

# DISCOVER PATTAYA

CONGRATULATIONS  
KHUN VARINNICHA TANGRAINTONG  
BEST CEO WEALTH ASSET GROUP



3 SOUTHEAST ASIA AWARDS  
THE RHINE CONDOMINIUMS

COMPLIMENTARY COPY





## NOT ONE, NOT TWO BUT THREE GREAT AWARDS AT THE DOT PROPERTY SOUTHEAST ASIA AWARDS 2020

CONGRATULATIONS TO KHUN VARINNICHA TANGRAINTONG (BEST CEO) AND HER TEAM.

AT THE RECENT SOUTHEAST ASIA PROPERTY EVENT HELD AT THE STUNNING AND NEW FOUR SEASONS HOTEL BANGKOK ON THE CHAO PHRAYA RIVER. WEALTH ASSET GROUP SCORED A HAT TRICK WITH A TOTAL OF 3 AWARDS

BEST DEVELOPER (BOUTIQUE RESORTS) – WEALTH ASSET GROUP  
BEST INNOVATIVE INVESTMENT PRODUCT – THE RHINE CONDOMINIUM  
BEST BOUTIQUE CONDOTEL (RENTAL PROGRAMME) - WEALTH ASSET GROUP

## NOT ONE, NOT TWO BUT THREE FANTASTIC PROJECTS FROM WEALTH ASSET GROUP

### THE RHINE CONDOMINIUM JOMTIEN

ALREADY UNDER CONSTRUCTION THIS CONDOMINIUM IS THE FIRST ONE IN THE PATTAYA AREA FOR THE WEALTH ASSET GROUP AND ALREADY EXTREMELY POPULAR AMONG INVESTORS.

### THE RHINE 2 RESIDENCE

LOCATED IN THE HEART OF PRATUMNAK CLOSE TO THE SEA. A WELL KNOWN LUXURIOUS AND RESIDENTIAL AREA OF PATTAYA

### THE RHINE 3 BY THE SEA

TO BE LOCATED ON 7 RAI OF LAND IN BEAUTIFUL BANG SARAY THIS THIRD CONDOMINIUM PROJECT WITH THE BENEFITS OF AN EASY ACCESS TO MOTORWAY LINKS TO BANGKOK WHILST BEING CLOSE TO FIRST CLASS GOLF COURSES, INTERNATIONAL SCHOOLS, SILVER LAKE AND WATERPARKS AND THE SCENIC BEAUTY OF THE CHARMING SEA FRONT AREA THAT IS BANG SARAY.





# INVESTMENT PROGRAM THE RHINE PROJECT

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WEALTH ASSET GROUP  
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### *This Month in Discover Pattaya*

At the time of writing what I had hoped to have been a welcome to a better year message, I find myself resigned to yet more weeks of roller-coaster emotions. It was only very recently that the charity events we covered were sold out and Christmas bookings for our restaurants and hotel clients, a sure indication of better times.

With visitors coming in via domestic tourism especially from Bangkok at the weekends, and beautiful new resorts and restaurants launching in Pattaya. Plus news of vaccines and the lifting of visa restrictions it seemed that there would be much to celebrate. However, if 2020 has taught us anything it has been that we need to keep alert and resourceful to survive and be ready for the swerve balls this pandemic keeps throwing at us.

One customer recently queried the need to put themselves out to a community that already knows them. Well, I would like to draw your attention to our article on Apple. Everyone in the world knows the brand yet Apple continues to have a marketing budget and while we all wait for more tourists to finally arrive if there is a finite number of potential customers for you - better keep them than have your competitors steal them away.

We are always happy to discuss new ideas with you to help both the ex-pat and Pattaya residents community which I am sure will be as indomitable this year as they were the last.

Good luck Everybody!

Gloria



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To read more about Excelsior please turn to pages 46 and 47







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## Coming Soon to The Small Screen



### Cobra Kai Season 3

Following on after the High School karate riot between the Cobra Kai and Miyagi-Do. We find out what happened to Miguel after he was kicked over the balcony by Robby. And Kreese is now in control of Cobra Kai after ousting Johnny and setting his students against him. Another shot of nostalgia as we find out what happened to the characters from the Karate Kid movie thirty years after the 1984 All Valley Karate Tournament. Ralph Macchio and William Zabka reprise their roles along with Martin Kove as Sensei John Kreese.



### Wandavision

Somehow Wanda and Vision are living an ideal suburban life in the small town of Westview reminiscent of a 1950's sitcom. Now just wanting a quiet life they hide their powers. As time moves on the couple begin to suspect that things aren't as they seem. Disney+ television miniseries based on the Marvel Comics characters Scarlet Witch and Vision. Set inside the Marvel Cinematic Universe taking place after the events of 2019's Avengers Endgame. Elizabeth Olsen and Paul Bettany reprise their roles.



### Snowpiercer: Season 2

Sean Bean makes an appearance with a showdown between his character and Layton the leader of the train's coalition.

The action takes place aboard the Snowpiercer, a train that travels around the world on a globe-spanning track carrying the world's last remaining humans.

This is a TV adaption of the science fiction French graphic novel Le Transperceneige, by Jacques Lob.





# Coming Soon to The Big Screen



## Promising Young Woman

Carey Mulligan Bo Burnham Alison Brie Clancy Brown  
Jennifer Coolidge Connie Britton Laverne Cox.

After experiencing a traumatic event in her past Cassandra Thomas seeks payback against those she encounters at night. Revenge thriller starring Carey Mulligan.



## Rumble

Geraldine Viswanathan. Will Arnett. Terry Crews.  
Becky Lynch. Roman Reigns. Ben Schwartz. Jimmy

Set in a world where giant monsters compete as professional wrestlers, a young girl manages a lovable underdog monster to go against the reigning champ.



## Respect

Jennifer Hudson Skye Dakota Turner Forest Whitaker  
Marlon Wayans Audra McDonald Marc Maron

Biography about Aretha Franklin who starts out singing in the church choir and goes on to become a global superstar.



## Chaos Walking

Tom Holland, Daisy Ridley, Mads Mikkelsen,  
Demián Bichir Kurt Sutter

When the human race starts colonising a distant planet, they start to suffer from a virus they name The Noise, because it turns their thought into sound.



## Wrath of Man

Jason Statham, Holt McCallany, Scott Eastwood,  
Jeffrey Donovan

Guy Ritchie reunites with Jason Statham in a tale about a mysterious character who works for a truck company that moves millions of dollars around Los Angeles.



## Little Things

Denzel Washington Rami Malek Sofia Vassilieva Terry  
Kinney Michael Hyatt Jason James Richter

Crime thriller about a past his prime Kern County deputy working with a Los Angeles detective to hunt down a serial killer.



# THAI FILM ARCHIVE (PUBLIC ORGANIZATION)

By Songpone Siriwanlert

**I**n the previous 3 issues of Discover Pattaya, we presented the story of an immortal Thai superstar, Mitr Chaibuncha, and the related event organized by the Thai Film Archive. In this issue, we would like to show you around their place which is a cinema complex with museums and exhibition centres, in interesting grounds with lots of fascinating history.

The Thai Film Archive was established in 1984 by Mr. Dome Sukawong. He is considered the pioneer of the Thai Film Archive as before 1984 there was no official workplace for him. His project really started in 1978 when Mr. Dome did his research into Thai film history from the National Library and also had meetings and interviewed many people to give guidelines for his research.

He dealt with various government and private organizations to ask them for their old, unwanted documentary films for restoration. Initially, the film archive had the status of National Film Archive

and was located at the abandoned mint of the Treasury Department.

Their activities back then

were only with old Thai films shown from time to time. Then in 2009, the National Film Archive changed its status to become a Public Organization with support from the Ministry of Culture. Today the Thai Film Archive has its own complex at the Salaya district of Bangkok near Mahidol University. Three cinema halls, a permanent exhibition center, film library, movie town, movie museum and souvenir shop are all located there.



Mr. Dome Sukawong, the initiator of Thai Film Archive



During our recent visit to the Thai Film Archive, we saw Mythology, an exhibition of Mitr Chaibuncha's life, which will be shown until 31 January 2021. There was also an exhibition of film making equipment and an imitation of Nickelodeon, the world's first cinema hall located at Pittsburgh, U.S.A. We then went to look at the Kinetoscope Parlor where we peered into the kinetoscope, a replica of the first moving picture show invented by Thomas Alva Edison. After this we moved into a museum celebrating the first cinema screening in Bangkok at the theater of Siam on 10 June 1897.



George Eastman and Thomas Alva Edison

Finally, we went inside the train wagon exhibition showing early, pioneer film making in Thailand. Why a train? Because both trains and movies in Thailand were championed by the same entrepreneur HRH. Prince Purachatra Jayakara, Prince of Kamphaengphet. His bronze statue can be seen at the front of the train as he was the first Royal Railway Department Head and also in charge of the making of royal documentaries. These films were kept by the State Railway of Thailand and have now been taken by the Film Archive for restoration.

Try visiting the Thai Film Archive it really is a great day out.





# หอภาพยนตร์ (องค์การมหาชน)

โดย ทรงพล ศิริวรรณเลิศ



ใน Discover Pattaya ฉบับก่อนๆ เราได้นำเสนอเรื่องราวของ มิตรชัย บัญชาพระเอกอมตะนิรันดร์กาลของชาวไทยและการจัดงานรำลึกถึงเขาโดยหอภาพยนตร์ ในฉบับนี้ เราใคร่ขอนำเสนอเรื่องราวความเป็นมาตลอดจนกิจกรรมของหอภาพยนตร์และพหุศาสตร์ที่จัดกิจกรรมต่างๆ อาทิ เช่น โรงภาพยนตร์ หอพิพิธภัณฑ์ ภาพยนตร์ และ ภูมิทัศน์ต่างๆ

หอภาพยนตร์ได้เริ่มก่อตั้งขึ้นอย่างเป็นทางการในปีพ.ศ.2527 โดยมี อาจารย์โดม สุขวงศ์ เป็นผู้ริเริ่มและบุกเบิก โดยในขณะนั้น ไม่มี

สถานที่ทำงานให้แก่อาจารย์โดมอย่างเป็นทางการโครงการจัดตั้งหอภาพยนตร์นี้ได้เริ่มขึ้นเมื่ออาจารย์โดมไปศึกษาค้นคว้าเกี่ยวกับเรื่องราวและประวัติศาสตร์ของภาพยนตร์ไทยจากหนังสือและเอกสารในหอสมุดแห่งชาติในปีพ.ศ. 2521 ประกอบกับการไปพบปะพูดคุยและขอสัมภาษณ์ผู้รู้และคร่ำหวอดในวงการภาพยนตร์ไทยเพื่อเป็นแนวทางในการศึกษาค้นคว้า จากนั้นต่อมา อาจารย์โดม ก็ได้ติดต่อขอฟิล์มภาพยนตร์เก่าของหน่วยงานราชการต่างๆ ตลอดจนบริษัทเอกชนมาเพื่อการอนุรักษ์และเก็บรักษาไว้ นอกจากนี้ อาจารย์โดมยังขอเงินทุนสนับสนุนจากภาคเอกชนเพื่อการค้นหาและอนุรักษ์ฟิล์มภาพยนตร์ไทยในปี พ.ศ.2527 หอภาพยนตร์ได้ก่อตั้งขึ้นอย่างเป็นทางการในนามของหอภาพยนตร์แห่งชาติโดยใช้โรงภาพยนตร์ของกรมตำรวจซึ่งเลิกใช้แล้วที่ถนนเจ้าฟ้าเชิงสะพานสมเด็จพระปิ่นเกล้า เป็นที่ทำการชั่วคราว กิจกรรมตอนนั้น เป็นการฉายภาพยนตร์ไทยรุ่นเก่าเป็นครั้งคราว ในปี พ.ศ.2527 หอภาพยนตร์แห่งชาติ ได้เปลี่ยนสถานะเป็น องค์การมหาชน โดยมีกระทรวงวัฒนธรรมให้ความสนับสนุนด้านงบประมาณ ปัจจุบัน ได้มีสถานที่ที่เป็นของตนเองที่ตำบลศาลายาใกล้มหาวิทยาลัยมหิดลมีการสร้างอาคารใหม่ โดยมีโรงภาพยนตร์ 3 โรง จัดกิจกรรมการฉายภาพยนตร์ทั้งของไทยและของโลก ให้ชมฟรีเป็นประจำทุกวัน มีห้องนิทรรศการโดยขณะนี้กำลังจัดนิทรรศการ Mithology แสดงประวัติชีวิตของ มิตร ชัยบัญชา ไปจนถึงสิ้นเดือนมกราคมปีหน้า นอกจากนี้



ยังมีพิพิธภัณฑ์ภาพยนตร์ แสดงอุปกรณ์การถ่ายทำและฉากในภาพยนตร์ เมืองมาयाที่จัดแสดงโรงภาพยนตร์จำลองจาก Nickelodean หรือโรงหนังสตางค์แดง ซึ่งเป็นโรงภาพยนตร์แรกของโลก ตั้งอยู่ที่เมืองฟิตสเบิร์ก ประเทศสหรัฐอเมริกา และห้องดูภาพเคลื่อนไหวจากฟิล์มโดยดูจากถ้ำมองเป็นรายคน ซึ่ง เรียกว่าคิเนโตสโคป อันเป็นเครื่องฉายภาพยนตร์ที่ โทมัส อัลวา เอดิสัน ประดิษฐ์ขึ้นครั้งแรกในโลก นิทรรศการถาวรเรื่องการฉายภาพยนตร์โดยเก็บค่าดูวันแรกของสยาม ที่โรงละครหม่อมเจ้าอลังการ คือวันที่ 10 มิถุนายน 2440 และ นิทรรศการถาวรบนตู้รถไฟ แสดงการผลิตภาพยนตร์ในยุคแรกๆของประเทศไทย ซึ่งบางคนมีคำถามในใจว่า ทำไมรถไฟและภาพยนตร์ จึงเกี่ยวข้องกัน ในยุคราชกาลที่ 6 และ 7 ผู้บัญชาการกรมรถไฟหลวงพระองค์แรกคือ สมเด็จพระเจ้าบรมวงศ์เธอพระองค์เจ้าบุรฉัตรไชยากร กรมพระกำแพงเพชรอัครโยธิน โดยกรมรถไฟหลวงได้รับมอบหมายให้ถ่ายทำภาพยนตร์เกี่ยวกับกิจการรถไฟและ



พระราชพิธีต่างๆ

ตลอดจนการฉาย และเก็บรักษาฟิล์มเหล่านั้น ต่อมาฟิล์มเหล่านั้นเก็บรักษาโดยการรถไฟแห่งประเทศไทยซึ่งอาจารย์โดมได้ขอฟิล์มเหล่านั้นมาอนุรักษ์และเก็บรักษาไว้ที่หอภาพยนตร์..



