

PLG NEWSLETTER

PLG CORPORATE NEWSLETTER, JANUARY 2021

MESSAGE FROM CEO



Dear Business Partners,

From all of us at PLG, a very Happy New Year! Looking back at 2020, it strengthened our relationship as we worked closely to navigate the pandemic crisis together.

Moving forward into the New Year, our main challenge is to develop new processes and adopt new technology to keep up with the rapidly-changing environment and to prepare ourselves for the challenges up ahead. We are also looking to expand and increase our services to better serve the needs of our customers, helping to streamline and manage their logistic processes, thereby reinforcing our status as an all-in-one logistics solutions provider.

Due to air freight's limited capacity, sea cargo has been on the rise, reaching to pre-pandemic levels (Ministry of Transport).

Singapore's development of "safe corridor" procedures, which was hailed by the international community as the global standard, coupled with our strategic partnerships and the strong freight services that we built over the years, puts PLG in an excellent position to capitalise on the new land-sea corridor between Chongqing and Southeast Asia. With our strong networks, range of services and can-do attitude, PLG is fully equipped to handle any sea or multi-modal freight requests.

As the opening of the Phase 1 Tuas Terminal mega port approaches, accompanied by the increase in cargo volume, 2021 presents itself as a year full of opportunities and possibilities. We are excited to see what 2021 holds and we look forward to another year of working and growing together.

Yours Sincerely,
Mr Kelvin Lim
Founder and CEO of Pacific Logistics Group

**Connecting Asia
and the World**

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Pacific Logistics Group (PLG) Turns Crisis into Business Opportunity

环通物流化危机为商机 疫情期间为超市提供仓储空间

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环通物流集团 (Pacific Logistics Group) 创始人兼董事长林世强表示，新冠肺炎疫情危机，更是契机。他事业上的第一个重大突破，就是来自一场疫情。

2000年，林世强与妻子在樟宜机场租下一个小小的办公室创立公司。不久就搬上了2003年的沙基危机。

当时，一些客户虽然继续生产，却因为疫情的关系，货品暂时运不出去，需要仓储空间，原本只做空运的他看到了机会，租下一个小小的仓库，帮客户囤货，也开始了新的业务。

林世强告诉《联合早报》：“当时有一家很大的美国公司，专做海运与陆运业务生产阀门。我们接下他们的订单，除了仓储包装，也帮他们做喷砂打砂。从这开始开了在本坡比较罕见的，一站式服务。到目前，我们还没有跟任何其他物流公司帮客户喷砂打砂的。”

他表示，当时的事业非常艰难，但钢材的生产过程却相当复杂，有很多零件和步骤。“我觉得自己在这个循环里头找到机会，提供增值服务，于是开始为这些客户提供包括喷漆打砂在内的一站式服务，没想到因此打开了一扇门。这些客户的其他供应商，甚至一些在竞争者后来也未寻求我们的服务，让我有机会把生意做大。”

17年后的今天，疫情期间他作为环通物流带来商机。

林世强透露，他在3月接到询问，需帮包括联益平价超市 (FairPrice) 在内的零售商找额外的仓储空间及提供物流运输服务，因为美国要有4月份交货，需帮他们做喷砂打砂，相关业务必须大量囤积各种零件的必需品，需要更多仓储空间和物流支援。

林世强说，环通物流很快

到了能够使用的冷链仓储空间，于是作为中国人，负责为平价超市等企业提供点-to-点一站式物流服务。在非常时期协助确保我国市面上的必需品供应充足。

林世强说：“在这之前，我们的主要客户都是大型工业制造商。疫情期间让我们有机会涉足新的市场，为食品及其他必需品客户提供物流服务，同时也为社会尽一份力。”

发展是在发展前的大士港口，环通物流集团率先进驻，在那里打造总面积140万平方英尺的环通物流大厦作为新加坡总部，于2018年正式启用。

成立20年，环通物流集团是星嘉坡，同时在整个亚太市场布局，目前已在11个国家设立办公室。

林世强早在2003年就到中国设点。2017年2月，美国和重庆的德信公司合资成立中新环通 (重庆) 多式联运有限公司，负责运营重庆至成都和昆明铁路货运的铁路箱车和货运业务。这是中



17年前，沙基疫情让他看到了商机进入这个行业。今年碰上疫情，他作为本地食品及必需品供应商提供仓储及物流服务，进一步扩大业务。(陈米福摄)

Feature on 联合早报, as translated by PLG

By providing supermarkets with storage space during the Covid pandemic

For Mr. Kelvin Lim, founder and managing director of Pacific Logistics Group, the Covid-19 pandemic was a crisis, but also an opportunity. The first major breakthrough in his career came in the wake of the epidemic.

