

TICON's

projects are ready to serve the growing industrial sector in Ayutthaya province



SUPPLY CHAIN



INVENTORY



PRODUCT



DISTRIBUTION



DELIVERY



MANUFACTURING



CARGO



DESTINATION



Robotics and
warehouse management

Thai Direct Investment Abroad:
Solution to Thai Business (Part I)

The Distribution Hub **TPARK Wangnoi**

An Interview with
Mr. Sapon Racharaksa
in WAREHOUSE SPOTLIGHT

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Message from the CEO



Mr. Virapan Pulges
CEO

TICON Industrial Connection Public Company Limited

Greetings to all readers. Many may be of view that the industrial sector has relocated to the Eastern Economic Corridor or EEC but in fact, Phra Nakhon Si Ayutthaya province remains a strategic location for the industries in the central region. The province is surrounded by various key industrial estates and it is the center of logistics activities for the North and Northeastern regions. In addition, the government plans to develop several basic infrastructures to expand the transport network in Phra Nakhon Si Ayutthaya province and vicinities namely, the hi-speed train from Bangkok to Rayong, the hi-speed train from Bangkok to Chiang Mai, and the Bangpa-In - Saraburi - Nakhon Ratchasima motorway.

Phra Nakhon Si Ayutthaya province is among the leading industrial areas of Thailand and it is chosen by TICON for the development of both factories and warehouses to serve the growing demands of customers for years. Although the investment in the province has been slightly sluggish after the major flooding in 2011, logistics-wise, Phra Nakhon Si Ayutthaya province has never faded into the background. Wangnoi, in particular, has been increasingly important as the distribution hub of the domestic consumer goods businesses.

Thus, this issue of Forward Magazine provides to readers the in-depth insight of Phra Nakhon Si Ayutthaya province and its prime logistics locations along with astute articles. Until next issue.

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ONE BELT ONE ROAD

Trade Opportunity for Thailand on Silk Road

“Thus, the One Belt One Road policy may fully benefit China from expanding its influence overseas, but ASEAN and Thailand could also leverage various opportunities and enjoy the fruits of their effort.”

The One Belt One Road is a key development policy of China, a modernization of the “Silk Road” that was once the backbone of the trade and cultural path of Chinese people. It is this road that connects Asia to other corners of the world and; at the same time, the one that offers Thailand an opportunity to expand its trade to neighboring countries through the China-Indochina Project, designed in alignment with the One Belt One Road. As Thailand is a part of the China-Indochina economic corridor, in the area considered strategic as the trade and investment hub of the region.

A 4.5-billion-buyer market

The One Belt One Road (OBOR) policy is the modification of the Silk Road, re-introduced to the world as the “21st Century New Silk Road”. Designed to bridge trade between China and 64 countries, the New Silk Road presents market of 4.5 billion population or a total GDP of USD 23 trillion.

Based on this policy, China’s key focus is to develop and build 2 transport mechanisms as follow:

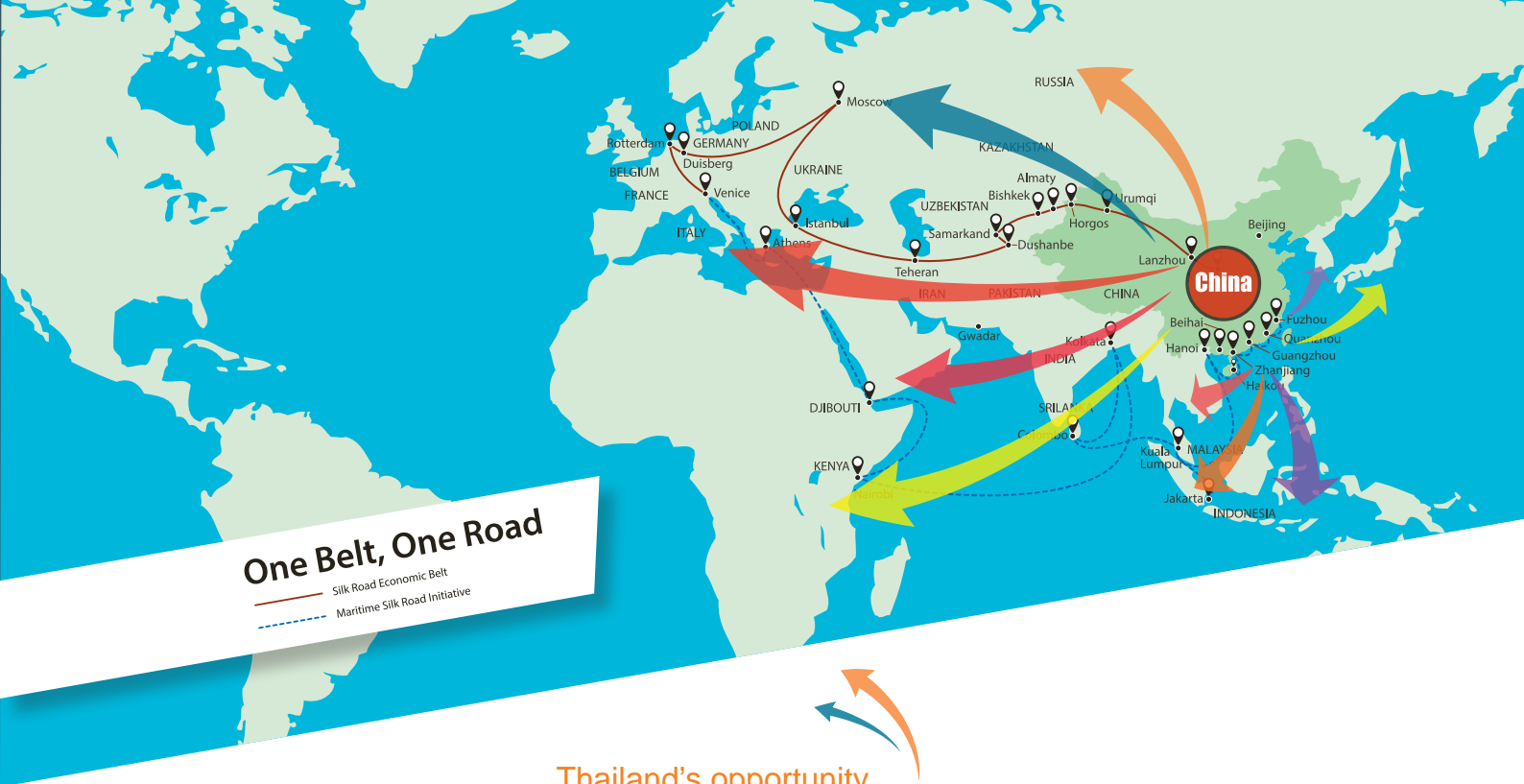
Silk Road Economic Belt consists of 6 mainland paths i.e.