# SO MUCH TO LOOK FORWARD TO IN 2021 WITH THE ROYAL VARUNA YACHT CLUB

As well as all the weekday courses, weekend events, the training and sailing groups held at The Royal Varuna Yacht Club, there is also a full calendar of events. As you can see something is happening every month throughout the year. It really is a thriving club with plenty for its members and don't forget that also means courses for both Adults and children right through from beginners to experienced sailors.

To find out more, email Mai: [events@varuna.org](mailto:events@varuna.org)

## CALENDAR OF EVENTS FOR 2021 AT THE ROYAL VARUNA YACHT CLUB

### JANUARY

1st,  
8th, 9th, 10th  
30th, 31st

Chandler Challenge/ Polar Swim  
Admiral Cup  
The French Cup

### FEBRUARY

13th-14th

Inter-Club RVYC & Ocean Marina  
Yacht Club

### MARCH

6th-7th  
13th-14th

Future Cup Prince Bira Trophy  
ILCA National Championship Trophy

### APRIL

3rd-4th  
TBC

Commodore Cup  
Sattahip Regatta

### MAY

TBC  
8th-9th  
TBC

Sattahip Regatta  
Thailand Optimist Team Racing  
Top of the Gulf

### JUNE

19th-20th  
26th-27th

Future Cup (Opti & Laser)  
The America Cup

### JULY

3rd-4th

AC.DC. Regatta (TBC)

### AUGUST

14th-15th  
28th-29th

Mother's Day Regatta  
Summer Regatta

### SEPTEMBER

11th-12th  
18th-19th

Future Cup  
Varuna Cup

### OCTOBER

9th-10th  
29th, 30th, 31st

Oktoberfest  
Eastern Seaboard Regatta

### NOVEMBER

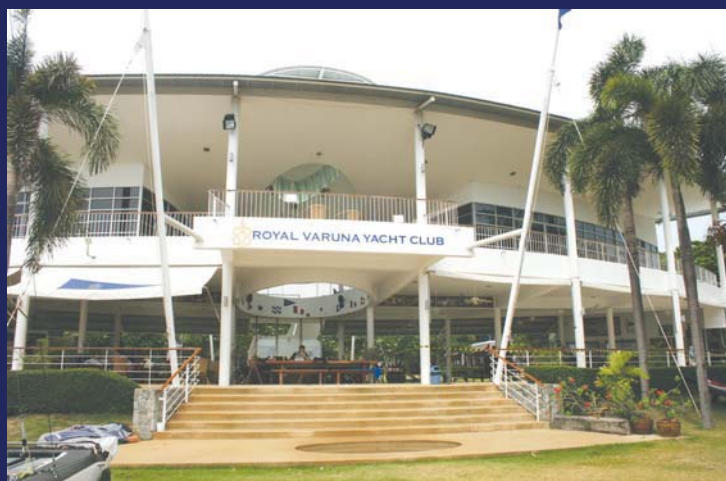
6th-14th  
27th-28th

IODA Asian & Oceanian Championship  
Laser Districts

### DECEMBER

4th-5th  
25th-26th

Phuket King's Cup (TBC)  
Christmas Cruises







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**Khung - khung**

**Khung- saie**

**Khung-kwua**

**Tuai-nah**

**Tuai-lung**

**Dern- nah**

**Dern-lung**

**Leaw saie**

**Leaw kwua**

**Trong**

ไป

ข้างหน้า

ข้างหลัง

ข้างๆ

ข้างซ้าย

ข้างขวา

ถอยหน้า

ถอยหลัง

เดินหน้า

เดินหลัง

เลี้ยวซ้าย

เลี้ยวขวา

ตรง

**Go**

**In front**

**Behind**

**Be side**

**Left side**

**Right side**

**Forward**

**Backward**

**Go forward**

**Go back ward**

**Turn left**

**Turn right**

**Straight**

## Conversation:

**Pai - khung nah**

**Trong - pai**

**Dern - pai - khung-saie**

ไปข้างหน้า

ตรงไป

เดินไปข้างซ้าย

**Go straight forward**

**Go straight**

**Walk toward your left.**





A young boy is looking through a magnifying glass at a green bowl. The background is a collage of images, including a group of children looking up and smiling.

# Be part of the adventure.

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# GAME RELEASES



## Outriders

This action-packed third-person Co-op looter shooter has been developed by People Can Fly the Polish team behind Gears of War Judgement and Bulletstorm. Set in 2159 on an alien planet that humanity wants to colonize. Create your custom character and choose from one of four classes each with their own abilities. The Trickster can manipulate time, the Pyromancer fire, the Devastator seismic attacks, and the Technomancer all things tec. There are a variety of weapons at your disposal from shotguns, rifles, and pistols, with options to modify each. Like Gears of War, you can use cover if you want to however health doesn't regenerate unless you hurt or kill the enemy so you might need to get out there.



## Ride 4

With hundreds of bikes and dozens of tracks from around the world Ride, 4 is bigger and better. By using CAD data and 3D scanning the level of detail is extraordinary. Along with a day/night cycle including dynamic weather takes the franchise to a whole new level of realism.

Choose your career patch working up from regional races onto the pro leagues, or jump into multiplayer on one of the dedicated servers.

If you want a very safe way to get into competitive motorcycle racing give Ride 4 a spin.



## Hitman 3

Spanning the decades the Hitman franchise now comes to the latest generation of Consoles. This is the eighth outing for Agent 47. This series gives you a variety of ways to complete each mission, you can use a stealthy approach, disguise yourself, and if it all goes wrong go out guns blazing. The Playstation 4 VR compatibility looks very cool and a new immersive way to play the game. There are six new locations, Dubai looks most impressive with the Burj Al-Ghazali a modern skyscraper based on the Burj Khalifa building. Hitman 3 brings the World of Assassination Trilogy to a dramatic conclusion.



# With the iPhone 12's successful launch into Thailand, we look at how Apple's Marketing Continues To Capture The Imagination Of Consumers Worldwide.



**W**ith the launch of its iPhone 12, there is a new feather in the cap of Apple, a company that has created a brand as recognizable for its marketing as its products

With the first Macintosh commercial “1984” the public was introduced to a new perception of the computer. Airing during the Super Bowl, the “1984” spot led the field to introduce commercials as marketing events, to be shared across news channels and become “watercooler moments”. Then throughout the 80s and 90s, Apple had a user-friendly approach in its commercials and sometimes took veiled potshots at competitors like Microsoft and IBM.

When Steve Jobs came back to Apple after the brand had floundered somewhat without him he did so with a series of black and white images of historical figures such as Muhammed Ali and Richard Branson entitled “The Crazy Ones,”. He wanted to show misfits and revolutionaries that had changed the world, one way or another, whether loved or loathed. This then kicked off the “Think Different” tagline, which lasted until 2002.

The “Think Different” campaign introduced the iMac which looked like nothing else on the market. It came in colours, was easy to use and both the marketing and the iMac product itself were uncluttered, easy to understand, and beautiful to look at,

The iPhone was introduced at The Oscars and is now arguably the most significant product Apple has ever introduced. With its marketing, the Apple brand tapped into a spirit of creating moments to unite people and challenge users to be creative and original.

At the 2017 Apple Worldwide Developers Conference, an apocalyptic commercial showed what the world would look like without apps. In the tongue-in-cheek spot cities devolved into chaos as people forgot how to drive, shop, and share.

Certainly, Apple needed to keep its sense of humour after scrutiny from antitrust oversight committees in the U.S and abroad, which led to some costly fines. However in response to this the company has learned to become more transparent and focus on personalised content not needing third-party providers. They also released a new campaign emphasizing privacy and highlighting the dangers of using technology that doesn't offer the privacy features of Apple.

Every time Apple has a product launch, as they did this week with the iPhone 12, many pundits posit what could they possibly do differently than they've done before. Whether it's more cameras, a new design, or jumping into the streaming game. Apple always innovates and surprises, and so does their marketing. Apple known worldwide does not rest on its laurels but understands it must constantly market itself to be in the public eye and stay relevant and in demand. Apple is an iconic symbol and an inspirational brand for marketers everywhere.





## Tips and Tricks for Surviving and Thriving in Alternative State Quarantine (ASQ)

**I**m currently typing this from a hotel room in Bangkok as another day of state ordered quarantine draws to a close. I've had an omniscient and nagging feeling of boredom since I arrived but most of the time it's trumped by how grateful I am to be back in the country I love and away from another UK lockdown – this time Winter edition.

Yesterday I had my first COVID test, which has come back negative (exhales), and means I can use the relaxation area on the roof for an hour a day leaving a mere 23 stuck indoors.

So, since I've got 8 days to go and nothing but time on my hands, I thought I'd suggest some tips and tricks that have made my ASQ time more bearable in the hope that they help the next weary traveler coming into Thailand from overseas.



### Preparation is key

I can't state this strongly enough, prepare yourself for the mental challenge ahead. As melodramatic as this sounds and whilst I won't go as far as comparing it to prison, spending 15 nights in a hotel room is quite the ordeal, and should be prepared for as such.

So, before you enter Thailand, think about how you can best utilise this time.

Ever wanted to get into Pilates, meditation or maybe learn how to nail a crossword? Well, now's the time to do it. I've bought myself a skipping rope and have decided to try and reconnect with my roots and finally learn some very very basic Italian.

You might not want to go down the "Raging Bull" route, so, take up whatever hobby or pastime you want. Just don't 'wing it'. Don't think you'll be able to take it day-by-day without planning anything because in no time your experience will quickly start emulating a certain Stanley Kubrick film.

### Prioritise your needs

For those of us who haven't purchased a 200,000-baht hotel package, the likelihood of having a perfect ASQ room is (unfortunately) going to be quite small if at least like me you've got a mid-sized budget.

To make up for this, I'd recommend deciding on and then prioritising the one thing you think is going to make your time better. For instance, you might want a huge room to get those steps in; a bathtub for the self-care experience, or maybe for you having a balcony is priority one. Whatever it is, pick your own priority and use that as the driving factor in choosing a hotel and stick to it. Making your environment as pleasant as possible is crucial for coping with it, so make sure you pick your own version of luxury.



## Give yourself a Netflix pause beforehand

Goes without saying but Netflix, Amazon prime and generally all streaming mechanisms are vital while you're stuck in a 30 x 30.

So, wherever you stay double check you'll have a smart TV and if not insist that your TV has a USB port and then invest in a firestick or something similar it'll be worth its weight in gold. Once that's ticked off (ideally a couple of weeks before your departure date), turn off your Netflix account for a while. You'll be spending a lot of time in a room where there are minimal viewing options, either basic Thai cable or Netflix.

Best thing to do is to try and make all the shows/films as fresh as possible, give yourself a break from your favourite shows, and don't go back on Netflix until the 'What's New' section has been updated. If not, you'll be spending just over two weeks watching reruns or haven't got anything new to watch there's only so many times a girl can watch "Friends".

## Cutlery > Crockery

Before arriving I rather foolishly decided to take with me in my already overburdened suitcase, a knife, fork, spoon and a trusty plate. I'll put my hands up and say the plate at least was a really dumb idea.



You've probably already heard but just in case you haven't – while you're in ASQ (at least before your first COVID test) your meals won't be served to you on plates but in plastic containers with plastic cutlery. For some reason I thought this would be too awful to bear so took it upon myself to bring some porcelain 6000 miles. Frankly it isn't, eating out of plastic containers really is no big deal, and since heat is a bit of a priority (food can sometimes arrive at the room cold) I would recommend eating it as soon as possible, don't spend valuable time decanting it onto a plate for the sake of your sensibilities.

Cutlery on the other hand – while it might be a bit precious, was worth it. I don't know if it's just me, but I can't stand eating with plastic cutlery, it feels very bizarre (and sorry in advance for continuing the Jack Nicolson theme) a bit "Cuckoo's Nest". So, for the limited weight and space you may as well pack a knife and fork in a side compartment in your suitcase.

## Thai option, Thai option, Thai option

This brings me onto an altogether more contentious issue – food. Definitely take some home comforts with you, I suggest packing something less bingeable (step away from the giant chocolate bar) and towards something that's a treat but can also be spread out across your stay don't forget it's 15 nights so it's got to last. For me Yorkshire teabags and a tin of shortbread biscuits have been vital!

When it comes to your main meals, as part of your package you'll be provided three meals a day. At my hotel I was offered a choice of three options per meal: International, Thai option and vegetarian. In my experience the food has been a bit hit and miss, but luckily for me I've had more hits than misses which I know from the testimonials of others is pretty good going. I account for this being because I've hedged my selections. A general rule that has stood me well in Thailand, as far as food is concerned is: if you're in unknown territory ALWAYS go for the Thai option.

Ok- as previously stated I'm not talking about the luxury ASQ options because I can't comment on that but in general, I would say the chances that you're going to get a tasty Khao Pad Gai are far greater than that of getting an equally nice Bouillabaisse. I mean if someone asked you to cook a dish from your native cuisine using ingredients you know well and use regularly; you'd be better at that than something that could be completely alien right? Well the same rule applies. Stick to the Thai option and you won't go far wrong.

## Don't forget to breath and be grateful

It's very easy to get bogged down with the monotony that is the ASQ experience, so much so that you forget to take a step back; breath and count your blessings. With my native London back into the most stringent lockdown conditions, I realise now that I'm 8 days away from my long-awaited reunion with my beloved family... this is all worth it. While state quarantine is no picnic; there'll be a light-filled beach at the end of the tunnel.





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## A Californian Culinary Excursion with the Devine Wine Club

There is something comforting and rather reassuring about The Royal Grill Room. Its old world charm and elegant surroundings make it the ideal place to bunker away from the current craziness of the world - if only for a few hours. Therefore I was delighted to attend the recent Devine Wine Club's Dinner with wine pairing from the West Coast.

After our meet and greet reception with some tempting canapes from Chef Peter we started our experience with a lovely "Tropical Curried Chicken Cocktail" accompanied by a refreshing 2017 Chardonnay from the Napa Valley. Beautifully presented this was reminiscent of Coronation Chicken but the tropical twist came from its inclusion of grapes, pineapple and toasted pecan nuts.

