



Sui Northern Gas Pipelines Limited

sng

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Editorial
Board

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M. Arif Hameed

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A Dawn of Hope Prime Minister Inaugurates Gas Supply to Gujar Khan

Prime Minister Pakistan, Raja Pervaiz Ashraf inaugurated the gas supply to various union councils/villages of Gujar Khan, district Rawalpindi (NA 51) on October 20, 2012. The Prime Minister, while addressing the gathering at the occasion said that Pakistan People's Party Government is pursuing the vision of Shaheed Zulfiqar Ali Bhutto and Shaheed Mohtarma Benazir Bhutto in providing the basic amenities to the people without any discrimination. The government is making efforts to

overcome this energy crisis as soon as possible. Advisor to Prime Minister on Petroleum and Natural Resources, Dr. Asim Hussain, Senior Advisor to the Prime Minister on Interior, Rehman Malik, Minister for Information & Broadcasting, Mr. Qamar Zaman Kaira, Senator Farooq H. Naik, Chairman Benazir Income Support Program, Ms Farzana Raja, Central Punjab President of PPP, Mian Manzoor Ahmad Watto, Minister for Capital Administration & Development, Nazar Muhammad Gondal and Member of National Assembly, Ms Mehreen Anwar Raja were also present at the inauguration of gas supply to Gujar Khan.

Mr. M. Arif Hameed, MD, SNGPL, Mian Misbah-ur-Rehman, Chairman, SNGPL, Senior Management, concerned Departmental Heads and employees were present at the ceremony to welcome the Prime Minister and his entourage. Prime Minister inaugurated the project by unveiling the plaque. Managing Director, SNGPL explained the details of the project by means of a chart.

Projects for Supply of Gas to various Union Councils/Villages of Gujar Khan, district Rawalpindi (NA-51)

During the period from March 2008 till to date, total 05 projects for supply of gas to different Union Councils/Villages of Gujar Khan, District Rawalpindi (NA-51) have been approved under Prime Minister's directive. Pertinent details of all the approved project are as below:

Total Cost of all Projects = Rs. 2500 million

SNGPL Share = Rs. 1446 million

GOP Share = Rs. 1054 million

Population to Benefit = Approx. 300,000

Scope of Work

Supply Mains (10"Ø, 8"Ø, 6Ø) = 136.58 Km

Distribution Network = 1092.55 Km

Progress

Supply Mains = 77.03 Km
(56% Completed)

Distribution Network = 580.00 Km
(53% completed)

Status

Supply of gas to 70 villages has been commissioned by partial commissioning of Supply Mains and Distribution Network. Development Work in remaining 185 villages is under implementation.

Back Up

Scope of Work

Supply Mains = 1.1+15.5+57.48+4.1+58.4
= 136.58 Km
(10"Ø, 8"Ø, 6Ø)

Cost of Supply Main = 6.81+61.914 (88.668-26.774)
+196.818+28.326+17.712
+38.84+409.83 =

Distribution Network = 1092.55 Km

Progress

Supply Mains (8"Ø) = 1.1+15.5+57.48+2.95+8
= 77.03 Km
(56% Completed)

Distribution Network = 552.00+20 Km = 572
(52% completed)

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Editorial Note

Dear Readers,

Islam is not merely the confession of a faith which is made once in a lifetime. The faith is of cosmic dimensions. It requires a radical reorientation of entire life and the world. The confession is not merely verbal; it is an act of witnessing which must transform life into a living and continuing testimony of faith.

What a glorious finale Allah gives us at the end of every Islamic year. Ten days of the last month that are icing on the cake of a period of bounties that started with Ramadhan. We usually think of Ramadhan as unsurpassable in the mercy of Allah, but these days of Dhul Hijjah hold their own magnitude.

The first ten days are very unique, in that they bring together all five pillars of Islam – Tawheed, Salah, Zakah, Sawm, and Hajj. This is a feat unequaled throughout the year. This is why we are encouraged to do dhikr, pray more nawafil, give extra charity, keep fast for nine days, and of course, the performance of Hajj for those fortunate ones who make the pilgrimage to Makkah. We wish you all the happiness and blessings of this Holy Month.



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SNGPL Wins Best Corporate Report Award 2011

The Best Corporate Report Award (BCRA) distribution ceremony was held on Monday, 08/10/12 at a local hotel in Karachi. The ceremony was organized by Institute of Chartered Accountants of Pakistan (ICAP) and Institute of Cost and Management Accountants of Pakistan (ICMAP), with an objective to encourage and give recognition to companies for showing excellence in their annual reports. The joint committee of ICAP and ICMAP has been organizing this ceremony since the last 12 years. The award seeks to promote corporate accountability and transparency through the publication of timely, informative, factual, thematic, quality and reader friendly reports. The Joint Committee also introduced Corporate Sustainability Award, which contains three components i) Economic Viability, ii) Corporate Social Responsibility and iii) Environmental Responsibility.

Sui Northern Gas Pipelines Limited (SNGPL) being a listed company is striving hard, since the inception of this competition, to win this award by meeting the requisite criteria set by the Joint Committee. Each year the criteria becomes more stringent, to bring transparency in the reporting framework of the Country and thus, the level of competition also increases. The efforts of the Company were recognized by being nominated amongst the top 5 companies in the Fuel and Energy Sector, which has more than 30 companies. The Company secured fifth position in its sector and won the Best Corporate Report Award for the second consecutive time.

The awards were distributed at an impressive ceremony and the award for SNGPL was received by Mr. Imtiaz Mehmood, Deputy Company Secretary, on behalf of the Company.

Imtiaz Mehmood
Deputy Company Secretary

Exchange of Eid Greetings-A Tradition

Managing Director, SNGPL, Mr. M. Arif Hameed exchanged Eid greetings with the Company's executives and employees on the first working day after Eid-ul-Azha holidays in the cafeteria of the Head Office. Senior General Managers, General Managers and Assistant General Managers also exchanged Eid greetings. This get together provided an opportunity to the employees to interact with each other along with the members of Senior Management. This tradition builds an atmosphere of equality and harmony at the work place. A tea party was also arranged at the get together.





Change Management, A critical field of learning and experience.



The Energy sector has always been a dynamic and challenging domain for a country's economy. The involved gamut of stakeholders, along with the changes and advancements in technology guided by the management, issues need constant adaptation and response by the organizations.

The recent Global Energy crisis with its political and economic fallouts acted as a triggering event for the energy sector organizations asking for new sources of fuel and up gradation of related infrastructure. In no other sector the CHANGE MANAGEMENT has been as critical as a field of learning and experience. SNGPL being the leading Gas logistic (Construction, Transmission, Distribution) company in Pakistan is proactively orienting and adapting itself, keeping in view the country's energy consumption patterns.

