New Year Greetings from the Executive Board

Jan 2016 2015 was an exciting year for Jebsen & Jessen (SEA) as we began working on several key priorities identified in 2014 and prepared to launch our “Growing Relevance, Delivering Value” strategic thrust.

Two new factories are nearing completion with MHE-Demag (cranes) and JJ-Muntons (malted ingredients) planning to open the doors to their facilities in Malaysia and Thailand respectively in early Q2 this year. Our newly acquired MHE-Demag Australia got off to a good start and has achieved several integration milestones including becoming fully linked with the Group’s IT system. MHE-Demag Taiwan, Jebsen & Jessen Cambodia, JJ-Pun in Myanmar and JJ-Lapp Sinarmonas all achieved ISO14001 and OHSAS18001 certifications in line with our Environment, Health & Safety standards.

During the year, we initiated the divestment of our Communications business regionally as well as our Healthcare business in Malaysia and Thailand. We are also in the midst of transferring our air-con business in Thailand to our supplier Fujitsu. Meanwhile, we acquired Plashouse, a leading producer of PP and HDPE bottles in Malaysia, to complement our existing PET business.

As we enter 2016, we will be doubling our efforts to advance our key strategic priorities – continuing to pursue investment opportunities that strengthen our position in the value chain of the products and services we sell; investing more in human capital programmes and tools to further build and sustain a high performance corporate culture; reviewing our back-office business services to enhance both structure and value-add; aggressively pursuing our “Grow Indonesia” strategy; further developing our sales effectiveness through coordinated training and enhanced tools; and working to communicate Trust, Entrepreneurship, Prudence, Commitment and Partnership as our corporate values and ensure that they are integrated into our daily work at all levels of the Group.

The turn of the year also marks the successful completion of Fritz von der Schulenburg’s tenure with our Executive Board and his transfer to sister group Jebsen & Jessen Hamburg, which he leads as Managing Partner from January 1, 2016. During his six years with Jebsen & Jessen (SEA), the Group pursued an ambitious growth strategy, acquiring 12 new companies and investing in a number of new ventures, including the emerging markets of Cambodia, Myanmar and Laos. Having led MHE-Demag along a robust growth path for the past seven years, Per Magnusson joined the Executive Board to co-lead the Group into our next strategic chapter.

We count our blessings as we contemplate the year gone by and remember the hard work and loyal commitment of our colleagues, the solid support of our suppliers and the lasting trust of our customers. We wish all the readers of The Mackerel a happy, healthy and prosperous new year in 2016.

From the Executive Board, Jebsen & Jessen (SEA)
BUSINESS

Group Announces Future Strategic Thrusts

Senior management sets “Growing Relevance, Delivering Value” vision

By Heinrich Jessen, Singapore

Dec 2015 The senior management team of Jebsen & Jessen (SEA) got together on December 8, 2015 at the Regent Singapore to launch the Group’s next strategic thrust. The theme of the conference was “Growing Relevance, Delivering Value” and entailed a number of key strategic initiatives that will be guiding the Group’s actions over the next few years.

Most of the “raw material” that formed the basis of these strategic themes was generated during the previous senior management meeting held in March 2014. At that meeting, eight focus groups comprising senior managers from various regional business units and the business services/central services units had worked on specific topics. Their findings were since collated, analysed and discussed with various stakeholders to develop the following key themes:

1. **Moving up the value chain.** The Group will prioritise future investments that strengthen our position in the value chain of the products and services we sell.

2. **Human capital.** The Group will invest to build and sustain a high performance corporate culture.

3. **CSU/BSU optimisation.** The Group will work on enhancing our back-office structure.

4. **Geography.** The Group will continue to prioritise ASEAN and, within ASEAN, prioritise Indonesia as our key investment and growth area.

5. **Sales excellence.** The Group will invest in human capital as well as the tools to further develop our sales effectiveness.

6. **Corporate values.** The Group will work to communicate Trust, Entrepreneurship, Prudence, Commitment, and Partnership as our corporate values and ensure that they are embedded in our corporate culture.

The Group is confident that these thrusts will ultimately enhance the value-add that we, as a company, can offer our customers, suppliers, joint venture partners and employees.

