

SEPTEMBER 2021 | ISSUE 7



THE HORIZON

The Official Newsletter of TOSL Engineering Limited

Sparking Innovation

TOSL's excellence in innovation began with our founder, Mr. Shazan Ali. His vision for the industry's future requirements drove the development of our current product and service portfolio. We progressed over the years to be the first to market with these offerings both locally and regionally. This has allowed us to grow our product & service portfolio, gradually becoming a 'One-stop-Shop' meeting the engineering needs of our clients.

Sparking innovative ideas and keeping a motivated workforce requires a culture that enables our team members to develop and implement their ideas in a relatively safe working environment. Over the last few years, we have achieved this goal by creating cross-functional teams to work on various projects, with regular check-in meetings to review progress and relevance to market. The team members are given the space to conduct due diligence and develop their new business cases and marketing plans.

cont'd on pg 02



THIS MONTH'S FEATURED ARTICLES

- Managing Director- Sparking Innovation: pg 1, 2
- Lessons Learnt (Quality & HSSE) pg 3,5
- Product Spotlight pg 5,6
- Case Study - Scaffolding pg 7

This approach has resulted in TOSL was successfully able to bring to market within the last two years:

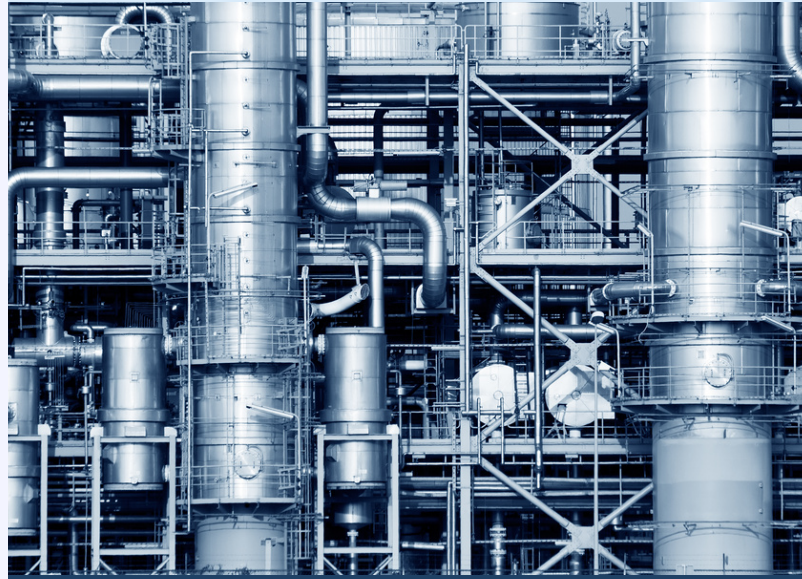
- (1) INGU Pipeline Inspection
- (2) K-TIG Stainless Steel Welding
- (3) TARSCO Bolted Tanks
- (4) Robotic Tank Cleaning Solutions
- (5) ALTRAD Online Sand Removal from Production Separators
- (6) Advanced Asset Integrity solutions
- (7) V-Deck Access solutions

A multiyear study conducted by McKinsey and Company which started in 2013 of 2,500 executives in over 300 companies has found eight (8) attributes in companies that are considered innovative.

These include:

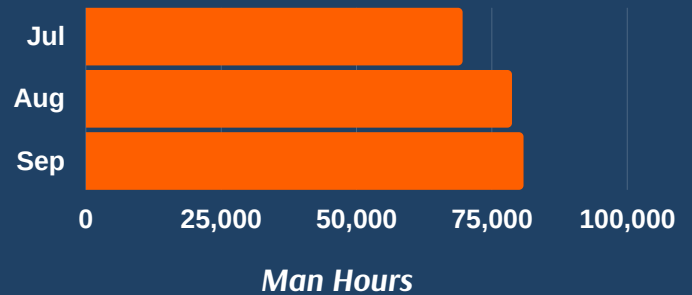
1. **Aspire** – Do you regard innovation-led growth as critical, and do you have cascaded targets that reflect this?
2. **Choose** – Do you invest in a coherent, time and risk balanced portfolio of initiatives with sufficient resources to win?
3. **Discover** – Do you have differentiated business, market, and technology insights that translate into winning value propositions?
4. **Evolve** – Do you create new business models that provide defensible and scalable profit sources.
5. **Accelerate** – Do you beat the competition by developing and launching innovations quickly and effectively?
6. **Scale** – Do you launch innovations at the right scale in the relevant markets and segments
7. **Extend** – Do you win by creating and capitalizing on external networks?
8. **Mobilize** – Are your people motivated, rewarded, and organised to innovate repeatedly?