To address the new changes, SNGPL considers Training as an integral component and vital force for

organizational renewal and growth. Keeping in view the importance, the 25 Executives from Grade VII-IX, attended 03 days (Sep 14 to Sep 16, 2012) training session at LUMS. For the first time in the history of the Company, a tailor made program, keeping in view SNGPL's culture, challenges and policies, was designed.

The contents of the training module were developed after carrying out in detail face to face separate interviews from Top Management (MD, SGMs and GMs) by the LUMS professors, Dr. Anwar Khursheed and Dr. Kareem in the last week of August, 2012.

The customized training course on Change Management at LUMS was highly interactive in its disposition, participative in its modularity and was intensive in its content. Right from the first day there was enthusiasm, zeal and commitment observed in the participants.

In the beginning, there was a short general lecture on Change Management by the Trainer, followed by two case studies, group discussions and general discourse. The participants were candid in explaining/discussing their work related challenges and issues. The Trainers talked about some time-tested strategic inputs and improvised solutions, keeping in view the SNGPL's external and internal environment.

The second day workshop was more demanding which involved a brief lecture on Leadership and Persuasion followed by a practical SIMULATION on change and adaptability in which the participants provided both qualitative and quantitative inputs to process their ideas through Decision Support System software. Further, a case study and reading assignment involving challenges faced by public sector organizations were

discussed. A project on Field Force Analysis was an integral part of the course, which needed detailed analysis and design on the part of the participants followed by group presentations.

The third and final day work focused on Pakistani Business Culture especially in the energy sector. The issues and cases discussed involved real business situations faced by the Pakistani Companies in the corporate sector of our country. The program towards its conclusion included a key note address by the Managing Director. He endorsed the training of the Company employees on modern lines for the future growth of SNGPL. He categorically stated that he will sponsor every positive change in the organization by investing in the Training and Change Management procedures.



Najeeb ul Hassan
General Manager (T&D), SNGPL

Interactions

Chairman PCB, Mr. Zaka Ashraf visits MD, SNGPL at SNGPL Head Office



A group photo with the SNGPL Players and Captains of Pakistan National One Day Cricket Team Mr. Misbah-ul-Haq and T-20 National Cricket Team Mr. M. Hafeez

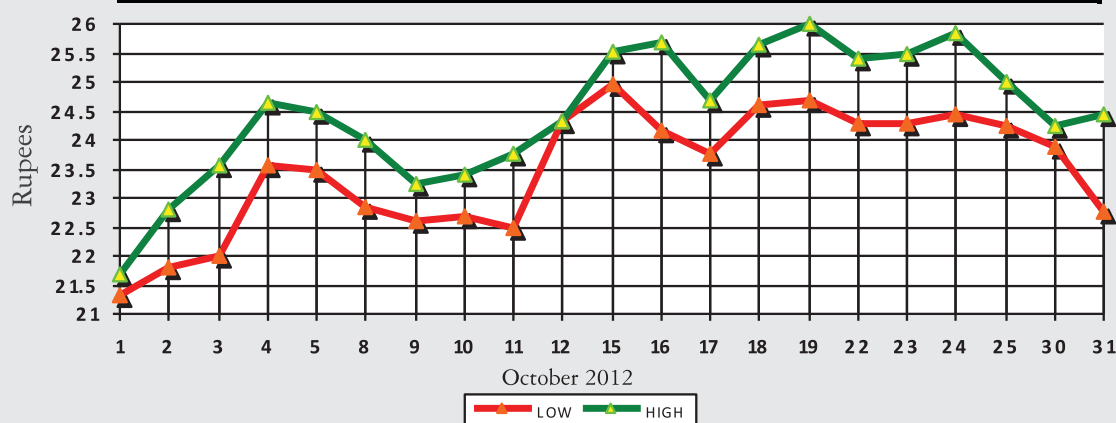
Ex-MD, SNGPL, Mr. Javaid Hameed meets with MD, SNGPL, Mr. M. Arif Hameed to discuss latest developments and issues in the gas sector.



SNGPL signs an agreement with Ufone for the provision of cellular services. Mr. M. Arif Hameed, MD, SNGPL with Mr. Wali Muhammad, Regional Manager, Ufone

SNGPL Share Price Watch October 2012

Period	Rate / Rs			
	Opening	Closing	High	Low
1st WEEK	20.67	24.02	24.66	21.31
2nd WEEK	24.02	24.31	24.31	22.50
3rd WEEK	24.31	25.04	26.00	23.77
4th & 5th WEEK	25.04	22.81	25.85	22.77



Asian LNG Market Dynamics

LNG market fundamentals are evolving and changing the ways through which companies will extract value from the business over the next ten years. The expected growth of LNG demand in Asia is being revised upwards each year and with expected strong regional pricing, the Asian market remains the premium market for suppliers. These trends have triggered a very positive response from suppliers and there are some 44 new LNG projects under development (unrisked this amounts to 271 Mtpa of potential new supply). Most projects are targeting Asian markets and will have to compete with existing projects that can divert their LNG supplies to Asia. Given that the current estimate of the Asian demand gap in 2025 is of the order of 155 Mtpa, it is clear that not all of the new projects will succeed and it will become the survival of the fittest. Buyers no doubt will relish supplier competition, but inevitably life will not be so simple. The projects have very different technical and commercial risk profiles and identifying the projects which are likely to succeed and backing them is becoming more difficult.

On a risked basis, an average new supply growth rate of 5%pa was generally assumed in 2015-2025, making LNG a faster growing industry than other gas industries. It is quite likely the growth rate will not be linear. New supply projects are more complex, more costly and taking longer to develop than in the past. Also, with robust gas demand growth and high prices, pipeline projects developers will look to find new ways to compete with LNG wherever possible.

In the short term, there is little new capacity coming on stream in 2012-2014. Further out, several new projects in Australia appear to be suffering delays and there is firm medium-term demand assumed out to at least 2016. The Asian market is expected to balance with LNG diverted

from the Atlantic Basin (approximately 18Mt moved in 2011 and 12Mt has moved in the first half of 2012).

As the business grows, it is expected that there will be some reshaping of the region's commercial business models and LNG pricing trends, as the growing community of buyers and sellers adapt to compete and strive to succeed.

Geopolitics will be pivotal to the region's development. This will include key decisions taken at the highest levels of governments which will direct the outcome and the impact on the Asia Pacific LNG business. These include: Japanese nuclear policy, US gas export policy, China's development of unconventional gas and India's gas market reforms.

New buying and selling characteristics (particularly from the US), will bring a new suite of risks that need to be managed. Although several experts foresee the traditional models enduring for some projects, others expect that new US liquefaction tolling models, new trade flows, more short-term sales and more liberal commercial terms will inevitably start to emerge.

In summary, the region is still the bright star of the industry. Tomorrow's world looks likely to offer more potential supply options and more competition between sellers. Whereas this looks good for buyers, these choices are quite different in their contractual and operational risk profile and need to be thought about in the context of buyers' demand and flexibility requirements.

