



## Study Tour Builds Insights and Relationships

A successful two-week tour of Europe by Loscam's Executive Management team has brought useful insights and strengthened industry connections.

When Loscam's senior executives embarked on a study tour of Europe in September, a busy schedule was mapped out for them. That schedule included numerous visits to pallet pooling and equipment hire companies to understand their markets and operations, to share ideas and to bring back opportunities and insights.

"We wanted to share ideas and build relationships with these businesses in Europe – we do share global customers – so we wanted to look at how we can work together to provide better solutions and services to those global customers. It was great to find other businesses with different challenges and issues in another region that we can work with in sharing ideas and opportunities to refine our businesses," says Sirin Limpaitoon, President of Loscam.

"This trip looks at different pooling business and operations, to analyse different business models, to look at the different products they offer and to see what might be applicable to our customer base in our markets."

**"...WE CAN WORK WITH IN SHARING IDEAS AND OPPORTUNITIES TO REFINE OUR BUSINESSES."**

The management team had a very intensive schedule during the 14 days by making a few stops at Turkey, France, Belgium, London, Amsterdam, Netherlands and Sweden, respectively visited businesses from packaging solutions providers to local retailers.

In essence, the management unanimously agree the learnings and experiences overseas are about keeping Loscam in touch with global trends.

"We can learn, come back to our markets and implement changes that deliver value to the customers," says Sirin.



Retired pallets continue to serve the society

# One LOSCAM

*Your Pooling Solutions Partner*

ISSUE 27

## Loscam Fresh Fills a Gap



## Customer Story: Pushing the Boundaries

## Loscam Expands to Myanmar



# Contents

President Speak	2	Vietnam Pooling and Warehouse Management Workshop	9
Strengthening Loscam Strategic Stronghold	3	Loscam Malaysia Employees Annual Meeting	9
Loscam Fresh Fills a Gap	4-5	Loscam Vietnam Library Project	9
Customer Story: Pushing the Boundaries	6	Loscam China - Greening the Concept	10
Australia & New Zealand Market Updates	7	Recognition for Loscam's Quality and Contribution	11
Loscam Expands to Myanmar	8	Loscam China Staff Skills Competition	11
Depots Relocation for Enhancing Service Loop	8	Insightful European Study Tour	12

## President Speak

I read the latest issue of our publication with excitement as it reminded me of the commitments our team have made. 2015 was a year marked with making and embracing change, testing possibilities and setting new agendas.

To judge our results solely on statistics in my view does 'injustice' to what goes on behind the scene, one in which every Loscam employee works tirelessly with full dedication under the Loscam Principles to ensure that we deliver on our promises to the customers, the market and the Company.

It is with this that I like to focus on fulfillment – our fulfillment in streamlining internal operations, transforming concepts and ideas into solutions and products, establishing and navigating new markets / frontiers and giving back to the community.

We positioned some of our depots to facilitate seamless inter and intra-countries logistics loops. Listening and responding to our customers' voices led us to this new arena and this is how we will continue to work with our customers and business partners. Our working relationship with Boundary Bend Olives is solid testament of this.

Each time we set foot in a new market or enter into a new business the experience is bittersweet. There are always challenges to embrace. The Fresh Food business and our entry into Myanmar is no exception. In this light, we are appreciative and grateful for the support from local governments, related organisations and stakeholders involved in these initiatives.

Loscam continues to actively participate in conferences and workshops to update our customers and the industry about the latest developments, as well as to openly engage stakeholders to explore what could be done better with pooling systems and solutions.

As in previous years, the end of 2015 was marked by internal and external awards ceremonies. The industry awards Loscam received in China recognises our efforts in developing a standardised pooling system and shifting traditional thinking and practices to a new horizon. Our internal awards, in the meantime, gives us the opportunity to recognise members who enhance our reputation in the industry.

Amongst our other projects, CSR and staff programs remain high priorities. We value the active and committed participation of our ANZ, SEA and China teams, in which collective efforts that transcends across the group is the overriding principle, in line with our One Loscam philosophy.

We are past the first quarter in 2016. The plans we set in January are still fresh in our mind but at the same time we continue to brainstorm what else we can achieve this year. Please excuse our exuberance, it is something that drives us at Loscam where planning ahead is just a norm and what we do here!!

