

NEWSLETTER FROM  
**TICON GROUP**

# FORWARD

July-September 2018 | ISSUE 19

**AI and future  
technology:**  
helpful assistant  
or job stealer?

# TICON

ensures  
preparedness for  
**the new S-Curve  
industries**

**Cross Dock**  
an effective cost-saving  
logistics tool

**“JustCo”  
Co-working Space**  
that Lives up to Its Concept of  
“Let’s make work better”



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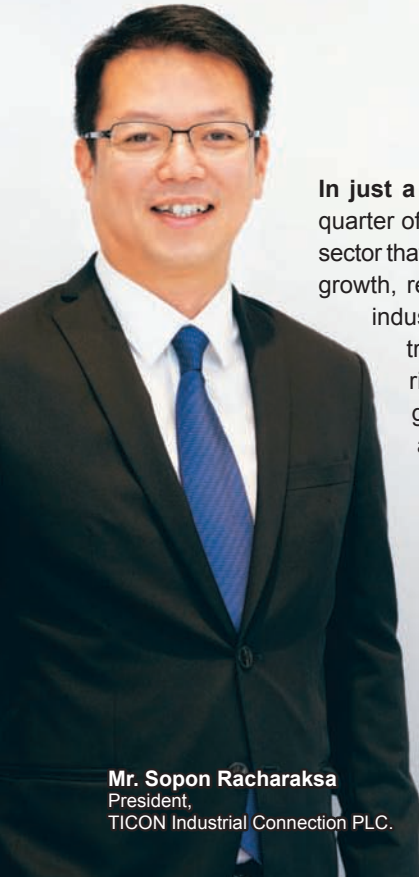


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## Message from President



**Mr. Sopon Racharaksa**  
President,  
TICON Industrial Connection PLC.

In just a blink of an eye, we are entering the last quarter of 2018. There is a good sign from the public sector that the Thai economy continues to enjoy healthy growth, resonated in the positive impact toward the industrial sector, especially the automotive, electronics, plastic industry, which have seen the rising trend. This is partly driven from the government policy supporting investments and various attractive projects of the Eastern Economic Corridor or EEC. Such indicators are in line with the first-half operating results of TICON Group that also reported growth, mainly derived from projects in the EEC zone which have become the magnet for investors. Based on our clients' confidence in prime locations and facilities of our ready-built warehouses and factories, the occupancy rate increased from 68 to 71 percent when compared year-on-year. In this regard, 85 percent of all our clienteles

are global corporations and leaders in the logistics, auto parts, and electronics industries from Japan, Germany, and Singapore. Moreover, the first half of 2018 marked the beginning of TICON Group's full transition to the Industrial 4.0 age as we joined hands with our business alliance to establish data center and co-working space, along with many other aspects that we are working in order to restructure and focus more on technology front to ride the wave of today's digital trend.

These successes are the proof of our achievements as per our 3-years roadmap where we deploy the total dimension strategy to drive the organization in all areas. Besides the updates I bring to you, the entire magazine is filled with different interesting subject matters. I hope you are happy with our news and stories.

ISSUE 19 July-September 2018

# CONTENTS



## TICON SPOTLIGHT

TICON ensures preparedness for the new s-curve industries **6**



## INVESTOR'S FOCUS

"Co-Working Office" a new addition to office buildings **10**

## COFFEE TIME WITH GURUS **4**

AI and future technology: helpful assistant or job stealer?

## PROPERTY HIGHLIGHT **9**

## EVENTS NEWS **12**

## NEW TENANTS **13**

## OPERATION CAFE **14**

Cross Dock an effective cost-saving logistics tool

## SPECIAL COLUMN **16**

"JustCo" Co-working Space that Lives up to Its Concept of "Let's make work better"

## TAKE A BREAK **18**

"Baan Suriyasai"

The House of Legendary Thai Cuisine (Part I)

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Article by **Dr. Tanit Sorat**

President of V-SERVE GROUP



# AI and future technology: *helpful assistant or job stealer?*

Nowadays, every facet of people's daily life involves advanced technology, which has broken down any boundaries at home, school, office together with various activities including shopping, payment, movies, news, listening to music. It also touches on normal routines and special occasions such as confession of love to someone special, or debt collection, or even fighting, all of which can be interacted between two or more parties without their actual presence as one can do all of these things through mobile applications and platforms like LINE, facebook, Instagram, twitter, etc. Social media has become the most impactful media of the era for its ability to reach out millions of audiences in minutes; for example, the wild boar academy rescue operation was possible because it caught the attention of the global online media. Even the mighty NCPO government often went with the massive flow of the public's opinions demonstrated on such a small screen of us all.



This merely represents a fraction of business aspect of technologies in the 21st century. Artificial intelligence or AI, machine learning, and mechatronics, especially smart robotics, are not simply manned computers or machinery, but they are capable of analyzing, learning, and solving problems on their own. Efficiency-wise, a robot arm can replace 7-10 labors while certain industries can streamline three-fourth of production lines or reduce over 70 percent of labors.

Technology is precise and the quality is higher than human. Neither it demands salary, bonus, welfare; nor complain, whine, or talk back; it does not even need overtime payment or long holidays. In other word, it means higher effectiveness and less dependence on labor and time. At present, robots and robot arms are cheaper with easy access, faster payback period, and improved profitability. In addition, the government's support on a policy level such as Thailand 4.0, EEC and BOI privileges for robotics industry are key factors for businesses to look for changes and upgrade their technology as it fits the business demands better.