1. Eurasia from the west of China to the west of Russia
2. China - Mongolia - East of Russia
3. West of China - Central Asia - Turkey
4. China - Indochina Peninsula - Singapore
5. China - Pakistan
6. China - Myanmar - Bangladesh - India

Maritime Silk Road begins

from the coastal towns of China through Singapore, Malaysia, India, and Mediterranean Sea





One Belt, One Road

— Silk Road Economic Belt
- - - Maritime Silk Road Initiative

Thailand's opportunity on the New Silk Road

Large numbers of mega infrastructure will be built along the New Silk Road, including seaports, roads, railways, gas and petrol pipelines. ASEAN is a prime hub of economy and stability of China, both in terms of energy, resources, market, manufacturing, and maritime path. As such, China has an idea to drive a systematic connection for the basic infrastructure as seen below.

- Capital allocation, especially the establishment of Asian Infrastructure Investment Bank (AIIB) for low-rate lending to Asian countries, especially ASEAN nations for basic infrastructure projects
- Promotion of ASEAN-China free trade agreements in the free-trade area of the highest value in the world. In 2014, investments between ASEAN-China grossed up to over USD 100 billion or approximately THB 3.5 trillion. China aims that the value should increase to not less than USD 1 trillion or about THB 35 trillion in 2020.
- Promotion of the social and cultural relationship through education and tourism

Although the 21st century Silk Road does not go through Thailand, the country is in the China-Indochina economic corridor, which is the centre of trade and investment of the region. Thailand therefore stands to benefit greatly in economic, social, and cultural aspects. As China sees significance in development of the basic infrastructure of ASEAN and seaport network along the Maritime Silk Road, Thailand, located in the center of ASEAN countries, has leverage to become the logistics and distribution hub between ASEAN and China as well as other regions by negotiating with counterparts based on economic partnership to attract investments to the Eastern Economic Corridor (EEC), which will become increasingly important for Asia in the future. Thailand will be the hubs for transport, logistics, and distribution as well as the center of new industries, regional aviation hub, and a key gateway for Chinese businesses to set up production bases for distribution to Cambodia, Lao PDR, Myanmar, and Vietnam, all of which are enjoying robust economic growth.

The Maritime Silk Road is established to protect the Chinese maritime trade as China has only one maritime access point. The idea has not been well accepted by

countries like Vietnam or the Philippines, both of which have been in conflict against China regarding maritime sovereignty. This presents an opportunity for Thailand to strengthen its economic relationship with China to leverage its prime geographic location and the strong tie between the two countries.

Meanwhile, China's AIIB has positive impact toward Thailand as it now has another funding resource. In driving RMB to be among main trade currencies, Thailand would enjoy the increased diversity of the international money market, which is more cost-effective and better risk-averted.

Thus, the One Belt One Road policy may fully benefit China from expanding its influence overseas, but ASEAN and Thailand could also leverage various opportunities and enjoy the fruits of their effort. ■

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1. "One Belt One Road and Thailand's Opportunity" Author: Dr. Visanu Vongsinsirikul, Faculty of Economics Dhurakij Pundit University, Radom Samong Column, Krungthep Thurakij (Bangkok Business News) Newspaper
2. "One Belt and One Road: Opportunities and Threats for ASEAN" Author: Dr. Kriengsak Chareonwongsak, Dr. Dan Mong Tang Dan Column, Krungthep Thurakij (Bangkok Business News)
3. "Thailand's opportunity on One Belt One Road" by National News Bureau of Thailand
4. News Update by www.moc.go.th

TICON's

projects are ready to serve the growing industrial sector in Ayutthaya province

This issue, Factory Highlight takes readers to Ayutthaya province to learn more about the 3 projects of TICON i.e. Bang Pa-In Industrial Estate, Hitech Industrial Estate, and Rojana Industrial Park Ayutthaya. All the 3 projects offer top quality, ready-built factories near Bangkok and they are surrounded by key industrial estates. Furthermore, the projects are well connected to the routes leading to various growing economic zones. TICON's factories come in different sizes to suit specific requirements of each industry.