**Sirin Limpaitoon**  
President



## Strengthening Loscam Strategic Stronghold



**Kenny Tan**  
Executive Vice President –  
South East Asia

On 1<sup>st</sup> January 2016, we confirmed two promotions to strengthen our strategic stronghold across the South East Asia region.

Kenny Tan was appointed Executive Vice President – South East Asia and he will be responsible for the business performance of the entire SEA Region.

Kenny joined Loscam Malaysia as Country Manager in 2001. He successfully turned the business around and grew it exponentially. He was promoted to General Manager – SEA in 2007 where he was responsible for Malaysia, Singapore and Indonesia. In 2009 Kenny was appointed SEA Regional Manager for Key Accounts and relocated to Singapore. The following year he was promoted to Senior Regional Manager and was appointed Vice President – South East Asia in May 2015.

Meanwhile, Patrick Chan will be appointed Director, Regional Business Development – SE Asia and Taiwan. Using his passion, commitment and hard work, he will lead our business development activities in both SEA and North Asia.

Patrick joined Loscam Hong Kong in 2006 as Sales Manager. Within a short time, he helped Loscam become an undisputed market leader. With the success of our Hong Kong business, he took on additional responsibility as Sales Manager for Hong Kong and China in 2008. Two years later he was promoted to Sales Director for Greater China and was then appointed Deputy General Manager for Greater China in 2015 where Patrick was responsible for all sales, customer service and marketing activities. He has played a critical role in the success of our businesses in China and Hong Kong.

"SEA is a very diverse region, both culturally and from a business environment perspective. I am grateful to be given the opportunity to drive the vision and strategic objectives for Loscam in this region. It is my privilege to work with a committed and passionate team in the region, and a fully supportive management and leadership team," says Kenny.

"To work with such energetic Loscam team in SEA & Taiwan, I'm more than happy to take this new challenging role, to make something new & make something happen," says Patrick.

"I would also like to take this opportunity to thank Kenny for his loyalty and passion, and Patrick, for his contribution and dedication during the past 9 years. I wish them both success in these challenging roles," says Sirin, President of Loscam.



**Patrick Chan**  
Director, Regional Business Development –  
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ON THE COVER: Loscam Fresh Fills a Gap



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# Loscam Fresh Fills a Gap

## Loscam Fresh continues to make key inroads into the produce market in New Zealand

On the back of continued sales growth and strong support across the produce industry, demand for Loscam Fresh crates rose this summer to record volumes.

"We have been delighted with the feedback on the quality and availability of our crates which has led to strong sales performance way beyond our initial expectations," says Hans Wouters, National Manager – Produce Solutions Loscam NZ.

"I believe the market was initially supportive of our market entry based on historical shortfalls during peak periods. However, these same customers are also realising that the quality of our crates is excellent and that the pricing is competitive.

"It's a positive change for us and I believe it's a result of Loscam Fresh becoming better known in New Zealand. Our profile is increasing, we've lifted our presence in the marketplace, and the more people see our crates out there, the more willing they are to give us a try."

**"...THE MORE PEOPLE SEE OUR CRATES OUT THERE, THE MORE WILLING THEY ARE TO GIVE US A TRY."**



Loscam Fresh issued its first produce crates into New Zealand in September 2014 and since then the business has invested strongly in its operations. The flagship site in Auckland is conveniently located near the motorway in Penrose and has an automated wash site and large storage facility with 1000m<sup>2</sup> under cover. The washer was sourced from Europe and has the capacity to wash a significant volume of crates each day to support an impressive gain in market share.

There are also issue and return sites around the country, including in Pukekohe, Tauranga, Hamilton, Gisborne, Hastings, Palmerston North, Wellington, New Plymouth, Christchurch Nelson and Dunedin.

Hans says the strengths of Loscam Fresh beyond the quality and performance of the crate are the ready availability of stock, a streamlined IT, invoice and statement system for customers, and short wait times – when a truck arrives at a Loscam Fresh depot they wait for as little as five minutes on average.

Hans believes the next logical step for Loscam Fresh is to provide customers with display ready bins designed with user-friendly moving floors.

"We're starting to see a demand for retail ready half-size display bins from growers and from the Foodstuffs food distributor and retailer," he explains.

"We have three or four sample bins on trial at the moment. When you put more weight in the bin the floor goes down, but as produce is sold and the weight in the bin becomes lighter the floor moves upwards. This means that people don't have to bend over as far to reach produce from the bin. It's a more customer-friendly and convenient design and customers are requesting this product."

