



Rhino Pulse

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Q1- How is the industry for Black (furnace) and white oil going? What is the projected demand of diesel and motor gasoline?

White oil volumes particularly Mogas is witnessing substantial growth in last few years whereas for black oil (Furnace) volumes are fluctuating as it depends on various factors including GOP policy, season, hydel power generation etc. PSO is the major market player in the industry with 55% of

overall market share. Further 90% of power plants requirement are fulfilled by PSO therefore we are the energy lifeline of the Country. Although power generation through furnace oil has become obsolete throughout the world with the availability of alternative fuels however in Pakistan it remained backbone for power generation as we have less options for alternate energy. Owing to availability of LNG, last year, GOP decided that there should be no import of furnace oil however they were forced to change their decision as demand increased due to summer season. At present approximately 23k ton furnace oil is dispatched to power sector customers on daily basis. In view of demand placed by Ministry of Energy, last month we imported 6 vessels with 70k metric ton and now in July we are targeting to import 10 vessels.

Q2- What is the proposed capacity of pipeline in Pakistan? And it's enhanced capacity of multiple products?

Presently cross country pipelines i.e. White Oil Pipeline (WOP) Mehmood Kot, is being used for HSD transportation only however considering substantial growth in Mogas volumes. The Industry is moving towards increasing the capacity of pipelines from 8 Million M.Tons to 12 Million M.Tons to handle multigrade products. In order to facilitate the project, OMCs are developing storages at their respective pipeline connected terminals / depots. In addition, another pipeline connecting Machike to Tarujaba via Chak pirana & Sihala is also being planned. Owing to substantial growth, we foresee that despite

commissioning of new pipeline & increasing capacity of existing pipeline networks, significant volumes would still need to be moved through road tankers. We at PSO have chalked out a comprehensive plan to efficiently utilize all (3) modes of transportation in forthcoming changing business scenarios with an aim to provide quality fuels to our customers at a competitive rates.

Q3- What are the challenges in implementing OGRA standard?

OGRA standards were introduced back in year 2009 however considering business dynamics, industry required time for implementing these standards. Further these standards were not enforced or followed up successfully with transporters at both industry as well as regular end. After the tragic incident of Ahmedpur, OGRA & NHA has pressed hard on implementing these standards, OGRA has given until October 2019 to OMCs for upgrading their fleet tankers. The biggest challenge which we face is changing the mindset of our transporters. They were not ready to change the status quo. However with persistent communication & introduction of various incentives plans, we are rapidly moving toward a fully compliant fleet. By October 2019 some non stakeholders have tried to jeopardize our replacement plan by resorting to unlawful activities including damaging compliant fleet and observing strikes / shutdown but with the help of contractors.

Q4 - What is the plan to reduce road exposure and increase capacity of vehicles?

Currently 58.5 ton capacity is allowed on road but companies are now making steel tanks with 48kl



Mr. Rashid Kamal - GM Logistics -PSO

Mr. Rashid Kamal is a seasoned Logistics professional with diversified experience in handling supply chain of flag-ship companies locally as well as internationally including critical POL transportation throughout Pakistan & sensitive US military transportation requirements.

capacity. Moreover, companies are using aluminum alloys and are going at 50kl. However if fully aluminum tanks are made then they can go to 56kl. Nowadays road train concept is successfully followed in the world. We can also avail benefits from this concept as we have a motorway on which we can use 800hp prime mover and multiple tank trailers.

Q5 - What is the scope of bottom loading in PSO and how can that be expedited?

Bottom loading is a safe and efficient mechanism with less loading/ unloading and filling time. It also minimizes the losses as there is a mechanism that control the vapors. Currently there is only one MNC which is following bottom loading concept, and now PSO is also looking forward to work on this concept.

Happy Birthday Rhinos

AUTOCOM never misses a chance to make its employees feel special. One of the ways it does this is by celebrating their birthdays on a monthly basis which includes, having a birthday zone setup and organizing a get together and a cake cutting ceremony.



