



Sui Northern Gas Pipelines Limited

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Congratulations to Mr. M. Arif Hameed on becoming MD

By Imtiaz Mehmood Dy. Company Secretary

The Management, Executives and Staff of SNGPL congratulate Mr. M. Arif Hameed on becoming MD and Applauds The Government of Pakistan

The Management, Executives and Staff of Sui Northern Gas Pipelines Limited (SNGPL) congratulate Mr. M. Arif Hameed on becoming the 21st Managing Director of SNGPL and appreciate the approval by his Excellency, the Prime Minister of Pakistan Mr. Yousaf Raza Gilani on the recommendations of Dr. Asim Hussain, Minister for Petroleum & Natural Resources in taking this decision on merit. It is prayed that SNGPL shall continue to achieve its goals and targets under the leadership of the new Managing Director.

The Management, Executives and Staff of SNGPL assure their continued support to the new Managing Director in taking strict action against gas pilferers and have high hopes for the progress of the Company under his leadership.

Editorial Board

Patron-in-Chief
M. Arif Hameed

Chief Co-ordinator
Uzma Adil Khan

E-Team
Muhammad Parvaiz
Qaiser Masood
Ashraf Nadeem
Saulat Rashid Lone

48th Annual General Meeting

By Imtiaz Mehmood Dy. Company Secretary

The 48th Annual General Meeting (AGM) of Sui Northern Pipelines Limited was held on October 31, 2011 at a local hotel Lahore. Mian Misbah-ur-Rehman, Chairman SNGPL chaired the meeting. Mr. Mohammad Arif Hameed, MD, Mr. Ahmed Aqeel, Director, Mr. Amer Tufail, CFO and Mrs. Uzma Adil Khan, Company Secretary were present at the meeting in addition to the Senior Management of the Company. The Company's Annual Accounts for the year ended June 30, 2011 were placed before the shareholders. As per declaration, the Company earned gross profit of Rs. 3,600 Million, whereas the net Profit after tax was Rs. 1,125 million. The shareholders of the Company approved cash dividend @10% alongwith 5% bonus shares and the Annual Accounts of the Company for FY 2010-11. During the year ended June 30, 2011, sales revenue of the Company was Rs.187,838 million (Rs. 161,630 million in FY 2009-10) and the cost of gas sales incurred Rs. 184,237 million (Rs.156,017 million in FY 2009-10). The Company has contributed an amount of Rs. 35,177 million to the National Exchequer in the form of taxes and duties. During the year under report 284 new towns, villages, District head Quarters (DHQs) & Tehsil Head Quarters (THQs) were connected with the existing system of the Company. A total of 2205 towns, villages, DHQs now exist on the Company's network which are being facilitated with natural gas facility at their doorstep.

The shareholders also approved the appointment of M/s A.F. Ferguson & Co., Chartered Accountants, and M/s. M. Yousuf Adil Saleem & Co., Chartered Accountants, as Joint Auditors, for the Company for the Financial Year 2011-12. The MD apprised the shareholders about the incorporation of the Co's subsidiary Company, viz Sui Northern LPG-LNG (Pvt)Ltd, which will carry out the business of LPG-LNG in order to address the increasing gap between demand and supply. The shareholders raised certain questions, which were adequately responded to by the Management. At the conclusion of the meeting, refreshment was served amongst the respected shareholders.



Yom-e-Istiqlal

By: Awais Bajwa (Officer Media Affairs)

SNGPL Celebrated the 65th Independence Day at the Head Office as well as in all its regional and sub-regional offices. Keeping in line with its traditions, SNGPL colorfully decorated its Head Office and its other offices with national flags, buntings, banners, painting of balloons particularly in green and white colors with illuminations.