The trial of this latest retail ready bin is another indication that the supply chain is constantly looking for innovation and improvements, says Daniel Bunnett, Executive Vice President – Australia and New Zealand.

"Customers are looking for solutions that will add efficiencies in their supply chain network and also add benefits to the environment. New Zealand in particular has lead the way in moving away from traditional packaging solutions like cardboard and has instead widely embraced crates as a preferred product," says Daniel.

"We launched Loscam Fresh with the aim of ensuring we bring these solutions with added innovation and benefits to our existing large customer base across the region to support them as they grow.



Daniel Bunnett, Executive Vice President of Australia & New Zealand (left) and Hans Wouters, National Manager, Produce Solutions at customer's Fresh Produce DC.

"Loscam is not just a pallet company and during the past five years we've made enormous inroads in expanding our product offerings. This has seen the launch of display pallets, beverage trays, intermediate bulk containers, and now, the crates within Loscam Fresh."

Daniel describes the New Zealand landscape for Loscam as 'exciting' and providing plenty of opportunities for the business to introduce competition and quality products.

"We're bringing in products that are strong, well-constructed and a significant innovation in engineering and we support that with a high-tech, purpose-built wash facility," he says.

"This brings opportunities for our customers in New Zealand and beyond as we look to expand these services across Asia-Pacific. We've been able to start Loscam Fresh in a mature market and learn a lot through that process, and when Australia and other markets within Asia Pacific are ready for these same products or additional competition, we are ready to go."

**"WE'RE BRINGING IN PRODUCTS THAT ARE STRONG, WELL-CONSTRUCTED AND A SIGNIFICANT INNOVATION IN ENGINEERING AND WE SUPPORT THAT WITH A HIGH-TECH, PURPOSE-BUILT WASH FACILITY,"**

Hans says a challenge for Loscam Fresh has been breaking into a mature market.

"It can be difficult to sell change in a mature market like New Zealand's produce crate sector but when you can offer a quality product and service and an improved financial package the sell is less challenging," he says.

"We've kept working with all key stakeholders including growers, markets and retailers to develop and maintain relationships, to keep moving forward and to grow our profile in the industry. And we issue good, clean dry crates and have stock ready for pick up.

"We want to continue to grow our customer base, to continue to improve our relationships with these key stakeholders, and to give customers delivery in full and on time. We have capable competitors so we have to stay on our toes - but it's a challenging and exciting time."

## Crate Business in China Takes Off

Loscam China has successfully launched a pilot Crate Pooling Project with a leading local retail chain. The project uses a trip fee and deposit-refund model and the results of the project so far are encouraging.

The model has integrated well with store operations, improved operational efficiency at the company's DC, improved the replenishment speed of local stores and produced cost savings. The project supports Loscam's 'one touch' philosophy that aims to reduce the wastage that occurs with multiple handling along the supply chain.

Loscam China now plans to extend the Crate Pooling program to other DCs.

Loscam China is also preparing for the development of its crate business by teaming up with global returnable transit packaging provider, Schoeller Allibert, to create a more localised model for the Chinese market. A reverse logistic service and IT system upgrade is being carried out to ensure the effective control of crates through the supply chains. The first environmentally-friendly crate washing facility in the region has also been developed to ensure a steady supply of hygienic crates to customers.



# Pushing the Boundaries

During olive season, Boundary Bend Olives in Victoria moves six to seven million litres of oil from its groves to its processing facilities. Once the oil is processed and bottled, Loscam helps get the product to supermarkets across the country...

Mid-April to late June is a busy time of year for the team at Boundary Bend Olives. It's harvest time and staff work around the clock in the olive groves located around Victoria.

The freshly-picked olives are then transported to the company's processing facilities – the business has two of the top 10 facilities in the world – in large stainless steel tankers. Last year they processed more than 77,000 tonnes of olives to produce 13.8 million litres of quality oil.

The oil is then bottled and ready to be distributed to supermarkets across Australia. Since early last year, Boundary Bend has worked with Loscam to ensure its Cobram Estate and other products arrive at stores safely and on time. The Lara bottling plant manages around 300 major orders a month.