The following course had a bit of a surprise element in that on first viewing it appeared to be a simple, vegetable broth but underneath was a giant salmon raviolo which was most enjoyable especially paired with a fresh rose. The 2018 Ancient Vines Mourvèdre Rosé had all the fruitiness of a traditional Portuguese wine but actually comes from the mourvedre grapes grown in the Oakley vineyards in Contra Costa County.

After a perfect palate cleansing lime sorbet it was time for my favourite wine of the evening, an oak aged Pinot Noir from the Napa Valley. Paired unfortunately with my least favourite food course of the evening an Aromatic Veal Stew on Baked polenta. In fairness I'm no lover of veal or polenta so this wasn't going to score many points with me but I felt it needed more sauce and was somewhat less adventurous than the other dishes.



We were back to form however, with a sumptuous roasted lamb rack and Nappa Valley Cabernet Sauvignon followed by the undoubted culinary star of the evening a Cointreau Chocolate Cake which was almost too pretty to eat.....almost !





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# The Coffee Detective visits Branch Coffee

Last month I introduced myself as Discover Pattaya's Coffee Detective, and now I am on my quest to seek out the best coffee shops in Pattaya. Where to start and who to feature first poses quite a challenge as there are a growing number of excellent cafés in and around our adoptive home. Being spoilt for choice I decided to opt for the 'first' place that I visited and in fact one of the reasons that I decided to leave Bangkok and move to Jomtien!

Branch Coffee is quite unique and, for me, fulfills everything that I want in a coffee shop, excellent coffee, open-air, great service, a cosmopolitan atmosphere, and an ever-changing view!

## Location: \*\*\*\*

It's not really a Café! It's actually a collection of sweetly decorated shacks located under a century old Banyan Tree directly on Jomtien Beach Road by Soi 11.

## Ambience: \*\*\*\*

With a choice of seating from vintage chairs to modern bistro style, all face the sea. The glorious Banyan tree filters the light and there is always a lovely breeze.

## Quality of the coffee: \*\*\*\*\*

Their coffee is excellent, it's a special Chang Mai blend of Arabica and Robusta with a medium roast, strong with distinctive flavours expertly prepared using a professional Expobar espresso machine.



## Service: \*\*\*\*\* and Price: \$\$

Whilst a dedicated espresso drinker, Branch Coffee offers a full range of hot and cold coffees (all reasonably priced), in addition to a range of other beverages. A limited number of cakes are sometimes available and their ice creams are excellent. There is also a food outlet serving a comprehensive range of well-priced Thai and European snacks.

Why did I choose Branch Coffee? Very good coffee perfectly prepared, ambience, service, and price! I hope you agree with me.

If you have a coffee shop that you would like me to review please contact us at [pattayatrader@pattayatrader.com](mailto:pattayatrader@pattayatrader.com) or message us on our Pattaya Trader Facebook page to let us know about it.





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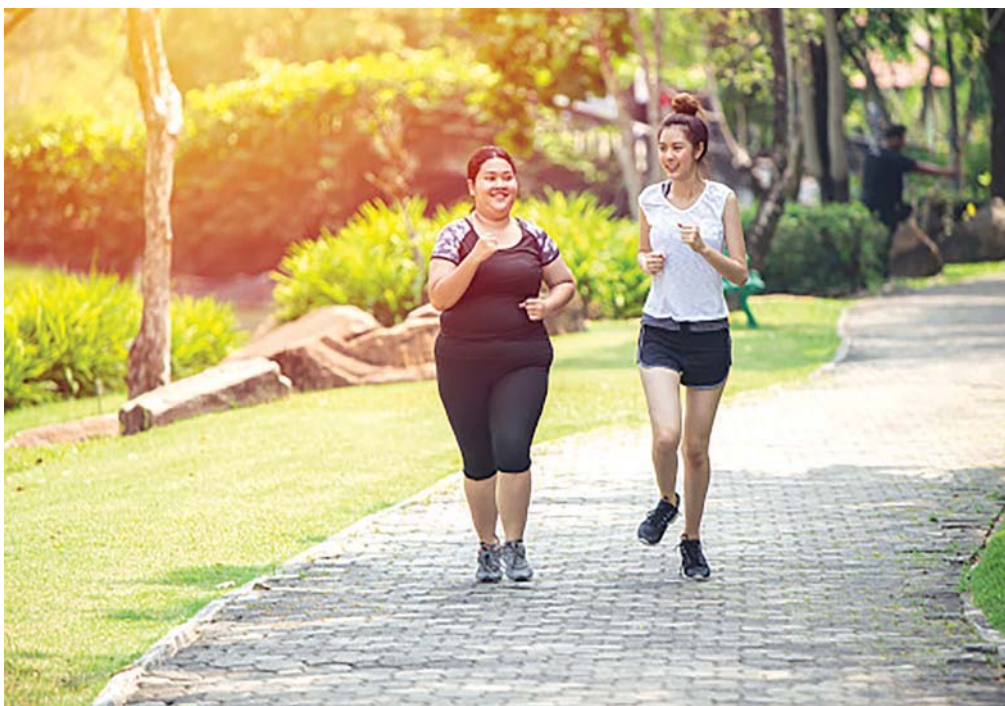


# DR OLIVIER'S RECIPE FOR OPTIMAL HEALTH

**M**aking a list of New Year's Resolutions is one thing, sticking with them throughout the year is another. For example, paying for an annual gym membership but giving up regular attendance after the first month is not going to help you achieve your long-term goals. Doctor Olivier has 9 resolutions in his recipe for optimal health and if you try to start gently and build up throughout the year you are more likely to stick with them.

## 1. REGULAR EXERCISE

The AHA (American Heart Association), recommends as a basic minimum exercise: quick walking 150 minutes per week which be just a 30-minute walk 5 times per week. Most smartphones have apps where you can see how many steps you are taking per day but getting into a routine for your weekly walks will be far better in helping you instill the routine for a long term goal.



Remember, as the Dr says: "In life with most things when we really want to do something we will". If you are worried about the heat in this country then you can take your exercise early in the morning or late in the afternoon. Put some music in your headphones, walk along the beach or around your village. Use it as a time to relax to prepare yourself for the day ahead. Or if you are embarking on a new fitness campaign that is more strenuous go to see your doctor and check your health beforehand. A good rule of thumb is to alternate between exercises, by doing ½ cardio and ½ weights. One hour twice a week is a good way to start with daily breaks between exercises. Of course, the more exercise = the better.

## 2. OPTIMAL NUTRITION



"We are what we eat. Good food rather than junk is something we should be consuming. Yet many people take more care of the oil and gas they put in their cars than what they put in their bodies. We eat far too much sugar and processed foods instead we should be eating more fresh, natural, foods" the Dr points out. Even so, it is difficult to find all the nutrients that we need from our food intake so luckily there are plenty of good supplements that can have a place in our nutrition.

Dr. Olivier himself uses the Triangle of Health system that gives you everything you need in 3 easy to take forms. He also recommends it to his patients, rather than 20 different bottles of tablets, for as he says it is better to have the supplements already measured out for you than run the risk of taking too much of certain vitamins which can then do more harm than good.



### 3. NO SMOKING

Points 1 and 2 take pride of place at the top of the Dr's list and then of course as we all know smoking is just something we shouldn't do. Nicotine is one of the most addictive drug we know but it is never too late to give up. The Dr has even seen patients with severe cases of bronchitis and emphysema improve after giving up smoking.

#### 4. ALCOHOL IN MODERATION

Studies show that 1 or 2 glasses of wine a day can actually be OK in a healthy diet but indulging in a “Pattaya Lifestyle” with alcohol is not ideal. Try to remember to drink in moderation.

## 5. ENOUGH SLEEP

Our body rejuvenates and repairs itself while we sleep so obviously getting enough is important. Each person may have their own different requirements. Some are happy with 7 hours others may require 9. The trick is to see how you feel when you wake up. Do you feel refreshed? If not then you obviously require more sleep. Another good trick is to get into a routine, going to bed and waking up at the same time each day. After a while, you find that your body will do this naturally, even waking up without an alarm.

## 6. STRESS MANAGEMENT

We need stress to live, even cavemen needed stress to survive, to hunt, or avoid being hunted. However too much is not good, it can make people depressed and aggressive. In this modern world, we have to deal with a lot of stress but the trick is to look for its origin or origins - there may be several sources. Try to identify them and reduce the causes as much as possible. Yoga, sport, exercise, hobbies, music, spa, massage, can all help alleviate stress.

## 7. REGULAR CHECK-UPS

After the age of 40, it is advisable to have a doctor's checkup every other year, after 50 you should make that once a year. There are many hospitals and clinics in Pattaya that offer check-up packages. As well as looking at the blood and cardio checks consider gastro and also colonoscopy. Go to see your doctor and talk about your family history and ailments however minor. Don't make the mistake of self-diagnosing via Google often symptoms shown online will lead you to immediately consider the worst possible outcome. A Dr has a duty to diagnose the root cause and make sure he gives you the correct diagnosis and follow-up care.

## 8. TREAT CHRONIC DISEASE

Once chronic disease has been identified, however, it cannot be ignored and must be treated. We all know that with most illnesses the earlier they are identified and treated the more chance there is of full recovery.

## 9. ANTI-AGING PROGRAMS

So adherence to the 8 points listed above will help provide an overall sense of well-being and health. If you feel that you then need a little extra help there are anti-aging programs. All manner of vitamin, hormone, and anti-aging programs to consider but it is best to go to a reputable Dr to try these.



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# A SUPERFOOD FROM NATURE: RED PALM COOKING OIL

*By Songpone Siriwanlert*

Previously there was a certain amount of “fake news” from the US about coconut oil. It was misleading and said that coconut oil contained unsaturated or trans-fat with high cholesterol which might have a high risk of causing heart disease. Then soybean oil was claimed as trans-fat free and promoted in the U.S. market for a long time. Later on, it was found that coconut oil was the best at the preventive measure of heart disease, cleaning out LDL or bad cholesterol from the blood vessels. Soybean oil on the contrary was found to contain unsaturated fat, which contradicted the old market's belief.



In Thailand, lard used to be popular in the past but in the same way, Thais turned from this to the use of vegetable cooking oil especially soybean and sunflower oil.

Recently there has been a discovery of a new kind of cooking oil that seems to be better than coconut or olive oil in terms of its nutritional value. It is red palm oil or natural palmoteen oil which originated because of the crisis on the low market price of palm fruit. The community enterprise of a palm oil plantation in Krabi province got the idea to create some value-added palm oil products and red palm oil is their leading one. With a simple production process that is natural and non-chemical, red palm oil is rancidity resistant having saturated and high antioxidant content.

As its melting point is as low as 24C or 75F, the production process is very simple such as crushing the ripe palm fruit and boiling it at a low temperature until the output is a red-brown essence. This is virgin red palm oil which is rich in phytonutrients, antioxidants, natural carotenes (pro-vitamin A), vitamin E, co-enzyme Q10, Omega-3, and Omega-6 fatty acids. All are beneficial for health lowering cholesterol levels, protecting against heart attacks, strokes, cancer as well as maintaining proper blood pressure, and improve blood circulation. In addition, it also helps nutrient absorption and blood sugar control improvement.



Palm fruit oil  
processing  
machine



The most important is anti-aging, slowing down the premature aging process as well as mental deterioration (Alzheimer), asthma, and more. The current market price is around Bht.300 for a 500 ml. bottle which is in line with coconut oil.

On December 15-16, 2020, there was The Asia Palm Oil Conference 2020 held at the International Conference Center in Hatyai, Songkla Thailand in order to propagate the knowledge of Red Palm Oil to the Thai and Asian markets.





# สุดยอดอาหารเพื่อสุขภาพ น้ำมันปาล์มแดงธรรมชาติ: นวัตกรรมใหม่ของน้ำมันพืชที่ใช้ปรุงอาหาร

โดย: ทรงพล ศิริวรรณเลิศ



ครั้งหนึ่ง น้ำมันมะพร้าวถูกโจมตีในตลาดอาหารของสหรัฐอเมริกาว่า เป็นน้ำมันที่มีกรดไขมันไม่อิ่มตัวและมีไขมันทรานส์ ซึ่งเป็นอันตราย ทำให้ระดับคอเลสเตอรอลในเลือดสูง เสี่ยงต่อการเป็นโรคหัวใจ โดยให้ใช้น้ำมันถั่วเหลืองแทนน้ำมันมะพร้าว และมีความพยายามเผยแพร่ความเชื่อนี้ไปทั่วโลก รวมถึงประเทศไทยซึ่งตั้งแต่ครั้งพ่อแม่ปู่ย่าตายาย เราก็บริโภคน้ำมันหมูมาตลอด ในที่สุดคนไทยก็ถูกเปลี่ยนทัศนคติว่าน้ำมันหมู มีคอเลสเตอรอล แล้วหันมาใช้ น้ำมันพืชในการปรุงอาหารแทน ได้แก่ น้ำมันดอกทานตะวัน น้ำมันรำข้าว โดยเฉพาะน้ำมันถั่วเหลือง