In 2000, Mr. Lim and his wife rented a small office at Changi Airport to start up their company, and not long after, the SARS outbreak crisis came during 2003.

At that time, some customers continued their production business. Because of the SARS epidemic, their goods could not be shipped out temporarily and they urgently needed more storage spaces. He saw an opportunity and rented a small warehouse to help customers store their goods, which also opened up new businesses for PLG.

Mr. Lim told Lianhe Zaobao: "There is a large American company that specializes in manufacturing valves for the maritime and oil drilling industries. After we took in their orders, not only did we store and pack valves, we did spray painting and sandblasting services for them. This opened up a one-stop service that is rare to find locally. So far, we haven't come across any other logistics companies that do spray painting and sandblasting for their customers."

He commented that at the time, the maritime industry was booming but the production process for the equipment was complex which involves many procedures and steps. "I thought I could find an opportunity to provide value-added services inside the cycle, so I didn't mind the hassle and started providing this particular customer with the one-stop service, which includes painting and sandblasting. This opened many doors to opportunities and other suppliers including some competitors came to us for our services, giving me the chance to grow my business."

17 years later, now, new opportunities have also emerged amid the Covid crisis for PLG.

During the circuit breaker period: Contributing to our nation's essential supply chain

Mr. Lim said he received an inquiry around March, whether he is able to help businesses which include FairPrice NTUC, to find additional storage space and provide logistics and transportation services. As the country prepares for the pandemic interruption in April, businesses have to stock up on various necessities and needed more storage spaces and logistics supports.

After finding available cold storage space at a fishing farm in the area of Jurong, Mr. Lim acted as a middleman to provide end-to-end, one-stop logistics services to FairPrice supermarkets and other businesses, helping to ensure that the country's market was well supplied with essential commodities in times of emergency.

"Up till now, our main customer market caters to large industrial manufacturers," says Mr. Lim. "We took up this opportunity during the pandemic, to venture into new markets and provide logistics services to food and other necessities, while contributing our part to the society."

Works are in full swing at the future Tuas mega port in Singapore. Pacific Logistics Group was the first to station in, building a 700,000 square feet flagship logistics hub building as its Singapore headquarters, which opened in 2018.

Founded 20 years ago, Pacific Logistics Group is based in Singapore but is also present throughout the Asia Pacific market, and currently operates in over 11 countries.

In February 2017, the Group established Yuxinou – a joint venture between PLG Multimodal Company Limited (YPL) and Chongqing-based Chinese company, Yuxinou, to operate the rail and freight business connecting Chongqing with Duisburg, Germany. This is one of the development projects of the China-Singapore (Chongqing) Strategic Connectivity Demonstration Project.

Although PLG is a minority shareholder in the joint venture, Mr. Lim, as the General Manager, is responsible for the operational management in the company. He said that as a Singapore company, PLG has accumulated over 20 years of experience in the air and ocean freight sector and has a comparative advantage in networking with overseas logistics operators. Using this advantage, the group set up a branch in Germany to handle the last-mile logistics and transportation of goods of the Yuxinou rail freight and has been profiting every year since 2017.

Mr. Lim said, "When we went to Chongqing looking for opportunities, PLG, as a med-sized company then, was able to attain the opportunity to cooperate with China. The reason for that was because we are very active and eager. "



As the demand for last-mile delivery soars, PLG is ready to help our customers fulfil their delivery requests. With a ready fleet of vans at our disposal decked in the hues of our PLG blue, our last-mile solutions includes tracking services and are fast and dependable.

We are also on the lookout for drivers to be part of our expanding team!



Pictures taken at our PLG Building Level 6



OUR TEAM


Our employees are the beating heart of PLG and our close teamwork with our regional offices play a large part in the smooth delivery of our regional operations.

We are glad to see our PLG Family emerging from the pandemic unscathed and it was especially heart-warming to see our Jakarta team bonding and celebrating Christmas together, dressed in the Singapore National Day polo shirts and masks that the HQ team designed and customised. While the pandemic limited our physical interactions with one another, it is through small actions like these that remind us that we are a big family here at PLG.

Let's continue to work together to bring PLG to greater heights in 2021!



From bottom left: Wiwik, Rien, Elvia, Edo, Walyono and Maulana



OUR PROJECTS

PLG & ST ENGINEERING

PLG was recently awarded a 3-year contract with ST Engineering to store and manage 500 of their new SBS buses. Some of these buses had been previously deployed during the beginning of the circuit-breaker period due to a shortage of buses.

Routine safety checks are conducted by the maintenance staff and the buses are currently parked at our Level 6 outdoor open warehouse. They will be stored at our premises until LTA approves their delivery.





The Giving Power

SHARE THE STRENGTH is a new campaign initiated by the Compassion Fund. They aim to raise awareness and increase the circle of supporters to support more low-income families during this crisis.