"In the past we experienced challenges in tracking pallet assets. As our company grew and our pallet use fluctuated, we developed systems and people to help us manage pallet movements," explains Alistair Gray, Logistics and Purchasing Manager.

**"LOS CAM HAS DELIVERED ON ALL ITS PROMISES. THEIR INVOICING IS SPOT ON, THE PALLETS ARE OF HIGH QUALITY, THE PALLET TRANSFER SYSTEM WORKS WELL AND THERE IS STRONG CUSTOMER SERVICE IF AND WHEN REQUIRED."**

Boundary Bend introduced Loscam to its operations on the basis of product, price and service.

"We also consider the potential impact or disruption to the business when making changes, and support in transitioning to a new supplier and ongoing service is important," says Alistair.

"We're not pallet experts – we're just trying to sell our oil – so we need to know that the pallets we use are in good enough condition at supermarket level so we don't get any rejects from our customers.

"Loscam has delivered on all its promises. Their invoicing is spot on, the pallets are of high quality, the pallet transfer system works well and there is strong customer service if and when required."



Alistair Gray, Logistics and Purchasing Manager of Boundary Bend Olives

## Loscam Australia Supports Foodbank & Swags for Homeless



China Merchants Charitable Foundation recently presented cheques worth A\$20,000 each to two neighbourhood charities in Australia - Foodbank and Swags for Homeless.

Since 2007, Loscam has been supporting Foodbank nationally by providing pallets, bins and Gpak's at little or no cost to the charity. This most recent financial donation allows Foodbank to stock its staple food program, the Big One, with an additional 280,000 meals.

"Loscam already provides around A\$50,000 worth of pro-bono pallet hire which allows us to ship approximately 10 million nutritious meal equivalents to Aussies and their families," says Tony Gatt, Business Development & Fundraising Manager of Foodbank.

Foodbank is the largest hunger relief organisation in Australia. Last year, it rescued 32 million kilos of food destined to be dumped and turned it into 40 million meals.

"Loscam Australia is proud to have partnered with Foodbank and to support their ongoing efforts in feeding those in need across the country. Our A\$20,000 donation will go towards producing thousands of meals for the hungry. We will be further supporting this fantastic initiative with volunteer work within their operations," says

Daniel Bunnett, Executive Vice President for Australia and New Zealand who presented the cheques.

Loscam is also supporting Swags for Homeless, a charity that provides backpack beds to the homeless. The lightweight Backpack Bed, which rolls out to an all-weather protected bed with built-in mattress, is a 2.9 kg single-person emergency bed. The design was awarded the 2011 Australian Human Rights Award from the Australian Human Rights Commission.

Swag for Homeless partners with more than 400 welfare agencies across Australia to distribute Backpack Beds and the beds are also now being given to homeless communities in the USA, New Zealand, UK, Germany, Canada and Spain.

"Loscam Australia is proud to have partnered with Swags for the Homeless and to be helping to provide shelter across Australia. Our A\$20,000 donation will allow hundreds of new swags to be provided to those in need," says Daniel.

"Every night across Australia there are homeless people sleeping on our streets. These funds will ensure more homeless people are kept healthy and safe with dignity until they find shelter," says Tony Clark, Founder and CEO of Swags for Homeless.



Cheque presentations by Daniel Bunnett, Executive Vice President of Australia & New Zealand (from top to bottom) Ms Lisa Clarke, Operations Manager and Co-designer of Backpack Bed of Swags for Homeless and Mr Tony Gatt, Business Development & Fundraising Manager of Foodbank.

## Loscam Recognition Program - Loscam Executive Vice Presidents Award



(From right to left) Sirin Limpaitoon, President of Loscam; Irene Radford, State Manager of Queensland, Loscam Australia; Damien Plumptre, Customer Service/Sales Executive of Queensland, Loscam Australia; Daniel Bunnett, Executive Vice President of Australia & New Zealand

Recognising our employees' dedication to the business is a high priority for Loscam and the Executive Vice President's Loscam Recognition Program is a celebration of the great work of our team.

President of Loscam, Sirin Limpaitoon, and Loscam's Executive Vice President of Australia and New Zealand, Daniel Bunnett, were both present on 13th November at the RACV Club Wine Room in Melbourne, to honour Damien Plumptre, Customer Service/Sales Executive who is this year's Award recipient.

