

CONGRATULATIONS!

New Technology! New Business! New Profit!

SECRET WEAPON TOP AREAS / TOP BRANCHES FOR THE YEAR 2009

I. SECRET WEAPON 10ML CATEGORY

Top Area - Regional Manager Category:

Rank	Areas Covered	Regional Manager	No. of Areas Handled	Secret Weapon Move Out as of January to December
1st Place	Mindanao Area	Ms. Beth Andamon	6 areas including the Central Luzon Area	2,744 bottles
	Central Luzon Area			390 bottles

TOTAL 3,134 bottles

2nd Place	Visayas Area	Mr. Alvin Guzon	8 areas including Bicol Area	1,569 bottles
	Bicol Area			521 bottles

TOTAL 2,090 bottles
GRAND TOTAL 5,224 bottles

Top Branch Category

(Move Out as of January to December 2009)

Congratulations to the following:

Area	Branch	Supervisor	Move out as of January to December 2009
Central Mindanao	PASI Koronadal-Zulueta	Ms. Dahlia Emas	662 bottles
Bicol Area	PASI Legaspi - Imperial	Ms. Maureen Abar	123 bottles
Western Visayas II	PASI Iloilo - Valeria	Ms. Evangeline Briosos	93 bottles
Southern Mindanao	PASI Davao - Lapu-lapu	Ms. Alene Casiro	75 bottles
Central Luzon	PASI Puerto Princesa - Malvar	Mr. Jose Roland Planas	68 bottles
Central Visayas II	PASI Talibon - Poblacion	Mr. Dionesio Mangubat	64 bottles
Eastern Visayas-Samar	PASI Calbayog - Navarro	Ms. Ma. Teodora Laure	54 bottles
Western Mindanao I	PASI Ozamis - Capistrano	Ms. Cherry Castellano	52 bottles
Northern Mindanao	PASI Cagayan - Puerto	Mr. Jonas Malasarte	52 bottles
Western Mindanao II	PASI Sindangan - Quezon	Mr. Ermerto Gomolon	51 bottles
Western Visayas - Negros Occidental	PASI Bacolod - Mabini	Mr. Ismaelito Ugat	50 bottles
Eastern Visayas-Leyte	PASI Ormoc - Burgos	Mr. Rosalio Senoc	31 bottles
Cebu North	PASI Toledo - Katipunan	Ms. Gracelyn Gempisao	23 bottles
Cebu South	PASI Dalaguete - Public Market	Ms. Rovilin Iballe	15 bottles

Top Area Category

(Area Move Out as of January to December 2009)

Congratulations to the following:

1st Placer - MINDANAO AREA

Area	Area Manager	No. of Branches	Area Move Out as of January to December 2009
Central Mindanao	Ms. Revilin Te	11 branches	1,665 bottles
Southern Mindanao	Mr. Dino Carpentero	10 branches	394 bottles
Northern Mindanao	Ms. Nenita Tolentino	14 branches	337 bottles
Western Mindanao II	Mr. Danilo Dioquino	7 branches	174 bottles
Western Mindanao I	Ms. Lourdes Abuyan	9 branches	174 bottles

TOTAL 2,744 bottles

2nd Placer - VISAYAS AREA

Central Visayas II	Mr. Marlo Gempisao	10 branches	508 bottles
Western Visayas II	Ms. Elene Tuquib	14 branches	341 bottles
Eastern Visayas-Samar	Ms. Wilma Peñaflor	12 branches	277 bottles
Eastern Visayas - Leyte	Ms. Nimfa Buenafe	12 branches	191 bottles
Western Visayas - Negros Occidental	Mr. Diomedes Tuquib	9 branches	146 bottles
Cebu North	Ms. Merly Maglasang	10 branches	54 bottles
Cebu South	Mr. Rolando Lambayan	9 branches	52 bottles

TOTAL 1,569 bottles

3rd Placer - CENTRAL LUZON & BICOL AREA

Bicol Area	Mr. Jose Noynay	10 branches	521 bottles
Central Luzon Area	Mr. Alejandro Placino	14 branches	390 bottles

