

AEC GATEWAY

VOL. 1 NO. 1 JANUARY - DECEMBER 2018

VIETNAM
EDITION



GATEWAY
TO SUSTAINABLE
SUCCESS IN
THAILAND'S
INDUSTRIAL
Growth to Vietnam

MARKETS
AEC

CEO VISION

Create your inspiration to business achievement with Abpon and Boonyium, known as "Thailand business leader".

FACTORY LISTING

Gather useful information with a list of companies in industrial zone in Ho chi minh city and Hanoi.

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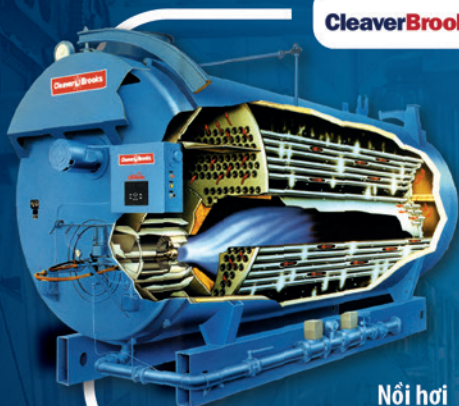
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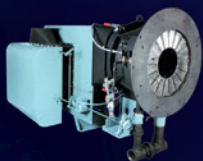
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Thiết bị hệ thống khí

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TECHNOLOGY PLAYS A CRITICAL ROLE IN BUSINESS DEVELOPMENT



The world we live in today is mostly depended on technology especially, industry, most entrepreneurs have to adjust their marketing models to the technology that is always changing. Technology plays critical roles in business development, market expansion, organizational growth, commercial opportunities including creating competitive advantage over competitors.

As Brandex Directory is the advertising service provider, we continue to develop our product with combination between technology and innovation appropriately. We modernize the digital media as the technology trend. We adjust the technology to the media by AR Technology. We apply 3D animation to the media for creating animated advertisement through application called **Pi MAR**, a new innovation is applied to magazine and simply to download on app store and play store. We publish our magazine as local languages of CLMV countries (Cambodia, Laos, Myanmar, Vietnam) and upload in form of online electronic book on www.ebookstore.aecgateway.com.

With the launching of Brandex over 15 years, we are the consulting company who provide professional advice service to suppliers, purchasing officers and wholesalers in industrial enterprises. We are the media leader who applies modern technology as well as new innovation to different types of printed media. Moreover, we search the international market as the representative of Thai entrepreneurs in order to make business connections with foreign entrepreneurs through events and business matching. We intend to support Thai industry to move forward with achievement and efficient growth.

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04

EDITOR'S NOTE

Technology plays critical roles in business development, market expansion, organizational growth, and etc.

Content

AEC GATEWAY

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CEO VISION

“ Smart leadership is to strengthen organization with ongoing development ”

Prisana Anantnakin

Managing director
Abpon Co., Ltd.



07

CEO VISION

Palachai Meesook

Managing director
Boonyium & Associates Ltd.

“ Effective management is the key to successful innovation leadership ”



Exhibitions

Strengthen your business relationships through exhibitions.

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Become a partner

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“ SMART LEADERSHIP

IS TO STRENGTHEN ORGANIZATION WITH
ONGOING DEVELOPMENT ”



Q.

Nowadays, Thailand's economic model is transformed into Thailand 4.0 which is driven by innovation, technology and creativity. Do you think this transformation will affect to your business among Thailand's economic fluctuations?

A.

Abpon Co., Ltd., one of the leading fastener and industrial parts manufacturers in Thailand, provides a complete range of fasteners, industrial parts, chemical products according to international standards. We also support made to order special size screws service to meet customers' needs. With more than 40 years' experience, we continue to develop our organization with effective personnel development and excellent customer service.