**“Technology will definitely impact the life of people. Soon, robots will replace receptionists at hotels’ front desk and waiters and waitresses at restaurants. At home, robots would be a part of our life”**

robotics, are being tested and further developed at full speed. So, the question is, how would this affect the future of labors? You may have clear ideas after finishing this article.

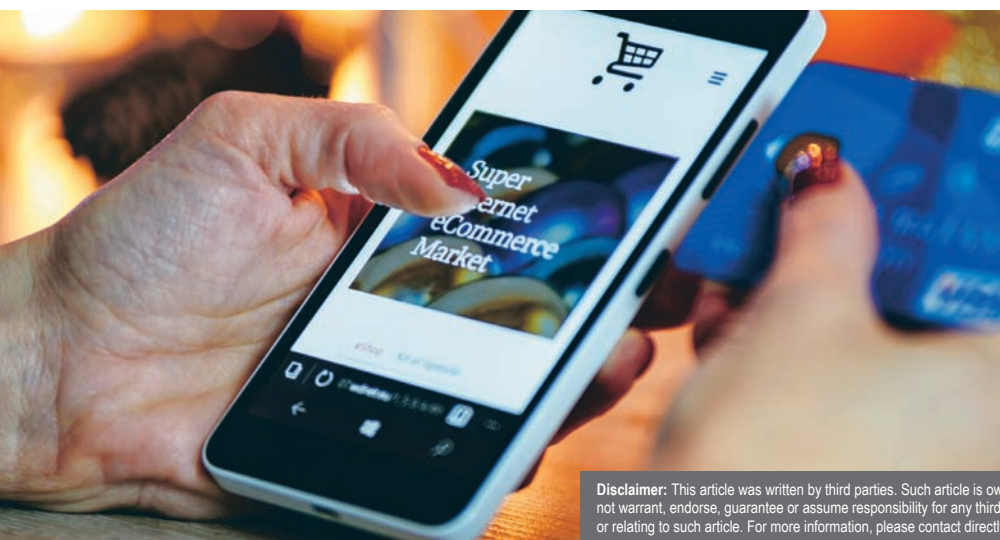
**For a starter**, smart phones are not just mobile phones, but the most hi-tech gadget since the dawn of human era. Everything you want to know or learn is now at your fingertips, or even at your voice command! In dire need for shopping? No need to go out as you just press some buttons and they would arrive at your doorstep in a day or two. You are short of cash? Just pay online with credit card. Thailand ranks among top countries where e-commerce flourishes and grows at exponential rate. Another quick example is the online banking transaction. Thais are now encouraged to make online fund deposit and withdrawal via mobile applications. You can even apply for loans or check your balance in a click without physically visiting any banks. ATMs will soon become obsolete and thousands of bank branches will disappear in the near future.

The future of technology could be in any direction because each country has its own agenda on how to drive its economy with technology, but it will definitely impact on people’s lives. Soon, robots will replace receptionists at hotels’ front desk and waiters and waitresses at restaurants. At home, robots would be a part of our life; for instance, various vacuum robots which have been introduced to test the market demands. On a larger bit, unmanned vehicles, which forms part of

Thailand is in its early phase of robotics and advanced technology; however, it ranks among top nations in the world where its density of robot per labor ratio is at No. 9 or 10 on the global chart. The country is second to none in ASEAN and its superiority above Singapore and Malaysia is manifold. This is because Thailand is the automotive hub that ranks at No.5 in Asia, the industry which has the highest robot utilization ratio. In this light, the seriousness of impact would be on labors. Business operators may find themselves with too many labors, intentionally or not, which may result in reassignment of labor to unskilled jobs or voluntary retirement program.

**It would be unfair** to paint disruptive technology as a threat to jobs. Nevertheless, it is undeniable that some of them, namely online shopping or payment, may eventually eliminate some jobs in the future. Even business owners could not get too comfortable as we saw an example of traditional mom and pops stores, more than half of which ceased to exist upon arrival of convenience stores at every corner. Mobile banking enables people to get all financial transactions done in just a few clicks while other modern technology is making some products obsolete. For instance, camera, video camera, and audio recorders are becoming things in the past as their sole function became regular feature of a smart phone, causing related manufacturers to encounter the crisis of obsolescence.

**It is also inevitable** for people whose career depends on these products for decades or half their life to embrace changes, which would be rather difficult for them. I think now you can judge by yourself if the disruptive technology is a friend or foe and how many segments and people it would affect. Of course, there are a lot of us that are ready to adapt, but I believe there are many more which are not so. The best defense would be to prepare for the consequence and come up with solution in advance...don't you agree? ■

