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Message from Editorial Team

Dear Colleagues,

The editorial committee is pleased to pen the foreward message for this issue.

The editorial team comprises of 10 nominated colleagues from different entities and departments. Headed by the Chief Editor from HR with 2 advisors from Senior Management, the team meets on a regular basis to propose and firm up on possible articles, deciding on the most suitable authors, as well as influencing the design and layout of the newsletter itself.

Once the articles and their respective authors are decided, there will be the necessary correspondences and reminders before finally receiving the articles. The articles will only be ready for print when the facts are confirmed, editing is carried out to improve readability, and upon approval from the authors.

Being in the committee sounds like a lot of work but in reality, we have ample time to prepare and get the necessary done. In fact, we have fun working together, and of course we get to read the articles first.

We have put together some pictures to highlight the events throughout the year. We hope you enjoy this issue as much as us putting it together for you.

The Editorial Team
The recent organization restructuring to pace trying economic situation is inevitable. Given the situation, optimizing of operations, cost control, and staffing is challenging. This includes the relocation of Parker Store from Loyang to Jurong Port Road.

Activities in Offshore Oil & Gas Industries have been on the low, resulting in a drastic dip in prospects sourcing requirement at Loyang Offshore Supply Base. Major players within this once vibrant centre for supply of equipment are also taking alternative routes to reach out to the limited available buyers. Thus, ATOES/KSFC’s judgement to reposition Parker Store at Jurong Port Road is no exception. It is primarily to benefit the large portion of customers within close proximity to Jurong Industrial Estate.

Positioning Parker Store to Best Serve Customer Needs

As our clients are important to us, the ATOES/KSFC team made sure to inform customers in advance of the move, and has also ensured delivery would not be affected. Moreover, the ATOES/KSFC management has reassured major customers of the continuation of support services.

With Parker Store now at Jurong Port Road, we are proud to let the market know that we have the biggest Parker Store in town, to well serve our customers’ needs in inventory, and customising of hoses, tubing, fitting, and accessories, so as to satisfy fast delivery demands.

Located in Hamilton, Ontario, Canada, and centered on innovation in machinery and automation, Burlington Automation began with designing, building, and servicing custom machinery, such as the multi-axis Robotic Plasma Cutter for structural steel. Through customer feedback and market research, they have since shifted their focus onto the new, state of the art machine called the PythonX.

The PythonX is a 5-in-1 steel fabrication machine that enables its user to be more cost-efficient and productive. It combines the beam drill line, burning torch, angle line, plate center, and bandsaw into one machine. This significantly reduces the amount of time and manpower required for coordination, operation, and production. Furthermore, replacing 5 machines also requires less maintenance, and also takes up less space. Used by the industry to fabricate structural steel in various components, it is able to process cutting instructions derived from design drawings, such as 3D Models, and AUTOCAD, and with greater accuracy and simple networking through Ethernet. The PythonX has high returns on investment as it is flexible and programmed to fabricate all shapes, and can automate difficult operations, an added advantage for its users.

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Embarking on a “distributor/principal partnership” approach, both ATOES/KSFC and Parker Teams work together closely on the relocation of Parker Store, encompassing thoughtful joint consultation on space allocation, shelf dimension, corporate identity on signage, as well as a product layout with an easy flow for customers. In addition, Parker sponsored a significant proportion of the costs incurred for signage, as well as the spray painting of 2 ATOES/KSFC vans for advertising purposes.

By Willie Chng (SSH)

By Francis Tan (KSFC)
**OGEX 2016**  
*6th Myanmar Oil and Gas Exhibition Summit 2016*

The summit, now on its sixth edition, is a unique opportunity for oil and gas professionals from around the world to gather in Yangon to learn about the key transformations taking place in Myanmar’s booming oil and gas sector, and develop key contacts and explore business opportunities.

The sixth edition will feature the largest oil and gas exhibition in Yangon, Myanmar with over 20+ exhibition booths showcasing the latest technologies and services in upstream oil & gas. In addition to the larger exhibition, organizer Oliver Kinross will be hosting interactive training workshops, a two day conference represented by over 35 top level speakers.