A number of presentations were delivered to illustrate the strategic content, with speakers including Mike Winzerling, Regional Managing Director, JJ-Lapp; Gerald Lim, General Manager, Plashouse; Klaus Schilling, Regional Director, Sales and Markets, MHE-Demag; Lim Siew Tin, Managing Director, Ingredients Singapore; Marc Deschamps, Regional Managing Director, Ingredients; Christina Seet, Regional Director - Organisation Development; Colin Whitehouse, General Manager, JJ-Muntons; Olivia Chua, Regional Manager - Human Resource Development, MHE-Demag; Chui Tau Siong, Regional Managing Director, Packaging; Radju Munusamy, Chairman, Indonesia Group and Michael Nielsen, President Director, Technology Indonesia.

Board Director Manu Bhaskaran joined to share a political and economic overview of ASEAN while Executive Vice Chairman Fritz von der Schulenburg emphasised lessons learnt from the 12 acquisitions made during his six-year tenure with JJSEA. Harold Thng discussed the post-signing process of the Communications business divestment and Alex Chan, Executive Vice Chairman, offered a financial overview of the Group in 2015 and projected budget for 2016. To close the conference, Per Magnusson, newly appointed Executive Vice Chairman, shared his insights and observations after joining the Executive Board.

In the evening, the participants were joined by board directors and a number of retired senior leaders for a festive farewell dinner in honour of Mr von der Schulenburg, who leaves JJSEA at the end of December to take on his new CEO role at sister group JJ-Hamburg. Heart-warming speeches paid tribute to his positive and gentlemanly management style as well as the growth, energy and entrepreneurship with which his leadership contributed to the Group.
Acquisition to Boost Growth and Capability

JJ-Lapp Cable, Philippines teams up with solar power giant

Over 150,000 solar panels will soon harness the power of the sun and will generate enough energy to power the majority of Batangas Province.
Changing Kuala Lumpur’s Skyline

MHE-Demag customises a solution for the new Ilham Baru Tower

By Segar Supramaniam, Malaysia

The IB Tower is the latest skyscraper in Kuala Lumpur, Malaysia.

Dec 2015 MHE-Demag Malaysia has an exciting BMU project within the Kuala Lumpur Golden Triangle. A new 274m tower with a unique diamond design called the IB Tower (Ilham Baru Tower) is to be completed by the end of 2015 and needed a facade cleaning solution. It is the third-tallest commercial building in Malaysia, after the Petronas Twin Towers and the Menara Telekom building.

With a noteworthy track record particularly in facade cleaning solutions, MHE-Demag Malaysia was chosen to design a special solution for the 60-storey building. For IB Tower, the team deployed one unit of MHE-Demag Manntech Type 6.4 – a four-stage telescopic arm gondola with an outreach of 36m. A custom-made telescopic cradle was designed to access and clean a 5m recess area and to double up as a glass replacement unit. The cradle was fitted with a custom-made suction lifter so that glass panels can be lifted and fixed smoothly. This is supported by six wire ropes, 13mm in diameter, on the suspended platforms, making it the first such gondola in Malaysia.

This incredible facade cleaning solution is the heaviest and largest building maintenance solution installed in Malaysia. Even though it weighs more than 140T, it rests gently on the rooftop of IB Tower.

A Small Solution with Big Potential

AVANT Mini Loader makes its way to Indonesia

By Muhammad Bakori, Indonesia

Oct 2015 Jebsen & Jessen Technology, Indonesia - Turf & Irrigation has been actively promoting AVANT in Indonesia and selectively penetrating into the property maintenance, light-to-medium construction and agriculture segments.

For its efforts, the team has sold four AVANT units for very different applications, demonstrating the versatility of the solution.

For instance, PT Gajah Tunggal, an existing customer, had problems picking up hot tire rims from the processing line and transporting these to the next process stage. Two AVANT units with telescopic jib boom attachments proved to be the solution, with the client enjoying the additional benefit of the AVANT’s narrow turning radius when driving inside the facility.

In July 2015, a farming association in West Java needed non-heavy equipment to support the heavier equipment in daily farming activities such as digging and cleaning. A single unit of AVANT with general bucket and backhoe solved their problem.

Just a month later, in August 2015, Turf & Irrigation team sold a unit of the AVANT 528 series to a housing developer in Bali. The customer realised that using heavy equipment was too costly and could damage the land. For the cut and fill process, it would be far more economical to use AVANT with five attachments (general bucket, backhoe, dozer blade, leveller and tipping trailer).