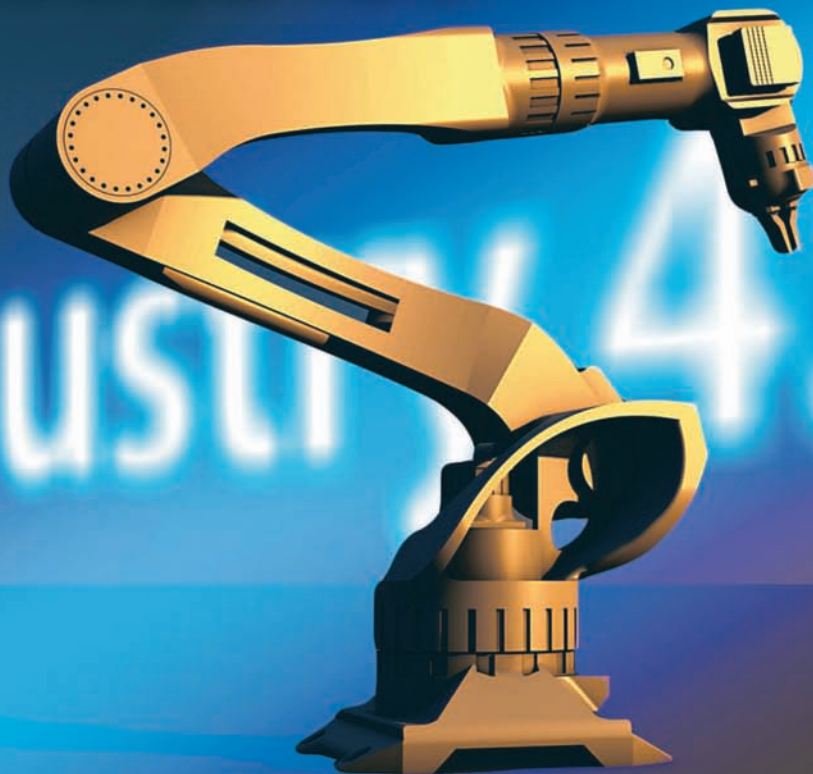


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# TICON

ensures  
preparedness for  
the new S-Curve  
industries

Forward Magazine introduces to you the new s-curve industries, which will drive Thailand's economy in the future, and the business direction of TICON Group in response to the investments in these industries.



Recently, Thailand 4.0 became the buzz word of the nation as it is the priority of the government on economic development where the structure is to be changed to “value-based economy” driven by innovations. Among the strategies are the introduction of the Eastern Economic Corridor or EEC to create the world-class economic zone for high-tech industries a.k.a. super cluster or the future industry and the targeted industries of Thailand as well. EEC zone will cover three provinces i.e. Chachengsao, Chonburi, and Rayong, which are attractive for industrial investments as they are the prime production bases of Thailand with high potential to serve as production hubs from the first and new s-curve industries.



# What is the new S-Curve?



**New s-curve** is the future industries that require advanced technology and innovation. The government aims to drive for major breakthrough of the Thai economy. These industries are the extension of the five first s-curve industries i.e. next-generation automotive industry, intelligent electronics industry, high wealth and medical tourism industries, advanced agriculture and biotechnology, and food processing industry. The new s-curve industries are as follows.

**1. Robotics:** Robots for industries such as automotive and medial industries

**2. Aviation and Logistics:** Public infrastructure, logistics services, modern logistic center, aviation repair and maintenance service, high-speed airfreight, aircraft navigation system devices and so on

**3. Biofuels and Biochemicals:** Full-scale biochemical industry and bioplastics, etc.

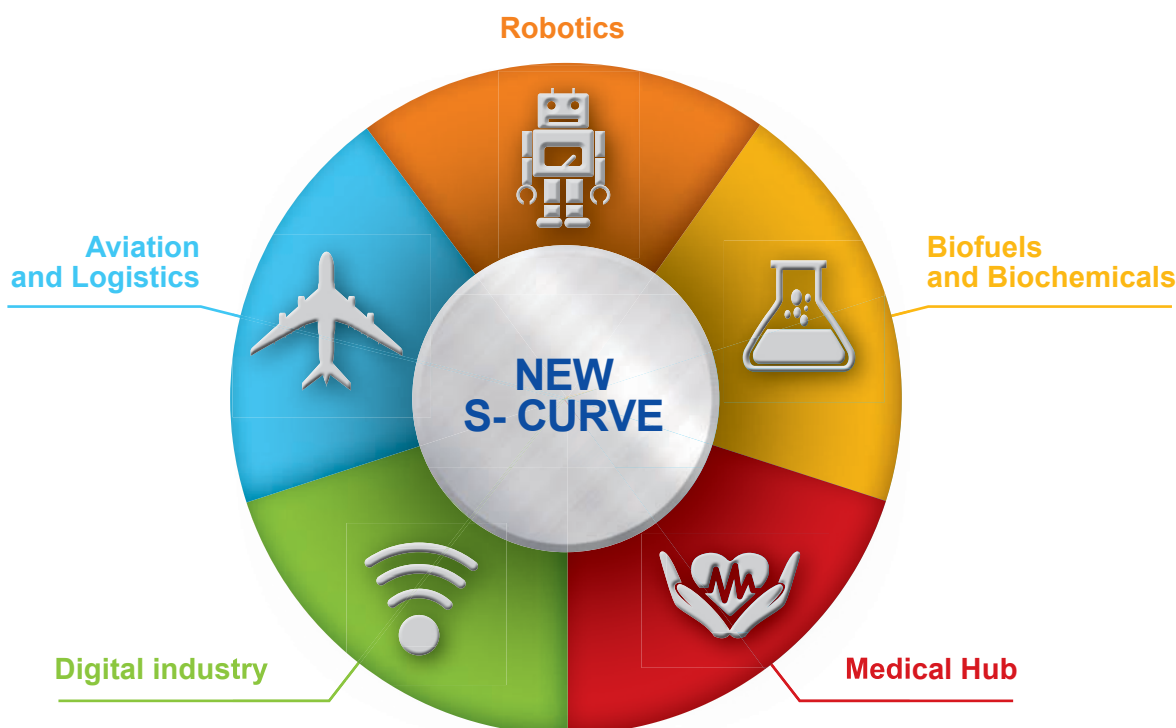
**4. Digital industry:** Internet of Things, embedded software, cyber security, advanced media and animation, and so forth

**5. Medical Hub:** Medical service, ICT for remote medical service, manufacture of medical equipment, products from aged consumers, and biologic and biosimilar medicine

To draw attention and attract investment, the government has launched several privileges and benefits for EEC investors in various areas such as the infrastructure development, including



high-speed trains connecting 3 airports i.e. Don Mueang, Utapao, and Suvarnabhumi. Land possession is also granted for the lease period of 50 years with the extension right of 49 years. A duty-free zone is announced and residing or visa approval shall last for a period of 5 years.



