

NEWSLETTER FROM  
TICON GROUP

# FORWARD

July-September 2015 | ISSUE 7

Get Behind the Scene  
and Know  
**the Built-to-Suit Team**  
(Built-to-Suit Warehouse)

Thailand Moves  
Ahead with  
**“Special  
Economic Zones”**  
(Part 2)

**Concerns about  
Foreign Investment**  
in Thailand  
(EP.1)

TICON FACTORY

TICON

ROJANA  
INDUSTRIAL PARK

**TICON** in  
**Rojana Industrial  
Park** (Prachinburi)  
is Ready for  
**The Automotive Industry's  
Demands**

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**TOTAL 4** MILLION  
**SQ M**

*Right warehouses...Winning Locations*



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**TPARK**

## Message from the Managing Director

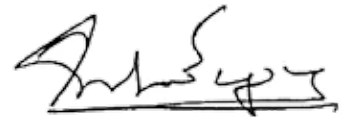
Hindered by the economic slowdown in the first half of 2015, investors and business operators shifted their business strategies and directions to focus more on sustainment. However, I believe that amid the crisis come the opportunities. We need to reach out and adapt to the time of uncertainty and lead our business on the thriving path for enhanced strength and stability.

TICON Group also undergoes the same circumstance and we are adapting to the situation as well. We seek for new opportunities based on our observation that businesses that previously purchased land for factory construction now opt for a different approach. In the time of uncertainty, they prefer to entrust quality warehouse service provider such as TPARK projects to let the ready-built,

fully-equipped warehouses with immediate availability and cost-saving from huge construction investment. Another rising trend we identified is that there are more SME business operators looking for quality facilities that fit their demand.

As such, we recently introduced the mini-factory, ranging from 550-sqm. size to best respond to their needs.

Adaptation is significant, but so is the ability to maintain the core focus. For us, we adhere to the availability both in terms of ready-built building design and land for development in strategic locations. This is the heart of our service offered to all TICON customers. The TICON Group would like to assure our customers and investors that our business shall continue to move forward continuously to live up to our standard and to secure our leadership in the factory and warehouse service provision industry.



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

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J-PARK

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# Thailand Moves Ahead with Special Economic Zones

## (Part 2)



### Privileges may include:

**Businesses in promoted types shall get privileges equal to those enjoyed by entrepreneurs investing in 20 provinces where per-head income is low.**

Additional three-year exemption from juristic persons' income tax

In events that the businesses have already enjoyed eight-year exemption from juristic persons' income tax, they shall get a 50 percent reduction of juristic person's income tax for five years.

Double tax deductions from the costs of transportation, electricity and water supply.

Additional 25 percent tax deduction from the cost of installation or construction of facilities

Exemption of import duties on machinery.

Exemption of import duty on raw or essential materials for use in production for export.

Non-tax incentives

### Other businesses

Juristic persons' income tax rate imposed on their profit shall reduce from 20 to just 10 per cent for 10 accounting cycles provided that:

- 1) Their products/services are manufactured in SEZs
- 2) They set up new businesses or make business expansions in the SEZs
- 3) They submit applications to set up their businesses/make business expansions and officially request privileges by 31 December 2017.



**Upon hearing the SEZ concept**, many Thais get confused. Some of them even wrongly believe that when SEZs spring into services, there will be no

need to establish industrial estates anymore. Some go as far as suggesting that the special unit for SEZ management will be replacing the I-EA-T in the end. But the truth is that the I-EA-T will remain in place and go ahead with setting up industrial estates, industrial zones and industrial parks where appropriate. Some of these estates will also go up in SEZs. Thailand's SEZ policy only seeks to identify "areas" with potential. Once an area becomes an SEZ, the government offers privileges to entrepreneurs in the area. The government may even set up "one-stop-service investment centers" or facilitate special hiring process involving alien labor there.

# Guideline for the Amendments to the I-EA-T Act

I-EA-T Act	Proposed Amendments
<b>Amendments proposed to streamline work process and increase Thailand's competitiveness against neighboring countries</b>	
1. The Act does not give the I-EA-T any authority to set up a company limited or a public company limited to promote businesses related or useful to its objectives. As a result, the I-EA-T now can only promote those businesses by buying/holding shares of interesting companies.	If the Act is amended, the I-EA-T shall have authority to operate industrial ports and public utilities services needed at industrial estates, without any need to seek permission or concession mentioned in the No. 3 and No. 4 of the 58th Revolutionary Council Order.
2. The Act does not give the I-EA-T any authority to join any overseas businesses even when they are related or useful to its objectives.	If the Act is amended, the I-EA-T shall have the authority to engage in overseas businesses that are related or useful to its objectives.
<b>Amendments proposed to motivate investors to invest in Thailand-based industrial states</b>	
1. The Act does not give foreign industrial/commercial entrepreneurs the privilege of condominium ownership other than what is allowed by condominium-ownership laws.	With the amendments, the I-EA-T shall have the authority to grant foreign industrial/commercial entrepreneurs a privilege of condominium ownership at the percentage it deems fit, regardless of what other laws say.
2. Article 49 of the Act	The new Article 49 shall state that "Materials imported into the Kingdom, or domestic raw materials brought into free zone for the purpose of export shall not be subject to the laws in relation to the control of import to the Kingdom, export, or possession or utilization of those materials or to the control of standard or quality of, or seal affixing or marking to those materials.