With these successes, the Turf & Irrigation team is confident of the prospects of the AVANT Mini Loader in Indonesia.

AVANT, an equipment for all needs.
BUSINESS

Fulfilling a Year of Orders

Jebsen & Jessen Offshore – Equipment delivers on customer orders in 2015

By Shi Min Tan, Singapore

Oct 2015 In January 2014, Jebsen & Jessen Offshore was contracted to provide three ship sets of Subsea 100T@3,000m Active Heave Compensated cranes and a 36m long boom 30T Telescopic Crane by Guangxin Shipbuilding & Heavy Industry. By November, the business unit had completed the Factory Acceptance Test (FAT) for the first ship set and commenced testing on the subsequent second and third ship sets for delivery from December 2015 to June 2016.

At the same time, the team has been working on fulfilling a July 2014 contract to supply two ship sets of drill ship deep sea mooring systems to Shanghai Shipyard for Tiger 3 and 4. This consists of 300T line pull and 660T Brake-holding Double Drum Electric (VFD) mooring winches. Between May and December 2015, the team completed FAT and successfully delivered the winches to a satisfied customer.

Making the Right Recommendations

MHE-Demag Philippines wins its largest dock leveller order by prioritising customer needs

By James Robert Ugarte, Philippines

Nov 2015 MHE-Demag, Philippines (MDP) was initially requested to supply 51 units of dock levellers to Alturas Group of Companies (AGC). This is MDP’s largest dock leveller order to-date, and one that will be installed in the top Philippine tourist destination of Bohol island. This comes as AGC prepares to put up a 2.7-hectare dry warehouse as part of its distribution centre on the island to supply grocery goods to resorts, hotels and markets.

MDP has previously supplied AGC with hoists for a freight elevator application but the customer has never used dock levellers for their loading bays before this.

Through a meeting with AGC Chief Executive Officer Marlito Uy, the MDP team realised that if two or three container vans could be unloaded per dock leveller, and the customer expects no more than 50 trucks a day, their original requirement of 51 units was on the high side.

Understanding that the loading bay height is 1.2m and that AGC uses only hand pallet trucks for the loading and unloading of goods, the MDP team decided that the FHE A6810 Series would be an ideal solution. The model has a longer deck, making the slope of dock leveller, when in use, not too steep to handle.
Illuminating Myanmar’s Future
JJ-Pun gives the country its first Community Light Centre

By Julian Stefan, Myanmar

Oct 2015 JJ-Pun, in partnership with First Myanmar Investment Co Ltd (FMI) and Philips Lighting, celebrated the opening of Myanmar’s first Community Light Centre in the Ngar Zinyine village of Tada-U.

Community Light Centres span approximately 1,000sqm, using a new generation of highly efficient solar powered LED lighting to provide illumination. Inspired by Philips Lighting’s work in Africa, JJ-Pun introduced and completed the installation of Myanmar’s first Community Light Centre at Ngar Zinyine’s local playground.

“We’ve undertaken this initiative with the dual aims of improving quality of life for people living off the electricity grid and to demonstrate the possibilities of sustainable development in the rural areas of Myanmar,” said Soe Moe Min Oo, General Manager for Infrastructure Development at JJ-Pun.

Philipp Hoffmann, Managing Director of JJ-Pun, added: “We truly believe that sustainable and high-quality technology is the answer to many of the challenges we’re facing here in Myanmar today. With this solar technology, we confidently guarantee that the system will operate smoothly and persistently for many years to come.”

To celebrate the event, JJ-Pun hosted a children’s soccer event, putting the new system to the test.

“We’ve seen the soccer field in use every night during the past week and today, more than 700 people came to celebrate the official opening with us. We truly hope that this is just the first step for Community Light Centres in Myanmar!” said Julian Stefan, Business Development & Marketing Manager, JJ-Pun.

JJ-Lurgi Grows in China

A new plant for China’s largest seed oil producer

By Anthony Chang, Malaysia

Sep 2015 JJ-Lurgi has secured a contract with China’s largest food processing, manufacturing and trading company to provide a 3000 TPD Soybean Crushing Plant. The plant will also able to process rapeseed. This is the first time that this state-owned company has selected JJ-Lurgi to supply their oil seed extraction plant – a major market breakthrough as the customer is known for being the largest producer of seed oil in China.

