

Our Visit to Middle East Electricity (MEE) 2014 In Dubai World Trade Centre



**EXCLUSIVE REWARDS
OFFER FOR ALL
MULTILINE
CUSTOMERS INSIDE**



From Left to Right: Amir Shafat, Manager Rentals & Service Contracts Multiline. Amir Saeed, Chief Technical Officer Multiline. Sandro Dal Maso, Area Manager Sincro. Guiseppe Traversa, Sales Director Sincro.

PRAMAC DELEGATION VISIT FROM ITALY:

PRAMAC is one of the largest and a highly respected manufacturers of generating sets in the World. They have manufacturing facilities in Italy, Spain, USA and Singapore. Earlier this year our Director Mr. Zubair Khaliq visited PRAMAC ASIA operation in Singapore and procured a significant quantity of three models of portable generating sets for sale in Pakistan. This visit was reciprocated by PRAMAC, Mr Federico Piersimani along with his two colleagues Mr. Micheal Gan and Mr. Wille Tay.

A comprehensive presentation was given by the MULTILINE sales team to help them better understand the Pakistan generating sets market. This went very well and was followed by a dinner at the Royal Palm Country Club. PRAMAC considers Pakistan to be a very important market for generating sets and is interested in building a long-term strategy with MULTILINE for this purpose.



From Left to Right: Hamza Saeed, Manager Sales Multiline. Micheal Gan, Sales Director Pramac. Federico Piersimoni, Group Sales & Marketing Director Pramac. Willie Tay, Regional Sales Manager Pramac.



Expert Opinion from the Technical Desk

Hardly a day goes by when I am not asked a question as to why “solar solutions” are not being used in homes, offices and factories in Pakistan. The curiosity level is enormous and there is a general feeling that electricity from solar panels may be the answer to all our prayers regarding resolution of energy related problems that we go through every day. The answer to this question unfortunately is not so simple... I will try to sum up from the point of view of our general user based on my understanding and experience in the field of energy for over two decades:



Amir Saeed
Chief Technical Officer
Multiline

- 1- A standard solar power solution consists of three main components. Solar panels (which produce electric current when exposed to sunlight), battery bank (which stores electricity generated by the panels) and inverter (which converts Direct Current electricity generated by the panels to Alternating Current electricity which is required by household, industrial equipment and appliances).
- 2- One obvious drawback of solar panels is that they will only generate electric current during the time when direct sunlight falls on them. Solar panels work best in clear and cool atmosphere when the sunlight is abundant and air is pollution and dust free. The amount of electricity produced also reduces with the increase in temperature. General conditions in our cities, contrary to our belief that we have abundant sunshine but these are not ideal conditions for production of solar electricity.
- 3- As an example if one installs a solar panel of 100Watts in Lahore, after factoring in darkness hours and year round weather conditions it will only produce an average of 20 Watts of electricity in a year. This means that if you have a load that requires 100 Watts of electric power (round the clock) you will have to install almost five times the capacity of panels and create an enormous battery bank for storage of electricity which can be used during darkness and low light hours.

- 4- The good thing is that a well-made solar panel will last you for a long time without much deterioration in performance but the same is not true for the battery bank. Batteries can only last a certain number of cycles and can only perform well for 3 to 5 five years at the most. If one factors in the replacement of battery bank, the financing cost on the price of this system, the per KWH cost of electricity generated through solar panels will work out to be much higher than even the electricity generated through diesel and very much higher than the grid power rate at the moment.
- 5- But all is not bad news; if one has remote applications such as telecom BTS sites or faraway cabins, which are away from the grid then cost of solar systems, will make sense. Another scenario is if the electricity can be utilized while it is being produced by the panels such as an office with daytime peak consumption, solar system working in sync with the grid power may pay back in a reasonable period of time. If one factors in the rapidly increasing rates of power, this may start to make more sense.
- I hope that I have been able to explain the various aspects of this subject, which has found so much popularity. If there are any questions regarding this I can be contacted at my email address given below . . .

amir@multiline.com.pk



Completed Projects In 2013

Multiline has completed many projects in 2013 some of them are herewith the highlights:-

WateenTelecom

Multiline was selected to supply and install a large fleet of Perkins powered generating sets for Wateen Telecom. These included generating sets from 13kVA to 200kVA. These were installed at remote sites in Baluchistan by us. Some mobile generating sets that were trolley mounted were also part of the fleet. These generators were specially built with over 1000 liter diesel tanks since at remote locations it is not possible to refuel constantly and these practically end up running for 18 to 24 hours per day. Now these generators are supplying power to USF sites in critical areas with complete success.