## The Role of I-EA-T in Special Economic Zones

To embrace bigger scope of work and to make necessary preparations for the upcoming ASEAN Economic Community (AEC), the I-EA-T is seeking to improve the I-EA-T Act. The goal is to ensure that the revised law will grant authority for the I-EA-T to conduct wider scope of works including overseas businesses, and joint investments with Thailand's private sector so as to promote some types of businesses.

"However, the government must introduce integrated policies and mechanisms in support of the SEZs to ensure that they can thrive on a sustainable basis."

**SEZs are considered** among the tools to reduce development gap. With SEZ concept, Thailand's border provinces have a good chance of blossoming into new economic hubs. However, the government must introduce integrated policies and mechanisms in support of the SEZs

to ensure that they can thrive on a sustainable basis. Privileges for SEZs must be designed carefully in a way that best suits Thailand's economic system, and encourage participation by private and people's sectors. ■

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

THE TABLE BELOW SHOWS THE COMPARISON OF FOREIGN DIRECT INVESTMENT IN THAILAND FOR THE FIRST FIVE MONTHS OF 2014 AND 2015 (\*) WHICH IS COMPILED FROM THE BOI STATISTICS. AS YOU ALREADY KNOW, THE PREVIOUS INVESTMENT PROMOTION ACT EXPIRED AT THE END OF 2014 AND THE GOVERNMENT ANNOUNCED THAT IT WOULD LAUNCH THE NEW INVESTMENT PROMOTION POLICY FROM JANUARY 2015. AFTER THIS ANNOUNCEMENT, MANY INVESTORS RUSHED TO BOI IN DECEMBER LAST YEAR TO OBTAIN INVESTMENT PRIVILEGES UNDER THE OLD ACT WHICH RESULTED IN THE RECORD-BREAKING APPLICATIONS AND RESPECTIVE INVESTMENT AMOUNT.

*(\*) Under the normal circumstances, Boi's statistics for the first half of the year is ready around early August. However, there was a technical difficulty of Boi computer system in August that made it impossible for them to publish their statistics up to June 2015. As such, please note that this document was prepared based on the information up to May 2015.*

# Concerns about **FOREIGN INVESTMENT** in Thailand (EP.1)

## COMPARISON OF FOREIGN DIRECT INVESTMENTS

		Jan~May 2014	Jan~May 2015	Increase/ Decrease
Applications Approved	Total Foreign Investment			
	No. of Projects	332	545	64%
	Investment Amount (THB million)	30,222	239,402	792%
	Japanese Investment			
	No. of projects	155	238	54%
Net Applications	Investment Amount (THB million)	15,544	87,788	565%
	Total Foreign Investment			
	No. of projects	334	155	-55%
	Investment Amount (THB million)	229,980	13,645	-94%
	Japanese Investment			
	No. of projects	169	40	-76%
	Investment Amount (THB million)	72,780	5,117	-93%

**Majority of record-breaking applications** submitted to Boi in December 2014 is being approved one after another from January 2015. Therefore, it is quite normal that the number of approved projects and investment amount for the first 5 months 2015 dramatically increased in comparison with the same period 2014. As seen in the table above, the number

of projects approved increased by 64% (from 332 to 545), while the investment amount amazingly rose by 7.9 times (from 30,222 million to 239,402 million). Same goes for the Japanese investment. The number of projects approved increased by 55% (from 155 to 238) while the amount rose by 5.6 times (from 15,544 million to 87,788 million).



determined that businesses investing in 20 low-income provinces along the border area, 6 special economic zones and 5 deep-south provinces shall be entitled to the same investment privileges as given to the businesses established in the Zone 3 of the previous Act.

**However, the problem is that there are several ordeals for investments in these locations.**

**Reason 1:** These locations are remote from Laemchabang deep-sea port where majority of raw materials needed for manufacturing is unloaded and from Bangkok that is the largest consuming market. As such, business operators must burden heavy logistics and transportation costs for raw materials and final products.

