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THE BUSINESS MAGAZINE OF THE THAI - ITALIAN CHAMBER OF COMMERCE



DECEMBER 2015



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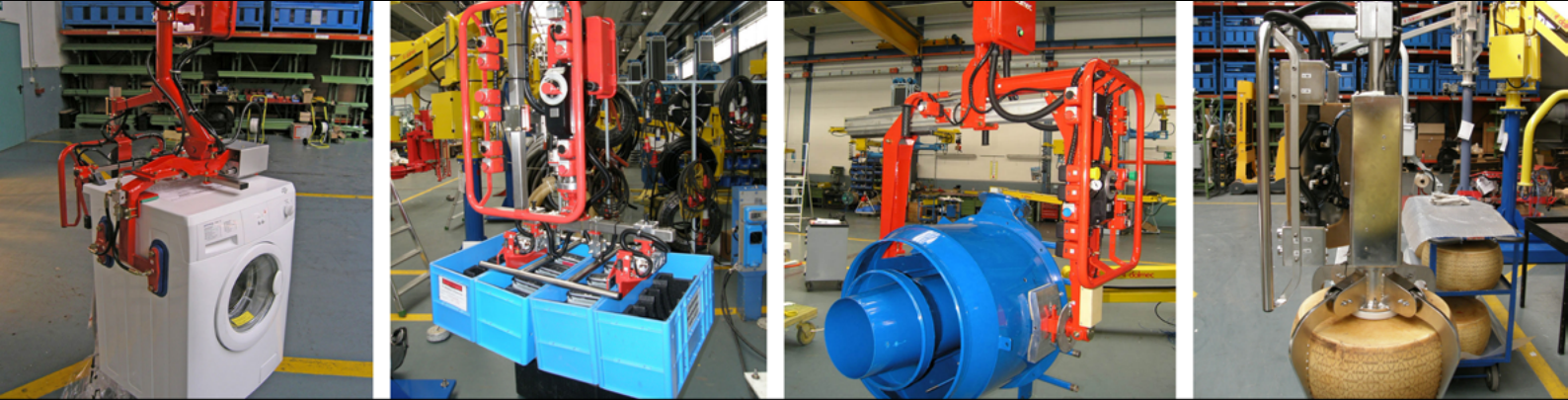


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INFORMA

The Informa is the magazine of the Thai-Italian Chamber of Commerce, covering all business activities and social news of interest to the members of the Thai-Italian community and others active in the expanding Thai-Italian bilateral relations.

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President's Message



Lino Geretto
President

Dear TICC Members and Friends,

Business opportunities in Thailand are on the rise and the Thai-Italian Chamber of Commerce (TICC) intends to work hard to inform its members of these opportunities and help taking full advantage of them. In addition to Thailand, other ASEAN countries are rapidly opening up to foreign trade and direct investment, following the Thai economic development model. Thailand is geographically and structurally well positioned to be the ideal trading hub for Southeast Asia. The present issue of INFORMA contains articles about ASEAN logistics, specifically on Thailand's role in goods transportation from and to Cambodia, Laos, Viet Nam, and Myanmar, and related business opportunities. I am sure you will find this issue useful.

The increasing number of TICC members and of other companies using TICC services reflects the economic expansion in Thailand and import-export growth from and to Italy and the EU. It also reflects the growing awareness of the Thai market by Italian companies. I witnessed this awareness in person in October at the Convention of Italian Chambers of Commerce Abroad in Trieste, Italy, where 79 Chambers of Commerce Abroad shared their views about Italian-related business. I also met with Italian company executives interested in international trade, particularly in the ASEAN area. The increasing interest in this area was reflected in the election of Mr. M. D'Ercole, Italian Chamber of Commerce in Vietnam, and Mr. F. Donato, Italian Chamber of Commerce in Singapore, as Asia Representative and as Vice President, respectively, in the Board of the Organization of Italian Chambers of Commerce Abroad. TICC members will benefit from new initiatives to be brought forth by the two Board members.

I would like to acknowledge the valuable efforts of the Italian Embassy in promoting business contacts between large Italian companies and Thai companies. These efforts effectively complement the TICC initiatives that are mainly aimed at small and medium enterprises, as these make up the TICC members majority.







Among current activities, TICC is developing the 2016 program of Ospitalità Italiana (OI) alongside with ISNART (National Institute for Research in Tourism). OI continues to be highly successful. In 2015, seven restaurants received the OI award that guarantees the quality of genuine Italian cuisine.

I would like to thank all the members and guests who have attended the Christmas Charity Dinner 2015 to help the worthy cause of the Camillian Home. Their support will go to good use.

I look forward to your continued support of TICC and to seeing you at our future events. Wish a prosperous 2016 to you all!

Arrivederci,
Lino Geretto

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Thailand, the logistic hub of the **ASEAN** countries

2015: A crucial year for the development of the ASEAN Economic Community (AEC)

By | Camilla Guerrato, Fellowship Researcher

The goal of Asean economic integration is to become a single production base where goods can be manufactured anywhere and distributed efficiently within the region, and Thailand is the **key** for the success of such enterprise. Thanks to its strategic central geographical position Thailand has the potential to become the **hub of logistics and transport** when it comes to CLMV (Cambodia, Lao PDR, Burma, and Vietnam) countries. In fact, Thailand is linked to 4 neighbouring countries by 5,582 kilometres of boarder belonging to 30 different provinces.

2015 has been, and still is, a crucial year for the development of the **ASEAN Economic Community (AEC)**. The main goals of this agreement between all ASEAN countries to collaborate on is, first and foremost, trade facilitation. The fast growing economy of the region and its increasing openness to international trade added to the export-dependent nature of Thailand, are factors that boost the search for strategies to facilitate the trade system.

In order to strengthen its position as the logistic hub of South East Asia, the Thai government launched the **Infrastructure Investment Plan** in 2012 which will cover railways and land transportation network improvement until 2020. Land transportation is the most developed among all modes of transport, with about 98% of roads being paved. Thailand will benefit from development plans of both ASEAN communities with the objective of strengthening the road network in the region, and the Thai Transport plan to boost road network within the country.

Given that the government is prioritising the development of 10 rail routes in Bangkok and its suburbs worth THB700bn (USD21.6bn) by 2019, Thailand's railway sector is expected to be the main benefactor of country's drive to develop its transport infrastructure.

In addition, neighbouring countries will benefit from Thailand's infrastructure push, as some of Thailand's railway projects are part of a larger plan to link the country's railway system with surrounding countries such as Cambodia, Laos and Myanmar. Yet when we talk about Thailand we take into account all the strategic spots among which **Chiang Rai** is a very important one. As a matter of facts in January 2015 the Industry Minister announced that Chiang Rai would be promoted as a logistics centre for the Greater Mekong Sub-region (GMS), which includes Cambodia, Laos, Myanmar, Thailand, Vietnam and the Yunnan Province of China.

country from the South. Agricultural products, auto parts and sugar cane make their way into the neighbouring AEEAN countries from Western Thailand and petrochemical and metals from the Eastern side.

Road network, free trade agreement, simplification and harmonization of legal aspects, coupled with standardizing procedures will help the shift towards **ASEAN** that functions more similarly to a single, uniform market for goods and services.

In order to take advantage of the fruitful wave of this market expansion and regulation simplification, Thai logistics operators should take this



As far as trade beyond national borders is concerned, **AEC 2015 statistics** pointed out which products are transported in greater amount from Thailand to the neighbouring countries. It is reported that agriculture products, wood and furniture, textile and ceramic manufacturing are mostly exported from the North of Thailand while electronics, cements and paper are mainly produced in the central area and exported from there.

Food and beverage and garment are the mostly exported products from Bangkok, while ship building and repair, rubber and palm leave the

opportunity to expand their business to the neighbouring countries to support other expanding Thai businesses.

Currently many Thai corporations have already set up a logistics business in the neighbouring countries. But the sector is expected to attract also a larger number of foreign investors. Therefore, in order to remain competitive in business alongside with the increasing number of multinational logistic companies, small fleet local logistic firms should consolidate among themselves to form larger and more stable networks.



Registro Imprese

Italian database of company

Chamber of commerce: Chamber of connection and communication

By | Michele Angelo Lamanna, Fellowship Researchers

Chamber of Commerce assists clients at all stages of their market entry and expansion in Italy since many years. Our last instrument used for helping companies is Registro Imprese, through which we offer datas and facts.