## TICON is ready to serve customers in all industries in the 4.0 era



As the leading player in the industrial property business for over 28 years, TICON has expertise in developing top quality, ready-built factories and warehouses which are suitable for new and existing 4.0 industries. With our professional teams, TICON staff have thorough understanding in development of buildings for high-tech industries to fit the requirements of each customer while enhancing the efficiency of their operation. Moreover, the basic facilities can be adjusted and equipped with advanced machinery or technology to fit the new s-curve industry requirements, which will be the major drive of the future Thai industry. The format and quality of TICON's buildings are designed to accommodate installation of modern equipment for production and operation such as automation. In addition, TICON has smart logistics park and smart factories program to offer the latest technology for optimal efficiency to customers. ■

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“As the leading player in the industrial property business for over 28 years, TICON has expertise in developing top quality, ready-built factories and warehouses which are suitable for new and existing 4.0 industries.”

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EEC is once again the buzz word after the EEC Act B.E. 2561 was recently put in effect by the government. Such announcement boosted the confidence of the industrial sector to give the green light to investments in the EEC zone, especially the 5 new S-curve industries that enjoy maximum benefits. If your business is expanding in the EEC zone, Property Highlight presents to you the factory and warehouse projects of TICON Group in the EEC area that would become a major thrust to your business growth.

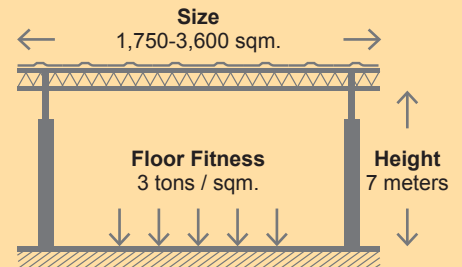
## TICON Amata City Industrial Estate, Rayong



First, we would like to introduce ready-built factories of TICON project in the Amata City Industrial Estate. The Project is located on Highway 331 in Rayong province and it is suitable as the production base, especially for automotive and the new S-curve industries such as bioenergy, robotics, airfreight and logistics, digital, and inclusive medicine. This zone is a strategic connecting point for Bangkok, Suvarnabhumi International Airport, and Laemchabang Seaport; and it is surrounded by various key industrial estates. The project is fully equipped with basic infrastructure and the EEC policy promotes the aviation hub at U-tapao Airport as well as the hi-speed railway network connecting the 3 main airports i.e. Suvarnabhumi International Airport, U-tapao Airport, and Don Mueang Airport. A complete web of transport would be advantageous to your business expansion as you would stay ahead of the global demands. If you are interested, our team is ready to welcome you for a site visit at TICON project in the Amata City Industrial Estate, Rayong.

### TICON Available Buildings

**Location: Amata City Industrial Estate, Rayong**



**For more information or appointment for site visit:**

**Tel:** +66 (0) 2679 6565 / +66 (0) 805 805005

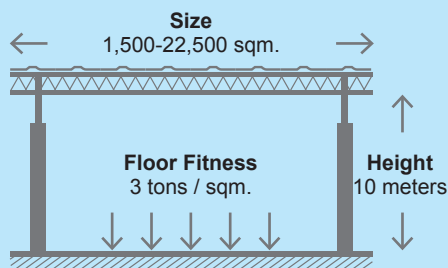
**Email:** [marketing@ticon.co.th](mailto:marketing@ticon.co.th)  
or [info@ticon.co.th](mailto:info@ticon.co.th) (Japanese)



Check  
**Available Buildings**  
here!

### TPARK Available Buildings

**Location: Highway 7, Soi Sri Rattanaram Temple (Bo Hin)**



**For more information or appointment for site visit:**

**Tel:** +66 (0) 805 805005  
**Email:** [logistics@ticon.co.th](mailto:logistics@ticon.co.th)



Check  
**Available Buildings**  
here!

## TPARK Laemchabang 2, Chonburi



Another interesting project for your business' logistics preparedness is the ready-built warehouse project at TPARK Laemchabang 2 project. Located in a prime location of the EEC zone, the project is on Highway 7, just 8 kilometers away from Laemchabang Seaport and other key industrial estates such as Laemchabang Industrial Estate, Pinthong Industrial Estate, Hemaraj Industrial Estate, and Amata Nakorn Industrial Estate. This makes TPARK Laemchabang highly suitable as the distribution hub for import-export businesses and other industrial activities in the Eastern region.

TPARK Laemchabang 2 project offers ready-built, quality warehouses in various sizes ranging from 1,500 – 22,500 sqm. on a total area of over 500 rai, which can be developed into more than 160,000-sqm warehouse space. Currently, 18,950-sqm. space is available in the general zone and 18,600-sqm. is ready-for-use in the free zone. Moreover, empty land plots at different sizes are ready for operators looking for the best location to build their own warehouses tailor-made for their businesses. We welcome businesses of all sizes. If you are looking for warehouses, this project would be among the finest choices for your business.



Article by **Ms. Kamonkarn Kongkathong**

Head of Corporate Strategy & Investment  
TICON Industrial Connection Plc.

# Co-working Office

## a new addition to office buildings

Inspiring business solution that is disrupting the traditional business model...