**Reason 2:** There is a difficulty to find the right personnel, i.e. capable middle-management class people, skilled engineers and tax and accounting specialists in remote areas. Generally speaking, these people concentrate in Bangkok and its vicinity. Although these talents could be sought in Bangkok, but will they be willing to work in remote countryside? The answer is, of course, no in most cases. In order to have them work in remote areas, company may have to provide them with decent salary plus attractive fringe benefits such as accommodation, company car as well as allowance for them to go home in Bangkok at weekends or else. Needless to say, this would result in the cost increase for the businesses.

**“It is undeniable that the sharp drop of applications up to May this year is caused by the rush of a large number of applications in last December.”**

Contradictory to this is the number of projects and amount of net applications during January - May 2015, which significantly dropped when compared to the same period last year. The total number of foreign investment projects applied decreased by 55% (from 334 to 155) and the amount of applications is merely 1/17 or decrease of 94% in comparison with the same period last year (from 229,980 million to 13,645 million). Same goes for the investment from Japan. The number of projects applied decreased to around 1/4 of last year (from 169 to 44) and the amount dropped to 1/14 or decrease of 93% from the same period last year (72,780 million to 5,117 million).

**It is undeniable** that the sharp drop of applications up to May this year is caused by the rush of a large number of applications in last December. However, I personally

believe that the new investment promotion policy effective from January this year has some influence to this drop, because it became more difficult for many industries to obtain tax-related privileges under the new policy. Under the new policy, businesses such as high-tech industry, R&D, innovation-related industry and so on are categorized as Category-A and those who establish these businesses can enjoy privileges of exemptions of corporate income tax, import duty of machinery and equipment and import duty of raw materials to be used for export products. Businesses of nature other than the abovementioned ones mostly belong to the B category, which are not entitled to tax privileges.

To compensate the privileges given to the various industries under the zoning system of previous Act which were cancelled by the new policy, the government

*(Continue to next issue)*

# TICON in Rojana Industrial Park (Prachinburi) is Ready for the Automotive Industry's Demands

FACTORY SPOTLIGHT PROUDLY PRESENTS ANOTHER TOP-QUALITY, READY-BUILT FACTORY FOR RENT PROJECT BY TICON. LOCATED IN **ROJANA INDUSTRIAL PARK (PRACHINBURI)**, THIS PROJECT OFFERS A STRATEGIC LOCATION FOR A VARIETY OF INDUSTRIES, BUT ESPECIALLY THE AUTOMOTIVE RELATED PRODUCERS. THIS IS BECAUSE MAJOR AUTOMOTIVE MANUFACTURERS HAVE ESTABLISHED THEIR PRODUCTION BASES AROUND THE AREA, MAKING THE PROJECT A PERFECT LOCATION FOR AUTOMOTIVE-RELATED BUSINESSES.

**The Project is located** on Highway 304 in Prachinburi province, which offers great convenience for logistics and distribution operations to nationwide destinations as it connects with the city center of Bangkok, Nakhonratchasima, and Chacherngsao provinces, Aranyaprathet in Sakaeo province, and Laemchabang Sea Port as well as Mabatphut Sea Port.

The TICON Factory Project in Rojana Industrial Park (Prachinburi) is now open for service. The 1st phase offers nearly 30,000 sq m. of space while the entire Project will offer almost 200,000 sq m.