TOTAL 911 bottles

II. SECRET WEAPON 20ML CATEGORY

Top Area - Regional Manager Category:

Rank	Areas Covered	Regional Manager	No. of Areas Handled	Secret Weapon Move Out as of January to December 2009
1st Place	Visayas Area	Mr. Alvin Guzon	8 areas including Bicol Area	2,315 bottles
	Bicol Area			344 bottles

TOTAL 2,659 bottles

2nd Place	Mindanao Area	Ms. Beth Andamon	6 areas including the Central Luzon Area	2,105 bottles
	Central Luzon Area			538 bottles

TOTAL 2,643 bottles

GRAND TOTAL 5,302 bottles

Top Branch Category

(Move Out as of January to December 2009)

Congratulations to the following:

Area	Branch	Supervisor	Move out as of January to December 2009
Central Mindanao	PASI Coronadal - Zulueta	Ms. Rachelle Sugang	403 bottles
Southern Mindanao	PASI Tagum - Quezon	Ms. Michelle Batiancela	150 bottles
Bicol Area	PASI Legaspi - Imperial	Ms. Maureen Abar	96 bottles
Western Visayas II	PASI Ilo-Ilo - Valeria	Ms. Evangeline Briasas	89 bottles
Central Luzon	PASI Sta. Rosa - Balibago	Mr. Jharfie Bungalon	86 bottles
Western Visayas - Leyte	PASI Tacloban - Burgos	Mr. Ritchie Gallardo	81 bottles
Central Visayas II	PASI Dumaguete - Mabini	Mr. Vergelio Retuerto Jr	77 bottles
Northern Mindanao	PASI Cagayan - Hayes	Ms. Helen Gonzales	76 bottles
Western Visayas	PASI Bacolod - Mabini	Mr. Ismaelito Ugat	64 bottles
Western Mindanao I	PASI Ozamis - Zamora	Mr. Nido Jamulin	62 bottles
Eastern Visayas - Samar	PASI Catbalogan - Bartolome	Ms. Rachel Sembrero	48 bottles
Cebu South	PASI Cebu - JuanLuna	Mr. Pepito Ladeza	45 bottles
Western Mindanao II	PASI Sindangan - Quezon	Mr. Ermerto Gomolon	42 bottles
Cebu North	PASI Manadaue - Highway	Mr. Jackson Brua	26 bottles

Top Area Category

(Area Move Out as of January to December 2009)

Congratulations to the following:

1st Placer - VISAYAS AREA

Area	Area Manager	No. of Branches	Area Move Out as of January to December 2009
Western Visayas II	Ms. Elena Tuquib	14 branches	695 bottles
Central Visayas II	Ms. Marieche Cosas	10 branches	506 bottles
Eastern Visayas - Leyte	Ms. Nimfa Buenafe	12 branches	357 bottles
Eastern Visayas - Samar	Ms. Wilma Peñaflor	12 branches	262 bottles
Western Visayas - Negros Occidental	Mr. Diomedes Tuquib	9 branches	212 bottles
Cebu North	Ms. Merly Maglasang	10 branches	150 bottles
Cebu South	Mr. Rolando Lambayan	9 branches	133 bottles

TOTAL 2,315 bottles

2nd Placer - MINDANAO AREA

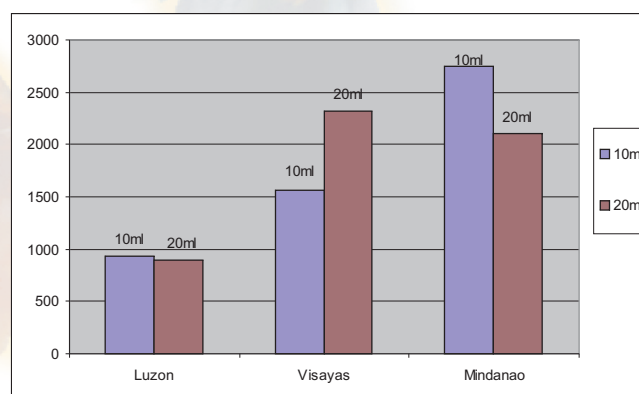
Central Mindanao	Ms. Revin Te	11 branches	827 bottles
Southern Mindanao	Ms. Beth Andamon	10 branches	458 bottles
Northern Mindanao	Ms. Nenita Tolentino	14 branches	410 bottles
Western Mindanao I	Ms. Lourdes Abuyan	9 branches	274 bottles
Western Mindanao II	Mr. Edwin Agon	7 branches	136 bottles