Damien joined our Queensland team in 2008 and was nominated by the Victorian CS team for his support in covering a key staff member who was on extended leave and for his responsiveness to customers' needs. He also received the LRP EVP Award for his efforts in coordinating the Loscam User Group forums for his Queensland customer base and for his hard work, passion and commitment to Loscam.

Finalists were: Warren Downie - Business Process and Systems Consultant (Box Hill), Rhys Dent - Leading Hand (Wingfield), Damien Plumptre - Customer Service/Sales Executive (Rocklea), Shaun Hinds - Pallet Repairer (Rocklea), Chris Bacon - Maintenance Supervisor, Evan Papamichail - Production/OH&S Supervisor (Wetherill Park) and Nicholas Blacklock - Sales Executive (Wetherill Park).

"I am proud to lead this wonderful team and I look forward to another great year in 2016," says Daniel Bunnett.



## Loscam Expands Pallet Pooling Services to Myanmar



On January 26, 2016, Sirin Limpitoot, President of Loscam, officially announced Myanmar as the 7<sup>th</sup> country in Southeast Asia where Loscam has operations. Loscam has established its first depot in Yangon - a warehouse site of over 1,500sqm to provide pallet pooling services to the region.

Loscam Myanmar establishment is an important step in strengthening the business's key position in supply chains within ASEAN, particularly with the implementation of AEC (the ASEAN Economic Community). The country is regarded as one of the fastest growing and most promising economies in Asia Pacific, with real annual GDP growth exceeding 8% for the last few years.

"Entering the vibrant Myanmar market is part of our strategy to fulfil our commitment to our customers," says Mr. Kenny Tan, Loscam's Executive Vice President - South East Asia.

"Customers are increasingly moving goods through palletisation and the benefits of pallet

pooling become more evident with the involvement of the logistics supply chain. Moving manufactured goods from traditional manufacturing hubs, such as Thailand, to consumers in emerging countries is now made easier with Loscam's cross border pooling capability. With the support of Loscam's well-established service network in the region, our customers are able to utilise Loscam's pooling services to increase supply chain efficiency and lower logistics costs."

**"PALLET STANDARDISATION WILL BE A KEY SUCCESS FACTOR AND LOSCAM IS COMMITTED TO CONTRIBUTING TO MYANMAR WITH OUR IMMENSE ASIAN EXPERIENCE,".**

ECR Asia standard pallets will be the main pooling product for the Myanmar market initially but further solutions will be developed for various industry sectors. And within the next five years, Loscam Myanmar's pallet pooling service network

will cover key economic areas in the country.

"As the consumer market booms in Myanmar, strong and efficient supply chain practices are critical to cope with such growth. Pallet standardisation will be a key success factor and Loscam is committed to contributing to Myanmar with our immense Asian experience," says Sirin.

Senior management and management teams from Loscam's regional offices, Government and industry officials, customers, working partners and media attended the opening celebration. Mr San Myint, Deputy Director of General of Directorate of Investment & Company Administration, and Captain Aung Khin Myint, Chairman of Myanmar International Freight Forwarders' Association and Vice Chairman of Asia Pallet System Federation (Myanmar), were the officiating guests for the Ceremony. Representatives from Coca Cola, Carlsberg, Nestle and URC also attended.

### Depots Relocation for Enhancing the Service Loop

To manage its expanding customer base, Loscam Indonesia moved to a new depot at Ngaliyan, Semarang. The 2,000sqm depot is 45 per cent bigger and accommodates five groups of repair lines during the day. The larger outdoor area also means a faster issue and de-hire experience for customers.

And Loscam Malaysia has opened a newly-located Johor depot at Mukim

Semai. The 15,500sqm depot has a 13,000 pallet capacity and is situated beside a main road for easy customer access. The site has a bigger turning radius so large trucks can navigate easily inside the depot. Our endeavor to environmental protection also incorporated by using modern lightings, such as LED flash lighting system.



## Pallet Pooling and Warehouse Management Efficiency Workshop in Da Nang Vietnam



With the new depot operating well in Da Nang, Vietnam's fourth largest city, Loscam Vietnam conducted a Pallet Pooling and Warehouse Management Efficiency Workshop for major manufacturers and retailers in the city. The November workshop was designed to help the industry understand how pallet pooling increases supply chain efficiency and lowers logistics costs.

