

PT Trakindo Utama

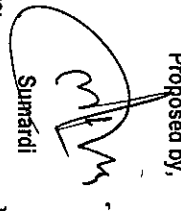
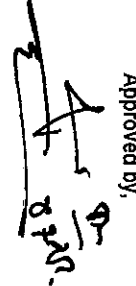
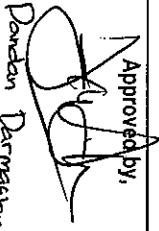
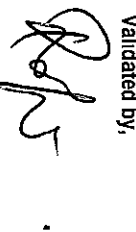
TRAINING EVENT PROPOSAL

Division : Human Capital

Date : 26 Juli 2017
601/Reg/50/100/17

Ref No : (filled by L & TD - HO)

1.	Training Title	Townmotor Warehouse Class III & IC Truck DP70NH-100NH Regional (please thick (✓))		<input type="checkbox"/> D (Domestic) <input checked="" type="checkbox"/> O (Overseas)									
2.	Classification (please thick (✓))	<input type="checkbox"/> 1. General Training <input type="checkbox"/> 2. Technician Trainee - OJT <input checked="" type="checkbox"/> 3. Technical / Functional Training <input type="checkbox"/> Sales/Marketing <input type="checkbox"/> Equipment Manage <input type="checkbox"/> Information Technology <input type="checkbox"/> 4. Talent Management Trainee (MTT) <input type="checkbox"/> 5. Talent Management Development Program (MDP) <input type="checkbox"/> 6. Talent Management Black Belt (BB) <input type="checkbox"/> 7. Talent Management Executive Development Program (EDP) <input type="checkbox"/> 8. Talent Management Leadership Development Program (LDP)											
3.	Need Analysis	To develop technician capability to service Townmotor Warehouse Class III & IC Lift Truck DP70NH-100NH in the future.											
4.	Training Goals	Improve his capability to conduct this training subject in the next Internal or Customer Training session.											
5.	Training Objectives	To have underpinning knowledge about system operation and perform testing adjusting on Townmotor Warehouse Class III & IC Lift Truck DP70NH-100NH											
6.	PMD Follow-Up	Refers to PMD / Not Refers to PMD (please choose the right one)											
7.	Expected Competency to be developed	Core : Committed To Learning General : Coaching Functional : Training Delivery											
8.	Length/Duration	25 - 28 September 2017											
9.	Day/Date	4 Days											
10.	Target Participants	Technical Communicator, Technician, Instructor											
11.	Trainee	<table border="1"> <tr> <th>Name</th> <th>SN SAP</th> <th>Branch</th> <th>Account Charge</th> <th>Position</th> </tr> <tr> <td>Suwarno</td> <td>31744</td> <td>Cileungsi</td> <td></td> <td>Junior Instructor</td> </tr> </table>	Name	SN SAP	Branch	Account Charge	Position	Suwarno	31744	Cileungsi		Junior Instructor	
Name	SN SAP	Branch	Account Charge	Position									
Suwarno	31744	Cileungsi		Junior Instructor									
12.	Trainee/Provider	<table border="1"> <tr> <th>Name</th> <th>SN SAP</th> <th>Division</th> <th>Branch</th> <th>Position</th> </tr> <tr> <td>Christopher Chua</td> <td></td> <td>Senior Service Engineer</td> <td>MITSUBISHI CATERPILLAR FORKLIFT ASIA PTE LTD</td> <td></td> </tr> </table>	Name	SN SAP	Division	Branch	Position	Christopher Chua		Senior Service Engineer	MITSUBISHI CATERPILLAR FORKLIFT ASIA PTE LTD		
Name	SN SAP	Division	Branch	Position									
Christopher Chua		Senior Service Engineer	MITSUBISHI CATERPILLAR FORKLIFT ASIA PTE LTD										
13.	Training Location	Training Center - MNA, Singapore											
14.	Training Method	Class Room Training (Lecturing, Simulation, Role Play)											
15.	Impact & Evaluation	Satisfaction Learning Behavior Result using feedback form to measure the facility, material and trainer's performance using the pre and post test to ensure the participants understand about training content perform testing and adjusting on Townmotor Warehouse Class III & IC Lift Truck DP70NH-100NH able to delivery training for technician about Townmotor Warehouse Class III & IC Lift Truck DP70NH-100NH Product Townmotor Warehouse Class III & IC Lift Truck DP70NH-100NH training delivery for employees within branches											
16.	Job Follow Up	a. Training fee Rp 0 b. Others (exp. Food & Beverages, Class Room)) Rp 14,000,000 Total Investment cost Rp 14,000,000											
17.	Investment Cost												
18.	Training Event Management												