A proliferation of new supply projects with different business models will bring new choices, but buyers are going to have to build and manage a diversified portfolio of supply in order to achieve an acceptable level of risk and reward in their LNG supplies.

Following are some of the insights of the above discussion:

1. Short-term market from 2016-2017 looks tight
2. Demand forecasting is more complex than ever
3. Supply growth outlook is strong
4. Asian demand gap in 2020 estimated to be around 55mtpa and 155mtpa by 2025
5. North American exports cannot fill Asia's supply gap alone
6. Supply and shipping costs are rising
7. The Asian market is likely to become more liberalized
8. Japan's current gas prices look difficult to sustain
9. New regional LNG pricing trends are likely

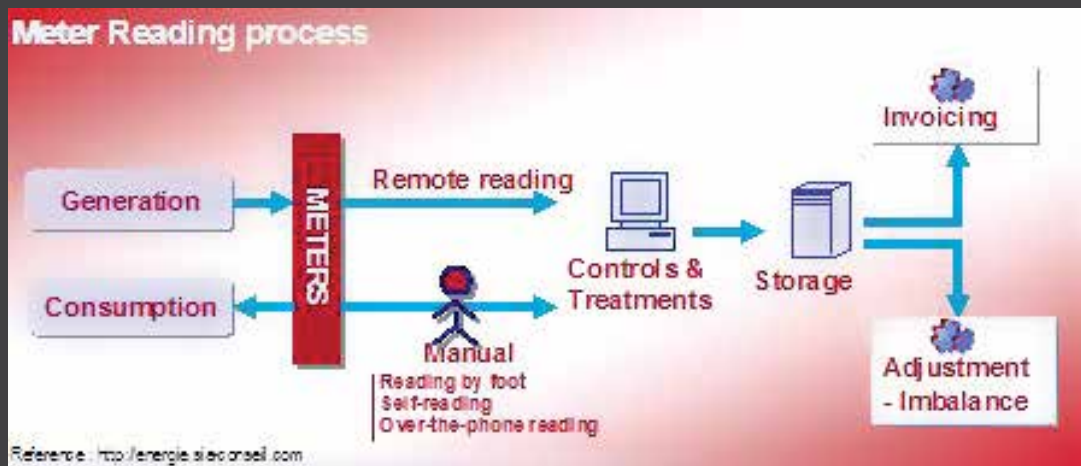
The bottom line

These 9 LNG insights make us realize that tomorrow's world promises to be dynamic. It will attract companies and personnel who continually challenge the boundaries of how the business operates today from both a technical and a commercial perspective. The relentless drive to grow in a cost controlled and profitable way will impose a discipline which should ensure LNG's long-term success in the overall gas industry. Tomorrow's world is also a brave new world where selling more energy will need more energy (and creativity) from the people making it happen!

Liaqat Ali Nahra, Deputy Chief Accountant (H.O)

(Extracted from the CWC Gas Dynamic Insights Report Written by Pat Roberts)

Automated Meter Reading (AMR)



Automatic meter reading, or AMR, is the technology of automatically collecting consumption, diagnostic, and status data from water meter or energy metering (gas, electric) and transferring that data to a central database for billing, troubleshooting, and analyzing. This technology mainly saves utility providers the expense of periodic trips to each physical location to read a meter. Another advantage is that billing can be based on near real-time consumption rather than on estimates based on past or predicted consumption. This timely information coupled with analysis can help both utility providers and consumers to better control the use and production of electric energy, gas usage, or water consumption.

For natural gas distribution companies automated Meter Reading (AMR) allows for consistent and accurate collection of information from a natural gas meter. The technology has been available for more than 40 years, and has continued to evolve into the reliable systems that are commercially available today. Collected data is transferred to a centralized database for billing purposes and/or usage analysis. Readings are captured on a daily basis by an AMR device, a unit mounted on the natural gas meter. The AMR device constantly monitors and registers a consumer's natural gas usage. This information is then used to calculate a monthly bill for the consumer. The Automated Meter Reading (AMR) system consists of small, low-power radio transmitters connected to individual meters that send daily readings.

AMR eliminates the need for a meter reader to enter a consumer's premises to manually obtain a natural gas meter read, allowing for enhanced customer convenience and more accurate data collection. Over the years, AMR technology has been gradually refined, as a number of distribution companies throughout the world have converted to AMR use.

AMR technologies include handheld, mobile and network technologies based on telephony platforms (wired and wireless), radio frequency (RF), or powerline transmission. The primary driver for the automation of meter reading is



not to reduce labor costs, but to obtain data that is difficult to obtain. As an example, many meters are installed in locations that require the utility to schedule an appointment with the homeowner in order to obtain access to the meter. Early AMR systems often consisted of walk-by and drive-by AMR for residential customers, and telephone-based AMR for commercial or industrial customers.

Technologies:-

1. Hand Held Units

In handheld AMR, a meter reader carries a handheld computer with a built-in or attached receiver/transceiver (radio frequency or touch) to collect meter readings from an AMR capable meter. This is sometimes referred to as "walk-by" meter reading since the meter reader walks by the locations where meters are installed as they go through their meter reading route. Handheld computers may also be used to manually enter readings without the use of AMR technology as an alternate (as currently being done in SNGPL and SSGC) but this will not support exhaustive data which can be accurately read using the meter reading electronically.



2. Touch Technology

With touch based AMR, a meter reader carries a handheld computer or data collection device with a wand or probe. The device automatically collects the readings from a meter by touching or placing the read probe in close proximity to a reading coil enclosed in the touchpad. When a button is pressed, the probe sends an interrogate signal to the touch module to collect the meter reading. The software in the device matches the serial number to one in the route database, and saves the meter reading for later download to a billing or data collection computer. Since the meter reader still has to go to the site of the meter, this is sometimes referred to as "on-site" AMR.

3. Radio Frequency Network

Radio frequency based AMR can take many forms. The more common ones are handheld, mobile, and fixed network. There are both two-way RF systems and one-way RF systems in use that use both licensed and unlicensed RF bands.

In a two-way or "wake up" system, a radio transceiver normally sends a signal to a particular transmitter serial number, telling it to wake up from a resting state and transmit its data. The meter attached transceiver and the reading transceiver both send and receive radio signals and data. In a one-way "bubble-up" or continuous broadcast type system, the transmitter broadcasts readings continuously every few seconds. This means the reading device can be a receiver only, and the meter AMR device a transmitter only. Data goes one way, from the meter AMR transmitter to the meter reading receiver. There are also hybrid systems that combine one-way and two-way technologies, using one-way communication for reading and two way communication for programming functions.

RF based meter reading usually eliminates the need for the meter reader to enter the premises. The utility saves money by increased speed of reading, has lower liability from entering private property, and has less chance of missing reads because of being locked out from meter access.

