

Yellow Blood Program Result 2018

February 2019

Document Confidentiality Level:

ADVANCING TRAKINDO FORWARD:

Sustainable, Balanced, Profitable



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

Cost for this event all covered by CAT and ExxonMobile

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





Participants for Trip to Perth:

Participants would be 4 persons:

 2 Person Winner Akbar Saleh – South Kalimantan, Endy Christian Siregar – South Sumatera

• 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 Friday	
	Tuesday	Wednesday	Thursday		
AM	Ctangarad Arrivala	Post Practice Charing	Group Activity	Departures	
PM	Staggered Arrivals	Best Practise Sharing	Free & Easy		
EVENING	Welcome Dinner (Cocktail starts @ 6:00pm) (Dinner starts @ 6.30pm)	Free & Easy	Gala Dinner	·	





Source of Fund:

Support by Exxon per Pax

Type of Expense	Cost Estimate		Exxon Support	
Flight CGK - PER - CGK	\$	680.00	\$	700.00
Hotel for 5 Days	\$	1,000.00	100	0% Covered

Total Exxon Support for 4 pax

Flight: USD 2800

Hotel: USD 5000

Or USD 7800 for 4 pax

Not Support by Exxon per Pax

Type of Expense	Estimate		Trakindo Budget	
Meal for 5 Days	\$	250.00	Covered	
Laundry for 5 Days	\$	250.00	Covered	
Taxi for 5 Days	\$	250.00	Covered	

Total Trakindo covered USD 750 per Pax or **USD 3000 for 4 pax**







Appendix





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.

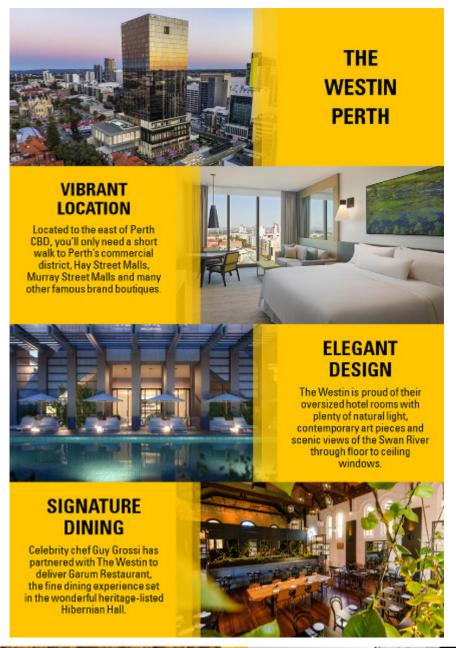
*Itinerary is for overview reference and may be subjected to changes.







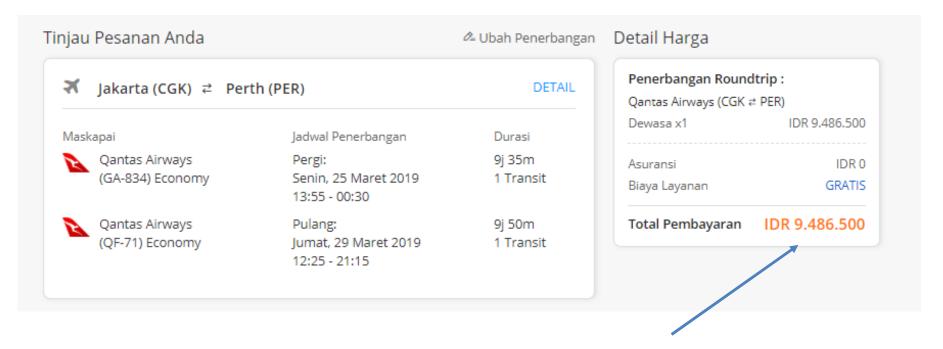
Appendix







Appendix



Est USD 680 for Flight





end