Proposed by,  Sumartati [Date:]	SPV Head / Manager	Approved by,  Haris Mustarto [Date:]	General Manager	Approved by,  Dandan Darmasetya [Date:]	HR HO Manager	Validated by,  Ira Damayanti [Date:]	Learning & Talent Dev. Manager
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Note :
 1 External Training should be completed with PR (for payment by invoicing)
 2 Budgetted
 Unbudgetted (please thick (✓))

Note: training fee free,
 TU hanya menanggung
 atamadah, dan ini
 y menanggung biaya
 for lift.



MNA
1 Tuas West Street,
Singapore 637444
Tel (65) 6571 6237
Fax (65) 6897 7562
RCB No. 199203169H

2017-09 Regional Technical Training

17 July 2017

To: Cat® Lift Truck Dealer Service Managers

In conjunction with the Product Launch in September 2017, MNA is pleased to announce and hold a Regional Technical Training at MNA, Singapore.

The technical training covers the newly launched products:

- Towmotor Warehouse Class III Products
- Internal Combustion Lift Truck, DP70NH-100NH

Course	:	Regional Technical Training
Course Duration	:	4 Days
Location	:	Training Centre – MNA, Singapore
Dates	:	September, 25 ~ 28, 2017
Time	:	9.00 am – 5.00 pm

Training Topics

Towmotor Warehouse Class III Products

- Product Introduction
- Electrical and Controller System
- Truck Component System
- Diagnostic Software

Internal Combustion Lift Truck, DP70NH-100NH

- Product Introduction
- Steering, Brake, Transmission, Hydraulic and Engine System
- Maintenance

Due to limited slots, enrolment is limited to 2 participants from each dealership.

Kindly complete and submit the enrolment form (one for each attendee) to MNA no later than 18 August 2017.

We will follow up with hotel accommodation details and confirmation after receiving your enrolment form. Hotel fee is the responsibility of your dealership.

Transportation will be arranged to bring the participants to MNA Training Centre daily.

We appreciate your cooperation with an early registration and we look forward to seeing you in Singapore!

Sincerely,



Christopher Chua
Mitsubishi Nichiyu Forklift Asia Pacific Pte. Ltd.
Tel: (65) 6571 6237 (ext. 616)
Fax: (65) 6897 7562

Sri Widodo

From: Iwan Pramono
Sent: Friday, July 21, 2017 11:12 AM
To: Mirza Dirgantara; Nia Kurniasih; Sri Widodo
Cc: Sumardi; Risky Azizah; Stefanus Hendri
Subject: RE: Regional Technical Training - September 2017

Pak Mirza,

Terima kasih atas respon dan rekomendasi Bapak terkait rencana training ini.

Rekomendasi Bapak informasidari Teah Nia akan kami jadikan acuan untuk proposal kami mengikuti sesi training ini dimana kesempatannya langka dan saat ini kami juga perlu bangun capability team untuk support teman-teman di Operation.

Pak Dodo,

Silahkan dilanjutkan proses-nya..