Chamber of Commerce assists clients at all stages of their market entry and expansion in Italy since many years. Our last instrument used for helping companies is **Registro Imprese**, through which we offer datas and facts. Thai-Italian Chamber of Commerce wants to give in the hands of Thai enterprises, the ultimate tool to penetrate and exploit Italian market, focusing on every detail and aspects of Thai investors and entrepreneurs.



The Chamber provides a complete situation of the companies and a trustworthy net of connections. For a small fee, all these information can be selected, categorized and analyzed to create the best connection or collaboration.

Inside this field, an exceptional way of selection is **ComUnica**, a unique media for business activity, particularly useful for those start up companies, which want to send all procedure's documents to an only authority.



Being this tool so useful, especially in the field of international promotion, it is indeed a good choice for companies to exploit web connection sources, especially because the assistance and experience of Chamber of Commerce can guarantee much more opportunities and chances.

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For information regarding companies in Italy, please contact:

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Tel: +66 22558695, ext 104
Website: www.thaitch.org



Registro Imprese is a platform offering a wide range of possibilities, such as **company information, financial statements and protests**. It can be defined as a business directory for commercial companies, complete with all datas, **available in English language and achievable with personal credit card**. It can also be seen as a crucial virtual space for whoever wants to find a good partner in Italy.

The Chamber provides a complete situation of the companies and a trustworthy net of connections. For a small fee, all these information can be selected, categorized and analyzed to create the best connection or collaboration.



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3 times	17,000 THB	25,000 THB
6 times	35,000 THB	45,000 THB



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Your true IT partner in Bangkok
By | Skywave Technologies Thailand

Exclusively to **members of the TICC** we offer a free IT checkup and findings report. If you like to know more about the current status of your IT system and are interested in getting this free service, just visit our website, send us a message or call

Integrity, reliability, open communication style added to years of experience and team's outstanding customer orientation are the perfect recipe for service excellence: this is all you will find at the heart of Skywave Technologies's business values.

Being an **international oriented business** is one of the most outstanding features of Skywave Technologies: it is a 100% German owned and managed IT service company for international clients in Thailand and all over the world. No matter in which part of the world your business is settled, Skywave Technologies is willing to provide you with **top quality customized software development and assistance**, and to make communication even more

efficient and comfortable, Skywave Technologies built up a multi-language team: in fact we speak German, English, Thai, Spanish, Portuguese and Indonesian.

Recently we also joined the **Thai-Italian Chamber of Commerce**, which gives us the great opportunity of presenting our services to the Italian Business community as well. Besides, as an expert company in the field of software development, we are promoted by the **Thailand Board of Investment (BOI)**.

We specialize in IT services like Software & Digital Content Development, IT Consulting, Support & Maintenance and IT Trainings. Other services include Mobile Applications, Responsive Design, IT Audits, IT

Security Check & Disaster Recovery Testing and Cloud Computing.

We are also proud IT partner of the famous **Zanotti restaurant group**. Here is what Zanotti's General Manager Pietro Tortorella is saying about us:

"In our hectic business we require an IT partner we can always rely on, who is flexible and understands our needs. Skywave Technologies has showed great commitment to delivering the best IT support to us. They also take care of IT trainings for our staff to improve efficiency. We are happy with SWT as our long-term partner and fully trust their solutions." Testimonial by **Pietro Tortorella, GM of Zanotti**

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 **BOI Promotion and Tax Incentives for International Trading Centres (ITC)**
By | Lorenz & Partners Thailand

Lorenz & Partners is an international firm of business lawyers headquartered in Bangkok since 1995. The firm is specialised in legal, tax and business consulting for foreign companies investing in Southeast Asia. Further to Bangkok, we maintain offices in Hong Kong, Ho Chi Minh City and Frankfurt am Main.

We are specialized in **Thai and international corporate and tax law** and have made over 100 successful applications for investment promotion with the Thai Board of Investment ("**BOI**") for our clients. The following article shall outline the investment promotion category of International Trading Centres ("**ITC**").

An ITC is a company established under Thai laws to carry out the business of purchasing and selling of goods, materials, and parts, or providing services in international trade to entities established under foreign laws. Local wholesale trading is covered under the **BOI promotion** but is not eligible for tax incentives, and the revenue of both activities has to be strictly separated. For local retail trading, a separate Foreign Business License may be required in case the majority of shareholders are foreigners.

The legal requirements for an ITC are:

Registered Capital
At least THB 10 million, fully paid-up
Annual Operating Expenses
At least THB 15 million, paid to recipients in Thailand

The following tax privileges are granted for every accounting period during which the ITC meets the above criteria, but for a maximum of **15** accounting periods:

Corporate Income Tax
On income received from or paid abroad for sales/ procurement of goods abroad
0%

Withholding Tax
On dividends paid to its corporate shareholders abroad (if such dividends are paid from the ITC's tax-exempt income)
0%
Personal Income Tax
On income of expats employed full-time with the ITC
15% flat (optional)

To receive the above incentives, a **registration as ITC with the Thai Revenue Department is required.**

The BOI grants further incentives to ITCs, e.g. the possibility for foreigners to hold 100% of the company's shares and to own land, as well as the exemption from most restrictions on the employment of foreigners.

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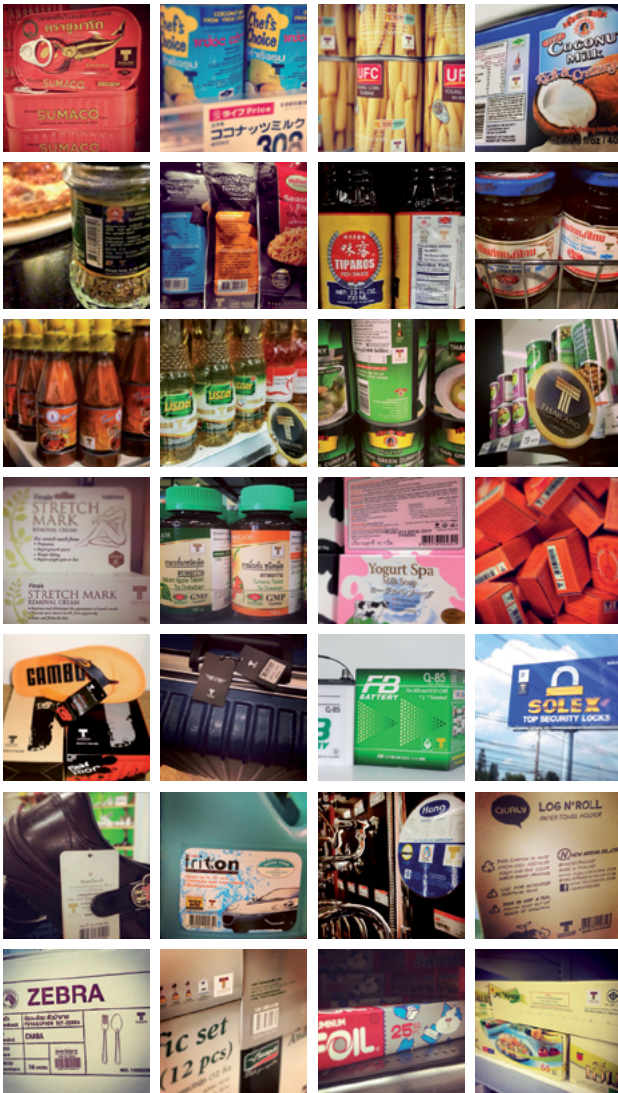


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SOCIAL CONTRIBUTIONS THROUGH PRODUCTS AND SERVICES:

THE KEY TO CONSUMERS' HEARTS AND MINDS

Today, many social media campaigns are raising consumer awareness regarding the issue of good practice in the manufacturing sector. Modern consumers have a growing understanding of quality standards. This paves the way to the rise of a customer-centric approach to product and service development. If consumers show that they care about fair labour practices and efficient use of natural resources, successful products and services will surely prioritize these matters to meet international standards.

Thailand has long been recognized internationally as a manufacturer of quality products and services. To live up to consumer expectations and market priorities in social contributions and environmental and workforce management, the Department of International Trade Promotion (DITP), Ministry of Commerce, is using the Thailand Trust Mark (TTM) as a measure to guarantee the quality of Thai products and services, raise consumer confidence domestically and internationally. The DITP recently signed a memorandum of understanding with the Ministry of Industry and Ministry of Labor to integrate environmental and workforce standards into the TTM certification process across six key industrial sectors: food, heavy industries, lifestyle, fashion, miscellaneous industries, and services – including health promotion, academic, and nursing services.



