

aboitiz eyes

The Official Publication of the Aboitiz Group • www.aboitiz.com • September 2008

Aiming high to be world-class



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Aboitiz sells transport business



At a special meeting on September 23, 2008, the Board of Directors of Aboitiz Equity Ventures, Inc. (AEV), unanimously voted to accept the unsolicited offer of KGLI-NM Holdings, Inc. (KGLI-NM) to buy all of AEV's shareholdings in Aboitiz Transport System Corporation (ATS) subject to a due diligence audit to be conducted by KGLI-NM.

The Memorandum of Agreement (MOA) between KGLI-NM on one hand, and AEV and Aboitiz & Company, Inc. (ACO) on the other hand, executed immediately after the acceptance of the offer by the AEV board, states that KGLI-NM will purchase all of the shareholdings of AEV and ACO in ATS on a per share purchase price to be computed based on an ATS equity value of P5 billion or equivalent to P2.044 per share. The final terms of the sale will be subject to the due diligence audit and the execution of a definitive share purchase agreement between the parties.

AEV owns 1,889,489,607 common shares of ATS while ACO owns 390,322,384 common shares of ATS, representing 77.10% and 15.93 %, respectively, of the

total outstanding ATS capital stock. ACO is the private holding company of the Aboitiz family and is AEV's largest shareholder.

The MOA also provides that should KGLI-NM decide to proceed with the purchase, it shall also undertake a tender offer of the shares owned by the minority shareholders at the same terms offered to ACO and AEV in accordance with the requirements of the Securities Regulation Code. KGLI-NM further undertakes to pay in cash for such ATS shares acquired under the tender offer.

Except for the joint venture businesses in ship management, manning and crew management, and bulk transport of the Aboitiz Group with the Jebsen Group of Norway, the planned acquisition will include all the shipping and logistics businesses of ATS.

KGLI-NM will conduct a due diligence audit after the signing of the MOA. On or before November 22, 2008 (the 60th day from the execution of the MOA), KGLI-NM shall notify AEV and ACO whether it will proceed with the transaction. Any definitive share purchase agreement will be executed on closing date, which is expected to occur on January 15, 2009, unless shortened or

extended by the parties.

KGLI-NM is a domestic company, which is jointly owned by Negros Holdings and Management Corp. (NHMC) and KGL Investment BV (KGLIBV). NHMC, a domestic company, and KGLIBV, a Dutch company, hold 60% and 40%, respectively, of the outstanding capital stock of KGLI-NM. KGLIBV is beneficially owned by the KGL Investment Company (KGL Investment), a Kuwaiti company.

KGL Investment has initiated investments in port and port-related businesses and other logistics related businesses in the Philippines through the establishment of an air-transportation logistics complex in Clark Field, Pampanga, under an agreement signed with the Clark International Airport Corp. in April 2008. Thereafter, KGL Investment, through KGLI BV, invested in Negros Navigation through the establishment of KGLI-NM Holdings, Inc. unit.

None of the directors, officers or affiliates of AEV has any material relationship with KGLI-NM or any of its directors, officers and affiliates.

Success Factors: Efficiently managing goals and performance

By Emma Bernad

Aboitiz has always been known as a company with a passion for technology and innovation. We always say, “it can be done” and “we will do something about it”. Years ago, we envisioned a tool that will help integrate our goals, track our progress, and ensure that every day is a step closer to our goals.

I remember several discussions about Key Result Areas (KRAs), the Balanced Scorecard, team meetings to ensure alignment and documentation of KRA files from various departments. These were all consolidated and stored by the HR Department.

Mind you, it was not an easy task. One item in our management “wish list” was to have a tool that will store and populate automatically the consolidated data and make this information relevant and available to the teams at any given time. Having this tool will not only save on administrative time and cost but most importantly keep all teams updated with the progress of their team and other teams’ programs, projects, and activities.

With Success Factors, our company has finally found what we have been looking for. We now have goal management, performance management, and employee profile tools that store, populate, link, and integrate information about our company’s strategic goals, team goals, individual goals and performance. It can also generate employee profiles, capture goals, completion and performance status.

This sophisticated system has all the functionalities for better integration and real-time reporting. Beyond its overt value, it allows us to see how wonderfully connected our work and contributions are to our company’s goals, to own the dreams and ambitions that our leaders are passionate to achieve, and to dare to leap to a new horizon where every one will follow.

Success Factors is one of the fastest growing public software companies and the leading provider of on-demand employee

“It is very easy for us to formulate our goals and that we can easily align them to the goals of our team leader (TL).

Success Factors helped me most in doing my goals from general to specific. I’m looking forward that my team and I can easily formulate our goals and link them to the TLs within the team.”

– Leah Laurente

“The SF is a great tool. It allows the whole team to see how our individual tasks affect each other and how it contributes to the overall team’s objectives. It’s also easy to update when new tasks/goals arise.”

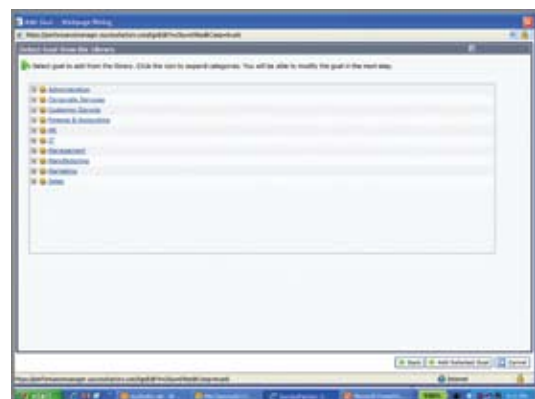
– Riella Mae Baguio

“It will pave the way towards a more objective performance appraisal that will lead to customized development plans addressing specific gaps/areas for improvements of each team member in order for them to achieve their full potentials.”

performance and talent management solutions. The company enables organizations of every size, and across every industry and geography, to achieve high-performing workforces through goal alignment and execution, talent development and planning.

From 92 customers and approximately 282,000 end users in 2003 to more than 2,140 customers and four million end users today, Success Factors’ solutions are widely deployed across 60 industries in over 185 countries in 22 languages. Founded in 2001 with offices around the world, the company employs more than 700 people, all passionately focused on revolutionizing the future of work. For more information, visit: <http://www.successfactors.com>.

This year, Aboitiz invested in three modules (Goal Management, Performance Management, and Employee Profile) that will help in our Group Integration and Talent



Management. The first wave of companies that are currently using Success Factors are Aboitiz and Company, Aboitiz Power Corporation, Hedcor Inc., the Food Group, and AboitizLand. Most of these companies are still in the pilot stage of the program.

Embarking on a new system is never a walk in the park. There are many challenges that we know we will have to face. But we are proud to share with you some of our team members’ experiences and their commentaries about this new system.

Coffee with the President 2008

An affair to remember

By Mia Bontol



ACO team leaders listen attentively to JRA.



JRA discusses the Philippine and global economy.



Watching JRA's presentation over snacks and cups of coffee

As pioneering aviator Anne Morrow Lindbergh declared, "Good communication is as stimulating as black coffee, and just as hard to sleep after."

As a new team member attending the Coffee with the President session for the first time, it was heartening for me to see everybody naturally invigorated to meet with Aboitiz and Co. (ACO) President & CEO Jon Ramon Aboitiz.

An annual event, ACO Cebu and Makati teams are grouped into batches for their special session with JRA. This year, each batch was given the chance to spend more than an hour during their scheduled sessions from September 5 to 10.

Aimed to strengthen communication lines and encourage open interaction, our Coffee session ambiance was brewed with a balanced mix of earnestness and lightness. JRA warmed

things up with a presentation highlighting the status of the Philippine and global economy, and the first half 2008 performance of Aboitiz Equity Ventures and various Aboitiz Group business units. He also inspired everyone to continue moving forward as he announced the Group's developing achievements and upcoming projects.

Keeping the mood good-natured, JRA cooled down the get-together to a more casual pace — welcoming exchanges of ideas and questions, sparking laidback conversation, heeding the team's concerns and imparting advice.

Capped with steaming cups of coffee, chilled drinks and platters of tasty treats, the Coffee with the President sessions definitely enriched both body and soul, leaving no wonder as to why it is one of ACO's much-awaited occasions of the year.



Sharing a light moment with team leaders



JRA gives advice to team members.



All smiles for a group shot

ACO-CAT sponsors Aboitiz Groupwide Audit Forum

By Benjamin H. Iñigo, Jr.



ACO Corporate Audit Team Manager Iris Dorado (3rd from right) with ACO/AEV Chief Audit Executive & CFO Stephen Paradies (2nd from right) and forum speakers (from left) Narayanan Sreenivas of ECCI, Myrna Amahan of UBP, Susan Domingo of ICTS, and Gina Santos of ATSC.

The Aboitiz & Company Corporate Audit Team (ACO-CAT) sponsored the 2008 Groupwide Audit Forum held at the Casino Español de Cebu last July 17.

With a turnout of 83 participants, the audit forum was not only well attended but holds the record for being the ACO-initiated activity with the most number of participants from various companies and business units across the Aboitiz Group.

Main topics discussed included Enterprise Wide Risk Management (ERM), Control Self-Assessment (CSA) and Control Objectives for Information and Related Technology (COBIT). The program also tackled discussions about UnionBank of the Philippines' (UBP) experience in adopting COBIT as its information technology (IT) control framework, and the Aboitiz Transport System's pioneering act of implementing CSA in their various business units.

Resource speakers were ATS Chief Audit Executive Gina Santos, International Container Terminal Services Vice President and Comptroller Susan Domingo, UnionBank Vice President for Internal Audit Myrna Amahan, and ECCI Founder and Managing Director Narayanan Sreeniva.

Participating companies were ACO, Aboitiz Equity Ventures, Aboitiz Power, Davao Light, Cotabato Light, Visayan Electric Company (VECO), Subic EnerZone, HEDCOR, Luzon

Hydro, Mactan EnerZone, Pilmico Foods, Fil-Am Foods, Aboitiz Transport System, Aboitiz One, Aboitiz Jebson Bulk Transport Corp., City Savings Bank, AboitizLand, Metaphil, FBMA and Aboitiz Foundation.

ACO-CAT spearheaded the forum to champion concepts that will promote risk management as part of good corporate governance. Overall, the forum was able to shed light on the key roles and responsibilities that are crucial to an effective and efficient risk management process.

Enlightening, encouraging, interesting, empowering and information rich — these were just some of the many positive feedback from the participants about the event. Surely, this year's audit forum won't be the last. Everyone can look forward to another meaningful and valuable audit forum in 2009!



Susan Domingo explains the concepts of Control Self-Assessment.



Narayanan Sreenivas talks about Enterprise Wide Risk Management.



Corporate auditors enjoying a short spotlight.



The ACO Corporate Audit Team pose with big boss Stephen Paradies and the forum speakers.

3rd Aboitiz Future Leaders Business Summit

Inspiring tomorrow's world-class leaders

By Vida Llevares



Aim high! The 3rd AFLBS delegates reach for the top as Txabi Aboitiz (center, back row) smiles with the group.

On August 1 and 2, 2008, the 3rd Aboitiz Future Leaders Business Summit (AFLBS) gathered the country's 87 brightest students at the Waterfront Cebu City Hotel. With the theme "Shaping the Filipino Youth Towards Becoming World Class Leaders," the summit encouraged delegates to establish their careers locally rather than abroad and help broaden the Philippine economic landscape.

The AFLBS is designed to provide students with the knowledge, skills and the motivation to be the best they can be in their chosen field, for them to become aware of their unique talents and skills, and to believe in their potential to be at par with the world's best.

In addition to AFLBS' regular roster of participating schools in Visayas and Mindanao, this year's summit now included delegates from Luzon schools, among them, Ateneo de Manila University, University of the Philippines Diliman, De La Salle University, Mapua Institute

of Technology, St. Louis University-Baguio, and St. Mary's University-Nueva Vizcaya. One guest delegate from Brigham Young University-Hawaii, four Aboitiz college scholars and three Aboitiz Foundation scholars also participated. Seventeen representatives from the academe, including University of St La Salle President Bro. Raymundo Suplido attended the event.

The first day commenced with ACO/AEV President & CEO Jon Ramon Aboitiz delivering an inspiring welcome speech, and sharing the Aboitiz Group's history. Plenary sessions followed with ACO/AEV COO Erramon Aboitiz discussing the importance of business strategy and how this propelled the entire Aboitiz Group to where it was today.

VECO EVP & COO Jimmy Aboitiz shared steps on overcoming challenges of a customer-service oriented business, followed by 2GO Training Manager Belle Pacetes giving an overview of 2GO's supply chain management.

The Leadership Forum featuring Aboitiz Foundation Trustee Romy Ronquillo, Aboitiz Construction Group Chairman Bobby Aboitiz and ATS President & CEO Endika Aboitiz livened up the afternoon and engaged the audience with their fascinating ideas. Next, Pilmico President Tony Moraza gave a session on becoming a world-class company, and AEV Branding Consultant Bernard Stringer highlighted the significance of brand building.

Ramon Aboitiz Foundation, Inc. representatives facilitated activities that exercised the delegates' teamwork, critical thinking, and problem solving skills. Before the day ended, each group of participants dined with an Aboitiz executive at their respective tables and learned more about the company.

The academe had their own "Coffee with the President" session with JRA where they asked questions and exchanged ideas. They

3RD ABOITIZ FUTURE LEADERS BUSINESS SUMMIT



Delivering words of knowledge and inspiration are (1st row) Jon Ramon Aboitiz, Erramon Aboitiz, Roberto Aboitiz, Endika Aboitiz, Jimmy Aboitiz, Stephen Paradies, (2nd row) Antonio Moraza, Justo Ortiz, Romy Ronquillo, Sonny Carpio, Belle Pacetes and Bernard Stringer.



Dr. Josette Biyo



Atty. Alexander Lacson



The Leadership Forum featured Bobby Aboitiz, Romy Ronquillo and Endika Aboitiz.

also had a short discussion on the Aboitiz On-the-Job Training Program, facilitated by HR VP Nancy Lim.

The second day proved to be even more informative and fruitful. The first session was a discussion on human resource management by HR SVP Txabi Aboitiz. This was followed by a forum on developing a habit for excellence in the Aboitiz Group. The speakers were young team leaders Noreen Vicencio of AboitizLand, Chris Camba of Metaphil, Riella Mae Baguio of ACO, and Judd Salas of SuperFerry.

ACO CFO Stephen Paradies discussed financial principles, while Aboitiz Foundation EVP Sonny Carpio spoke about corporate social responsibility.

An event highlight for the delegates was listening to the inspirational speeches of two speakers. Atty. Alexander Lacson, author of the bestselling book "12 Little Things Every Filipino Can Do For His Country", explained

why staying in the Philippines has many benefits and emphasized the easy steps everyone could do to mark their patriotism. Dr. Josette Biyo, a winner of an Intel Excellence in Teaching Award and who has a planet named after her by the Massachusetts Institute of Technology, challenged everybody to strive for excellence.

Based on the audience reactions, both Atty. Lacson and Dr. Biyo delivered speeches powerful enough to create a heartwarming and inspiring impact on the delegates.

Subsequently, AFLBS participants had their chance to shine, completing their case studies and displaying their capabilities before a panel of judges composed of Andoni Aboitiz, Mikel Aboitiz, Txabi Aboitiz, Cholo Bernad, Tony Moraza, Stephen Paradies and Romy Ronquillo. The chosen top two groups presented their case resolutions onstage.

Wrapping up the two-day event was a cocktail celebration with band music,

free flowing food and punch, and raffle prizes. The winning team for the case study presentation also received recognition, along with other special awardees: Safa Manala-o of Mindanao State University-Iligan Institute of Technology and Ernesto Neri of Xavier University for Best Interview, and Jacqueline Gorospe of Ateneo de Manila University for Best Essay.

Looking back to the highly successful event, the 3rd AFLBS certainly lived up to its promise to cultivate passion, inspiration, learning, and nationalism among today's best young leaders. It was also the beginning of a long-lasting bond between the delegates, moderators, and working committee volunteers from across the Aboitiz Group.

As one delegate remarked, it was a gathering of people "who were willing to make a difference". With united teams, the Aboitiz Group continues to manifest and promote passion for better ways at its best!

3RD ABOITIZ FUTURE LEADERS BUSINESS SUMMIT



The panel of judges for the best case study presentations, from left, Mikel Aboitiz, Romy Ronquillo, Cholo Bernad, Andoni Aboitiz, Stephen Paradies and Tony Moraza.



Best Interview winners Safa Manala-o of Mindanao State University-Iligan Institute of Technology and Ernesto Neri of Xavier University, with Txabi Aboitiz



A team prepares for their final case study presentation.



Team 3, winner of the Best Case Study Presentation, with Nancy Lim, Txabi Aboitiz and moderator Joann Opone



Displaying teamwork during the low-element activity Pipeline

Best Essay

What is your opinion on the rising trend of Filipino migrant workers and what is its effect on the Filipino youth?

Many Filipinos peg their hopes on foreign employment to improve their economic status. Surely, overseas work holds much promise for a lot of ordinary Filipino families – the promise of a better life, a better future for their children.

Remittances from them also drive domestic consumption, raise investment in local markets, and boost external finances in the country. However, this rising trend has with it some social costs and long-term negative effects especially on the youth.



Jacqueline Gorospe
Ateneo de Manila University

For every person abroad sending remittances home, that is a person away from his family. Children of migrant workers

oftentimes lack proper parental guidance and emotional support.

Young Filipinos have also developed a diasporic mentality, pursuing courses that will help them land jobs tailored to what other nations need. In a way, it highlights the weakening, perhaps a loss, of their sense of nationalism. Many choose to live abroad, resulting to a massive brain drain for the country.

Someday, I would love to see Filipinos coming back home and using their experiences to serve the Philippines. The future of this nation rests in the hands of the youth with a new perspective on progress.

3RD ABOITIZ FUTURE LEADERS BUSINESS SUMMIT



The 3rd AFLBS
working committee,
moderators and
speakers

Moderators' Feedback

"Thank you for the opportunity given to serve as moderator. Two days with the students and drawing inspiration from them as they worked through the case work – it was really refreshing. Listening to the presentations helped me put things in better perspective, especially being "relatively new" in the company. Great people... great event. It was an honor to have been a part of it."

– **Cates Nuñez, SN Aboitiz Power**

"I've been a moderator for three consecutive summits now and it never ceases to amaze me how much learning one can get from the interaction with the students, from my fellow moderators and most of all from the Aboitiz executives who devote so much time and energy to inspire us to go beyond what we think we can achieve. Indeed, it makes one proud to be part of an organization that truly personifies passion for better ways. Kudos to the 3rd AFLBS working committee!"

– **Paula Ruelan, Aboitiz Equity Ventures**

"Once again, an event that was organized and handled masterfully! The participation of

everyone involved really made the experience worthwhile. I am sure that everyone who attended, including myself and every other "non-student", left those two days with a big smile on their face and a boat load of wisdom which will be carried on with them for the rest of their lives. I am already looking forward to next year."

– **Tristan Aboitiz, 2GO**

"Congratulations to everyone who made the 3rd AFLBS happen. The event left us with a renewed sense of engagement and connection with what the Aboitiz Group stands for. I'm sure that the two-day event has equally left a mark on the minds of the young leaders of tomorrow."