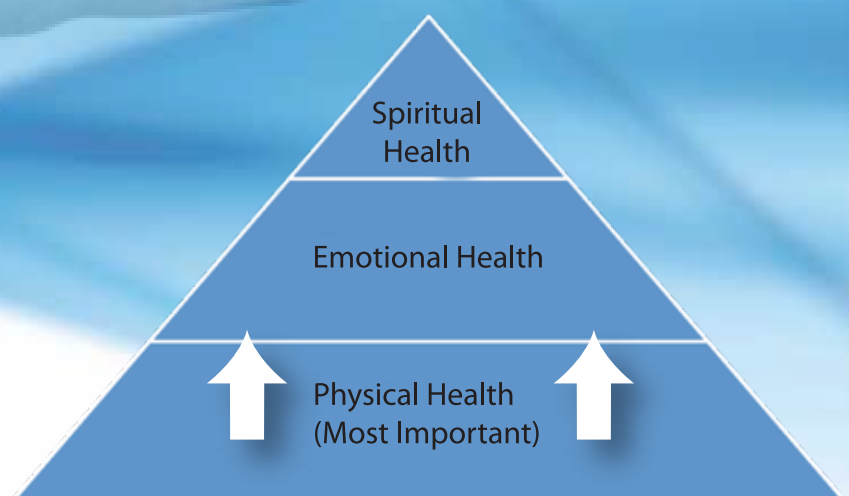
Corporate Athletes—the Future Human Capital

By: Mohammad Asim –Coordinator Training and Development-SNGTI

Centuries ago Aristotle inspired Greeks by his saying **“Health is more important than Love”**. Then later dedicated the city of Olympia for the physical prowess of their gods living on the heights of Mt. Olympus. The Greeks exemplified an organic relationship between mind, body and spirit in their gymnasiums. Their lyceums (schools) considered physical health fundamental to child’s social and spiritual development. Historically, there has always been a strong relationship between Athletics, Education and Physical health. Good health gives oneself a positive attitude and outlook towards life no matter at workplace or elsewhere. It enhances the energy level to thrive, gives confidence and provides focus in our daily activities.

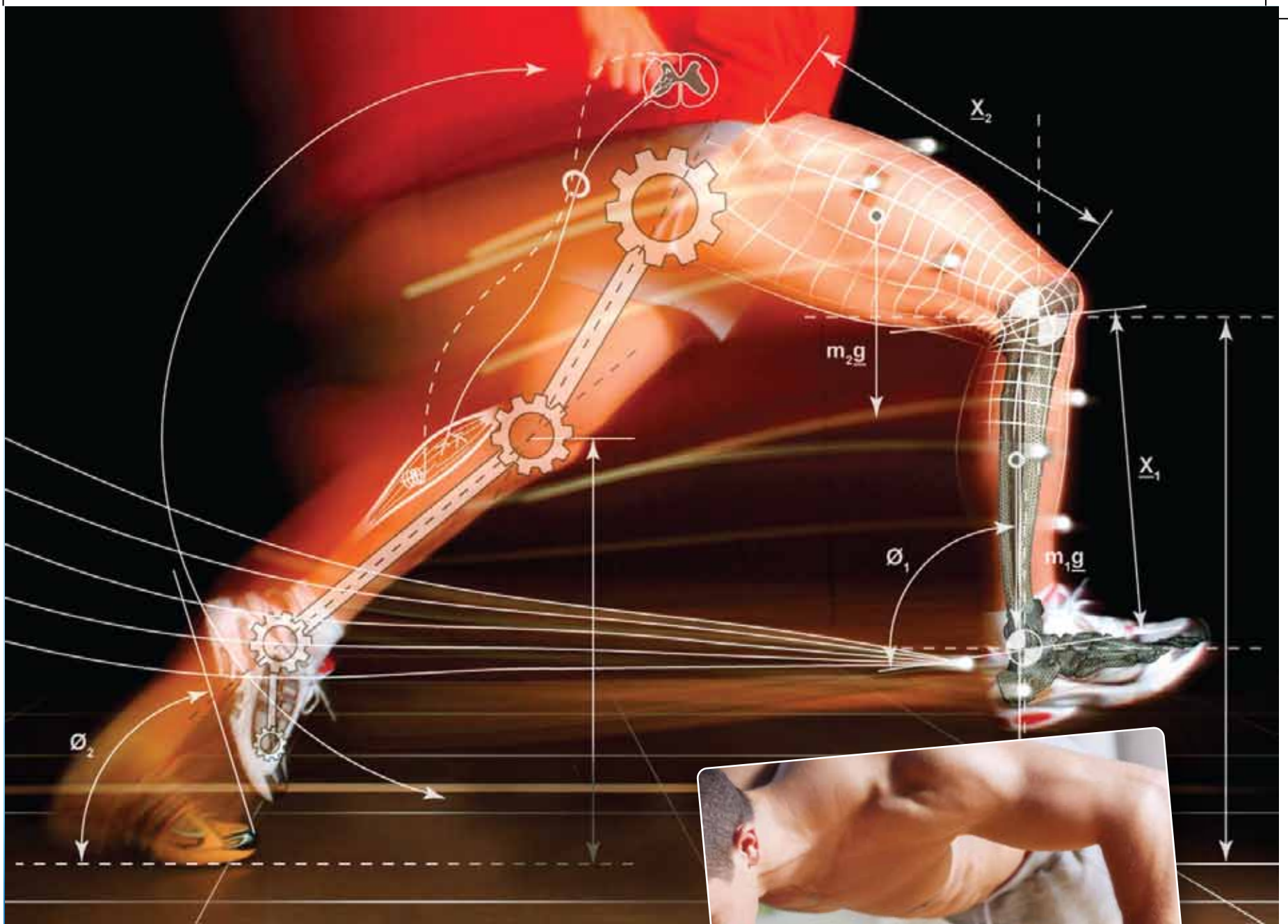
Quran considers
physical and
mental health
as a
pre-condition
for Leadership

