

Refining & Petrochemicals Middle East delves below the corporate strategy to understand what really makes the industry's leaders tick

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What are your logistics solutions for the refining and petrochemicals manufacturing

industry?

At RSA-TALKE, we provide an integrated solution portfolio around the chemical and petrochemical supply chain for liquid and solid products. We also offer logistics, technical, transport services, and other various value adding services such as packaging, refilling and finally up to consulting for supply chain improvements. In addition to that, we are working on emergency response services as well as training programmes to raise the standards further.

What are the major challenges in offering logistics support to the downstream industry?

Our objective is to raise, set and maintain the highest standards for supply chain services in the industry. However, the market is still in its development stage, and is yet to reach optimal maturity levels when it comes to the respective infrastructure, processes and regulations. This means that our biggest challenge is to ensure that the high standards are applied to all touch points across the supply chain.

What is the uniqueness of your solutions compared to the solutions from the competitors?

We are raising the bar and setting standards based on our experience and network from mature chemical industry markets, in order to skip the step of learning from mistakes/ things going wrong in this region. We are proactive and like to look at challenges from the point of view of



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the customer. This allows us to approach the solution design like a chemical company rather than a logistics company.

We do not compromise on quality and work hard to create the infrastructure required by the industry to support the growth over

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the next years. This helps us in assisting customers to increase service levels to their clients. Another unique solution we offer is laden tank container storage for chemicals. In addition, we can prepare the same for direct usage in production by heating the product, and taking samples for quality testing, among other innovative processes.

What are your key projects in the Middle East?

We started with a pure chemical/ dangerous goods warehouse. Our current and ongoing project is the extension of our integrated chemical logistics hub, which provides storage, maintenance, and repairs for tank containers. The extension involves building a chemical warehouse and a refilling/blending facility for the UAE. Another project we are currently working on is extending our scope of work in other countries in the Middle East by getting deeper into the supply chain with the support of our parent companies' networks.

Which are your main clients in the region?

Our main clients in the region are supply chain improvement seekers from the chemical industry at large, who look for creating value for, and protecting of, their brand.

Do you have any expansion plans in pipelines for the Middle East?

We currently have certain projects running in the Middle East to expand our solutions to countries, which we offer services to. We are also getting further into the liquid chemical supply chain by providing bulk storage solutions, and vessel unloading operations for chemicals. www.arabianoilandgas.com