1st Jan - 30th June 2019



THEWHO BUILDS WILL HIMSELF BEBUILT

NEWSLETTER











There is no generation gap if we learn from each other. In this training by Iverson Upskilling, we have learned three important lessons!

Lesson 1: The power of cross-generation

The mature provides wisdom while the young offers energy. We cannot live without one another.

Lesson 2: Everyone has a positive intention

Even if someone slaps you, assume it as a positive intention. Offer them the other cheek too. That's how we can navigate through tricky conversations.

Lesson 3: Understand your colleagues' personality

Each of us has a special and unique personality.

Do you find yourself leaning towards more dominance, influencing, steadiness or conscientiousness?

How about your colleagues?

Let's seek first to understand before being understood.



Awarded Pest in CSR 17th J New World Petaling Jaya Hotel. Selangor

We won the Platinum Award for Best in CSR at The Star Outstanding Business Award (SOBA) 2018 for over 25 million turnover category! Giving sparks joy in our lives as this is the heartbeat of LINACO.



LINACO'S commitment is to provide 10% of net profits to CSR.

Watch our latest CSR video here: https://bit.ly/2X1acey Linaco Manufacturing (M) Sdn Bhd



Suriana Welfare Society: A Safe Haven for Children at Desa Mentari low-cost flats 18th Jan

We sponsored two air conditioners in 'Kidzone' — an after-school learning centre located within the premise of Desa Mentari Flats for the children. Most parents of these children work as postmen, dispatch officers and hawkers with less than RM1500 household income.

The Flats has the potential of exposing children to unhealthy influences due to existing social problems caused by poverty and the lack of awareness. We hope that 'Kidzone' can provide a conducive environment for children to

grow, learn and play.









inaco Facts!

We have sponsored the opening of a kindergarten in March 2019 for underprivileged kids aged 4-6 years old.

House Of Hope, Penang



Linaco Party in Patu Pahat Restoran Sy, Batu Pahat

22nd Jan





Over 80 people including our partners and suppliers gathered for Chinese New Year dinner in Batu Pahat. It was an unforgettable evening!



"What a wonderful party! We had a great time eating, laughing and gathering.

It warmed my heart and made me happy. I'm looking forward to the next party already!"

Peter Ng Logistics Manager, LM

LM = Linaco Manufacturing (M) Sdn Bhd











A few of us showed support to MyKasih by joining their Chinese New Year dinner

"We are indeed very blessed to have Linaco as a donor partner all these years.

Since 2014, they have supported meaningful long-term programmes which are critical to the well being of poverty-stricken families and children in schools.

We wish the Linaco Family all the best in its endeavours and hope for continued partnership for many more years to come for the betterment of the communities we jointly serve."

Jeffrey Perera Deputy Chairman MyKasih Foundation







We receive Ms Choi with open arms as she braved through PTD and returned to work early this year.
"I was diagnosed with Persistent Trophoblastic Disease (PTD) and I had to undergo chemotherapy treatment during my long break. Looking back, I really appreciate my family and colleagues who

Good health means not only the absence of physical disease but the complete wellness in the physical, mental, social and spiritual parts of an individual. Remember: the greatest wealth is good health."

supported me at that time.

Choi LS
Accounts Strategist
Account & Finance













Unjoying Sekinchan Preeze on Linaco Family Day

Over 200 of us took off to the green paddy fields and sandy beaches of Sekinchan, escaping from our busy routine city life. Visiting the fields and rice processing factory, our children got to witness and appreciate how rice was processed from field to fork. No more food-wasting from now onwards!

The trip was marked with savouring golden mangoes, fresh seafood and delightful local biscuits, against the clear blue skies and

















Our Chairman has gone through 4 major surgeries and is still standing strong. God is good!

FIC Food Ingredients China. Shanghai 18th-20th Mar

- FIC is a resourceful exhibition where you
- can find the ingredients
- you are sourcing.
- - John Ling Senior Sales Strategist



The Bernama Radio interviewed Joe about the importance of Halal certification. "Halal is not just a certification but represent the quality of the food".



The "LIVE" Interview was in our Bahasa Kebangsaan and Joe did well!

PERTAMA



Based on your experience, how does the Halal certification benefit the company?

Joe Ling:

The Malaysian Halal standard is very high. Many of the countries easily understand what the purpose of Halal is. As what Mr Rafiq says, which I agree as well. When you want to receive a Halal certification from Malaysia, it not just based on raw materials, which also includes the environment, hygiene, and how to we supervise our workers, and many more process involves.