The DITP has put in place a stringent selection process for potential TTM recipients. Each and every applicant, no matter a brand owner or an OEM (Original Equipment Manufacturer) – is notified that a TTM mark bearer must possess a manufacturing process of international standards, strong environmental management procedures, socially responsible conduct, and fair labor practices. The Mark represents the most stringent test of quality for Thai products and services onto the international stage.

In 2015, the DITP has defined additional criteria for Thailand Trust Mark applicants, focusing on environmental, social, and workforce treatment standards among Thai exporters:

1. The company must have received certification from internationally-accepted standards – such as ISO 9001 or, for the food industry, GMP/HACCP.
2. The company must have an environmental management plan that meets level-2 Green Industry certification from the Ministry of Industry.
3. The company must treat its workforce fairly in accordance with TLS (Thailand Labour Standard 8001-2010) certification under the supervision of the Labour Ministry. The DITP will conduct an on-site inspection to verify this particular requirement.
4. The company must meet ISO 26000 standard for socially-responsible operations or have conducted in- and after-process CSR activities – including good governance, ethical operations, responsibility towards consumers, contributions to community development and more.

The number of Thailand Trust Mark recipients with environmental (Green Industry), social, and workforce standards (TLS 8001-2010) certification has increased considerably – including the likes of Acme Industries Co., Ltd. (*wooden household items*), Green Spot Co., Ltd. (*Vitamilk soy milk and Green Spot non-carbonated drinks*), Lucky Flame Co., Ltd. (*Lucky Flame hobs, gas valves and kitchen hoods*), Ocean Glass Plc. (*Ocean glassware, Lucaris crystalware*), Saijo Denki International Co., Ltd. (*Saijo Denki air conditioners*), Satien Stainless Steel Plc. (*Zebra Head stainless steel kitchenware*), Siam Furukawa Trading Co., Ltd. (*FB Battery automotive and motorcycle battery*), Thai Ceramic Co., Ltd. (*Cotto ceramic tiles*), Thai Preserved Food Factory Co., Ltd. (*Wai Wai instant noodles*), Thai-German Ceramic Industry Plc. (*Campana ceramic tiles*), Thanakorn Vegetable Oil Co., Ltd. (*Cook soy bean, sunflower and canola oil products*), Theppadungporn Coconut Co., Ltd. (*Chaokoh coconut milk*) and Tipco Foods (Thailand) Plc. (*Tipco fruit juices*).

THINK TRUSTED QUALITY,
THINK THAILAND TRUST MARK



THINK THAILAND



Thailand's New Railway System

Investment plan to modernise the Thai railways

By | Giulia Giacalone & Charlotte Boyer Chammard, Fellowship Researcher

In an attempt to boost the economic recovery, the Thai government has just launched a 3.5 trillion baht (100 billion dollar) investment plan to develop its infrastructure, and especially the railway system, over a period of eight years (2015-2022)

The aim is to build new tracks as well as replace the existing single-track railway network with a **double-track system**. Moreover, the ultimate goal of the project is to incorporate the current railway network in a Trans-Asian railway network, in line with the development of the ASEAN Economic Community, launching in December 2015. This **Trans-Asian Railway network** should extend from West (Yangon, in Myanmar) to East (Ho Chi Minh, in South Vietnam), and from South (Singapore) to North (Kunming, Southern China) in order to better connect the whole region. Thailand currently has four main lines that operate as follows:

1. The North line connecting Bangkok to Chiang Mai (751 km)
2. The North-East line that reaches Ubon Ratchathani (575km)
3. The South line that starts in Southern Bangkok and crosses the Malaysian border up to Rantau Panjang (1146 km)
4. The East line up to Poipet in Cambodia (261 km)

The Thai railways are owned by the **State Railway of Thailand** and presently cover a total of 4046 km, 3685 of which are single-tracks lines. The double-track system will enable Thailand to increase the efficiency of its rail transport, by allowing one line to be used for more trips per day. The rail network serves 42 of the 76 provinces in Thailand at this time, carrying 45 million passengers and 11 million tons of goods a year. The main freight cars carry petroleum products, cement and construction materials.

Nonetheless, the obsolescence of the system needs to be replaced to keep up with Thailand's development and future growth prospects if rail transport is to become a focal point in Thailand's transport system. Indeed, out of 144 countries, **Thailand's rail system ranked only 74.**



Air: 37



Road: 50



Boat: 54



Rail: 74

Thailand's quality of transport
(out of 144 global rankings)
Vector from www.graphicsfuel.com

In order to achieve this much needed modernization, the Thai and Chinese government agreed on a joint-venture with 60/40 participation. Other fundings will come from public-private partnerships and enterprise income.

The development plan is essentially divided into two fundamental phases. The **first phase** covers the years 2014 to 2018, with the modernization of the following six lines in the double-track system:

- Sao – Cha Cheng Kang Koi (106 km), which's construction is currently underway;

- Jira – Khon Kaen (185 km) and Prachuab – Chumporn (167 km), both in approval phase;

- Lopburi – Pak Nam Pho (148 km), MabKaBao – Jira (132 km) and Nakhon Pathom – Hua Hin (165 km), still awaiting approval by the Energy Information Administration.

The **second phase**, over the period 2015-2020, involves however the construction of eight new lines:

- Hual Hin – Prachuab Kirikhan (90 km)
- Pak Nam Pho – Den Chai (285 km)
- Jira – Ubon Ratchthani (309 km)
- Khonkaen – NongKhai (174 km)
- Chumporn – Suratthani (167 km)
- Suratthani – SongKar (339 km)
- HatYai – Padangsbesar (45 km)
- Denchai – Chiang Mai (217 km)

The plan also includes the purchase of **fifty new locomotives** from a foreign supplier, the renovation of one-hundred-and-thirty of the existing locomotives in the first phase and another hundred in the second phase.

This change will bring about structural improvements, as well as efficiency improvements.

Currently, transport costs in Thailand amount to 7.4% of the GDP. The 71 million tons of energy consumed in 2011 in transport alone amounted to a total of 700 billion baht. This equals 35% of Thailand's total energy consumption. Moreover, the World Bank estimates the annual cost of rail accidents to be up to 232,000 million baht.




2,529 km
Less of Single Track system to be changed into Double by the end of the development plan

3,589 km
In addition of Double Track system by the end of the development plan

600
Additional trips/day thanks to the Double Track system

6
Additional provinces serviced thanks to the new system

30 million
Passengers – trips/ year

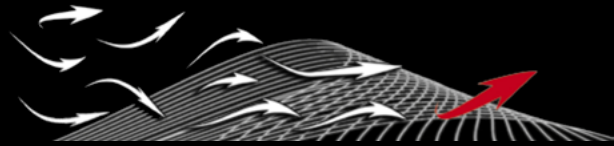
39 million
Tons/ year of goods transported

The renovation of the Thai railways should reduce these costs and additionally, increase the number of trips per day (from 200 to 800), increase the number of provinces served by the new double-track system (from 47 to 53), increase the number of passengers that travel a year (from 45 million trips/year to an expected 75 million trips/year) and increase the proportion of freight carried out by rail (from 1.5% to 5%).

The new system will also allow an **increase in the average speed of freight trains** (39 km/h to 60 km/h) and **passenger trains** (60 km/h to 100 km/h) and also benefit the environment by reducing private transport by car from 59% to 40%, with a consequent reduction of the oil consumption of more than 100 billion baht/year. By focusing heavily on its infrastructure development, the Thai government shows its willingness

to successfully integrate and actively participate in the **ASEAN Economic Community**, positioning itself as one of the key players of the regional hub.





WEFLEX SRL

Integrated Logistic System

By | Weflex Advanced Logistic Solution

*Weflex S.r.l is an Italian based company existing since 2001. Weflex has a deep experience in technology applications to improve warehouse handling processes. Weflex is the sole distributor of **Track+Race** technology for Asia. Weflex Thai Co.Ltd. was established in Bangkok to better serve the Asiatic market.*

What is Weflex integrated logistic system

It is an innovative system designed by Weflex to manage the logistic operation in warehouses and manufacturing plant, the aim is to control the movement and storage of materials and to process the associated transactions, including shipping, receiving, put away and picking, adopting the most advanced technologies. The system directs and optimizes each operation. It assigns the job task to the resources, basing on the real-time information, controlled by computerized simulator, without paper. It monitors the progress of products through the warehouse.