Ayutthaya... the center of prime location

- It is the strategic location for the manufacturing industry in the Central region, especially the electronics, spare parts, automotive, chemical, food, beverages, and packaging businesses.
- It offers the manufacturing base, which is equipped with the basic infrastructure, facilities, management system as well as the benefits which could enhance the flexibility and competitive edge of the business, both in general industrial zone (GIZ) and the free trade zone (IEAT Free Zone).
- It has convenient communications system with mainland, maritime, and aviation connecting points.
- It is equipped with the flood prevention system to enhance the business owners' confidence in case of flood disaster.



Table of Distance
(Unit: Kilometer)

Bangpa-In Industrial Estate



Hitech Industrial Estate



Rojana Industrial Park



● Don Mueang International Airport
 ● Bangkok
 ● Bangkok Seaport
 ● Suvarnabhumi International Airport
 ● Laemchabang Seaport



The highlights of TICON's projects in Ayutthaya province

• Bangpa-In Industrial Estate • Hitech Industrial Estate • and Rojana Industrial Park Ayutthaya •

- TICON is the leading company in design and construction of factories, adopting both TRUSS and PEB (Pre-Engineered Building) technologies. All factories are equipped with the modern internal infrastructure, which meets the international standard and fit the demands of all industries.
- The projects comprise factories of many sizes, ranging from thousands to tens of thousands SQM.
- The projects assist business owners to commence the operations in a short period because all factories are ready-built, ready for immediate move-in and save both time and expenses of land purchase and building construction of our customers.
- The projects provide the one-stop service by a team of experts who take great care of customers through required processes ranging from the license application filed with the Industrial Estate Authority of Thailand (IEAT), alien work permit application, tax privilege application with the Board of Investment (BOI), as well as consultancy regarding modification and adjustment of buildings to fit the operations, finding quality constructors, and so on.
- The aftersales service is provided by the Property Management Team (PM) to ensure customers' convenience and to provide the building maintenance service. ■



Bangpa-In
Industrial Estate



Size 1,750 - 3,750 sqm.

Hitech
Industrial Estate



1,500 - 4,050 sqm.

Rojana
Industrial Park



1,875 - 11,700 sqm.

Floor fitness

2-3 tons/sqm.

Height

7 meters

TPARK Wangnoi

prime location makes
it the ideal

“Distribution Hub”

for the North and Northeast

Warehouse Spotlight is honored for a chance to interview Mr. Sopon Racharaksa, President of TICON Industrial Connection PLC. about the value of Wangnoi area in Phra Nakhon Si Ayutthaya province and its attribute as a strategic location for operators to set up distribution operations to the North and Northeastern regions as well as TICON's future expansion in Wangnoi 2-3 years from now.

Why Ayutthaya plays an important role to trade and how?

“Geographically, Ayutthaya is the center of transport for it is convenient to travel by cars, trains, and ships. TICON views that Wangnoi is a prime location for business operators searching for a perfect location for product distribution to the North and Northeast. Major hypermarkets prefer to set up their distribution hubs in Wangnoi. Furthermore, the government has policy to develop the basic transport infrastructure namely, the Bangpa-In - Saraburi - Nakhon Ratchasima motorway project, the first motorway to the Northeastern region which will uplift the efficiency of the mainland transport and logistics operations. Also, the hi-speed train from Bangkok to Rayong will connect 3 airports i.e. Utapao, Suvarnabhumi, and Don Mueang to Ayutthaya, facilitating

logistics activities along the Eastern Economic Corridor (EEC) and industries in Ayutthaya province. Based on the above factors, Ayutthaya is still an attractive option for businesses in the consumer goods as well as food and beverage industries and; Wangnoi is deemed a strategic hub for logistics and warehousing operations.

What are TICON's development in Wangnoi?

“We have 3 projects in Wangnoi area i.e. TPARK Wangnoi 1-3, totaling over 1,000-rai, comprising 230-rai TPARK Wangnoi 1, 649-rai Wangnoi 2, and 157-rai vacant land plots of TPARK Wangnoi 3.

TPARK Wangnoi 1's warehouses are ready-built buildings prompt for operators to commence their business. The facilities are fully equipped and cared for by the aftersales service team and the building maintenance team. At TPARK Wangnoi 2, fully-developed

Mr. Sopon Racharaksa
President of TICON Industrial Connection PLC.





land plots are offered together with 200-rai of vacant land plots, which are allocated for the built-to-suit customers who prefer to use our design and construction service to build warehouses in the exact design of their choice. TPARK Wangnoi 3 now holds vacant land plots for business expansion of customers in the soon future.”

Does TICON have any contingency plan for flood disaster to enhance confidence of business owners?

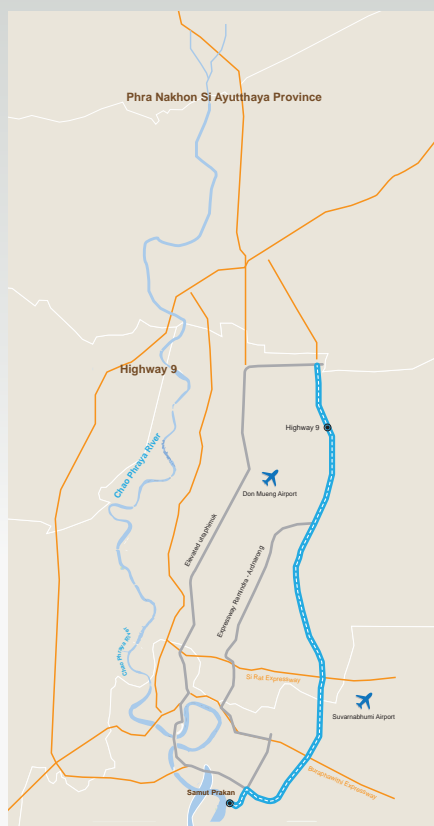
“First of all, the fact was that the mega flood in 2011 was the worst flooding in 70 years. Although there is no absolute guarantee that it will not happen again, we have taken actions to boost customers’