These key points are vital enablers to continue our journey in innovative excellence and I am confident that TOSL will continue to rise to the challenges ahead.



HSSE STATS 2021 Q3:

- Lost Time incidents – 0
- OSHA Recordable – 2
- Manhours – 228,936



Report It!



If you have a concern about TOSL you can report it anonymously any time, 24/7 in the following ways:

Toll Free Hotline: +1 800 872-2281

OR

+1 877 RPT-LINE

OR

Report Online www.tosl.com

username: tosltd

Password: reportit

HSSE LESSONS LEARNT



1

Whilst dismantling scaffold on a pipe rack, an employee helmet blew off his head, falling approximately 15' to the ground

2

- Job immediately stopped
- Stand down held with the crew
- PPE checks done for all employees

3

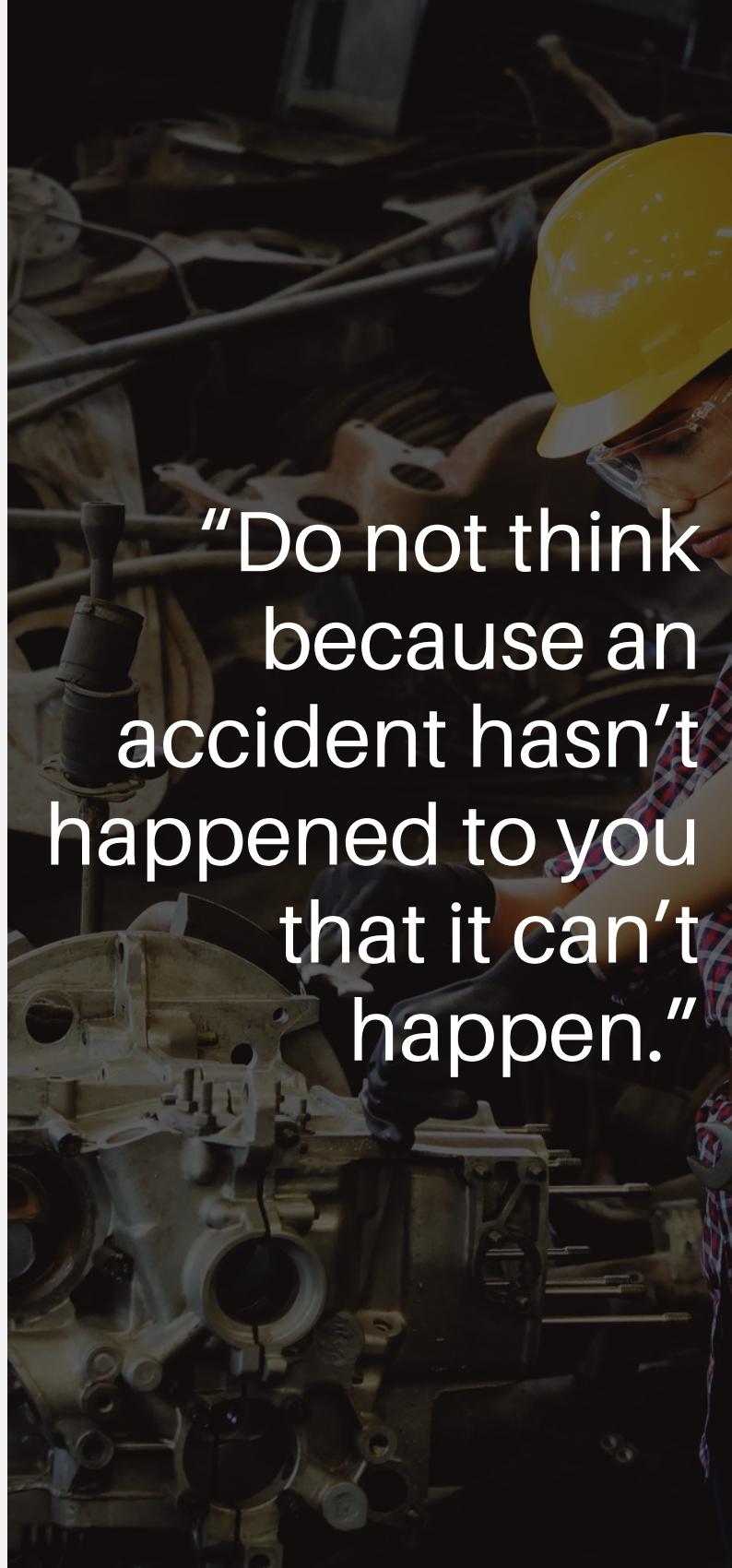
- Approximately 1 hour for the work crew including Supervisor, Safety Officer and Client Representative