The database is updated, in real time, achieving accurate track of each operation. Every resource is equipped with a specific device and software specifically designed to interact with the system. One of the main key points of the system is the full integration with **RTLS system Track+Race** based on **RFID technology**. The warehouses forklifts, equipped with Track+Race system, can automatically identify their position and as consequence the position of the goods moved by forklifts and the storage locations, increasing the performance of every warehouse operation.

Track+Race is virtually an automated storage and retrieval systems, using the forklifts instead of automatic guided vehicles. This technical solution aims to revolutionize the warehouse management: increasing overall performances, increasing the efficiency, reducing errors, simplifying the operations and providing to the company heads the instrument to keep warehouse stocks and resources accurately monitored. The target market are companies:

Owning facilities as well as indoor and outdoor warehouses and moving every day high quantities and volumes of goods;

The goods are stocked and moved mostly by forklifts (pallet or cages, bins, big bags, spools);

The goods are stored on any type of racks or stacked on the floors;

Weflex is also the owner of **I.Tile®**, an innovative integrated system for warehouse management, is specifically conceived to fit the requirements of and to solve the typical logistic inefficiency of the ceramic companies. It allows for real-time three- dimensional tracking of materials and warehouse handling vehicles and, consequently, for the optimization of all handling stocking and picking operations.

Born Weflex Thai Co.

Weflex has started a process of internationalization towards emerging markets and foreign industrial companies that increasingly invest in technology for the meet important performance targets logistics. In January 2013, it was incorporated Weflex Thai Co. Ltd., located in Bangkok, a true testament to the strong determination of the company to offer its own solutions to the market of South East Asia. A Thai customer "**COTTO / SCG Group**" turned on the new version of **SAP_6.0** fully integrated with I.Tile system.

Vector from: www.graphicsfuel.com



HOMI: A LABORATORY FOR THE CREATION OF BEAUTY AND SHOWCASE FOR TRENDS

The next edition of the lifestyles show is to take place in January

Edited by | Camilla Guerrato, Fellowship Researcher

From **29 January to 1 February 2016** Milan will host one of the most awaited events for designers, buyers, exhibiting companies, retailers, artisans and lovers of style and design. The fair will feature many areas dedicated to the various dimensions of style and interesting events that allow us to best take care of ourselves and our environment through interesting design ideas for the home and the individual.



HOMI exhibition and trade fair will provide for an authentic trend incubator and showcase for stylish products: a great source of inspiration for creative people who want to turn their ideas and projects into actual design objects that will make everyday life more comfortable.

The fair will host a wide range of fields all linked to one another by the main topic of Lifestyles: the themed satellite areas are always at the centre of the show – **Living Habits, Home Wellness, Fragrances & Personal Care, Fashion & Jewels, Gifts & Events, Garden & Outdoor, kid Style, Home Textiles, Hobby & Work** – and are the beating heart of the exhibition along with other special areas and events at HOMI, which are always targeted towards business, conviviality and experimentation.

One of the objectives of HOMI fair is to **highlight** style and savoir-fair in every form – as Cristian Preiata, Exhibition Director says – and to find creative talent at the source, both in design academies and in quality artisanal workshops. Yet, besides the inspirational and creative side of this event, HOMI fair aims at paving the way of high-quality brands towards international trade by showing their products in an exhibitor-buyer exchange meant to offer support to business, exhibiting companies and all of the professionals that visit.

Special collaborations are being held with ICE – the Italian Trade Agency – that will collaborate with HOMI in promotional activities abroad and help with allowing Italian companies to go international. Among the numerous special projects **LA MAGNIFICA FORMA** is to be mentioned: this is an ever more spirited exhibition that brings together design and artistic craftsmanship, based on the concept of the interaction between “**Made in Italy**” and our cultural heritage.

As far as the Living Habits satellite is concerned, the stars of the show will be the Table and the Kitchen, which represent some of the most interesting dimensions of HOMI - the importance of conviviality and the delight in gathering together. Innovative and imaginative experiences are also to be featured and these will involve professionals in the **HOMI FOOD** area, which is dedicated to quality food products with a strong emphasis on research into original packaging that is able to create value.

Another sector that is gaining ground regards fashion accessories, trendy bijoux, jewels and precious stones that offer up models of elegance that are ever new, original and constantly evolving. These are the ingredients for **HOMI's Fashion & Jewels satellite**, which represents new lifestyles in the personal sphere. After having celebrated the “**Dolce Vita**” era with wonderful bijoux from the 1950s and 1960s, HOMI is continuing its intriguing journey into jewels, fashions and traditions by dedicating another big exhibition to masterpieces of Italian bijoux, this time from the 1970s to the 2000s.

All in all, HOMI is a trend lab, a hub for new styles and a stage for international meetings which brings together an essence of innovation and research with the concept of manual “**savoir-faire**” applied to the innovation of techniques and materials in objects that combine design and tradition by maintaining levels of quality manufacture, formal beauty, technological innovation and the traditions of craftsmanship.

Once again, HOMI is preparing to amaze and to welcome the world to Milan. The appointment with HOMI is from 29 January to 1 February 2016.



OSPITALITÀ ITALIANA

QUALITY APPROVED



Thai-Italian Chamber of Commerce announces Ospitalità Italiana Awarded Restaurants in Bangkok

By | Charlotte Boyer Chamard, Fellowship Researcher

October 14, 2015 – The Thai – Italian Chamber of Commerce (TICC) organized the **Ospitalità Italiana Bangkok Award Ceremony 2014- 2015** at Eastin Grand Hotel Sathorn, thus awarding **7 Italian restaurants** located in Bangkok and Chiang Mai, Thailand.

More than 120 guests attended the evening in the ballroom of the Eastin Grand Hotel Sathorn. The event took place in form of an Italian aperitif where food and beverages were generously provided by our sponsors. Mr. Lino Geretto, the TICC President opened the night by introducing the project and welcoming the guests and sponsors. Then Mr. Fabio De Cillis from the Ital-Trade Agency made some remarks and the TICC Secretary General, Mr. Michele Tomea awarded the seven chefs. Throughout the night, five of the newly awarded chefs performed a live cooking show, allowing the guests to taste their cuisine.

The Bangkok Award Ceremony 2014 - 2015 was sponsored by **Ampersand, Aroy Italy, BB&B, Chicco D'oro, Etihad Airways, Food Gallery, G Four, Digithai, Italiasia, KCG Corporation, Millestelle, Peroni** and **San Pellegrino**.

The awarded restaurants are **Antonio's the Italian experience** (Chef Antonio Armenio), **Attico** (Chef Dario Busnelli), **Lenzi Tuscan Kitchen** (Chef Francesco Lenzi), **Piccolo Roma Palace** (Chef Angelo Faro), **Scalini** (Chef Egidio Latorraca), **Sensi** (Chef Christian Martena), **Vesper** (Chef Roberto Parentela).



Ospitalità Italiana is an international project started in 2010 in collaboration with Unioncamere, ISNART and the Italian Chambers of Commerce worldwide aiming to certify the authentic Italian restaurants around the world. The main goals of this project are to develop and promote the tradition of Italian food and agricultural products worldwide, honour the Italian gastronomic culture, create new opportunities and promote methods for Italian Restaurants around the world with the Ospitalità Italiana seal.

All the awarded restaurants positively responded to the strict requisites for quality of the ingredients, genuine Italian recipes and wines, chefs with direct experience in Italy and, over all, a strong commitment to spread and enhance the Italian culture overseas.