The technology based on RF is not readily accepted

everywhere. In several Asian countries the technology faces a barrier of regulations in place pertaining to use of the radio frequency of any radiated power. For example, in India the radio frequency which is generally in ISM band is not free to use even for low power radio of 10 mW. Initiatives in radio frequency AMR in countries like ours have to be taken up with regulators as the cost of licensing may outweigh the benefits of AMR.

4. Mobile

Mobile or "drive-by" meter reading is where a reading device is installed in a vehicle. The meter reader drives the vehicle while the reading device automatically collects the meter readings. Often, for mobile meter reading the reading equipment includes navigational and mapping features provided by GPS and mapping software. With mobile meter reading, the reader does not normally have to read the meters in any particular route order, but just drives the service area until all meters are read. Components often consist of a laptop or proprietary computer, software, RF receiver/transceiver, and external vehicle antennas.

5. Fixed Networks

Fixed Network AMR is a method where a network is permanently installed to capture meter readings. This method can consist of a series of antennas, towers, collectors, repeaters, or other permanently installed infrastructure to collect transmissions of meter readings from AMR capable meters and get the data to a central computer without a person in the field to collect it.

There are several types of network topologies in use to get the meter data back to a central computer. A star network is the most common, where a meter transmits its data to a central collector or repeater. Some systems use only collectors which receive and store data for processing. Others also use a repeater which forwards a reading from a more remote area back to a main collector without actually storing it. A repeater may be forwarded by RF signal or sometimes is converted to a wired network such as telephone or IP network to get the data back to a collector.

6. Power Line Communication

PLC is a method where electronic data is transmitted over power lines back to the substation, then relayed to a central computer in the utility's main office. This would be considered a type of fixed network system—the network being the distribution network which the utility has built and maintains to deliver electric power. Such systems are primarily used for electric meter reading. Some providers have interfaced gas and water meters to feed into a PLC type system.

7. AMR Hosting

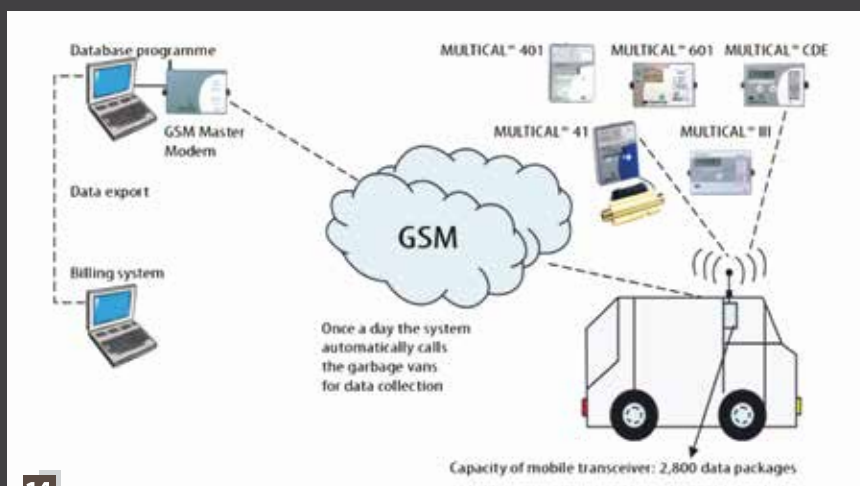
AMR Hosting is a back-office solution which allows a user to track his/her electricity, water, or gas consumption over the Internet. All data is collected in near real-time, and is stored in a database by data acquisition software. The user can view the data via a web application, and can analyze the data using various online analysis tools such as charting load profiles, analyzing tariff components, and verifying his/her utility bill.

8. Advanced AMR and AMI

Originally AMR devices just collected meter readings electronically and matched them with accounts. As technology has advanced, additional data could then be captured, stored, and transmitted to the main computer, and often the metering devices could be controlled remotely. This can include events alarms such as tamper, leak detection, low battery, or reverse flow. Many AMR devices can also capture interval data, and log meter events. The logged data can be used to collect or control time of use or rate of use data that can be used for water or energy usage profiling, time of use billing, demand forecasting, demand response, rate of flow recording, leak detection, flow monitoring, water and energy conservation enforcement, remote shutoff, etc. Advanced Metering Infrastructure, or AMI is the new term coined to represent the networking technology of fixed network meter systems that go beyond AMR into remote utility management. The meters in an AMI system are often referred to as smart meters, since they can usually use collected data based on programmed logic.

Benefits of AMR:-

- Enhanced customer convenience – natural gas meter reads are transmitted automatically without a need for a meter reader to access meters. Especially where meters are located inside the premises, there is no need for consumers to have to read meters due to inaccessible natural gas meters. And AMR also provides Customer Service representatives with the ability to obtain a meter reading on a "real-time" basis if necessary to answer a consumer inquiry.
 - Improved billing practices – customer billing is based on actual natural gas usage, not an estimate based on past consumption. Customers no longer are subject to the fluctuations that can result from estimated billing.
 - More frequent and accurate measurement – AMR takes frequent and regular readings, allowing for a more efficient monitoring of natural gas usage and billing based on actual consumption. The AMR system offers a 99 percent accuracy rate, which is considerably higher than the typical accuracy rate for manual reads. In addition, diagnostic flags are transmitted with readings which may help to monitor the correct operation of each unit.
 - Controlled meter reading costs – the automated technology would help to minimize operational costs, while accurately collecting readings on natural gas usage. Also, an accurate reading eliminates the need for a manual read or usage verification, which requires company resources. In addition, the 99 percent accuracy rate of the AMR devices minimizes any human error associated with manual meter readings.
 - Estimated bills virtually eliminated - through Automated Meter Reading (AMR) system, the need to estimate a monthly gas bill can be virtually eliminated.
- Keeping in view above, AMR is a way forward for utility companies. A number of utility companies around the globe have either converted to this technology or are in process of adopting it. However, a detailed cost benefit analysis is required, especially in countries like Pakistan where labor cost is not an issue and the costs of projects may outweigh the benefits. Moreover, in-depth study related to infrastructure and licensing issues are also required to be addressed properly prior to adopting AMR project.



Asif Iqbal Qureshi
Chief Billing Officer (HO)



Maintaining Office Discipline at Your Workplace

"Discipline" ... exactly what kind of feelings this word brings to you? For most of us it brings negative feelings (especially those who were punished in the name of discipline at the hands of their teachers or parents). Childhood memories of disciplinary actions and penalties can urge people to resist even the thoughts of getting disciplined. Such behaviors are unfortunate to say the least, for the individual, the society he/she lives in and for the workplace where he/she works, because discipline alone is the most important ingredient in the recipe of success. We are bestowed with everything we need to achieve our goals; all we need to add is a little discipline (self-control).

When you are at the helm of affairs in your company or workplace, your first task is to maintain discipline in your office. Workplace discipline means regulating the employees, making them abide by the rules and policies of the company and follow guidelines. Simple as it may sound, it's not that easy. Managers have got to be strict, but not to a threatening extent. Excess of check and balance will irritate workers and they'd be looking to dump the job somehow. At the same time, some managers tend to lose all control while trying to create a friendly atmosphere. What, a good manager should be able to do is to keep a balanced approach, not overly strict and not too lenient.

