

BUILT FOR IT.™



Yellow Blood Program Result 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

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

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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
	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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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% 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

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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
	Tuesday	Wednesday	Thursday	Friday
AM	Staggered Arrivals	Best Practise Sharing	Group Activity	Departures
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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](#)

Maskapai	Jadwal Penerbangan	Durasi
 Qantas Airways (GA-834) Economy	Pergi: Senin, 25 Maret 2019 13:55 - 00:30	9j 35m 1 Transit
 Qantas Airways (QF-71) Economy	Pulang: 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 GRATIS

Total Pembayaran IDR 9.486.500

Est USD 680 for Flight



end

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