**Venue:** Sedona Hotel Yangon, Myanmar  
**Date:** 28 - 29 January 2016  
**For more information, please visit:**  

**AOG 2016**  
**Celebrating its 35th year, Australasian Oil & Gas Exhibition and Conference (AOG) 2016 will highly feature process control and automation technology.** With a theme of “Collaboration”, over 100 experts from leading companies providing input on how industry, government, and other key stakeholders should continue to work closely together to reduce costs and improve productivity.

There will be over 500 exhibiting companies from 25 countries at the AOG, which will see visitors start the year with first-hand knowledge of the innovations and new technology while given the opportunity to network with industry movers and shakers from around the globe.

**Venue:** Perth Convention Exhibition Centre, Australia  
**Major Players Expected:** Aker Solutions, Alfa Laval, Baker Hughes Australia, Emas, Emerson, Ferguson Group Australia, FMC Technologies, Gaylin, MacDermid, MRC Global, OneSubsea, Parker  
**Date:** 24 - 26 February 2016  
**For more information, please visit:**  

**APM 2016**  
**Asia Pacific Maritime (APM) is one of Asia's biggest exhibitions and conferences focusing on shipbuilding and marine, workboat and offshore.**

Gathering the world’s maritime and offshore community in Asia, expect to meet 15,000 visitors and decision makers from Asia, 1,500 international products & services companies from over 60 countries including 16 country pavilions and over 50 industry influencers, all in one single platform to buy, sell, network, and learn.

**Venue:** Marina Bay Sands, Singapore  
**Date:** 16 - 18 March 2016  
**For more information, please visit:**  

**OTC Asia 2016**  
**The Offshore Technology Conference Asia (OTC Asia) is an event where energy professionals meet to exchange ideas and opinions to advance scientific and technical knowledge for offshore resources and environmental matters.**

OTC Asia 2016, with the theme “Excellence in Asia”, provides the ideal platform to reflect on the achievements and aspirations of the region and the industry, and what it takes for Asia to remain resilient and responsive to a growing energy market.

**Venue:** Kuala Lumpur, Malaysia  
**Date:** 22 - 25 March 2016  
**Major Players Expected:** Aker Solutions, Baker Hughes, Cameron, FMC Technologies Singapore Pte Ltd, Halliburton Services (M) Sdn Bhd, Keppel Offshore & Marine, National Oilwell Varco, Slumberger Technology Corp., Shell Malaysia Ltd, Subsea 7 Singapore Contracting Pte Ltd, Technip, Vetco Grey Pte Ltd (GE Oil & Gas), Worley Parsons Intecsea, ConocoPhillips, ExxonMobil, Petrofac, Petronas  
**For more information, please visit:**  
Earlier this year on 16th May, the Company had its 1st quarterly birthday card-making session with TOUCH Community Services as part of our Corporate Social Responsibility initiative.

The TOUCH Centre for Independent Living, a service of TOUCH Community Services, is a special needs service group empowering the intellectually challenged, also known as trainees, aged 18 and above, to live independently. Their objective is to equip the trainees with skills to integrate into society and be self-sufficient by enabling them to hold jobs.

A total of 18 colleagues partook in this first session, and each was paired with a trainee from TOUCH.

It was inspiring to see all participants keep that level of enthusiasm, albeit draining levels of energy, throughout the whole session right until the last card was done. Through engaging in fun card-making, we were able to get to know, not just the trainees, but also ourselves and our colleagues on a personal level. It was an invaluable experience that left us all feeling exhausted but fulfilled.

Look out for future quarterly sessions & be encouraged to be part of this rewarding initiative.
HAIR FOR HOPE
(Make A Bald Statement)

Back for the 13th consecutive year, Hair for Hope 2015 is Children’s Cancer Foundation’s signature fundraising event - the only head-shaving event in Singapore that serves to raise funds for and awareness of childhood cancer. It was an opportunity for me to show the young warriors fighting cancer - Don’t give up! You are not alone in the fight; we are all behind you!

