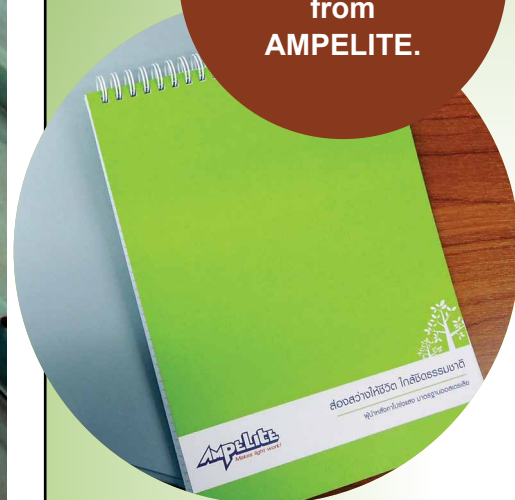


Just answer  
this simple question:

**“Which criteria  
should be adopted  
to choose  
the right materials  
for warehouse roof?  
(pick 1 criteria)”**

Submit your answer to  
[thanatdech.s@ticon.co.th](mailto:thanatdech.s@ticon.co.th)  
together with your name, address,  
and phone number.

**Five lucky  
winners will get  
a cool notepad  
from  
AMPELITE.**



\*Lucky winners will be informed  
via email in April 2016.

### What's the role of building envelope in energy conservation?

Natural light can be optimized during 08.00 and 17.00hr. as light comes through from windows or the ceiling. However, the visual comfort of building users may be affected. Also, it is important that the building is designed to maintain the right balance of heat from the outside. A good building envelope contains a low solar heat co-efficient mark, which means that the outside heat is minimized while the visible transmittance should not be less than 30% to ensure lighting efficiency in the building. Low-absorption is desired to enhance comfort of users while heat-proof insulation, namely PVC or composite, is required to build good envelope as the external heat is effectively reduced. In addition, shading equipment is essential for the window system, which becomes another architectural challenge on how to balance aesthetic and effectiveness in the building design.

### Since roof forms part of the core materials of the building envelope, which criteria should be adopted to choose the right materials?

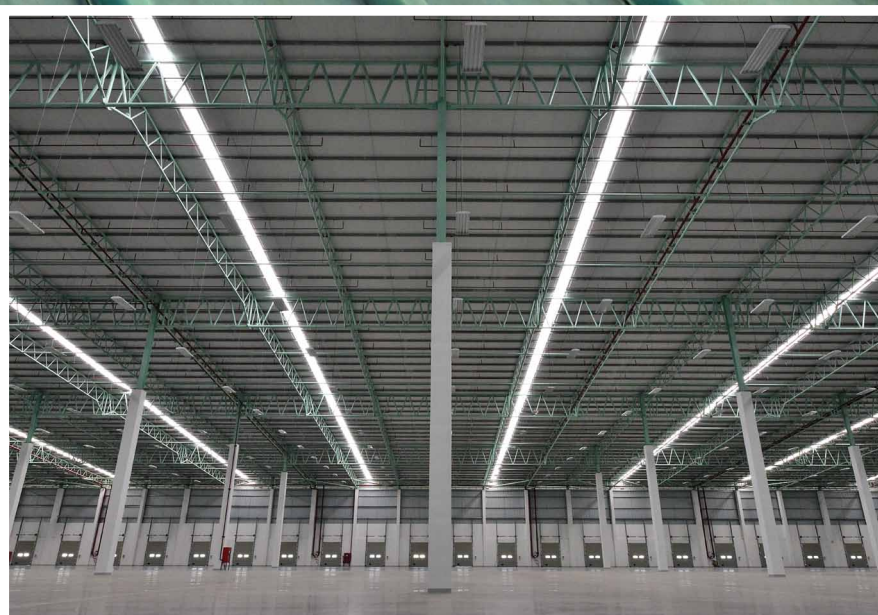
Roof is one of the key energy saving element so; follow these criteria when you consider which type is right for your operations.

**1. Look for Excellently UV reflective roof:** for example, some types of coating are developed for over 80% reflectiveness which could decrease the roof temperature, since better reflectiveness means less absorption.

**2. Heat insulation** is the heart of sound metal roofing for warehouses.

**3. Translucent Roof / wall / louvre:** choose double coating or two-coat system for enhanced durability. These equipment efficiently amplify natural light and minimize heat inside the warehouse.

**4. Design roof space for natural light:** ensure appropriate lighting space to minimize the effect on visible comfort.



L'ORÉAL  
THAILAND

The Man Behind

# L'ORÉAL THAILAND'S

## Phenomenal Supply Chain

WITH OVER 21 BEAUTY BRANDS IN ITS PORTFOLIO, LOGISTICS MANAGEMENT REPRESENTS ONE OF THE BIGGEST CHALLENGES AT L'ORÉAL. THE OPERATIONS TEAM IS THE KEY FACTOR BEHIND THE SYSTEM THAT ENSURES SMOOTH DISTRIBUTION OF L'ORÉAL PRODUCTS FROM START TO FINISH.