4

- PPE sweeps to be done daily by Site Safety or Supervisor
- Site Self verification checklist to be implemented

5

- Site Self verification checklist
- Reminders during toolbox talks to check PPE



“Do not think because an accident hasn't happened to you that it can't happen.”

QUALITY LESSONS LEARNT

Quality

“Be passionate about solving the problem, not proving your solution.”
- Nathan Furr

1

FACTS - Feedback indicated customer is not happy with the level of service provided. Hard of outstanding certificates were promised, yet to date none have been received.

2

CONSEQUENCES - Delay in Payment, negative customer relations, negative impact on TOSL's reputation.

3

ROOT CAUSE: Customer was not updated on the delay for delivery of the certificates. Nonadherence to HSSEQ Management System requirements on enquiry and project management.

4

CORRECTIVE ACTION
Certificates delivered to client. Awareness session held with Team on the importance of ensuring proper communication is maintained with the customer.

5

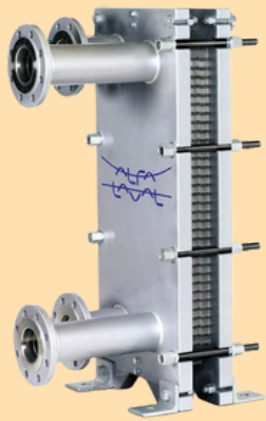
LESSONS LEARNT: Always keep the client informed whether its good or bad news. An informed customer will be less likely to complain about an issue.

PRODUCT SPOTLIGHT

ALFA LAVAL HEAT TRANSFER & SEPARATION



HEAT TRANSFER



Key Technologies

Energy saving solutions for heating, cooling, ventilation, evaporation and condensation Products

- Plate heat exchangers, including brazed and welded heat exchangers
- Shell-and-tube heat exchangers
- Air heat exchangers
- Spiral heat exchangers
- Thermal fluid systems
- Boilers

SEPARATION



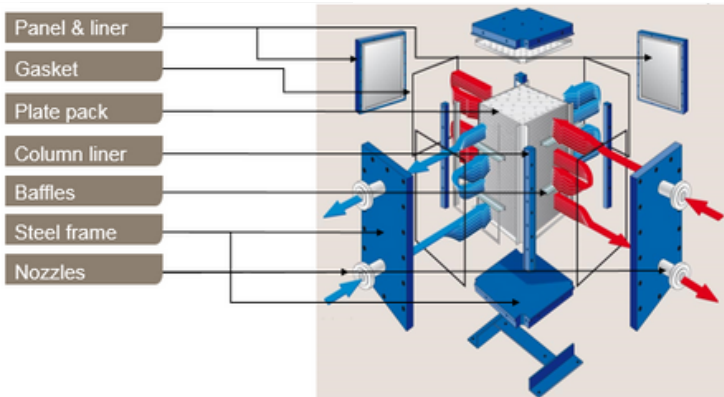
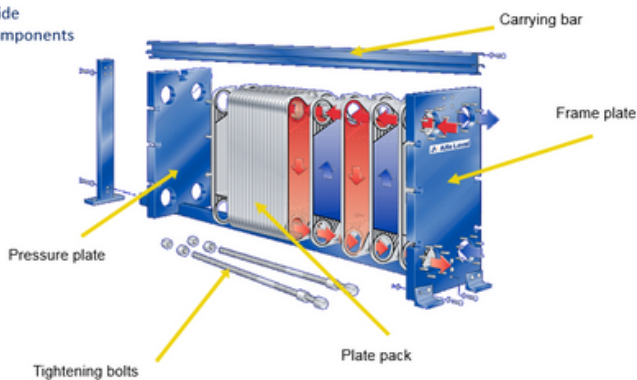
Key technologies