JJ-Lurgi believes that its competitive proposal and track record of supplying to refineries across China contributed to the project win. The team expects to deliver the plant to the project site in Dongguan by the second quarter of 2016.
MHE-Demag Pushes Deeper into Cranes

MHE-Demag, Australia extends its crane lineup with the Slug Fumer Crane

By Klaus Schilling, Singapore

Nov 2015 MHE-Demag, Australia (MDA) has successfully fabricated and delivered a Slug Fumer Crane. Vince Di Costanzo, Managing Director, MHE-Demag, Australia said: “Thanks to all the Smithfield workshop and store personnel involved in the fabrication of the girders, assembly and wiring of the crane, Factory Acceptance Testing and commissioning, the crane has left the workshop.”

With its safe arrival on site at Nyrstar Port Pirie, the crane was re-assembled by the Newcastle colleagues (led by Scott East) on trestles before being lifted up onto the new A100 rails that were installed prior.

Continuing, Mr Di Costanzo said: “It has been some time since we have produced such a high classification (M8) crane and the first real joint effort with our new owners, MHE-Demag. I’m sure it wasn’t all smooth sailing and without its fair share of teething problems but the result is one to be proud of.”

This is but an example of the larger and more complex cranes that MDA intends to work on, together with MHE-Demag Malaysia. Together, the market leading engineering capabilities of the combined team are unparalleled in the Australian market.

MDA has previously built some large process cranes but this is the first time it has undertaken the entire scope – including blasting and painting the crane in ‘special’ paint – completely in-house. The decision not to outsource the painting is a significant move in the right direction for MDA and demonstrates the team’s can do attitude.

“Challenging what we have done in the past and finding a ‘better’ way is the future,” said Mr Di Costanzo.

Railway Team Goes the Distance

Debuts at Rail Business Asia 2015 to tap the Malaysian market

By Jeffrey Yam, Singapore

Sep 2015 For the first time, the Railway Team has participated in Rail Business Asia to seek new business opportunities in Malaysia. The three-day trade event is held annually at Kuala Lumpur Convention Centre.

Leveraging a deep relationship with one of its technology partners, the Railway Team showcased their track inspection system developed by bvSys, a Germany-based company. When installed on passenger trains or engineering vehicles, this system seamlessly detects location-based abnormalities on the tracks, such as rail cracks and missing clips.

During the course of the event, the Railway Team welcomed many trade visitors to its booth, including major railway players in Malaysia like Prasarana, MRT Corp and Siemens. Academics from local universities specialising in transportation also spent time with the team, who presented technology updates such as how track inspection technology can make tracks safer by boosting the maintenance capabilities of railway operators.
Jebsen & Jessen Offshore Targets Indonesia
Its inaugural participation at major local tradeshow proves fruitful
By Shi Min Tan, Singapore

Oct 2015 Jebsen & Jessen Offshore has participated in Indonesia Maritime Expo at Jakarta International Expo from October 7-9, 2015 for the first time. The team’s intention was to strengthen its presence, develop business potentials and expand its client base in Indonesia. The event was the perfect platform for this, attracting more than 4,000 trade visitors including ship owners, shipbuilders and key players from Indonesia’s maritime and offshore industries. The team met both new and familiar customers, such as Wintermar, and spent quality time discussing their Deepsea Soft Rope crane development and the future of the offshore market.

Healthy Market Growth for Ingredients
The business unit captures attention at the region’s largest food ingredients event
By Surassawadee Krittanachai, Thailand

Sep 2015 Jebsen & Jessen Ingredients (JJING) completed a successful show at the annual Food Ingredients Asia 2015, held from September 9-11 at BITEC Convention Centre in Bangkok. Over three days, the JJING booth welcomed more than 1,000 visitors from 55 countries.

In partnership with JJ-Muntons, the team served malted drinks and malted cookies to visitors throughout the event. There was much discussion around new product development as JJING advised customers on what they could do with the new products.

An architectural model of JJ-Muntons’ facility was the centrepiece of the booth, showing customers the extent of the joint venture’s manufacturing capabilities. The facility is scheduled for completion by April 2016 and is projected to have an annual production capacity of 7,000 tons of specialty malted food ingredients. This will cater to the growing premium food and beverage industry in South East Asia.