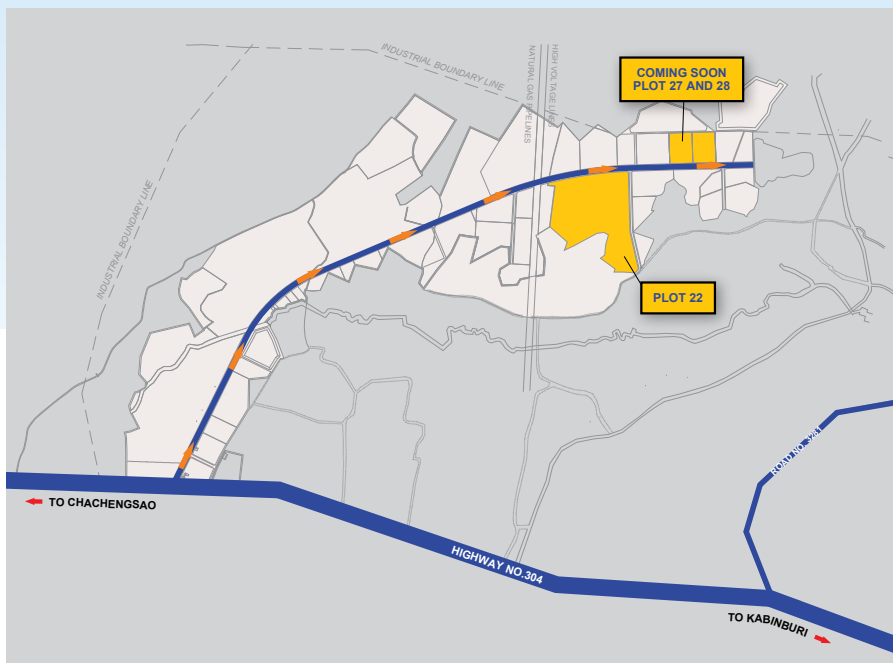


Details of  
TICON Factory Project in  
**ROJANA  
INDUSTRIAL PARK  
(PRACHINBURI)**

**Total space:** 200,000 sqm.  
**sizes:** 2,500 - 4,000 sq m.  
**Floor Loading:** 3 Tons / sqm.  
**Clear Height:** 7 meters







**TICON offers various factory sizes,** ranging from 2,500 – 4,000 sqm, to suit different production capacity. All factories are 7 metres high and offer a floor-loading strength of over 3 tons per sqm. ■



## Project highlights

- The TICON Factory Project in Rojana Industrial Park (Prachinburi) is in the automotive industrial cluster, amongst the production bases of various world-class automotive producers.
- It offers a strategic network to other regions and major sea ports.
- It connects to the Special Economic Zone in Sakaew province, which is dedicated to preparedness of production bases that will accommodate ASEAN demands.
- TICON provides ready-built factories which enable businesses to commence their operations right away, without having to waste their time finding the right location and constructing their own facilities.

## Distance from TICON Project in Rojana Industrial Park (Prachinburi) (Unit: kilometers)

Locations	Distance (km)
Bangkok	135
Suvarnabhumi Airport	110
Don Muang Airport	155
Map Ta Phut Deep Sea Port	150
Laemchabang Port	130
Nakhonratchasima Province	170
Amphoe Aranyaprathet, Sakaew Province	118

**Nutthawat Jariangrojkul (Oa)**  
Senior Sales Executive

**Nitinai Pansastra (Neat)**  
Architect

**Worarit Aramrueng (Bank)**  
Engineer

**Pirapong Thongsai (Ton)**  
Architect

**Sontaya Kitpakapanich (Son)**  
Assistant Head of Sales  
(Built to Suit)

# Get Behind the Scene and Know The **Built to Suit** Team (Built-to-Suit Warehouse)

TPARK UNDERSTANDS HOW EACH CUSTOMER HAS DIFFERENT LOGISTICS DEMANDS FOR THEIR BUSINESS OPERATION; AND THUS, SETS UP A TEAM OF SPECIALISTS TO CUSTOMIZE BUILT-TO-SUIT (BTS) FACILITIES TO BEST ACCOMMODATE OUR CUSTOMERS. THIS ISSUE, WE PROUDLY INTRODUCE THE BTS TEAM WITH THE FOLLOWING TEAM MEMBERS--1. **NAPANUN TEERATANTIKANONT (TWO)**, ASSISTANT HEAD OF SALES (BUILT TO SUIT); 2. **SONTAYA KITPAKAPANICH (SON)**, ASSISTANT HEAD OF SALES (BUILT TO SUIT); 3. **NUTTHAWAT JARIANGROJKUL (OA)**, SENIOR SALES EXECUTIVE; 4. **NITINAI PANSASTRA (NEAT)**, ARCHITECT; 5. **PIRAPONG THONGSAI (TON)**, ARCHITECT; AND 6. **WORARIT ARAMRUENG (BANK)**, ENGINEER.

## How is Built-to-Suit different from the Ready-Built facilities?



**Khun Two:** Ready-built warehouses are suitable for general product storage and its strength is the immediate availability. In some cases; however, some customers have specific demands


about their facilities to suit various product categories, namely fresh food and frozen food which must be stored in chilled or temperature control rooms, chemicals, and hazardous items. In addition, some operators, especially modern trade companies, have the cross dock operation. BTS warehouses could offer the best solution for these businesses.

## What are the strength of BTS warehouses of TPARK that differ from other providers?



**Khun Two:** To materialize an idealistic warehouse for customers, 3 core strengths are needed.





**Napanun Teeratanthakorn (Two)**  
Assistant Head of Sales  
(Built to Suit)

**1. TPARK owns the land**, which assures customers that they will not face the issue of land uncertainty, which may obstruct the project development. Moreover, we study about the related laws thoroughly to enhance customers' confidence that the land can be developed as warehouses in compliance with the laws.

**2. TPARK assigns a professional team** comprising highly experienced sales representatives, architects, and engineers, to study the customers' demands.