Nowadays, technology and innovation offer opportunities to grow the business. As we are in the manufacturing industry, we always adjust marketing and financial plan for coping with unpredictable future. We continue to develop our products in order to catch up with technology trends and create competitive advantages. In return, technology can affect to negative side for example, some products which customers need are obsolete because something better has been invented. Consequently, smart leadership is to strengthen organization with ongoing development.

“EFFECTIVE MANAGEMENT IS THE KEY TO SUCCESSFUL INNOVATION LEADERSHIP”

Q.

Nowadays, Thailand's economic model is transformed into Thailand 4.0 which is driven by innovation, technology and creativity. Do you think this transformation will affect to your business among Thailand's economic fluctuations?

A.

Certainly, Technology and innovation is unavoidable whether company limited or any organization. Our company, Boonyium & Associates Ltd. is concerned with machinery and thermal energy. We are the representative of global brands such as CLEAVER BROOKS, FULTON, A.O.SMITH, OILION, TANDEX, ELLIOTT, MAXON for providing sales and installation services for steam boiler, industrial boiler, water heater, oil and gas burner, and etc. With ongoing development of technology and innovation in the digital age, we need to adjust our business to the trend and update the new innovation for serving products and services as customers' needs and satisfaction. We apply automation (automatic control without human assistance) to develop our products to be SMART Boiler, the newest innovation which is designed to save time, labor cost, and also provide accurate information through smartphone. However, we believe that effective management is the key to successful innovation leadership in the digital age.



AEC GATEWAY

CENTRAL MEDIA

GATHER INFORMATION OF PRODUCTS AND SERVICES IN CLMV COUNTRIES.

Outstanding with advertising published in local languages, produced by Thai creativity.

We make connection with Entrepreneur, Importer- Exporter, Investor and Service Provider In CLMV countries with the concept of

“AEC Gateway
Commercial connection to AEC markets **”**



The structure of **AEC Gateway** contains six channels



1 PRINT PUBLISHING

Lists of entrepreneur, importer-exporter, investor, service provider in CLMV countries including Thailand's industrial advertising will be covered in AEC GATEWAY, directly distributed to target groups in industrial business and also provide useful business information and marketing guide in CLMV.

2 Pi MAR AR MEDIA

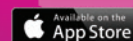
Applying new innovation to print publishing. Nowadays, the world is driven by technology and innovation. As we are advertising service provider, we continue to develop our products to be more modern with applying new technology called AR (Augmented reality).

Application Pi MAR

New innovative application called Pi MAR, makes printed advertising come alive and more fascinating with various features, such as animated advertising, website, presentation with local languages, communication through emails and phone calls.



Free Download

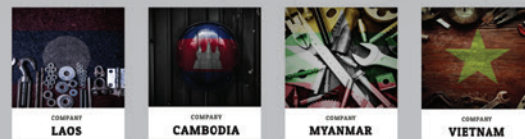


3 www.AECgateway.com CENTRAL COMMERCIAL WEBSITE IN SOUTHEAST ASIA

Find out more information of products and services in CLMV countries by visiting our website which supports four main languages of each country.



Focusing on
Keyword in local languages
Easy to approach local people in CLMV

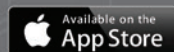


4 THAIFAC APPLICATION

Provide users with useful information of products and services in CLMV countries through application which is easy to search on smartphone devices.



Free Download



5 E-BOOK

The most popular media for readers in the digital age, an electronic book, can be viewed on smartphone devices and uploaded through

www.AECgateway.com/ebook

Download free e-book
Easy to share on social media



6 ACTIVITIES

Promote Thailand's industrial business in AEC Gateway through the international exhibitions in ASEAN countries - with over 20 events in a year, including road shows in industrial estates.