Making oneself a corporate athlete starts with self belief to be one, regardless of age. It also needs commitment from top management to create corporate athletes. Toyota being one of the most successful companies has history of creating corporate athletes by creating gymnasiums at work places. The current chairman of Toyota Mr. Fujio Cho, is 74 and Black belt in judo. Many leading companies of the world including Shell, Intel, Google and Motorola followed Toyota’s model and now strongly emphasise on the health of the employees by making it mandatory for every employee to go to gymnasium after working hours every day at company’s expense. The attendance of each executive at the gymnasium is maintained in his HR profile. According to Loehr, ***“The path to maximizing human capital isn’t better time management. It’s cultivating energy”***. You can be at work place at the right time but what if you are feeling lethargic? Definitely it will be counterproductive. One can use time only when attentive and not drained out.



The research has shown that healthy work force of a country is a strong indicator of its economic development. The emphasis of developed countries on healthcare, sports and physical well being has led the human resource departments of their business organizations to develop their work force as **“Corporate Athletes”**. The term was coined by Dr. Jim Loehr in his famous article published in the “Harvard Business Review (Jan.2001). The author warns that most executives today do not believe that they need to have a healthy life. For them the good health was requirement of their school days and now in their busy corporate life, a thought of physical training will be considered nothing more than a child’s play. The lack of physical fitness leads to “Human energy crisis”. Low energy level in the Executives can make them stressed out easily, impairs their decision making and adversely affects their work-family life. **“Let us take the stairs, not the escalators”** is now the common cliché at work place of many leading companies.

The Corporate Athletes have to think, train and act like sports person in multi dimensional way. They need high morale, strong commitment, rigorous on job training (both physical and mental) and team work. The Model of Dr. Loehr and Schwartz maintain that, sustained high performance of an Executive is function of his physical well being. Like a world class athlete an executive drives emotional and spiritual satisfaction through his physical fitness. The following model is self explanatory in terms of integrated management of human self. The spiritual, emotional and physical attributes must be in harmony to guarantee individual well being. The training of corporate athlete is designed to unleash his inner potential and harness his physical strength to maximize his performance in business and life. Manage traumas, emphasize positive mental attitude, and manage stress through posture exercises and calisthenics.



There is difference between living a life and healthy living. The former is corporate worker the later is Corporate Athlete. Modern business situations demand no other quality from an executive than Stress Management. With our lives moving at such a fast pace , and intensive completion shaped by dicey business environment , the business executives have to face more pressure related situations in their daily chores and activities. These are the situations demanded by the world class athletes in tournaments. Like athletes the business executives have to protect their health and have to maintain a healthy life style in order to continue to perform.