Our Rhinos enjoying the birthday fiesta



Birthday girls and boys ready to cut the cake

New Developments at Autocom Port Qasim Plant

It gives us immense pleasure to see Autocom Port Qasim Plant develop day by day. In the past six months we have witnessed lots of developments in our new plant. Firstly, we have started Mig welding process by training and development of our labor force. This has given satisfactory results. We have also developed an in-house-facility to develop mudguards of good quality. In terms of machines, we have commissioned CNC bending and Dish Flanging in the plant. Construction of the plant and its office wing is in full swing. Guest room and room for customers are near completion. These new developments will certainly allow us to serve our customers in a better way.



Office Block



Office Block



New Machinery

Office Wing Nearing Completion

Annual Dinner and Award Night January—2018

An Exciting Day to Remember



Annual Day for Rhinos is a day to celebrate and remember the present achievements and look forward to the journey ahead!

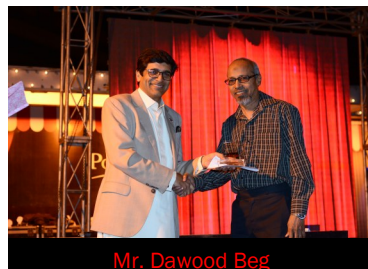
Port Grand was chosen as the venue for this year's Annual Dinner held on 27th January, 2018 to make the day a memorable one.

The event commenced with different speeches on the journey so far and what we aspire to achieve in the years to come. Employee Award distribution was the main focus of the event to recognize talent and hard work. Different awards were distributed for significant services. This was followed by an array of fun filled activities/games where employees across the organization won great prizes.



Our Rhinos Enjoying the Annual Event

Award Distribution



TRAININGS AT AUTOCOM

Training and development is an integral part of AUTOCOM, as it aims to develop additional competencies/ skills in Rhinos which can help them improve their performance and productivity.



Ms. Fauzia Kerai

In order to acquire new skills, perform better and be better leaders, AUTOCOM conducted training sessions on “Conflict Management in Workplace” and “Importance of KPIs” by inviting Fauzia Kerai- expert HR Consultant and certified trainer with over 20 years of experience in diverse fields. She explained in detail why KPIs are important for personal growth and how they can allow employees to monitor their performance, achieve their goals and help them in their appraisals as well. She even highlighted that it is important to work on these paradigms to be the leaders of tomorrow.

The use of KPIs is meant to improve and transform the organizational performance.

Women’s Day 2018 at Autocom

“A Woman is a full circle. Within her is the power to create, nurture and transform”

Celebrating Women’s Day is a way of giving gratitude to each and every woman in one’s life, be it in professional or personal life. Women’s day is observed every year on 8th of March to celebrate the valor of women.

No matter where you are in life, inspire and empower the women around you. Success is never reached alone. And, wisdom and wealth are sweeter shared.

-Mizzfit

On this day, AUTOCOM’s females paid a visit to “Hunar Foundation” and distributed gifts to all the ladies of Hunar Foundation to recognize and appreciate the contributions of these women in various fields.

We are proud of you, Women of AUTOCOM. Your hard work, determination and sincerity inspire all of us to be innovative

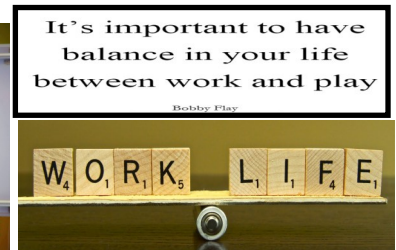


Our Rhino Sorority Club at Huna Foundation

Table Tennis Tournament:

We at AUTOCOM make sure that employees take time out of their busy schedules, get away from their desks for a bit and interact with each other. Table tennis tournament was organized at AUTOCOM to boost company morale, build camaraderie among employees, and bring out our employees competitive nature!