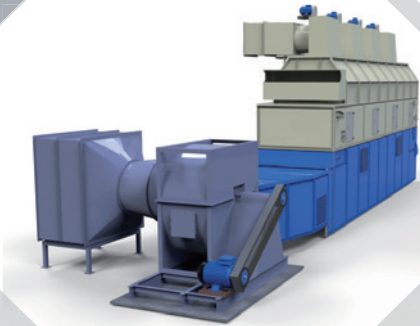


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Association



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3rd Edition



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Máy bể + Van giảm áp



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Máy tách cyclone +
Máy hút bụi



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Van giảm áp



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 www.aircooltech.net

 www.aircontrol.in.th



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Air Cool Tech

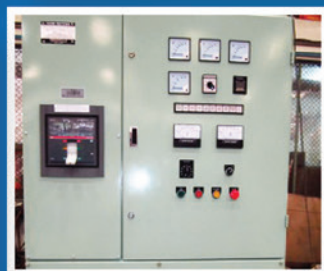
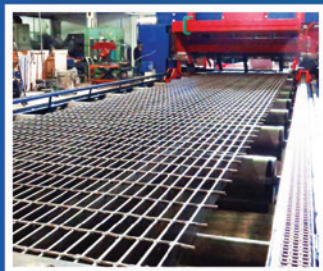
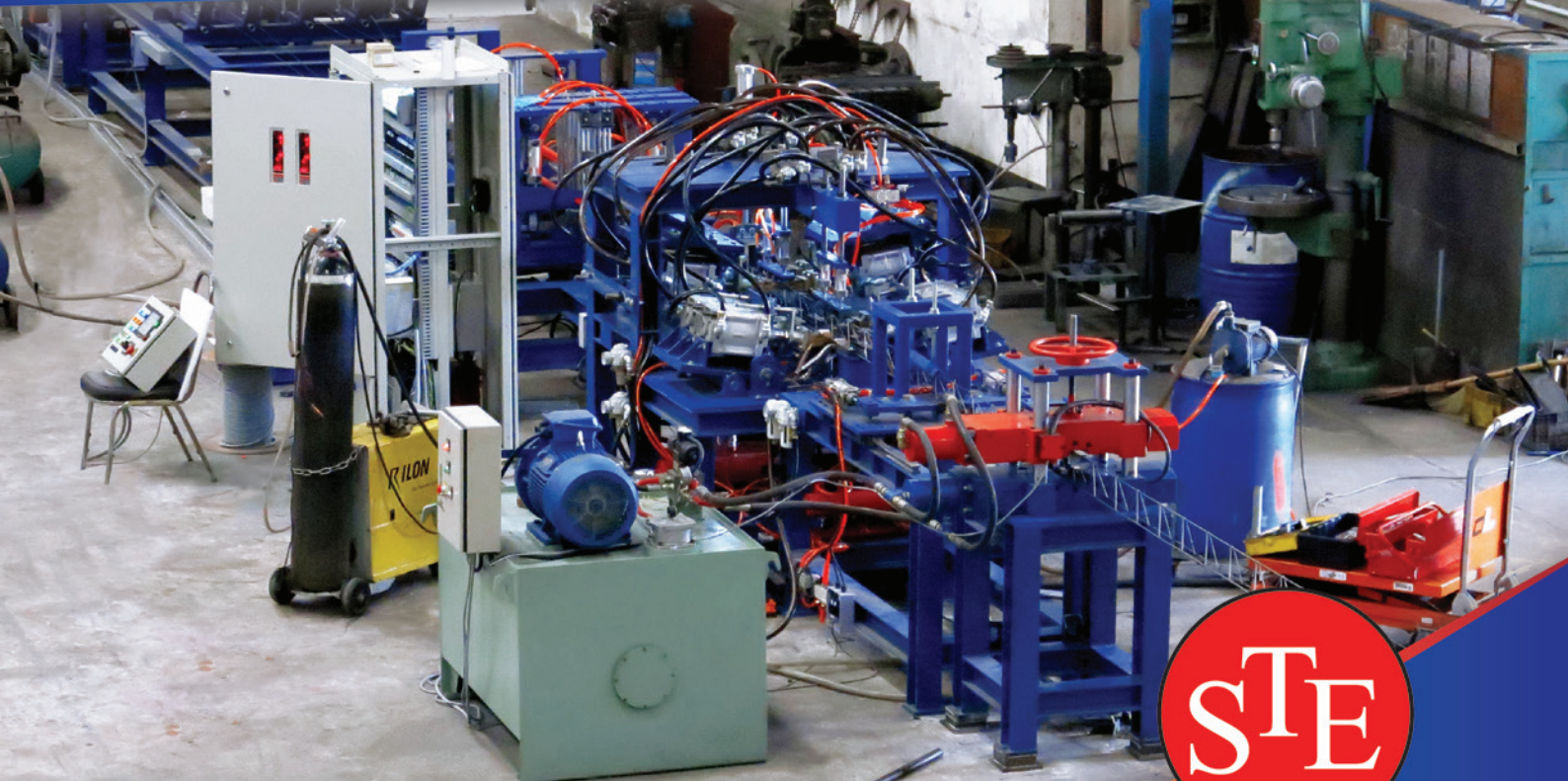
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Cao su gối