As a manager or supervisor, the simplest and the most effective way to uphold discipline is to act exactly in the way you want your subordinates to precede. You want them to be punctual, impress them by arriving at time day after day, tell them to stop wasting time and show them how dedicated you are about the work yourself. Similarly, refrain from using profane language if you expect them to act levelheaded during working hours. Manager should always be an exemplary figure, by showing how he doesn't leave any room for unruly behavior by the employees.

Every now and then, you have to deal with employees who are not ready to listen and no warnings on disciplinary hearings seem to do anything. In order to protect other employees, company's interest and the office environment, you are left with no choice but to sack them. In developed countries (where you have laws and legislations protecting labor's interests), firing someone on disciplinary grounds can cause problems for managers. If the worker feels he didn't deserve to be dismissed like that, he/she may look to take some legal action against the authorities. That's why you should be having a record or documented proof of all the warnings that were issued before the employee was forced to leave.

Saman Altaf
Coordination Officer (L.S, H.O)

Relaxation tips to relieve stress

Relaxation can help to relieve the symptoms of stress. It can help you calm down and take a step back from a stressful situation.

Although the cause of the anxiety won't disappear, you will probably feel more able to deal with it once you've released the tension in your body and cleared your thoughts.

Relaxed breathing

Practice deep breathing at a regular time and in a quiet place where you won't be disturbed. Loosen or remove any tight clothes you have on, such as shoes or jackets. Make yourself feel completely comfortable. Sit in a comfy chair which supports your head or lie on the floor or bed. Place your arms on the chair arms, or flat on the floor or bed, a little bit away from the side of your body with the palms up. If you're lying down, stretch out your legs, keeping them hip-width apart or slightly wider. If you're sitting in a chair, don't cross your legs.

Good relaxation always starts with focusing on your breathing. The way to do it is to breathe in and out slowly and in a regular rhythm as this will help you to calm down.

All relaxation techniques combine breathing more deeply with relaxing the muscles.

Don't worry if you find it difficult to relax at first. It's a skill that needs to be learned and it will come with practice.

Yoga and tai chi are both good forms of exercise that can help to improve breathing and relaxation.

- Fill up the whole of your lungs with air, without forcing. Imagine you're filling up a bottle, so that your lungs fill from the bottom.
- Breathe in through your nose and out through your mouth.
- Breathe in slowly and regularly counting from one to five (don't worry if you can't reach five at first).
- Then let the breath escape slowly, counting from one to five.
- Keep doing this until you feel calm. Breathe without pausing or holding your breath.

Practice this relaxed breathing for three to five minutes, two to three times a day (or whenever you feel stressed).

Deep muscle relaxation

This technique takes around 20 minutes. It stretches different muscles in turn and then relaxes them, to release tension from the body and relax the mind. Find a warm, quiet place with no distractions. Get completely comfortable, either sitting or lying down. Close your eyes and begin by focusing on your breathing; breathe slowly and deeply, as described above.

If you have pain in certain muscles, or if there are muscles that you find difficult to focus on, spend more time on relaxing other parts.

You may want to play some soothing music to help you relax. As with all relaxation techniques, deep muscle relaxation will require a bit of practice before you start feeling its benefits.

For each exercise, hold the stretch for a few seconds, then relax. Repeat it a couple of times. It's useful to keep to the same order as you work through the muscle groups:

- **Face:** push the eyebrows together, as though

frowning, then release.

- **Neck:** gently tilt the head forwards, pushing chin down towards chest, then slowly lift again.
- **Shoulders:** pull them up towards the ears (shrug), then relax them down towards the feet.
- **Chest:** breathe slowly and deeply into the diaphragm (below your bottom rib) so that you're using the whole of the lungs. Then breathe slowly out, allowing the belly to deflate as all the air is exhaled.
- **Arms:** stretch the arms away from the body, reach, then relax.
- **Legs:** push the toes away from the body, then pull them towards body, then relax.
- **Wrists and hands:** stretch the wrist by pulling the hand up towards you, and stretch out the fingers and thumbs, then relax.

Spend some time lying quietly after your relaxation with your eyes closed. When you feel ready, stretch and get up slowly.

Courtesy: www.nhs.uk

Importance of Personal Protective Equipments (PPEs)

The use of personal protective equipment is to reduce employee exposure to hazards when engineering and administrative controls are not feasible or effective to reduce these risks to acceptable levels.

Management is committed for safely carrying out Company's operation without any harm to its staff, community or environment as envisioned in the Company's HSE policy.

In this regard, provision of PPE's to the staff is the first step. HSE department regularly conducts inspections for PPEs availability with teams at out-gate of regional offices and their usage at sites as depicted in the photographs.

With a view to ensure 100% compliance in usage of PPE's by the staff, regular counseling and training is provided by HSE department and certain disciplinary actions are also taken. Compliance status is monitored at regions on weekly basis and submitted for the management information in the beginning of each month.



Faisal Rizwan Durrani
Executive Engineer HSE-HO

Emergency Preparedness And Response

Recent fire incidents at Lahore and Karachi had devastating effects on humans and property. The apparent reason of heavy loss has been stated as **Unavailability of Adequate Fire Fighting Arrangements and Fire Exits**. The presence of Fire Prevention / Fighting and evacuation systems ensures the safety of employees and company assets. These include but not limited to:

- 1- Availability of Adequate Fire Fighting Equipment / Arrangements
- 2- Availability of two or more emergency exits
- 3- Conducting Fire and Evacuation drills
- 4- Regular Inspection of Fire Fighting Equipment
- 5- Displaying of updated lists of Fire Fighting and First Aid teams of respective sites
- 6- Displaying the list of emergency contact numbers at prominent places
- 7- Increased awareness of employees on fire prevention through safety talks and sessions
- 8- Housekeeping inspection for fire prevention
- 9- Removal of all loose electrical connections/wiring



Evacuation drill being conducted at Lahore Region



Evacuation drill being conducted at Multan Region



Fire Fighting Drill being conducted at H.O



Fire Fighting Training session being conducted at Lahore Region

Hafiz M.Tariq
Executive Engineer HSE

HEALTH SAFETY & ENVIRONMENT DEPARTMENT

SUI NORTHERN GAS PIPELINES LIMITED

safety is
everyone's
responsibility...



...if you see a
hazard, report it.