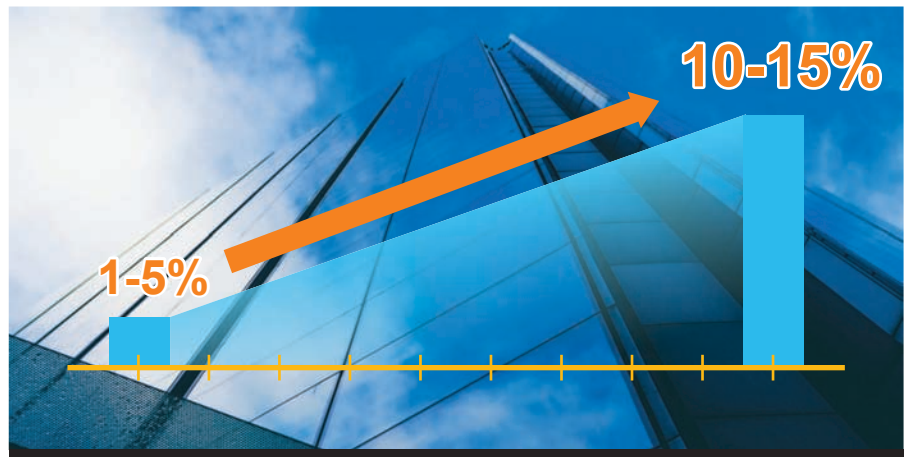
We are living in the millennial society where the lifestyle is changing. People are wide open to new technology and innovations have been introduced continuously under the concept of sharing economy. Its concept reflects disruptive change in the way we offer products and services to today's consumers. For instant, Airbnb provides a platform for homeowners to share their home with others while Uber and Grab enable ordinary people to drive their personal car to give a ride to any passengers. These businesses are thriving and have perfectly blended into our daily routine. In this regard, various traditional businesses of many industries are evolving as they strive to add more value to the business in preparation for the coming disruptive changes and trends. For the office building business, a new wave is on the rise and new buzz word is now going viral i.e. "co-working office"

**Co-working office** is an extension to the traditional office service with a difference as they place importance on technology and functionality. The design focuses on flexibility where all essential facilities are available at reach. Its strength is that users can enjoy the highly flexible space that can be upsized or downsized to fit the organizational needs in different economic conditions while attracting young entrepreneurs who see significance of the "looks and feels" of their working environment. Cost effectiveness can be easily achieved due to optimal space management while maintaining the co-working area for new generations of business people to enjoy recreational services. The business nurtures the eco-system of entrepreneurs to network and interact to peers and connect people from all industries to learn from each other and exchange their creative juice for further innovations.



## Co-Working Office market share

in Southeast Asia that is expected to grow up within 10 years



\*Research from Cushman & Wakefield

ing market. The demand and supply tend to enjoy continued growth. Cushman & Wakefield research indicates that co-working office business is expected to expand its market share from 1-5 to 10-15 percent in 10 years in Southeast Asia.

Previously, the biggest customer segment of the business were freelancers or startups. However, the numbers have declined during 2010 and 2017 from 68 to 39 percent. In 2017, half of co-space office are employees and business owners with around 100 people on their payroll. Emergent's research reflects that corporations start to see the perks of co-working office, especially in terms of human resource management. Some corporates prefer to utilize the space for project teams which do not fit in traditional office working space. For some, it may sound irrelevant, but CBRE's survey result shows that today's workforce gives high priority to their place of work that provides them with the sense of freedom, independence and networking opportunity.

In addition, the co-working office adds value to users as its ambience is far livelier and refreshing, with modern looks and design that encourages creativity. Some places provide coffee corner or gym in response to the lifestyle of young people who are health-concerned—something totally different from conventional office building while adding more value to the premise. Cushman & Wakefield research confirms that the co-working office has impact toward the cap rate of the building in a case where members of the co-working office are disciplined with payment and the service providers are of great reputation.

**Based on the above reasons,** TICON decides to grab this business opportunity and partner up with Singaporean operator with expertise in co-working office management. We see this investment as a ride on the rising trend and the chance for us to deliver value-added service to our customers in the industrial property business. With customer centricity in mind, we aim to achieve the management system that can best fit the demands and create great customer experience. This feature would grant our customers an easy access to co-working office in town as well as overseas such as Singapore or China. The first two spaces are ready for service at AIA Tower on South Sathorn Road and Capital Tower All Seasons Place on Wireless Road. TICON's customers will also enjoy many more special privileges from our new investment. ■

Overall, the co-working office is expected to become a key player in the office building business in Bangkok, with high expansion potential. Although most of them are small businesses without much scalable capacity, more global players are entering into this industry, especially in Thailand. They began to introduce new branches in Bangkok where the co-working space business accounts for only 1 percent market share of the office build-



## TICON expands into a new business, announcing JustCo as its strategic partnership in Thailand, ready to gear up for digital economy



**Bangkok – Mr. Sapon Racharaksa** (3rd from left), **President of TICON Industrial Connection Plc**, making a strong move towards its three-year strategic roadmap under the 'Total Dimension' strategy to become the leading provider of smart industrial platform. The 2 new business groups under Data Centre and Smart Solutions will provide additional growth engines to TICON's existing Industrial Property business. Its new joint venture with **Mr. Kong Wan Sing** (4th from left), **Founder and CEO of JustCo.**, Southeast Asia's largest premium co-working space provider with focus on community, collaboration and networking, will add exciting business paradigm to TICON. Integrating the three business groups under one platform will also allow TICON to provide competitive solutions and services that meet customers requirement, paving the way for a leading industrial property player in ASEAN by 2020. ■