– **Michelle Rubio, UnionBank**

"As moderator for three consecutive summit events, I am always amazed at what learnings you can get from the speeches, from the interaction with students, and from the different activities that you are involved in. There is always an element of surprise and anticipation in all the activities lined up. Most importantly, it is a confirmation of how the Aboitiz management takes care of its team members."

– **Jovy Tan, Aboitiz & Company**

"The enthusiasm of the youth was definitely encouraging for someone who sometimes loses hope in our educational system. It was indeed an educational and learning experience not only for the students but for us moderators as well."

– **Maila Quijano, City Savings Bank**



Young Aboitiz team leaders Chris Camba, Noreen Vicencio, Riella Mae Baguio and Judd Salas with Txabi Aboitiz

3RD ABOITIZ FUTURE LEADERS BUSINESS SUMMIT



Delegates raise their arms as they get into a warm-up exercise.

Students' Feedback

"I really appreciate your incorporating the sense of responsible citizenship because it empowers me as well as the young leaders to be responsible as early as now. Thank you! I hope that you would replicate the summit in schools as a form of leadership training seminar."

"I was really overwhelmed since first day. I am really blessed to be a delegate. This is really a great opportunity to us students. I hope you can continue this event in the next years to come."

"Thanks, Aboitiz, for this wonderful and meaningful experience. You just don't know how much this training had helped me. May God repay you."

"Two days are definitely not enough; albeit, it was a great learning experience."

"You enriched me with a lot of learnings. You turned my life around from lack of confidence in my leadership skills to letting me see the importance of believing in myself. Thank you!!!"

"This whole event is a gathering of people who are willing to make a difference and everyone is in their best. It motivates me. Hope there would be more times like these!"

"The summit was great! No regrets! I feel so great knowing I've learned a lot and I've gained new friends."

"I really had a blast of fun and learning in the summit. I would really never forget the experiences. Thank you so much. More power to you all, and God bless!"



AFLBS alumni and student volunteers with Dr. Biyo

"I never expected to meet many wonderful and friendly delegates from Luzon, Visayas, and Mindanao. The experience really takes your breath away. I'm glad that I got a chance to be involved in this 3rd Aboitiz Future Leaders Business Summit. I do hope that the delegates will keep in touch with each other through updates, chat, text, e-mails and etc."

"I really wish that the 3rd AFLBS has not ended.. I still have that hangover for those Tagalog and English conversations.. hehehe.. It was really an experience that one can treasure for the rest of their lives."

"Thank you for providing the Philippines the legacy of excellence. I will surely try to live out the values and learnings you have imparted to me."

"To all Aboitiz executives, I admire your passion in the way you value your employees so much! If all companies are like yours, this world can and will be a happy place for all. I am motivated by this. Hope I can work and meet you again." in the near future."

Feedback from the Academe

"Continue this initiative as schools and students are looking forward to this every year."

"Difficult to make it any better!"

"Thank you for this beautiful experience. Now, I personally know more about how Aboitiz helps in the development of the country. More power!"

"It's obvious you share passionately the vision-mission of the company. It's infectious. Keep up this wonderful undertaking!"



The academe with Stephen Paradies, Txabi Aboitiz and Mikel Aboitiz

SN Aboitiz Power-Benguet assumes operations of Ambuklao-Binga plants



Aboitiz Power President Erramon Aboitiz accepts the ceremonial key handed to him by Energy Secretary Angelo T. Reyes during the official turnover of the Ambuklao-Binga plants at the PSALM office in Makati.

SN Aboitiz Power-Benguet, Inc. (SNAP-Benguet) assumed the operations of the Ambuklao-Binga hydroelectric plants after the Power Sector Assets and Liabilities Management Corporation (PSALM) officially turned over the two facilities to the company last July 10.

In November 2007, SNAP-Benguet, a consortium between Aboitiz Power Corporation (AP) and SN Power AS of Norway, submitted the winning bid of US\$325 million for the two plants located in Benguet Province. SNAP-Benguet paid 70% of the purchase price on July 10, with the balance of 30% to be paid to PSALM over a period of seven years.

The 75-megawatt (MW) Ambuklao and the 100-MW Binga plants are SN Aboitiz Power's second and third hydroelectric plant investments in the country. The company, which specializes in harnessing renewable energy resources from water, acquired the 360-MW Magat plant in Isabela in 2006. This acquisition will bring SN Aboitiz Power's total capacity to 535 MW making it the largest traditional hydro operator in the country.

SNAP-Benguet will immediately start the rehabilitation and equipment upgrades of the two plants. It will expedite the refurbishment and repairs of the non-operational Ambuklao plant, which was heavily damaged during the July 1990 earthquake. The company will employ a very specialized technique in the project's rehabilitation.

The Ambuklao facility is expected to be expanded to 105-MW of power output after

the renovation and system upgrades. SNAP-Benguet will also maximize and expand the Binga power plant from 100 MW to 120 MW in the next few years. When the full rehabilitation and upgrade is completed the company expects the combined capacity to be 225 MW following the series of infrastructure upgrades on both the Binga and Ambuklao facilities. The rehabilitation and upgrade will have a significant positive impact on the region as a source of both increased electricity generated for the Luzon grid, and enhanced work opportunities for the local population.

Prior to winning the bid for the plants, SNAP-Benguet had included in its initial due diligence the plants' potential for generating carbon credits under the Clean Development Mechanism (CDM) scheme of the Kyoto Protocol. The CDM enables companies to develop CO₂ emission reduction projects in developing countries and to receive credits for doing so. Ambuklao and Binga's combined output will contribute to offsetting carbon emissions from fossil-based fuel power plants

in the Luzon grid.

Proceeds from the sale of carbon credits from the two plants will be tapped to partly fund their rehabilitation and restoration. The operation of the two plants will be beneficial to the environment, the communities as well as the stakeholders of the corporation. This is in keeping with the company's commitment to sustainable development goals.

The Department of Environment and Natural Resources (DENR) recently awarded SNAP-Benguet with two Special Use Agreement in Protected Areas (SAPA) permits, which will allow the company to operate, develop and use the specified protected areas for the Ambuklao and Binga plant operations. The SAPA permits are for the Upper Agno River Basin Resource Reserve in Ambuklao, Bokod, Benguet, and Lower Agno Watershed Forest Reserve in Itogon, Benguet.

In line with SNAP-Benguet's sustainability efforts, the company will provide a full line-up of corporate sustainability programs for the communities around Ambuklao and Binga. Affected communities will be provided with vocational, educational, livelihood and healthcare assistance.

Turnover ceremony in Binga



SN Aboitiz Power CEO Manny Rubio holds the ceremonial key with Benguet local officials.

Simultaneous with the turnover at the PSALM office in Makati was another one at the Binga spillway area attended by about 250 locals led by Benguet Governor Nestor Fongwan, Itogon Mayor Mario Godio, Tinongdan Barangay Captain Norberto Pacio and his council.

Elders of the Ibaloi tribe were also in attendance. Canyao rituals were held by a Mambunong (local priest) to give offerings to the spirits of the Ibaloi ancestors, and

also as thanksgiving on behalf of SN Aboitiz Power-Benguet, Inc.

Gov. Fongwan said that the people of Benguet, especially those in Itogon, "should welcome SN Aboitiz Power here in Binga because we all know that the company is not part of the problem but rather will be part of the solution in regard of the plight of the Ibaloi people with respect to their displacement when the plant was constructed many years ago". (*Ozone Azanza*)

AP Renewables wins bid for Tiwi–Makban geothermal complex



Plant A of the Tiwi Complex



Inside Tiwi's Plant A



Plant D of the Makban facility

AP Renewables, Inc. (APRI), a wholly owned subsidiary of Aboitiz Power Corporation (AP), won on July 30 the bid for the 747-megawatt (MW) Tiwi–Makban geothermal power facilities. The complex is composed of the 289-MW Tiwi plants in Albay and the 458-MW Makban facilities in Laguna and Batangas. The Power Sector Assets and Liabilities Management Corporation (PSALM) had bid out the two power assets as one package.

The Asset Purchase Agreement (APA) between PSALM and APRI for the Tiwi–Makban facilities became effective on August 26.

APRI's winning bid of US\$447M won over the bid of First Luzon Geothermal Energy, an investment vehicle fully owned by PNOC–Energy Development Corp.

Under the PSALM Bidding Rules, the closing date for the acquisition of the Tiwi–Makban geothermal facilities shall be 60–270 days from effectivity date, at which time PSALM shall turn over the Tiwi–Makban assets and contracts to APRI.

The Tiwi complex consists of three plants: Plant A with two 60-MW units, Plant B with two 55-MW units, and Plant C with two 57-MW. The Makban plant complex in Laguna and Batangas consists of Plants A and B with two 63-MW units each, Plant C with two 55-MW units, Plants D & E with two 20-MW units each, and a binary plant with five 3-MW and one 0.73-MW units.

The bid for the both power facilities covers their generating assets, which were offered on an "as is, where is" basis, structures and improvements, spare parts, and general plant equipment. It also includes the steam field facilities and the Geothermal Resources Sales Contract between PSALM and the Philippine Geothermal, Inc. (now Chevron Geothermal Philippines Holdings, Inc.), the steam supplier for the two facilities.

Also attached to the purchase of the Tiwi–Makban complex are more than 400-MW of power supply contracts, thus providing AP a ready market for the electricity that these facilities will generate.

"This acquisition is very strategic for Aboitiz Power. It is a significant addition to our portfolio of renewable energy sources, bringing us closer to our vision of making Cleanergy available to every Filipino," said AP President & CEO Erramon Aboitiz.

Cleanergy is the Aboitiz brand of energy sourced from clean and renewable sources.

The Tiwi–Makban geothermal complex will add to AP's generating capacity following its successful bids for the Magat and Ambuklao–Binga hydropower plants in Northern Luzon and its acquisition of a 34% stake in STEAG State Power Inc., which owns and operates a coal-fired power plant in Misamis Oriental.

SNAP–Benguet fully pays acquisition cost of Ambuklao–Binga



At the signing ceremony for the US\$ 375-million loan package held at the Makati Shangri-la Hotel, Erramon Aboitiz and Luis Miguel Aboitiz represented Aboitiz Power Corporation while Oistein Andresen, Einar Stenstadvold and Erik Knive represented the Norwegian partner, SN Power.

SN Aboitiz Power–Benguet, Inc. (SNAP–Benguet) fully paid on August 28 the acquisition cost of the 175-MW Ambuklao–Binga complex by paying US\$99,092,500 to PSALM. The amount

represents the 30% balance of the purchase price, inclusive of interests under the PSALM deferred payment scheme.

SNAP–Benguet availed of a US\$375-million

financing facility granted by a consortium of international and domestic financial institutions composed of the International Finance Corporation, Nordic Investment Bank, Banco de Oro Unibank, Inc., Bank of the Philippine Islands, BPI Asset Management and Trust Group, China Banking Corporation, Development Bank of the Philippines, Philippine National Bank and Security Bank Corporation.

The signing of the US\$ 375-million loan agreement was held on August 8 and SNAP–Benguet had its first drawdown for US\$ 265 million last August 26. Disbursement of the rest of the loan is on a quarterly basis until 2010. (Ozone Azanza)

HSI and DENR to manage 1,000 hectares in Mt. Apo watershed

By Israel Buenaobra & Ana Carmona



REFORESTATION AGREEMENT. Hedcor President Rene Ronquillo (seated, center) signs the memorandum of agreement for the reforestation and management of 1,000 hectares of land in Davao del Sur. Also signing the MOA are (seated left to right) NCIP Davao del Sur Provincial Officer Eduardo Masiwil, Davao del Sur Provincial Environment and Natural Resources Officer Ruth Tawantawan, Sta. Cruz Mayor Joel Ray Lopez, DENR-FMS Regional Technical Director Hardinado Patnugot, Jr., (standing left to right) Assistant Provincial Engineer Felipe Luayon, Protected Areas Superintendent Leonilo Rivera, Hedcor Vice President for Mindanao Operations Gregorio Jabonillo and Sta. Cruz Municipal Planning Officer Aurora Herbito.

Hedcor Sibulan, Inc. (HSI) and the Department of Environment and Natural Resources (DENR) Region XI recently signed a memorandum of agreement (MOA) for the management of 1,000 hectares of land in the Mt. Apo Watershed in Davao del Sur, including the watershed catchments of the company's 42.5-MW Sibulan Hydropower Project (SHP) in the Municipality of Sta. Cruz.

The watershed management plan (WMP), which includes 210 hectares for reforestation and 150 hectares for agroforestry, was signed by Hedcor President Rene Ronquillo together with Sta. Cruz Mayor Joel Ray Lopez and officials from the Provincial Government, DENR, and National Commission on Indigenous Peoples (NCIP).

"We are making a landmark in the history of Sta. Cruz," said Municipal Mayor Joel Ray Lopez, with the watershed adoption being the largest in Davao del Sur. "We will continue to support the project because it is in consonance with our municipality's environmental initiatives," the Mayor added.

The WMP aims to protect existing forests, restore vegetative cover in areas affected by the plants' construction, and develop a sustainable income source for locals by planting fruit bearing trees in open grasslands in the communities. It will be implemented within Barangays Sibulan and Kapatagan. A multi-partite monitoring team, composed of representatives from LGUs and indigenous peoples, will monitor the project's compliance with the conditions set in the MOA.

"This initiative is the first step to mitigate global warming," said DENR-Forest Management Services (FMS) Regional Technical Director Hardinado Patnugot, Jr., as he explained how the project can provide more water for the hydropower plants to generate clean energy and how more trees can act as a carbon sink in the environment.

The SHP plants' non-polluting energy will prevent the release of more than 95,000 tons of carbon dioxide in the atmosphere.

Hedcor construction sources P200 M from Davao suppliers

Hedcor Sibulan, Inc. (HSI) is making its presence felt in the economy of Davao and Davao del Sur. In just over a year since HSI began construction of its 42.5-megawatt Sibulan Hydropower Project (SHP) in Sta. Cruz, Davao del Sur, the clean energy developer has been able to source a significant amount of construction materials and services from local suppliers.

Hedcor civil works project contractor JV Angeles Construction Corp. recently disclosed in a report that from March 2007 to June 2008, the company has so far sourced P200 million of its construction requirements in the Davao region. This includes P76 million worth of construction materials and more than P47 million in sub-contractor works.

"We are committed to patronize local contractors and suppliers because we believe the Davao Region has a lot to offer. Our existing plants, for example,

are already serviced by DECO Machine Shop," said Gregorio Jabonillo, Hedcor vice president for Mindanao operations. DECO has been Hedcor's local contractor since the company started operating the Talomo mini hydropower plants in 2004.

Another Hedcor sub-contractors, ESBE Industrial Builders, a supplier of steel support ribs for the plant's water tunnels, said they consider the Sibulan project as their priority.

"We allocated about 80 percent of our fabricating assets and equipment and about 15 of our workers for the Sibulan plants," said ESBE sales engineer Erwin Caroz, whose company maintains a steel fabrication shop in Tibungco, Davao City. He added that the construction of the plants has been good to business in the area. (Israel Buenaobra)

Hedcor drops Suawan Project

By Israel Buenaobra

Hedcor Tamugan, Inc. (HTI) has decided to abandon the construction of the 7-megawatt (MW) Suawan Hydropower Plant. AP formally disclosed this to the Philippine Stock Exchange (PSE) last August 14.

The Suawan plant is a component of the 34.5-MWTamugan Hydropower Project, which the company is planning to build within the Baguio and Marilog Districts in Davao City.

According to the PSE disclosure, HTI officials said the Suawan Plant became uneconomical to build due to the escalation of construction costs, which resulted from delays in securing permits for the generating facility.

"The plant could no longer cope with the rising prices of steel and other construction materials because its water permit and Environmental Compliance Certificate (ECC) were not secured on time. It is unfortunate but we will now have to inform the indigenous peoples (IPs) and barangays that supported the project that it will no longer push through," said Hedcor president Rene Ronquillo.

He also added that without the water permit, the plant could not be registered under the Mini Hydro Incentives Act or RA 7156, which would have provided substantial benefits essential for the Suawan project's viability.

The Tamugan project would have involved the construction of three distinct run-of-river hydroelectric plants (Tamugan, Suawan and Panigan) and would have generated 234 million kilowatt-hours of clean energy annually intended to help avert a power shortage set to hit Davao City by 2010.

Now, HTI is pursuing the construction of its Tamugan and Panigan plants with a 27.5-MW total capacity. The company hopes to secure the water permit for these plants once a win-win compromise for the Tamugan River's water rights has been reached with the Davao City Water District (DCWD).

However, Mr. Ronquillo explains that continued delays brought about by the water permits and ECCs for the two remaining plants may likewise force the company to abandon the projects if the cost to construct continues to escalate.

In the meantime, Hedcor continues to explore Southern Mindanao for other hydropower potentials they can tap to develop its brand of energy, Cleanegy.

Subic EnerZone marks 5 years of being driven

By Raymund Tamayo, John Louis Ducos, Justin Jay Navarro and Ryan Griva

Subic EnerZone Corporation (SEZ) has prepared for the future. Since day one, it has surpassed itself year by year, day by day. Now, after five years, with immense improvements as tangible proof, the company continues to be unstoppable, more focused and ready than ever before.

The company knows that great visions come with challenges, and with challenges come great opportunities. Opportunities to innovate and to do better every time. This is their thrust, this is their promise. Beyond the horizon, the company is certain that it has nowhere else to go but up.

On October 25, 2008, SEZ will mark half a decade since it started operations to manage the power distribution system (PDS) of the Subic Bay Freeport Zone (SBFZ).

SEZ has been managing the freeport's PDS under a Distribution Management Services Agreement (DMSA) with the Subic Bay Metropolitan Authority (SBMA). The DMSA covers a period of 25 years, and in its first five years, the company focused on the rehabilitation, restructuring, and expansion of its electric distribution system.

It has been five years of service, five years of progress, five years of being driven.

2004

In its first year of operations, SEZ lowered the systems loss to 8.4% from 14.1% upon turn over, showing signs of the company's commitment to make the freeport's distribution system more efficient. This allowed the company to lower its power rates. The distribution charge was reduced from P1.00/kwhr to P0.59/kwhr upon turn over; the reduction resulted to further savings to customers amounting to approximately P0.48/kwhr.

For 2004, the company allocated P156 million for capital expenditures to improve the reliability and efficiency of the zone's PDS. SEZ also budgeted P300 million for the first five years in upgrading and expanding the services in the freeport.

2005

In April 2005, SEZ completed the installation of a 3-way Gang-Operated Air-Break Switch (GOABS) for the 69kV lateral line tapping at the Subic Bay Industrial Park (SBIP).

The submarine power cable from Camayan Wharf to Grande Island was energized on July



2005. This P16-million joint project of Mirant Philippines and SEZ was initiated to restore reliable 13.8 kV power to Grande Island.