That is the reason why at this era, Malaysia is known as the Halal hub. Unfortunately many of our neighbouring countries that have obtained the Halal certification, consumers are still perplexed whether the food are consumable based on Islam law.



Friendly match with Moore Stephens @Ampang Superbowl at 4-Curve

Congratulations to our bowling team CS Low, Miin Miin, Gordon & Kin Wei for winning Gold for Linaco. Give them a pat on the back the next time you see them.



"Having outdoor activities is also a good way to build better business relationship

Kin Wei Accistant Accounts Manager Finance Dept.

BENEFITS OF Bowling

1) BURNS CALORIES

Bowling burns anywhere from 175-300 calories an hour which is the equivalent of jumping rope for 25 minutes.

2) STRENGTHENED MUSCLES The average bowling ball weighs around 14 pounds.

14-pound weight tones your shoulders, arms, chest, and legs. Gripping the ball itself strengthens the muscles in your

3) IMPROVED FLEXIBILITY AND BALANCE Twisting, lunging, and stretching bowling requires improves

your flexibility. Every time you extend your arm and body, your joints, ligaments, and muscles are extending with it. Not to mention, carrying extra weight on your upper half leads your lower half to offset the difference with improved

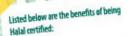
balance and posture.

A) BETTER HAND-EYE COORDINATION Throwing a ball and striking a group of pins nearly 60 feet away requires a lot of hand-eye coordination. Coordination improves with practice over time, so the more you bowl, the better you'll get.

Interview with teh Tarik Awani @ Menara Bursa, Kuala lumpur

Capturing the global Halal market at the largest Halal showcase in Malaysia.

25th Mar



As a confirmation for Muslim customers that the food served is Halal and is in accordance with Islamic Law.

CHERRER

- Assure customers that the food served is Halal and healthy and the premise's hygiene and sanitation procedures are in top-notch.
- Widen the range of customers by attracting Muslim customers and non-Muslim who are Halal consumers.
- Increase revenue and enhance product marketability especially to Halal consumers.











Sharing knowledge in Export Excellence Awards at lexis Suites, Penang.

As a company that exports to over 40 countries, Joe was invited to be a panelist during the Export Excellence Awards roadshow. Having been in the business for over a decade, he has accumulated sufficient experience to advise on exporting matters with the SME.

Exporters told to learn regulations in their exporting countries

By M. MAGESWARI
mages@thestar.com.my

KUALA LUMPUR: Exporters need to know the importing countries' regulations when exporting their products to ensure smoother trans-

"For example, the labelling of products will depend on the importing country," said Linaco Manufacturing (M) Sdn Bhd manag

ing director Joe Ling.

"Also, exporting companies may need to modify their products to meet the foreign country's safety. and security codes and other import

restrictions.
"Modifications are often necessary to satisfy the importing coun-ry's labelling or packaging requirements, said Ling who was a panel-list at a forum on Critical Aspects for Exporters during the Export Excallence Awards 2019 readshow in Penang.

He told the 100 attendees that

knowing the importing countries' requirements, market demands and maintaining the quality of products would contribute to success in export.

Branding is also crucial and Ling urged exporters to utilise national rade promotion agency Malaysia External Trade Development Corp's



Ling: Modifications are often necessary to satisfy the importing country's labelling or packaging requirements.

(Matrade) services.

By leveraging on Matrade and their wide network, we would automatically gain some instant branding Participation in international trade exhibitions is considered branding but it has to be consistent on a yearly basis.
"Some trade visitors might not

raik to you during the first time but they will eventually engage you because of your consistent partici-pation," he said, adding that booth

size at trade expos made a differ-

Ling said businesses venturing into export markets should network with the export fraternity, join asso-ciations, seek advice from experienced exporters and even visit the importers.

He revealed that one of the tough-

est lessons he has learnt over the years was bad debts as a result of not getting enough information on the customer's background

ARE YOU AN EXPORT LEADER?

He shared that challenges in the export business included the export and import process, payment, lan-guage barrier, finding the right importer, different time zone and

On the export and import pro-cess, he said exporters have to arrange for shipment from port to port, container loading, accurate shipping documents, cargo arrival, import clearance, Customs inspec-

tion and delivery to the customer.

Any mishandling of cargo, or error in procedure and documents would delay the entire process and cause the exporter to incur penalty charges, he said.