## TREIT announces 2018 Half-Year Performance Reaffirming Investors with Plans to Strengthen the Trust's Potential

**Bangkok – Mr. Peerapat Srisukont** (3rd from left), **Managing Director of TICON Management Co., Ltd.** announced a milestone accomplishment that unitholders approved TREIT to invest in high-quality assets from TICON Industrial connection Plc. value approx. 3,600 million Baht. The trust, verifiably recognized as "Thailand's largest factory and warehouse investment trust", is going to expand its finest range of assets and venture itself in investment opportunities with strong growth potential. Managing director also presented trends of Thai Industrial properties-which have improvement from last year and detail of EEC to honored guests upon the recent press conference at tea room of Bann Suriyasai on Surawong Road. ■

## TICON joined "EXPO REAL 2018" International Trade Fair for property & Investment



**TICON recently joined EXPO REAL 2018** (International Trade Fair for Property and Investment), Europe's largest real estate and investment trade fair gathering global supply chain operators from the real estate sector who play a significant role in driving the world's economy. TICON participated in the event as a member of Frasers Property Limited (FPL) together with Frasers Property Europe (FPE), Frasers Logistics & Industrial Trust, and Frasers Hospitality Asset Management, signifying a strategic collaboration across business network within the Group which allows TICON to expand its business opportunity and enlarge customers base across the international market. EXPO REAL 2018 was held in Munich, Germany. ■



## TPARK wins tenancy contract from CEVA Logistics for ready-built warehouse in EEC, confident to boost logistic capability and support e-commerce operation



**Chonburi** – **TPARK**, the leading developer and operator of logistics parks, recently celebrated with **CEVA Logistics**, one of the world's leading non-asset-based third-party logistics provider, on inauguration of a ready-built distribution center for MICHELIN, a global brand in the automotive industry, at TPARK Bowin logistics park in Chonburi. TPARK was represented at the opening by **Mr. Sopon Racharaksa, President of TICON Industrial Connection Plc. (TICON)**, its parent company, alongside **Mr. Bruno Plantaz Managing Director for Mekong Cluster** (Thailand, Myanmar, Cambodia, Lao, Vietnam) of CEVA Logistics (Thailand) Ltd. Located within the Eastern Economic Corridor (EEC), TPARK Bowin has a total lease area of more than 16,000 square meters. MICHELIN has positioned this new distribution center as its first logistics hub in Asia.

CEVA Logistics chose the ready-built warehouse at TPARK Bowin due to its confidence in TPARK's professionalism, internationally reputable standard of industrial property development, and strategic location in the EEC. Locating in the free zone also means that its client can enjoy a number of tax privileges. Besides, this logistics park is within easy reach to Laem Chabang Port and Suvarnabhumi Airport, which greatly enhances logistic capability, in line with MICHELIN's objectives to use this facility as the warehouse and distribution hub for products from across the world, to reduce distribution time to customers in East Asia and Australia, and to support the growing e-commerce operation. The inauguration took place recently at TPARK Bowin in Chonburi. ■



### JEM (Thailand) Co.,Ltd.



**JEM (Thailand) Co.,Ltd.** is one of the world's leading providers of interconnection products and electronics manufacturing service. The company designs and manufactures a broad range of signal cables, medical leadwires, connectors, computer peripheral antennas, and electronics manufacturing services specializing in data storage devices from Japan. Recently, it rented a 1,650-sqm factory in Amata City Industrial Estate, Chonburi to expand its production for the growing market.

### Pacific Biotech Co.,Ltd.



**Pacific Biotech Co., Ltd.**, the manufacturer of diagnostic rapid test kits such as pregnancy test kit and drug of abuse test kit with precise and accurate results, controlled and tested by specialists to guarantee the highest efficiency for all products. Recently, Pacific Biotech Co., Ltd. rented a 1,875-sqm. in HITECH Industrial Estate for manufacturing purposes



### Kintetsu Logistics (Thailand) Co., Ltd.



#### Kintetsu Logistics (Thailand) Co., Ltd.

("KLT") is a Japanese logistics service provider for warehousing and distribution service at Thailand. Recently, KLT leases

an additional warehouse space at TPARK Laemchabang 2 with the total area of 2,000-sqm. for business expansion purposes. KLT has a sister company-- KWE-Kintetsu World Express (Thailand) Co., Ltd. ("KWE") -- operator of international air/sea import/export freight forwarding, customs clearance, cross border and domestic transportation, packing and removal as well as provider of the one-stop service to customers.

### Suzuyo Distribution Center (Thailand) Ltd.



#### Suzuyo Distribution Center (Thailand) Ltd.

engages in logistics service provision in a form of distribution center for domestic and international trade as well as the warehouse management and customs agent services. It

recently rents a 3,420-sqm. warehouse in TPARK Bangna Project for storage of Dangerous goods and Hazardous substances and distribution business.

# CROSS DOCK

## An effective cost-saving logistics tool



**Cross Dock** is a docking station for unloading. In other word, it is a specially designed warehouse that enables relocation of goods from one to another transport. This term may be new to many readers, but logistics operators or enthusiasts would have heard or saw this type of warehouse more or less. Most cross docks are placed at distribution centers for packaging and assortment as they would serve as the transfer station for intermodal linkage operations where various suppliers would deliver their goods at the same destination for further sorting, racking, and delivery to each

customer. Therefore, this tool is suitable for consumer goods wholesalers who are responsible for delivery to convenience stores with varied SKUs in their orders. Cross docking is a part of logistics operation, or to be more specific, it serves as outsourcer for unloading between transports. A cross dock is designed as a two-sided warehouse, one for unloading and the other one for loading. Goods entering the cross dock will undergo the assortment and racking process as per the fulfilling orders for further delivery to recipients. Usually, any goods unloaded here will be processed within 24 hours upon arrival.