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Polyurethane



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PREMIUM

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f Rubberkeychain

LINE @bpremium

🎁 Thảm lót cao su tại quầy bar



🎁 Miếng lót ly chất liệu cao su



🎁 Móc chìa khóa



🎁 Thẻ hành lý



Vòng tay cao su



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- Thảm lót cao su tại quầy bar



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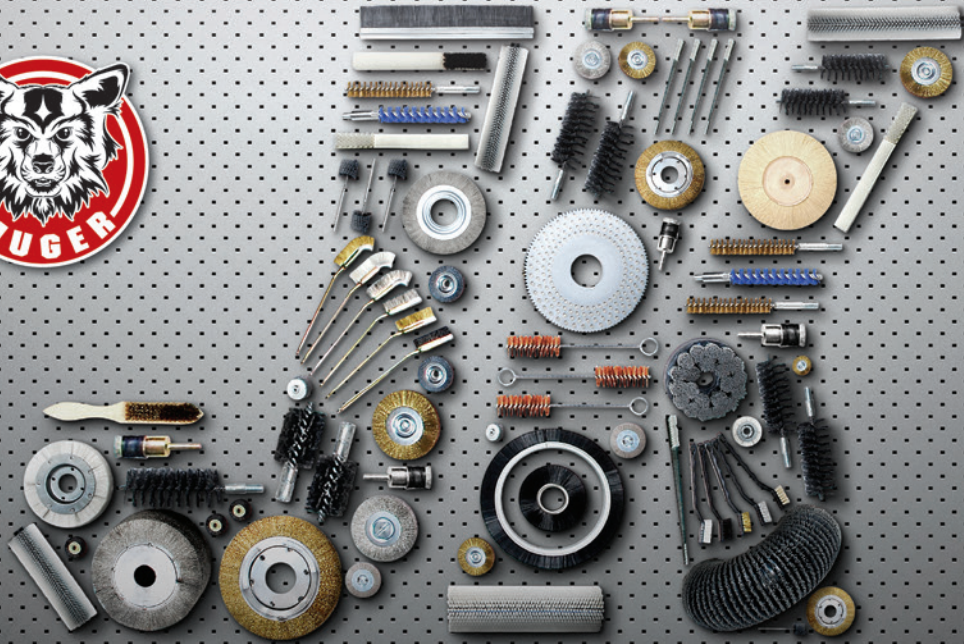
📍 FACTORY

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Chuyên gia của chúng tôi sẽ cung cấp các dịch vụ tư vấn để giúp bạn chọn loại bàn chải phù hợp với các nhu cầu của bạn



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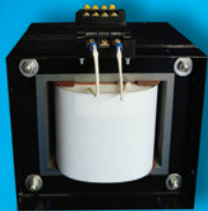
với 1 VA đến 500 KVA chuyển đổi điện từ 1 V đến 5000 V



Stable Transformer Co., Ltd.