Ayutthaya shall remain the center of connection, with Wangnoi as the strategic hub for domestic trade. Wangnoi is convenient for transport and industrial infrastructure development has been made on a continual basis.

confidence through constant communications and full-scale customer care. TICON has invested over THB 100 million to build flood barriers surrounding our projects, all of which are higher than the flood level in 2011. The pipeline system was set up around the projects while water gates were also built to prevent the flood. More pump stations were constructed and equipped for immediate use in case of flood at all time. In addition, our staff are trained to communicate and provide information to customers with reference to the information of the Department of Irrigation, especially in the rainy season, to ensure continuous monitoring of the water level and that any issues are reported, updated, and followed up.

We also monitor the water management activities of the public sector and work closely with the government agencies on provincial level as well as the Department of Irrigation, Local Administrative Organization and other local authorities. Then, we communicate the results to the customers to ensure their confidence. We have seen a more systematic water management and coordination between provinces, making us feel more confident that all agencies are working in collaboration to solve this problem.”





catered by TPARK Wangnoi 2 as it offers sufficient space for large-sized businesses having a demand to store their inventory in one place, operated by a management team, with one entry-exit point. This growing trend can be best fulfilled by the characteristics of TPARK Wangnoi 2"

➤ **Lastly, what would you like to share with business owners about the potential of Wangnoi?**

"Wangnoi is outstanding as it has all the 3 key elements. 1. Being the old capital of Thailand near Bangkok, it has attracted a large number of tourists. 2. The lower central region is dominated by agricultural activities and the major food production area of the country to the extent that the area is considered the kitchen of the world. 3. Being among the first industrial zones of Thailand, Ayutthaya remains significant although the IT industry relocated to the EEC. This is because it remains the gateway for distribution activities to the north and

northeastern regions; and the province shall gain benefit from all the transport infrastructure development, including the hi-speed train between Bangkok and Rayong to the EEC zone.

As such, I believe that the food and beverage industry will return to Ayutthaya and that Ayutthaya shall remain the center of connection, with Wangnoi as the strategic hub for domestic trade. Wangnoi is convenient for transport and industrial infrastructure development has been made on a continual basis. Apart from warehouses, TICON also offers ready-built factories in Ayutthaya.

I would like to reassure all business owners that Wangnoi is not in any way less important than its current status. It has been 6 years since the mega flood and there has been no sign of the flood since. So, I hope this is a solid proof that would earn trust of investors to return and invest in Ayutthaya again." ■

➤ **What is your view toward growth trend of the warehousing business?**

"I think that the built-to-suit model has a great potential. In the past, ready-built facilities might be the preferred choice as they offered convenience and goods could be stored in various locations. However, too many warehouses could be quite a burden for management and single location therefore became a key to enhanced management efficiency. This is the area best



Mr. Samart Russameerojwong
Chief Investor Relation
TICON Industrial Connection Plc.

Thai Direct Investment Abroad: **Solution to Thai Business (Part I)**

In the mid of the economic slowdown, hindered by a rather low economic expansion and domestic consumption growth as well as minimum private-sector investments and slight progress of public-sector projects, key players, especially Thai conglomerates, have begun setting foot on foreign soils.

Various Thai companies were keen on investments in neighboring countries, namely Cambodia, Lao PDR, Myanmar, and Vietnam (also known as CLMV countries) due to geographical convenience. However, a key reason is that. These nations are building their prosperity from expanding economy and domestic consumption. Since 2010, many of Thai conglomerates have been attracted to invest in CLMV countries.

The nature of Thai companies' expansion includes relocation of manufacturing bases and extension of factories, seeking for lower wages to achieve cost effectiveness while reaching further into the local market. Some players choose to build partnership or opt for merger and acquisition in similar industries to advance with their business by leveraging from the existing platform while others seek to acquire one in an entirely different industry. Thai Direct Investment Abroad or TDI is defined as the outward direct investment of resident investors taking part in the management of non-resident enterprises by means of shareholding at 10% and above. Thai businesses prefer investing in CLMV countries because of their growth outlook and geographical advantage that are beneficial to the cost of logistics operations. Moreover, Baht currency is widely accepted in the region, enabling lower cost of transactions and better control on foreign exchange risk. Based on the abovementioned factors, TDI in the CLMV countries has seen drastic growth in recent years.