In practice, a cross dock is thus a distribution center gathering goods from different suppliers, equipped with order and fulfillment facilities and processes. Its function is to “relocate shipment across the truck from shipper to customers”. The activity is between the manufacturers and customers and the goods leaving the cross dock will be delivered to the customers who are vendors and not consumers. This is a direct logistics operation without any intermediate warehouses or known as “drop ship inventory” and the key mission is to serve as the intermediate to ensure a full-container trip to maximize the utilization capacity of each distribution round. A cross dock may be called the depot and distribution center and they are available in various regions and provinces that are central area for logistics activities. This model could solve the empty truck on back-haul trip, which has become a key problem of Thailand’s mainland transport industry. The cross dock could also act as Inland Container Depot (ICD) to link many types of transports such as transport by train, by trucks, or by sea, or by sea ports or airports, which reflects its role as significant enabler for the multimodal transport. In this model, the cross dock would serve in the following functions.





**4. Inland Container Depot (ICD):** to be the order and fulfillment center for inbound and outbound logistics. In this case, the customs formalities are required prior to delivery whereby the customs point would receive the goods from ships or aircrafts and proceed with the inventory assortment for further transport or distribution. ICD in this case is designated for activities related to inbound and outbound international logistics activities.

**5. Regional HUB:** to serve as a depot and distribution center of the region i.e. to enable the intermodal linkage operation. Its main function is to be the center for relocation of goods at the linkage points between the provinces or regions. In this

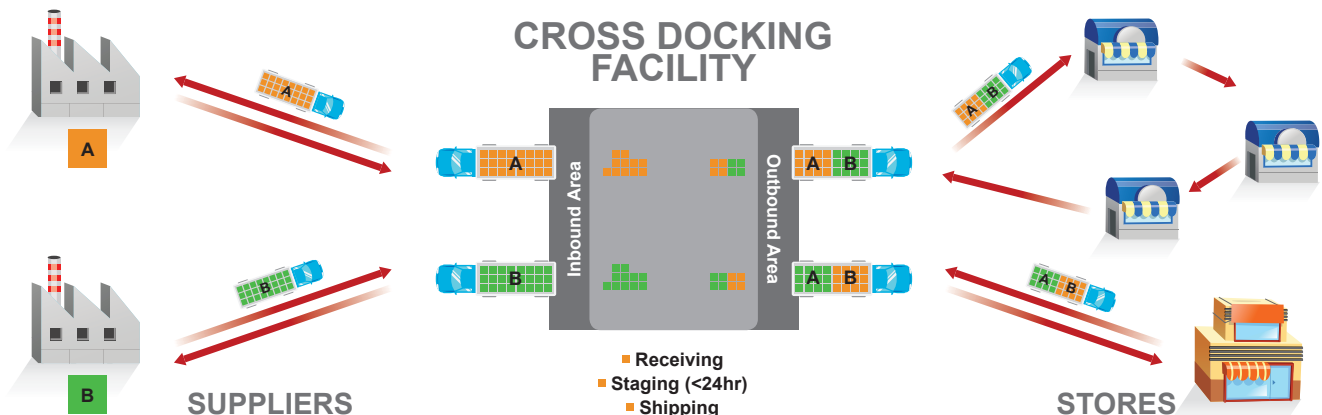
case, there remains some confusion between cross dock's function as ICD and regional hub, which actually have absolutely different function.

**Based on the above description,** cross dock is a vital logistics tool to ensure effective cost-saving activity, especially in terms of non-full load or empty back-haul trip and inventory cost, while optimizing the just-in-time delivery and elevating regional and national trade that leads to total costing efficiency. It is also a key enabler of multimodal transport, which would enhance the competitiveness of businesses as well as regional and national industries, as well as the advancement of Thailand logistics system. ■

**1. Truck Terminal Transfer:** to allow relocation of goods from one to another vehicle, which may be of similar or different formats; for example, from one to another truck, or from truck to train or other type of mainland vehicle, or to containers for sea or air freight, i.e. to be the relocation station for shifting of transport format.

**2. Loading & Unloading – Supplier / Customers:** to gather, assort, and distribute goods both at the point of entry and point of delivery as well as provide storage prior to delivery.

**3. Information Center:** to be the center of data on production and delivery of shippers to consignees such as convenience stores, groceries, mom and pop stores or department stores.







# “JustCo” Co-working Space that Lives up to Its Concept of “Let’s make work better”

For “Special column” of this issue, we are pleased to introduce TICON’s new partner “**JustCo**”, Southeast Asia’s largest provider of creative co-working spaces. **Co-Working Space** is gaining increasing popularity as this refreshing place and style of work are blending in the daily routine of the new generation’s work style. Workplace will never be boring anymore because it provides you an experience to meet new people in a different environment which greatly encourages sharing and exchanging of business ideas and skills. Special Column invites readers to check in at “**JustCo**” @ **AIA Sathorn Tower**.