Efficient separation of liquids from liquids, of particles from liquids and of fluids and solids from gases

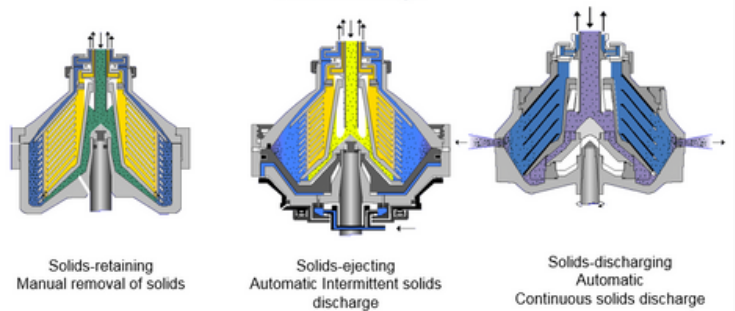
Products:

- High speed separators
- Decanters
- Membrane filtration

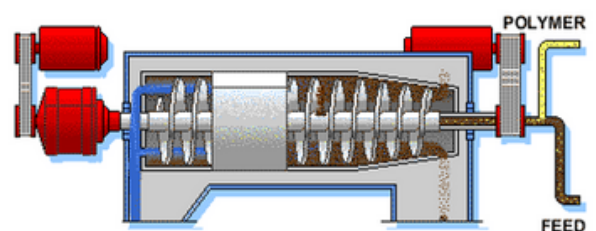
GPHE inside - Main components



Disc-Sack Centrifuges



Decanter Centrifuge



In a centrifuge the particles settle 300 x the force of gravity

PRODUCT SPOTLIGHT

TARSCO DRY & LIQUID STORAGE SYSTEMS



DRY STORAGE

Hopper Bottom

- Skirt supported
- Structure supported
- (TBT can supply this structure)
- Leg Supported



Flat Storage

- Elevated Steel Floor
- Concrete Floors



LIQUID STORAGE

Fire Protection Tanks



Wastewater - Anaerobic & Biological Water



INSULATION

Vertical Standing Seam



Portable Water Tank



Horizontal Panels



Ravi Sookdeo,
Manager - Projects & Operations

+ 1(868) 365-7282
+ 1(868) 657 TOSL (8675) Ext 412

ravi.sookdeo@tosl.com
www.tosl.com

COMPANY CASE STUDY

Provision of scaffolding services to facilitate pre-TAR and TAR execution works.



OBJECTIVES

In March 2020, we were awarded a large scaffolding project at a process plant in Trinidad. There were many unknowns at the start of this pandemic, and it was quite challenging trying to keep up with the ever-changing restrictions. However, we worked closely with the client to ensure that all project deliverables and safety standards were met. Some of the site safety changes that were imposed during this project are listed below:

1. 50% vehicle capacity - additional transport was required (originally not budgeted for)
2. Introduction of triple layer cotton masks
3. Weekly antigen testing introduced

In addition to this, during the course of this project, works were deferred twice due to rapidly rising covid cases nationally. During these deferral periods, only critical works were conducted onsite to minimize the POB and risk of transmission. However, we kept a keen eye on the project performance and due to timely intervention, we were able to successfully meet the project deliverables whilst adhering to all new client safety requirements.

The main factors contributing to this increase in revenue were:

1. Accurate estimation of rates
2. Accurate estimation and management of resources for the project
3. Precise monitoring and control of the project
4. Contract management
5. Negotiation for monthly invoicing

Over the lifecycle of this project, we experienced several challenges. There were many lessons learnt and relationships built amongst our team members which will bode well for future projects.




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THANK YOU

THE HORIZON IS THE OFFICIAL
QUARTERLY NEWSLETTER OF TOSL
ENGINEERING LIMITED. IF YOU HAVE
ANY QUESTIONS OR COMMENTS
PLEASE FEEL FREE TO CONTACT US

TOSL Engineering Limited

 +1 (868) 657-TOSL (8675)

 24/7 Hotline +1 (868) 355-7167

 +1 (868) 653-5404

 sales@tosl.com

 8-10 Maharaj Avenue, Marabella, Trinidad

 www.tosl.com

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