(To be continued). ■

“These nations are building their prosperity from expanding economy and domestic consumption. Since 2010, many of Thai conglomerates have been attracted to invest in CLMV countries”

GDP Growth	Average 2011-2015	Average 2016-2018
Cambodia	7.2%	7.0%
Laos	7.7%	7.4%
Myanmar	7.4%	8.0%
Vietnam	5.9%	6.2%

Source : IMF

Household Consumption Growth	Average 2011-2015
Cambodia	9.3%
Laos	9.5%
Myanmar	6.4%
Vietnam	11.3%

Source : theGlobalEconomy.com, IvanStat.com

Thai FDI Growth	Average 2011-2015
Cambodia	142%
Laos	59%
Myanmar	49%
Vietnam	26%

Source : BOT



Amway partners TPARK to open new distribution center at TPARK Bangplee 1

Mr. Kittawat Ritteerawee (left), Managing Director of Amway (Thailand) Limited, recently joined hand with Mr. Virapan Pulges (right), Chief Executive Officer of TICON Industrial Connection Public Company Limited (TICON), the parent company of TPARK, to open its new

distribution center at TPARK Bangplee 1 developed by TICON Logistics Park Company Limited (TPARK). The new facility covers a space of 10,280 square meters for storing and distributing to Amway Business Owners and members, and timely available for home delivery and all 83 Amway Shops nationwide. The new distribution center is located on Bangna Trad Road, KM.22 and near Bangkok city, Suvarnabhumi Airport, Ladkrabang Inland Container Depot (ICD) and Laem Chabang Port. It is also situated in close vicinity to the Industrial Ring Road that links a network of highways to and from every part of Thailand. These enable quick transportation of goods and offer maximum cost efficiency. And most importantly, it is scalable and could keep up with Amway's future business expansion.

TPARK and Daikin Thailand holds Main Piling Ceremony in EEC

TICON Logistics Park Co., Ltd. (TPARK), Thailand's leading logistics warehouses and facilities developer, recently held the Main Piling Ceremony of its new Built-to-Suit warehouse at TPARK Laem Chabang 2 located in Eastern Economic Corridor (EEC) area, covering a space of 15,410 sq m. The new facility is custom developed for Daikin Industries (Thailand) Ltd., the world's trusted leader in residential and commercial air conditioning technology to use for storage air conditioning products for export and domestic distribution of Daikin. The project is expected to complete and commence its operation by the end of 2017.



In picture: **Mr. Tan Jitapunkul** (from left), General Manager of TPARK, **Mr. Tim Edwards**, Executive General Manager-Development of TICON, **Mr. Hirokazu Hirao**, President of Daikin Industries (Thailand) Ltd, **Mr. Setsu Sasaki**, Senior General Manager, Supply Chain Management Division, **Mr. Wallop Phungphairoj**, Director and Senior General Manager Production Division, **Mr. Boonthavee Khamhaeng**, Director and Senior General Manager, jointly performed the Main Piling Ceremony of TPARK Laemchabang 2.

FACTORIES



NIC Autotec (Thailand) Co., Ltd.

NIC Autotec (Thailand) is a manufacturer and distributor of aluminum frame system from Japan. NIC Autotec recently expanded their business in Thailand and leased mini TICON factory with an area of 550 sqm. inside Asia Industrial Estate to support their manufacture operation.



Shimohira Electric (Thailand) Co., Ltd.

Shimohira Electric (Thailand) Co., Ltd. is a Japanese electric parts manufacturer, supplying to well-known air conditioning companies. Lately Shimohira Electric (Thailand) leased a TICON factory with an area of 2,100 sqm. inside Amata Nakorn Industrial Estate to store their products and parts to correspond with an increase in production.



SV Precision Components (Thailand) Co., Ltd.

SV Precision Components (Thailand) Co., Ltd. is a precision automotive components, HVAC parts manufacturer, with customers spreading all over Thailand, Europe, America and Asia. Recently, SV Precision Components leased TICON factory with an area of 1,750 sqm. inside Amata Nakorn Industrial Estate in order to manufacture their products.

WAREHOUSES



ISEKI (THAILAND) CO., LTD.

ISEKI (THAILAND) CO., LTD. is a Thai subsidiary of a Japanese comprehensive manufacturer specializing in agricultural machinery such as Tractor, Combine, Rice Transplanter, Mower, etc. The company has recently leased a total warehouse space of 2,450 m² at TPARK Sriracha for the purpose of enhancing the corporate brand by boosting sales and service performances in Thailand and other ASEAN countries.



Isuzu Logistics Asia (Thailand) Co., Ltd.

Isuzu Logistics Asia (Thailand) Co., Ltd., subsidiary of Isuzu Motors group, is a Japanese logistics provider. Isuzu Logistics Asia (Thailand) provides services such as import and export freight forwarding by sea and air, customs clearance and logistics management. Recently, Isuzu Logistics Asia (Thailand) leased TPARK warehouses with total area of 12,250 sqm. inside TPARK Eastern Seaboard 2 (A).



Rubbertek Industrial (Thailand) Co., Ltd.

Rubbertek Industrial (Thailand) Co., Ltd. is a manufacturer of electronics parts for fax and copy machines. Rubbertek Industrial has leased TPARK warehouses with total area of 3,100 sqm. in order to store their products inside TPARK Bangna.



ROBOTICS

and warehouse management

Soon, robotics technology will be able to operate packaging process i.e. picking and moving products. This future technology will solve the labor shortage issue for logistics industry and will become the basic infrastructure of all future warehouses.



OTTO 100 can carry upto 100 Kgs. and can movements in the software under the "point and click" control procedure. This could minimize the human errors of warehouse officers in respect of picking, packing, and delivering.

Many warehouses have introduced robotics to their operations to solve the labor shortage commonly encountered by the logistics businesses, especially during festive seasons when purchase orders become overwhelming. Companies therefore opt for robotics to improve the logistics efficiency and ensure on-time delivery.