As for payment, he said there have been cases of customers refusing to remit under bank-issued letters of credit due to their lack of

ters or tream due to mean tack of knowledge in preparing the required shipping documents. Also, delays in telegraphic trans-fer payment by the customer could affect bank charges due to fluctuat-ing currency rates, he said.

ing currency rates, no said.

On challenges in food and beverage exports. Ling listed geography and transit time, shelf life, import duties and tax, cargo handling, weather as well as peak and non-neak seasons. peak seasons.

peak seasons.

The next roadshow will be at
New World Petaling Jaya Hotel in
Selangor on April 30. To register, go

to www.exportanara's.com.my Star Media Group in partnership with Standard Chartered launched the inaugural Export Excellence Awards 2019, with PKT Logistics as co-sponsor and Matrade as patron. The seven main award categories are electrical and electronics, cil and gas; chemical, mineral and alloy; agriculture; machinery, equipment and automation; servic-

cs; and other industries.

Three companies will receive the
Exporter of the Year title, while a special award will be given in the halal products category.

Desdine for entry submission is Aug 2, and winners will be announced at the awards ceremony



Going Big on MIHAS at MITEC. Kuala Lumpur 3rd-6th April

As a platinum sponsor for MIHAS 2019, we have opened booths for all of our in-house brands. Particularly, we were excited to showcase our new soy sauce range founded by the century-old Yuen Chun Industries (YCI) and homegrown brand TapeMe.











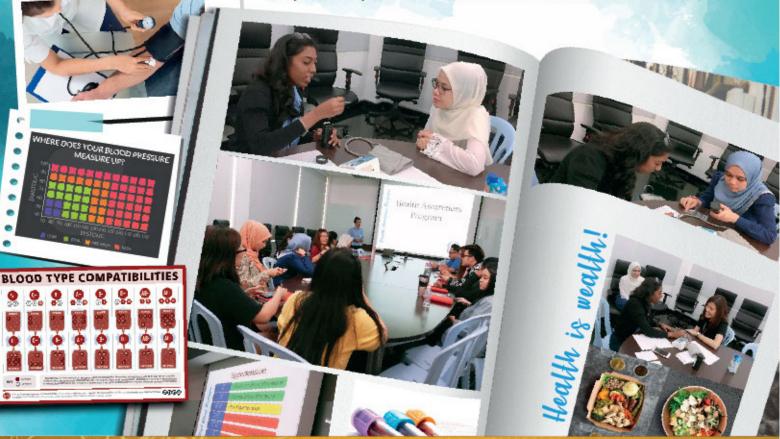


Laboratory tests check a sample of your blood, urine, or body tissues. A technician or your doctor analyzes the test samples to see if your results fall within the normal range.

Health check!

30th April

Our employees took part and received complimentary basic health check carried out by Oxford diagnostics. The first health check and talk helped our colleagues to identify risks and health, and may potentially capture more severe health issues early when they are easier to treat. Health is wealth!





Let's cook with nisabakri° eksklusif@ MYDIN

1st - 5th May









My Kasih Sports Day at SK Sungai Bumbun (A) 4th May

We celebrated growth through physical activity. Students spent the day playing various sports and competing between grade levels. The activities foster friendship, teamwork, fair play and even challenging personal limits. Overall it was an exciting fun day filled with lots of joy and laughter.

We continue to partner with NGOs in their initiatives to make the world a better place.



TBY Conference 6th-7th May at Sheraton Imperial Kuala Lumpur.

Linaco is an advocate of building and giving especially to the needy children and poor. The spirit of giving-back started from our Group Chairman and the shareholders and until today, each of us are proud to be a part of this noble intentional CSR initiatives. We continue to partner the NGOs in all their initiatives to make the world a better place.





CONFERENCE - KUALA LUMPUR 6-7 May 2019 • Sheraton Imperial KL









Buka Puasa at Unique Seafood Subang Jaya

17th May



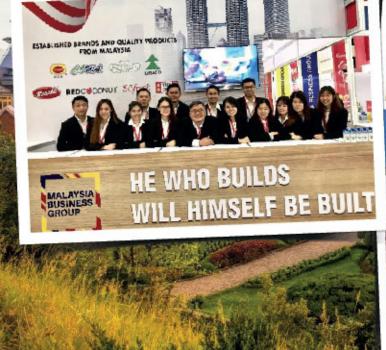
"Being able to mingle around with multiracial during lifer was the most astonishing moment in my life as I can sense the feeling of unity and of course, the delicacies and beverages that were served on that day were filling and thirst-quenching!"