**Mr. Manote Palapleewan**, Operation Director for L'Oréal Thailand, is the man behind the remarkable achievements of the company's new operational direction, which involves the entire supply chain in the role of business partners. "We kicked off by discussing with the sales and marketing teams to agree on what to sell, at which volumes, and plan logistics of distribution to ensure optimal efficiency," Manote said of this success. "Then, we work with the procurement team and the overseas production facilities on volume supply as well as medium and long-term plans to make sure that they align with the sales forecast. When goods arrive, the customer service team works closely with our business partners to coordinate logistics, then another team comes in to facilitate the billing process. To sum

"All team members need to understand how we work as a system. They cannot focus only on demand, or supply, or logistics, or billing. Instead, they need to concentrate on the big picture and the overall market in order to be aware of what's going on and why. Our team has to stay in step with the current situation to ensure complete coverage of our full-scale service."

**Mr. Manote Palapleewan**  
Operation Director for L'Oréal Thailand





up, our integrated team partners up with the entire supply chain to support all of our supply chain operators, from receiving order to settlement. We act as the right hand of every business unit.

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**After over 2 years of process modifications**, the operations team has received positive feedback from each business unit on improvements in efficiency, which led to their objectives being achieved. This positive impact can be best seen in cost savings as the company managed to reduce the volume of unsold inventory by over 40%.

"Another key mission of ours is to set the standard for best practice in operations and supply chain management for the beauty industry. We aim to expand our operations scope to support over 3,000 suppliers, providing them with assistance in maintaining sound inventory levels and optimizing their costs. Since L'Oréal has a diverse range of products, this degree of support would ensure that L'Oréal and our business partners can enjoy mutual growth." Manote added.



"Another key mission of ours is to set the standard for best practice in operations and supply chain management for the beauty industry"



**In addition to involvement in internal operations and external partnerships**, L'Oréal also focuses on contribution to society and the environment in accordance with our commitment to deliver sustainability and makes a difference by the year 2020. L'Oréal's "Sharing Beauty with All" vision comprises the principles of innovating sustainably, producing sustainably, living sustainably and developing sustainably – all of which culminates in the mission to make beauty sustainable and make sustainability beautiful. The operations team believes in the beauty of environmental conservation and "producing sustainably", which are among key commitments connected to the operations team. Our facilities and logistics are controlled by internal processes that carefully manage CO2 emission and use of electricity, water, and waste to achieve minimal loss – complete with assessment of indicators and annual improvements.

L'Oréal recognizes the importance on providing opportunities for the underprivileged and physically-challenged. We provide them with the right job opportunities, appropriate work environments, and necessary systems and facilities at our new green distribution center. It is our firm belief that by opening up opportunities for the underserved in society, we are providing them with the best drive to achieve professional growth.

**Recently**, L'Oréal began construction of its latest distribution center in the TPARK Bangna with a total of space of 20,736-sqm. The distribution center is designed to meet the LEED® standard for energy and environmental systems with completion scheduled for August 2016. ■

**PROPERTY HIGHLIGHT WELCOMES 2016 WITH THE LATEST NEWS  
ON OUR POPULAR PROJECTS OFFERING TOP QUALITY FACTORIES  
AND WAREHOUSES.**

We start with top quality, ready-built factories in the **Amata City Industrial Estate** in response to higher demand of various industries. Recently, TICON extended a 5,000-sqm ready-built factory space, which will be completed in Q1/2016. The Project offers a great advantage for automotive manufacturers and supply-chain producers as it is located only 25 kilometers away from Laemchabang Sea Port, a prime location for importers and exporters. Additionally, it is surrounded by key industrial estates namely, Pinthong Industrial Estate, Hamaraj Industrial Estate (Chonburi province), Eastern Seaboard Industrial Estate (Rayong), and so on. For more information and a site visit, please contact us as per details below.