น้ำมันเหล่านี้จะต้องผ่านกระบวนการกลั่นและเติมสารเคมีลงไปเพื่อกันหืน ต่อมาเมื่อมีการค้นพบว่า น้ำมันมะพร้าวมีประโยชน์ในการลดคอเลสเตอรอล และล้างไขมันเลว (LDL) ในหลอดเลือด อีกทั้งยังมีไขมันอิ่มตัว ซึ่งบัดนี้ FDA สหรัฐฯ ขณะนี้ได้มีนวัตกรรมใหม่ของน้ำมันพืชสำหรับใช้ประกอบอาหารที่ เหนือกว่าน้ำมันมะพร้าวและ น้ำมันมะกอกคือน้ำมันปาล์มแดงธรรมชาติ ซึ่งเกิดจากแนวความคิดที่จะเพิ่มมูลค่าให้แก่ปาล์มน้ำมันอันเนื่องมาจากวิกฤตการณ์ราคาปาล์มน้ำมันตกต่ำ จึงมีการรวมตัวกันของเกษตรกรผู้ปลูกปาล์มน้ำมัน ผลิตน้ำมันปาล์มแดงเพื่อการบริโภค โดยรวมกันทำเป็นวิสาหกิจชุมชนที่ ต.อ่าวลึกเหนือ อ. อ่าวลึก จ. กระบี่ กระบวนการผลิตง่าย ๆ ไม่ซับซ้อน ไม่ผ่านกระบวนการทางเคมี เพียงแค่กระเพาะเปลือกเอาผลสุกมาบีบ แล้วต้มในอุณหภูมิไม่สูงตามวิธีธรรมชาติ เพราะผลปาล์มมีจุดเดือดที่เพียง 24 องศาเซลเซียส หรือ 75 องศาฟาเรนไฮต์ ใช้เวลานานจนได้น้ำมันที่ขุ่นมีสีน้ำตาลแดง ซึ่งแตกต่างจากการกลั่นน้ำมันที่ได้จากการหีบผลปาล์มสุกแล้วต้ม อุดมไปด้วยสารต้านอนุมูลอิสระ โปรวิตามินเอ วิตามินอี โค-เอ็นไซม์คิวเท็น กรดไขมันโอเมก้า 3 และ โอเมก้า 6 ซึ่งล้วนแต่มีผลดีต่อสุขภาพร่างกาย อันได้แก่ ลดระดับคอเลสเตอรอลในเลือด ป้องกันภาวะหัวใจวายอันเนื่องมาจากหัวใจขาดเลือด รวมทั้งอาการอัมพฤกษ์ และ ป้องกันมะเร็ง นอกจากนี้ยังช่วยควบคุมระดับความดันโลหิตและช่วยให้เลือดไหลเวียนได้ดี อีกทั้งยังช่วยการดูดซึมสารอาหารที่มีประโยชน์ไปเลี้ยงร่างกายและควบคุมน้ำตาลในเลือดอีกด้วย และที่สำคัญคือ ช่วยชะลอวัย ป้องกันการแก่ก่อนวัยอันควร และ อาการสมองเสื่อมหรืออัลไซเมอร์ รักษาอาการหอบหืด และอื่นๆอีกมากมาย ราคาน้ำมันปาล์มแดงในท้องตลาดตอนนี้ขนาด 500 มิลลิลิตร ตกขวดละ 300 บาท ซึ่งใกล้เคียงกับน้ำมันมะพร้าว โดยในวันที่ 15-16 ธันวาคม 2563 ได้มีงานแสดงสินค้านานาชาติด้านอุตสาหกรรมน้ำมันปาล์มที่ครบวงจรและใหญ่ที่สุดในไทย ที่ศูนย์ประชุมนานาชาติหาดใหญ่ สงขลา เพื่อเผยแพร่ความรู้เรื่องน้ำมันปาล์มแดงธรรมชาติ ในตลาดไทย และ อาเซียน



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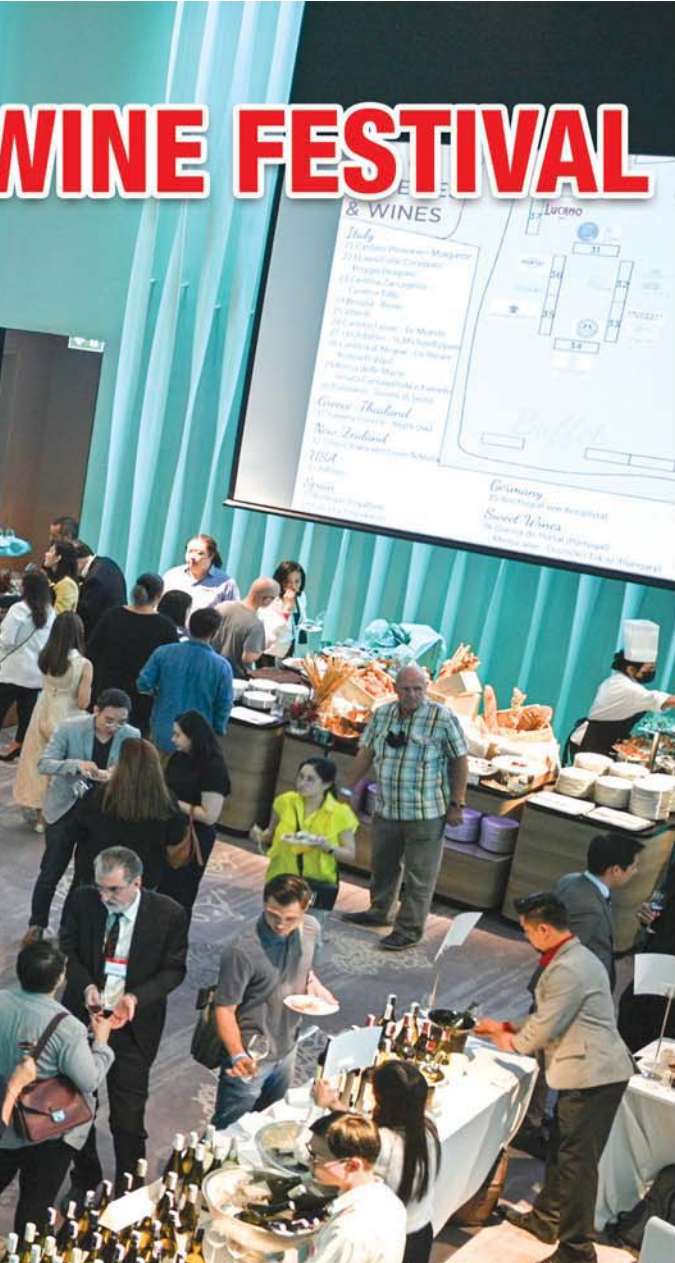
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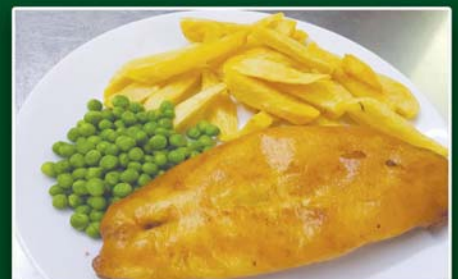
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# SPORTING PREVIEW – 2021

By Steve Wade



**W**ell, just when you thought it was safe to think about things getting back to normal, they get worse. No sooner were the fans let back into some sporting events in the UK and Europe than they were immediately banned again because of a huge flare up in the Pandemic figures across the various countries. We can only hope that a rolling out of a vaccine and the loosening of the grip of this awful virus will enable us to enjoy watching sports in 2021 again alongside a live audience. Let's take a look at some of the highlights for next year that are scheduled to go ahead.

## GOLF

Both the European and American tours get back to full strength next year and we have the unusual circumstances of the last major of 2020, the Masters, being the first one that kicks off the four majors in 2021.

The Masters tees off in April, the US PGA in May, the US Open in June and the British Open in July. This is followed by the Olympics at the end of July which a lot of players like to compete in and win. Then we have the Ryder Cup. Being played at Whistling Straits in late September, this promises to be an explosive competition and will make compulsive viewing for all golf fans.

Most of the other big events on both tours that may have been cancelled in 2020 are scheduled to be played so there will be plenty of top quality action to look forward to. Let's hope that, along with all other sports next year, the crowds will be allowed back in to watch live.



## FOOTBALL

Beside all of the usual tournaments that will go ahead in 2021 we have the European Championships being played (hopefully!). Scheduled to take part in thirteen different venues as far apart as Dublin and Baku in Azerbaijan. This will be a logis ering more than most from the current pandemic and the amount of people travelling, even without the fans, will be a headache for the organisers. The tournament is due to take place between the 11th of June and the 11th of July so let's hope the situation has improved by then and football fans can watch some of the best players in the world in action.







## THE OLYMPICS

Re-scheduled from 2020 and now going ahead between the 23rd of July and the 8th of August 2021, this will be another huge organizational task. At least all of the competitors, coaches, staff and officials are travelling to the same place. The Olympics is a great sporting event and with the addition of the golf and football medals has a big following worldwide. Even non athletics fans enjoy the spectacle of the track and field finals. New competitions for these games include Surfing, Softball, 3x3 Basketball and Skateboarding. It's difficult to know what is being classified as a sport these days with breakdancing being put forward to be added in 2023! Look out for synchronized country dancing and Origami with boxing gloves on next.

## FORMULA 1

The powers that be at Formula 1 have announced a provisional 23 race schedule for 2021. Starting in Melbourne on the 21st of March and going right through the year finishing in Dubai on the 5th of December. Motor racing is hugely popular amongst the Expats in Pattaya and beyond so let's hope that they get a full season to enjoy.



## IN CONCLUSION

Of course the year will be peppered with our usual favourite sporting events.

The UEFA Champions League and domestic football competitions from around the world, the popular Aussie rules football and Rugby League and many other sports, including the interesting addition of the women's Rugby World cup, being played in New Zealand from the 18th of September until the 16th of October. Now a major event, this should be excellent viewing for all rugby fans.

Whatever sport you follow, let's hope that competitors and fans alike stay safe and things improve over the year for everyone concerned.

***Good luck and a happy new year to all the readers of Discover Pattaya.***



# THE JAZZ PIT WELCOMES LISA MORGAN AND MARIO TRANE



**R**egulars of The Jazz Pit will know that as well as the presence of Mr Thomas Reimer every night but Tuesday there is a wealth of world class musicians who drop by to play at this amazing music venue.

At the end of the month there will be a rare opportunity to hear Lisa Morgan, an engaging and talented singer accompanied by the excellent jazz guitarist Mario Trane.

You no longer have to travel to The Sheraton in Bangkok to see Lisa and Mario play as they will be coming to perform in Pattaya's Premier Jazz club

**Lisa and Mario will be playing from 6 pm on the 23rd of January  
and from 2 pm at the Sunday Jazz Pit Brunch the 24th of January**

If you are coming to the evening performance starting from 6 pm or the popular Sunday brunch session from 2 pm we advise you to arrive early and grab your seats as you are in for a treat!

**Lisa Morgan** is an Australian vocalist who has performed extensively throughout Australia and the Middle East, as well as appearances throughout North America and Asia at festivals, in concert and cabaret shows. Also leading bands, choirs and acapella ensembles in a variety of music genres and styles that include Jazz, Latin Jazz/Bossa Nova, Blues, Musical Theatre, Gospel, Rock, Pop/Contemporary, Classical and Celtic Folk Music.



Highlights of her career include singing at Sydney Olympic Stadium in the presence of the former Australian Prime Minister His Excellency Mr. John Howard, the release of the album Deluxe with gospel choir Café at the Gate of Salvation, and countless appearances on Australian Radio and Television.

Lisa recorded and performed throughout the Middle East, in Bahrain, Oman, Saudi Arabia, Qatar and the UAE. She released a single Oman is Home to Me and was credited for composing the first ever English language national song for the Sultanate of Oman. Her single reached the top 15 of the Omani music charts. She also performed at the Formula 1 launch in the presence of the Crown Prince His Royal Highness Sheikh Salman bin Hamad al Khalifa, and for many corporate clients including Oman Air, Aramco, Gulf Air, BMMI, Porsche, Investcorp and Red House.



Lisa's guest appearances and residency gigs included The Bahrain Yacht Club, The Ritz-Carlton (Bahrain); The Grand Hyatt and Al Bustan Palace Ritz-Carlton (Oman), St Regis Hotel (Qatar) and private palaces and residences throughout the UAE and Saudi Arabia. Here she worked with a variety of duos, trios, bands and larger ensembles, including the Bahrain Police Band, The Manama Singers, Horus Ensemble, Royal Guard of Oman and Muscat Philharmonic.

Since moving to Thailand just last year, Lisa has quickly made her mark on the live music scene. She has appeared as headline act at the 2020 Naga Krabi festival, as well as reputable live music venues that include Foo John Jazz Club, Brown Sugar, The Mandarin Oriental Bangkok, The Woodshed, Whisgars, Buddha and Pals, and The Sheraton Bangkok. Lisa was also Musician-in-Residence at Brasserie 9 and will headline the 2021 Chiang Mai International Jazz Festival in February 2021.

**Mario Trane** has more than 25 years experience as a guitarist, bassist, mandolinist and banjoist. He specializes in jazz guitar and is a Bachelor of Arts in Music (Florida International University, Miami) .

He has performed in many Broadway shows including Fiddler on the Roof, Hair, Blood Brothers, Hello Dolly, Jacques Briel is Alive and Well, Peter Pan and Annie

In many venues and theatres including Jackie Gleason Theater for the Performing Arts Parker Playhouse, Kravitz Center for the Performing Arts Royal Poinciana Theater and The Sheraton hotel in Bangkok.



### **Mario has Performed and/or Recorded With**

Dizzie Gillespie  
Dick Clark  
George Burns  
Bob Hope  
Tracy Ullman  
5th Dimension  
Ima Sumac

Dr. Lonnie Smith  
Duffy Jackson  
Joe Diorio  
Jack Wilkins  
Gene Bertoncini  
Clark Terry  
John Spider Martin

Jaco Pastorious  
Ira Sullivan  
Phil Flanagan  
Mike Gerber  
Pete Minger  
Nat Adderly  
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# Karting Update

## Local Karting back up to Speed

### Part 2

**A look into kart racing in Pattaya by Andrew Seymour**

Following on from the last article about the growth of karting in Thailand, (November issue which can still be seen in BACK ISSUES on our website [pattayatrader.com](http://pattayatrader.com)), in the next few editions we will be highlighting some of the local Pattaya teams, their drivers and their efforts to help improve the sport both in Thailand and on the world stage. In recent years the level of professionalism in karting in the Eastern Seaboard has been raised, mainly due to the visions and investments made by groups of enthusiastic racers.



AF Racing is a well known race team both on the kart and car tracks around Thailand. Team Principal, Greg Bennett has developed a vertically integrated race team starting from junior and senior karting through to GTM in the Thailand Super Series events at Buriram. AF Racing is very much a family affair. Both Greg's sons, Carl and Frederick compete in the Senior and Junior classes respectively on the kart track while Greg himself is an up and coming driver in the GTM class on the big stage. 2020 has been a very good year for both Frederick and Carl. Living and going to school in the Pattaya area gives them both a very good opportunity to practice more often at the Bira Circuit and this has shown through in their results.

Frederick, who competes in the Junior categories, launched his 2020 season at the Rotax Max Challenge. Throughout the five rounds that make up the championship, Frederick showed great improvement from finishing 14th at the end of the Round One final to finishing fifth and seventh in rounds four and five. He also competed in the Kart Association of Thailand Championships and young Frederick showed more improvement with a solid eleventh place in the first round. By the time round three rolled around, Frederick was already finishing inside the top ten with a great show of improved driver skills. Throughout the Rok Cup Thailand events he showed good qualifying speed in rounds two and three qualifying inside the top ten followed by a sizzling second pace qualifying in the final round. Mixed fortunes during the main races saw him finish lower than he expected however his improvement over the season was noticed by many onlookers and there are high expectations of things to come in 2021

Older brother Carl, competing in the Senior category also started the season with the Rotax Max Challenge. After qualifying 6th and 3 wins in heats and pre-final, Carl finished the final in second place setting high expectations at the start of his 2020 campaign. Posting strong finishes in second place in round two and round four Carl topped off the season finale with a well deserved win in round five. The Rok Cup Thailand rounds two and three were also successful events for Carl with a third and second place respectively. Rounding off the Rok Cup 2020 season saw Carl take another well deserved third place showing his skill using different engines on different track layouts throughout the season. The standout improvement for Carl over the season has to be his strength and physical conditioning that shows in his consistency of lap times and ability to last the distance.