Did you know? Our coconut milk canning line has the yearly capacity of up to 50 million cans?



















Want to know more? Go and catch hold of him-lah...

The Star Export Excellence Awards Roadshow at Doubletree Hilton,

Johor Bahru

Part of the sharing was "What is branding to LINACO?" and Joe summarized it by breaking into 3 components; Company, People, Product.





Hey! Did you know that Rasaku Coconut Milk is available in Japan? Check out our "kawaii" packaging design!

Preaking ice with Pethesda House's Children at Chester Old Folks Home 22nd June

Fifteen children from Bethesda House had a joyful Saturday with thirteen staff-volunteers from LINACO. The morning started with McDonald's breakfast before they leave for Chester Old Folks Home in Rawang together. Volunteers prepared food like "Chikuteh" (using herb packets from Claypot – a brand under LINACO!) and fruits for twelve old folks while the children prepared a performance to interact with the old folks. They managed to do some simple gardening at the old folk's home. The old folks enjoyed the company of the children from Bethesda Home. Many of the children from Bethesda House come from families of single parent and difficult background. Some children shared their feelings of the yearning to be close with their family members to volunteers from LINACO. It was indeed a time for reflection and gratitude.



Rasakii



Bethesda House
(Hope for Children Mission
Centre) located in Bandar Country
Homes Rawang, is a shelter home
for children as young as 7 years old
coming from dysfunctional
families. Linaco has been
supporting this children home
since year 2014.





"My favourite is still hole #19?"

General Manager Linaco Food Industries Sdn Bhd

Looking over lush green lawn that sprawls across 250 acres of land and with occasional well-placed palm trees, water feature and sand traps, the picturesque sight is indeed inviting in an otherwise hot afternoon sun. The desire to strike the ball well throughout the 18-hole golf course can well be associated with a confident kid yearning to outrun everybody else in the race. As you make the first tee-off, tension builds up like a mercury shot up in a thermometer and it didn't help with many pairs of eyes looking forward to see how well the shot is going to be. Much to my disappointment, the ball went into the rough and although the grass was fairly trimmed, the sight of the ball was obscure. To add salt into the wound, all the other players were hitting well and I was mumbling to myself that I should be hitting in that manner too. As the game progress, you try to salvage whatever you can to keep the game and hope alive. Finally, you end up trying to keep the ball in the line so that the game doesn't get stalled with you trying to search for your ball.

Such was the scene 2 years ago when I encounter this golf game in a serious manner. The sheer disappointment faced over and over again would be enough for many people to put the game on RIP. But I was determined to see through what I have started and dispel many people's belief that becoming a single handicapper in 3 years was not possible. Well I do not have the answer yet on whether it can be done or not as there is still a year left for it. But coming this far without ever giving up is a success on its own already. I may not reach the target within the time frame but I do know that I am halfway to the moment that I would be proud of. Talent alone gives you the advantage but sheer determination coupled with hard work will bring you a long way in whatever things that you do. Certainly, there are sacrifices to be made, i.e. time, money, family, etc but you will live a proud moment in life to be told. You may not have the speed of a rabbit but you will certainly reach there as a tortoise. And after all, besides God, you are the master of your own destiny and you write your own narrative of achievements to be remembered.

So stay tune for another year to see if I can debunk the myth of becoming a single handicapper in 3 years' time.

If you have the heart, passion, discipline & a people person, there's definitely a place for you at Linaco Group. Interested to discover your purpose with Linaco family? Email your resume to: hrm@linaco.com.my





LINACO RESOURCES SDN. BHD. No.17, Lorong Keluli 1C, Taman Perindustrian Bukit Raja Selatan, Seksyen 7, 40000 Shah Alam, Selangor Darul Ehsan.



SANTANKU SDN. BHD. Lot No 111, Jalan 28/10A, Taman Perindustrian IKS, 68100 Batu Caves, Selangor Darul Ehsan.



YUEN CHUN INDUSTRIES SDN. BHD. No.18, Lengkuk Teknolog Taman Teknologi Enstek (Fasa 1), 71760 Bandar Enstek, Negeri Sembilan Darul Khusus.



LINACO MANUFACTURING (M) SDN. BHD Batu 7, Lot 5261 Kg. Kelicap, Off Jalan Senggarang, 83200 Batu Pahat, Johor Darul Takzim.