And for the first time, I asked for the support of my family, friends and fellow colleagues. I’ve always believed in leading by example, and I wanted to show my kids that being bald is not distasteful, disgraceful or awful. Moreover, I empathise with the young children who have had to go through numerous operations and chemotherapy sessions, and can now understand the anxiety of losing their hair in the process. Everyone was supportive and hyped up to see me bald. For me, it would just be like going back to my army daze - being a ‘botak’ recruit.

The day arrived for me to go ‘botak’, I reached Vivocity pretty early but a queue had already begun to form. The participants were all dressed in red, which I guess was to align with Singapore’s Jubilee Celebration, SG50. Finally, the time came for me to go on stage for my haircut, and as the shaver went through my hair, I saw my family shouting and cheering for me. It made me feel proud to be part of the event.

At the end of the day, my family ‘appreciated’ my baldness, and my little ones kept saying, ‘Papa, I like to touch your ‘botak’ head.’ I’m left with a bald head but a hearty smile.

Join me and MAKE THE BALD STATEMENT! Hope to see you at the event next year!
GSE organised a Company retreat in Bintan on 31st July 2015. This was the 6th retreat since 2008, and I had the pleasure of being invited to participate. We engaged in the various team-building activities, such as an adapted version of “The Amazing Race”, covering places from Malaysia to Thailand.

Each retreat carries a theme that inspires a better work environment, and that theme for this year is “Perseverance & Dedication” – we strive for success as a team while maintaining perseverance and a dedication to the Company, as well as being responsible with our clients’ needs. Hence, we were put into 3 teams – Perseverance, Dedication, and Responsibility.

The activities began with a simplified version of “The Amazing Race” around Bintan Island. Teams were given 7 hours to complete tasks at 7 different locations. Tasks include us exploring fruit plantations to take photos with the fruits, and bringing the fruits and "Kueh Lapis" (layered cake) to the final destination. It was an eventful day for all, and we ended it off with a delightful seafood dinner.

The next morning, teams were given the challenge of planting mangrove trees. It was very encouraging to see everyone taking this on enthusiastically, not minding that their hands were covered in mud. Activities that followed included a guided tour round the mangrove, and an archery competition. The trip then ended off with a fulfilling anniversary barbecue dinner.

SSH Team 2 Team Building Dinner, 4 Sep 2015

On the 4th of September, SSH Team 2 held a team dinner. It was the first official get-together after the merger, which included staff from KSFC (Valves), SSH-IM (Pipes, Fittings, Flanges), and SSH-IPP (Welding). With the gathering being held after office hours, everyone mingled and bonded together with ease through playing darts and such. It was a great way to welcome on board and get to know the new team members, with good food and amazing company.
Sam Carew Jones, Group CFO, organised a team lunch for his staff and invited the Corporate Secretarial & Legal department, as well as key personnel from KSD Finance, to join in. This is a quarterly affair to reward the team for their hard work in preparation for the quarter closing. It was also a great opportunity for the staff to get together and to enjoy a sumptuous buffet from Penang Place.

It has been a tradition for Deepak, KSE Asst Director, Finance, to host a Deepavali lunch with the management and colleagues he works with within the KSE Group of Companies, and this year is no exception. In return, invited colleagues gave hongbaos to his children, which Deepak donated to the charity foundation in Batam, Yayasan Citramas.

This makes the event meaningful and we look forward to next year’s celebration.
China

‘ARE YOU FUTURE READY?’ Workshop & Key Staff Meeting, 8 - 10 July 2015

KSD China held the workshop ‘ARE YOU FUTURE READY?’ and staff meeting at Novotel Shanghai from July 8-10, 2015. A total of 29 associates from Shanghai, Chengdu, Dalian, Shenzhen, Tianjin, and Hong Kong took part in the events. It’s a significant milestone for KSD China, as this was the first time most of our staff had come together at one location. During the 3-day event, we got to know more about our colleagues from the different locations, and also shared product information and marketing intelligence, which would in turn help with our sales. Through this, everyone became more united in spite of the geographical barriers.