**3. TPARK's financial strength** serves as assurance for customers that the project will be developed to completion.

### What is the most important factor for the team to achieve the goal?



**Khun Son:** In my opinion, the team needs to see through to the demands of customers to offer the best solutions for our customers, be it the prime location for the convenient logistics operation and distribution that lead to cost-saving, or the optimal design of building and choices of construction materials which enable efficient operations for the customers.



**Khun O:** The best way to understand our customers is to study their objectives and patterns of their operations as well as their inventory. The secret is to work as if you are a member of their company. In addition, it is necessary for us to understand about equipment and technology utilized in warehouses.



### What is the challenge for BTS design and construction?



**Khun Need:** As an architect, my job is to design building and functional space. The key thing is that I need to understand various functions of the customers to come up with the building structure, office space, restrooms, and parking space. Our challenge is how to translate abstract ideas to a concrete result in reality.

**Khun Ton:** We need to ensure we have the best solutions before we offer alternatives to the customers for final decision.



**Khun Bank:** From engineering perspective, I believe that construction of any warehouses must best accommodate the customers' operation whether in terms of height, weight, or floor fitness. In addition, we need to work closely with the customers and construction companies in every step of the way to ensure that the building matches the clients' expectation in all aspects. ■





**HELLO TO OUR DEAR READERS. PROPERTY HIGHLIGHT HAS NEVER FAILED TO SERVE YOU WITH THE LATEST NEWS ON OUR POPULAR PROJECTS OFFERING TOP QUALITY FACTORIES AND WAREHOUSES.**

In this issue, we begin with the ready-built factories for rent in the **Pinthong 5 Industrial Estate Project**. The Project is located on Highway 331 in Chonburi province. The project is in the process of construction and is expected to offer a total of approximately 100,000 sqm. of space for rent. The Project is located in a prime area for key industries in the Eastern region of Thailand, especially the automotive and electronics businesses. It is surrounded by other major industrial estates, including Amata City Industrial Estate, Eastern Seaboard Industrial Estate (Rayong province), Hemaraj Chonburi Industrial Estate, and Amata Nakorn Industrial Estate. Furthermore, the Project is fully equipped with all the necessary infrastructure and its location is near the Laemchabang Sea Port.

### Available Buildings

**Location:** Pinthong 5 Industrial Estate Project

**Size:** 1,300 - 4,800 sqm.

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

**Clear Height:** 7 meters



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Next, let's visit another rising star. The **TPARK Amata City Project** offers top-quality, ready-built warehouses for rent in a prime location which perfectly links the warehouse demand of the automotive manufacturers, auto part manufacturers, and logistics service providers with the production bases in the Amata City Industrial Estate. TPARK Amata City is located near the Laemchabang Sea Port and surrounded by major industrial estates including, the Eastern Seaboard Industrial Estate (Rayong province) and the Pinthong Industrial Estate. The Project is now available for service and is ready to welcome interested visitors.

### Available Buildings

**Location:** Amata City Industrial Estate  
(General Zone)

**Size:** 2,270 sqm.

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

**Clear Height:** 10 meters



Mr. Samart Russameerojwong

Chief Investor Relation  
TICON Industrial Connection Plc.

# INVESTMENT TECHNIQUE TO MINIMIZE RISK

## FROM EQUITY MARKET FLUCTUATION (EP. 1)

EQUITY MARKET INVESTMENT INCURS RISK FROM CONSTANT PRICE FLUCTUATION DURING THE ECONOMIC SLOWDOWN. INVESTORS, ESPECIALLY ROOKIES, MUST AT LEAST ONCE PONDER ABOUT HOW TO DEAL WITH SUCH FLUCTUATION AND MINIMIZE ITS IMPACT ON THEIR PORTFOLIO.

The dollar cost averaging or DCA is among the techniques applied in the time of uncertainty. DCA allows investors to obtain any stock at an average price as a result of multi-purchases. The volume of shares purchased may be higher if the stock price decreases or vice versa. On the contrary, if investors adopts DCA on the sales side, the final selling price would be an average one due to multi-sales.

DCA method is to invest the same amount for each round of a series of investment. Each investment may cover a period of half a month, one month, or a quarter (it should not be longer), regardless of the price at the date of investment. With multiple lots of investment of the same amount, DCA method enables investors to buy a stock at an average price, which mitigates the investment risk and avoid losing any opportunity to invest in their favorite stock when the price is going down. On the sales side, DCA is also applicable by spreading an even volume for each selling lot. As such, DCA both saves valuable time of investors while shielding them off from the stress of having to monitor the stock price all the time.