AF Racing have been diligently building their local team, taking on highly qualified technical experts, seasoned professional drivers as well as having a forward vision in developing a Formula race car for the talented local junior drivers to step up into in order to further their racing dreams. Team principal, Greg, has a vision for motor racing both nationally and regionally which he is very passionate about. All involved in motor racing in Thailand wish him and AF Racing all the very best of luck with that vision and look forward to seeing many kids come up through the ranks thanks to Greg's involvement.



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## SPORTING HEROES: SIR BOBBY CHARLTON

**W**ith the passing of brother Jack in July of this year and the announcement that the now 83-year old Bobby Charlton has been diagnosed with dementia, it seemed appropriate to celebrate the life of one of the greatest footballers England has ever produced.

Bobby Charlton broke into the Manchester United first team at age 19 and the manager, the great Sir Matt Busby, advised both him and Duncan Edwards to apply to do their national service at the Royal Army Ordnance Core in Shrewsbury so they could both still play for United at the weekends! What the modern-day footballer would make of such conditions is anybody's guess. Having won the League Championship in 1956, United were the first English team to compete in the European Cup, the Football Association of the day thinking the competition previously beneath them. United made a great show of their first attempt, reaching the semi-final before being beaten by Real Madrid.

With United retaining the league title in 1957, they set off again for the European challenge. The quarter-final second leg was played in Yugoslavia where after a brilliant game against Red Star Belgrade that finished in a 3-3 draw with Charlton scoring twice, they advanced to the semi-final. As has been well documented in the past, the journey back that night led to a refueling stop in Munich in worsening weather. After two abortive takeoffs, the team flight tried for a third time and crashed into a house at the end of the runway tearing off the wing and leaving the plane spinning along the ground, eventually to be cut in half.

Of the 44 passengers and crew (including the 17-strong Manchester United squad), 23 people (eight of the Manchester United players) died as a result of their injuries in the crash. Charlton survived with minor injuries. Of the eight other players who survived, two of them were injured so badly that they never played again.

Charlton returned to playing in an FA Cup tie against West Bromwich Albion on 1 March; the game was a draw and United won the replay 1-0. Not unexpectedly, United went out of the European Cup to A.C. Milan in the semi-finals to a 5-2 aggregate defeat and fell behind in the League.

Yet somehow they reached their second consecutive FA Cup final, and the big day at Wembley coincided with Busby's return to work. However, his words could not inspire a side that was playing on a nation's goodwill and sentiment, and Nat Lofthouse scored twice to give Bolton Wanderers a 2-0 win.

The great job Sir Matt Busby was doing rebuilding the team had its first success when lifting the FA Cup in 1963. United recaptured the League Championship in 1965 and again in 1967 when Charlton was named European footballer of the year. This led to United again representing England in the European Cup in 1968, where they got to the final against Benfica which was being played at Wembley. As a ten-year old I still clearly remember where I was when the match was played and the 4-1 victory was a triumph for the team, Bobby Charlton, who scored twice and Sir Matt Busby.



My personal memory of Sir Bobby was when the Manchester United team came to play at Upton Park, home of West ham United, bringing not just him but a certain Denis Law and George Best too, amongst a host of other good players. With the house full and thousands outside, it was always a treat to see these great players live. The collective inhaling of breath when Bobby was running at your defence with the ball at his feet was something to behold.

Of course, there is the other small matter of Bobby playing alongside his brother Jack in the England World Cup winning team of 1966. It was his great goal against Mexico that got things moving for the team after a 0-0 draw in the opening game against Uruguay. Charlton scored a further two goals in the semi-final against Portugal before the unbeaten England went on to beat West Germany in the final 4-2 after extra time.

Sir Bobby Charlton is universally well-liked and respected not just by fans of Manchester United but throughout football. He really was one of the greatest players who ever played and you understood when you saw him in full flight that football could indeed be "the beautiful game". Football fans around the world wish him well.



Classic Car Friends Pattaya in cooperation with  
Human Help Network Foundation  
and Thai Garden Resort presents

**Saturday, 20<sup>th</sup> February 2021**  
**5pm - 11pm**  
(Buffet starts 6.30pm)



Supported by:

**Bernie's Revival Band  
International & Thai Buffet**

**950฿**

Guests coming with Classic Cars: 500 ฿



Thai Garden Resort,  
North Road, Opp. TERMINAL 21



Ticket reservation:  
Dinner & Music: 092-753 9309  
info@classic-car-friends-pattaya.com



Hotel Room Deluxe:  
Special Price 1,000 ฿  
Phone: 038-370 614  
reservation@thaigarden.com



All proceeds to benefit underprivileged children at HHNFT





# 10 New Year Hacks to help you keep your resolutions.

**A**s we have already mentioned at the start of this month's magazine, 2020 was a year when we had to give up so much: travel, spending time with loved ones, drinking alcohol (during the ban), and going out in the evenings (during curfew). So let's not be too hard on ourselves in 2021 and aim for resolutions not to punish but rather to improve our lives. Certainly improved health with the current state of the world will help battle any virus germs or counteract any bad effects from a vaccination. So some resolutions are worth keeping but be kind to yourself, rather than always looking at what can be taken away, look at what you can do to improve and add to your life in 2021.

## 1. Don't aim for perfection go for progress

We are only human, and if, aiming to drop a few kilos after the overindulgence of the festive season, know it won't always be easy. Inevitably we will give in to cravings during special occasions or perhaps when faced with enticements. But when this happens you shouldn't throw in the towel and consider your resolution failed. Rather get back to it the next day and realise that there may be setbacks and mistakes throughout the year but overall you are aiming to improve. As they say, moderation in all things

## 2. Reward yourself

If food is your particular vice remember that the people who tend to do the best at losing weight are those that eat healthy foods 80% of the time and make not-so-healthy choices 20% of the time. Or if going for a Dry January have a present lined up for the 1st of February when you have succeeded.

## 3. Try not to give yourself a long list of unattainable goals

Rather than 20 resolutions made on the 1st of January and broken by the 31st, why not try to develop just one new habit a month? The experts tell us that most actions take 21 days to become a habit, so starting one at the beginning of the month should give ample time to form a new routine. Also, the prefrontal cortex of the brain where your willpower stems from has its limitations and will be far less effective if you overload it. A more manageable amount won't stress you out so much.

## 4. Reminders help when you are creating a new habit.

Before successfully forming your new habit, you can set yourself reminders. Perhaps sticky notes on the bathroom mirror or fridge, alarms on your phone, etc. Once you get used to doing the same thing, in the same place, time, the habit will have formed and you will have conquered your resolution but before then do some nagging.



## 5. Be specific rather than general

It's all too easy to lose track of your goals if you have no idea how much you've succeeded, or slipped. Make your new habits, definite actions, and set a specific, measurable goals. Instead of "drink more water," specify "two litres of water a day".

## 6. Track your success or at least your progress

Set up a review for example at the end of each week as this methodology is good for tracking productivity goals. Post-it notes, diaries, google calendars, downloadable apps, whatever mental notes or tricks work for you. If you want to change a pattern of overspending habits then formulate a budget and reward yourself with a carry over to the next month or a decrease if it's been a heavy one.

## 7. Distract yourself from temptation

Whether it's stopping smoking, overspending, a reduction in food or alcohol consumption there are triggers that will impede your success. If you know what these are you can physically remove yourself from a place or situation.



Or if a craving pops into your head, pick up the phone to distract yourself with a game or a check-up on Facebook - hopefully, the moment will then pass.

## 8. Utilize public shame or encouragement

OK, it might seem a bit egotistical to constantly post photos of yourself on Facebook or Instagram to show progress with weight loss or body changing results from exercise. However many swear by this method. Not wishing to deal with humiliation when no progress has been made or lapping up encouraging comments from friends when you have succeeded can be a great motivator.

## 9. Make a visual graph

The downward-sloping graph of your weight, the upward sloping curve of your savings for some people visual cues to success are understandably motivating. If you show your progress as a graph line or block it will be more inspiring.

## 10. Add in extras for a better quality of life

How about aiming to make new friends throughout 2021? Or reconnect with some you haven't seen for ages - either by scrolling through your Instagram, Facebook, Line, Whatsapp, or even old emails?

Join a gym or a new club, learn to meditate or play an instrument - think of what could bring quality to your life.







## THIRTY NEW MEMBERS FOR ROTARY CLUB PATTAYA

There was a celebration at the First Pacific Hotel when 30 new members were inducted into the Rotary club organization.

**Thank you Rodney James Charman for your photos of the event**





สโมสรโรตารีจอมเทียน-พัทยา  
**Rotary**  
Jomtien-Pattaya



# CHARITY MUSIC FESTIVAL No.2

เทศกาลดนตรีการกุศล

SUPPORTED BY:



**FEBRUARY 7<sup>TH</sup> 2021**  
**12:30 - 18:00**

**GRAND PALAZZO HOTEL**  
**PATTAYA CITY**

**NEW 5 HOUR LIVE MUSIC EVENT**  
**BUFFET, FREE-FLOW WINE & DRINKS**

**TICKETS: 1800 THB**

**CONTACT: RAY WHITLEY 064 6244400**  
**rotarycharitymusicfestival@gmail.com**

## 2020, what a year!

By Derek Franklin



No one could have predicted the events of 2020. While it will be known as the year of the Covid-19 pandemic, there were many other notable events: the Presidential elections in the United States, Brexit negotiations in the United Kingdom and the Black Lives Matter protests continue to make headline news.

In the natural world Australia suffered some of the worst bushfires in living memory, with smoke that could be seen from space. Earthquakes in China, India, Turkey and the Caribbean, floods in Indonesia and a volcano erupted in the Philippines.

But it is the pandemic that most will remember more than anything else. While the numbers of deaths from the virus are in the tens of thousands in several countries, here in Thailand the number has remained small, just sixty deaths.

While the numbers of deaths has remained low, the long lines of people, young and old, including many expats, waiting for a free meal have almost

disappeared, but the effect of the coronavirus on Pattaya has, for many, been devastating.

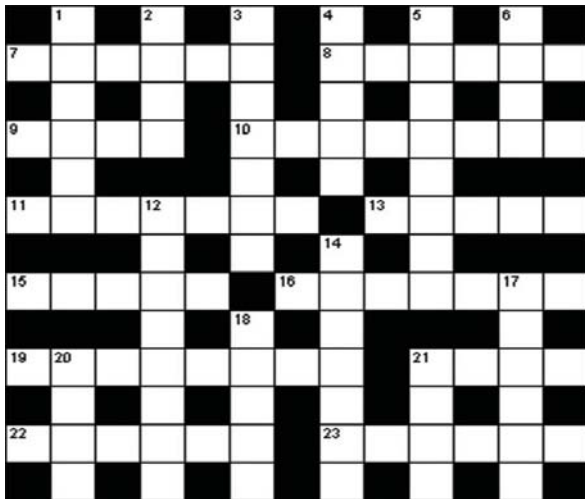
Leave Beach Road and walk along soi 7 and 8, down Walking Street and see row upon row of empty bars, former convenience stores, massage shops, cafes and restaurants all closed and hotel entrances chained up. Deckchair vendors on the beach are lucky to get a customer and drive down Second Road and whole blocks of small shops are empty.

Charities have been affected. People losing their jobs don't have spare money to give away to others, there are no tourists to drop change into donation boxes and while 2020 was difficult, many are predicting 2021 could be harder.

Local charities rely on the generosity of others to survive. The children at the Pattaya School for the Blind, Father Ray School for Children with Special Needs, Human Help Network, Father Ray Children's Village, Hand to Hand Foundation, Fountain of Life, Pattaya Orphanage, Baan Kru Jaa, Father Ray Day Care Center, Take Care Kids, Mercy Center and Baan Jing Jai, they are still here, they need feeding, educating and they need a home and a safe place to rest their head each night. This year, 2021, please don't forget the children of Pattaya.



# CROSS WORD JANUARY 2021

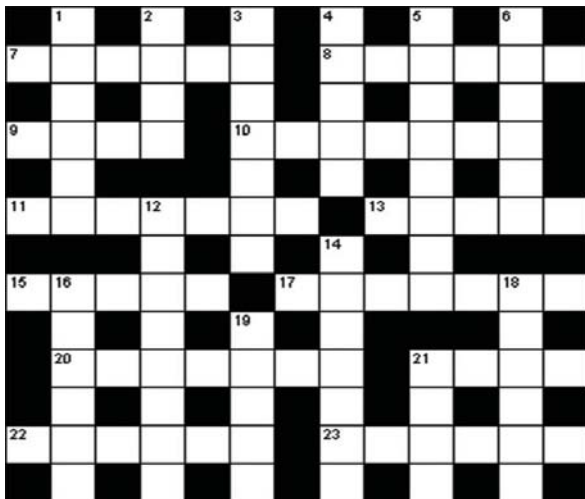


## Across

7. Dairy product (6)
8. Food store (6)
9. Breakfast cereal (4)
10. Cooking implement (8)
11. Edible marine mollusks (7)
13. Brew (5)
15. Indian dish, usually with rice (5)
16. Baked layers of pasta with meat or vegetables (7)
19. Clear seasoned broth (8)
21. Cut of meat (4)
22. Cooks on a grate (6)
23. Jam cake soaked in wine served with custard (6)

## Down

1. Fortified wine (6)
2. Vegetable (4)
3. Sweet (7)
4. Baking ingredient (5)
5. Type of beverage (5,3)
6. Type of cheese (4)
12. Mexican pancake (8)
14. Edible hard-shelled seeds (7)
17. Ribbonlike strip of pasta (6)
18. Drinking vessel (5)
20. Gumbo (4)
21. Fried potato (4)