The new research has indicated that Ethics, Values, and Health together significantly affect our life style. The corporate Athletes train themselves like a world class sportsman but this does not mean that they train that much strenuously like champions do. They actually live with an approach of a world class sports man. They consider their health as their top priority. They never adopt addictive or destructive habits .Their intake of food is rich in proteins and carbohydrates followed by aerobics for 30 minutes every day at the job place gymnasiums. After the age of 40, they take more fruits and milk.

According to one study Motorola corporate wellness program with strong emphasis on proper physical fitness program saved more than 250 million dollars last year through in their company's health care business .Their program affected more than 56,000 U.S. employees, their family members, and Motorola retirees. The program's focus is on disease prevention techniques, stress management and employee awareness through intensive training. According to a study by U.S. experts For every \$1 Motorola invests in Wellness benefits, \$3.93 is saved, thereby saving \$6.5 million in medical expenses of Motorola.

SNGPL through these kinds of mentioned programs can also curtail its rising healthcare cost which has exceeded Rs. 415 million for the current year. An organization of 8000 people with employee average age of 43 such a cost is a matter of concern. We must realize that a well trimmed, value driven, physical healthy and smart team of executives will always be more productive than their counter parts that are not. A proactive program on the pattern of Motorola or Toyota can create a pool of healthy human capital for our future development and productivity. **There is a strong relationship between Executive's Waist-line and Business Bottom line.**

SNEOA's Annual Function at Wah

By: Ghulam Afzal, Admin Officer Gr-III (FSD-T)

SNEOA arranged a family get together of executives posted in North Zone (Islamabad, Abbottabad, Peshawar, Wah-T regions, and adjoining offices), at POF hotel Wah Cantt. The rendezvous was unanimously decided to be at Wah Cantt being conveniently approachable for participants coming from Islamabad, Abbottabad and Peshawar regions.

The guest of honor Mr. M. Arif Hameed, Managing Director, Mr. K.W. Shariq DMD (OPS) and Mr. Zulqurnain Ahmad, SGM (HR) were very kind to grace the occasion. Mr. Muhammad Arshad, GM (ISD) Mr. Naseer Feroze Khan, RM (ABT), Mr. Sheharyar Qazi Incharge Wah (T) and Mr. Muhammad Khalid, Incharge (PSR) also encouraged

Mr. Qaiser Masood, General Secretary offered heartiest gratitude to worthy Managing Director for his kind and prompt favours to materialize the long awaited benefits for company executives. The audience was also briefed about the welfare activities being undertaken by SNEOA from its own platform. General Secretary also requested the Managing Director for realization of other benefits for executives which are already under kind consideration of the Management.

General Secretary then presented a souvenir to the Chief Guest and requested for addressing the participants. Managing Director kindheartedly assured his full support for extending rational benefits for

called the entitled executives of North zone on stage to receive their 'Long Service Awards' from Managing Director.

A lucky draw was also held separately for each of the four (4) regions to award gifts to sixteen (16) executives. SNEOA requested Mrs. K.W. Sharaq to present gifts to every female guest and each of the children present in the event. At the end of gifts distribution, C.E.C of SNEOA had group photos with Chief Guest. The children also got a chance to have a memorable photo with Managing Director.

Formal session then finished for a delicious dinner. After the dinner, informal session of



SNEOA with their presence. Mr. Qaiser Masood (General Secretary), Mr. Shahid Maqsood (Joint Secretary), Mr. Kashif Minhas (Finance Secretary), Mr. Ghulam Afzal (Social Secretary) along with Executive Members i.e. Mr. Inamullah Yousafzai, Mr. Nasir Awan, Mr. Abdul Jabbar Khan, Mr. Masood ul Hassan, Mr. Sajid Aziz and Mr. Gul Hameed welcomed the distinguished guests.