In September 2005, SEZ bought a 100-MVA National Transmission Corporation (TransCo) substation near the Enron plant to strengthen the reliability of the zone's power supply. It was the first sale of a government-owned substation in Luzon. SEZ also acquired from TransCo the Olongapo-SBMA 69kV lines 1, 2, & 3, Subic-SBMA line 4, and the disconnect switches at TransCo's Kalaklan Metering point in April that year. The substation was pegged at P101 million and the electrical lines worth P29 million.

SEZ's 25 MVA Cubi Substation was energized in October 2005. This substation is intended to supply reliable power in Cubi and its neighboring areas, and to cater to anticipated load growth from the seaport project.

The Subic-Cubi Overhead Transmission Line (OHTL) project was also completed in October. The installation of a 1-way GOABS at the 69kV Maritan line and tapping of the incoming 69kV line to the Cubi substation was also done.

Systems loss further dropped to 6.3% in 2005. Emergency response times also improved with 80% of calls responded to within 30 minutes and 100% in two hours.

The company moved into its brand new office building at the corner of Canal Road and Labitan Street in the freeport's Central Business District

in October 2005. The inauguration of the new B-708 Remy Field Substation Central Control Station was also held at the same time.

2006

2006 was a record year of sorts for SEZ. With its systems loss dropping to 4.26% (probably the lowest or one of the lowest in the country that time), power rates in the freeport zone were also reduced by an additional P0.22/kwhr of electric consumption. It brought the total power rate reduction to P0.67/kwhr (P0.40 decrease in distribution charge and P0.27 from the reduction in systems loss). The company was able to pass on over P100 million in savings to all consumers of SBFZ that year due to systems loss reduction.

Emergency response times also improved. With new and improved radio communication equipment, SEZ dispatchers were sending units within 10 minutes after the emergency call was made.

From an average of 85 emergency calls per month in 2005, SEZ reduced it to 55.3 calls per month. During the pre-EnerZone years of 2001 to mid-2003, the freeport had an average power outage of 40 per year. Since the entry of SEZ, outages went down to 19 per year.

In February 2006, the new Aboitiz brand was cascaded to the Subic EnerZone team. Since then, brand awareness has been manifested

in the company's operations, both in the areas of technical and customer service.

SEZ was also among the utilities that volunteered to help MERALCO restore electricity service in its franchise area in the aftermath of Typhoon Milenyo that hit Luzon in September 2006. The company was acknowledged country-wide for this selfless endeavor.

In October 2006, the company completed its Cubi Substation at a total cost of P41 million. It also completed the fiber optic installation connecting various substations for the company's Supervisory Control and Data Acquisition (SCADA) system and wide area network. As of 2006, SEZ had spent a total of P214 million on improvement and rehabilitation projects.

2007

In March 2007, SEZ completed the improvement of its Maritan Substation, which improved system reliability and flexibility in the freeport's housing and golf course areas, as well as some parts of the SBIP.

In May that year, SEZ, SBMA, and Hanjin Heavy Industries Corporation (HHIC) Philippines, Inc. signed back-to-back Memorandum of Agreements for SEZ to provide electricity to HHIC's shipyard located at the Redondo Peninsula in Subic. In turn, HHIC will pay SEZ a corresponding wheeling fee for such provision and other related services shall be collected by SEZ.

In August 2007, preventive maintenance of the 250 MVA power transformer of SEZ's Cubi Substation and three units of its 667 kVA Automatic Voltage Regulators were completed. This enhanced power provision in the airport, Grande Island, and the Subic Bay Techno Park.

The company purchased a P1 million KIA K2700 4 x 4 Emergency Service Vehicle and three brand new Honda XR 200 motorcycles to add to its fleet of vehicles. This reinforced SEZ's emergency response even more as it answered to 94% of emergency calls within 30 minutes and 100% in two hours.

SEZ also acquired a P1.5 million VisIR Ti 200 Infrared Vision Thermal Camera to better monitor hot spots and thermal heat buildups in the system. With this new equipment, SEZ conducted free thermal scanning for the company's top 10 customers mostly in the freeport's industrial areas.

In December 2007, Aboitiz Power Corporation (AP) bought the 20% equity of Team Philippines Industrial Power II Corporation



In just five years, the company has dropped the systems loss from 14.1% in October 2003 to a record low of 3.0% as of August 2008. This shows how much the efficiency of the freeport's power distribution system has improved.

(formerly Mirant Philippines) in SEZ for P92 million. Together with the 35% equity in SEZ of AP subsidiary Davao Light and Power Company (DLPC), this acquisition brought AP's total equity in SEZ to 100%.

Later that same month, SEZ completed the corrective maintenance of its 20 MVA Power Transformer 2 at the Remy Field Central Control Station. The old 69kV Oil Circuit Breaker was replaced with a brand new SF6 Gas Circuit Breaker. New Happam Double Side Break disconnect switches were also installed in the substation which further boosted its efficiency.

With these developments, systems loss further went down to 3.6% in 2007, the lowest the freeport's power distribution system has had.

The company also went into Corporate Social Responsibility in 2007 as it signed a MOA to adopt one of the ambulances of the SBMA Emergency Medical Services (EMS). Under the agreement, SEZ will adopt one ambulance of the SBMA-EMS and shoulder the expenses for its annual repair and maintenance services costing up to P100,000.

In September 2007, SEZ conducted a gift-giving activity at the Pastolan Village in the freeport. SEZ gave free gifts to 150 indigenous children of the Aeta community.

2008

The company is set to invest P210 million more this year to further improve and rehabilitate the freeport's power distribution system. Following the listing of the P19.32 billion 300-megawatt coal-fired Subic power plant project with the Board of Investments,

SEZ is expanding its investment in the area in anticipation of higher demand to be brought by the development.

In January 2008, the company completed the Re-Conductoring Project. This project was done to prevent electrical faults within the transmission lines. Bare copper conductors were replaced with insulated ones in selected parts of the freeport zone.

To reduce the presence of reactive energy in SBFZ's power distribution system, SEZ initiated the Power Factor Correction project this January. The company already installed and energized 4.05 MVAR of fixed capacitors in May 2008, and will install more as the load grows more. As of August 2008, SEZ's power factor was at 99.44%.

In May 2008, the rehabilitation of Remy Field Substation's 20 MVA Power Transformer 1 was completed.

SEZ recently purchased brand new Japan-made Aichi SH17A Basket and D70A Digger Derrick Trucks worth P6 million each. These trucks will further reinforce the company's operations and emergency response capacities. Also, SEZ bought four more brand new Honda XR 200 motorcycles in June this year to provide extra assistance in meter reading and site surveys.

In CSR, the company adopted five more ambulances of the SBMA-EMS to bring up its adopted ambulances to six.

The company also provided assistance to the Zambales I Electric Cooperative (ZAMECO I) in restoring electricity service in its franchise area in Sta. Cruz, Zambales after the devastation of typhoon Cosme in June 2008.

In just five years, the company has dropped the systems loss from 14.1% in October 2003 to a record low of 3.0% as of August 2008. This shows how much the efficiency of the freeport's power distribution system has improved.

Power demand in the freeport zone is expected to grow rapidly in the coming years with the operations of its new container terminal and the Hanjin Heavy Industries' multi-billion shipyard, as well as the opening of the Subic-Clark-Tarlac Expressway.

Looking back to its fabulous five years, Subic EnerZone, the can look forward with confidence to an even stronger performance in the future.

What lies ahead is the opportunity to do better every time. Indeed, the future looks brighter than ever for SEZ because for its management and team members, they've only just begun.

Davao Light energizes 22nd substation

The Tibungco substation is Davao Light's 22nd substation, whose main function is to accommodate the load growth in the northern part of the company's franchise area. The substation also contributes to the overall improvement in the reliability of its electrical network.

This substation features a 33 MVA power transformer and has three outgoing distribution feeders. The feeder circuit breakers used are equipped with magnetic actuator operator-mechanism, which is new among their circuit breakers.

New innovations have been introduced like the use of pre-wired control panels and an improved control house, just to mention a few. The control house serves as a housing for various metering, protection



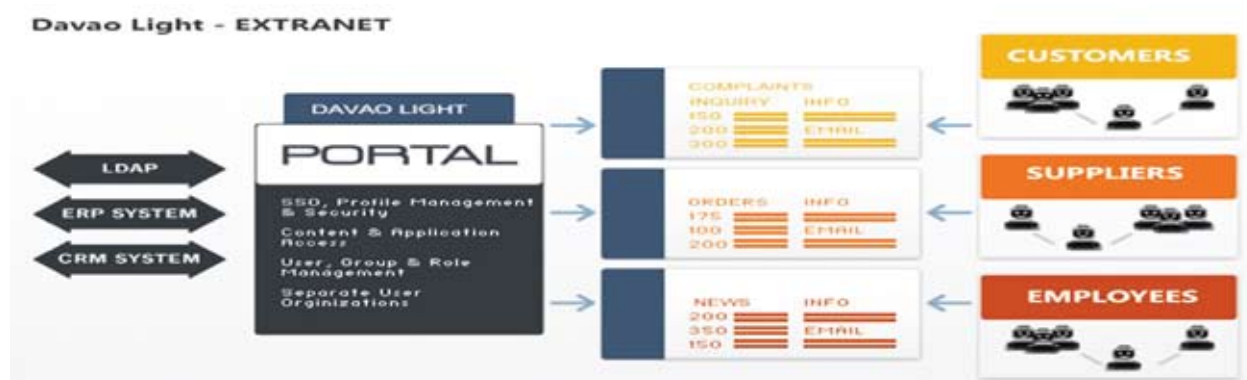
and communication instruments, which are now secured indoor.

The substation currently serves the

customers in the areas of Ilang, Tibungco and Bunawan where there has been a steady influx of industrial activity.

DLPC launches new intranet

By Ruann May Pogado



Davao Light's Information Systems Group (ISG), together with the Corporate Communications Department (CCD), recently launched the company's new information portal, a web-based system that is considered one of a kind because of its features.

Designed to leverage on the current technology trends, the new portal provides some of the following benefits: more information and feature-rich user experience, multiple contributions from various sources, and a step closer to providing a customer-facing portal. It is also fast and lightweight, secure and stable, scalable and robust, database-driven, and more user friendly.

The portal's major features are the authentication system, the search and

retrieval functionality, poll/survey system, web applications, content and document management, knowledge base, discussions boards/forums, and multimedia gallery. These are all combined to form an ordered and comprehensive assemblage of an information facility.

The project team, headed by CCD-AVP Ross Luga, conducted a series of road shows to all of company divisions including Panabo to provide an extensive orientation about the new portal.

The realization of the new portal was not that easy. However, with the corporate value of teamwork, everybody showed their full support and great enthusiasm in accepting this new innovation.

The portal would have not been possible

without the passion and hard work given by the people behind it. Davao Light SVP Art Milan took the role of being the executive sponsor of this project. ISG-AVP Bong Quilos together with his team members Emil Ybañez, Erwin Lagumbay, Arvin Padayhag and Erwin Chiutena provided the net and infra-technical support. The CCD team composed of Ross Luga, Emily Cancio and Ruann May Pogado provided the contents and administer the portal. John Rey Naranjo single-handedly created the design and developed the new portal. He took on the challenge in streamlining the portal's disseminating information process.

This project encompasses Davao Light's corporate value of innovation and signifies that the company aims for excellence.

MOP Multi-Clustering Project aims to reduce systems loss

By Gerard V. Castillon

Cotabato Light and Power Company has once again showed its commitment to improve customer service and reducing systems loss. Recently, the company invested more than half-a-million pesos on an ongoing project geared towards abating pilferage cases and reducing systems losses – the MOP Multi-Clustering Project.

This project, which was started in September last year, has so far covered 11 load centers, particularly in the areas of Manday, Sitio Kapinpilan, Tukananes, and Bulyao in Cotabato City. Some clusters have been divided into two load centers to avoid overloading of distribution transformers, giving way to a more reliable and safe distribution of power to customers in the area.

The project also has resulted in fast and accurate meter reading for billing purposes. Since the meters are now placed in one cluster, it is easier and faster to read. Worth mentioning is the lesser time used in reading all the meters without entering the customer's private property, thus, there is better customer

service and operational efficiency.

Engr. Arsenio Jovero III of Cotabato Light and Engr. Roderick Genoza of Davao Light spearhead the MOP Multi-Clustering Project. With the proposed 55 MOP Multi-Clusters for the first phase, it is now 70% completed and is expected to be 100% completed by October 2008.

"Our company is committed and has spent so much in reducing the systems loss in order to lessen its effect on our good paying customers. Hopefully, with the strong drive that our team has and the cooperation of our customers, we will be able to win our battle against systems loss," Engr. Genoza said.

On the other hand, Engr. Jovero lauded the teams involved, namely Phantom, A-Team, and Ballast (Contractor), who have shared their talents and skills in making the project a success. He also gave thanks to the active participation and support of the Philippine National Police and the barangay officials in the areas covered.

"This project will benefit our customers.



Cotabato Light engineers and linemen work side-by-side in assembling, installing, and energizing the 24-meters-in-one MOP multi-clusters at Bulyao, SK Pendatun Ext., Cotabato City.

For us, this requires skills, dedication and teamwork to win our battle against system loss reduction. With our company's commitment and team leader's support, I'm optimistic we can," Engr. Jovero added.

ERC conducts jurisdictional hearing & pre-trial for Cotabato Light PBR

By Donjie Vertuoso

The Energy Regulatory Commission (ERC) conducted a jurisdictional hearing, expository presentation and pre-trial conference for Cotabato Light's application for approval of its Annual Revenue Requirement (ARR) and Performance Incentive Scheme. The event was held at Notre Dame University, Tanghalang Michael Clark on July 1.

Cotabato Light VP and Resident Manager Crisente Ferolino and VP for Finance Alvin Arco, the ERC team led by Commissioner Rauf Tan, members and officers of the Cotabato City Consumers' Association headed by its President Rockman Sampulna, and other concerned consumers of Cotabato Light in its service area attended the hearing.

Commissioner Tan explained the rationale of the Performance-Based Regulation (PBR) to the consumers and reiterated that this method was focused on the consumer's benefit and protection. He also shed light on controversial issues on electric bills especially on the nationally controversial systems loss charges imposed on the electric consumers' bill.

Cotabato Light celebrates 20th annual recognition day

By Donjie Vertuoso



ONE STRONG TEAM: The Cotabato Light team members with Jimmy Aboitiz

For 70 years now since Cotabato Light was established, the company has never experienced a labor and management conflict. In recognition of the harmonious labor-management relationship and the renewal of the Cotabato Light franchise, the annual Employees Recognition Day was launched on August 10, 1988.

This year, it was held at the Mergrande Ocean Beach Resort in Davao City on August 9 and 10. Sixty-one team members of Cotabato Light and Cotabato Ice Plant

seized the day to have fun and excitement.

Company President & CEO Jimmy Aboitiz, VP & Resident Manager Cris Ferolino and other Cotabato Light team leaders were present at the celebration. Davao Light executives and officers Bobby Orig, Rodger Velasco, Mark Valencia also graced the occasion.

They teams also took a side trip to the beautiful Eden Nature Park where a relaxing view and the warmth breeze welcomed them.

VECO energizes new Cabancalan, Ermita substations

By John Paul Piñero and Vance Javier



Ermita substation

To better serve its customers with uniform distribution voltage, VECO has energized and loaded its new Cabancalan substation. One of three remaining substations with a 13.8-kV distribution voltage, (the others being Ermita and Carreta), portions of the Cabancalan distribution lines were uprated to 23 kV and loaded to the new substation. It has a 25/33-MVA transformer with a 23-kV secondary/distribution voltage.

A temporary 25/33-MVA substation located a few meters away from the new substation powers the existing 13.8-kV lines. It powers Banilad, Talamban, Pit-os, and other northern mountain barangays in Cebu City. It also supplies power to Cabancalan, Casuntingan, and neighboring Mandaue City barangays.

VECO plans to have a uniform voltage of 23 kV for all its distribution lines by 2009.

By then, all 13.8-kV substations, including Cabancalan's temporary substation, will be due for retirement. With all distribution lines at 23 kV, VECO's distribution system will be more flexible as loads are transferable from one source to another, decreasing the occurrence or duration of power interruptions, thus resulting in better customer service.

The new Cabancalan substation sits on a 650-square-meter flattened land in Cabancalan, Mandaue City, adjacent to TransCo's Talamban complex. The site used to be the foot of a hill. Site development involved scraping a portion of the



Cabancalan substation

hillside to get a flat surface ideal for a substation. The substation design was made compact to make full use of the limited land area.

Meanwhile, the company's other new 25/33-MVA substation in its Ermita complex now has

a distribution voltage of 23 kV. Upgraded from 13.8 kV to 23 kV, it supplies the needs of VECO's customers in downtown Cebu City.

Most of the power in the downtown area used to be supplied by two 25/33 MVA transformers at the Ermita substation with a distribution voltage of 13.8 kV. That set-up isolated the downtown area during line works and repairs because the adjacent substations operated a 23-kV distribution system.

To address this serious issue, VECO's Engineering Group spearheaded the upgrading of the remaining 13.8-kV distribution lines to 23 kV. Newly-uprated lines were then loaded to adjacent substations that had 23 kV distribution voltage. However, due to the enormity of load at 37 MW supplied by the Ermita substation, a new 23-kV substation needed to be built.

The new substation took seven months to complete. It sits on the area of the demolished Plant 2 building. It is loaded with the newly-uprated portions of the downtown distribution lines. New 23-kV lines will also be served by the new facility.

The substation projects are VECO's answer to the needs of its growing customer base and the improvement of its power delivery.

Veco encourages use of CFLs

By Ethel Natera

In line with its efforts to promote the efficient use of energy, VECO has partnered with a manufacturer of lighting fixtures to encourage the use of Compact Fluorescent Lamps (CFLs).

In a Memorandum of Agreement (MOA) signed last September 3, VECO and Osram Philippines Limited Corporation (OPLC) agreed to create awareness on the efficient use of energy and the benefits CFL provides, including its being environment friendly.

The joint project will start with an Osram discount coupon attached to VECO's October 2008 bill. There will be P20 discount on the regular price of Osram's Duluxstar Twist CFL bulbs (available in 13, 18 and 23 watts) when purchased in Gaisano Main (Colon), Gaisano Country Mall, Gaisano Metro in Colon, Ayala and Mandaue.

In the same event, Rockford Marketing Corporation (RMC), a national distributor of Osram products, entered into an agreement with VECO and Aboitiz Co., Inc. (ACO) to give a price off on Duluxstar Twist and Duluxstar 2U CFL bulbs to Veco and ACO employees. A 20 percent discount will be given for a purchase of one bulb, and a 30 percent discount for a purchase of two up

to four bulbs only. Both companies aim to promote among its employees the use of energy efficient, environmentally-preferred CFLs.

Studies show that CFL bulbs are low-energy light bulbs, therefore a money-saving commodity. A household can save as much as 80% of power consumption cost in a year.

A 13-watt Duluxstar Twist bulb lasts up to three years, compared to the average less- than-a-year lifespan of a 75-watt incandescent light bulb. Comparison shows that a household usually consumes six 75-watt bulb replacements a year, which uses a total of 450 kWh while a 13-watt Duluxstar Twist bulb only uses 78 kWh during the same period.