Best Regards,

Iwan Pramono
Learning & Talent Development Department

PT Trakindo Utama
Training Center Cileungsi
Jalan Raya Narogong Km. 19, Cileungsi, Bogor 16820, Jawa Barat, Indonesia
Tel.: +62 21 823 3361 Ext. 3678 • Mobile: +62 811 100 7652
iwan.pramono@trakindo.co.id
www.trakindo.co.id
Call Center 1500 228
Facebook • LinkedIn: PT Trakindo Utama

A member of **Tiara Marga Trakindo Group**

From: Mirza Dirgantara
Sent: Friday, July 21, 2017 11:04 AM
To: Iwan Pramono; Nia Kurniasih
Cc: Sumardi; Risky Azizah; Stefanus Hendri; Sri Widodo
Subject: RE: Regional Technical Training - September 2017

Dear Pak Iwan,

- DP70NH adalah product pengganti dari DP70NM yang memiliki spesifikasi dan mesin generasi baru yang berbeda, sesuai dengan penjelasan dari MNA sbb; Basically, DP70NH has a bigger engine and hence performance is better in term of Speed, Lifting and Lowering.
The lead time is also faster by half.

Model	DP70NM	DP70NH
Engine	Mitsubishi S6S	Isuzu 6BG1
Rated Output	KW/rpm 67.7/2300	84.2/2000

Lifting (Unloaded/Loaded)	mm/sec	470/440	500/460
Travelling (Unloaded/Loaded)	km/h	28/22	30/26
Parking Brake		Single Action	Double Action
Leadtime	Months	6.5	3

- Total sales DP70NM (Tahun 2011 – 2016) = 73 Unit, Tahun 2017 belum ada penjualan untuk Model tersebut
- Perusahaan yang menggunakan bervariasi dan umumnya Perusahaan besar untuk mengangkut Container, Pipa dsb
- Pada saat ini belum ada strategy yang spesifik berkaitan dengan rencana penjualan model tersebut, karena Model tersebut tidak termasuk Main Model, namun kami sangat merekomendasikan Bapak/Team utk mengikuti Training ini karena berkaitan dengan persiapan penjualan jangka panjang di Indonesia
- Untuk Tow Motor Warehouse Class III belum pernah dijual oleh PTTU sebelumnya. Product ini di launch sebagai pesaing product2 China yang menerapkan strategy Low Price di Indonesia (Sandwich Strategy)

Demikian penjelasannya
Salam;

Mirza Dirgantara
Construction Market Development Manager

PT. Trakindo Utama
TMT 1 Building, 15th Floor
Jalan Cilandak KKO No.1, Jakarta 12560, Indonesia
Tel +6221 782 2373; 299 766 20; Mobile +62 812 1068 879
mirza.dirgantara@trakindo.co.id
www.trakindo.co.id

A member of **Tiara Marga Trakindo Group**

From: Iwan Pramono
Sent: Friday, July 21, 2017 10:34 AM
To: Nia Kurniasih; Mirza Dirgantara
Cc: Sumardi; Risky Azizah; Stefanus Hendri; Sri Widodo
Subject: FW: Regional Technical Training - September 2017
Importance: High

Teh Nia dan Pak Mirza,

Kami dapat undangan terkait rencana Training Forklift/Lift Truck dari Caterpillar sebagaimana informasi di bawah ini.
Coverage product-nya adalah: **Towmotor Warehouse Class III** dan **DP70NH-100NH**.

Sebagai bahan referensi kami, mohon bisa dibantu informasinya apakah ada strategi dan rencana penjualan dari teman-teman Marketing dan Sales terkait product ini di masa yang akan datang? Jika memang ada, mohon dapat diinformasikan kepada kami sebagai dasar untuk mempersiapkan dari sisi product support-nya termasuk development-nya.

Terima kasih atas bantuannya.

Best Regards,

Iwan Pramono
Learning & Talent Development Department

PT Trakindo Utama

Training Center Cileungsi
Jalan Raya Narogong Km. 19, Cileungsi, Bogor 16820, Jawa Barat, Indonesia
Tel.: +62 21 823 3361 Ext. 3678 • Mobile: +62 811 100 7652
iwan.pramono@trakindo.co.id
www.trakindo.co.id
Call Center 1500 228
Facebook • LinkedIn: PT Trakindo Utama

A member of **Tiara Marga Trakindo Group**

From: Risky Azizah

Sent: Tuesday, July 18, 2017 10:17 AM

To: Agus Setyawan

Cc: Ridwan Undru; Sumardi; Iwan Pramono; Daniel Robert Douglas

Subject: FW: Regional Technical Training - September 2017

Pak Agus,

Please nominate one instructor to attend MNA/MCF new product training as attached.