The function started with the recitation of Holy Quran. Mr. Ghulam Afzal (Stage Secretary) formally thanked the chief guest Mr. Arif Hameed, Managing Director, senior management, executives and their families for their gracious participation; and, invited General Secretary SNEOA Mr. Qaiser Masood to present SNEOA's message.

the executives and simultaneously urged the executive community to abide by the principles of integrity, commitment and professional responsibility for overall growth of the Company. MD also reiterated his zero tolerance policy for dishonesty, corruption and careless attitude towards official duties.

After the address of Chief Guest, General Secretary requested him to present mementos to DMD (Ops) and SGM (HR). Mr. Shahid Maqsood (Joint Secretary) then

the function started with the melodic voice of a female singer. Performance of a male singer, a comedian and a flute player beautified the occasion.

After the departure of Chief Guest, the function was ended with pleasant memories. The executives and their families were very much pleased with efforts of SNEOA for arranging such a splendid get together at their doorstep. The guests departed with wishes for happy returns of the event.



EID Milan Party

By: Awais Bajwa (Officer Media Affairs)

An Eid Milan Party was organized after Eidul-Fiter on 05-09-2011(Monday). This provided an opportunity to the Managing Director and the Senior Management to interact with all Executives and other employees of the Company posted at HO. Eid greetings were exchanged within a happy atmosphere. Separate timings were scheduled for the Executives and the Subordinate staff. The function was arranged in the cafeteria Basement II, which was fully decorated. Every one was contented and participated very happily.



MD Mari Gas Visits MD SNGPL



Pride of SNGPL Mr. Inayat Ullah



Mr. Inayat Ullah with International Referee Panel at International Karate Championship Manchester UK

Sui Northern Gas PipeLines Limited has introduced many National & International Players in different games. **Mr. Inayat Ullah, Inspector, Corrosion Control Centre Lahore** has been Playing and coaching Karate for the last 30 years and participated in many National and International Karate tournaments & won many medals. He also brought first International Gold Medal in 1984 from Sri Lanka. He trained **Pak Army and Punjab Police commandos** that is an honor for **SNGPL**; in recent past he has participated in International Karate Championship at Manchester, UK as Referee and successfully achieved **Bronze Medal**. He also passed 4th DAN Black Belt Exam under the supervision of great Japanese Karate Master Mr. Sensei Kato who is 9th DAN Black Belt and Sensei D Tilly, 7th Dan Black Belt, England.

Achievers



Mr. Tanveer Hussain Billing Officer Grade III Faisalabad successfully completed ACMA + Comprehensive Examination.



Ms Maheen Mahmood D/o Mahmood Zia Ahmad, Chief Engineer, (distribution) Head Office has obtained 1009/1100 Marks in FSc. Pre-Engg Group and secured Second Position in Gujranwala Board.

APCNG Association Meeting with Co's Management



Retirements



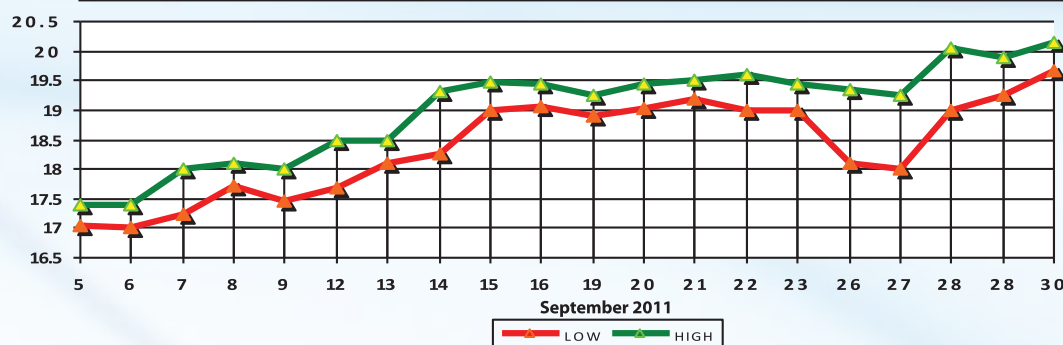
Farewell to Mr. Sajjad Ahmad Minhas
GM (TRG & DEV)