To demonstrate how DCA works, let's take a look at Stock A. If we make a series of 12 investments (12 months) in Stock A at an average price of 12.6 – 19.8 baht at 100,000 each month. The probability is as follows:-

Investment series	Price (baht)	Investment amount (baht)	Stock volume (shares)
August 2014	17.60	100,000	5,681.82
September 2014	18.20	100,000	5,494.51
October 2014	18.60	100,000	5,376.34
November 2014	19.80	100,000	5,050.51
December 2014	18.10	100,000	5,524.86
January 2015	17.80	100,000	5,617.98
February 2015	17.80	100,000	5,617.98
March 2015	15.10	100,000	6,622.52
April 2015	15.00	100,000	6,666.67
May 2015	16.00	100,000	6,250.00
June 2015	14.00	100,000	7,142.86
July 2015	12.60	100,000	7,936.51
Average price for 12 months	16.44 (average price)	1,200,000	72,982.54
If we decide to invest the whole amount in December 2014	18.10	1,200,000	66,298.34

The table above shows the price of Stock A, which fluctuates in sideways range of 12.6 – 19.8 baht. If we invest 100,000 baht each month in Stock A, our cost would be at an average price of 16.44 baht per share, which is lower than the cost of 18.10 baht per share should we decide to invest the whole amount in December. Opting for DCA approach enables us to obtain a total of 72,982.54 shares from a total of 1.2 million baht

investment compared with 66,298.34 shares at the price of 18.10 baht from the single investment of 1.2 million baht in December 2014, or 6,684.20 shares less than DCA purchases.

Next issue, let's check out how DCA works on the selling side. Stay tuned! ■

(Continue to next issue)



### TICON official launches Yokohama Factory Zone at Asia Industrial Estate (Suvarnabhumi)

**TICON Industrial Connection Plc.** led by Mr. Virapan Pulges (center), Managing Director recently organized a grand opening of "Yokohama Factory Zone" a new 'mini-factory' development designed specifically for Japanese SMEs at Asia Industrial Estate (Suvarnabhumi). The first phase of the project covers 10 factories with 550 square meters of floor space each which has been completed and well received by the Japanese SMEs with half of the total space being leased out up to date. ■



### TMAN Holds Press Conference on TREIT Unit Holder Meeting's Resolution

**TICON Management Co., Ltd. (TMAN)**, the REIT Manager of TICON Freehold and Leasehold Real Estate Investment Trust (TREIT), recently holds a press conference on the resolution of the Unit Holders Meeting.

Mr. Amorn Chulaluksananukul, TMAN Managing Director (center), Charusrit A.Voravudhi (left), General Manager & Head of Business Development Department, and Mr. Pichai Chainarongloka, Head of Property Management, meet the press after the resolution of the Unit Holders Meeting was passed approving TREIT to make additional investment in assets i.e. factories for rent of TICON Industrial Connection Public Company Limited (TICON) and warehouses for rent of TICON Logistics Park Co., Ltd. (TPARK) amounting to not exceeding 3,355 million baht (inclusive of unit placement and other fees). ■

### BJC Logistics officially launches new DG Warehouse at TPARK Bangna



**Mr. Patan Somburanasin** (2nd left), Managing Director of TICON Logistics Park Co., Ltd (TPARK) and **Ms. Piyanart Sritapanu** (far left), TPARK Head of Sale congratulate **Mrs. Vipada Duangratana** (3rd left), Senior Executive Vice President Consumer Supply Chain of Berli Jucker Public Co. Ltd. and **Ms. Yaowalak Chawathanakorn** (far right), Acting General Manager of Berli Jucker Logistics Limited, the leading provider of integrated Supply Chain and Logistic solutions in occasion of its official opening new dangerous goods warehouse at TPARK Bangna. The new DG warehouse covers a total space of 2,700 sq.m. for Industrial Specialty Chemicals storage which is developed by TPARK under the provisions of the hazardous Substance act regulated and controlled by the Department of Industrial Work (DIW). ■





## TICON



### Ezaki Industrial (Thailand) Co., Ltd.

**Ezaki Industrial (Thailand) Co., Ltd.** is an auto parts manufacturer from Japan, supplying to well known automotive manufacturers. Recently, Ezaki Industrial (Thailand) has leased TICON factory with an area of 4,000 sq m inside Amata Nakorn Industrial Estate in order to increase the efficiency of manufacturing process.



### Mikasa Cap (Thailand) Co., Ltd.

**Mikasa Cap (Thailand) Co., Ltd.** is a manufacturer of plastic cap for dispenser from Japan, providing their products to well-known food-industry companies. Recently, Mikasa Cap (Thailand) leased mini TICON factories with total area of 1,100 sq m inside Asia Industrial Estate. Mikasa Cap aims to use these factories to operate their manufacturing process.