For more information, please visit:

TICC page: www.thaitch.org/projects/ospitalita-italiana/
Project official page: www.10q.it/
Mobile official application: www.10q.it/mobile.php
Contact: Mr. Alfonso Pellegrino
TICC: Trade Manager
Tel: 02 255 8695 ext. 104
Email: trade@thaitch.org



Ospitalità Italiana Bangkok 2014 - 2015 Awarded Restaurants

Antonio's the Italian experience
 26, Sukhumvit 31, Sukhumvit Road,
 Klongtoey-Nua, Wattana, Bangkok
Tel: 081 733 9073
Email: www.antoniosbkk.com

Attico
 489 Sukhumvit Road, Klongtoey Nua,
 Wattana Bangkok 10110, Thailand
Tel: 02 302 3333
Email: www.radissonblu.com/en/plazahotel-bangkok/restaurants

Lenzi Tuscan Kitchen
 Lumpini, Pathum Wan, Bangkok
 10330, Thailand
Tel: 02 001 0116
Email: www.lenzibangkok.com

Piccolo Roma Palace
 144 Charoenprathet Road, A.Muang,
 Chiang Mai, Thailand
Tel: 05 382 0297-8
Email: www.piccolaromapalace.com

Scalini
 11 Sukhumvit SOI 24, Khlong TON,
 Bangkok 10110, Thailand
Tel: 02 620 6666
Email: www3.hilton.com/en/hotels/thailand/hilton-sukhumvit-bangkok-BKKSUHI/dining/index.html

Sensi
 Soi Naradhiwas Rajanagarindra 17,
 Thung Maha Mek, Sathon, Bangkok
 10120, Thailand
Tel: 02 117 1618
Email: www.sensibangkok.com

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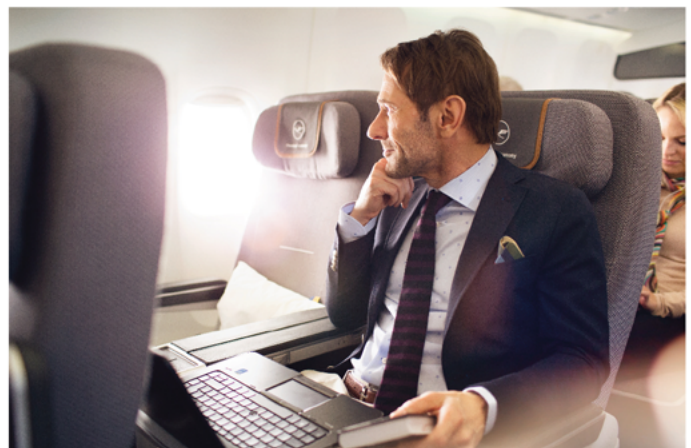
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Take a closer look at Italmec Dalmec's Manipulator



Italmec Group of Companies is now a global Brand that is synonymous of reliability and the trusted answer to the most complex material handling, logistic and industrial automation cases. From the humble origins where the headquarter of manufacturing is still located in **Val di Non** an area of indisputable beauty (now part of the Unesco heritage) in the **Trento** Region of Northern Italy more than 60 years ago a "classic" Italian success story was created in the footprint of family enterprise torn out to be a **GLOBAL** brand by the **most awarded Multinational Corporation** in all fields of Industrial Manufacturing with sale branched in all continents of the world and machines installed from South Africa to North America the Gulf region and now ready to embark in new challenges such as North Africa and Persian region.

Federico son of one of the founders ably took up the dream and challenge of the Company founder to create an international business and decided to move in Singapore in 1993, in order to create the hub of its future expansion that now spread its wings from Singapore to Bangkok and from Dubai to Casablanca passing through Teheran, Riyadh and Beirut. The dynamic hub of the new Asia economy was a greater booster to Italmec expansion, from the creation of a joint venture to distribute its product in Asia between the Japanese partner **HIRAKAWA Mechatronic and Calmex** to the consecration of Italmec Industries (S) Pte Ltd three years later with its head office in Singapore.

In a short time Italmec launched manipulators of innovative European design providing solutions tailored to the various problems of handling. Fifteen years after its foundation,

Usage in numerous different industrial sectors

Edited by | Camilla Guerrato, Fellowship Researcher

Italmec had won the challenge by establishing itself in most Asian countries.

Also the data speaks for itself: in the automobile sector alone, **more than 85 percent** of cars produced in the world are assembled with manipulators from the group. Today, Italmec represents a successful holding, and the investments continue to confirm the choices that have been made.

Dalmec and Italmec have become worldwide famous thanks to the great results obtained by selling their air-compressed system manipulators in every continent. This Italian company creates machines which can adapt to the clients' requests, no matter what their needs are. In fact, the manipulators are devised not only to lift and move, but also to tilt and rotate while handling up to 1200kg. In addition to that, flexibility precision and safety are guaranteed at every step.

The success of the company, in Italy and abroad, derives from the expertise of Dalmec's engineers and consultants in creating and producing manipulators that not only adapt to one stage, but to the whole chain of production of goods: from the very first steps of creation, to the assembling line and eventually to the packaging process.

As a matter of fact, the wide range of actions operated by **DALMEC's manipulators** allows their usage in numerous different industrial sectors among which chemical industry, automotive, food, logistic, engineering, packaging, pharmaceutical, wood, textile, cosmetics, electromechanics, aeronautic, defence, agriculture, metallurgic, construction industry and so forth. What makes these manipulators so successful is the fact that, along with the optimization of the work flow, they also cut down on the production expenses of the company.



In fact only one person is needed in order to operate the industrial Manipulator and therefore both manpower and time can be reduced.

Furthermore, Italmec and Dalmec guarantee the best of service since they take care of their clients also after having set up the machine. Support and maintenance are always available and this is a further key of Italmec's popularity among top rank industries worldwide.

Not to be forgotten is safety:

DALMEC's main concern when it comes to the working environment. All machines are conceived in order to make the work as effortless and safe as possible for those who operate the machines. All these are the reasons why over 50.000 manipulators are currently in use throughout the world, 400 of which sold in Thailand.

Recently Thailand has become a paramount market for Italmec where the group is planning to invest heavily in the future considering for the first time a manufacturing site outside of its mother land Italy.

Dej - Udom & Associates

Business and Legal Update

COUNTDOWN 2015 ASEAN Economic Community

Japanese FDI Growth

Japanese companies continue to show great interest in ASEAN investments and their foreign direct investment (FDI) flows into the region have increased significantly over the past four years. From 2011-2014, Japan was the second biggest foreign investor in ASEAN after the European Union and placed three times more FDI into ASEAN than into China in 2014. Thailand and Indonesia's biggest source of foreign capital comes from Japan.

Labor Sector Worries

Experts warn that some benefits of the ASEAN Economic Community integration may be curtailed if the agreements on labor and services are not fully implemented. Recent studies maintain that current policies are driving ASEAN's best workers to leave the region entirely. If this continues, a shortage of skilled workers in ASEAN is expected with the remaining high-skilled labor in the region needing more education and training.

E-Commerce Growth

Master Card announced that the Asia Pacific region is now the largest e-commerce region in the world with a growing consumer base that is twice as likely to buy online. In 2014, there was US\$ 567 billion in e-commerce transactions in the region. In the next 3 years, Indonesia, China, and India will lead in e-commerce growth.

Philippines News

Robust Banking System

A global credit rating agency says that the Philippine banking system is virtually immune to contagion from external shocks from the global economy. The agency says the country's banks are largely deposit funded and not dependent on external funding or the export sector.

Singapore Update

Intellectual Property Ranking

In the recently published International Intellectual Property (IP) Index 2015 which assessed the IP practices of 31 countries, Singapore ranked #4 globally with a score of 25.38 out of 30 and #1 out of the 6 ASEAN countries assessed. Singapore ranked highly because of its strict IP laws and dedicated enforcement of them.

Indonesia News

Labor Policy Reversal

In a swift policy turnaround this month, Indonesia abandoned the strict labor rules for foreign workers introduced in June 2015. The now retracted rules required work permits for executives to travel to Indonesia for meetings and for non-resident board members and directors to have work permits. Also, companies would have had to hire 10 locals for every foreign employee.

Myanmar Watch

Foreign Exchanges Licenses Revoked

To help strengthen and protect the national currency and control "dollarization," the Central Bank of Myanmar revoked the foreign exchange licenses of thousands of businesses this month. The bank says the cancellation will promote the use of the national currency in payments for local goods and services and encourage the use of domestic credit and debit cards and other banking services.

Vietnam Update

Reforestation Requirements

Vietnam announced that it will no longer grant licenses for public and commercial projects that raze forest land do not replant during construction. The change was spurred

by official reports of wide spread deforestation and little replanting.

Cambodia Watch

Petty Taxes Abolished

Cambodia's announced the cancellation of many petty taxes that target the country's working class. These include tariffs on motorbikes, tuk-tuks, and farm machinery and fees for vendors at state-owned markets. The cancellation also benefits the government as tax officials currently spend 60% of their time collecting petty taxes.

THAILAND UPDATE

Legal News

Social Security

The new Social Security Act took effect on October 20, 2015 and includes new benefits for insurers and enhanced coverage for temporary employers of all types within the government sector and extended coverage for Thai workers abroad. The changes cover healthcare, childbirth, and unemployment.