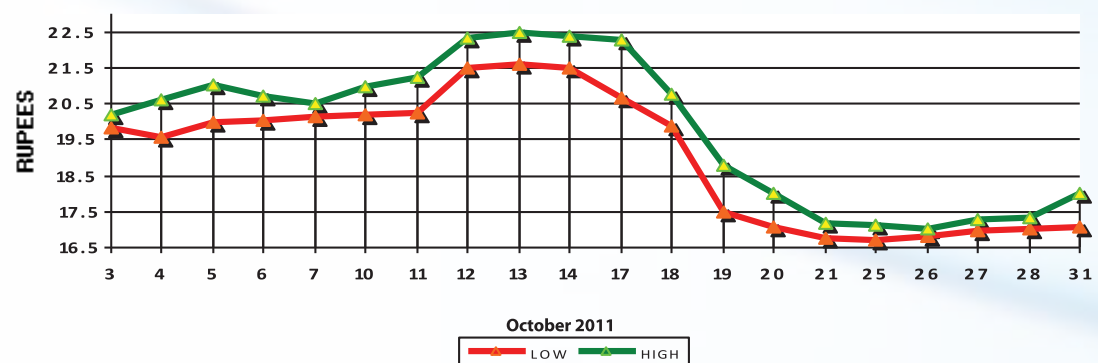
Farewell to Mr. S. Waqar Ahmad Naqvi
Senior Accountant (C&B)

SNGPL Share Price Watch September - October 2011

Period	Rate / Rs			
	Opening	Closing	High	Low
1st WEEK	17.40	17.55	18.10	17.00
2nd WEEK	17.55	19.21	19.49	17.70
3rd WEEK	19.21	19.07	19.60	18.91
4th WEEK	19.07	20.00	20.15	18.00



Period	Rate / Rs			
	Opening	Closing	High	Low
1st WEEK	20.00	20.30	21.00	19.56
2nd WEEK	20.30	21.74	22.50	20.20
3rd WEEK	21.74	17.00	22.25	16.76
4th WEEK	17.00	18.03	18.03	16.70



7th Surveillance Audit by M/s URS (Certifying Body)

By: Dr. Huma Tabusum OH (consultant)

Surveillance Audit (third party audit) is an essential part of Certification to make sure that planned HSE activities demonstrate the effectiveness of the HSE Management System. 7th Surveillance Audit was conducted by M/s URS (Certifying Body) on ISO 14001:2004 & OHSAS 18001:2007 Standards, from 15th to 18th Nov, 2011.

Following sites were audited:

- 1) Gujranwala Distribution and Sub Area Sialkot
- 2) Gujranwala Camp and Project Site
- 3) Manga Workshop
- 4) Central Base Stores Manga
- 5) Head Office



Mr. Shahzad Khalid (URS Auditor) & Mr. Farrukh Majeed (CE HSE) at Manga Workshop

During the Surveillance audit, URS Auditor visited Office blocks, Store Yards, Workshops, Kitchen, Mess and Parking area at all sites. URS Auditor also visited Sub area Sialkot and Project site Bhago wal, Dist Gujrat. Welding activity of 6"Ø was in progress. Some minor observations were highlighted by the auditor for the betterment of the site, which were addressed on site.

It is pertinent to mention that these sites have been prepared on ISO 14001:2004 & OHSAS 18001:2007 Standards by in house resources & without the engagement of Consultant. Overall Management commitment towards HSE was appreciated by the Auditor.

1st Fire and Safety Award 2011

Mr. Farrukh Majeed (Chief Engineer HSE) received 1st Fire & Safety Award in appreciation and recognition of overall performance of SNGPL towards Occupational Health and Safety Management System, from M/s National Forum for Environment & Health (NFEH), on 18.10.2011 at Karachi.



Mr. Farrukh Majeed (CE HSE) receiving
1st Fire & Safety Award 2011

"Safety Creed"

It takes:-

One

minute to write a safety rule

One hour to hold a safety meeting

One day to prepare a safety report

One week to plan a safety program

One month to put it into practice

One year to win a safety award

A lifetime to make a safe worker

One second to destroy all in....



ONE ACCIDENT



Health, Safety & Environment Department



Sui Northern Gas Pipelines Limited

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