Successful pallet pooling experiences in other Southeast Asia countries were shared and Loscam's new pooling products, such as pallet cages and cross-border pallets, were on display. Loscam pooling experts from Vietnam, China and Thailand introduced new pooling solutions and introduced the latest technologies and applications in warehouse and DC management.



Upper to bottom: Interior of the new library; Opening Ceremony by LanAnh DoThi, Country Manager of Loscam Vietnam

## Kids' Smiling Shines Loscam-Sponsored Library in Vietnam

B O Lam Primary School in the Tri Ton District of An Giang Province in Vietnam was filled with laughter in December 2015 as children gathered for the opening of a new library sponsored by Loscam Vietnam in partnership with Loreto Kids Charity.

Representatives from Loscam and the Loreto Vietnam Australia Program (LVAP), teachers and students took part in the opening.

LVAP is a registered international non-government organization in Vietnam dedicated to the reduction of poverty through educational opportunities for underprivileged and disabled students.

"Loscam is honoured to make a contribution to such a meaningful project. Children are the future of our country and the world and we all strongly believe that reading educates and entertains children, preserves cultural values and transforms and inspires," said LanAnh DoThi, General Manager of Loscam Vietnam.

Children were fascinated by the colourful decorations of their favorite cartoon figures inside and outside the library room and couldn't wait to explore the bookshelves and new book displays. The books were donated by Loscam staff in Vietnam and overseas and by Loscam customers. Here, Loscam would like to express our gratitude



### Loscam Malaysia Employees Annual Meeting

An Annual Meeting brought 2015 to an official close for Loscam Malaysia. The meeting is an annual event for the Malaysian team and it's an opportunity for colleagues to catch up with each other, to receive company updates, to hear a summary of performances for the year and to receive direction for the next year.

The agenda included company performances, new solutions briefings and details of company changes and challenges in 2015. An inter-departmental understanding was also part of the event. Time was also spent on revisiting Loscam's Principles and equipping employees with a deeper understanding of each other's role and responsibilities and the importance of effective communication and co-ordination. Awards were also presented to the best-performing employees of the year.

to the customers who made donations and who share the company's passion for helping children to learn.

**"CHILDREN ARE THE FUTURE OF OUR COUNTRY AND THE WORLD AND WE ALL STRONGLY BELIEVE THAT READING EDUCATES AND ENTERTAINS CHILDREN, PRESERVES CULTURAL VALUES AND TRANSFORMS AND INSPIRES,"**

Community and Corporate Citizenship is one of Loscam's core values and the business aims to be a good corporate citizen and to create value for the communities in which it operates. As a business that has supported employees and communities for over 70 years, Loscam has a strong commitment to making a positive contribution to those communities.

Loscam has been involved with various NGOs in Vietnam and the Library in B O Lam Primary School is the beginning of a partnership with LVAP that will establish further libraries for disadvantaged kids. Funding will train librarians and transform uninviting store-rooms into bright, inviting and 'friendly' library rooms. Loscam will continue to work with NGOs like Loreto to foster future encouraging learning environments.



# Loscam China - Greening the Concept at the CeMAT Asia 2015 and 2015 CHINASHOP

## CeMAT Asia 2015

The leading intralogistics and supply chain management event in Asia Pacific - CeMAT Asia - was held in Shanghai New International Expo Centre in October.

Loscam attended to promote its pallet pooling systems and showcase its returnable packing solutions in China. Visitors had an opportunity to see the company's innovative returnable concepts, products and solutions including the ECR wooden pallet, repairable plastic pallet, pallet cage and produce crates.

Using retired pallets as its core décor, the Loscam exhibition booth was a highlight in the exhibition hall. The choice of décor reflected Loscam's achievements in recent years in recycling wooden pallets.

## Loscam and The 2015 CHINASHOP

The 2015 CHINASHOP took place at Wuhan International Expo Centre. Nearly 700 exhibitors showcased their latest technologies and products, revealing how optimisation in logistic procedures and efficiency can be achieved and injecting new ideas into the retail industry revolution.

Loscam China showcased pallets, pallet cages and produce crates that offer returnable packaging solutions at different stages of the supply chain.