Thank you.

Best Regards,

Risky Azizah (Mrs.)

Analyst Technical Communicator

PT Trakindo Utama

Gedung TMT 1, 11th Floor Ext. 1149
Jl. Cilandak KKO No.1 Jakarta 12560, Indonesia
risky.azizah@trakindo.co.id • www.trakindo.co.id

A member of **Tiara Marga Trakindo Group**

From: Christopher Chua [<mailto:maliko:christopher.chua@mna.sg>]

Sent: Monday, July 17, 2017 9:26 PM

To: Wong Toon Kit TSL; Wong Hoi Liang; Mohd Hafiz Abd Aziz; Jemes Sowrian TMH; Ho Wai Kwong TMH; Kanest Ibhawat; Risky Azizah; Stefanus Hendri; Daniel Robert Douglas; Alex E. Lee; 'Sheila C. Franco'; 'Grace D. Jara'; Michael De Jong UE; Aaron White; Khoo Ngo Dang; Truong Nguyen Phi; Judy Hae In; Sanjeewa Wijesinghe (sanjeewa@ute.lk); 'Champika Jayawardena'; Syed Ziauddin Allied; Abdul Haq Patel Allied; fazal@aesl.com.pk; ziaul.haque@banglalat.com; masum.islam@banglalat.com; darnien.gonzalez@caltrac.nc; Mandakh. D W'Asia, zoliaraal_d@wagnerasia.com; warrantly.nc@wagnerasia.com

Cc: Danny Teo Mong Seng TSL; Herbert Ang Chye Thiam TSL; Neve Lim Yong Siah; Loh Chen Chin; Lee Chee Wai; Viravit Ngaovithunvong Metro; Aree Metro; Rozy Andrianto; Mirza Dirgantara; Albert L. Ventura Monark; 'Mar R. Santos'; Trent Osborne UE; Craig Coles; Weng Lee UE; thangtrinh@phuthaicat.com.vn; Viet Doan Dinh PhuThai; James Lee Hae In; dilhan@ute.lk; S M Fahim (fahim@ute.lk); Syed Ghazanfar Habib Allied; Babar Zamir Allied; anup.kumar@banglalat.com; S.M Jamal (Machine Sales); Renaud Cornet Caltrac; l.lauri@carptrac.com.fj; d.prasad@carptrac.com.fj; enkhdelger@wagnerasia.com; Tan Song Boon; Mark Yeo; Kai Wong; Apple Sheng; Wesley Ang; Xingjie Loh

Subject: Regional Technical Training - September 2017

Dear CAT® Lift Truck Dealer Service Manager,

In conjunction with the product launch in September 2017, MNA is pleased to announce and hold a Regional

Technical Training on:

- Towmotor Warehouse Class III Products
- Internal Combustion Lift Truck, DP70NH-100NH



QUICK NOTE

TO : Whom it may concern
FROM : Sumardi
DATE : July 27, 2017
SUBJECT : Towmotor Warehouse Class III & IC Truck DP70NH-100NH
Regional Technical Training at Singapore

Dear Sir/Madam

This proposal is submitted to enroll our Instructor (Suwarno) attending the Lift Truck 2017 Regional Technical Training covers on:

- Towmotor Warehouse Class III Product

Goal of attending this training is to support Marketing on warehouse equipment market strategy.

- Internal Combustion Lift Truck, DP70NH-100NH

This product replaces DP70NM with new specification and generation engine arrangement. Currently total sales of DP70NM are 73 units. Goal of attending this training is to improve his capability to conduct this training in the future and to fulfill knowledge gap related with new technology on main system and features compared with previous models.

Technical Training conducted by Nichiyu Forklift (Singapore) Training Centre, Singapore on September 25 – 28, 2017.

Best Regards

Sumardi