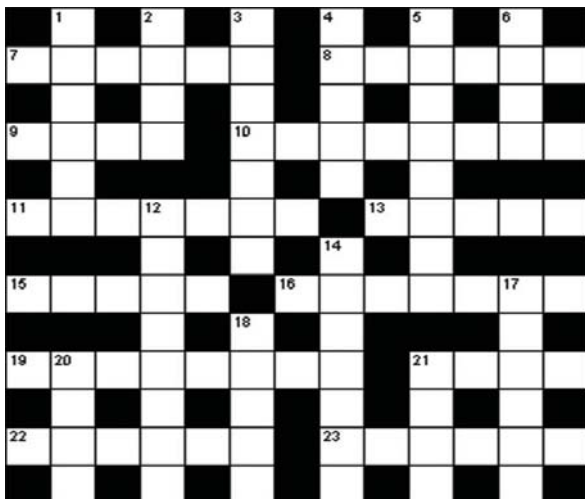


## ACROSS

7. World's largest desert (6)
8. Belgian port (6)
9. Europe's highest active volcano (4)
10. Caribbean island (7)
11. Quito is the capital (7)
13. African mountain range (5)
15. Capital of Egypt (5)
17. Famous Italian opera house (2,5)
20. Spanish city at the foot of the Sierra Nevada (7)
21. Russian city (4)
22. Capital of the Philippines (6)
23. South American river (6)

## DOWN

1. Sea to the east of Sweden (6)
2. Indonesian island (4)
3. Capital of Thailand (8)
4. These Asian countries are North and South (5)
5. 23 Across empties into this ocean (8)
6. Capital of Turkey (6)
12. Sea to the east of Italy (8)
14. Island group east of Florida (7)
16. Sea between Greece and Turkey (6)
18. Capital of Portugal (6)
19. Asian country (5)
21. Muscat is the capital (4)



## ACROSS

7. Dairy product (6)
8. Food store (6)
9. Breakfast cereal (4)
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20. Gumbo (4)
21. Fried potato (4)

**SOLUTIONS ARE ON PAGE 45**



# SUDOKU JANUARY 2021

SOLUTIONS ARE ON PAGE 45

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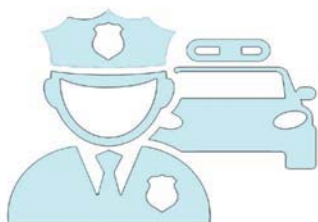
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## IMPORTANT TELEPHONE NUMBERS



### POLICE

Emergency Hotline: 191  
Pattaya Police Station: Soi 9 Pattaya  
Phone: 038 420- 802, 038-420 805 0-3842-9325  
Banglamung Police Station, Sukhumvit Highway)  
Phone: 038 221 800, 038 221 331  
Tourist Police: Phratamnak Road  
Emergency Hotline: 1155  
Phone 03841 4669, 03842 5937,

### AMBULANCE AND HOSPITALS

General emergency number 191 can be used or 1669  
Pattaya International Hospital  
PhoneTel: 038 428 374-5. Tel: 038-427 575  
Bangkok Hospital Pattaya  
PhoneTel: 038-259-999. 0-3825-9911  
Pattaya Memorial Hospital  
PhoneTel: 038 488 777. 038-429 422



### FIRE

Emergency Phone: 199  
Fire Brigade Pattaya  
PhoneTel: 038-425-943,  
Fire Brigade Naklua  
PhoneTel: 038-221-000,

### SEA RESCUE

Marine Police  
Phone. 038-423 666  
Sea Rescue  
Phone 038-488 134

### ELECTRICITY

Electricity Pattaya  
Phone 0-3842-6463, 0-3842-8502  
Electricity Banglamung  
Phone 0-3822-1007

### WATER

Water Works Banglamung  
Phone 0-3822-1463  
Water Works Pattaya  
Phone 0-3822-2462/5

### WASTE DISPOSAL

Garbage Collection  
Phone 0-3842-9494



## A WILL FOR INHERITANCE?

### A BENEFIT TRUST MAY BE A BETTER OPTION TO AVOID PROBATE?

#### WHY MAKE A WILL?

You may think that you are immortal or tempting fate if you make a Will. Many people steer clear of the matter of dying and planning for when they are no longer here, thinking of it as a morbid subject. This is certain – we will all die and death can happen at any time.

Making a Will can protect your loved ones after you die and ensure your estate is dealt with as you would wish it to be. If you die without a Will, your wishes are not considered and your estate will be dealt with according to the strict laws of intestacy in each country where your assets are situated.

#### Protect your dependents

A Will can make provisions for your dependents' care, as well as what they will inherit. If your children are minors, and you don't appoint guardians, it will be left to the family courts in the relevant country to choose. Godparents have no legal role.

#### Provide for your children and others

A Will can make financial provisions for your children, step-children or foster children and could include setting money aside for future use or allowances. Remember that not every dependent will inherit unless you include them in your Will. It can establish trusts to protect that money and ensure that it is used accordingly. You can determine what each beneficiary will inherit, thereby avoiding any misunderstandings.

#### Unmarried couples

Unless you are married or are civil partners, in most countries, a co-habitee has no rights to their partner's estate, no matter how long you have been together. Your partner will not inherit unless you provide for them in your Will. If the family home is in your name, your unmarried partner and step-children will not inherit it if you die without a will – meaning they may lose their home. You can leave them a share of the property in your will, or a right to reside in the property.

#### Family disputes

Dividing up an estate can lead to avoidable stress and arguments. If you don't have a Will, the laws of intestacy of the relevant country will decide who inherits. If your Will is carefully prepared, it will reduce the chances of it being contested.

## GUEST EDITORIALS FROM PROFESSIONALS

### Australian Superannuation and the challenges ahead

The superannuation industry has faced some immense challenges in light of the COVID-19 pandemic, such as dealing with the fallout – immediate and long term – of the Government's announced changes to superannuation settings as part of its economic response to the pandemic. Virtually all aspects of a superannuation fund's operations will be impacted.

#### The Federal Government's changes to superannuation and the impact on funds

As part of its COVID-19 financial assistance response, the Government will:

- temporarily relax the rules for the early release of superannuation on compassionate grounds
- temporarily reduce the superannuation minimum drawdown rates and the deeming rates for social security payments.

#### Reduction in minimum drawdown rates for account-based pensions

Under the rules applying to account-based pensions, a minimum payment must be made from a pension or annuity product at least annually, which is determined by age and the value of the account balance at 1 July of each year. In a bid to help pension and annuity account balances recover from capital losses associated with the economic shock stemming from the crisis, the minimum drawdown rates for retirees will be halved for the 2019-20 and 2020-21 income

years, meaning pensioners will be entitled to keep more money in the superannuation environment if they wish to do so.

#### Social Security deeming rates

A reduction to the social security deeming rates has also been announced in recognition of the impact that a low interest rate environment has on an individual's expected savings income. From 1 May 2020, the upper deeming rate is 2.25% and the lower deeming rate is 0.25%, which the Government expects will mean an average increase of \$105 to the Age Pension for the 565,000 people receiving it in the full tax year following the change.

#### What will be the impact on superannuation fund investments?

##### A flight to liquidity

We see the need for liquidity as being driven by a range of interconnected factors, including:

- Decreased contributions from members (driven by a rise in unemployment and underemployment);
- Increased outflows from the new compassionate release rules (see above);
- Managing foreign currency hedging programs (including necessary liquidity to respond to any margin call requirements); and
- Members shifting into cash or defensive investment options.

Source: Raj Chawla at [Superannuationtransfer.com](http://Superannuationtransfer.com)





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and enjoy our guest editorials on the opposite page



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# YOU'RE HAVING A LAUGH !

.....because we need a laugh when looking back at 2020

IF 2020 WAS A BEER



IF 2020 WAS A SWING



IF 2020 WAS A SOUND



IF 2020 WAS A WATERMELON



IF 2020 WAS AN ICE CREAM TRUCK



IF 2020 WAS A SLIDE





# SOLUTIONS

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By Rick Click

# Tec.Living



Every month new gadgets arrive on the scene to hopefully make your life easier, more productive or just more fun. As an old friend of mine once said buying a new TV can be good for the soul. This month lets look at some practical tec to improve the quality of your life.



## HAPI fork

If like me you have the bad habit of eating way too fast, which doesn't help you get the most from your food. Don't fear for now we have the HAPI fork! This electronic device monitors your eating habits with a gentle vibration that occurs when you eat too fast. Also, it measures how long it took you to eat the meal, how many servings you took, and the time between each fork serving. After the meal info is uploaded by USB or Bluetooth to your dashboard on HAPI.com where you can track your progress.

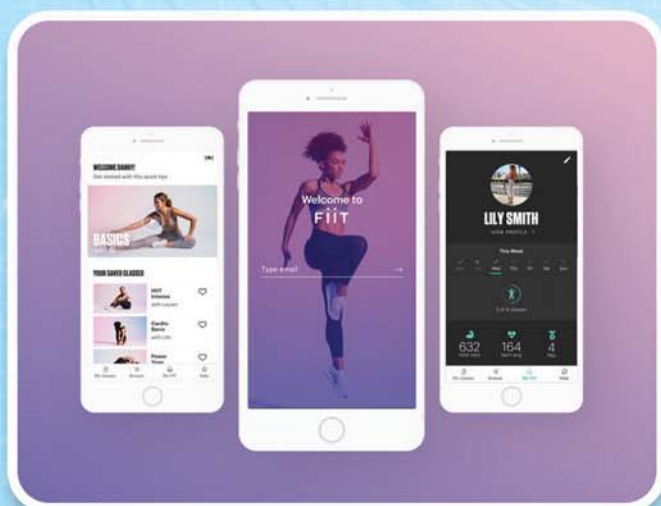
The companion HAPI app provides a coaching program to help. Remember the faster you eat the more you eat which can lead to unwanted weight gain, digestive problems, and even lead to Gastric reflux.



## Sensoria Smart Socks

At first, I thought of choosing this gadget for a little humor but looking more closely this could be a real boon for runners everywhere. Running is a great way to exercise your heart and really burn more calories over walking or jogging, however, if you're like me your running style might need checking.

What will stop your new year resolution in a hurry is a running injury. But fear, not these smart socks will see you safely to your goal. Using textile pressure sensors in conjunction with a paired app you get real-time feedback. If you are striking with the heel or ball or your Cadence is off video and audio cues will tip you off. Not only helping you reduce pressure on the hip and knees the system also acts as a virtual coach to help keep you motivated now nothing will stop you.



## App of the month.

### FIIT home workout App

If having to workout at home becomes more of a future necessity then getting a motivational app could help you stay in shape whatever happens. This one isn't free but you can try it out for the first month at no cost.

FIIT is a great system to get some great coaching from a variety of personal trainers in your own home. It works in conjunction with a heart-rate chest strap that measures your pulse and counts your reps. If Yoga is more of your thing then this won't be as useful, unless you are curious about your pulse rate during downward-facing dog.

Watch your trainer as he or she guides you through the routine and follow on with the timers, your heart rate zone, and your FITT points, best viewed on TV.



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By Magna Carta Law Office

## Thailand Surrogacy Law

The National Legislative Assembly of Thailand has passed The Protection of Children Born from Assisted Reproductive Technologies Act (ART) in 2015. This act is designed to protect children born through Assisted Reproductive Technologies (ART) and it sets the legal procedures for the spouses to follow in order to go through surrogacy. Parents whose child was born to a surrogate prior to the Act coming into force can apply for court approval to have it enforced retroactively.

The Act defines Assisted Reproductive Technology as any medical scientific procedure that removes eggs or sperm from a human body for the purpose of unnatural pregnancy, including artificial insemination of a third person. Surrogacy is defined as "pregnancy by ART."

The embryo must be created by only using the intended mother's (or donor's) egg and the intended father's (or donor's) sperm. In other words, the surrogate mother's eggs may not be used for the surrogacy procedure.

The purposes of the new Act are as follows:

1. to specify the parents' legal status;
2. to control and specify the rights and duties of related parties during and after surrogacy;
3. to control and set boundaries on the proper use of enhanced technology, especially for achieving pregnancy in procedures; and
4. to prohibit surrogacy involving a business or profit-making enterprise.

Commercial surrogacy is strictly prohibited under the Act. Those found guilty of being involved with surrogacy for profit and if anyone acts as an agent by requesting or accepting money, property, or other benefits in return for managing or giving advice about surrogacy will be liable to a huge fine and/or imprisonment. With the new law, the couples who apply for the Assisted Reproductive Technology and surrogacy in Thailand do not need to adopt the child born from Assisted Reproductive technology. The law recognizes the infertile couples as legal parents of the child.

The applicants seeking for surrogacy must be legally married and both Thai nationals, wherein the wife cannot get pregnant. If only one of the applicants is Thai, the couple must have been legally married for at least 3 years.

The surrogate mother must be related to either applicant by blood, but may not be either applicant's parent or descendants of any degree. She should also have had a pregnancy before the surrogacy. Additionally, if the surrogate mother is married, the husband's approval is required.

The Act clearly states that the applicants will be the legal parents of the surrogate child and cannot deny the parentage of a child born through Assisted Reproductive Technology. The applicants and the surrogate mother must have a written agreement before the pregnancy occurs, indicating that the applicants will be the legal parents of the child.

Since Thailand Law does not recognize same-sex marriage, same-sex couples cannot pursue surrogacy. This act is also not applicable for single people who wish to have a child through this procedure.



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## YOUR FIRST CHOICE FOR THE BEST PROPERTY DEALS

# Why is House Staging important?

Anyone who has seen the film "American Beauty" will be sure to have noticed Annette Bening's superb performance as the somewhat obsessive property realtor who goes to great lengths to achieve her mantra of "I will sell this house today". Her preparations include house staging as a means to achieve this goal.

So what do we mean by the term "House Staging"? Well if you consider the presentation of a property to a prospective buyer as a theatrical event, then staging, of course, means that it is prepared to look as appealing and charming as possible.

This tactic is trendy in the United States and has spread to other countries keen to profit on the success of making the best of a prospective property for sale.

Common sense should tell us to ensure our homes are clean and tidy before letting anyone into them.



***The nice interior of the house is adding value to this amazing beachfront property for sale or rent in Na Jomtien! Our Ref: PC8173***

Yet it is amazing how many real estate agents report that they have entered properties that are not shown to their best advantage when taking prospective clients on viewings.

Common sense should also tell us that when there is a surfeit of available property perhaps similar in terms of size and location, having a "staged property" can allow a unit to stand out.

Having an edge can make all the difference, and the advantage of using the house staging tactic is that making it as stylish and enticing as possible can make a unit sell faster and maybe even for a higher price.

House staging goes far beyond merely tidying and cleaning - although this is, of course, a good start.

It can involve the use of furniture, decorations, and even props as the aim are for the space to appear occupied but not too lived in.

Psychologically what you are aiming for is to make your property look like a home that the buyer can imagine themselves occupying.