**JustCo positions itself as a premium co-working space** for the new generations. Eliminating the old belief that co-working is solely for freelancers or start-ups as it also fits the needs of modern corporations looking for more flexibility. JustCo differentiates itself from others by offering the ambience that reflects its motto of “Let’s make work better”

JustCo starts off from the desire to create open work space with lively decoration for users to feel their creative juice flowing in and outside their body and soul. Moreover, it nurtures networking environment for each user to bond with others and become a strong community of business





## About JustCo

TICON's new partner "JustCo" is a provider of co-working space service from Singapore. JustCo is now available over 20 branches in Singapore, China, Indonesia, and its latest addition, Thailand. There are 2 branches of JustCo Thailand recently open at AIA Sathorn Tower and Capital Tower, All Season Place. It plans to expand the services across Asia and its next destinations include Korea, Vietnam, Malaysia, Philippines, India and Australia. JustCo is expected to be up-and-running another 100 branches throughout Southeast Asia by 2020.

innovations. A variety of packages are designed to suit various preferences. For example, JustDesk Unlimited allows members to enjoy any hot seats in this open space at only 3,900 baht/user/month while JustDesk Dedicated will reserve a member's regular space at the price of 6,900 baht/user/month. For a more personal space, JustStudio offers a private room at a price of 7,500 baht/user/month. If you need a more customized plan, JustCo is delighted to co-design it with you.

In addition to the space, JustCo provides its users with the portals to the

world to name a few postal address and office supplies like WIFI, printer, photocopier, etc. Quiet Pods are also there when you need quiet hour of your own to handle calls and so on. Recreational space is just around the corner where users to enjoy table tennis, football, and arcade games.

JustCo members can arrange for business activities and access the database of JustCo and its business alliances to leverage for the business insight and effectively boost growth to a regional level. Also, they can just walk in and enjoy the

use of JustCo space at any branches in all the countries with JustCo's presence.

**So, if you are looking for a new type of work space** filled with flexibility and full of possibility and creativity to grow your business and, at the same time, your network, check out JustCo and enjoy the fruit of your success in the way of "Let's make work better" ■

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# Take a Break



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## “Baan Suriyasai” The House of Legendary Thai Cuisine (Part I)



If you pass by Si Praya area on Surawongse Road, you would notice a two-storey wooden house painted in white. This house was built almost a century ago since the dawn of King Rama VI's era. Its elaborate design was the work of an Italian architect and it stands as a testament of great combination between Colonial and Victorian architecture. The name is “**Baan Suriyasai**” and it was once a living quarter of the Bunnag family. Currently, the place has been reintroduced as a Thai restaurant offering traditional recipes of noble families of Thailand. Each menu has a



Thai Crispy Pancake

story behind it and its uniqueness has been well preserved through decades.

Take a break is delighted to take you for a taste of excellence at Baan Suriyasai. A traditional meal would not be complete without a traditional beginning and the best way to do so, of cause, is with appetizer. We recommend a starter called **Thai Crispy Pancake**, a recipe of the house of Panomwan. As the name suggests, the crispy pancake layer wraps around scrumptious fillings consisting of crab meat, shrimp meat and fat, and bean sprouts. It tastes a little sour and goes really well with the house's secret recipe of cucumber and shallot relish.

Next, time to enjoy a main dish, we suggest the **Chilli Jam Rice**, the Traditional recipe of M.L. Pong Malakul. According to the original cookbook from M.L.Pong Malakul, the ingredients behind this



Chilli Jam Rice

tasty rice bowl are chilli jam, chicken, pork belly, grilled fish, salted yolk, and dried shrimp. Mixing everything together with proper proportions, then this seasoned rice is all yours. There are various side dishes for this menu, namely fresh vegetables, sour mango, rice crackers, fried damask rose. It tastes sweet and sour, which would be favored by those who prefer non-spicy food.



Seasoned Fermented Fish  
Served in Grilled Coconut

Another recommended main dish is **Seasoned Fermented Fish Served in Grilled Coconut**. A tribute to the recipe appeared in the renowned Thai novel Four Reigns. The fermented fish is well-seasoned and served in grilled coconut and accompanied by fresh and vegetables. No wonder the dish can satisfy

all senses. Also, there is a surprise in how it is served, which shows delicacy in every detail. If you are familiar with Thai fermented fish and you could not stand its stinky smell, this menu will change your perception of fermented fish entirely as the right proportion of spice like wild ginger and turmeric is delicately blended to give the aroma that would make you barely remember any fermented fish in your past experience. This dish goes superbly with fresh vegetables or rice.

**Stay tuned for we have desserts in store** for your dining pleasure in the next issue. ■



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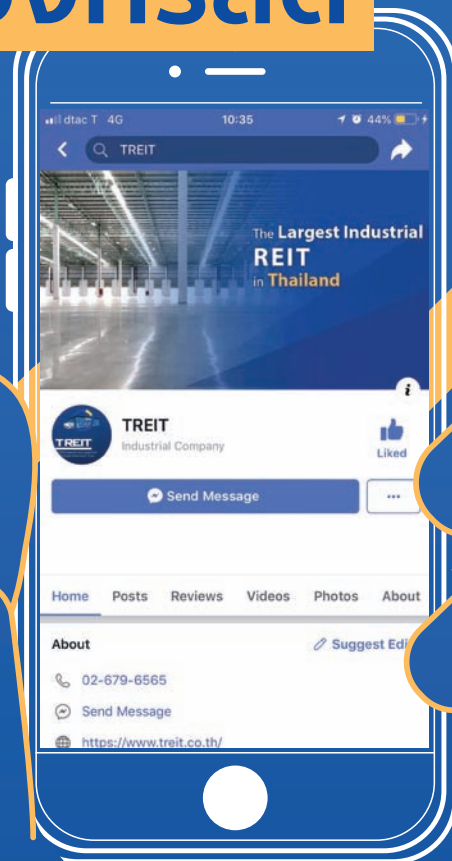
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# TREIT

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