Delivering More Options to the Market
Jebsen & Jessen Ingredients, Philippines Relaunches Valosin
By Micah Grace Juano, Philippines

Oct 2015 Jebsen & Jessen Ingredients Philippines-Feed, together with its principal ECO Animal Health, has recently relaunched the macrolide antibiotics for pigs and poultry, Valosin. The event was held at the Solaire Resort and Casino in Manila with the theme “A Paradigm Shift in Mycoplasma Control Programs.”

Laurent Jacod, Doctor of Veterinary Medicine from Southern Cross Veterinary Consulting, Australia was the speaker at this event. Dr Jacod is a Veterinary Consultant in Canada and South America where he has been extensively using Valosin for around 200,000 sow level. He spoke on the importance of the innovative antibiotic tylvalosin, its mode of action and its high efficacy against a range of economically important diseases in pigs such as Mycoplasma.

A total of 64 farm owners, feedmill staff, traders and consultants from Luzon and Visayas gathered for the event to gain an in-depth understanding of the business benefits of Valosin.
The Jebsen & Jessen Family Enterprise Grows

New member company, JPJ Invest, is launched in Singapore

Contributed by J. Peter Jessen, Singapore

Dec 2015 The Group is pleased to announce the launch of JPJ Invest Pte Ltd effective January 2016. JPJ Invest will initially be domiciled at Corporation Place in Singapore and become a fully-fledged member of the wider Jebsen & Jessen Family Enterprise.

The Chairman and principal shareholder of JPJ Invest will be J. Peter Jessen, who until recently has held various managerial roles at Jebsen & Jessen (SEA). In addition to his new responsibilities managing JPJ Invest, Mr Jessen will continue as Family Partner and Director at JJSEA.

JPJ Invest will be serving as an investment vehicle, building a portfolio of both active and passive stakes in smaller enterprises that currently do not fit on the JJSEA platform. JPJ Invest will not be limited by geographical boundaries or specific industries.

JJSEA celebrates the birth of its new sister company and looks forward to yet another exciting chapter in the 120-year story of the Jebsen & Jessen Family Enterprise.

60 Years with Porsche

Jebsen & Co celebrates six decades of partnership with the luxury automaker in Hong Kong

Contributed by Priscilla Hu, Shanghai

Nov 2015 Sister group Jebsen & Co has recently celebrated the 60th anniversary of its partnership with Porsche in Hong Kong. Held at the Kai Tak Cruise Terminal, the celebration event highlighted the companies’ joint success in developing the sports car brand in the region, as well as Jebsen’s commitment to providing customers with unparalleled service excellence. To mark the historical milestone, the sister group also unveiled an exclusive “911 Carrera GTS - Jebsen 60th Anniversary Edition”, of which there are only 10 units available in Hong Kong.

Jebsen Motors, one of the four business units under Jebsen Group, is one of Porsche’s largest dealer groups in the world. Working closely together in Hong Kong since 1955, the two companies have seen their relationship strengthen over time, expanding into Mainland China in 2001. For the celebration event, Jebsen Motors and Porsche invited some 1,500 Porsche owners and enthusiasts as well as VIPs Franz Jung, President and Chief Executive Officer of Porsche China, Hans Michael Jebsen, Chairman of Jebsen Group, Helmuth Hennig, Group Managing Director of Jebsen Group, and Joachim Eberlein, Managing Director of Jebsen Motors. Special guests Hans Joachim Stuck and Earl Bamber (past and current champions of 24 Hours of Le Mans) also graced the event with their presence.

Speaking at the event, Mr Jebsen said: “The journey with Porsche over the past 60 years has been incredible. Fully dedicated to Porsche as well as our customers, Jebsen Group’s commitment to the sports car brand has only grown stronger with continuous investments to the network, which now includes 10 Porsche Centres in major cities across Mainland China, Hong Kong, and Macau. The recent opening of Porsche Centre Shenzhen Longgang on November 13, one of the largest in Greater China, is just another testament to the success of this partnership.”
People

Five 25-Year Milestones Celebrated

Congratulations to Jessie Ang, Hong Kim Kion, Soo Chia Yong, Cindy Chan and Maliki M

Contributed By Michelle Lee, Singapore, Kristen Loke, Malaysia and Kezia Natania, Indonesia

Oct 2015 MHE-Demag, Singapore (MDS), Jebsen & Jessen Technology, Malaysia (JJTM) and MHE-Demag, Indonesia (MDI) commemorated the 25th anniversary of five staff members.