Indonesia

Breaking Fast, 9 July 2015
Saung Sunda Sawargi Batam center
On 9th of July, KSD Indonesia organized a dinner event during the fasting month this year. Held at Sunda restaurant, it brought together all employees of PT.AT Oceanic Offshore, PT.Suryasarana HiDUPJAYA, and PT.KSD Indonesia for a night of joy and fun!

Best Safety Awareness Award for PT. ATOO
5 Aug 2015
Batamindo Industrial Park Muka Kuning
PT.AT Oceanic Offshore (PT. ATOO) is proud to have been selected as one of the best companies in Batam in maintaining high health and safety standards. General Manager of PT. ATOO, Ms Esra M Siahaan received the award from the mayor of Batam on August 5th 2015.

Total Productive Maintenance Training
5 Aug 2015
Batamindo Industrial Park Muka Kuning
Trainer: Mr Wendri – M & F Department
An internal training on engine, and company asset maintenance was held on August 5th to broaden the understanding of Total Productive Maintenance and to help improve efficiency at the workplace.
Thailand

Merit Making Ceremony
23 July 2015
Led by Mr. Heng Ting Huat and Mr. John Bay, KSD Thailand’s staff came together on 23 July 2015 to make offerings to a group of Buddhist monks in a merit making ceremony, an annual event for the Bangkok office.

Vietnam

20th Beijing Essen Welding and Cutting Fair
16 – 19 June 2015
Stephen Cheng, Steve Hiep, and Phung Duc of KSD Vietnam visited the 20th Beijing Essen Welding & Cutting Fair (BEW). It is one of the world’s two leading professional welding exhibitions. Every year, it attracts tens of thousands of professionals in the welding industry, such as manufacturers, distributors, agents, research institutions, government departments, etc. They also attended the Lincoln Customers’ Appreciation Dinner, at which they received the award, on behalf of KSD Vietnam, for being the best distributor in Asia Pacific.
Describe your everyday life?

a. Do you have any routine you follow?

Waking up early has always been my practice - I am sure you have heard the proverb “the early bird gets its worm”. After waking up, I will spend 15 to 20 minutes on light exercise to prepare for the day with a fresh mind to stay focussed. I will also keep up with the latest financial news market updates before heading to the office early to avoid any traffic jam. After work, it is the norm to stay back for an hour or so to clear paper work before winding down gradually, allowing myself some time to evaluate on the day’s work. This has consistently been my daily routine for the past 10 odd years with Aqua-Terra.

During the weekends, besides enjoying some quality family time, I will also spend the time reflecting, strategizing, and getting ready for the new week.

b. What do you look forward to?

Since joining Aqua-Terra in April 2002, I have always looked forward to going through challenges and changes, overcoming the odds together with my colleagues as a team. One of the most memorable challenges that I took up was being appointed as ISO Management Representative, to gear up the company quality management system, and to concurrently strengthen our warehouse management system in time for Aqua-Terra’s successful public listing in SGX in the year of 2004.

With the establishment of KS Distribution Group, I’m proud of the fact that we are now truly a one-stop solution provider to customers, and that we are probably one of the largest groups of its kind within this region. I look forward to continue contributing to the success of KSD and hope to engage the larger team more effectively. I also look forward to becoming a good mentor and coach to my younger colleagues, as well as to assist colleagues in solving their issues, whether it is work-related or personal.

How do you enjoy your free time/ spend your weekend?

During the weekends, I relax by going marketing with my wife, Joanne; thinking hard on what to buy to prepare a simple yet sumptuous dinner for the grandchildren who visit us every weekend without fail. My third grandchild has recently joined the growing family and the house is usually full of joy and laughter. I enjoy playing and interacting with my grandchildren as if I’m one of them.

Do you have any guiding principle you live by?

I always push myself to new limits as far as my body and mind can take, in learning new things as well as taking up new challenges. I also like to share my experiences with colleagues and friends. I am always open to giving advice and food for thought to help them succeed. My passion for both family and work has taught me that a work-life balance is important, that we must be successful both at home and at work to have true happiness. One of my key principles for being successful is to always uphold your dignity and stay true to yourself.