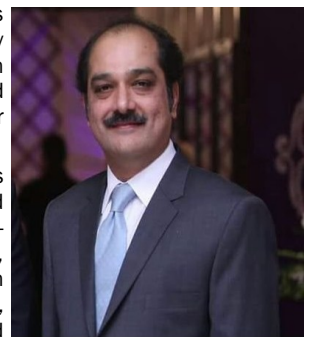
Our M.D Khayam Hussain presented the trophy to Danish Suleman for winning the tournament!



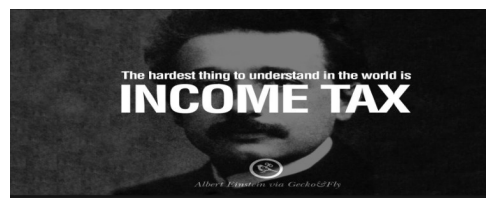
Guest Speaker Session at Autocom

AUTOCOM always believes in enriching its employee’s knowledge and inspiring them by providing different opportunities to learn something new and be exposed to real-world experiences, by organizing different speaker sessions.

Mr. Rehan Jafri, who has more than 30 years of professional experience in Taxation and who’s passion is to bring about positive changes in other’s lives and contribute to the fullest, was invited as a guest speaker to enlighten employees about taxation: Return of Income, Income Tax, Tax on Salary, Land, Vehicle and much more.



Rehan Jafri
Advocates & Tax Consult-



Employee Appreciation Day

March 2, 2018

When it comes to thanking employees, the possibilities are endless! At Autocom we never forget to take a moment to thank its employees for a job well done and to recognize their hard work. I

n March, HR presented cards with words of encouragement to each of our employees along with some chocolates.

To each and every employee who serves at AUTOCOM, we offer our heartfelt thanks!

Impact of Plastic on the Environment and Human Health

Plastic brings many societal benefits and offer future technological and medical advances. However, concerns about usage and disposal are diverse and include accumulation of waste in landfills and in natural habitats, physical problems for wildlife resulting from ingestion or entanglement in plastic, the leaching of chemicals from plastic products and the potential for plastics to transfer chemicals to wildlife and humans.

Plastic pollution may not even be visible to the naked eye as research is showing that microscopic plastic particles are present in the air at various locations throughout the world. It can take hundreds or even thousands of years for plastic to break down, so the damage to the environment is long-lasting.

Most plastics are made from petroleum or natural gas; non-renewable resources extracted and processed using energy-intensive techniques that destroy fragile ecosystems. Evidence is mounting that the chemical building blocks that make plastics so versatile are the same components that might harm people and the environment. And its production and disposal contribute to an array of environmental problems like:

Chemicals added to plastics are absorbed by human bodies. Some of these compounds have been found to alter hormones or have other potential human health effects.


Plastic debris, laced with chemicals and often ingested by marine animals, can injure or poison wildlife.

ENVIRONMENTAL IMPACTS

Extracting Resources
More plastic means more oil and gas extraction and more electricity to power plastic production.

Polluting Oceans
Straws are ingested by marine animals and are among the top 10 plastic debris found during coastal cleanups. ④

Crowding Landfills
Between 22 and 43 percent of plastic goes to landfills, where its resources are wasted, it takes up valuable space, and it blights communities. ⑤



End to end, straws used in the United States in a single day could circle the planet more than two-and-a-half times. ⑥

Rhino of the Quarter & Azm-e-Parwaz

January to March 2018

At AUTOCOM, we reward all employees for their hard work and dedication. As we believe, when employees and their work are valued, their satisfaction and productivity rises, and they are motivated to maintain and improve their good work.

Rhino of the Quarter was given to Mr. Farooq Ahmed from Aftersales Service Department for showing remarkable performance in the service department in a very short span of time.

Azm-e-Parwaz was given to Team Jiddat for demonstrating excellent performance in Machine Shop for dish making for vehicles.