Có rất nhiều biến áp để bạn lựa chọn

- Biến áp tự động dùng để chuyển đổi điện chung
- Biến áp áp dụng với thiết bị, máy móc cho ngành công nghiệp tổng quát
- Biến áp dùng để chuyển đổi trong nhà máy công nghiệp nói chung
- biến áp thông thường với tủ theo nhu cầu của khách hàng
- Biến áp cách ly thích hợp để chuyển đổi các thiết bị điện có nhiều sóng điện



Vật liệu dùng cho sản xuất có tiêu chuẩn

mọi loại hàng hoá **Đảm bảo chất lượng 1 năm**

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Hotline : +668 1917 6359, +668 6786 8265



BECOME A PARTNER

Join an elite channel to promote your products and services for business expansion.

The best partner for industrial business, AEC GATEWAY, is the representative of entrepreneur, importer-exporter, business owner, and etc. to create opportunities and competitive advantages for achieving the business goals. As a partner, you will get more benefit to showcase products and services on both print publishing and digital media.

The magazine is published in local languages of CLMV countries and also distributed to target groups in industrial estates including exhibitions in Thailand and other countries in AEC.

Advertising Packages

Standard rate \$1,500/year

1. Print publishing "AEC GATEWAY"
 - Full page Advertising with local languages
2. Website
 - Online product items on www.yourname.AECgateway.com
 - Banner link to your website
3. Multimedia
 - Make printed advertising come alive through application called Pi MAR.

Remark

Offer a special discount of 15% for registered customer in the exhibitions.

For more information:

Brandex Directory Co., Ltd.

16/26 Onnut 74/1, Pravat, Bangkok 10250 Thailand.

Tel : +662 320 5915 (Auto line) Fax : +662 320 5918 E-mail : Afnan.brandex@gmail.com Line ID : @brandexdirectory

S.S.M. INDUSTRY

COMPANY LIMITED

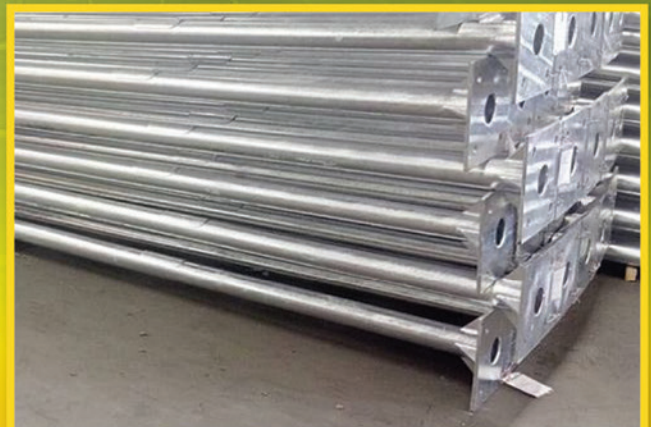
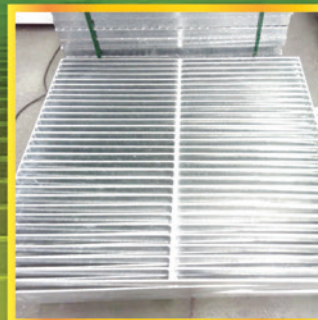
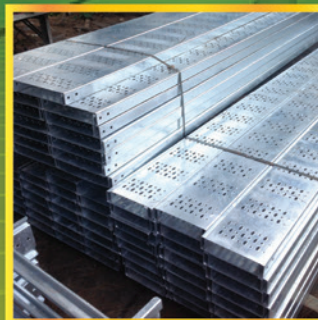


THIẾT KẾ VÀ SẢN XUẤT



THIẾT BỊ VÀ BỘ ĐIỀU
KHIỂN CHO HỆ THỐNG

- GIỎ CÁP • THANG CÁP • CỘT ĐÈN • GIA CÔNG/LẮP RÁP
- PALLET XẾP CHỐNG • LÀM THEO ĐƠN HÀNG
- KHUNG GIÁ ĐỠ TẮM PIN MẶT TRỜI



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