Public-Private Partnership

The new amendment of the Private Investment in State Undertakings Act BE 2556, also known as the Public-Private Partnership (PPP) law, will help ease the approval process for public-private investments. PPP investments under THB 5 billion will no longer have to be submitted to the PPP Policy Committee chaired by the prime minister. However, PPP investments from THB 1-5 billion must be submitted to a subcommittee that will decide if they will move forward to the PPP Policy Committee. PPP investments under THB 1 billion are open to private participation as long as the Finance Ministry's rules and regulations are complied with.



Anti-Corruption

Amendment 3 of the Anti-Corruption Act came in to effect on July 10, 2015. The Act now complies with international standards for anti-corruption. The amended Act covers offenses and punishments relating to bribery among state officials in Thailand and foreign countries and officials from international organizations. The National Anti-Corruption Commission can now investigate and file suits in Thailand and in foreign courts against Thai and foreign state officials, individuals in the private sector and international organizations.

Tax

New Car CO2 Excise Tax

The Finance Minister confirmed that the new excise tax on new cars based on carbon dioxide (CO2) emissions will come into force in January 2016. The excise tax will now be based solely on CO2 emissions, not engine size. Price increases for smaller cars will be THB 85-160,000 and THB 200,000+ for bigger cars. Eco-car prices should only rise by THB 10,000 to 15,000.

Expatriate News

US Passport Update

Starting in 2016, US citizens will no longer be able to add an additional 48 pages to their passports and will have to apply for a new passport when running low on blank pages.

Industrial Estates

New Privileges Approved

The cabinet recently approved a plan to increase privileges to industrial estates to help make Thailand more competitive within ASEAN. The new privileges include a 10-15 year tax holiday and up to 5 more years with a 50% tax reduction for six industry superclusters in six industrial estate areas and a 3-5 year tax holiday with a possible 50% tax reduction for 5 years in two regular industry clusters in two industrial estate areas.

Import-Export

News

The United State has extended its Generalized System of Preferences (GSP) which gives tariff waivers to 11 Thai products. Thai exporters will save THB 70 million a year in import tariffs.

The amended Export and Import Goods Act comes into force on December 14, 2015 and will control the import, transit, and trans-shipment of controlled and prohibited goods.

Revenue

Transfer Pricing Crackdown

Like other ASEAN member states, Thailand is cracking down on transfer pricing and a new law will soon come into effect. The Revenue Department will focus on transfer pricing and start aggressively auditing and charging companies who run afoul of the new law. Previously, transfer-pricing audits were only done by a specialized team, but now general audit teams will focus on transfer-pricing irregularities during regular tax audits.

Securities and Exchange

Foreign Currency Settlement

The Stock Exchange of Thailand (SET) announced that it plans to let foreign investors settle trade sharing in foreign currency including the US dollar and the Chinese yuan. The SET wants to boost foreign participation in Thailand's stock market and increase overall trading.



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Cultivating a new form of dining culture in Bangkok



Dining is not just about consumption anymore, but involves a much complicated social act.

By | Judy Tang, EZTABLE

*Food is central in almost all Asian culture, and it is more so when it comes to **Thai cultural and social relations**. It's not uncommon to share a meal before getting down to business for many, and the act of liang (treating) your friends to a lunch or dinner is an indication of social achievement. Dining is not just about consumption anymore, but involves a much complicated social act serving multiple purposes.*



Without a doubt, these purposes revolves around special occasions, such as birthday celebration, farewell parties, anniversaries, and holiday celebrations. Besides the parties which require you to put on your little black dress or a black tie, there are dining needs happening on a daily basis either with your friends, families, potential business partners. Dining is a social interaction, that is sometimes taken for granted.

Defining the purpose of your dining out is just one part of this social behavior. After that, it follows a series of discussing and deciding where to dine, who to invite, whether there are tables still available. The common diner behavior revolves around the selection of restaurant based upon the location, atmosphere, price, reputation, cuisine type, variety of menu, popularity. The list goes on. You see, it's really not an easy task when it comes to arranging a dinner to impress your parent-in-laws!

You're in luck for living in such a vibrant city, where Bangkok's dining scene is amongst the most varied and hyped, with new trends and new restaurants popping up across town. From super-high-end restaurants to popular local Thai restaurants, Bangkok has quite an impressive span of gastronomic landscape to explore within. Whether it is five-star French chefs going for the bistro-style or Thai restaurateurs introducing recipes right out of history books, we are fortunate being able to choose from an array of dining choices for all occasions.

Once you arrive at the restaurant, you will be able to spot some of the most common, sometimes obnoxious, behavior at the dining table --capturing snapshots of the delicate dishes and posting them to Facebook and Instagram. And let's be honest here, we're all guilty of this at some point in our many reunions, for reasons none other than how tempting the foie gras bruschetta looks on the white ceramic canvas. Well, reasons beside the foodporn value is the social aspect of being able to brag our indulgence in the fine-dining scene. Dining then becomes an experience that's worth a thousand photos,

in exchange for a few words of compliments or complaints we leave in the reviews on TripAdvisor or other forums.

Reviews have become one of the most important part of building a reputation for restaurants, one of the aspects all restaurateurs hate and love at the same time. And yet, reputation is one of the most vital, yet intangible, asset or resources of a restaurant. Many times, it's the reputation that makes or breaks a restaurant business. In order to broaden their networks, we see restaurateurs increasingly making use of social networks and blogging to reach out to their customers and building a connection.

EZTABLE, Asia's leading online reservation platform, has observed the complications of the dining behavior, and pinpoints the most important part of the process --being able to land a table on a busy night. Online reservation provides convenience and ease for diners, both Thai



locals, expats and tourists. It's not only just a trend, but a cultural shift of restaurant walk-ins towards reservation in advance either for an important date or a casual night out. It's a custom EZTABLE is striving to build and to cultivate amongst the ever-changing dining scene in Bangkok.

For both diners and restaurateurs, EZTABLE is building a platform in which diners may check out restaurant information, reviews from other guests before making a reservation. On the other hand, EZTABLE has the internet world all figured out for restaurateurs, by becoming TripAdvisor's official and exclusive partner in Bangkok. Reservations and reviews can easily be collected and managed via EZTABLE's restaurant management system.

There is a number of challenges when it comes to connecting diners to the restaurants, but the ultimate purpose and the only success lies in the smiles and laughters happening at the dining table. At the end of the day, all that matters is that we have contributed to your sense of pride when your friends (or parents-in-law) tell you, "Hey, thanks for recommending and booking this awesome restaurant! We had a great night."

Having said that, go ahead and download EZTABLE app to discover Bangkok's dining experiences that awaits!

Android App: <http://goo.gl/Ekd84o>

iOS App: <http://goo.gl/kMRCrm>

24hr Book Now

Aceto Balsamico Tradizionale di Reggio Emilia

The Aceto Balsamico Tradizionale of Reggio Emilia: A treat worth talking about

By | Giacomo Iobizzi and Camilla Guerrato, Fellowship Researchers

Even though the name Reggio Emilia could sound familiar to you due to the worldwide famous product Parmigiano Reggiano (Parmesan), this is not the only popular food product in town: the Aceto Balsamico Tradizionale (Traditional Balsamic Vinegar) of Reggio Emilia is a treat worth talking about.

It's interesting to know that **Balsamic Vinegar** was discovered by mistake. In fact, 2000 years ago during the Roman Age, some cooking grapes must was forgot in a stove and it was found out that this new product could be used to season food.

It's only during the Middle Ages that the Traditional Balsamic Vinegar began prestigious, in fact the court of the Great Countess **Matilde di Canossa** became famous all over Europe as the only place where perfect Aceto Balsamico Tradizionale could be found. Aristocrats from all over the continent would visit the court in the Reggio Emilia area in order to taste this delicious treat.

Production

The production of the Traditional **Balsamic Vinegar of Reggio Emilia** is a long process, it takes at least 12 years. During the production process the typical wine grapes from the Reggio Emilia province (Cavalli only uses Trebbiano and Sauvignon grapes) are pressed and cooked, cooled and then decant in demijohn, at a later stage they are stored in barrels of different woods (Chestnut, Cherry, Juniper, Mulberry and Oak) where a constant and slow acetification takes place.

In order to produce one bottle of **Aceto Balsamico**, the grape must is supposed to be moved to a different wood barrel every year so as to concentrate (the evaporation of the product corresponds to 10% a year) and at the same time absorb the essence of the wood. The loss of product by evaporation is topped off yearly with increasingly more refined product.