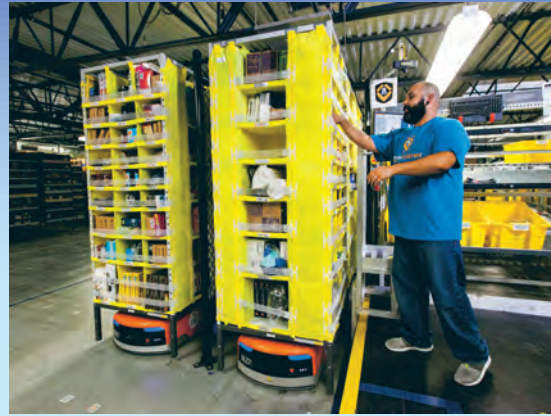
The "Weapon" of supply chain

Clearpath Robotics is a leading company in design and production of autonomous vehicles for warehouse operations (AKA Otto motors). It takes about 1 or 2 days for machine and operating system preparation. The process starts by Otto motors driving around the warehouse for the vehicle to memorize all movements in the software under the "point and click" control procedure. This could minimize the human errors of warehouse officers in respect of picking, packing, and delivering. In this regard, no new warehouse design is required for this technology.

Kiva System is another company whose robotics system is utilized for warehouse management under the concept of "having the goods moved instead of people". The system is operated by Amazon which acquired Kiva System in 2012.

Kiva robot was installed at over 10 fulfilment centres of Amazon in the USA. The operation commences at the warehouse where Amazon staff unload products onto conveyor belts. Over 25 personnel then unpack the goods and put them in trolleys. Next, the trolleys will be sent to warehouse staff at designated spots for shelving, each of which is automatically configured. As an order is taken, 3,000 Kiva robots would split to pick up goods as per the order, take them to the warehouse staff for packing and delivery. This process reduced the picking lead time from 1 hour (manual picking) to 15 minutes per one order and Amazon is enabled to increase its distribution rate by over 50%.

Human and robot coexistence



Kiva robot was installed at over 10 fulfilment centres of Amazon in the USA.

Currently, Locus Robotics, developed by Locus Robotics Corporation is another robotics system that is designed to enhance the internal process.

Locus robots have been developed under the concept that “the operating processes ranging from taking order, picking, to packing for distribution require ‘walking’ and ‘moving’ from one to another location”. As such, Locus is designed to function as the projector on wheel, an idea different from Kiva robots which is designed to lift the specially-designed shelf. In addition, Locus can lift bin on tray / tote and they are equipped with a scanner to avoid obstacles. Staff can order the robots to perform tasks via iPad screen and they can quickly move to different spots of standard shelf for picking, which could reduce the lead time and allow the warehouse officers to concentrate on human-specific tasks such as product standard inspection.

These robots resemble the “weapon” that companies harness for enhanced efficiency and competitive edge. The basic principle for robotics is to replace human with robots solely for process which do not create value in the supply chain so that the human capital can be rotated to work in the processes that create value to the products.



Locus is designed to function as the projector on wheel, an idea different from Kiva robots which is designed to lift the specially-designed shelf. In addition, Locus can lift bin on tray / tote and they are equipped with a scanner to avoid obstacles.



Robotics will replace human with robots solely for process which do not create value in the supply chain so that the human capital can be rotated to work in the processes that create value to the products.

Today, innovations are constantly introduced to the world. We can say robotics is all around. It can come in as a shock to learn about the prediction that around 35 million service robots will be sold within 3-5 years to replace human in many jobs. Amazon will be the leader in the use to robots in their operations. Another interesting example use of robots is Fetch Robotics, Silicon Valley. The portable robot or “Fetch” can travel around a warehouse to perform order picking and return to the table. Fetch works in alignment with the “Fetch robot” working for warehouse’s internal operation. The duo work with absolute independence from each other and effectively fulfil customer orders, enabling quick delivery.

Jack Ma, Founder and Executive Chairman of Alibaba Group also anticipates the same future “Robots are playing a bigger role in automotive, machinery, and aviation industries.” In addition, The International Robotics Federation (IFR) indicates that the automotive and electronics devices are the main factor for the rising popularity of robotics, with 5 key supplying countries accounting for 70% i.e. China, Japan, USA, Korea, and Germany. In 2018, domestic sales of service robots will surge to 35 million; and one-third of the global robot market share will be dominated by China.

Robotics was once regarded as a far-flung future, but not anymore. Everything is changing and; soon we will be familiar with warehouses and the supply chain being jointly operated by human and robots for fast and cost-effective distribution. ■

Sources:
“Robots at store”
<http://dhltoyou.com>

Kiva and Locus:
The busiest staff in the warehouse,
www.scglogistics.co.th

Brilliant ideas...
behind the Success of Future Innovation!!,
www.scglogistics.co.th



AMWAY *Thailand...* 3 decades of continuous growth

Amway has been running the direct selling business in Thailand for over 30 years with dedication to improve life of people in various aspects. As such, Amway focuses on creating the Amway's customer experience through **quality products that perfectly fit the lifestyle and demands of consumers.**

Amway places significance on its investment in research and development of Amway products, driven by collaborative effort of over 900 scientists, engineers, and technical specialists working in 75 laboratories around the world. Amway is the proud owner of more than 1,100 patents, which serve as satisfaction guarantee for its products. Moreover, Amway **has brought to many Thais the opportunity to build their life, make solid earnings, and have pride in their career** through provision of well-laid





business plan and guidelines that helps accelerating the success of Amway business owners and paving the way for these owners to share the Amway business with their next generation.

One of the key strategies in the 4.0 era is speed. Amway constantly stays on par with the advances in **digital and logistics technologies** to ensure we catch a ride of the latest global trends and to best respond to the demands of Amway business owners and customers in a swift manner. Based on our core strategy, Amway decided to relocate its distribution center to TPARK Bangplee 1 which offers a larger space that increases

the stocking efficiency by over 50%, making Amway ready for the expanding business and product volumes in a long run. The project is adjacent to the Bangna-Trad Road connecting to main roads of Thailand, making the nationwide distribution more convenient.