**Available Buildings**

**Location:** Amata City Industrial Estate

**Size:** 1,750 - 3,600 sqm.

**Floor Loading:** 3 tons / sqm.

**Clear Height:** 7 meters

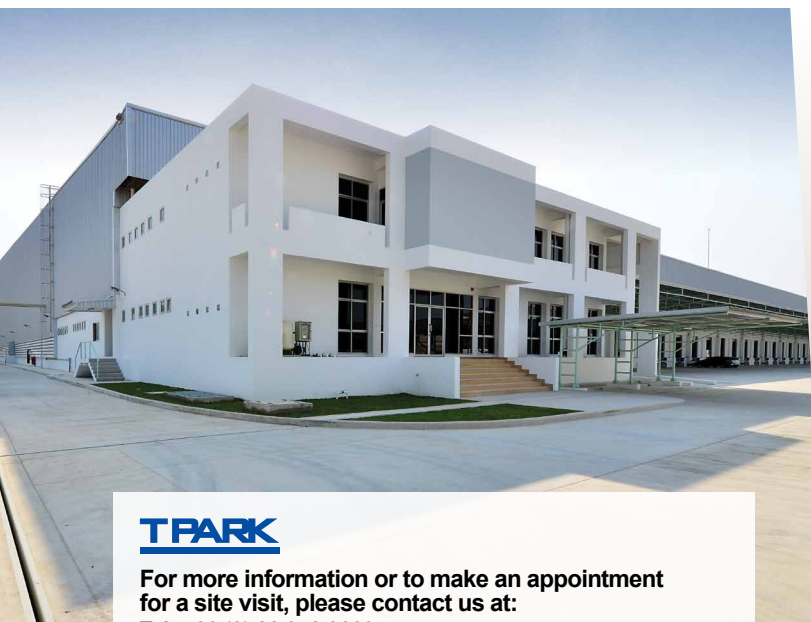


**For more information or to make an appointment  
for a site visit, please contact us at:**

**Tel:** +66 (0) 2679 6565

**Email:** marketing@ticon.co.th or info@ticon.co.th (Japanese)

Check  
**Available Buildings**  
here!



**For more information or to make an appointment  
for a site visit, please contact us at:**

**Tel:** +66 (0) 86 342 9669

**Email:** logistics@ticon.co.th

Check  
**Available Buildings**  
here!



As always, TPARK serves you with top-quality, ready-built warehouses for rent. This issue, we present the **TPARK Eastern Seaboard 3 Project**, which is highly popular among manufacturers, especially those in automotive and logistics operators of the supply chain business. The Project offers a strategic location because it is located only 5-minute away from the Pinthong 5 Industrial Estate. It is convenient for logistics and distribution of products in the Eastern region, which is a major leverage that enhances efficiency logistics and supply chain businesses. If you are looking for warehouses in the area, please make sure to include a site visit of the **TPARK Eastern Seaboard 3** in your schedule. For more information and a site visit, please contact us as per details below.

**Available Buildings**

**Location:** Highway 331 near the Pinthong 5 Industrial Estate

(General Zone)

**Size:** 1,500 - 2,850 sqm.

**Floor Loading:** 3 tons / sqm.

**Clear Height:** 10 meters



## Take a Break



children can learn more about animal and nature. Kids are welcome to try horse riding, which is under close coaching of the Farm's staff while mums and dads can chill out at cafés and diners; and enjoy shopping at souvenir shops next door.

**Animal and nature lovers will be pleased with a dose of the natural space and nice scenery while photo aficionados would love perfect decoration corners for visitors to take beautiful photos and share with their friends in the social networks. Say S-H-E-E-P! ■**



**Tis' the first year of AEC and Take a Break is boosting up your spirit with the introduction of "Pattaya Sheep Farm".** The lovely sheep care house is in Chonburi province, near TPARK Sriracha Project. This biggest sheep farm in Thailand is definitely a must-visit tourist destination in Pattaya.



The highlight of Pattaya Sheep Farm is not only fluffy, friendly sheep, but also other fantastic species in the animal kingdom. Check out cute Alpaca and Sika Deer, parrot, miniature horse, rabbit, turkey, and peacock. It is indeed a great place for weekends or holidays with family where



### Pattaya Sheep Farm

From TPARK Sriracha Project, take the outbound highway to Pattaya. Drive around 25 kms to the Farm, which is located on Pattaya - Rayong highway route 36 on the same side as the Big Bee Farm opposite The Regent International School.

**Open daily**  
from 09.00 hrs. – 19.00 hrs.

\*Entry ticket is 50 baht / person, applicable to Thai and foreign visitors and can be exchanged for hay to feed sheep.

**Address:** 73/8 Moo 3 Tambon Nong Pla Lai, Amphoe Banglamung, Chonburi province 20150

**Tel.** 092-321-6718

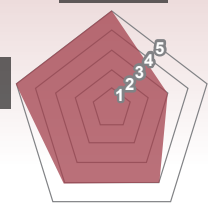
**Ambience**

**Product price**

**No. of shops**

**Attractiveness**

**Travel convenience**





**Please contact**  
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or E-mail: [tfix@ticon.co.th](mailto:tfix@ticon.co.th)

**The TFIX team provides a one-stop maintenance service and consultation for TPARK customers under the Property Management Department of TPARK.**

## **General structural works**



## **System works**



## **Architectural works**



## **Sanitary works**



**The 4 pillars of  
our service comprise  
system maintenance,  
extension, decoration  
of interior and exterior  
of warehouses**