Clutter or too many family photos and personal effects can actually stop this from happening.

Visitors may subconsciously see themselves as intruders or find their eyes drawn to the pictures rather than focusing on the dimensions and feel of the property.

Condominium developers with multiple units to sell usually bring in professionals to dress their show units to obtain the style and design they are looking for.





***Modern, sober furniture and decoration with some touch of colors are making this 2 bedrooms unit in Pratamnak all the more attractive! .  
Our Ref: PC8179***

It may even include styling up to the trends of the nationality believed to be most in favour of the condo purchase.

Private owners and landlords are generally less willing to spend money beautifully, presenting their living spaces.

However, staging a property does not need to be a considerable investment.

There are plenty of cost-effective tactics that can be employed.

Contemporary paintings or photographs are excellent decorations to liven up empty walls, neutral and stylish is the overall objective.

Tables and kitchen areas look good when set with cutlery, plates, and decorative pieces, e.g. a vase of flowers.

Even a bottle of wine on the table gives the impression that elegant dinners are often held in this space.

Well-made beds with cushions can be very pleasing to the eye, but when in doubt you should always opt for clean, white bed linen that will never offend and maximise the size of your bed.

Also light coloured furniture and walls help with the illusion of increased space. A lick of paint to refresh walls can be a minimal cost for maximum effect outlay.

Adding decorative toiletries and matching towels can make the bathroom area feel like a hotel-like experience.

You can even take it a step further and invest in scented sticks to give it a luxury spa environment.

In fact, don't forget your prospective buyer's sense of smell may also be an essential factor.

You don't want to put viewers off your property because of foul odours such as the smell of cigarette smoke or rubbish bins not cleared out.

Home staging can go so far as to include good scents that will subliminally make the prospective purchaser feel at ease - fresh flowers, for example, or the use of a room spray.

Remember though you want to go for delicate rather than overpowering scents, and many swear by the smell of freshly baked bread or freshly brewed coffee.

If you have a property to rent or sell and would like a professional assessment of house staging ideas that could help, please ask the team at Pattaya Prestige Properties.

We will, of course, also take excellent photos and when possible a video to show your property in its best light.



***The team at Pattaya Prestige Properties can meet all your requirements and would love the chance to prove it. If you have a property to list or want to buy one, why not put us to the test?***

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 Monday to Friday 9:00 - 17:30  
 Saturday 9:00 - 16:30



# Dot Property's Amazing Southeast Asia Awards at the Four Seasons Hotel Bangkok at Chao Phraya River

Dot Property hosted two events simultaneously when over 300 guests attended the Dot Property Southeast Asia Awards 2020 Charity Gala at Four Seasons Bangkok while another 100 joined the Dot Property Southeast Asia Awards 2020 Winners' Dinner at The Reverie Saigon in Ho Chi Minh City.

In Bangkok, it was one of the very first events to be held at the brand new Four Seasons Bangkok where guests were treated to a firework show over the Chao Phraya River.

Habitat for Humanity was the event's official charity partner.

## **FULL LIST OF WINNERS**

### **Dot Property Southeast Asia Awards 2020 developer winners:**

Best Leisure Developer – Sun Group  
Breakthrough Developer – Cat Tuong Group  
Best Developer (Resort Condominiums) – Sisaran  
Best Residential Developer – Hung Thinh Land  
Best Mixed-Use Developer – KSK Land  
Best Township Developer – Paramount Land  
Best Lifestyle Developer (Housing) – Nichada Thani  
Best Developer (Boutique Resorts) – Wealth Asset Group  
Best Boutique Developer (Townhome) – Premium Place Group  
Best Sustainable Developer – Capital House  
The project winners at this year's Dot Property Southeast Asia Awards each stand out in their own unique way. There are developments such as The Estelle Phrom Phong (Thailand) and The Pearl Hoi An (Vietnam) that feature unmatched designs and quality. Meanwhile, Merdeka 118 (Malaysia), winner of Most Iconic Landmark Development, literally stands out due to its height.  
The award for Best Luxury Condominium Recreational Design went to THE ESSE Sukhumvit 36

### **Dot Property Southeast Asia Awards 2020 residential project winners:**

Best Luxury Condominium – The Estelle Phrom Phong  
Best Luxury Villa Development Landscape Design – Pirom at Vineyard  
Best Affordable Development (Hi Rise) – Modiz Sukhumvit 50  
Best Luxury Villa Development – Botanica Luxury Villas  
Best Lifestyle Condominium – Eco Resort  
Best Innovative Investment Product – The Rhine Condominium  
Best Boutique Condotel (Rental Program) – The Rhine Condominium  
Best Lifestyle Condotel/Residences – Sunshine Beach Condominium  
Best Condotel Development (Low Rise) – Wyndham Garden Irin Bangsaray Pattaya  
Best Landed Development – Cat Tuong Western Pearl  
Best Bespoke Villa Development – Project Terrace Exotica  
Best Affordable Condominium (Low Rise) – Andaman Riveria Condominium

### **Dot Property Southeast Asia Awards 2020 project design winners:**

Best Residential Lifestyle Design – 8 Conlay  
Best Luxury Condo Architecture Design – The Matrix One  
Best Luxury Condominium Recreational Design – THE ESSE Sukhumvit 36  
Best Villa Development Sustainable Design – Riverhouse Phuket  
Best Luxury Villa Development (Architectural Design) – Anchan Hills  
Best Condominium Recreational Design – Diamond Inya Palace

### **Dot Property Southeast Asia Awards 2020 mixed-use, hospitality and commercial project winners:**

Most Iconic Landmark Development – Merdeka 118  
Best Beachfront Luxury Hotel & Resort – The Pearl Hoi An  
Best Tourism and Resort Development – Wyndham Lynn Times Thanh Thuy  
Best Luxury Serviced Apartments – The Double View Mansions, Bali  
Best High Rise Development – Thamrin Nine  
Best Transit-Oriented Development – The Glenz @ Glenmarie  
The Dot Property Southeast Asia Awards 2020 also celebrated real estate agencies, property consultancies, property management companies, contractors and technology. DKRA Vietnam followed up its success at the Dot Property Vietnam Awards 2020 with two more awards. Country Garden was presented with the Special Recognition Award for Property Management Services.

### **Dot Property Southeast Asia 2020 Special Recognition Awards:**

Special Recognition Award for Property Management Service – Country Garden Services  
Best Innovation & Technology – Hoozing Proptech Company  
Best Innovative Contractor – Smart Construction Group  
Best Boutique Condotel (Rental Programme) – Wealth Asset Group

### **Southeast Asia's Best Property Consultancy Firms 2020:**

DKRA Vietnam

### **Southeast Asia's Best Real Estate Agencies 2020:**

Dat Xanh Mien Bac  
DKRA Vietnam  
Remax Executive Homes Bangkok  
Bridge Estate (Thailand)  
Rahim & Co International  
Cushman & Wakefield Indonesia  
CBRE Cambodia  
The Great Haus

### **The Developer of the Year Award 2020**

Thailand's SC Asset won

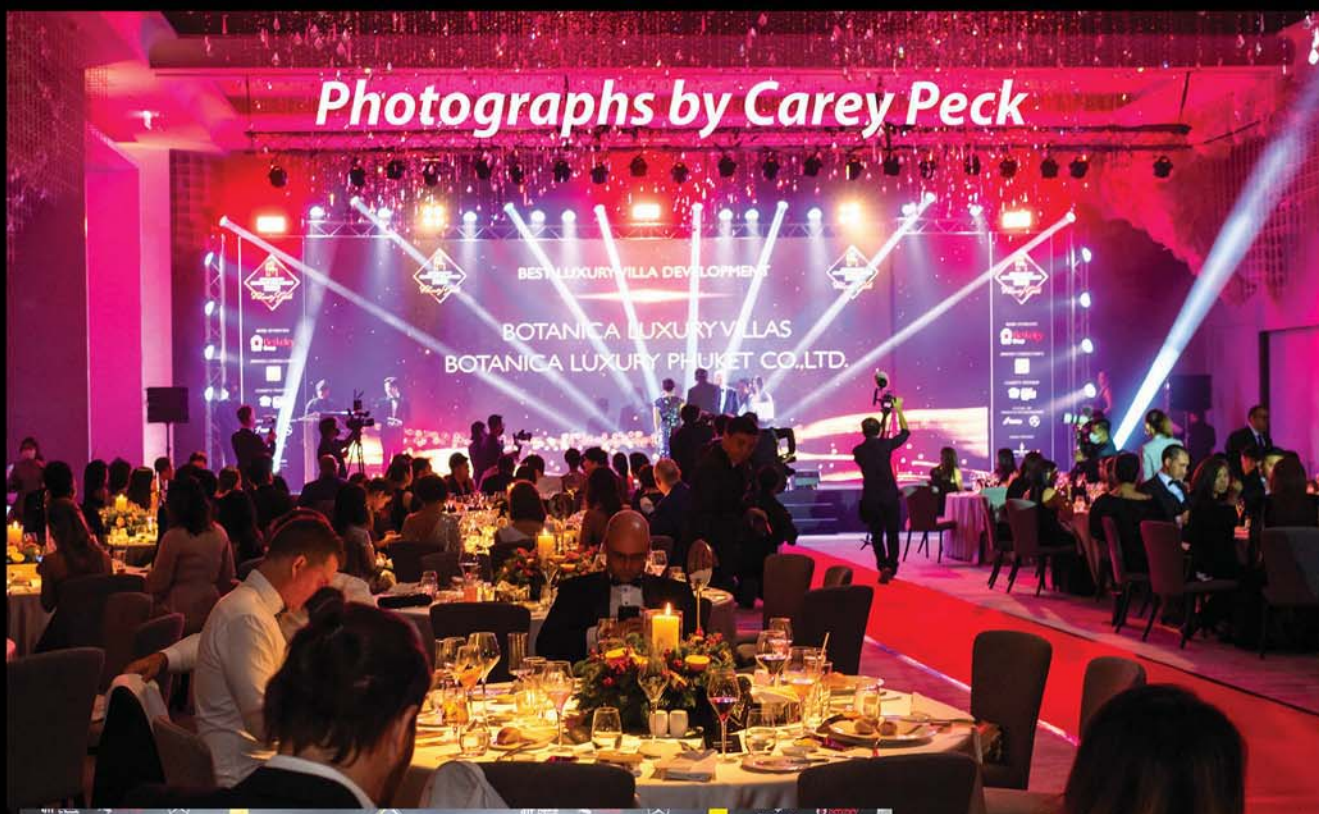
### **People's Choice Award for Project of the Year Southeast Asia**

Sun World Ba Na Hills from Sun Group

















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Looking for a dream home where you can enjoy a gorgeous sunset over the water right in your backyard?

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Private and Luxury Beach front. Fully furnished with designer furniture such as KenKoon, and Doi Tung Lifestyle. Ready to move in. Just bring your toothbrush and your wardrobe. 4 Bedroom, 4 Bathroom, 268 SQM



The Residences @Dream Pattaya



The Residences @ Dream Pattaya

**More Info: 063 048 9499 Joe The Residences at Pattaya**



### Land for sale at St Andrews Golf Course



Building plot at St Andrews Village in the St Andrews Golf Course Complex near Baan Chang suitable for building a one or two storey 3 or 4 bedroom house.

Facilities include a large fine clubhouse, equestrian track, swimming pool, polo club, fishing lake and St Andrews International School.

Size 104 Talang Wah or 416 square meters.

**Price 1,560,000 Baht**

### Land for Sale at Bang Saray



Land numbered 85, Chanote number 10492 registered in Thai person name Size 1 Rai 3 Ngan 65 square Wah (19125 Rai or 3,060 square meters) Suitable for a 7 floor Condominium of 220 units with value 700 million Baht EIA and Building permits approved in principle 2.2 Km to Bang Saray Beach, 20 Km to Pattaya, 24 Km to U-Tapao airport (UTP) GPS Co-ordinates 12.755763, 100.896411

**Price 35,000,000 Baht**

### Land for sale - near Chiang Rai



Plot of land together with a two storey 2 bedroom 2 bathroom house at Mueang Chum, District Wiang Chai, Chiang Rai 57210 suitable for building several houses 15 minutes from Chiang Rai airport, 20 minutes from Chiang Rai City Size 3 Rai 105 square Wah or 5,220 square meters GPS Co-ordinates 19.906025, 99.953924

**Price 7,000,000 Baht**

### 2 bedroom 2 bathroom condo for sale or rent



Hyde Park Residence 1 floor 5 corner unit facing the sea Located off Thappraya Road near Walking Street, on Baht bus route. Roof-top swimming pool, European kitchen, large balconies 3 air-cons, 3 flat screen TV's Washing machine, 2 electronic safes, 3 tier curtains Size 108 square meters, fully furnished, offered on one-year lease

**Price 6,700,000 Baht**

**Rent 20,000 Baht**

### Studio for Sale or Rent



AD Condominium floor 6 near Wong Amat Beach, 35 sqm. Bathroom, fully - equipped fitted kitchen, balcony, good sea view. Swimming pool, a/c, safe, LCD TV, DVD player, home theatre. foreign ownership. One-year lease **10,000 Baht** per month including fast fibre-optic Internet. Shorter periods possible. Tel 084-864 6068

**Price 1,500,000 Baht**

**Rent 10,000 Baht**

### Studio for Sale or Rent



Angket Hip Residence floor 10 Soi Boonkanjana 800 meters to Jomtien Beach. Studio with fully-equipped fitted kitchen, bathroom, balcony, good sea view. Reception, swimming pool, under-cover parking, 24 hour security fitness centre. Air-con, microwave, TV, DVD player, electronic safe, washing machine. Size 36 sqm, foreign ownership One-year lease 8,000 per month

**Price 1,300,000 Baht**

**Rent 8,000 Baht**

### 2 bedroom 2 bathroom Condo for Sale or Rent



Luxury apartment at Metro Jomtien floor 30, beach-front, 161 sqm, magnificent sea view. Lounge, fully-equipped European kitchen, each bedroom has bathroom ensuite. Bath and 2 walk-in showers. Washing machine, 3 aircons, 3 TV's, 3 DVD players, home theatre, 2 big electronic safes. Large swimming pool, fitness centre, tennis courts, sauna, mini-mart, bar, restaurants, children's playground. One-year lease 30,000 Baht per month. Foreign ownership.