### Seat Metal Parts (Thailand) Co., Ltd.

**Seat Metal Parts (Thailand) Co., Ltd.**, is a Japanese automotive parts manufacturer for seat. They supply high quality products to a number of automotive manufacturers, and operate their own supply chain in Thailand. Seat Metal Parts (Thailand) Co., Ltd. can also supply mass-produced products by cooperation on design and development with head office in Japan. Seat Metal Parts (Thailand) has recently leased a TICON factory with an area of 3,000 sq m inside Amata Nakorn Industrial Estate to serve their manufacturing process.

## TPARK



### Airate Co., Ltd.

**Airate Co., Ltd.**, a subsidiary of Fusheng group, is a fan, blower and compressor manufacturer from Taiwan. As a leader in this industry, Airate expands their business in Thailand and recently leased TPARK warehouse with an area of 1,550 sq m inside TPARK Bangna. Airate aims to store their products for domestic distribution.



### Johnson Controls & Summit Interiors Limited.

**Johnson Controls & Summit Interiors Limited** is an American automotive parts manufacturer, providing automotive seating, overhead systems, floor consoles, door panels and instrument panels. Johnson Controls & Summit Interiors decided to lease additional TPARK warehouse with an area of 2,736 sq m inside TPARK Eastern Seaboard 1 (B) for serving their distribution operation.



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

**Kintetsu Logistics (Thailand) Co., Ltd.** is a Japanese logistics service provider that operates international and domestic air freight forwarding, import and export, transportation and distribution. Lately, Kintetsu Logistics (Thailand) decided to lease an additional warehouse of TPARK with an area of 2,000 sq m inside TPARK Laemchabang 2 for serving their business expansion.



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

**Trancy Logistics (Thailand) Co., Ltd.** is a Japanese logistics service provider, offering sea freight, air freight, customs brokerage and supply chain management and logistics. Recently, Trancy Logistics (Thailand) leased an additional TPARK warehouse with an area of 2,270 sq m in TPARK Amata City for serving the business expansion.

# Warehouse Floor Slab Maintenance

It has long been acknowledged that the concrete floor slab is one of the most important components of a modern warehouse facility – day to day operations and efficiencies depend on it. Unfortunately whilst many warehouse operators spend time, money and effort maintaining their heating, lighting and ventilation systems the importance of maintaining their floor slab is often overlooked.

## The Importance of Maintenance

**Timely,** regular and an appropriate maintenance regime are essential for on-going operational efficiencies, health & safety of the workforce and to avoid unnecessary future maintenance costs on the floor slab and fork-lift equipment alike. Every warehouse has different operational demands, products stored vary enormously and types of mechanical handling equipment are numerous, however whilst the detail is different for each warehouse operator the principles remain the same.

**1**

Once a floor is operational a defined maintenance plan should be adopted to include regular inspection and cleaning. Start on day one – don't wait until time passes and the floor is looking in need of serious maintenance. This will save both time and money.

**2**

Educate and inform all staff on the importance of the floor slab maintenance, including the health & safety factors from not cleaning up product spillage or operating machinery on a poorly maintained floor.

**3**

Consider the use of non-marking tyres on all materials handling equipment to maintain floor slab appearance and prevent surface damage from over exuberant cleaning.

**4**

Expansion joints can be exposed to high levels of impact from MHE, specifically small hard wheels, which can cause damage, especially to saw-cut joints. Inspect regularly for signs of wear or damage and treat accordingly, employing a repair specialist when required.



The Twintec Group is the global market leader in 'jointless' steel fibre reinforced concrete (SFRC) industrial floor slabs with offices in 22 countries. A recognised world-wide flooring specialist, the company derives its name from the twin technologies of concrete and steel fibres and, as a specialist flooring contractor, designs and builds in excess of 6 million m2 worldwide each year.

**The UK Concrete Society, 4th edition of TR34 Concrete Industrial Ground Floors advises that to maintain the appearance and service life of the floor, the following basic tips:**

- Clean regularly (regular sweeping and dry vacuuming will remove daily dust and dirt deposits and powerfloated concrete floors can be cleaned with a wet scrubber and non-acid detergents)
- Remove debris before it causes damage
- Give higher frequency of maintenance and care to heavily trafficked areas
- Clean up spillages immediately

- Remove oil and grease immediately
- Install spill and clean-up kits at regular locations
- Ensure cleaning agents are suitable for concrete surfaces – trial areas before use
- Follow instructions from manufacturers
- Remember all floors need maintenance as soon as you start using them