Aside from the energy- and money-saving characteristics of CFLs, replacing one incandescent bulb with one CFL bulb keeps 450 lbs. of carbon dioxide out of the atmosphere over the life of the bulb.

The MOA is VECO's first major leap in its advocacy for efficient energy use and for a clean environment, where it shares effective points to save money, save energy and save the environment.

VECO implements P500-subsidy for Sept '08 bill

The Visayan Electric Company (VECO) has begun to implement the national government's "Pantawid Kuryente: Katas ng VAT" program on the P500 one-time electricity subsidy. VECO customers with consumption of 100 kilowatt hours and below in their May 2008 bill will benefit from this subsidy.

The amount of P61,926,000 will cover the subsidy for 123,852 qualified VECO customers. The Private Electric Plant Owners Association (PEPOA) released the amount to VECO.

PEPOA is the agency tapped by the Department of Social Welfare and Development (DSWD) to ensure the implementation of the program by private distribution utilities like VECO.

The program was designed to help qualified customers cope with rising costs of fuel and other basic commodities. The P500 subsidy will be applied to the September 2008 bill. If a customer's bill is less than P500, the balance is treated as advance payment until the amount has been fully used up.

A separate item in the bill will be added to show that the customer already received the subsidy amount. (Ethel Natera)

Good governance and risk management are keys to UnionBank's resilience

UnionBank, in partnership with the Philippine Stock Exchange, launched on July 18 the first of its Thought Leadership Conference series with the theme, "Perspectives on the Global Economy and Philippine Banking."

Held at the trading floor of the Philippine Stock Exchange in Ortigas Center, the conference served as a venue to exchange perspectives on global and emerging market credit trends and their impact on banking systems and sovereign creditworthiness in Asia, including the Philippines and discuss UnionBank's views about the challenges that lay ahead for the Philippine banking industry and its responses to these challenges.

James McCormack, Head of Asia Sovereigns at Fitch Ratings, outlined the agency's view on current global economic and credit issues. He said, "inflation is currently a bigger threat to the sovereign credit fundamentals of most emerging markets than is the current turmoil in global credit markets".

Fitch considers accelerating prices to be a major risk to the continued development of local-currency debt markets. "Governments have increasingly relied on domestic debt markets for fiscal financing, and this has been supportive of upward rating momentum, since it reduces exposure to exchange rate risk", Mr. McCormack added.

With inflation moving higher, governments



At the launch of UnionBank's Thought Leadership Conference were, from left, PSE President Francis Lim, UnionBank Chairman & CEO Justo Ortiz, Fitch Ratings' Managing Director James McCormack, and UnionBank President & COO Victor Valdepenas.

are again looking to external sources of financing, thus reintroducing exchange rate risk to their balance sheet. With respect to the Philippines, Mr. McCormack said the country's external financial position remained strong and would not be affected by international credit market uncertainty.

He, however, was less positive regarding the outlook for Philippine inflation and said the fiscal deficit this year was likely to overshoot government forecasts, especially if there is a significant subsidy program to help households deal with higher food and energy prices.

Speaking of his own insights on the evolving landscape of Philippine banking, UnionBank Chairman and CEO Justo Ortiz shared the key themes that are guiding UnionBank's path of resilience in an environment of heightened risk and uncertainty.

Emphasizing that responsiveness is key to consistent performance, he anchored UnionBank's strategy on the principles of good governance, risk management, efficiency, and technology.

"In UnionBank, we view risk management as vital to our main strategic thrusts of more vibrant lending and stronger customer franchise," said Mr. Ortiz. "Our risk management system helps us ensure that we can understand, measure, and monitor the various risks that arise from our business activities and that we adhere strictly to the policies and procedures established to address these risks. As a result, our operating fundamentals have improved as seen in the growth of our loan portfolio and better capitalization."

The Thought Leadership Conference series is UnionBank's way of engaging the market more actively in tackling and analyzing developments in the banking and financial system, both from the global and local perspectives. Through this initiative, the bank wishes to demonstrate the significance of bringing together market participants in a meaningful exchange of views and impressions on the evolving dynamics of our business landscape.

UnionBank hosts briefing on BIR RA 9504 for clients

By Ginger Palma

UnionBank Cash Management Services recently hosted a briefing on the new taxation law, Republic Act 9504, for the Bank's retail and corporate clients at the Rockwell Club, Makati City. Bureau of Internal Revenue (BIR) Deputy Commissioner Atty. Nelson M. Aspe and his technical assistant Atty. Vicky Reinante thoroughly discussed the features of the new law.

The briefing, the first to be conducted in the industry, was attended by over 100 bank clients. The guests found the briefing relevant as the salient features and impact of the new law were tackled. An open forum

gave clients the opportunity to ask questions or cite scenarios applicable to their respective companies and they were enlightened by the responses of the tax experts.

The BIR resource speakers explained features of the law, such as the exemption of minimum wage earners from income tax, and increase in personal and additional exemptions.

UnionBank EVPs Guia Lim and Buena Chanco, FVP Ana Sison and the CMS Team, Sales Director Leo Intalan, CBG and RBC relationship managers were present during the event.

UnionBank confirms no exposure to Lehman, Merrill Lynch

UnionBank assures its stakeholders of its enduring stability and resilience, following news of investment banking giant Lehman Brothers' collapse and Bank of America's buyout of brokerage Merrill Lynch, which has spawned deep losses across the global markets. Stating it has no exposure to both financial firms, UnionBank reiterates its capability to anticipate and withstand the headwinds brought about by the US crisis.

While the domestic economy has proven to be relatively less vulnerable to the US financial turmoil, UnionBank's unyielding attention to good governance and risk management has clearly enabled it to decisively repel downswings in the financial system. The Bank's robust risk management framework has been highly instrumental in balancing its strategic thrusts of solid core business and strong customer franchise, and asset quality preservation.

Retail banking excellence translates to increased deposit levels

UnionBank's deposit volume is rapidly moving closer to its 2008 target of P143 billion, as outstanding deposit levels jumped by 36.1% from P97 billion in January to P132 billion in June this year. The commendable results of the bank's deposit generation campaign came about even during a phase of branch network consolidation intended to right-size the number of branches following UnionBank's merger with iBank.

The consolidation of UnionBank's branch network created efficiency gains and strategic opportunities for expansion. As of June 2008, the total number of branches stood at 168, down from 186 in June 2007. By end of 2008, a total of 173 branches are expected to be operational, then 193 by 2009, as the bank keeps its focus on key locations of high growth potential.

UnionBank's success in the retail banking arena was achieved through its performance guiding principles of product excellence, and unique and superior branch and multi-channel banking experience. Consistent with these principles, the bank transformed its sales management model at the branch level by demarcating the marketing and operations functions to stimulate the faster build-up of deposit volume.

The establishment of a solid sales and service culture also proved instrumental to the impressive growth in deposits. Intensive use of cross-selling mechanisms and investments for the enhancement of technology infrastructure to improve branch services also helped UnionBank elevate the quality standards of retail banking.

The roll out of a uniform core banking system across all the branches within a year after the completion of UnionBank's merger with iBank also facilitated the branch rationalization initiative without compromising deposit levels.

Edwin Bautista, UnionBank executive vice president for retail banking, explains, "UnionBank will strive to continually provide our market with excellent retail banking experience by intensifying our consumer marketing initiatives, sharpening our retail focus, and strengthening our product development and overall management. Further expansion in our retail banking segment will be supported by new markets, growth from new customers, and higher customer retention. Finally, we will leverage on our outstanding technological capability and core banking infrastructure to stay ahead of competition."



CSB ORMOC TRANSFERS TO A NEW LOCATION. City Savings Ormoc Branch recently transferred to its new and bigger office located at STP Building, Aviles Street, Ormoc City. Corporate colors of sunflower yellow, gray and red are liberally used in the new offices. The CSB logo can be seen prominently once a person enters the office. In photo is the Ormoc branch team.

CSB opens 7 extension offices

By Maila Quijano

For this year, City Savings Bank (CSB) has opened seven new extension offices located all over the Visayas region.

These offices are in Carcar, Cebu; Sogod, Southern Leyte; Antique, Panay; Mandaue, Cebu; Kabankalan and San Carlos, both in Negros Occidental; and in Catarman, Northern Samar. These bring to 11 the total number of CSB extension offices.

CSB currently has 13 full branches located in the Visayas and Mindanao.

The bank currently has a paid up capital of over P150 million and total resources of over P4 billion.

CSB has over 300 employees serving over 64,000 borrowers and counts on the strong patronage of over 78,000 depositors.

The bank grew through its strategy of expansion and opening of branches and extension offices all over the Visayas and Mindanao. Soon, it will try out its wings in the Luzon area.

The opening of seven extension offices this year forms part of the CSB's key business strategy, which is branching. The bank aims to establish more branches and service centers in provincial locations to make it more convenient for its clients to transact business with them and to better serve their needs.

Food Group launches ISMS

By Arnold O. Tualla



Fil-Am executives unveil the ISMS Policy during the Tarlac launching.



The Iligan ISMS Task Force team



The Cebu ISMS Task Force Team signs their appointment memos during the launch.

Information Security Management System (ISMS) is about protecting information assets by effectively managing identified risk. It encompasses people, processes and IT systems. We can use great security technologies, but if people do not implement them, information security will become vulnerable. ISMS is also otherwise known as the ISO/IEC 27001:2005 which is now being adopted by industries internationally.

In response to ACO's recognition and mandate of an ISMS program, the Food Group has adopted the Information Security Policy with the following aims and objectives:

- The required level of confidentiality for any information is always maintained,
- The integrity of the information is always ensured; and
- The proper information is always available to the authorized users.

The Food Group created the Information System Management Committee (ISMC) as the responsible body for its maintenance, effectiveness and applicability to the whole organization. Thus, ISMC has launched the ISMS to all the Food Group sites attended by all company team members, contractors and consultants.

The initial batch of detailed policies supporting the Information Security Policy was cascaded by the following facilitators: ISM representative Arnold Tualla, IT Manager Bryner Reynes, and the HR Team composed Juvy Corsanes, Gammycel Sarausad, Joann Opono and Roly Ann Claro.

Along with the ISMS launching, the ISMC Task Force per site was also officially organized. The members of the task force underwent an orientation on their roles and functions in ISMS implementation.

Pilmico team strikes gold in Quality Circle national convention

By Brian Eric E. Generalao



The winning team, from left, Ricardo Bayalas, Brian Eric Generalao, Robert Romano, Aurelio Madrazo, Eric Burlado

The Winter White team of the Pilmico mill department won the gold award during the 28th Productivity Improvement Circles National Convention (PICNC) held last September 17 to 19 at Pearlmont Hotel, Cagayan De Oro City. PICNC is a yearly convention for all quality practitioners in the Philippines. The gold award is the highest level that a quality circle or team could reach.

Pilmico's winning quality improvement project was entitled "Reduction of A-Mill First Tempering

Process Downtime by 99% starting January 2008".

Other major companies in the Philippines such as Honda, Sanyo, Panasonic, Yazaki-Torres, Philippine Sinter, Global Steel, Uratex, and EMI- Yazaki also participated in the competition. Six teams vied in the non-production category, while seven teams battled it out in the production category in which the Pilmico Winter White team belonged.

The team is composed of Mill Superintendent Ricardo Bayalas, Mill Operators Aurelio Madrazo and Robert Romano, Siloman Eric Burlado, and Assistant Mill Operator Brian Eric Generalao. Mill Manager Engr. Antonio Go served as team adviser. The team's sleepless nights definitely paid off, and everyone went home happy and triumphant.

To the Winter White Team, congratulations! Once again, Pilmico has done it! Last year, the EnerWrench Team of the Central Maintenance department received the same prestigious award in Cebu City.

FFI celebrates 10 years of total solutions

By Christina R. Bernal

July 18, 2008 was a special day for Fil-Am Foods, Inc. (FFI) as it marked its 10th anniversary of providing total solutions to its customers and team members.

The 5S Core team led by Roderic dela Cruz sponsored the week-long celebration with the theme "FFI BigaTEN 2008: Going Stronger Through 5S." Fr. Pablo Papag, Jr. presided over a Eucharistic Celebration as thanksgiving for the company's first 10 years.

VP Operations Riel R. Griengo with VP Purchasing Baybee de Vera officially opened an exhibit that showcased pictures of the plant and the farm's development since 1998. It also showcased FFI customers from all over the country, the company activities, community relationship initiatives and most importantly, its people.

For five days, after office hours, team members relaxed and played several indoor games. They were grouped accordingly based on the five principles of 5S namely Sort, Sweep, Set-in Order, Standardize and Sustain. Indoor games included Boggle, Text Twist, Scrabble, chess, darts and table tennis. It was indeed an exciting break for everyone.

A mini sportsfest was held on the last day wherein team members displayed strength, endurance, flexibility and most importantly sportsmanship all throughout the event. The games were tug-of-war, 5S relay, volleyball and basketball. Entries of the 5S Making Contest were also displayed at the exhibit room where everyone voted for their choice of winners.

The day ended with the awarding of winners including overall champion, the Standardize team. To close the weeklong anniversary celebration, AVP for Swine Dr. Dennis Racelis delivered a speech on the brief background of FFI and the company's continuous pursuit for growth. He also acknowledged the efforts of everyone for a fun and successful anniversary.

Pilmico inaugurates new feed mill facility in Iligan



Pilmico Foods Corporation inaugurated its new P400-million feed mill facility at the company's milling complex in Iligan City last September 4.

Sen. Mar Roxas, who was the special guest of honor, cut the ceremonial ribbon with Pilmico President & CEO Antonio Moraza and Iligan City Mayor Lawrence Cruz.

"This facility in Iligan has been our dream for quite sometime," shares Moraza. "We felt that a second feedmill in the south is a must to efficiently and effectively cover the growing feed needs nationwide."

Pilmico currently produces simple swine base feeds as a by-product of its core flour milling operations. With the new facility, which features the best in feed milling technology, the company can already produce animal feeds from a variety of raw materials.

The feed mill is geared to supply the demands of the Visayas and Mindanao markets. It will produce animal rations for swine and poultry carrying the brand Farmer's Edge. This feed brand has been in the VisMin market for the past five years through Fil-Am Foods, with its plant located in Capas, Tarlac.

Dutch firm Ottevanger Milling Engineers B.V., which specializes in the design and manufacture of equipment and complete plants for the grain processing and compound feed industry, supplied, installed, and commissioned the feed mill equipment.

The new facility is fully automated from receiving raw materials to the bagging of pelleted feeds and has a capacity to produce 480 metric tons per day of high quality feeds. To ensure that only the best products will reach the market, the company employs

strict quality standards through its Quality Assurance team.

Pilmico expects to benefit from this project since the flourmilling complex offers synergies in the use of the existing infrastructure, management, logistics, common pier and storage facilities, as well as maximizing economies of scale in the acquisition of raw materials.

Moraza added that the Iligan plant is strategically located more or less in the center of Vis-Min. "This will now enable us to respond to your feed needs faster, with more frequency, as if it the plant were situated in your backyard," the Pilmico CEO said.

The presence of a feed mill in Mindanao allows for easy access to high quality products as well as creates business and career opportunities.



Pilmico President & CEO Tony Moraza in his welcome speech explains the benefits of building the second feedmill facility in Iligan.



Inauguration guest of honor, Sen. Mar Roxas, gets a feel of how things work at the production line.

2GO Cold Chain launches LCL Service in CCAP general meeting



Aboitiz One Distribution Inc. COO Colin Ricardo (center), is joined by James Caron (left), from the USDA Foreign Agricultural Service and Anthony Dizon (right), President of CCAP and Koldstor Phils. Inc.

2GO, the total supply chain solutions provider of the Aboitiz Transport System (ATS), continues to make its mark as an investor in the Philippines' cold chain infrastructure as it launched its LCL (Less than a Containerload) service during the 6th annual general membership meeting of the Cold Chain Association of the Philippines, Inc. (CCAP). The meeting was held at the Marco Polo Plaza Hotel in Cebu.

The Cold Chain service marks 2GO's entry into the transport of perishable goods. Through the LCL (Less than a Container Load), 2GO can transport products that need refrigeration like vegetables, poultry, meat, fruits and ice cream with a low minimum requirement of 0.5 cbm making it very suitable for small and medium businesses. This is also an optimal solution for big businesses as this improves their inventory efficiency and speed-to-market.

The CCAP is a multi-sectoral group of companies and professional organizations involved in the various processes and activities in managing the supply chain for perishable food products.

Aboitiz One Distribution Inc. (AODI) COO Colin Ricardo explained the benefit of 2GO's LCL as an alternative mode of shipping perishable goods, "Through 2GO's Cold Chain, farmers and businessmen can now ship small volumes of their products, regardless of seasonality, as frequently as they require and without having to worry about building up inventory to fill a truck or container. This helps farmers meet the demand of the market for a year-round supply of fresh quality vegetables. This can also make potential savings in warehousing/storage for direct deliveries."

2GO piloted its Cold Chain service in

October 2007 as support for the Department of Agriculture's Barangay Food Terminal and Bagsakan Center initiatives in celebration of World Food Day. Since then, the service has grown continually and now helps expand the distribution reach of players like Meken and Creamline, among others.

2GO's enabler for the Cold Chain service are the CRYO companies, Reefer Van Specialist Inc. (RVS) and Reefer Trucks Specialist Inc. (RTSI), which the Aboitiz Transport group came to wholly-own in June 2007. CRYO has been in the business of refrigerated transport since 1982 and has been a trusted partner of the Aboitiz group for years.

CRYO National Operations Manager Manny Arcilla said that 2GO has caught the attention of many in the industry and will continue the awareness drive on their new offerings. "2GO Cold Chain LCL and the AODI Supply Chain initiatives demonstrate 2GO's commitment to providing new solutions on product distribution. We will continue this awareness drive in the market. It started in Boracay, then Cebu, Davao and will continue in Cagayan, Manila and other ports to encourage clients to experience the solutions provided by 2GO," he says.

2GO aims to help reduce the supply costs in the Philippines. Their vast network and ability to "cover all the bases" plays a vital role in the Cold Chain industry as they serve with passion to deliver in speed, action, and precision products and services wherever it is needed.

For more information call +632 241 – COLD (2653) or visit the website www.2go.com.ph.

Aboitiz One passes ISO audit for 5th straight year

Aboitiz One Inc., the company behind 2GO, recently passed its 2008 audit for ISO 9001:2000 with flying colors, for the fifth year in a row.

2GO started to implement the Quality Management System using ISO standards in 2004 and completed its yearly audit conducted by SGS Philippines last July 9.

The 2GO Hangar office, Durian gateway and the 2GO Domestic outlet are the sites covered by the certification.

SGS Philippines is a leading verification, testing and certification company. Regular assessments by SGS helps a company continually use, monitor and improve its management structure and development. This strengthens the reliability of its internal operations and enables companies to demonstrate their commitment to quality and customer satisfaction, as well as improve systems and processes to adapt to changes.

2GO's continuous achievement in passing the ISO 9001:2000 audit is a testament to its passion to deliver. It is proof of its commitment to customers and partners by delivering cargo and information on time.