Jessie Ang began her career as a Confidential Secretary in MDS. Her good performance later led to a promotion to Executive Secretary. Her can-do attitude enabled her to learn and take on new duties and responsibilities and broadened her job scope. This allowed her to move seamlessly into a Human Resource Development role, while retaining her existing job scope. This was further widened to a regional portfolio.

Hong Kim Kion joined MDS in September 1990 as a general worker and was quickly promoted to Trainee Service Technician in the same year. Through hard work and perseverance, he was promoted to Technician and later, to Senior Technician in 1996. His efforts were recognised once again with a promotion to Supervisor, leading a team of technicians, in 1999. He has since grown to become a well-recognised and trusted team leader who is able to get even the most challenging tasks done.

Soo Chia Yong (more affectionately known as Ah Yong) originally started in MDS as a Service Technician before transferring to Production as a mechanic. Ah Yong also was part of the pioneering team and is still very much involved in MHE-Demag’s explosion proof projects. To put it in perspective, Ah Yong has worked on most, if not all, the explosion proof cranes since 2007. Although his role is in Production, Ah Yong is happy to provide customer support outside of the factory too. He has worked at customer sites in Batam and Jurong Island. He was also involved in training sub-contractors in wheel alignment at their factory in Senai, Johor.

Cindy Chan joined Jebsen & Jessen Engineering, Malaysia as a stenographer on September 15, 1990, reporting to T.P Chia. Two years later, on March 1, 1992, Ms Chan was transferred to JJ-Lurgi Engineering as secretary to T.P Chia, when the joint venture was formed. She was subsequently promoted to Sales Administration Executive in 2000 and was reporting to Mr. Jakob Helms when he joined the Group. With the formation of the Technology Regional Business Unit, Ms Chan was transferred to Jebsen & Jessen Technology on January 1, 2004. She has been managing the welfare and organisation of the division flawlessly and immaculately ever since. She is a pleasant, approachable, loyal and a dedicated person.

Maliki M could be called “the man who fixes it all” as he has been in the service department since he joined the company. He was a technician for HAKO Cleaning Supplies when he first started his career with PT Katrolin in 1990. He has remained faithful and loyal through the company’s changes and finally, in 1998, when MHE-Demag was officially established, he became the technician for material handling equipment. Subsequently, he was promoted to Senior Technician in 2003. With his work excellence, he received another promotion in 2007, becoming Service Engineer. With his strong background and technical knowledge, the team believes he is easily one of the best Service Engineers in the Jakarta area.
Senior Management Changes Across the Group

Martin Yeo
Division Manager, MHE-Demag, Singapore

Oct 2015 Martin Yeo has transferred from Regional C&C to MHE-Demag, Singapore (MDS) as Division Manager, Technical. He joined MHE-Demag some 27 years ago as a Project Engineer in November 1988. With his electrical engineering knowledge, he was deployed to work in the Electrical Department. By 1995, he was promoted to Senior Project Engineer. Mr Yeo continued to grow with the organisation and in July 1997, took on a wider role as Regional Project Manager to oversee the design and manufacture of building exterior maintenance equipment, commonly known as gondolas. In June 2003, he was the Project Manager for Changi Water Reclamation Project where MHE-Demag supplied 34 units of overhead cranes and hoists. Mr Yeo was the lead when the explosion proof equipment business was set up in November 2005. He is still heading this pioneering team today as the Senior Regional Product Manager.

As he transitions from his regional role, Tarik Alkhalil will oversee the Regional C&C Product Development team in Singapore.

Alexander Spitzy
Managing Director - Cambodia and Laos

Nov 2015 The Group congratulates Alexander Spitzy on his promotion to a widened role of Managing Director at Jebsen & Jessen Cambodia (JJCB) and Laos, with immediate effect.

