

# BUILT FOR IT.™



## Yellow Blood Winner 2018

February 2019

Document Confidentiality Level:

### **ADVANCING TRAKINDO FORWARD: Sustainable, Balanced, Profitable**

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## **Background :**

Yellow Blood Program is a program organized by Caterpillar and ExxonMobil to reward the achievement of sales that have been carried out by all CAT Asia Pacific Dealers. Every dealer at the beginning of the year is given a sales target where in 2018 Trakindo have achieved 3.21ML Cat oil & CAT Grease volume for Oct 2018 YTD, which is 7% above Oct 2017 YTD.

And the winner for this Yellow Blood Program is calculated based on most sales growth for CAT Oil & CAT Grease from the previous year

## **Yellow Blood Winner :**

### Trip to Perth :

Akbar Saleh – South Kalimantan

Endy Christian Siregar – South Sumatera

### Electronic Gift :

Arifuddin Rumallang – South Kalimantan

Yesi Anggreini – East Java

Syahrul Fihri – South Kalimantan

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## Participants for Trip to Perth :

Participants would be 4 persons :

- 2 Person Winner
- 2 Person Companion (1 from PSM-HO & 1 from Sales-HO)
  - Sales-HO : Tjatoer Joewanto - Product Support Territory Sales Manager
  - PSM-HO : Fardy Fajar Surya - Fluid Filter Specialist

## Itinerary & Schedule :

	26-Mar-19	27-Mar-19	28-Mar-19	29-Mar-19
	Tuesday	Wednesday	Thursday	Friday
AM	Staggered Arrivals	Best Practise Sharing	Group Activity	Departures
PM			Free & Easy	
EVENING	Welcome Dinner (Cocktail starts @ 6:00pm) (Dinner starts @ 6.30pm)	Free & Easy	Gala Dinner	

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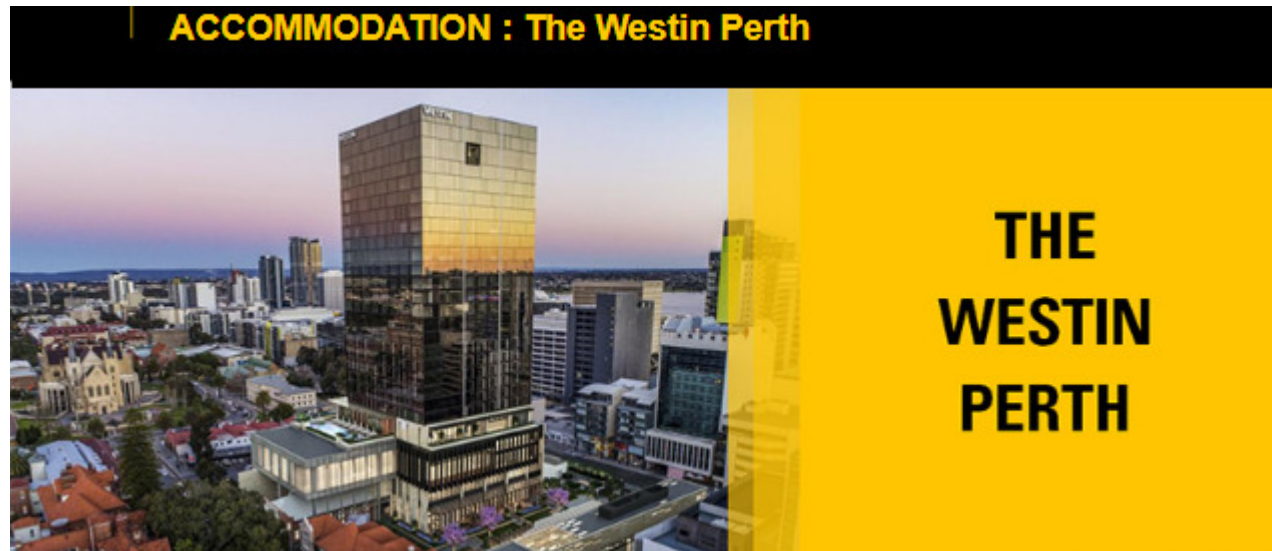
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## Source of Fund :

- Accommodation : full covered by CAT & ExxonMobile (25 Mar'19 - 29 Mar'19)



- Transportation : USD 700.00/participant covered by CAT & ExxonMobile  
Total support for transportation USD 2,800.00

Estimate flight cost CGK-PER-CGK : USD 680.00/pax

Estimate total cost : 2,720.00

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# Appendix



**YELLOW BLOOD PROGRAM**  
**26 - 29 MARCH 2019**  
**PERTH, AUSTRALIA**

Home      **Event Itinerary**      Event Registration      Gift Winners

**EVENT ITINERARY**

	26-Mar-19	27-Mar-19	28-Mar-19	29-Mar-19
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[Click here to download the agenda.](#)

\*Itinerary is for overview reference and may be subjected to changes.

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# Appendix



## THE WESTIN PERTH


### VIBRANT LOCATION

Located to the east of Perth CBD, you'll only need a short walk to Perth's commercial district, Hay Street Malls, Murray Street Malls and many other famous brand boutiques.




### ELEGANT DESIGN

The Westin is proud of their oversized hotel rooms with plenty of natural light, contemporary art pieces and scenic views of the Swan River through floor to ceiling windows.



### SIGNATURE DINING

Celebrity chef Guy Grossi has partnered with The Westin to deliver Garum Restaurant, the fine dining experience set in the wonderful heritage-listed Hibernian Hall.



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# Appendix



### Tinjau Pesanan Anda

[Ubah Penerbangan](#)

### Detail Harga

 **Jakarta (CGK) ⇄ Perth (PER)** [DETAIL](#)

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Maskapai	Jadwal Penerbangan	Durasi
 Qantas Airways (GA-834) Economy	<b>Pergi:</b> Senin, 25 Maret 2019 13:55 - 00:30	9j 35m 1 Transit
 Qantas Airways (QF-71) Economy	<b>Pulang:</b> Jumat, 29 Maret 2019 12:25 - 21:15	9j 50m 1 Transit

**Penerbangan Roundtrip :**  
Qantas Airways (CGK ⇄ PER)

Dewasa x1	IDR 9.486.500
Asuransi	IDR 0
Biaya Layanan	<b>GRATIS</b>
<b>Total Pembayaran</b>	<b>IDR 9.486.500</b>

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