In addition, the Lean concept is the heart of Amway's operations to ensure optimal efficiency, reflected in its operating route designing which covers the product loading, picking, and distributing processes. This, coupled with our modern logistics management technology, strengthens Amway's global standard operation that

speeds up the business dynamics while making it more cost-effective and ready for more complex operations. These technologies comprise the **Digital Picking System** and the **Digital Loading System** that enables digital data tracking with the use of scanning system instead of the manual process prior to truck loading for distribution.

Amway is ready to move forward with modern an advanced strategies and business plans to enhance its operational effectiveness and to ensure maximum satisfaction of Amway business owners, members, and customers nationwide. ■

Amway

Amway (Thailand) Limited was established on 4 May 1987.

The company is the largest network marketing company offering over 500 top-quality products via 330,000 Amway Business Owners, whose actively renewed their membership annually. Meanwhile, the company has approximately 720,000 Amway Members nationwide. Currently, a total of 83 Amway's shops are available in all regions within reach of our customers throughout Thailand.



PROPERTY HIGHLIGHT

Phra Nakhon Si Ayutthaya province saw the dawn of industrial estates as it has reversed as the center of production as well as transport and logistics operation of the central region. This issue, Property Highlight would like to introduce to readers the TICON Rojana Industrial Park Ayutthaya.



TICON

Rojana Industrial Park Ayutthaya

The project consists of ready-built factories in a large area of the industrial park, comprising buildings in various sizes to fit different needs of customers. Each factory is fully equipped with the infrastructure and facilities, making them prompt for business owners to start their operations while maximizing their savings in terms of construction cost and time. A professional service team is ready to provide the aftersales and building maintenance service.

This project is located in a prime location for manufacturing businesses in the central region, hence standing among the best choices for electronics, automotive, chemical, or consumer goods businesses looking for a hub near Bangkok. In addition, the project underwent the flood prevention system improvement that gives an extra boost of confidence for our customers on the safety of their bases.

AVAILABLE BUILDINGS

Address:	Rojana Industrial Park Ayutthaya, Highway No. 32
Size:	1,875 – 11,700 sqm.
Floor fitness:	2-3 tons / sqm.
Height:	7 meters

For more information or a site visit:

Tel. +66 (0) 805 805 005 E-mail : marketing@ticon.co.th; or info@ticon.co.th (Japanese)



TPARK Wangnoi 2

TPARK Wangnoi 2 is located on the Paholyothin Road No. 1, just 200 meters away from the eastern outer ring road. The project covers an area of 650 rais and its facilities are suitable for various businesses namely, logistics, consumer goods, and modern trade. TPARK Wangnoi 2 is located in a strategic location for distribution of products from Bangkok to the Central, Northern, and Northeastern regions of Thailand. In addition, TPARK Wangnoi 2 is certified with the LEED standard (Leadership in Energy and Environmental Design, Silver level, by U.S. Green Building Council (USGBC)—a guarantee that its buildings could save over 30% more energy compared to regular buildings and improves the quality of working environment for operating officers at the facilities.

AVAILABLE BUILDINGS

Address:	TPARK Wangnoi 2, Highway No.1, Paholyothin Road KM. 57
Size:	1,500 – 7,560 sqm.
Floor fitness:	3 tons / sqm.
Height:	10 meters

For more information or a site visit, please contact TICON:

Tel. +66 (0) 805 805 005

E-mail: logistics@ticon.co.th





Take a break brings back the good old days @ “Gong Kong Market” in Ayutthaya province

Whenever we hear songs about Ayutthaya, we are reminded of the old town and life in the capital of the old kingdom. This issue, Take a Break takes readers to relive a different time and an ancient culture at “Gong Kong Market Baan Sangsom” near TICON projects and TPARK warehouses in Ayutthaya province.



traditional toys, food, and desserts. Merchants dress beautifully in traditional Thai style complementing the traditional ambience. Don't forget to drop by at the coffee shop of the market where you can enjoy the taste and

good traditional drum dance available to welcome tourists. Don't forget to check out cute and cool photo corners like the mini train station, post office, and garden with a lovely swing. If your body is stressed from all the shopping and walking, a traditional message shop awaits to relax you. Or you can join a merit making ceremony called “Tak Bat Rien” on every first Sundays of the month at 10.30 hr. So, it's a good joint for your mind, tummy, and heart indeed! ■

“Gong Kong” is the name of the market, which got its name from the gesture of people bending over to check out goods at each stall. Asking around, we found out that it was the old way to call a market where merchants laid their products on the ground and buyers had to bend over to choose what they want.

As one arrives, the first thing to see is a huge billboard sign, arched entrance, and a Thai pavilion for tourists to take pictures. The parking lot of the market is covered with an open-air, thatch-roofed wooden structure. The market offers fresh and organic vegetables and fruits as well as other lifestyle products namely, plants, local handicrafts like wickerwork, earthenware, souvenirs,

aroma of coffee in a Thai-style house with retro/contemporary décor that blend the old and new into perfection.

When you can decide on the food, find your favorite spot at the dining area. Mind you that it is self-service so, make sure you clean the table after the meal and return the utensils at the dedicated spots. We totally recommend boat noodle in adorable coconut shell, the golden and crisp Hoy Krok-oyster omelet in a small single serve, steamed seafood platter with shrimp and fish stick and sour and spicy dip, and Guay Tiew Kai-noodles with poached eggs served in traditional corrugated iron dish.