In this expanded role, Mr Spitzy will be directly responsible not only for the Cambodia business but also for Laos. Our Representative Office in Laos (under the management of Phonepraseth Simmalavong) will henceforth be managed under Jebsen & Jessen Cambodia and Mr. Simmalavong will be reporting to Mr. Spitzy. The new structure will allow more of both the back-end support as well as specific business development resources in JJCB to also be deployed in Laos, thus bringing about cost efficiencies, economies of scale as well as more effective day-to-day coordination.

Grzegorz Jerzy Pokorzynski
General Manager – Engineering, Jebsen & Jessen Offshore

By Aw Ching Leng, Singapore

Sep 2015 The Group congratulates Grzegorz Pokorzynski on his promotion to General Manager - Engineering in Jebsen & Jessen Offshore. Mr Pokorzynski leads, manages and trains a team of 25 engineers in the development and design of JJOFS’ new and expanded IP products, most notably the knuckle boom cranes (KCRN), with and without active heave compensation (AHC) and mooring systems (position or barge). This is aside from the considerable improvements he has instituted for “old” JJOFS IP products.

He joined JJOFS in May 2014 as Engineering - R&D Manager after having spent more than eight years with the more established and recognised Rolls Royce Marine/Odim and NDM Palfinger in Norway and ACE Winches in Scotland.
Goodbye to KC Foong
Remembering 36 years of service with MHE-Demag, Singapore

By Patricia Tan, Singapore

Aug 2015 After an illustrious 36 years with MHE-Demag, Foong Kah Choong, better known as KC Foong, has decided to call it a day.

KC Foong joined MHE-Demag, Singapore (MDS) – then known as Mechanical Handling Engineering – on August 15, 1979 as a Project Engineer. In recognition of his continued good performance and contributions, KC Foong was promoted to the position of General Manager in 1986.

On August 15, 2004, KC Foong celebrated his 25th anniversary with the company. His advocacy in Product & Market diversification had initiated business expansion in the MHE-Demag companies. Setting up in Vietnam and pioneering in many industrial products including the Automated Car Parking Systems had provided a significant business contribution and, at the same time, had helped establish Industrial Products as one of MHE-Demag’s three major business activities.

In order to stay ahead of the competition while maintaining growth, KC Foong had constantly created new business strategies. During his tenure, he handled many challenging projects and trying situations. With his strong management and engineering capabilities, he steered the company well and steadied it in times of turbulences. There are countless projects completed over the years which bear his influence. Among these, the Events Plaza at Marina Bay Sands and many special crane systems used by aviation players in Changi and Seletar Aviation Hub deserve special mention.

After working at MDS all these years, and after much consideration, KC Foong has decided to take a well-earned rest. On August 31, 2015, he bade farewell to colleagues and friends at a dinner held at Yan Palace in Warren Country Club. In a personal email to all colleagues in MDS, he wrote: “Today is my last day in MHE-Demag and I would like to express my heartfelt gratitude to all who had accompanied me through this meaningful journey. To all of you, I wish happiness and success in your future endeavours. The world is small and I am pretty sure that we will meet again.”

In his speech that evening, KC Foong confessed his mixed feelings as he went round the departments shaking hands with colleagues; some of them tearfully. With more than three decades of relationships, “the feeling was like parting with a long-lost friend,” he said.

Group Chairman Heinrich Jessen remarked: “KC Foong has been one of the pillars of the proud MHE-Demag story. One of the Group’s most accomplished engineers with highly convincing sales (and golfing!) skills and a very sharp mind, KC has left an indelible mark on MHE-Demag Singapore, the company he successfully led for most of his career. We will always remember the tremendous drive, passion and determination with which he worked and we wish him all the very best as he directs his focus on the next stage of life.”

About Jebsen & Jessen Group of Companies South East Asia
Since 1963 we have worked in partnerships with global market leaders, facilitating and capitalising on opportunities throughout South East Asia. An industrial enterprise, our business spans manufacturing, engineering and distribution activities. The core business units include: Cable Technology, Ingredients, Life Sciences, Material Handling, Offshore, Packaging and Technology. Together we serve over 20,000 customers in the region and beyond. Through our more than 50 subsidiaries and associate companies we employ over 4,500 people. We are part of a global family network that dates back to a trading partnership formed in Hong Kong in 1895. Beyond the region we are closely connected to our sister companies in Australia, Europe and Greater China.

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