**No amount of maintenance** can make up for the deficiencies of a poorly designed and constructed warehouse floor slab, however a correctly defined and executed maintenance plan will

ensure high levels of health & safety and enhance your floor, contributing towards its longevity and performance and ultimately contribute to the efficient running of your business. ■

If you would like to receive a full copy of the TR34 maintenance guide please email Ruth Waugh at [mail@twintec.co.th](mailto:mail@twintec.co.th)

## QUIZ CORNER

Let's enter and stand a chance to win give-away gifts by simply answering this question:

**“What are the basic tips for maintaining the floor?”  
(please name at least 2 tips)**

Just send your answer by e-mail to [thanatdech.s@ticon.co.th](mailto:thanatdech.s@ticon.co.th) with your name, address and number by **7th October, 2015**

**Only 5 lucky winners with correct answer will get Flash Drive from Twintec.**



\*The winners will be announced in [www.ticon.co.th](http://www.ticon.co.th) on 16th October 2015



# LAZADA

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**LAZADA** is the number one online shopping and selling destination in Southeast Asia with operations in 6 countries—Indonesia ([www.lazada.co.id](http://www.lazada.co.id)), Malaysia ([www.lazada.com.my](http://www.lazada.com.my)), the Philippines ([www.lazada.com.ph](http://www.lazada.com.ph)), Singapore ([www.lazada.sg](http://www.lazada.sg)), Thailand ([www.lazada.co.th](http://www.lazada.co.th)), and Vietnam ([www.lazada.vn](http://www.lazada.vn)). The Company enjoys robust growth of our business, driven by over 4,000 staff across Southeast Asia.

**LAZADA** was founded in March 2012 with the headquarter in Singapore and representative offices in each country. Its office in Thailand is located Bhiraj Tower in EmQuartier complex, which is at the heart of Bangkok in alignment with the management's idea of providing easy access and absolute convenience for its staff as there are various shops, restaurants and BTS station.

LAZADA is the pioneer in e-commerce business in the region and the leader in online shopping that enables absolute convenient shopping experience along with various payment approaches, including the cash-on-delivery, full-scale services, and free product return policy. LAZADA offers a wide variety of products—ranging from electrical appliances to household products, toys, fashion goods, and accessories. The Company also operates the LAZADA Marketplace—the online platform for sellers, managed and serviced by a team of professionals and the effective distribution system in order to ensure that sellers also enjoy a wonderful e-commerce experience effortlessly.



**LAZADA** welcomes over 20 million visitors each month on its website and application while it has over 12 million fans—the highest numbers of followers in Southeast Asia—on facebook fan page.

With its efficient management system, LAZADA allows numerous brands and middlemen to easily and directly reach out about 550 million consumers in 6 countries through a single retail channel. In addition, LAZADA engages in the LAZADA Services providing the logistics operations, and the helloPay system offering the easy online payment system. Recently, LAZADA has entrusted TPARK to provide a warehouse for rent with the space of over 24,000 sqm. in the TPARK Bangplee 3 Project to accommodate inventory and logistics operations for customers. ■



“Recently, LAZADA has entrusted TPARK to provide a warehouse for rent with the space of over 24,000 sqm. in the TPARK Bangplee 3 Project to accommodate inventory and logistics operations for customers.”



## Take a Break



welcomes shoppers with adorable decoration right down to the smallest details. Check out the beautiful life-like sakura and have fun with the lovely rolling doll or Daruma. Selfie and wifie lovers could spend hours and hours posing with all these cute corners! Complete your photo collection and fun experience by posing with J Park's highlight—the model of the famous Kinkakuji temple in Kyoto.

We hope you enjoy a day of Japanese delight. ■



This issue takes you to J Park, the shopping mall that offers a Japanese lifestyle for your absolute leisure. Located near TPARK Sriracha, J Park features Japanese restaurants, café, supermarket, and various shops. The Japanese experience await as the building and decoration mimic the life in Japan. J Park

**Hello our dear readers!** This issue brings to you a refreshing shift as we surprise you with a trip to an exciting shopping mall that gives you a glimpse of Japan. Let's take a break from yummy dishes and enjoy local attractive destinations for a refreshing experience! If you feel that any shopping malls, museums or tourist attractions are worth a visit, please give us a shout and we will explore them for you.



### J Park

The project is located near TPARK Sriracha. Take the motor way and the shopping mall is across the entrance of Sriracha Tiger Zoo.

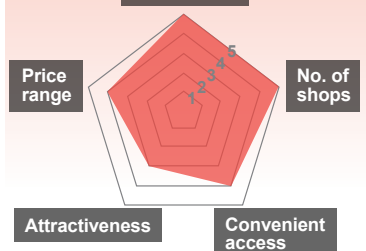
#### Open daily

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