کسی بھی قسم کے حادثے کی صورت میں فوراً اپنے سپروائزر کو اطلاع دیں، تاکہ
اُس کا سدِ باب کیا جاسکے۔

12-HSE-SP-49

مختصر یہ کہ یہ علاقہ اس صنعت کے لئے اب بھی روشن ستارے کی حیثیت رکھتا ہے۔ آنے والے کل میں سپلائی میں مزید اضافے کی گنجائش پیدا ہونے اور فروخت کنندگان کے درمیان مقابلے کی توقع ہے۔ یہ صورتحال خریداروں کے لئے خوش آئند ہے، انتخاب کا یہ اختیار ان کے معاہدوں اور عملی اقدام سے متعلقہ خطرات کے لئے مختلف صورت رکھتا ہے اور اسے خریدار کو چک فراہم کرنے اور ضروریات کے پس منظر میں تشکیل دینے کی ضرورت ہے۔

مختلف کاروباری ماڈلز کے حامل سپلائی کے نئے پراجیکٹس میں ہونے والا اضافہ خریدار کے لئے انتخاب کے نئے اختیارات پیدا کرے گا، تاہم خریداروں کو ایل این جی (LNG) کی سپلائی سے متعلق خطرات اور منافع میں توازن پیدا کرنے کے لئے متنوع پورٹ فولیو تشکیل دینا ہوگا۔

اوپر دی گئی بحث سے اخذ کئے گئے کچھ اہم نکات درج ذیل ہیں:

- 1۔ شارٹ ٹرم مارکیٹ اپ ٹو 2016-17 سخت نظر آ رہا ہے۔
- 2۔ ڈیمانڈ کی پیش گوئی پہلے سے کہیں زیادہ مشکل ہے۔
- 3۔ فراہمی کی افزائش کا اندازہ مضبوط نظر آ رہا ہے۔
- 4۔ 2020 میں ایشیائی ڈیمانڈ گپ 55 mtpa اور 2025 تک 155 mtpa متوقع ہے۔
- 5۔ شمالی امریکہ کی برآمدات تنہا ایشیائی سپلائی گپ پورا نہیں کر سکتیں۔
- 6۔ سپلائی اور شپنگ کے اخراجات بڑھ رہے ہیں۔
- 7۔ ایشیائی مارکیٹ لبرل بننے کی جانب زیادہ مائل نظر آتی ہے۔
- 8۔ جاپان کی موجودہ گیس کی قیمتیں پائیداری کے سلسلہ میں رکاوٹ ہے۔
- 9۔ نئے خطوں میں ایل این جی (LNG) کی قیمتوں کے رجحانات ملتے جلتے ہیں۔

حاصل گفتگو:

ایل این جی (LNG) کے اہم 9 نکات کہ کل کی دنیا ایک مستقبل کا وعدہ کرتی ہے۔ یہ کمپنیوں اور ماہرین کیلئے پرکشش ثابت ہوگی جو کہ مسلسل کاروبار کو تکنیکی اور کمرشل دونوں حوالوں سے کچھ نیا دینا چاہتے ہیں۔ کنٹرولڈ قیمتوں میں منافع بخش انداز میں ترقی کے عمل کو آگے بڑھانے سے گیس انڈسٹری میں ایل این جی (LNG) کی دیرپا کامیابی کو یقینی بنائے گا۔ کل کی دنیا ایک بولڈ دنیا ہوگی جس میں توانائی کی فروخت کیلئے مزید توانائی کی ضرورت ہوگی۔

لیاقت علی نہرا، ڈپٹی چیف اکاؤنٹینٹ (ہیڈ آفس)

ایشیائی ایل این جی (LNG) مارکیٹ کے محرکات

ایل این جی (LNG) کی مارکیٹ کے بنیادی قواعد/حقائق ارتقاء پذیر ہیں اور ان کا طریقہ کار تبدیل ہو رہا ہے، اس سے منسلک کمپنیاں اگلے دس سال تک اس کاروبار سے مالی فوائد حاصل کرتی رہیں گی۔ ایشیاء میں ایل این جی (LNG) کی طلب میں متوقع اضافہ ہر سال بڑھتا رہا ہے اور اس کے ساتھ ساتھ اس علاقائی سطح پر اس کے بھاری دام بھی بڑھتے رہے ہیں اسی لئے ایشیاء کی مارکیٹ سپلائرز کے لئے ہمیشہ بہتر مارکیٹ رہی ہے۔ اس رجحان کے مد نظر سپلائرز کی جانب سے کافی مثبت رد عمل دیکھنے میں آیا ہے اور تقریباً 44 کے قریب ایل این جی پراجیکٹس زیر تکمیل ہیں (جن سے 271 Mtpa تک رسد کی نئی گنجائش کو پورا کیا جاسکتا ہے)۔ بہت سے اور پراجیکٹس کی توجہ اب ایشیائی مارکیٹ کی جانب مرکوز ہے اور انہیں وہاں پہلے سے موجود ان پراجیکٹس سے مقابلہ کرنا ہوگا جو اپنی ایل این جی (LNG) سپلائی ایشیاء منتقل کر رہے ہیں۔ چونکہ 2025 میں ایشیاء میں ایل این جی (LNG) کی طلب اور رسد میں فرق کم و بیش 155 Mtpa ہوگا اس لئے یہ امر یقینی نہیں کہ تمام پراجیکٹس کو کامیابی حاصل ہوگی۔ اس صورت حال میں جیت اس کی ہوگی جو دوسروں سے بہتر ہوگا۔ خریداری یقینی طور پر سپلائرز کے درمیان اس مقابلے سے فائدہ اٹھائیں گے پر درحقیقت یہ سب اس قدر آسان نہیں ہوگا۔ ہر پراجیکٹ کو کافی مختلف تکنیکی اور کاروباری خطرات لاحق ہیں اور اس بات کا تعین کرنا کافی مشکل ہے کہ کون سے پراجیکٹس کامیاب رہیں گے اور ان خطرات کو مات دے سکیں گے۔

خطرات کی بنیاد پر 2015-2025 میں عام طور پر سپلائی میں 5% سالانہ کے اوسط سے اضافہ متوقع ہے اس طرح دوسری گیس سے وابستہ صنعتوں کے مقابلے میں ایل این جی (LNG) سب سے زیادہ ترقی کرنے والی صنعت ہے۔ توقع کی جاسکتی ہے کہ اضافے کی یہ شرح یکساں نہیں ہوگی۔ سپلائی کے نئے پراجیکٹس ماضی کے مقابلے میں زیادہ پیچیدہ، مہنگے ہیں اور ان کی تکمیل کے لئے زیادہ عرصہ درکار ہے۔ علاوہ ازیں گیس کی طلب میں تیز تر اضافے اور بڑھتی ہوئی قیمتوں کی وجہ سے پائپ لائن بچھانے والے پراجیکٹس اس کشمکش میں ہیں کہ جہاں تک ممکن ہو سکے ایل این جی (LNG) کے مقابلے میں نئے طریقہ کار دریافت کر سکیں۔