The long-term storage in the barrels conveys the Aceto Balsamico a unique



consistency and makes the aroma and flavour increasingly composit.

The product that is left aging for 25 years is named **Extravecchio** (Extra-Aged), the Traditional Balsamic Vinegar 'Extravecchio' is the most prestigious and expensive of the whole production range, it's the quintessence of the quality.



Bottling and certification

During the bottling process the final product is stored into the shape of an upside down tulip of 100 or 250 ml. As far as certification is concerned, every single drop of product is checked and needs to comply with the chemical and sensorial exams: these controls are guaranteed by the Ministry of Agriculture.

This process of production is of fundamental importance in order to be certified as a quality product by the Italian Laws: **'All Balsamic are not vinegar, they are condiments/seasonings'**.

What is more, the word Vinegar can be used just for those condiments that obtain the P.D.O. certificate Protected Designation of Origin (D.O.P. - Denominazione di Origine Protetta). **This certificate guarantees the total production process in the Reggio Emilia Area.**

Things you should know:

Do not confuse the **Aceto Balsamico di Modena PGI** (Balsamic Vinegar of Modena) with the **Aceto Balsamico Tradizionale** (Traditional Balsamic Vinegar). Their names are similar, yet their characteristics are completely different: not only the ingredients, but also the production process and the chemical/physical and sensory characteristics involved. The prices can vary on the basis of quality and aging and the Traditional Balsamic Vinegar P.D.O. is the most expensive one, of course.

Information kindly provided by Paola Caprari and Cavalli cav. Ferdinando srl - Via del Cristo 6/a-b - 42019 Scandiano (RE) ITALY

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TICC Achieved Events

Seminar Natural Cosmetic: Trends and Strategy

Bangkok, 12 November 2015, TICC Office



November has been a fruitful month for the Thai-Italian Chamber of Commerce with numerous events going on. On November 12 **Ms. Rujira** from **Scent and Sense** held a successful seminar about **'Natural Cosmetics: Trends and Strategy'** at the TICC premises. The Seminar is focused on how to position oneself in the market and the current trends in Thailand. As well as the foundation of natural cosmetic business. Ms. Rujira's presentation left all the attendees from 8 different companies satisfied. All in all, the seminar was a successful event.



Seminar Firing an Employee: What you need to know when Push comes to Shove

Bangkok, 18 November 2015, TICC Office



The legal seminar entitled **'Firing an employee: what you need to know when push comes to shove'** attracted many different member and non-member companies that found the topic interesting and useful. The seminar is about the steps to take to safeguard yourselves as employers from being forced to make high payouts after firing an employee. This presentation has been held by **Ms. Nippita Pukdeetanakul**, Managing Director and **Ms. Kumu Handa**, Account Manager of **JNP Legal**. The seminar has been greatly informative and full of essential points.

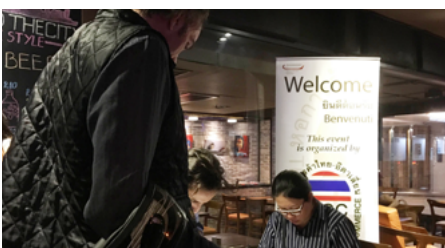


Eat, Drink and Love at Pizza and the City

Bangkok, 24 November 2015, Pizza and the City



Like every month, also in November the TICC organized a networking event, which turned out to be successful and fun for everyone. The **Eat, Drink and Love Get Together** brought together numerous members of the TICC and non-members interested in getting to know the Italian community in Bangkok. The location for the event was **Pizza and the City** restaurant where everyone enjoyed the delicious food. During the event we also had the pleasure of tasting **L'Olmaia** beer, that was launched for the first time, in two great varieties, **La9** and **La5**.



TICC Achieved Events

Christmas Charity Dinner 2015

Bangkok, 15 December 2015, Banyan Tree Hotel



On **December 15** the yearly charity dinner organized by the **Thai-Italian Chamber of Commerce** together with the **Camillian Home** took place at the **Banyan Tree Hotel** in Sathon Road, Bangkok.

Around 300 guests attended the awaited event and enjoyed the delicious food generously offered by our sponsors. The night started with a welcoming cocktail where the guests could taste a wide range of appetizers and drinks, followed by the dinner served in the ballroom.

After the welcoming speeches of **Father Giovanni Contarin** and the **TICC president Mr. Lino Geretto**, numerous international artists entertained the guests with singing and dancing performances. The children of the Camillian Home wanted to give their contribution by performing on stage too. The silent auction and the lottery followed.

The goal of the event was to raise funds aimed at supporting the projects of assistance of the Camillian Home which takes care of orphaned and disabled children with HIV/AIDS.



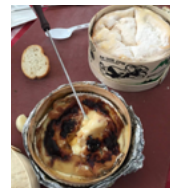
The TICC is therefore grateful to all the food and beverage sponsors that made this event possible and to all the companies and artists that provided items and artworks for the auction and lottery which assured the success of this joyful event.



Achieved Events

Bonjour French Fair VIVA EUROPA! Press Conference

Bangkok, November 16th 2015



The **Bonjour French Fair 2015** press conference was held at **Cafe' Parisien** in Bangkok on November 16th. The **5 exhibitors** who participated in the conference are **Chef Hervé Frerard** for his Authentic French cooking demonstration and his piperade. **Nicolas Vivin** for his presentation of his french origin & high quality products **VIVIN**. **Charin Gonay** and **Quintessence** for the demonstration of a fondue recipe. **Punnada Chonwanich** that showed us how to refresh our days with a Mocktail by **Teisseire**. **Emilie Usai** and **Novessence** for the DIY natural and organic cosmetics.

The Opening Ceremony of 'Bonjour French Fair 2015' which will be held at the **Queen Sirikit national Convention Center** on **Thursday 17th December 2015** at **10.30 a.m.** The event will take place between the **17th** and the **20th of December** and is organized by The Franco-Thai Chamber of Commerce in collaboration with the Thai-Italian Chamber of Commerce and the German-Thai Chamber of Commerce.

Winners announced at Thailand's first Entrepreneur Now Awards 2015 Night

Bangkok, November 18th 2015

ENTREPRENEUR NOW



Bangkok, November 18th 2015 – Winners of Thailand's first Entrepreneur Now Awards 2015 (ENA) were announced yesterday at Four Points by Sheraton Sukhumvit 15.

Attended by over 200 guests, The ENA 2015 was organized by **BNOW.org** (Bangkok Now), a Bangkok networking community for SMEs, in conjunction with **The American Chamber of Commerce in Thailand**, **Bangkok Entrepreneurs**, **Bangkok University**, **School of Entrepreneurship and Management** (BUSEM), **The Irish Thai Chamber of Commerce**, **The Thai-Italian Chamber of Commerce**, **UNESCO** and **Brand Now**.

Photo shows winners with their awards and category (back row): Jonas Becker from Thinkatorium (Creative Entrepreneur), Michael Cluzel from Eatigo (Most Outstanding Male Entrepreneur), John Stuart Tolmie from Monroe Consulting Group (SME), Pascal Martin from Delishop (Micro SME); **(front row):** Peetchai Dejkrasak from Siam Organic Co., Ltd. (Social Enterprise Entrepreneur), Richard Pham & Wanicha Watanawanichkorn from Banh Mi Bo (Most Entrepreneurial Team), Duangthamon Kaewphongsri from Solution Nine Co., Ltd. (Most Outstanding Female Entrepreneur), Pawit Khid-Arn representative from Parking Duck (Exceptional Thai owned) and Kanyaporn Sangthavorn representative from Equator Pure Nature Co., Ltd. (Eco Entrepreneur).

Silver Members



Heritage Snacks & Food Co., Ltd.

202-202/1 Moo 5 kratumlom, Sampran, Nakornphathom, Thailand 73220
T: 02 813 0092, 02 813 0093
E: onuma_mkt@heritagethailand.com
W: www.heritagethailand.com



Company Background

Heritage Group is a family owned corporate structured companies with 100% ownership. We have been in operation since 1986. Our core businesses are in natural food and beverages which includes growing/ processing/ distributing services, currently operating in over 10 countries. Our export markets are currently distributing to over 60 countries worldwide.

Standard Members



PIZZARIUM

Pizzarium Co., Ltd.