2GO has granted 15 college freshmen from the Jose Rizal University (JRU) full four-year scholarships in Bachelor of Commercial Science Major in Supply Chain Management. In partnership with the Foundation of the Society of Fellows in Supply Management (SOFSM) and JRU, 2GO champions the launch of this collegiate course

and assures these scholars of a future that is made better through education. Above, the 2GO scholars are joined by their parents and (seated at the table from left to right) Lourdes S. Guzman, C.P.M., DSM (SOFSM VP for Scholarship and Education), Amante Caronongan (SOFSM), Dr. Vicente K. Fabella (JRU president), Ava Engel (CEO of SuperFerry), and Maribeth Marasigan (2GO VP for Business Support).



Two new vessels added to Abojeb fleet

By Araceli de Guzman



Aboitiz Jepsen Bulk Transport Corp. (Abojeb) recently officially took over the full technical management of two new Japanese-owned vessels, M/V Sunlight Ocean and M/V Maritime Unity.

Sunlight Ocean was turned over to Abojeb in Oshima, Japan last August 29 while Maritime Unity was delivered from Tsuneishi Shipbuilding in Cebu to Hawaii Shipping Corp. last Sept. 29.

Sunlight Ocean is the second vessel from Doun Kisen and Maritime Unity the second vessel from Okouchi Kaiun Co. being managed by Abojeb. Both are Panama flag carriers.

Sunlight Ocean is a panamax vessel with a dead weight of about 81,900 tons and gross tonnage of about 43,200 tons. Maritime Unity is a handymax bulk carrier with a deadweight of 58,473 tons and gross tonnage of 32,600 tons.

Both vessels are each fully manned by an all-Filipino complement of 20.

Abojeb Fleet Manager Chong Yoo Nam described Sunlight Ocean "as a beauty. The challenge is to maintain a beautiful lady". The vessel's assigned superintendent is Edwin Tabo, with Cesar Licudine as crew manager.

Abojeb now manages seven Japanese-owned vessels under its fleet. Aside from Sunlight Ocean and Maritime Unity, the others are Oriental Bright, Sinar Bitung, Mol Attraction, Ocean Diamond and Atlantic Treasure.



The Sunlight Ocean deck



Another part of Sunlight Ocean

SuperFerry 1st carrier to accept ATM card payments online

SuperFerry becomes the first Philippine carrier to start accepting internet payments using the ATM PIN of Bancnet and Megalink ATM card holders, as it successfully started running the system last August 1.

In February this year, SuperFerry partnered with Accord Capital Equities Corporation, the company that developed Weepay – the online payment solution that currently enables SuperFerry customers to pay for their internet ticket purchases using their ATM PIN.

"Another milestone is set for Philippine transport because internet ticket purchases can now be paid on the internet

using ATM accounts," said SuperFerry AVP for Sales & Marketing, Andrew Deyto. "There is no need to go to an ATM machine. You can do this 24x7 anywhere there is an internet connection and avail of the lowest rates.

All a customer has to do is purchase a ticket from the SuperFerry website, choose "ATM" as the "payment mode", and follow the rest of the instructions.

Based on SuperFerry estimates, 45% of its customers have ATM cards.

For more information, call (032) 233-7000, text (0917) 889-2421, or visit www.superferry.com.ph.

AboitizLand offers slope units at Kishanta Zen Residences



"To set your sights on a breathtaking vista of the sea, the slopes and the sky, be among the selected few to own slope units at the fast-emerging Kishanta Zen Residences," says Pia Mantecon, AboitizLand Vice President for Sales, Marketing and Customer Service.

AboitizLand has started the development of slope units at Kishanta Zen Residences, an enclave within the 15-hectare Kishanta on the hills of Talisay City, Cebu. The construction of the slope models signals the start of Kishanta Zen Residences' second phase of development.

AboitizLand is offering two house designs for the slope units, the Mezon and Dhara. Both model houses have an average lot area of 150 square meters and offer three bedrooms, three bathrooms, and a den/maid's quarters. The Mezon model unit has a floor area of 98 square meters and the Dhara model unit with 85 square meters.

AboitizLand Marketing Manager Leorelei



Ylaya said both models are designed to take advantage of the sloped terrain on which they are built, "so these are multi-level structures with more options to take in the spectacular views".

The Mezon and Dhara house models were built around the contemporary Asian theme of Kishanta Zen Residences. They were set at varying elevations within the site, letting each homeowner completely enjoy the hillside breezes and the breathtaking panorama.

Ylaya added that a total of 37 Mezon and Dhara units are available within the 100-unit Kishanta Zen Residences. She also disclosed that they are entertaining a lot of inquiries and



reservations from young families and senior couples who wish to build a home amidst an atmosphere of calm and serenity."

Kishanta Zen Residences are offered as single-detached three-bedroom house and lot packages with garden spaces and lots of room for planned expansion. The community offers a fantastic vista of the Bohol Strait, Cebu South's urban landscape and the soothing greenery of the hills to the west.

Launched in 2007, Kishanta Zen Residences has made its mark in the Cebuano market for its strategic location — just 20 minutes from Cebu City — that provides both accessibility and an air of quiet tranquility.

Aboitizland-CIPDI Book Club launched

By Chloe Lopez



The Book Club Core Team with the first batch of "borrowers".

"Develop more than just distinct communities -- Grow your mind."

This was the challenge posed to AboitizLand and Cebu Industrial Park Developers, Inc. (CIPDI) team members when they were invited to the launch of the AboitizLand-CIPDI Book Club. The brief but ceremonial opening held on August 1 at AboitizLand's Onyx Meeting Room was officiated by company President and COO Andoni Aboitiz and VP for HR Nilda Ravina.

The Book Club was created to maximize the use of AboitizLand-owned books and to promote synergetic learning through monthly Feed Your Mind sessions, where perhaps over a cup of coffee, team members can share and discuss insights gained.

AboitizLand-CIPDI's Book Club combines leisure and learning. A once-ordinary meeting room was transformed into a cozy nook where people can drop by, relax, and discover

interesting materials that they never knew are part of AboitizLand's inventory. This set-up was extended for a week to give more time for walk-in browsing and borrowing reservations.

All AboitizLand and CIPDI team members are welcome to borrow books and participate in the sharing sessions. The growing collection of over 150 titles not only includes well-recommended books on leadership, business management, and design, but also those on self-enhancement and leisure. Team members have also begun donating to the Book Club — with topics ranging from parenting, best selling novels, to history, culture and relationships.

As AboitizLand and CIPDI continue to grow in service of the communities they develop, the book club is a step towards developing and empowering the people who make it happen. It is a step towards growing from within.



President & COO Andoni Aboitiz and VP-HR/Admin Nilda Ravina formally opened the exhibit.

AboitizLand breaks ground for Persimmon, iMeZ



AboitizLand executives bury the commemorative time capsule at the West Tower site. In the photo, in no particular order, are AboitizLand President and COO Andoni Aboitiz, directors Iker Aboitiz and Txabi Aboitiz; Jan Eric Menguito, VP for Projects, Land Services and Construction; Pia Mantecon, VP for Marketing, Sales and Customer Service; Stephen Tan, CFO; Nilda Ravina, VP for HR and Admin; and Mandy Baria, AVP for Construction.

AboitizLand, Inc. recently held groundbreaking ceremonies for two of its major projects, The Persimmon and iMeZ.

On July 18, the company broke ground for the first of four condominium towers of The Persimmon along M. J. Cuenco Avenue in Mabolo, Cebu City.

The members of AboitizLand's Board of Directors, led by Chairman Roberto Aboitiz, buried a commemorative time capsule on the site where The Persimmon's West Tower will take shape over the next two years. Mabolo Barangay Captain Reynaldo Ompoc and vecinos (Spanish for neighbors; term used by AboitizLand to refer to its clients and customers) also participated in the ceremonies.

The ceremonies were brief and simple, though not lacking the elegance of an AboitizLand event.

In his welcome speech, AboitizLand President and COO Andoni Aboitiz emphasized that site development is "on schedule and we

are delivering as we promised, even more."

He added that AboitizLand "has not been spared the burden of absorbing unanticipated increases in the costs of construction materials and services." However, he said, "our promise to our vecinos was to start construction in July 2008 and we are definitely standing by that promise. We will also stand by our promise to complete construction of the West Tower in two years' time because the trust that vecinos have given us is precious."

The Persimmon is a landmark AboitizLand project. It is the company's first venture into vertical residential development and is Cebu's first urban village.

The condominium cluster is designed as the ultimate city address, complete with the amenities of comfortable living. Its low-rise commercial and entertainment enclave is expected to draw a mix of restaurants, bistros, cafes and service establishments. Development of its commercial strip will commence in September 2008 and is set to be completed within a year.

The Persimmon has also earned premium status among projects within its category because it is located within minutes from Cebu City's places of worship, cultural and historical sites, tourist attractions, schools and commercial centers.

Aboitiz said that upon the completion of The Persimmon's West Tower, "Cebu will see a whole new lifestyle unfold. And this lifestyle will set the standard for all other condominium developments."



(L-R) Pia Mantecon, Andoni Aboitiz, Nilda Ravina and Stephen Tan

iMeZ for BPO organizations

A few weeks later, on August 8, AboitizLand broke ground for iMEZ, its commercial-corporate building in Pueblo Verde, Mactan Export Zone II (MEZ II) in Lapulapu City. The building is envisioned to set the standard for facilities hosting business process outsourcing (BPO) organizations.

iMEZ is a five-story project strategically set within Pueblo Verde, the company's mixed-use neighborhood commercial hub that serves as one of the MEZ II landmarks.

Andoni Aboitiz announced that iMEZ is "designed to meet the stringent requirements of BPO companies." "iMEZ is a product of careful study of the processes and dynamics of the BPO industry, a growing sector whose needs are very specific, very particular," he said.

Following the trend in BPO facilities, iMEZ will have a line-up of retail shops at its ground floor offering convenient dining options, including an al fresco dining area, to employees of the tenant-companies. The second to fifth floors of the five-storey building, each with a floor span of approximately 1,000 square meters, will house BPO organizations.

Aboitiz revealed that the building is a "choice location" for BPO companies because it is designed to provide 200% back-up power supply and an easy and accessible layout of utilities at each floor. Power will be provided at competitive rates.

As with AboitizLand's recent projects, iMEZ's



utility cables will be installed underground providing an uncluttered view of the Filipino-Spanish architecture of the building and its surrounding Pueblo Verde neighborhood.

iMEZ is located within a short distance from the Mactan Cebu International Airport, Mactan's famed beaches, schools, hospitals, commercial and business establishments, residential developments and the city center. It is accessible by public transport.

iMEZ locators will enjoy tax incentives as tenants within the MEZ II economic zone. Rental, Aboitiz said, is at "very competitive rates." The building is due for completion in the 1st quarter of 2009.

Metaphil ready for ERP implementation

By Zeny N. Novabos



Members of the Accounting and Procurement teams listen to the Fixed Assets module presented by BayanTrade consultant for Financials and Controlling Marcelo Apuntar who is joined by the other consultants.

July and August were tight months for the teams involved in the Enterprise Resource Planning (ERP) implementation. Metaphil had heroes willing to sacrifice their personal time to ensure a successful implementation of the system. These included the Project Control, Procurement, Accounting, and Plant



BayanTrade consultants make a joint presentation of the ERP System to BIR.

Maintenance teams.

Together with the BayanTrade team of consultants, they are fine-tuning the system. Some of the transactions are already live or updated.

Meanwhile, the Bureau of Internal Revenue (BIR) requires companies with a new accounting system to show its features. Metaphil, with its



All eyes of Project Control (PCD) engineers are on the presentation of BayanTrade Consultant for Project Systems Emman Guidote.

new ERP system, is not exempted from this assessment.

On August 7, six BIR personnel, representing the Large Tax Division Office and the Technical Review Office, were shown the new system. Approving nods were seen as ERP will make BIR's job fast and easy.

Management team attends Blue Ocean Strategy bootcamp



Metaphil President & COO Nap Pe explains his group's case output during the boot camp.

"Value up, cost down".

The Blue Ocean is a simplified strategy adopted by Metaphil that looks at non-consumers as the potential market, thereby

expanding one's market.

In a desire to build a sales backlog, Metaphil management led by President & COO Nap Pe said that this framework can be used "to plan out our strategies to increase our market share".

He led the Metaphil team composed of VP-Marketing Felma Yap, AVP-International Marketing Anton Perdices and CIO and AVP-Procurement Zeny Novabos, in attending the Blue Ocean Strategy Boot Camp at the Intercontinental Hotel, Makati City. Josiah Go of Mansmith and Fielders, Inc. facilitated the boot camp. *(Zeny Novabos)*

Metaphil International Data Center construction kicks off

All energies are focused on Metaphil International's world-class fabrication facility in Arpili, Balamban.

The company has expended much effort into it that a day's accomplishments always come as a pleasant surprise to IBM Philippines, the contractor for building Metaphil International's data center. IBM data center project manager Wendel Kwan says he is "amazed at the speed of construction".

In order to catch up with the pace of the

construction team, Metaphil's IT team, led by CIO Zeny Novabos and IT manager David Cagasan, joined the IBM team kick off the data center construction project. Also present at the kickoff was the construction project management team led by Andy Inot.

The data center, which meets world-class standards, will house the IT servers. *(Zeny Novabos)*

Procurement visits Ishida



Reuel Velasco earlier inspected the steel grating cutting stage of Ishida's manufacturing process flow.

True to its commitment to expand its network of suppliers, Metaphil's Procurement Team led by AVP Zeny Novabos and Superintendent Reuel Velasco, visited Ishida Gratings Philippines located at the First Cavite Industrial Estate, Langkaan, Dasmariñas, Cavite.

Ishida, an ISO 9002 and ISO 14001 company, is a member of the Ishida Group of Companies based in Japan and a registered enterprise of the Philippine Export Zone Authority (PEZA). It also has presence in Thailand, Malaysia, Singapore, Indonesia and lately Vietnam.

After seeing a sample grating, Metaphil Fabrication Manager Edwin Quiapo said that based on workmanship alone, Ishida can potentially be a reliable gratings supplier.

Ishida's plant, managed by Tagalog-speaking Takuya S. Kawamura, is impressively clean and orderly. The Metaphil team also visited two other affiliates, Ishida Philippines Tube Co., Inc. and Maeno Giken Inc., potential suppliers of the company.

In 2007, Metaphil ordered over ten million pesos worth of steel gratings. *(Zeny Novabos)*

FBMA Marine launches Betico 2, ropax catamaran for New Caledonia

FBMA Marine, Inc. (FBMA), the specialist aluminum and steel shipbuilder, has launched its latest catamaran vessel set for delivery to New Caledonia, the French overseas territory in the South Pacific. The new fast catamaran vessel will replace an existing 9-year-old aluminum catamaran vessel and will ensure that operator Sudiles can cope with the demanding sea conditions within this island group.



Betico 2 is designed for the roughest open sea crossings in the Pacific Ocean.



At the launching ceremony, from left, are Alan Descombels (in pink shirt), chairman of New Caledonia's Economic Development Commission, Cebu Gov. Gwendolyn Garcia, FBMA President & COO Doug Border, and President Philippe Gomes of New Caledonia's Southern Island Province.

Present at the August 30 launch was a group of esteemed guests from both New Caledonia and the Philippines. FBMA's Chairman & CEO Roberto Aboitiz, President & COO Doug Border, Cebu Governor Gwendolyn Garcia, Balamban town councilors, the French Embassy's Deputy Head of Mission and Charge d Affaires Didier Ortolland, New Caledonia's South Province Assembly President Philippe Gomes, New Caledonia's Loyalty Islands Province Assembly President Neko Hnepeune, New Caledonia's President of the Commission on Economic Development Alain Descombels, and SAS Sudiles Director Christian Neuzeret.

New Caledonia Assembly President Gomes said the two provincial governments of New Caledonia are "happy (with) and proud" of the outcome of their choice of shipyard after seeing the "unique talent" and "performance" of the 500 Filipino workers who built the vessel.

FBMA President & COO Douglas Border said the construction of Betico 2 was "quite challenging" because the vessel was designed according to "very strict" French maritime requirements.

Betico II is a highly specialized catamaran hull form constructed in aluminum and is designed for some of the roughest open sea crossings in

the Pacific Ocean. BMT Nigel Gee Ltd., a leading design office for high speed and innovative ships and boats, designed the vessel. Its hull design carefully balances the need for excellent seakeeping and fuel economy.

FBMA Chairman & CEO Roberto Aboitiz said he too is "happy and proud" that the company is able to deliver a "quality, safe and strong vessel on time".

He said he is grateful for the trust of New Caledonia officials in FBMA, and described their choice to hire the Cebu shipyard as a "leap of faith," considering that they were evaluating proposals from larger international shipbuilders. FBMA was chosen from among eight companies based in Australia, Italy and the Netherlands.

The vessel will be owned and operated by Sudiles, a company established by the economic development ministries of the two provinces of New Caledonia.

With an overall length of 57.8 meters, a waterline length of 51.64 meters, an overall beam of 14 meters, the vessel can carry 356 passengers and 10 cars. It has a top speed of 32 knots and will connect New Caledonia's capital, Noumea to the outlying islands of Iles des Pins, Mare Lifou and Ouvéa. In addition Betico 2 will conform to HSC 2000 Cat B regulations and French ministry requirements for EU operation.

Betico 2's launch shows the growth of FBMA Marine's experience and capabilities and is another landmark international export project from Cebu, adding to the recent deliveries of hi-tech and specialized vessels to the UK, Australia, Holland and Mexico. FBMA is currently constructing two vessels for Wightlink in the United Kingdom and is working a number of new and exciting projects.

M/V Pentalina sails for Orkney Islands

By Genalyn Rodriguez

July 26 was an important day for FBMA Marine as M/V Pentalina of Pentland Ferries U.K. left for its maiden voyage to Orkney Islands, Scotland. The vessel traveled a total of 10,000 miles, with stopovers at the ports of Singapore, Colombo, Aden and Gibraltar.

Andrew Banks, managing director and owner of Pentland Ferries Ltd. witnessed the delivery voyage and also the last week of sea trials, to check the sea worthiness of the vessel.

The 70-meter Roro cargo ship is designed to carry up to 350 passengers, 33 cars and 6 container vans. Its twin hull is made of steel while the superstructure is of aluminum alloy. It has a gross tonnage of 2,382 tons. The craft service speed is up to 18 knots, but she surpassed this limit and reached its fastest of 19.6 knots during the last sea trials.

Having been surveyed and found in compliance with the Rules and Regulations for the Classification of ships, M/V Pentalina acquired a certificate of class from Lloyds Register. She will enter service to and from Port of Kirkwall, Scotland.

Peter Holloway, contracts manager, personally handed over the vessel's export clearances to the owner. Pete Stillwell, Project Manager for M/V Pentalina was also on hand, with office employees and shop floor team members witnessing the momentous event.

M/V Pentalina is the 19th vessel that has left the FBMA shipyard since it began operations. Indeed, it is another testimony to the FBMA brand of being world class.

ACO fulfills college dreams of 11 scholars

By Vida Llevares



The 11 ACSP scholars take a pose after the MOA signing.



ACSP scholars from the University of San Carlos with their parents, scholarship coordinator, university president and Txabi Aboitiz.