قلیل مدت کے لئے 2012-2014 میں اس نظام میں تھوڑی سی نئی گنجائش پیدا ہو رہی ہے۔ اس کے علاوہ یہ امر بھی قابل توجہ ہے کہ آسٹریلیا میں بہت سے نئے پراجیکٹس تاخیر کا شکار ہیں اور وہاں کم از کم 2016 تک درمیانی مدت کے پراجیکٹس کی ضرورت ہے۔ اس بات کی توقع کی جا رہی ہے کہ ایشیاء کی مارکیٹ میں اسٹرانگ بیسن سے ایل این جی (LNG) حاصل کر کے توازن قائم کیا جائے گا (تقریباً 11,18 Mtpa 2011 میں یہاں منتقل کی گئی اور 2012 کے پہلے نصف حصے میں 12 Mt منتقل کی جا چکی ہے)۔

بڑھتے ہوئے کاروبار کے پیش نظر، توقع کی جا رہی ہے کہ علاقے کے کمرشل کاروباری ڈھانچے اور بدلتی قیمتوں کے رجحان میں کچھ تبدیلیاں رونما ہو سکتی ہیں کیونکہ خریداروں اور فروخت کرنے والوں کی کمیونٹی اپنے آپ کو مقابلے کی فضا کے مطابق ڈھالنے اور کامیابی حاصل کرنے کی کوشش کرے گی۔

ملکوں کے مابین سیاست علاقے کی ترقی میں مرکزی کردار ادا کرے گی۔ اس میں حکومتوں کے درمیان ہونے والے اعلیٰ سطح کے اہم فیصلے شامل ہیں جو ایشیاء پیسیفک ایل این جی (LNG) کے کاروبار پر اثر انداز ہوں گے۔ اس میں جاپان کی نیوکلیر پالیسی، امریکہ کی گیس پالیسی، چین میں غیر روایتی گیس کی ترقی اور انڈیا میں گیس مارکیٹ سے متعلقہ اصلاحات شامل ہیں۔

خرید و فروخت کی نئی صورت حال (خاص طور پر امریکہ سے وابستہ) نئے خطرات لائے گی جن سے نمٹنا ضروری ہوگا۔ تاہم بہت سے ماہرین کا اتفاق ہے کہ کچھ پراجیکٹس کے لئے روایتی ماڈل کو بدستور قائم رکھا جائے گا جبکہ دوسرے ماہرین، امریکہ کی جانب سے نئے (liquefaction tolling) ماڈل، نئی تجارتی حکمت عملی، قلیل مدت کے لئے زیادہ فروخت اور کمرشل شرائط میں زیادہ آزادی کے منظر عام پر آنے کی توقع کر رہے ہیں۔

مینجمنٹ کی تبدیلی، تجربہ کے حصول اور لرننگ کیلئے ایک اہم شعبہ

توانائی کا شعبہ کسی بھی ملک کی معیشت میں متحرک اور اہم کردار ادا کرتا ہے۔ شراکت داروں کے مختلف مسائل اور ٹیکنالوجی میں آنے والی جدت اور تبدیلی کے باعث مینجمنٹ کی جانب سے کی گئی رہنمائی کے مطابق اداروں کی جانب سے مسائل کا مسلسل اور بروقت سدباب کرتے رہنا چاہئے۔

توانائی کا حالیہ بحران اور اس کے ساتھ ساتھ سیاسی اور معاشی تنزلی نے توانائی سے متعلق اداروں کو ایندھن کے نئے ذرائع اور اس سے متعلقہ انفراسٹرکچر میں بہتری کیلئے مجبور کر دیا ہے۔ لرننگ اور تجربے کے علاوہ کسی اور شعبے میں ”مینجمنٹ کی تبدیلی“ اتنی زیادہ اہم نہیں ہے۔ ایس این جی پی ایل (SNGPL) گیس لاجسٹکس (کنسرکشن، ٹرانسمیشن، ڈسٹری بیوٹن) میں پاکستان کی سب سے بڑی کمپنی ہونے کے ناطے ملک میں توانائی کی کھپت کے طریقہ کار کو مد نظر رکھتے ہوئے بھرپور طریقے سے نئے انداز اپنا رہا ہے۔

جدید تبدیلیوں سے نمٹنے کیلئے ایس این جی پی ایل (SNGPL) نے ادارے کی ترقی اور جدت کیلئے ایک تربیتی پروگرام کو بطور جزو لازم متعارف کروایا ہے۔ اس کی اہمیت کو سمجھتے ہوئے گریڈ VII-IX کے آفیسرز نے لمز (LUMS) میں تین روزہ (14 ستمبر تا 16 ستمبر) تربیتی سیشن میں شرکت کی۔ کمپنی کی تاریخ میں پہلی بار ایک ٹیلر نے ایس این جی پی ایل (SNGPL) کی روایت، چیلنجز اور پالیسیوں کو مد نظر رکھتے ہوئے سیاق و سباق ڈیزائن کیا۔

اگست 2012 کے آخری ہفتہ میں ٹاپ مینجمنٹ (ایم ڈی، ایس جی ایمر اور جی ایمرز) کی جانب سے لمز (LUMS) کے پروفیسرز ڈاکٹر انور خورشید اور ڈاکٹر کریم کے تفصیلی انٹرویو کے بعد ٹریننگ کیلئے مواد ترتیب دیا گیا۔

لمز (LUMS) میں ”مینجمنٹ کی تبدیلی“ پر بطور خاص ترتیب دیا گیا ٹریننگ کورس انٹریکٹو اور شمولیت سے بھرپور تھا اور اس کا مواد انتہائی اہم معلومات سے بھرپور تھا۔ پہلے ہی دن سے حصہ لینے والے افراد میں جوش، ولولہ اور سیکھنے کا عزم نظر آیا۔ آغاز میں تربیت دینے والے ماہر نے شمولیت کرنے والے افراد کو ”مینجمنٹ کی تبدیلی“ کے موضوع پر ایک مختصر لیکچر دیا اس کے بعد دو کیس سٹڈیز، گروپ ڈسکشنز اور جنرل ڈسکورس سے تعارف کروایا گیا۔ شرکت کاروں کو اپنے کام کے حوالے سے درپیش مسائل کی وضاحت کرنے اور اس پر بات چیت کرنے کو کہا گیا۔ ٹرینرز نے کچھ آزمائے ہوئے اہم حل بتائے اور ایس این جی پی ایل (SNGPL) اندرونی اور بیرونی ماحول کو مد نظر رکھتے ہوئے کچھ مشورے دیئے۔

ورکشاپ کا دوسرا دن مطالبات سے بھرپور تھا جس میں لیڈرشپ پر ایک مختصر لیکچر دیا گیا اس کے بعد تبدیلی اور اس کی قبولیت کے عمل پر ایک عملی مشق کروائی گئی جس میں شرکت کاروں کو اپنے آئیڈیاز کو آگے بڑھانے کیلئے خاصیتی اور مقداری معلومات دینے کے ڈیسین سپورٹ سسٹم (DSS) سافٹ ویئر کے ذریعے تربیت دی گئی۔ اس کے علاوہ، کیس سٹڈی، ریڈنگ اسائنمنٹ میں شامل پبلک سیکٹر کو درپیش چیلنجز پر تبادلہ خیال کیا گیا۔ فیلڈ فورس تجربہ پر ایک پراجیکٹ اس کورس کا اہم حصہ تھا جسے شرکت کاروں کی جانب سے گروپ پریزنٹیشن کے ذریعے تفصیلی تجزیہ کی ضرورت تھی۔