The Compassion Fund is a crisis response fund, which helps families-in-need who are facing a recent death, an illness, or an accident of a family member, resulting in loss of income. Prompt assistance will help prevent them from spiralling into poverty or developing other chronic family problems and hence impacting a child's schooling.

A little help can go a long way. Let's help these families get back on their feet through this donation campaign!

The donator will have a record of all the donations made over the year for the tax deduction hence it is necessary to sign up. Please note that all donations will be made directly to Compassion Funds Ltd.

Join us and support the cause today!



Scan QR to donate any amount

EVENTS

Grooming Singapore's Next Generation of Logisticians!

To support PLG's growth and innovation efforts, as well as to provide a platform for budding logisticians to learn first-hand about the local logistics sector, we will be partnering with a group of students from Singapore Polytechnic for 6 months.

Over the past few weeks, they visited our warehouse and production house and interviewed some of our colleagues to gain a better understanding of our operational flow and processes. Along with their mentors, they identified key areas that could potentially help PLG to better its current work operations.

The students presented their preliminary findings in December and we were impressed by these young minds! We are excited to see what else they are able to come up with in the next round of presentation and concept validation!



REGIONAL MATTERS

Yuxinou mentioned PLG as a joint venture partner during the China-Singapore Interconnection Demonstration Project Promotion Conference in Transportation and Logistics that was successfully held in Shenzhen.

In recent years, Yuxinou Company has been actively involved in the construction of China-Singapore (Chongqing) strategic connectivity demonstration projects and formed a joint venture with Singaporean partner, PLG, in 2017. Together, we established Yuxinou – PLG Multimodal Company Limited (YPL) to jointly promote in-depth cooperation between Chongqing and Singapore in the field of logistics.



Gao Dong, CFO of Yuxinou and Chairman of the Board of Directors of YPL introduced the innovative solutions of Yuxinou in China, especially in the Greater Bay Area.

He also thanked the China-Singapore Demonstration Project Authority for its strong support extended to YPL.

As the parent company, Yuxinou has been promoting innovation and expansion in the field of cross-border e-commerce logistics for YPL, enriching multimodal transport service products and multi-channel logistics solutions, actively exploring third-party overseas markets and building an international network.

Mr. Wang Huoquan, Executive Vice President of YPL, said that as the main part of Sino-Singapore joint venture, YPL has effectively integrated the advantageous resources of logistics between China and Singapore.

Exploring and developing the international multimodal transport channels such as air, sea, railway and public transport between Asia Pacific and Europe with Chongqing and Singapore as dual hubs.



He also shared the development history of the company and the advantages and opportunities of cross-border e-commerce logistics cooperation. Other participants actively exchanged views and expressed their confidence and expectations for cross-border e-commerce logistics cooperation under the new situation.

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PACIFIC LOGISTICS GROUP

EMPOWERING WOMAN IN PLG

Ms Beh Swee Lan holds the position of Senior Solution Manager in Pacific Logistics Group. She believes in good people management skills as it helps to optimize workplace productivity and promote professional growth.

“Logistics is a highly integrated supply chain network linking consumer needs and produces. In the past, logistics are linked to intensive labour operations as compared to the current logistics that are into robots and automation,” commented Ms Beh Swee Lan.



Over her 20 year career in the logistics industry, she improved the accuracy and halved the time for stock check exercises and increased the warehouse capacity - from a bare 50,000 square feet facility to a fully operational warehouse with an estimated 20,000 products.

Despite her experience, Ms Beh Swee Lan still firmly believes in the need to provide alternative solutions and detailed planning in order to overcome any challenges. The company's top management supports her stance on this.

When asked about her plans in the future, she said “Logistics is a very challenging industry to be in, because all other industries require logistics to function. I hope to groom and train more people to facilitate operational efficiency for the future.”

WE ARE HIRING

Join Our Growing Team !

As PLG is expanding greatly, we are providing more opportunities to interested parties. We offer an attractive remuneration package with excellent career development to qualified candidates.

Full-Time Positions Available:

- Hauler Driver
- Regional Business Development Manager
- Customer Service
- Dangerous Goods Manager
- IT Network Engineer
- Management Assistant
- Facility Executive
- Facility Manager
- Safety Officer



REFER AND EARN PROGRAMME!

We are looking to fill the above positions.
Share the news and refer a suitable candidate to earn S\$30.00* per referral !

Candidate to email their resume to eugene.chua@rks-process.com.
Please take note that only shortlisted candidate will be contacted.

***Candidate must work for at least 6 months and after confirmation prior to referral fee payment.**



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Contact us at marketing@plg-logistics.com
or email us to receive our monthly newsletter.