Aboitiz and Company (ACO) recently revived its college scholarship program to reach out to highly talented students and provide them easier access to attaining their dreams of finishing their college education.

After a rigorous and deliberate screening process, the selection committee picked 11 out of 400 applicants for the Aboitiz College Scholarship Program (ACSP). The selection was based on interview ratings, academic records, leadership potential and recommendations.

Watch out for these 11 scholars – they may just be the next top talents in the company: Adrienne Rose Magusara (1st year Accountancy – USC); Vernie Jay Ceniza (1st year Accountancy1 – UC); Mark Albert Taveros (1st year Information Technology – USC); Sandra Jane Soon (1st year Industrial Engineering – CIT);

Ahl Monic Moneva (2nd year Accountancy – USC); Marnelli Mangubat (2nd year

Accountancy – USC); Ma. Regina Agbay (2nd year Accountancy – USC); Alan Angelo Llevares (3rd year Computer Engineering – CIT); Aure Flo Oraya (4th year Civil Engineering – USC); Semboy Sebios (4th year Electronics and Communications Engineering – USC); and Policarpo Mission, Jr. (4th year Industrial Engineering – USJR).

The signing ceremony of the Memorandum of Agreement was held on June 21 at the Aboitiz Corporate Center, attended by the scholars and their parents, representatives



Txabi Aboitiz giving his welcome remarks.

from the Cebu Institute of Technology (CIT), University of Cebu (UC), and University of San Carlos (USC), ACO team leaders and representatives from the ACO Legal team.

ACO SVP for HR Txabi Aboitiz, in his welcome remarks, acknowledged that the committee was so impressed with this batch of applicants and had a difficult time selecting the final scholars. The committee decided to accept 11 scholars instead of the originally planned number of 6. He added that the company is expecting much from the young scholars.

Invited guest speaker Riella Mae Baguio, a former Aboitiz scholar and now ACO Accounting Manager and Aboitiz Toastmasters President, shared that, in the same way it helped her, the Aboitiz scholarship will also provide the new batch of scholars with opportunities to attain their aspirations. She also said she expects the scholars to join the Aboitiz corporate family after graduation.

The ACSP provides the scholars with full tuition and miscellaneous fees, plus books and transportation allowances. After graduation, the scholars may be considered for a one-year apprenticeship program, enjoying a competitive compensation package and company benefits, as well as the opportunity to become part of any of the Aboitiz Group companies.



The scholars with ACO team leaders Emma Bernad, Joseph Tugonon, Francis Cabanban, Riella Mae Baguio, and Sonny Carpio of Aboitiz Foundation (center).

More Aboitiz companies sign up for DepEd's Adopt-a-School program

Three more companies of the Aboitiz Group have signed up for the Department of Education's (DepEd) Adopt-a-School program. The number of Aboitiz companies supporting the program now total 11.

Visayan Electric Company, Aboitiz Energy Solutions, Inc. and Luzon Hydro Corp. signed on September 19 a memorandum of agreement (MOA) as DepEd's partners in providing additional classrooms for public schools. They join Pilmico Foods, Davao Light & Power Company, Hedcor, Aboitiz Power Corporation, Cotabato Light & Power Company, City Savings Bank, Fil-Am Foods and Aboitiz One who signed up last year.

Education Secretary Jesli Lapus commended the Aboitiz Group for their continued support for public education. "They have invested a lot in education. What they are doing is sustainable. They do not give doleouts and they get into partnerships that expand the probability of success," said Sec. Lapus, addressing hundreds of Aboitiz scholars in Region 7.

Aboitiz Foundation President Erramon Aboitiz said that since the partnership between the Aboitiz Group and DepEd began, a total of 165 classrooms have been built, which have served a total of 20,000 students nationwide. An additional 22 more classrooms will be built within the year.

Sec. Lapus said the construction is a big help in addressing the perennial classroom shortage in the public education system. "After all, education is the best investment with the



Education Secretary Jesli Lapus commended the Aboitiz Group for its continued support for public education, now that a total of 11 companies have signed up for DepEd's Adopt-a-School program. Present during the signing of the agreements (seated, from left) were Aboitiz Foundation President Erramon Aboitiz, Secretary Lapus, DepEd Adopt-A-School Program Executive Director Paul Soriano, and Aboitiz Foundation Trustee Stephen Paradies; (standing, from left), Rep. Raul Del Mar, Children of Cebu Foundation Chair & Cebu City First Lady Margot Osmeña, Mandaue City Mayor Jonas Cortes, Rep. Nerissa Soon-Ruiz, City Savings Bank President Mikel Aboitiz, Aboitiz Foundation Trustee Txabi Aboitiz, and Luzon Hydro President Jovy Batiquin. Not seen in photo is VECO Director Arlo Sarmiento

best return," he said.

Mr. Aboitiz said that Aboitiz companies have pledged to help provide infrastructure, information technology and financial assistance to public schools nationwide.

Since 1999, the Aboitiz Group has donated a total of 748 computers to public schools. This year alone, 100 computers have been distributed to schools across the country, with 15 computers given to schools in Cebu.

The Ramon Aboitiz Foundation also pledged to construct 15 classrooms and upgrade 75 schools every year. The foundation has

pledged P30 million for upgrades of classrooms in Cebu province. Every year, it will see to the upgrades of 75 schools, for a total of 255 schools in three years.

Last year, the eight Aboitiz companies that pledged to join the adopt-a-school program initiated a total of P15 billion worth of education-centered projects for public schools.

At the MOA signing last September 19, six public schools were promised to be given additional classrooms constructed within the year, and nine schools to receive additional computer units.



Aboitiz Foundation signs MOA with ALL R UP

By Rowena Astillo



Aboitiz Foundation Managing Trustee Sonny Carpio hands over the check to ALL R UP President Jaime Glomar. With them are Francisco Fernandez, president of Pagtambayayong Foundation, and Judina Marie Gallego of ALL R UP.

The Aboitiz Foundation recently signed a memorandum of agreement with the Alliance for Land & Livelihood for the Rural & Urban Poor (ALL R UP), a coalition of NGOs that aims to provide groups and communities with better access to knowledge, technical and financial resources to sustain efforts that will help solve the problems of poverty.

The MOA is for a project called the Home Improvement for Rent Program (HIRP). A registered community or homeowner's association who already has the security of

land tenure, and whose area has access to schools, department stores, call centers, and the like are given access to home improvement loan, with the condition that one or two rooms of the improved house, will be for rent at an affordable price. The rental income for the next three years will be used for the amortization of the loan.

The Aboitiz Foundation released P800 thousand for this project to benefit eight families located in Holy Name, Mabolo, Cebu City.

Loan assistance for livelihood programs

The Aboitiz Foundation recently signed three memoranda of agreement with three organized groups for loan assistance in various livelihood programs. A total of P1.4 million was released for loan packages to assist two swine-fattening projects for the South Cebu Hog Raisers Multi-Purpose Cooperative, and for the St. Vincent Neighborhood Multi-Purpose Cooperative amounting to P1.1 million. One loan package will help finance the farm productivity inputs of KABAMEKA, a cooperative located in Guba, Cebu City. *(Elena Carnecer)*

Aboitiz Foundation to build 10 classrooms for Cebu City

The Aboitiz Foundation, Inc. has signed a Memorandum of Agreement (MOA) with Cebu City Mayor Tomas Osmeña for the construction of 10 classrooms for the city.

In response to the city's growing problem of lack of classrooms, the foundation will fund the construction of a 3-classroom building for Mabolo Elementary School, 3 classrooms for Talamban National High School and 4 classrooms for Cantipla Integrated School.

The project will cost the Aboitiz Foundation approximately P3 million.



(L-R) Romy Ronquillo, Mayor Tomas Osmeña, Stephen Paradies, Sonny Carpio and Joy Young.

Visayan Electric Company (VECO) has also earmarked P2 million for the Cantipla school project. *(Elena Carnecer)*

Computer donations to Cebu public schools

The Aboitiz Foundation recently turned over 50 brand-new computer units complete with genuine Microsoft licenses to nine public elementary



Sonny Carpio turns over a computer keyboard to students of the Cabancalan Elementary School.

schools in Cebu. The beneficiary-schools in the Cebu City Division are Babag, Busay, Carreta and Pulangbato. Recipient schools in the Mandaue City Division are Cabancalan, Subangdaku and Tipolo. The Foundation also gave to the elementary schools in Lagtang, Talisay City and to Nangka in Consolacion, Cebu Province Division. *(Elena Carnecer)*

Aboitiz family holds gift giving

The Aboitiz Foundation together with 20 Aboitiz family members, recently held a gift giving activity at the Banilad Elementary School. They gave shoeboxes filled with various items for 205



Erramon Aboitiz and son Sebastian with the kids, who check out their gifts.

day-care children of the Banilad Day Care Center.

The Christian Light Foundation headed by Les Tilka donated the shoeboxes, which contained toys, school supplies, candies and other kiddie items. The Banilad Elementary School staff and the Banilad Barangay council led by barangay captain Malou Inocando-Tabar assisted in the gift giving. *(Elena Carnecer)*



EDUCATIONAL ASSISTANCE FUND FROM HEDCOR. Benguet Governor Nestor Fongwan receives a ceremonial check worth P950,000 from Hecor Vice President Chris Faelnar during a simple turnover ceremony at the Provincial Capitol last August 19. The check is the second installment of a P1.9 million educational assistance fund, which is a result of a compromise agreement between Hecor and the province regarding the company's accumulated overpayment of real property taxes worth P11.4 million. Gov. Fongwan said the Provincial Government is all set to construct several school buildings in Benguet starting this year.

AESI donates computers to Olongapo public schools



Aboitiz Energy Solutions, Inc. (AESI) donated 16 brand-new computer units to two public elementary schools in Olongapo City last August 15.

AESI gave eight units each to Sta. Rita Elementary School and Gordon Heights Elementary School. The schools were evaluated and chosen from among public schools in Olongapo City.

The basis of evaluation and selection were the results of the 2007 National Achievement Test (NAT) wherein the schools ranked 1st and 2nd in the city.

Also, both have existing secured and well-maintained computer rooms.

In cooperation with the Aboitiz Foundation, Inc., these donations are aligned with the Foundation's adopt-a-school program that commits to improve the quality of education of our youth.

AESI's EVP & COO Benjamin Cariaso Jr., General Manager Aaron Berin, Aboitiz Foundation's EVP & Managing Trustee Sonny Carpio, Subic EnerZone VP & General Manager Dante Pollescas, and other AESI and Subic EnerZone team members were present at the donation turnover ceremonies.

Local officials led by Olongapo City Mayor James Gordon Jr. graced the turnover at Sta. Rita school, while Vice Mayor Cynthia Cajudo and Zambales Vice Governor Anne Marie Gordon were present at the Gordon Heights school ceremony. *(Raymund Tamayo)*

SN Aboitiz Power-Magat donates school supplies to indigent children



SN Aboitiz Power-Magat, Inc. through its Corporate Social Responsibility Fund (CSRF), recently provided school supplies to indigent school children of Sitio Baligatan in Brgy. Aguinaldo, Ramon, Isabela. "We hope that by giving focus on the education of the children in our host communities, we will be able to create a long-term development impact. It is for this reason that we launched our PWDE Program," said Community Relations Officer Ness Aduara. The Powering Well-being and Development through Education (PWDE) Program is a major CSR initiative of the company. *(Ozone Azanza)*



CPPC HELPS REALIZE ERMITA CHILDREN'S DREAMS. Twenty selected scholars from Barangay Ermita in Cebu received from Cebu Private Power Corporation (CPPC) a complete set of school supplies and uniforms handed to them by CPPC General Manager Roger Lim. Aside from company paying for their school fees, the scholars will receive a one-year supply of school supplies and uniforms each year until they graduate from elementary school. Ermita Councilor Tonette Flores, Barangay Secretary Erwin Penafort expressed gratitude to CPPC for helping prepare the children of Ermita to be productive members of society. *(Maki Balali)*



DAVAO LIGHT COMPUTER & PRINTER DONATIONS. Davao Light EVP Manuel M. Orig (2nd from left) hands over a printer to Wangan High School principal Ma. Luisa Telebangco. Two Lexmark printers went with the donation of four computers to the school. Under the agreement, Davao Light will donate four computers complete with accessories and peripherals to each of the recipient schools. The Daniel R. Aguinaldo National High School in Matina, Davao City is the other recipient school. Aside from the usual peripherals, Davao Light also provides an Encarta encyclopedia CD which the students can use for research purposes. *(Vic Sumalinog)*



DAVAO LIGHT DONATES TO USEP. Davao Light Senior Vice President Art M. Milan (at top left) and University of Southeastern Philippines (USEP) President Dr. Perfecto A. Alibin (center) sign the Deed of Donation for 12 items of electrical equipment and accessories that DLP recently turned over to the school's College of Engineering. The donated equipment worth P151 thousand is intended to help improve the learning process of electrical engineering students of the state university. *(Vic Sumalinog)*



CLP SCHOLARSHIP FUNDS: Cotabato Light HR/COMREL Officer Anna Lea Lee Nataño (standing at left) recently distributed the company's cash assistance to 15 public high school students, witnessed by their teachers and advisers.

UnionBank donates vehicle to PBSP



UnionBank and the Philippine Business for Social Progress (PBSP) sign the memorandum of agreement on the vehicle turnover. From left are PBSP Associate Director Patricia Calilong, PBSP Executive Director Gil Salazar, UnionBank CSR Executive Director Maria Goolsby, and UnionBank SVP Jose Levi Villanueva.

UnionBank recently donated a service vehicle to the Philippine Business for Social Progress (PBSP) to help the foundation implement its social development projects.

Since 1987, the Bank has been an active PBSP member. UnionBank's Corporate Social Responsibility strategic niche is values formation with youth development as its main focus. UnionBank also continues to support relevant PBSP projects, including the Mt. Pinatubo Relief Operations, Cebu Hillyland

Reforestation, Adopt-a-Hectare in Mailum, Negros Occidental, and the Festival of Trees-Marine Regeneration project.

UnionBank Executive Director for CSR Maria Goolsby, and Senior Vice President Jose Levi Villanueva initiated the vehicle turnover. Villanueva is also the Vice Chairman of the Visayas Regional Executive Committee and a member of PBSP's Membership and External Relations Committee.

CSB, ACO, AboitizLand & Aboitiz Foundation donate to Iloilo flood victims



AboitizLand Social Projects Committee Member Neil Mabini and AboitizLand Community Relations Officer Cherryl Desucatan turn over the donations for the victims of typhoon Frank to ACO representatives Benjamin Iñigo, Edelyn Juntilla and Danny Naga.

City Savings Bank, Aboitiz & Company (ACO), AboitizLand and the Aboitiz Foundation, Inc., recently donated relief goods to flood victims in Barangay Naslo, Maasin in Iloilo affected by Typhoon Frank.

ACO team members came all the way from Cebu to help distribute the goods with CSB Iloilo team members. They gave rice, clothing, water and vitamins to more than 90 families in the barangay.

City Savings Bank supports BSP's Financial Literacy Project

By Maila M. Quijano



CSB's Linda Flor Horteazano accepts the teaching guides from BSP Monetary Board Member Vicente Valdepeñas. Others in photo, from left, are BSP Director Fe M. de la Cruz, DepEd's Paul Soriano, and BSP Assistant Governor Dolores Yuviengco.

City Savings Bank (CSB) recently signed a Memorandum of Agreement (MOA) with the Department of Education (DepEd) and the

Bangko Sentral ng Pilipinas (BSP) to sponsor 2,000 teaching guides for public school teachers in support of BSP's Financial Literacy Program. The donation was done in coordination with the Aboitiz Foundation, Inc.

CSB will donate teaching guides in three subjects namely Edukasyong Pagpapatao, Sibika at Kultura/Heograpiya, Kasaysayan at Sibika, and Edukasyong Pantahanan at Pangkabuhayan. The teaching guides were given to public school teachers handling the above subjects in various schools in Region 10.

CSB VP-Financial Controller Linda Flor Horteazano was present during the MOA signing together with officers from BSP and DepEd as well as other partner banks.



ABOITIZLAND DONATES TO GAWAD KALINGA. AboitizLand has joined Gawad Kalinga (GK) in its mission to provide shelter for the homeless. Last September 11, AboitizLand President & COO Andoni Aboitiz and VP for HR/Admin Nilda Ravina signed a MOA with GK Provincial Head Danilo Lagahid and GK community organizer Paulino Dela Cerna. The company will donate P600,000 to GK to build seven houses at Mananga Riverside GK Village in Lawaan, Talisay. The project also encourages AboitizLanders to participate in building houses.



A BRIDGE FOR SIBULAN. Sta. Cruz Mayor Joel Ray Lopez and Sibulan Project Director Ken Cooke lead the ceremonial ribbon-cutting to formally open the P8.8-million 20-meter Baroring Bridge that will benefit more than 250 families of Barangay Sibulan in Davao del Sur. With them assisting are Hedcor Vice President Gregorio Jabonillo (front left) and Sibulan Barangay Captain Lydia Ang (front right).



SEZ, SBMA SIGN MOA FOR GUARD HOUSE CONSTRUCTION. Subic EnerZone Corporation (SEZ) and the Subic Bay Metropolitan Authority (SBMA) signed a Memorandum of Agreement (MOA) to build two guard houses for the SBMA Law Enforcement Department (LED), September 15. Under the MOA, SEZ will construct the guard houses at the Binictican Drive entrances (Junction Maritan and Acacia St.) of the Binictican Housing area in the Freeport Zone as donation. SBMA will provide the lots where the guard houses will be built. SBMA Administrator Armand Arreza and SEZ VP & GM Dante Pollescas lead the signing, with SEZ Administration Manager Edgar Caluza as witness. (Raymund Tamayo)



HEDCOR ASSISTS SIBULAN FOLK SECURE ANCESTRAL DOMAIN TITLE. Hedcor Vice President for Mindanao Operations Gregorio Jabonillo (second from left) turns over a check of P200,000 to National Commission on Indigenous Peoples (NCIP) Regional Director Roque Agton, Jr. as assistance to the formulation of the Ancestral Domain Sustainable Development and Protection Plan (ADSDPP) of the Bagobo-Tagabawa Tribe in Sibulan, Sta. Cruz, Davao del Sur. Also present during the turnover ceremony are Hedcor Liaison Office Romero Maing and Liza Marie Castillo of NCIP. The formulation of an ADSDPP will be instrumental for the IPs to finally obtain their Certificate of Ancestral Domain Title (CADT). The CADT is a vital document that will ensure the sustainable development of Indigenous Cultural Communities and guarantee protection of their resources and rights to their ancestral domain. Through Hedcor's initiative, a set of memorandum of agreements with affected IPs and communities were formalized before the construction of the Sibulan project started in 2007. These MOAs contain programs and benefits that include a share from the power plants' revenues, construction of access roads, rural electrification, support for educational projects, and environmental preservation estimated to be around P700 million over the life of the agreements.



LINEMEN IN ACTION: The Cotabato Light linemen assisted the Archdiocese of Cotabato - Piso Serbisyo and DSWD-SK in distributing rice and relief goods to flood evacuees in Sultan Kudarat last August.