تیسرے اور آخری دن پاکستان کے کاروباری کچھ خاص طور پر توانائی کے شعبہ میں کاروباری کچھ پر توجہ مرکوز کی گئی۔ پاکستانی کاروبار کے کارپوریٹ سیکٹر میں حقیقی مسائل اور پیش آنے والے واقعات پر بات چیت کی گئی۔ پروگرام کے اختتام پر مینجنگ ڈائریکٹر کی جانب سے ایک تفصیلی خطاب شامل تھا۔ انہوں نے اس بات کو تسلیم کیا کہ اس تربیت سے ایس این جی پی ایل (SNGPL) کے جدید خطوط پر ترقی کے سفر کی جانب رواں دواں ہونے میں مدد ملے گی۔ انہوں نے واضح طور پر کہا کہ وہ ہر مثبت تبدیلی کیلئے ”مینجمنٹ میں تبدیلی“ کے طریقہ کار اور اس کی تربیت جیسے اقدامات کرتے رہیں گے۔

وزیراعظم پاکستان راجہ پرویز اشرف نے 20 اکتوبر 2012 کو ضلع راولپنڈی (NA 51)، گوجرانہ کے مختلف یونین کونسلوں/دیہاتوں میں گیس کی فراہمی کا افتتاح کیا۔ اس موقع پر اجتماع سے خطاب کرتے ہوئے وزیراعظم نے کہا کہ پاکستان پیپلز پارٹی کی حکومت لوگوں کو بلا امتیاز بنیادی سہولتیں فراہم کرنے میں شہید ذوالفقار علی بھٹو اور شہید محترمہ بے نظیر بھٹو کے خواب کی پیروی کر رہی ہے۔ حکومت اس بحران کو کم کرنے کی بھرپور کوششیں کر رہی ہے۔ گوجرانہ میں گیس کی فراہمی کے افتتاح کے موقع پر وزیراعظم کے مشیر برائے پیٹرولیم و قدرتی وسائل، ڈاکٹر عاصم حسین، وزیراعظم کے مشیر سینیٹر داخلہ، رحمن ملک، اطلاعات و نشریات کے وزیر، قمر زمان کائرہ، سینیٹر فاروق ایچ نائیک، چیئر مین بے نظیر انکم سپورٹ پروگرام، محترمہ فرزانہ راجہ، پیپلز پارٹی وسطی پنجاب کے صدر، میاں منظور احمد ٹو، کیپٹل ایڈمنسٹریشن اینڈ ڈویلپمنٹ کے وزیر، محمد گوندل اور قومی اسمبلی کی رکن محترمہ مہرین انور راجہ بھی موجود تھے۔ نیچنگ ڈائریکٹر، سوئی ناردرن گیس پائپ لائنز لمیٹڈ، عارف حمید، چیئر مین، سوئی ناردرن گیس پائپ لائنز لمیٹڈ، میاں مصباح الرحمٰن، سینیٹر نیچمنٹ، متعلقہ محکمہ سربراہان اور ملازمین بھی وزیراعظم اور ان کے وفد کا استقبال کرنے کے لئے تفریب میں موجود تھے۔ وزیراعظم نے سختی کی نقاب کشائی کرتے ہوئے اس منصوبے کا افتتاح کیا۔ سوئی ناردرن گیس پائپ لائنز لمیٹڈ کے نیچنگ ڈائریکٹر نے ایک چارٹ پر اس منصوبے کی تفصیلات بیان کیں۔

ضلع راولپنڈی (NA 51)، گوجرانہ کے مختلف یونین کونسلوں/دیہاتوں میں گیس کی فراہمی کے منصوبے:

وزیراعظم کی ہدایات کے مطابق مارچ 2008 سے اب تک ضلع راولپنڈی (NA 51)، گوجرانہ کے مختلف یونین کونسلوں/دیہاتوں میں گیس کی فراہمی کے 5 منصوبوں کی منظوری دی گئی ہے۔ تمام منظور شدہ منصوبوں کی تفصیلات درج ذیل ہیں۔

تمام پراجیکٹس کی کل لاگت = 2500 ملین روپے	بیک اپ:
سوئی ناردرن گیس پائپ لائنز لمیٹڈ کا حصہ = 1446 ملین روپے	کام کا دائرہ کار:
حکومت پاکستان کا حصہ = 1054 ملین روپے	سپلائی میز = 1.1+15.5+57.48+4.1+58.4 =
مستفید ہونے والی آبادی = تقریباً 300,000	136.58 کلومیٹر (10"Ø, 8"Ø, 6"Ø)
کام کا دائرہ کار:	سپلائی مین کی لاگت = 6.81+61.914(88.668-26.774) =
سپلائی میز = 136.58 کلومیٹر (10"Ø, 8"Ø, 6"Ø)	+196.818+28.326+17.712
ڈسٹری بیوشن نیٹ ورک = 1092.55 کلومیٹر	+38.84+409.83
ترقی:	ڈسٹری بیوشن نیٹ ورک = 1092.55 کلومیٹر
سپلائی میز = 77.03 کلومیٹر (56 فیصد مکمل)	سپلائی میز (8"Ø) = 1.1+15.5+57.48+2.95+8 =
ڈسٹری بیوشن نیٹ ورک = 580.00 کلومیٹر (53 فیصد مکمل)	77.03 کلومیٹر (56 فیصد مکمل) =
صورتحال: ڈسٹری بیوشن نیٹ ورک اور سپلائی میز کے ذریعے 70 دیہات کو جزوی طور پر گیس کی فراہمی کی جا چکی ہے	ڈسٹری بیوشن نیٹ ورک = 552.00+20 کلومیٹر
	572 (52 فیصد مکمل) =



Sui Northern Gas Pipelines Limited

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نیوز لیٹر | اکتوبر 2012
جلد 4، شمارہ 6



گوجران میں گیس کی فراہمی کے موقع پر ڈاکٹر عامر حسین،
مشیر پیٹرولیم و قدرتی وسائل کو عارف حمید ایم۔ ڈی سوئی
ناردرن گیس پائپ لائنز لمیٹڈ پراجیکٹ کی تفصیلات سے
آگاہ کرتے ہوئے

ایڈیٹوریل
ایڈیٹوریل بورڈ

پیٹر ان چیف
ایم عارف حمید

چیف کوآرڈینیٹر
عظمیٰ عادل خان

ای ٹیم
میڈیا انفیرسٹرکچر پارٹنر