Mr. Farooq Ahmed Bhatti (Jan-Mar)



Mr. Kamran Team Jiddat (Jan- March)



INTERVIEW...

Abdul Samad - Assistant Manager Sales & Marketing

Mr. Abdul Samad has been part of Autocom since 2015. He is an Assistant Manager Sales & Marketing and holds extensive experience in this field. He is one of the key employees of Autocom and has been involved in many projects and gained much progress. We had an interview with him regarding his personal and professional life.

1. You have been with the company for more than 2 years. What were the factors that made you stay at Autocom for this long?

One thing that I like a lot about the current position in which I am working with Autocom right now is the fact that they have given me an opportunity to make things happen. I have had the green light to do whatever it takes to generate business, and I have received good support in that regard from the COO and the MD. So, this opportunity to get involved to a large extent, the authority and the confidence the company leadership have in me, make me want to stay and do even more for the company.

2. Previously you were in Ireland, what is the difference of work environment in Pakistan as compared to Ireland?

In Ireland, work is more systematic, so the adherence to already set-up things is an essential part of doing one's job right. Also, the work responsibilities and hours, etc., are all usually defined. Even though one has to opportunity to learn new things, get better at one's job and move in the upward direction, in Pakistan things are not simple to accomplish. One must stay on top of one's job as well as follow up to make sure the other people are doing their and involve more people as necessary to ensure timely delivery of product or service

3. Your job involves immense pressure. How do u manage the workload here?

Experiencing some pressure is part of work, whether it be in Ireland or Pakistan. At Autocom I have had the job developing Solid Waste Machinery department generate business etc. It is not like the customers just walk in and it starts raining orders. Most of the Solid waste business is from Government or Via Tenders. It's never easy to work with Government departments.

4. What is your biggest achievement in our professional career that you are proud of?

Even though there are a few times that stand out in my professional life, I have had some accomplishments at Autocom as well. I personally believe that increasing marketability and accessibility of Autocom to customers was my biggest achievement. In fact, the prices and quotations were not at all aligned with what customers could see and get from the competitors. I performed many tasks to ensure that we had the right information to deal with the customers. I gathered the information about the competitors' prices, and gained more in-depth knowledge and understanding of the varying and similar products to ensure the quotes are competitive enough to gain and retain customers. This is one of the things from lots of work that stand out in my mind.

5- As you work mostly on solid waste management, could you tell us what is the potential in this market and what changes might Pakistan see in the coming years in terms of Solid Waste management?

Since the age of eight, I have worked in the business world. I started by assisting my father in his business. And from then onward, I have learned a great deal about different aspects of running a successful business, including sales, marketing and business management. So, I have the vision to see the prospect of a business.

As long as there is a need to deal with the trash we generate, there will be a need for solid waste management. In Pakistan, more so than in many other places of the world, there remains lack of this solution, so the need is there, and with time as the population, the business modules and the solid waste increases, there will not only be a need, but a requirement for a systematic provision of such services.

As long as there is a need to deal with the trash we generate, there will be a need for solid waste management.



Mr. Abdul Samad

Customer First

Delivering Excellence

A glimpse of some of our products delivered to our customers



48,000 Liters, 4 Compartment, Fuel Tank Tanker Total Standard



48,000 Liters, 5 Compartment, Fuel Tank Tanker APL Standard



20,000 Liters, 3 Compartment, Fuel Tank Tanker Hascol Standard



60 Cubic meter Tipping Trailer for Oil Seeds



48,000 Liters, 4 Compartment, Fuel Tank Tanker PSO Standard.



48,000 Liters, 3 Compartment, Fuel Tank Tanker With EBS and Bottom Loading Shell GVS Standard.



2,000 Diesel Bowser With Dispensing system



48,000 Liters, 5 Compartment, Fuel Tank Tanker PUMA Standard



7 Cubic meter Garbage Compactor



Mini-Tipper, 1 Cubic Meter