

A GULF NEWS SPONSORED SPECIAL REPORT

HAMRIYAH FREE ZONE AUTHORITY

MONDAY, MAY 13, 2024

SCRIPTING THE UAE LOGISTICS STORY

HFZA embraces technology and collaborates with the best in the business to present a new dynamic to the sector for the Northern Emirates and the UAE



PETROLEUM SPECIALITIES FZE, APAR INDUSTRIES

Rishabh Desai, Director



Petroleum Specialities FZE is a wholly owned subsidiary of Apar Industries, a leading Indian public company in the field of electrical, metallurgical and chemical engineering, power transmission conductors, and specialized petroleum and oil products. It opened its UAE subsidiary in the Hamriyah Free Zone in March 2017 to focus on manufacturing speciality oils, especially transformer oil. The company acquired a 30,000-square-metre plot, of which some 18,000 square metres is built up, with plans to develop the rest of the site when extra capacity was needed.

Setting up in Hamriyah Free Zone had enormous appeal for Petroleum Specialities. The GCC and North Africa are huge markets for transformer oil, so expansion into a new factory was essential. And, the UAE was seen as an ideal location, being geographically close to those important markets.

Rishabh Desai, Director of Petroleum Specialities FZE, says, “The ships carrying our raw material can come all the way up to the jetty at Hamriyah Free Zone. All we have to do is connect pipes from the tanker to our own tanks and the oil flows in directly. It’s a huge cost saving.”

And since oil is a sensitive product, this direct link from tanker to factory provides zero chance of contamination, which allows better quality control. “Delivery times to our customers are also much faster,” says Desai, adding, “Now we can operate a just-in-time model, and completely customise the prod-



“

IN OUR FIRST YEAR OF BUSINESS, WE JUST ABOUT TOUCHED 45,000 METRIC TONNES. LAST YEAR, WE DID ABOUT 70,000 TONNES AND THIS YEAR WE ARE AIMING TO BEAT 90,000.”

uct when we receive the order, giving us more flexibility, instead of having to pre-mix batches as we did before.” The results have been spectacular.

“In our first year of business, we just about touched 45,000 metric tonnes,” says Desai. “Last year, we

did about 70,000 tonnes and this year we are aiming to beat 90,000.”

Desai is quick to give credit to the team at HFZA. “The management has always been so welcoming, accommodating, reasonable and understanding,” says Desai. “They seem less rigid and much more willing to listen to and understand our problems than we found elsewhere.

They’re ready to sit down with you face-to-face, listen to your problems and then give you the right solution. We have faced hurdles, of course, but whenever that happened, the HFZA team was always willing to listen and help us out.

Kudos to them, they’ve made our lives very easy. It’s been a really good experience.”