Getz Pharma

Getz Pharma is a member of the Getz Group of Companies. Getz Brothers & Co. Inc. has operations in 23 countries, primarily in Asia and Australia. Multiline supplied, installed and commissioned an array of generating sets that were synced together using Deepsea sync panels customized by Multiline. The generators including a 300kVA, 100kVA and 50kVA are load driven and the panel controls the operation of these depending on the load profile. This will result in major fuel savings for the client. The project was successfully handed over to the client in Sep this year.



Askar iXI

Askari housing schemes are involved in rapid construction of housing colonies for ex-army and serving army personnel. They have a highly professional procedure of selection of machinery that is used in their projects. Multiline, 100kVA (Perkins powered) generators are installed at Askrai schemes from Karachi to Peshawar. Even in 2013 several more generators were installed at various new Askari projects and were successfully handed over to the client.



INTRODUCTION

Malik Fiaz Ahmed

Fiaz has the honor of being oldest employee of this organization who was inducted into this organization in the mid-eighties. He started his carrier as team member of mechanical fabrication and assembly department. He was part of the team which delivered over 1500 generating sets for Pak Army (DGMP) project which were locally assembled with Lambordini (Italy) engines. Later Fiaz developed his skills to manage generator installations and services and progressed to become assistant manager in the company managing a team of over 25 mobile technicians and mechanics who perform repair and maintenance jobs in the field. His job is of critical nature and plays an important part in client satisfaction. We consider him to be a great asset for this company.



Muhammad Mushtaq

Mohammad Mushtaq again has worked for us for over two decades. He joined the company as a team member in electrical assembly department. One of his first projects was assembly and testing of fan regulators that MULTILINE was manufacturing at the time. He showed great signs of brilliance and within a few years became a prominent member of ML electrical department working successfully on various projects for Army, Railways, Air Force, etc. Subsequently MM and his team managed Line Conditioners and IPS installations for client such as Warid Telecom, Mobilink, Ufone and CM PAK (Zong) on over 5000 BTS sites. Currently he manages telecom installations and R&M for various telecom clients for Multiline.

Muhammad Waqar Saleem

Muhammad Waqar Saleem has joined Multiline three months back as a Service Supervisor (Generator Division). He has many years of experience in the service and maintenance department (Generator Division) in both National and Multinational Companies which includes LUMS, CUMMINS Pakistan, VEOLIA Group (UAE), AL-FUTTAIN GROUP (Dubai), Doha Airport (Qatar). With his well-rounded experience, he has made an important contribution in improving the customer service level and receives tremendous appreciation from the clients as well as from the management.



PRAMAC*



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PRODUCT RANGE

Multiline is one of the largest supplier of Line Conditioning and Power Protection equipment to the telecom industry in Pakistan. Our equipment is installed at over 10,000 BTS sites country wide and we provide on-site service and maintenance of our equipment, meeting the most stringent requirements of the telecom industry. On the other hand Multiline's Generator Division is one of the trusted brands for domestic and commercial users with more than 3,500 installations of branded generating sets that are also serviced by us.

Generator Product Range



Lister Petter (UK)

7.5 kVA to 200 kVA
1500 RPM, water cooled, rugged diesel generating sets



Perkins (UK)

13 kVA to 1250 kVA
100% European origin guaranteed



Pramac (Italy)

6.5 kVA / 11 kVA
Petrol / Gas Generators



Yamaha

0.8 kVA - 10 kVA
Petrol / Gas Generators



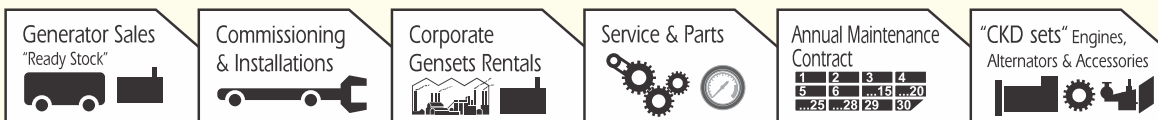
Sincro Alternators

(Complete Range)
Imported from Italy, Available from 11 kVA to 2000 kVA

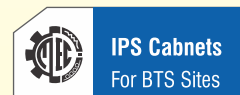


PTO Generators

(Driven through Tractor Shaft)
20 kVA - 42 kVA



Telecom Power Products



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