**Price 10,000,000 Baht**

**Rent 30,000 Baht**

### One-bedroom Condo for Sale or Rent



A one-bedroom unit of 36 sqm at Park Lane, Jomtien registered in company name Reception, swimming pool, parking, 24 hour security, key-card access, CCTV, fitness centre, laundry, shop, restaurant, bar, independent Internet, 2 air-cons, 2 TV's, sea view One-year lease 8,000 Baht per month

**Price 1,300,000 Baht**

**Rent 8,000 Baht**





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# 96FM Pattaya People Radio

## Cooler Playlist In Town

**I**n the hot high season, it's essential to stay cool with a soundtrack to your life of 'sunshine hits on 96'.

Our regular 96FM weekday starts with the highly entertaining **MORNING GLORY** from 8am to noon followed by **LET'S DO LUNCH** from noon to 2pm. Following that, a little **AFTERNOON DELIGHT** is always nice from 2pm to 4pm, then, **THE SUNDOWNER SHOW** from 4pm to 6pm is usually accompanied by a cocktail or three.

MSN International News in English is at 12 noon, 2pm, 4pm & 8pm  
All through the weekend, a full service of entertainment can be enjoyed.



Pattaya People Radio on 96FM and online via the free downloadable Pattaya People app (check out DOWNLOAD instructions on the TV page) has not stopped providing a wonderful addition to each treasured day and provides happy, positive, life enhancement with so many sing-alongable selections.

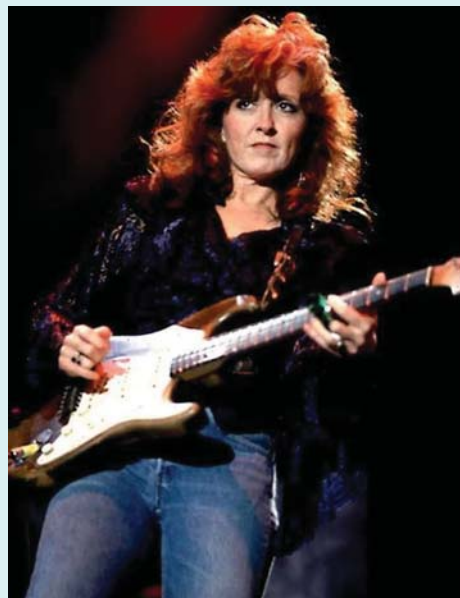
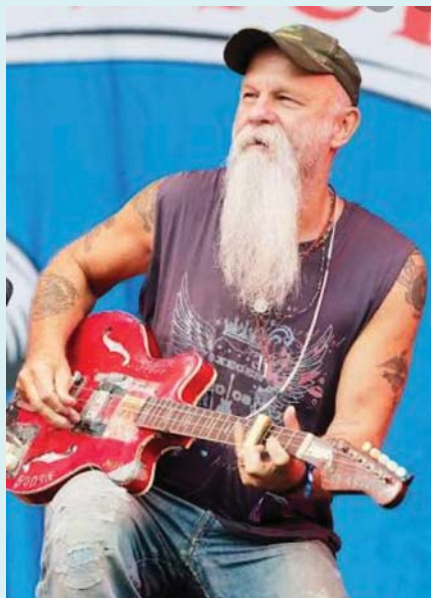
96FM can be heard in your car or on any household radio plus online with the 'Pattaya People' free app which can easily be downloaded to your mobile device or computer.

Top quality sound and varied enjoyable content 24 hours a day from our stations will most definitely enhance your daily music listening here in Pattaya.

In fact, outside of Pattaya and, in fact, anywhere in the world.

The best commercial playlist in town is on 96fm and is regularly updated with lots of great new popular tunes and additional 'oldies but goldies' which are bound to get your groove on!

So, be cool with the hottest sound around from the most fab radio in town on 96FM.







# PATTAYA PEOPLE TELEVISION

## New Year, New Beginnings

**A**fter a challenging 2020, Pattaya People Media Group are moving forward into 2021 with new beginnings providing an opportunity to be seen, not only on TMN cable TV, but all over Thailand and, indeed, worldwide on the 'Pattaya People' free downloadable app for your laptop, computer or smart phone.

If there are still those of you who have not downloaded the Pattaya People Free App, here's how to. It's so easy.

1. Go to your app store (Play Store or similar).
2. Type in 'Pattaya People'.
3. Press on 'INSTALL'
4. Press on 'OPEN'
5. Watch all Pattaya People TV features on the Pattaya People streaming facility.



PPTV is still at the forefront of providing important information for our Pattaya Ex-Pat community with a wealth of up to date information about subjects close to our hearts plus a reflection of entertaining aspects of our city .

Now on the TMN cable network, internet access from the Pattaya People web site, [www.pattayapeople.com](http://www.pattayapeople.com) and the free Pattaya People app., means that our weekly updated output can be sought easily, even on our smartphones with interesting features and essential programming.

Coming up in January is a continuing focus on up to date immigration news from Key Visa with the latest rules and regulations, plus features with interesting guests interviews and chats. Plus, features on recent events in and around Pattaya.

Also check out Barry and 'Discover Pattaya' editor Gloria Jones with their monthly comments and chat about the latest goings on around town, plus many interesting local celebrity interviews and local features.

Don't forget to watch PPTV on TMN or download the FREE 'Pattaya People' app so you can access the TV output on your handheld device, anytime and anywhere in the world.

Best wishes for the New Year with new beginnings for everyone from us all at Pattaya People Media Group.





By Kristin Mariano



As we look forward – in more ways than one—to 2021, it's time to reflect and reset our expectations for the year ahead. So let's take what we learned through the course of the pandemic and assess what lessons we can apply to our industry in the future, says Rachel Grier, area vice president of Asia Pacific at IDEaS Revenue Solutions.

## Be Prepared

I am sure we can all agree this year did not exactly go to plan. From toilet paper wars in supermarket aisles to stockpiling of canned goods – we were not at our finest in the early days of the outbreak. But as always, humanity prevailed, with many rallying to provide meals for emergency teams, acknowledging front-line workers, donating time, shelter, and assistance to those in need.

For the hospitality industry, which had experienced years of annual RevPAR growth, the polar change in demand and occupancies in Q2 was nothing short of shocking. As businesses globally closed due to restrictions or financial crisis, the relevancy of a continuity, contingency, and risk plan became reality. Looking into 2021, the development of a reopening strategy is business-critical. It is time to develop strategic plans that encompass multiple scenarios exploring potential internal and external variables.

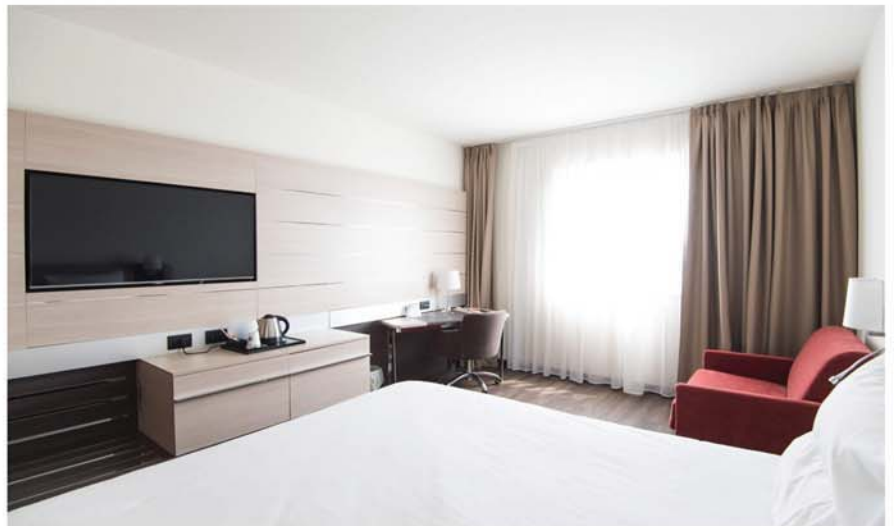
What if my destination is restricted to domestic travelers for the next 12 months – how will this impact my current segmentation and affect revenue streams? What if my government restricts the gathering of large numbers – how else can I repurpose my banquet space, the catering kitchens? Do I need to re-hire my sales team again – or perhaps phase hire based on contracting and travel windows? Can I possibly outsource some services until my business returns to sustainable levels? How compressed is the local labor supply for casual or contract workers? Will this restrict my ability to meet my operational requirements?

Now is the time to plan and create a variety of data-based simulations to prepare for various potential business landscapes and your planned response.

## Understand Differences

As we cautiously see green shoots of recovery in APAC, it is essential that as we create plans across the different phases of business return, we truly understand our market segmentation – and in more detail than ever before. No longer just the “domestic” segment, this needs to be further expanded into sub-segments and include differences not only in personas and product alignment but also factoring revenue elements such as propensity to cancel, pricing sensitivity, booking lead times, and channel performance by micro-segment.

Data is key to this exercise and will help you understand and create the sub-segments and persona matrix for your new normal. A better and more granular understanding of the differences within your potential new guest mix will power more accurate forecasts, higher marketing ROI, and conversion rates by channel.







## Put Your Best Foot Forward

History shows that following a crisis, people tend to embrace indulgence and live more freely. The Roaring 20's followed the 1918 Spanish Flu pandemic. Nations shimmied in sequins, feathers and joyously flung their arms and legs about doing the Charleston. Post 9/11 saw a surge in using the "best china" every day and was coupled with an uptick in luxury goods purchases. Chris Gray, Psy. D and founder of consumer psychology consultancy Buycology explain this post-crisis behavioral phenomenon: "Luxury items provide a sense of possibility and freedom to dream. When you are in the middle of a crisis, it is hard to dream. People are focused on day-to-day versus being able to think about how life may be better in the future. This opens another opportunity for luxury brands to be able to provide people with that sense of aspiration and possibility."

For hotels, this means a likely increased demand for higher category room types. As travelers emerge from their hospitality hiatus, their first hotel booking will have more significance and will be underscored by a more feature-based search and selection criteria compared to pre-COVID hotel stays. This translates to less price sensitivity, a desire for rooms with views, and special inclusions at a minimum.

Part of your recovery planning should therefore include a review of display orders and content across all channels and of course your own booking engine on brand.com. (i.e., lead with superior or suite product rather than entry-level rooms). Those hotels that deploy tracking and analysing booking curves by room type and exercise pricing methodology based on demand at a room-type level will drive profitability and win market share.

## Make the Best of Things

Whether it was baking sourdough, crafting, seeking artisanal pursuits, indulging in old-fashioned nursery food style dishes, becoming a first-time gardener, or tackling home-renovation, 2020 saw a return to the traditional. Many took the opportunity to spend time with loved ones and be more present. Time at home meant sharing of old stories and dusting off the family photo albums, reminiscing on the past.

Domestic destinations are experiencing recovery ahead of other sectors – with travelers returning to their favorite family location such as holiday parks, regional country towns, and national wildlife or heritage areas.

With air-travel unavailable, unaffordable or undesirable to many, the drive market is paving the road forward for many accommodation providers. Your regional tourism information centers, domestic distribution channels should be revisited, and you may need to print brochures – and bring muffins!

In this new environment, hoteliers should be prepared for shorter lead times and adjusted inventory management. Hotels should focus on family-friendly options like interconnecting rooms or flexible room capacities and provide transparency in any extra person or rollaway charges. The family or drive market may often be seen as a lower-yielding or price-sensitive segment; however, don't underestimate the pent-up demand for luxury and indulgence. Hoteliers should highlight features, promote add-on experiences, and upgrade options that will enable the guest to make that first hotel stay memorable. With the resurgence of the drive market, review your car park capacities and policies. Car parking is an ancillary revenue stream that is worth analyzing as an opportunity for yielding. Are you including parking for free? Do you need to give this away? Can you dynamically price your parking rates as the domestic drive market demand increases? It is time to revisit all of the standard policies and processes – they may simply no longer be relevant.

## Plus ça Change, Plus C'est La Même Chose

The more things change, the more they stay the same. Although we may have wanted to hit Ctrl-Alt-Dlt in 2020, I do believe our new normal for 2021 will be better – different but better. Travel will rebound eventually. As a hotelier of 30 years, I've been through pilot strikes, oil crises, political coups, SARS, bird flu, swine flu, MERS, terrorist attacks, financial crashes, and natural disasters, and yet in each instance, the hospitality and travel industry reinvented and returned stronger than ever.

The hospitality industry is defined by its name – being open and hospitable to guests from any walk of life. And as we open our doors with caution and care, we will again have the opportunity to serve.







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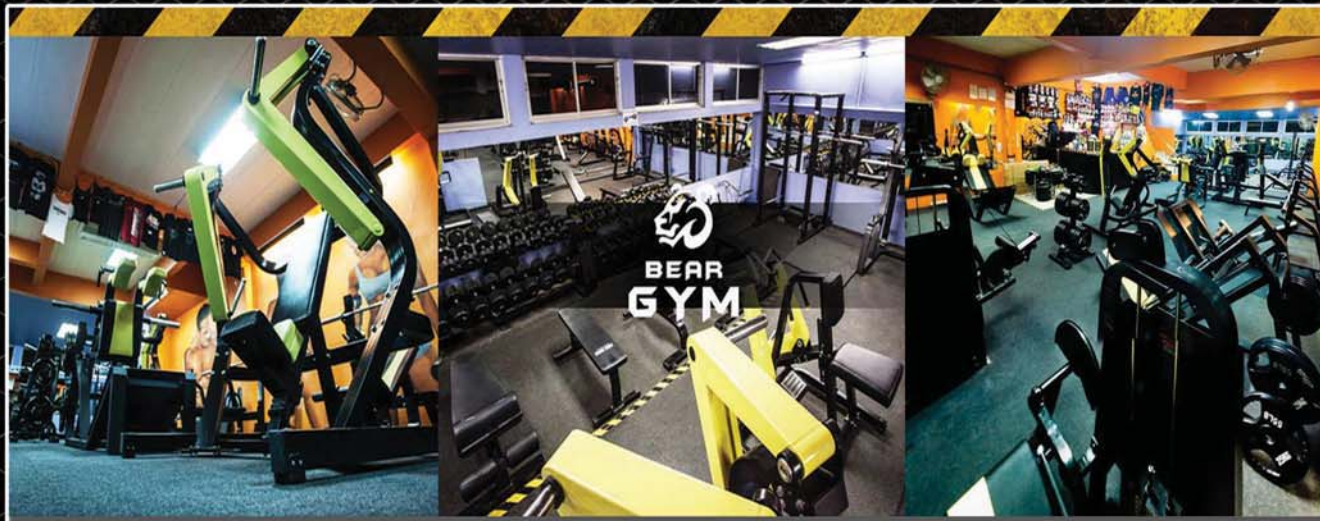


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