FFI hosts Biga10 gift-giving mission

In celebration of its 10th Anniversary, Fil-Am Foods, Inc. led a gift giving mission at the Sitio Kawili-wili Elementary School last July 18. "BigaTENg handog sa mga Batang Kawili-wili," was held in partnership with the Aboitiz Foundation, Inc.

More than 100 children received gift packages through the aid of Samaritan's Purse. Each gift package was composed of school items, toys, accessories and clothes. FFI also treated the children to a filling merienda.

FFI VP for Operations Riel Griengo, Sitio Kawili-wili Elementary School principal Carmen Lugu, and the teacher took part in the gift giving. (Charina del Mundo)



THE PEACE ENVOY: Cotabato Light VP & Resident Manager Cris Ferolino distributed financial assistance for the recent war evacuees in Pikit, Aleosan and Midsayap.

RAFI's Young Minds Academy scholars respond to health issues



The Young Minds Academy Season 2 scholar-graduates with RAFI VP Jon Ramon Aboitiz during their graduation after eight months of training.

Youth teams composed of 100 Young Minds Academy (YMA) Season 2 scholars proposed projects addressing public health issues in a conference held last September 6 at the Rizal Memorial Library and Museum in Cebu City.

YMA is a team-based youth citizenship and leadership development program of the Ramon Aboitiz Foundation, Inc. (RAFI) and implemented through the Eduardo Aboitiz Development Studies Center.

After various trainings and immersions since January 2008, the YMA scholars came up with project proposals addressing community health issues. The issues include primary health care, maternal and child care, adolescent health, reproductive health, teenage pregnancy, rehabilitative care, nutrition, hygiene and sanitation, health education and health care delivery systems.

The scholars formed teams with four to five members each and were classified under three generations: Generation 1 (21–30 years old), Generation 2 (17–20 years old) and Generation 3 (12–16 years old).

One team from each generation was awarded the “Innovative Young Minds Award” for their most innovative, relevant and sustainable project proposal.

Team Kawayan of Generation 1 received the award for their proposal, “An Alternative Community-Based Rehabilitation Project for Post Stroke Patients”. The team was

composed of Louie Monteroso, Jessica Homecillo, Irene Legaspina, Ireneo Legaspina and Avenizer Absin.

For Generation 2, “Improved Access to Maternal and Child Care (IMACC) Center” of Team Lagundi was awarded best proposal. Rachael Tambis, Jeff Pintac, Jonas Yap, Nadine Chan and Kinard Tan were the proponents.

Team Malunggay of Generation 3 composed of Jezreel Ezer Archival, Kay Conales, Lovely Enad and Joylyn Igloria also bagged the award for their “Extra Powered Patid Bitok” proposal.

The best proposals were awarded after the conference. RAFI will provide the seed money for the pilot project implementation of the winning proposals.

RAFI Board Trustee and City Savings Bank President Mikel Aboitiz said that the project proposals were testaments of the scholars’ commitment and interest to serve the country.

The scholars graduated with different levels of distinction after their eight months of training in the Academy.

Individual and team awards were also given, among them, the Influential Young Minds Award for the best team presenters, the Roberto E. Aboitiz Medal for Team Excellence for the most outstanding teams, and the Jon Ramon Aboitiz Medal for Personal Excellence for the most outstanding scholar.

In a press conference held on the same day,

RAFI President Roberto E. Aboitiz, expressed his hope for a new Philippines through our young leaders. RAFI Vice President and Aboitiz Equity Ventures CEO Jon Ramon Aboitiz echoed this hope in his speech during the awards and graduation rites. He challenged the youth to actively participate in positively changing and helping shape our country’s future.

YMA season 3 launched

The Ramon Aboitiz Foundation, Inc. (RAFI) is now accepting applications for the third batch of Young Minds Academy (YMA) scholars who will tackle and come up with proposed solutions on issues related to education. Education is one of the development goals of the Millennium Declaration signed by 189 countries in 2000 to eliminate poverty.

YMA season 3 was officially launched last September 29 at the Eduardo Aboitiz Development Studies Center in Cebu City.

YMA, a youth citizenship and leadership development program of the Ramon Aboitiz Foundation, Inc. with the support of City Savings Bank and UnionBank of the Philippines, is designed to enhance young people’s awareness of the dynamics and challenges facing our community.

Started in October of 2006 and now in its third season, YMA has continued its work of developing young emerging leaders aged 12–30 years old to become responsible citizens and accountable, proactive leaders ready to serve the public and its interests. This is done through awareness raising, education, immersion and open discourse. Activities include learning sessions on leadership, social development, creative thinking, research, participatory project development and proposal making; learning visits and immersion for 8 months.

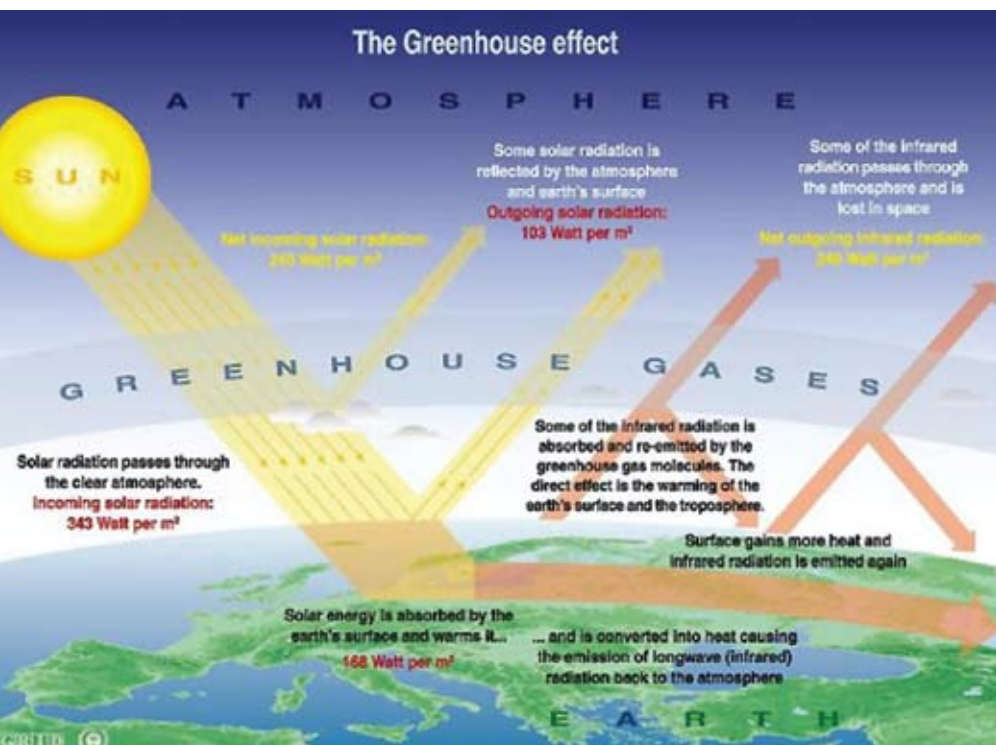
Interested applicants may contact the program officer of the Eduardo Aboitiz Development Studies Center at 418–7234 loc 110 or email mel.yan@rafi.org.ph. They can also log on to www.rafi.org.ph/youngmindsacademy.

Global Warming and Climate Change

Should we care?

By Marge Gravador

(Environmental issues, e.g., climate change, have been clamoring for urgent attention in current times. It is on the premise of responding to these issues that the Aboitiz Power Cleanergy Brand was created. This section is an information space on environmental matters and more importantly, on possibilities of how we can contribute to mitigate the dire effects of environmental deterioration.)



The recent typhoon Frank brought a crippling blow to many parts of the Philippines. To this day, various areas in the country are still nursing from the ravages wrought by Frank.

According to NASA surveys, 11 cubic miles of ice is melting in Greenland's coasts annually and this contributes to 7% of the annual rise in sea level. Should we in the Philippines care?

Definitely. Any rise in water level in the world will impact the general level all over the globe. If the melting is unabated, it is predicted that parts of Metro Manila will be submerged in water and wipe out entire islands elsewhere in the country.

Global warming and climate change are often interchangeably used to refer to the same phenomenon that besets the planet earth. The accumulation of heat trapping greenhouse gases in the atmosphere is causing a gradual increase in the global temperature. Not all the heat that should escape from the earth is able to do so. The greenhouse gases act like an electric blanket covering the earth in the middle of a summer heat.

Greenhouse Gases

Greenhouse gases (GHG) are called such because they act the same way as the glass panels of a greenhouse. They trap heat and prevent them from escaping. There are 6 main greenhouse gases, namely: carbon dioxide (CO₂), methane (CH₄), nitrous oxide (N₂O), hydrofluorocarbons (HFCs), perfluorocarbons (PFCs) and sulphur hexafluoride (SF₆). The most prevalent GHG is carbon dioxide.

Carbon dioxide (CO₂) is produced in nature but human activities have tipped the ideal volume and have destabilized the global climate. Too much of anything can be harmful and this goes for CO₂ as well. CO₂ continues to crowd the atmosphere every time fossil fuel is burned or deforestation happens.

Effects Of Climate Change

But why the frenzy over climate change? Change manifests itself in a wide array

of effects sparing no one, threatening everyone. Storms surge and rising sea levels cause flooding. The increase in global temperature has accelerated glacial melting which will compound the rise of sea levels. Many animal species are losing their habitats and are threatened with extinction. Water supply is affected by climate change and more and more areas are experiencing water shortages. Warmer weathers have ushered in the rise of infectious diseases like malaria and dengue. The list can go on and on.

Reversing The Trend

Is there hope amidst these doom catastrophic stories? Reversing the current trends will be a frantic race against time. It is a race that everyone should participate in, no one exempted. And maybe, just maybe, we can slow down the impact in the nick of time.

The documentary, "An Inconvenient Truth" won an Oscar for the startling message it delivered at such an opportune time. Yet the glamour and prestige of the award alone will not reverse the ongoing trend in climate change. True awareness and concrete action are the real answer.

The Cleanergy Brand Team is currently pioneering the development of an environmentally responsive program that the Aboitiz group will use in reducing greenhouse gas emissions, especially CO₂.

In the weeks to come, a core team of Green Champions will be convened to learn, discuss and deliberate on how to get the program running within the organization. The Aboitiz Power Group will be the pilot team.

Volunteer to be a Green Champion now! Fill up the Green Champ interest form available in your HR department and forward it through HR or to Marge Gravador of Aboitiz Power.

Big or small actions can make a huge difference for Mother Earth and for your future.

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 US Environmental Protection Agency <http://www.epa.gov/climatechange/>

Reduce CO2 emission through simple action

By Marge Gravador

When you leave the office comfort room, do you switch off the lights? Some may reason out that it does not matter if the lights are turned off or not because it is the company anyway that is paying for the electricity bill. It is not just about who pays the bill but there is an even deeper reason why unnecessary lights should be switched off.

Lights use up electricity generated from power plants. Power plants burn coal, petroleum, or natural gas, all of which result in carbon dioxide (CO2) emission. The use of renewable energy sources helps ease off CO2 emission but there are not enough renewable projects to meet the demand for electricity.

The type of light bulb we use also makes a difference. Changing from incandescent to fluorescent can reduce emissions. A 20-watt fluorescent bulb can provide the same brightness as a 100-watt incandescent bulb. If the lights are on for 1000 hours, a 100-watt bulb will generate 80 kilograms of CO2 in contrast to only 16 kilograms generated by a 20-watt fluorescent bulb.

The principle is simple: leave a light turned on unnecessarily and you add to the emission of greenhouse gases. Also unplug appliances from sockets when not in use and save on cost too. Use print preview before printing to avoid errors and re-printing. Avoid unnecessary travels whether by air, land and sea.

And why should we care? We should care because there are generations that come after us – those of our children, our grandchildren, our children's children, and so forth. We need to do our share now so they will have a healthier world and a more stable future.

So turn off those lights when not in use. Again, It is not about who pays the bill, it is about preventing adverse environmental effects from befalling upon us.

This section will continue to educate and share tips on how we can be good stewards of our environment. Insights and information are also welcome.

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Aboitiz companies, UN organize environmental essay contest

By Israel Buenaobra



Renewable energy company Hedcor, Inc. led the signing of the memorandum of agreement to organize the 6th World Environment Day Essay Writing Contest (WED EWC) last July 2 in Makati City. This contest is co-sponsored by SN Aboitiz Power (SNAP), 2GO, Aboitiz Foundation, Inc., and the United Nations Information Center.

The writing competition is open to all high school students nationwide. To date, it has attracted more than 2,000 participants from over 350 secondary schools all over the country.

The contest aims to create among the youth a deeper awareness and greater appreciation of the benefits of clean energy at a period of soaring coal, oil and gas prices and a growing demand to produce electricity from renewable and non-polluting sources.

"We are committed to instill environmental consciousness in our youth," said Darlene Arguelles, Hedcor AVP for Corporate and Regulatory Affairs. "Participating in the essay contest will not only make them aware of environmental issues but also encourage them to respond positively and be part of the solution," she added.

This year's edition will require participants to compose an essay on the theme, "Towards a Low Carbon Economy," discussing the environmental and economic implications of global warming and how renewable energy projects can support sustainable development.

All essays must be written in English and submitted with a fully accomplished entry form which will be made available at the Hedcor, Inc. website, www.hedcor.com.

Five (5) copies of the essay must be enclosed in a short brown envelope to be submitted to 2GO outlets nationwide for free. Essays may also be submitted via email at hedcor-inquiry@hedcor.com.

Deadline for submission of entries is on October 15, after which, the top five students will be invited to participate in an on-the-spot essay contest to be held on December 11.

The first prize is P25,000, a personal computer, a computer for the winner's school, and a United Nations certificate. The awarding date is on December 12 at a special reception to celebrate Philippine Energy Week.

The iCSD Content Management System

The possibilities are endless

By Angelo Panares

Have you ever wondered how the aboitiz.com website with its enormous content is being managed?

Besides having a dynamic and dedicated B2C Committee, a B2C Manager and B2C Content Providers across the entire group, the iCSD content management system (CMS) is an engine that brings all the content and technical innovation in place.

The iCSD CMS, which is currently the 3rd innovated version, manages content and innovative technical innovations from years of experience in managing websites.

Content is the foundation of the website. An updated and as close to realtime data on the website is a must. Responsibility for updating the content is distributed among the B2C content providers across the group and update schedules are being monitored.

Aligned to the B2C vision of content sharing and synergy for across the group content, the iCSD CMS has been refined with every nook and cranny meticulously scrutinized to support this gigantic vision.

As the web innovates and shifts trends as fast as a blink of the eye, iCSD CMS is designed to adapt, incorporate and be flexible for future changes and updates. Flexibility is at its core, implemented using open source technologies such as PHP and MySQL.

Security, being a major consideration, has also been built into the foundation of the CMS, with SQL injection protection and multiple user and role-based privileges.

Currently managing www.aboitiz.com, www.aboitizfoundation.org, www.aboitizpower.com and www.aboitizland.com, the CMS handles almost 20,000 page views per month. Hosted in the iCSD data center and managed by a trained, competent and professional Infrastructure team, its hosted websites are assured of 99.95% uptime and a service level agreement for support.

Aside from external facing websites, the iCSD CMS can also be implemented for use as an internal portal. The possibilities are endless with the iCSD CMS.

The iCSD CMS offers three monthly subscription plans that includes the use of the CMS, website hosting and support.

Interested? You may email angelo.panares@aboitiz.com or call (032) 411-1739 for a presentation and demo.



Appointment of AEV officers

At its regular Board meeting on August 13, 2008, the Board of Directors of Aboitiz Equity Ventures, Inc. (AEV) appointed Nancy Lim as Vice President for Human Resources, Atty. Joseph Trillana T. Gonzales as Vice President – Legal and Atty. Leah I. Giraldez as Assistant Vice President – Legal.

Nancy Lim

Vice President-HR, AEV



Nancy has been Assistant Vice President (AVP) for Human Resources of AEV since 2004. She has also been

AVP for Human Resources of ACO since 2000 and is a trustee of the ACO Retirement Fund. Nancy holds a degree in International Studies from Maryknoll College.

Atty. Joseph Trillana Gonzales

Vice President-Legal, AEV



Joseph was Special Counsel of SyCip Salazar Hernandez & Gatmaitan Law Offices until he joined the Aboitiz Group

in 2007 as AVP of ACO's Corporate and Legal Services. He is also Assistant Corporate Secretary of Aboitiz Power Corporation. Joseph is a BA Economics and Bachelor of Laws graduate from the University of the Philippines. He has a Master of Laws degree from the University of Michigan.

Atty. Leah Giraldez

Assistant Vice President-Legal, AEV



Leah has been the Assistant Corporate Secretary of AEV since 2006, Corporate Secretary of ACO

and Senior General Counsel for Corporate Secretarial and Compliance Services of ACO. She is also Corporate Secretary of City Savings Bank, Balamban EnerZone Corporation and Mactan EnerZone Corporation. Leah is a BA Anthropology and Bachelor of Laws graduate from the University of San Carlos. She is a member of the Philippine Bar.

WELCOME TO THE TEAM!

The following are new team members of ACO, AEV, Aboitiz Power and Aboitiz Foundation:

Atty. Renelda Chanco

Associate Legal Counsel, ACO LEX Cebu



Renee is a graduate of the University of San Carlos College of Law and has an undergraduate degree in Bachelor of Science in

Elementary Education from St. Theresa's College. Before joining the Aboitiz Group, she was a partner in the Suico-Le Chanco Peque Caracut-Arnibal Law Offices and served as legal consultant of the Arcenas Group of Companies. She also worked as Attorney III of the Securities and Exchange Commission-Cebu Extension Office. Renee is assigned to the ACO Corporate Secretarial & Compliance Services Group.

Leif Bajarias

Corporate Auditor, ACO Cebu



Leif is a magna cum laude graduate of BS Accountancy from University of San Carlos under the PJ Lhullier Full Scholarship in 2006. After

graduating, he worked in various companies, among them, Pricewaterhouse Coopers as an Associate Auditor.

Christina Roso

Paralegal, ACO LEX Cebu



Christina graduated cum laude from the University of the Philippines Cebu with a degree in BA Mass Communication earlier this

year. She was the editor in chief for their school paper and was Media Liaison Officer for the 12th ASEAN Summit Cebu Philippines in December 2007. She was also an intern for Freeman Newspaper, Bantay Radyo Cebu and ABS-CBN TV Cebu, and worked previously as a part time encoder for the ABS Export International.

Karen Kristy Quimque

Junior Accountant, Aboitiz Power Corporation



Karen is a BS Accountancy graduate of Mindanao State University-Iligan Institute of Technology. She passed the CPA board

this year.



Apryl Marie Taranza

Junior Accountant, AEV Accounting

April is a BS Accountancy graduate of University of San Jose-Recoletos. She worked

previously as an Administration Assistant with Pilmico Foods Corporation in 2007. and as a Junior Auditor for Sta. Ana Rivera & Co. until early 2008.



Mia Carmella Bontol

Corporate Communications Specialist, AEV Corpcom

Mia is a BA Interdisciplinary Studies, Tracks in Communication and

Psychology graduate from the Ateneo De Manila University. A consistent dean's lister, Mia was the Finance Assistant Vice President of the Ateneo Collegiate Society of Advertising, and was Membership Relations Deputy of Kaingin, a university organization geared towards community outreach.