What are your aims/goals in life?

Different people have different aims in life but importantly, everybody should have an aim in life. During the early part of my working life, I did not have any specific aim except to make a simple and humble living while struggling to meet the basic needs for my family. As I progressed along my career, I started aiming to climb up the corporate ladder. This inspired me to take up a lot of tasks that were beyond my scope of work so as to enrich myself and at the same time, seek opportunities to reach the next level. Throughout my career, I have worked with people of all ages, from all walks of life; there are many that have inspired me to continuously learn and improve myself.

What, to you, is the most important thing in life?

Although being successful in life is important, caring for the people around you, especially your loved ones, is even more important. Therefore always treasure their presence so as not to have any regrets.

How did you cope with shouldering such a great responsibility at work?

Everyone has a role to play in the organisation, and the current trend in the workplace is that employees have to shoulder more responsibilities and be able to multi-task. Therefore, employees might feel the additional burden because there is never enough time to do everything. The basic principle to overcome this is time management. We must know how to prioritize by mentally ranking them. With that, you will find that you become more efficient and the results are more effective. After a day’s work, one must know how to relax so as to be ready for greater responsibilities ahead. My basic de-stress method is to have simple yet enjoyable food, adequate sleep, and regular exercise to stay healthy.

For this issue, we are happy to feature Johnny Chin, Assistant Director of ATOES, who has been with the company since 2002. Johnny is responsible for assisting the Managing Director on the day to day sales and operation activities.

The Editorial Team managed to get hold of him to find out more about the man and his personality. In our meet-up, we asked some questions to understand him better and to find out what makes him tick.
Just Got Married!

Nguyen Cong Khanh (KSD-VN) & Le Thi Mong Tuyen

New Baby On The Block!

Khuhan AL Kumaresen
Parents: Kumaresen AL Perumal (ATOES) & Jayanthi AP Jaikumar

Nick Kim (ATOES) & Sophia Tan

Nguyen Minh Tuan
Parents: Nguyen Phi Dieu & Phuong Thu (KSD-VN)

Lim Le Cong, Wilbert
Parents: Nellyn Lo (ATOES) & Lim Wen Sheng

Nachaya Wongsatit
Parents: Tippawan Thongmon (KSDTH) & Seksan Wongso

Adventure/Food Tips

Come explore Hong Kah Point, the Chinatown of the West! It sits at the intersection of Jurong West Streets 51 and 52, and consists of 8 public housing blocks, 501 to 508. There is a new multi-storey car-park providing ample parking space. Within Hong Kah Point, you will also find that there’s a variety of good food at the Jurong West Food Centre located at block 505, such as handmade pau (steamed buns), beef noodles, and Chinese pancakes. The dish to try is the sliced fish soup from Heng Heng Cooked Food (#01-186). This stall serves up an amazing combination of fresh fish, tasty soup, and Belachan chili sauce. You can even find traditional foods like Putu Piring (steamed rice cake). It also has Chinatown Claypot Rice (#01-11), which boasts one of the best claypot rice at an affordable $6 for a single portion. The rice is cooked on order and has a good balance of flavours, not forgetting to mention that the chili has a good kick to it – what more could anyone ask?

The vibrancy at Hong Kah Point does not set with the sun. You will see crates of watermelons, rambutans, mangoes, papayas, bananas, and other seasonal fruits (durians!) lining up along corridors; the veritable cornucopia of fruits sets the night alight!

There’re lots to do, so get exploring now!

Quiz

Get it right and win a Mystery Prize…

The answer to the previous quiz is: Orlando, Florida

Voon Su Mei (SSH) is the winner of last issue’s challenge.

Get it right and win a Mystery Prize…

Please send your answer to ksonesynergy@ksenergy.com.sg latest by 31st January 2016. Please include your company’s name and contact number. A lucky winner will receive a mystery gift!

The answer can be found in this issue of the KS One Synergy newsletter:

How many advertising vans does Parker Store have?