219/2 Asoke Towers, Soi Asoke, Sukumvit 21 Road, North Khlongtoey, Wattana, Bangkok, Thailand, 10110
T: 02 120 9648
E: info@pizzarium.co.th
W: www.pizzarium.co.th

Company Background

Food & beverage, restaurant, catering, pizza and bakery.



Siam Pharmaceutical Co., Ltd.

171/ 1-2 Soi Choke Chai Ruammitr, Vibhavadi – Rangsit Road, Kwaeng Chomphon, Khet Chatuchak, Bangkok
T: 02 625 9999
F: 02 275 2223
E: rattapong.thanasap@siampharmaceutical.com
W: www.siampharmaceutical.com

Company Background

Siam Pharmaceutical Co., Ltd. was established in 1966 and has since then grown to be one of the top leading pharmaceutical companies in Thailand with distribution networks throughout domestic and international markets.



Morgan & Preston Co., Ltd.

Aspace Ratchada – Din Daeng, Din Daeng Road, Bangkok, 10400
T: 082 598 5633
E: info@morganpreston.com
W: www.morganpreston.com

Company Background

At Morgan & Preston an international, multi-language, multi-disciplined crew with expertise in all forms of media production deliver your vision within budget and on time.



A&J Beauty Product Co., Ltd.

40/85 Soi Viphavadeerangsit 74 Sanambin, Donmuang, Bangkok, Thailand 10210
T: 02 521 8811 17
F: 02 521 8823
E: ajinter@ranjaeleng.com
W: www.ranjaeleng.com

Company Background

Ran Jae Leng's selling proposition is cosmetics and perfumes importing from foreign countries, which are famous among Thai shoppers that quality is very good and the price is cheap compared to other department stores without having to go abroad.



Macallan Insurance Broker Co., Ltd.

64/14-15 Moo 10, South Pattaya Road, Nongprve Sub-district, Banglamung District, Chonburi, 20150
T: 038 427904
F: 038 424 535
E: info@macallanbroker.com
W: www.macallanbroker.com

Company Background

Macallan Insurance Brokers know how important it is to have the peace of mind knowing that you, your family and all your possessions are fully protected. For almost 25 years Jack and his team have made sure that this has been the case by providing the professional services.



Thai Trade General Co., Ltd.

10/252 Moo 8 Somrong – Nua subdistrict Meung District Samutprakarn 10270
T: 02 101 1544, 02 185 9969
F: 02 101 1544
E: info@thaitradegeneral.com
W: www.thaitradegeneral.com

Company Background

We are the joint venture of Thai and Italian founder, which provide industrial products, food & beverage and jewelry. Our company focus on the quality of products and good service with great professionalism and worldwide shipment.



Upcoming Fairs and Events

International Trade Fairs in Italy 2016



HOMI Milano 2016

Sector: Lifestyles - The fair is arranged in 10 satellites: *Living habits/ Home wellness/ Fragrance & Personal Care/ Fashion & Jewels/ Gift & Events/ Garden & Outdoor/ Kid Style/ Home Textiles/ Hobby & Work and Concept Lab*

Dates: 29 January -1 February 2016
Venue: Rho Milano Fiera
Website: www.homimilano.com

For more information and Special conditions for **BUYERS** and **EXHIBITORS** through TICC, please contact

Email: trade@thaitch.org
Tel: 02 255 8695 ext. 104



TriestEspresso Expo 2016

Sector: Coffee

The 7th TriestEspresso Expo is the most important biennial B2B exhibition for international coffee industry professionals.

Dates: 20 - 22 October 2016
Venue: Old Port Warehouses - Trieste (Italy)
Website: www.triestespresso.it

For more information and Special conditions for **BUYERS** and **EXHIBITORS** through TICC, please contact

Email: membership@thaitch.org
Tel: 02 255 8695 ext. 106



Vinitaly 2016

Sector: Wine

The largest event dedicated to the world of wine: business, internationalisation and training. Thematic, educational and prestigious vertical tastings involving leading experts and talks by producers.

Dates: 10 - 13 April 2016
Venue: Verona Fiere - Verona Italy
Website: www.vinitaly.com/en

International Trade Fairs in Thailand 2016



Thailand International Furniture Fair on 9-13 March 2016

Sector: Furniture

Dates: 9 - 13 March 2016
Venue: Challenger, Impact, Bangkok, Thailand
Website: www.thailandfurniturefair.com



Bangkok International Fashion Fair and Bangkok International Leather Fair

Business Matching at BIFF&BIL 2016

Sector: Fashion Fair and Leather Fair

Dates: 12 - 13 March 2016
Venue: Challenger 1-2, Impact, Bangkok, Thailand
Website: <http://biffandbil.com>

ASEAN'S ULTIMATE AUTO PARTS SOURCING HUB WITH GREEN TECHNOLOGY



TAPA 2016 Thailand Auto Parts & Accessories

Sector: Auto Parts & Components, Machine, IT & Management Fair

Dates: 7 - 10 April 2016
Venue: Hall 101 - 104 at BITEC, Bangkok, Thailand
Website: www.thailandautopartsfair.com

Upcoming Events in 2016

Month	Event	Venue
25 January	Business Talk: Heritage	TICC Office
26 January	Get Together	TBC
14 March	Annual General Meeting	TBC



หอการค้าไทย-อิตาลี
THAI - ITALIAN
CHAMBER OF COMMERCE

TICC MEMBERSHIP APPLICATION FORM

Company Name: _____

Address: _____

Telephone: _____ Fax: _____ Email: _____

Website: _____

Registered Capital: _____

Company Background (please describe briefly): _____

Company's Representative: _____

Position: _____

Telephone: _____ Email: _____

Contact Person: _____

Position: _____

Telephone: _____ Email: _____

Accounting Representative: _____

Telephone: _____ Email: _____

Herewith the application form, please attach:

1. Company Registration (หนังสือรับรองบริษัทจากกระทรวงพาณิชย์)
2. Registered list of shareholders (บัญชีรายชื่อผู้ถือหุ้น บอจ. 5)
3. Certification of incorporation
(ใบทะเบียนภาษีมูลค่าเพิ่ม หรือเลขประจำตัวผู้เสียภาษีอากร)

_____ Date (Company Seal) _____ Authorized Signature

Note:

Please send the application form to TICC at **email: membership@thaitch.org** or fax: **+66 2 253 9896**.

Membership Fee 2015

- Registration fee (1st time only)	3,000 THB
- Subscription (12 months)	13,600 THB
- VAT 7%	1,162 THB
Total	17,762 THB

Please transfer your payment to:

Account Name: Thai-Italian Chamber of Commerce
Bank Name: Siam Commercial Bank,
Chidlom Branch
Account No.: 001-4-82611-3
SWIFT Code: SICOTHBK

Some of the Benefits for TICC members:

- Priority to join fairs and events in Thailand/Italy
- Assistance to business missions visiting Italy/Thailand
- Assistance in setting up a company locally
- Promotion/assistance for foreign investments in Italy and Italian investments in Thailand
- Business matching and meeting arrangement
- Partner search for commercial and/or joint-ventures projects, and assistance in the creation of joint-ventures
- Special rates for marketing services, as well as seminars, workshops and training programs

Free:

- Company profile included in **INFORMA** business magazine and **monthly e-newsletter** in the new member area and annual **Business Directory**

- Fast Track VISA assistance exclusively for Thai citizens travelling to Italy for Business





BEST AIRLINE IN EUROPE

We've just been voted Europe's Best Airline at the 2014 Skytrax World Airline Awards, for the fourth year running. As well as Best Airline in Southern Europe, Best Business Class Onboard Catering and Best Business Class Lounge Dining. Thank you to all our passengers - your loyalty is our highest reward.

**WIDEN YOUR
WORLD**

**TURKISH
AIRLINES**



Tiny Tigers Playgroup *at Bangkok Patana School* Now Roaring for Longer!



*Due to popular demand,
Tiny Tigers playgroup is now
available five days a week!*

Run by our specialist Early Years teachers, offering access to our wonderful Foundation Stage environment and learning, Tiny Tigers welcomes accompanied children between one and three years of age.

For more information and to join the fun, please email us at admissions@patana.ac.th or call on **02 785 2205**.



Monday to Friday 8.00am until 10.30am



Bangkok Patana School
The British International School in Thailand
Established 1957

Bangkok Patana School
643 Lasalle Road (Sukhumvit 105)
BTS station: Bangna or Bearing
www.patana.ac.th
admissions@patana.ac.th