**"LOSCAM FOCUSES ON THE DEVELOPMENT OF 'ONE TOUCH' PACKAGING SOLUTIONS THAT GO FROM FARM TO END RETAILERS, REDUCING THE AMOUNT OF HANDLING REQUIRED,..."**

Loscam facilitates the development of professional pallet pooling systems, offering returnable packaging solutions and helping the retail industry modernize the logistics process. At the same time, Loscam works with customers to solve problems such as limited land and storage space and assists producers and retailers in reducing their logistic costs, raising efficiency, speeding up storage and turnover, reducing product damage, cutting labour resources and reducing carbon emissions.

The 17<sup>th</sup> China Retail Industry Convention also took place with more than 2,000 representatives gathering to learn the latest industry trends, demands and solutions.

Loscam was invited to participate in one of the six featured forums - 'The Building of Free Brand and Supply Chain Optimisation - Shaping the



Loscam booth attracted visitors' attention and initiated discussions.

Core Competitive Edge of Enterprises'. Scott Chi, Head of Solutions for Loscam China, also gave a presentation on 'Fresh Produce Supply Chain Returnable Packaging Solutions'.

Loscam focuses on the development of 'One Touch' packaging solutions that go from farm to end retailers, reducing the amount of handling required, increasing efficiency, decreasing transportation costs and reducing the amount of damage to fresh produce.

Scott explained how unitized equipment creates benefits to growers by offering greater protection, temperature control and water proofing, while increasing loading capacity, reducing manpower and decreasing adverse effects on the environment. The returnable mode of unitized equipment also ensures that equipment can be supplied on time, it raises equipment turnover rate and reduces equipment maintenance and management costs.

# Recognition for Loscam's Quality and Contribution

## Pallet Quality and Brand Enterprise in China Brand Award

In December, Loscam China received the 'Pallet Quality and Brand Enterprise in China' Brand Award at the 2015 China Pallet International Conference & 2015 Annual Meeting of Global Pallet Entrepreneurs.

The event was organised by the Asia Pallet System Federation and The Pallet Professional Committee of China Federation of Logistics & Purchasing at Sichuan Chengdu.

Loscam was the Conference Special Supporter and was the keynote speaker for this year's conference. Loscam's presentation was on 'Pallet Enterprises - Operating and Developing Ways under the Condition of New Normal'.

The conference facilitated face-to-face meetings between international brands and entrepreneurs and was an opportunity to share new insights for the industry.

Ansen Gao, Deputy General Manager of Loscam China, made a presentation on 'Returnable Packaging, the Status Quo, Challenges and the

Future'. He shared in-depth analysis about standardised pallet pooling and common operational problems encountered in promoting pallet standardisation. Ansen also shared real-life cases about palletised delivery operations between retailers and suppliers.

## National Warehousing Industry Development Outstanding Contribution Honour

In November, Loscam attended the Association of Warehouses and Storage 5<sup>th</sup> Delegation Conference held at Beijing Jiuha Convention & Exhibition Centre.

A presentation on 'Warehousing Trend and Forces in the New Environment' encouraged discussions on development trends in the warehousing industry and innovation development and explored opportunities for cooperation and resources sharing.

2016 is the 20<sup>th</sup> anniversary of the Association which is dedicated to innovating and leading the transition and advancement of the warehousing industry. A series of awards were presented including Loscam being recognised for



standardised palletisation and green logistics and receiving the National Warehousing Industry Development Outstanding Contribution honor.

During the conference, Loscam was also nominated as Vice President of Enterprise Representative for the 5<sup>th</sup> term of the Council.

# Debut China Merchants Loscam Frontline Staff Skills Competition Closes

In December 2015, the inaugural Frontline Staff Skills Competition was launched at Guangzhou Depot with a 'Service, Safety and Quality' theme.

Eight repairers and four forklift operators from Huadong, Huanan, Huabei and the Central West region took part in the competition. Ansen Gao, Deputy General Manager of Loscam China, was invited to judge the event.

The competition was devised by Operational Management to foster a passion of 'To Learn, To Compete, To Practice' among operations staff and to advance their skills. The event is also a useful tool for talent selection and employee development.

A range of tasks tested the competitors' skills, including stringer board sawing, deckboard nailing, stringer and block mounting, logo painting and loading and unloading. Each depot's Senior Management also attended the competition and offered feedback to the competitors.

The 12 competitors proved their professionalism through their confidence and completion of the tasks and enjoyed the opportunity to broaden their knowledge and to raise their overall operational skills.

Loscam plans to make the competition an annual event.