Danilo Cerence

Supervising Project Officer, Aboitiz Foundation, Inc.



Danny is a BS Accountancy graduate from the Divine Word University. He worked with the Philippine Business

for Social Progress (PBSP) for 17 years and was previously a manager for Visayas Operations. After his extensive experience with PBSP, he worked with them together with ADB under a Training and Consulting Group, handling various Disaster and Risk Management Projects.



Christian Riconalla

Process Analyst, ACO ICSD Cebu

Christian is a BS Computer Science graduate of the MSU Illigan Institute of

Technology. He was previously with Etelecare Global Solutions as a Team Leader for Technical Support of hardware-related issues and projects. He is comfortable with various relational databases and softwares.

Jim Aboitiz appointed to more AP positions



Jaime Jose "Jim" Aboitiz has been appointed to the following new positions: Executive Vice President (EVP) of the Power Distribution

Group of Aboitiz Power Corporation (AP), CEO of Cotabato Light (CLP) and EVP of Visayan Electric Company (VECO). He will continue to be CLP

president and VECO COO.

Previously the SVP of the Power Distribution Group, Jim has been a member of the AP Executive Committee since 2000 and has been AP director since 2004. Jim is also President & COO of Davao Light, President & CEO of Subic EnerZone and Aboitiz Energy Solutions.

Jim is a Mechanical Engineering graduate of Loyola Marymount University, California, USA. He holds

a Masters degree in Management from the Asian Institute of Management.

In related developments, Erramon Aboitiz has been elected as CLP Chairman to replace Al Aboitiz. Iker Aboitiz has been elected as an advisor to the VECO Board of Directors and as a member of the CLP Board of Directors. Antonio Moraza has also been elected as a member of the VECO Board of Directors.

VP for Aboitiz Power



At a special meeting held on August 19, the Board of Directors of Aboitiz Power Corporation (AP), appointed **Atty. Wilfredo R. Bacarez, Jr.** as Vice President.

A graduate of the Ateneo Law School with a degree of Juris Doctor, Atty. Bacarez has extensive business and legal experience, having worked as executive and legal adviser of various corporations. Prior to joining AP, he was the President and Chief Executive Officer of the Philippine National Oil Company-Development Management Corporation (PNOC-DMC), the youngest president to hold the position.

As a lawyer, he acted as legal adviser for the Metropolitan Waterworks & Sewerage System in the privatization and rehabilitation of Maynilad Water Services Inc. He also represented the Philippine National Construction Corporation in the construction and extension of the South Luzon Expressway and the Skyway project. He was also a consultant for the National Power Corporation in the implementation of the Electric Power Industry Reform Act (EPIRA).

Pilmico CFO



Ma. Lope "Ebbie" G. Mabatid is the new Chief Finance Officer of Pilmico. A double degree graduate from the University of the Philippines-Tacloban, she finished her

Bachelor of Arts in Economics in 1984 and in 1987, graduated cum laude in Business Administration major in Accounting.

Ebbie also has a Master's degree in Management for Executives & Managers from the University of San Jose Recoletos. She has PhD units in OD & Transformation from Cebu Doctor's University.

A CPA, Ebbie was AVP for Finance at Innodata XML Content Factory, Inc. for seven years, before joining Pilmico.

VECO VP for Admin & CSG



Sebastian "Basti" Lacson is the new Vice President for Administration and Customer Service Group of Visayan Electric Company (VECO).

He is tasked to implement

the platforms of the Customer Service Group as well as that of the Corporate Communications and Community Relations Departments. Ensuring customer satisfaction is the ultimate objective of Basti and the teams he supervises. He has his hands full considering the ever-evolving power industry in the Philippines.

But he is more than up for the challenge, having had seven years of experience in the electricity sector through Union Fenosa, which is present across the whole energy cycle value chain and currently operates in 14 countries. Before joining VECO, Basti was the technical assistant to the regional chairman of Union Fenosa based in Panama.

A graduate of the Ateneo de Manila University, he finished his MBA at IESE in Barcelona, Spain. Union Fenosa hired him right after his MBA.

Metaphil AVP

Before his promotion to AVP, **Christopher Camba**



successfully served as HR Manager of Metaphil for over three years. Throughout that period, he carried out high impact HR programs and initiatives that have been

instrumental in bringing the company to a higher level of professionalism and teamwork. Most of all, Chris has effectively maintained and enhanced the Kauban spirit, making everyone in Metaphil part of a unique company culture that they could call their own.

Before joining Metaphil as HR Manager, Chris was a member of the ACO Corporate Audit Team.

ACO Don Ramon Aboitiz 2008 awardees announced

ACO Treasury Services First Vice President Gabriel Mañalac and Accounting



Manager Riella Mae Baguio were named recipients of the 2008 Don Ramon Aboitiz Awards of Excellence (DRAEE) during the ACO Cebu Recognition Night last September 19.



The DRAEE is the highest and most prestigious honor given to Aboitiz team members

who consistently demonstrate the corporate brand essence of passion for better ways.

Considering Gabby and Riella's exemplary track record of achievements and contributions to the Aboitiz Group, to be recognized as part of the elite group of DRAEE awardees is certainly well deserved.

To get to know more about the 2008 ACO DRAEE awardees, watch out for the next issue of Aboitiz Eyes and its full coverage of the ACO Recognition Night highlights and sidelights.

PROMOTIONS

Kenneth Lim

Applications Development Manager, ACO Cebu iCSD



Ken joined ACO as a systems analyst in 2005. Implementing various HRIS systems in the group, he was promoted to applications development assistant manager in 2007.

Jeff Rene Garban

Customer Relations Specialist, ACO Cebu iCSD



Jeff graduated from the University of San Jose Recoletos with a BS Information Technology degree. He joined ACO as a computer engineer in 2005, and later transferred to the Help Desk team.

Michael Planas

Service Desk Supervisor, ACO Cebu iCSD



Mike is an Electronics and Communications Engineering graduate of the Central Philippine University. He joined ACO as a service desk specialist in early 2008.

Gina Unabia

Senior Accountant, Hedcor



Gina is a cum laude graduate with a degree in BS Commerce, Major in Accounting from the University of San Jose Recoletos. She joined Hedcor as an administrative assistant in 1999.

Olyzza Oyangoren

Senior Accountant, ACO Cebu



Lyzza is a cum laude graduate with a degree in BS Accountancy from University of San Carlos. She passed her CPA in 2004, joined ACO as an accounting assistant in 2005, and became a junior accountant later that same year.

James Edward Ong

SR Oracle Database Administrator, ACO Cebu iCSD



James graduated cum laude with a degree in BS Accountancy from University of San Carlos. He joined ACO as a junior corporate auditor in 2001. In 2003 James transferred to iCSD as Oracle application system administrator. Two years later, he became the systems application specialist.

Orville Avila

Oracle Applications Administrator, ACO Cebu iCSD



Orville, a BS Accountancy graduate from University of the Visayas, joined Aboitiz Transport System, Inc. as a junior financial analyst in 1998. Two years later, he was promoted to senior financial analyst. Orville then moved to Super Support Services Center, Inc. in 2003. In 2006 Orville joined ACO as a process analyst under iCSD.

ACO-LEX TEAM PROMOTIONS



Rachel Cahila

Paralegal 3

Chey joined ACO Makati in 1999 as Paralegal 1. She is a Bachelor of Laws graduate from the University of San Jose Recoletos College of Law.



Dana Maria Ouano

Paralegal 3

Dana joined ACO Cebu in 2005 as Paralegal 2. She is an AB Political Science graduate of the University of San Carlos in 1987.



Joy Ornopia-Diaz

Paralegal 2

Joy joined ACO Cebu in 2003 as Paralegal 1. She finished her Bachelor of Laws at the University of San Jose Recoletos College of Law in 2001.



Eufe Santiago

Administrative Assistant 2

Eufe joined ACO Cebu in 1999 as Paralegal 1. She is a Bachelor of Laws graduate from the University of San Carlos College of Law in 1993.



Malou Tambago

Administrative Assistant 3

Malou joined ACO in 1978 as the secretary of then Corsec in Makati Atty. Jesus del Carmen. She is a graduate of a Secretarial Course from the University of the East in 1978.

MOVEMENTS

Marge Gravador

Cleanergy Brand Manager

Aboitiz Power Corporation



Marge, former AboitizLand Ultimate Experience Manager, graduated cum laude with a BS Economics

degree from the University of San Carlos. She has Masters degrees in Business Management from the University of the Philippines Cebu and in Environmental Management from the University of Queensland, Australia.

Tristan Aboitiz

Luzon Network Team Leader, 2GO



As Network Team Leader, Tristan is responsible for the development and management

of 2GO branches in Luzon helping the company achieve cost-efficient services. A BS Business Administration (concentration in Finance) graduate from the University of Boston, Tristan has experience in the field of finance gained from top banking firms such as CLSA Exchange Capital and UnionBank of the Philippines. Tristan joined ACO in 2007.

Champ Yared

HR Officer

Davao Light & Power



Champ joined the Aboitiz Group in 2003 as a news monitoring contract employee for AEV

Corpcom. He became HR assistant later that year, and then a benefits administration specialist. In 2007, Champ was transferred to ACO-Makati as HR Officer.

Champ is a BS Business Administration, Major in Management graduate from Silliman University.

Change in position titles

In light of organizational changes in their respective teams, new position titles have been assigned to the following:

Theresa Sederiosa

External Relations Officer, AEV Corpcom



Ganzo joined ACO as a senior financial analyst in 1995 and moved to AEV in 1997, holding the same position. She previously worked with the USAID as a Project Information Officer in 1992.

Evelyn Paul



Corporate Communications Officer, AEV Corpcom

Biyen joined AEV in 2000 as consultant of the Corporate Communications team. In 2001, she became Corporate Communications Associate. She is a BA Journalism graduate from the University of the Philippines-Diliman and an MA Sociology candidate of Ateneo de Manila University.



Marites Balbuena

Support Services Associate, AEV Corpcom

Marites joined AEV as an administrative assistant in 1994. She is a BS Commerce, Major in Banking & Finance graduate from University of San Jose Recoletos.



Yhol Colegado

Media Relations Specialist, AEV Corpcom

Yhol started with AEV as a news monitoring contract employee in 2004. He became the corporate communications assistant later that same year. Yhol is an Information Technology graduate from Benedicto College.



Gemma Bojos

Administration Coordinator, ACO Cebu

Gemma joined the Aboitiz Group in 1986 as a unit team member of Aboitiz Shipping Corporation. In 1989, she became a junior analyst for the Accounting Team, and in the following year was promoted to senior analyst for the same team. In 1993, she joined ACO's Treasury Services Group as an administrative assistant and documentation clerk handling various accounts. In 2005, she joined the Admin team as administrative assistant.

Passion for service is burning bright!

By Christopher M. Camba



Being one of 30 youth leaders representing the Philippines in a one-month US exchange program last June hosted by the Northern Illinois University and sponsored by the US State Department was indeed one great experience. More significantly so as an Aboitiz team member, not only because I carried the name of Aboitiz Construction Group – Metaphil, but also because the program focused on things very close to my heart as well as that of our organization. These are youth engagement, community volunteerism and active citizenship, which are all important components of Corporate Social Responsibility (CSR).

During the Cultural Citizens Program-North and South Dialogue (CCP-NSD), the Philippine delegation and the American team of professors spent an entire month discussing the value of youth engagement and civic participation in society. Grounded on world-class practices, the participants successfully brought these topics to a global perspective.

All of us participants concluded that everyone could effectively work together regardless of one's race, ethnicity, religion, gender, and age. Social issues are not only shared but interrelated as well. In the process of cross-cultural communication and cross-sectoral cooperation (academe, government, media and business), we could better appreciate our concerns and the ways by which we can resolve them. The interaction within our diverse group was a meaningful exchange of ideas and practices.

Boundaries cease to exist in exercising our social responsibility because we are not only

citizens of our county, but of the world as well. Our classroom discussion with various professors, government officials and community leaders, our interaction with different communities (American, Filipino, Puerto Rican, Mexican, African-American) during the cultural tours, and our visits to various centers during the job shadowing sessions taught us about US structures, processes and practices in terms of social transformation.

These exposure activities also broadened our perspectives on a lot of things, especially on the active role of the business sector and its CSR in nation building. These renewed our commitment and passion to serve and inspired us to make our presence more relevant to our respective communities, to create better societies and ultimately, create a better world.

I realized that the experience was a concrete validation of our groupwide passion for service in Aboitiz. We have been successful in developing a public service philosophy of "helping people help themselves," and this applies to the global practice of "social capitalism," wherein the community also invests in the process. This philosophy supports that we implement programs that are relevant to the needs of the communities we serve, we consider the sustainability of our initiatives and we empower the beneficiaries making them capable of continuing it, multiplying its impact and making them productive members of the community.

As we see our colleagues and co-employees as our partners and involve them in carrying out our CSR, we are building a band of driven employees, active citizens, dynamic leaders and integrally formed individuals. This provides each one of us a chance to appreciate our value as members of the society at large.

I am not only proud to have represented the Philippines, or to have represented Aboitiz, but I am more proud that as an organization, we have seen and appreciated the value of CSR, that we have integrated social concerns in our business model, and that each employee is given the opportunity to invest socially. My experience during the US exchange program has reaffirmed that all our practices are of world-class standards.

Indeed, from the Philippines to the world, passion for service is burning bright!

AASEC goes on Tour '08

By Jurinda Rendon

To familiarize its members with the Aboitiz Group, the Aboitiz Association of Secretaries (AASEC) went on a full-packed, one-day tour of Cebu-based Aboitiz companies last July 26. Forty-five AASEC members, including those from ACO Makati, joined the tour.

The tour started at the Aboitiz Corporate Center where everyone watched a short and interesting video presentation showing how the Aboitiz business began and its evolution to what it is today. It showed the various businesses in the Group portfolio – in power, banking, transport, food, land, and construction industries.

From ACO, the group proceeded to generation company Cebu Private Power Corp. (CPPC). Some AASEC members toured the generation plants while others listened to a concise overview about CPPC.

Next stop was the head office of City Savings Bank. The visitors were told that CSB has opened various branches in the Visayas and Mindanao.

After CSB, the group went to Casa Gorordo, the more-than-century-old house of the Gorordo family with its well-preserved things



The AASEC ladies displaying their streamer at the VECO compound.

that drew amazement. From Casa Gorordo, the group passed by the regional office of UnionBank at the Cebu Business Park.

Before moving on to another company, the group stopped for lunch at Café de France at the Mactan Export Processing Zone II (MEZII) in Lapu-lapu City. A short but meaningful birthday celebration was held for AASEC members who are July, August and September celebrants.

After lunch, the group headed off to AboitizLand and toured companies at the MEZ II. They then proceeded to East Asia Utilities Corp. (EAUC), a generation company that provides power to Mactan Export Processing Zone I. They were able to see the plants as well as the control room.

From EAUC, the group went on to visit Metaphil, where they were shown the

fabrication machines and other equipment used in the construction business.

Power distributor Visayan Electric Company (VECO) was the group's last stop. Representatives from the System Operations, Line Services and Power Metering departments shared a brief background of their respective functions. The visitors were also taught how to read a power meter.

The whole-day tour was certainly a fun-filled learning experience for all AASEC members. They not only increased their knowledge of the Aboitiz Group but also strengthened relationships with their fellow association members.

The tour was made possible with the help of Tsuneishi, who generously lent their tourist bus for the entire day.



At the East Asia Utilities Corp. facility



At Casa Gorordo Museum



At City Savings Bank Colon branch



At Metaphil



Relaxing at the MEZ2 administration building



Inside the Cebu Private Power Corp. plant



Birthday celebrants share a cake.

Pilmico team members go river trekking with the president

By Janice P. Ubaldo

Who says you can only have lunch with the president?

Sixteen Cebu-based team members joined Food Group President Antonio Moraza in a river trekking adventure last June 28. The river was in Sitio Magsaba, Barangay Tagbato, Busay, an hour's drive from the city. They started the trek by going downhill and crossing through knee-deep, rushing brown waters. The farthest point they reached was a waterfall with raging, jacuzzi-like water.

The trekkers had an awesome time enjoying nature's beauty, lounging on smooth rocks, and feeling the cool flowing freshwater. To complete the adventure, lunch was shared in between stories and camera shots to capture the rugged green picturesque view and the memories of the extraordinary weekend get-away.

While the trekkers took home with them the promise of muscle pains for the following day, what was most important was the natural high feeling they experienced during the fun and exciting out-of-office adventure, with their president no less!

By the way, this was only a warm-up because the next stop will even be more challenging – Cansumoroy, Balamban.



Lechon Party with Manila media

This year's get-together of Aboitiz Group executives and Manila media was celebrated with the traditional lechon party held last August 14 at the Ayala Museum lobby in Makati.

Hosted by Judd Salas of Aboitiz Transport System together with game master Carol Ballesteros of Aboitiz Equity Ventures (AEV), the program started with welcome remarks from AEV President & CEO Jon Aboitiz followed by message from AEV EVP & Chief Operating Officer Erramon Aboitiz.

Exciting games and trivia about the Aboitiz Group kept the party alive with everyone getting into the spirit of fellowship and fun.

Besides the interesting raffle and game prizes, all media guests took home a bag of imported food products from ZGO. *(Paula Viegelmann-Ruelan)*



Pollescas receives commendation from SBMA

By Raymund Tamayo

Subic EnerZone Corporation (SEZ) Vice President & General Manager Dante Pollescas recently received a certificate of commendation from the Subic Bay Metropolitan Authority (SBMA) for providing technical assistance in restoring the communication, navigation and surveillance function of the Subic Bay International Airport (SBIA) last July 16.

Early that morning, the SBIA aviation tower's communication cables reportedly became inoperative and if not restored immediately, could paralyze airport operations.

Upon receiving a request from SBMA's telecom department, Pollescas formed a crew to assist in the restoration of the aviation tower's operations. The team was headed by SEZ Transmission & Distribution (T&D) engineer Ryan Griva with five contractors from SEZ's accredited contractor, Power System Electric Cooperative (PSECO), namely: William Emperoso, Gerardo Veloso, Roger Manalang, Roland Hebron, and Donald Guibao.

The team coordinated with engineer Elmer Libo of SBMA's telecom department in the hauling and layouting of communication cables at the airport. Earlier that same day,



SEZ's Substation and Electrical Equipment (SEED) and T&D departments conducted a preventive maintenance of the switchgears supplying power to the SBIA aviation tower.

The certificate of commendation for Pollescas signed by SBMA Administrator Armand Arreza and Chairman Feliciano Salonga stated that "the high degree of professionalism you have demonstrated for the duration of the three days round-the-clock restoration effort have earned respect and admiration

not only from the personnel of this agency but also the members of Civil Aviation Authority of the Philippines (CAAP) and the SBMA and SBIA management. The successful job has effectively saved the Philippine Government millions of pesos in terms of operational costs and losses for its valued customers and the global aviation industry."

The certificate was given on July 31 in a ceremony at the SBIA.

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