TOTAL 2,105 bottles

3rd Placer - CENTRAL LUZON & BICOL AREA

Central Luzon Area	Mr. Alejandro Placino	14 branches	538 bottles
Bicol Area	Mr. Jose Noynay	12 branches	344 bottles

TOTAL 882 bottles



Place your order now to PASI main central office

HEALTHY BODY ENDURANCE AGILITY LIVABILITY TOUGH HARD TO KILL
TEXT Secret Weapon 09184404021

ASSESSMENT of 2009 PERFORMANCE of PASI for SECRET WEAPON

“The **KEY SUCCESS Factor** for 2009”

A. **Sikreto ng Kampeon Day** (Merchandising) to all PASI Central Mindanao Branches.



...pictures taken from **Sikreto ng Kampeon Day** in PASI Central Mindanao branches...

B. **10+1: Promo Deal** to all PASI Central Mindanao Branches, wherein they implemented said scheme to their loyal dealers. Under the said promo, the 10+1 promo deal is free of charge of which majority of the volume went to their dealers.

C. Conducted **9 seminars** to dealers end user customers (representing PASI Central Mindanao branches such as Mansanitas, Cagampang, Polomolok, Koronadal, Kidapawan 1 and 2 and Kabacan) - This is to support the placement made by PASI dealers as brand building activities while helping them in their load out activities.



...pictures taken from conducted cockers' seminar to support Central Mindanao branches...



...pictures taken from other Salinas' supports like farm visits and cockpit promo to support PASI Central Mindanao branches..

D. Part of the brand building activities in every PASI Central Mindanao outlets including their dealers is by providing a promo of **"1bottle = 1 CD"** promo for all users. As a result, OTC staffs enjoyed selling Secret Weapon.



E. **"CATEGORY MANAGEMENT" LIQUID MINERAL CATEGORY** - As a support to PASI main branch in an area, after creating the load in sales, brand building activities, load out sales, we have provided and installed our first **liquid mineral category glass shelves** in **PASI Mansanitas branch, GenSan City**. The said shelves (depot) represent availability of all Secret Weapon products and skus from 10ml, 20ml, 120ml up to 1 liter that will cater the Whole Central Mindanao branches requirement, from the end users, to their dealers. We also included in the said display the **liquid mineral product for human** called **NIGARI**, our **KONTRA MINERAL DEFICIENCY Powdered Mineral Boosters** such as **Feedmate** (for swine), **Ranchers** (for Cattle, Horses, Sheep and Goat) **Poultrymate** (for poultry) which are **now selling well in Central Mindanao**.



F. **PASI Koronadal - Zulueta Branch** : Able to motivate a **Regional Distributor** who happens to own a poultry Supply that distribute SECRET WEAPON to Municipalities and farthest barangays not being served by PASI CENTRAL MINDANAO branches.

In summary, the above **KEY SUCCESS FACTORS** contributed to the 2009 performance of PASI CENTRAL MINDANAO. We believe that the outcome of their performance are doable in your area. interested areas/ branches who would want to become the next **TOP AREA AND BRANCH** based on moved out per area are all invited to join by inviting **SECRET WEAPON TEAM** to visit your area to discuss our program for 2010.

Iwasan ang
**"Mineral Deficiency
Syndrome"!**
Gumamit ng
Secret Weapon!



The **enterprise**

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Editors:

Johnny Khong Hun
Glenn John Khonghun
Vincent P. Tansiongco

Articles in this Issue by:

Sammy Alejandrino
Layout:
Ruth G. dela Torre