If any readers have a plan to visit the market, a tip is to come early as there is a

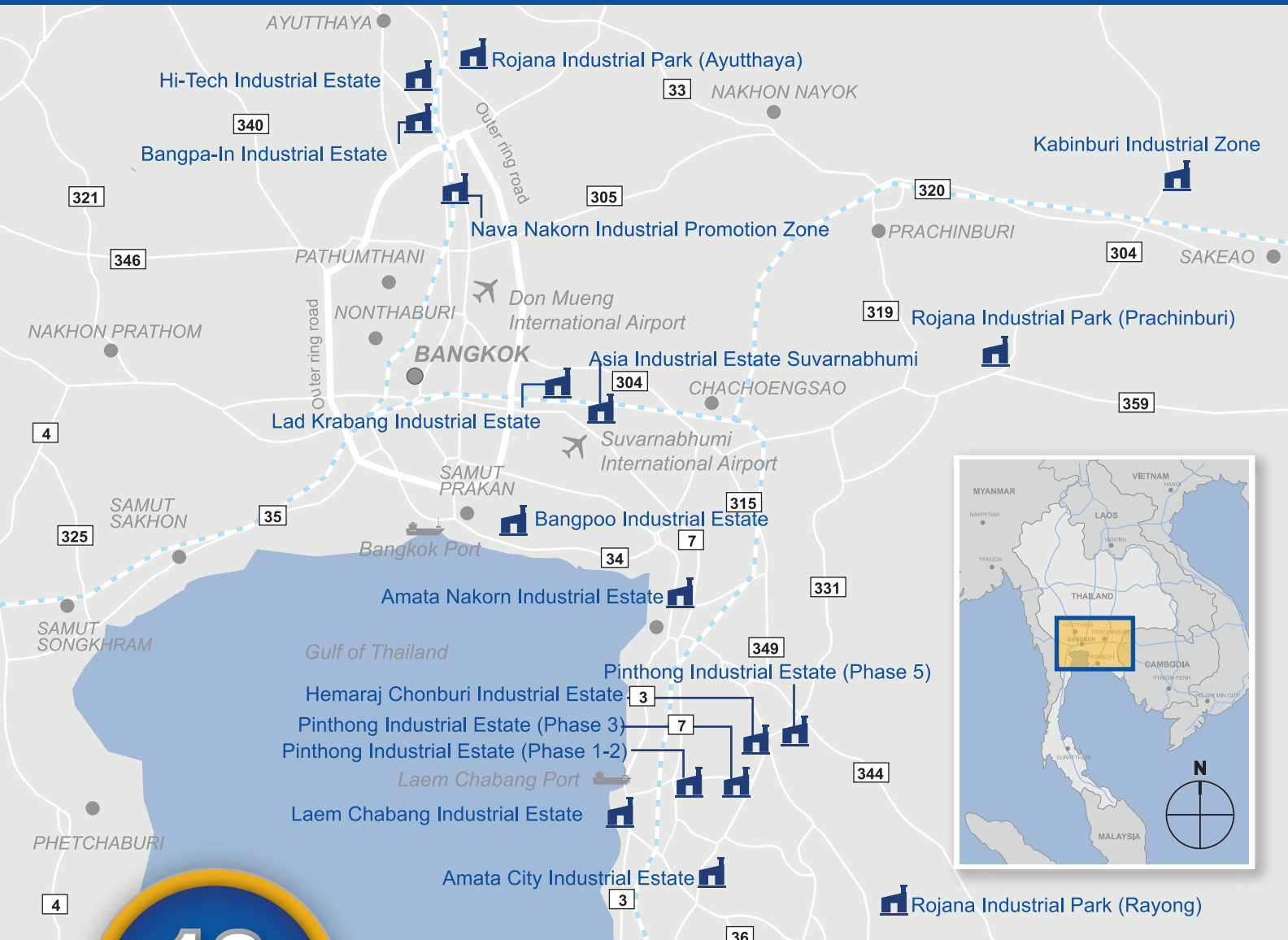
“Gong Kong Market Baan Sangsom”:

Moo 5 Tambon Kanon, Amphoe Bangpa-In, Phra Nakhon Si Ayutthaya province Opening hours: Thursdays – Sundays and public holidays during 09.00 – 16.00 hr.
Direction: Take Highway No. 1 (Paholyothin Road) and change to Highway No. 32 after passing Pra Tu Nam Phra In. Then, turn left to Highway No. 309 to Bangpa-In, Ayutthaya province
Tel.: 0 3572 8286, 08 9107 4443, 08 9925 1174



Ambience:	★★★★★	5
Shop variety:	★★★★☆	4
Easy access:	★★★★☆	4
Price:	★★★★☆	4
Attractiveness:	★★★★★	5

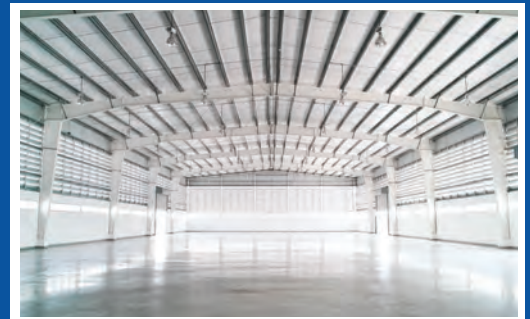
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18

PROJECTS ACROSS
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