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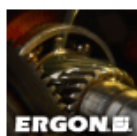
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Lube Park Takes Shape in Indonesia

BY LAM LYE CHING • JULY 15, 2014

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An independent lubricant blender in Indonesia is working to develop a business park for lube companies. The project is modeled after a joint venture by Shell, Sinopec and Total in Singapore.

Located on Java Island 100 kilometers west of Jakarta, United Oil Co. Private Ltd. said the Lube Park has one tenant – itself – waterfront access and infrastructure, and now is looking for tenants.

"We have only started working with some potential clients over the last three months, and we aim to attract the oil majors, base oil wholesalers, leading domestic lubricant marketers and support industries such as drum and packaging makers," United Oil Senior Business Development Manager Kong Leong Fai said after discussing the project in a presentation at the ICIS Asian Base Oils & Lubricants Conference in Singapore June 26.

Shell, Sinopec and Total announced last year their agreement to develop the Singapore park. The first such project in the industry, it is based on the premise that the companies can reduce their individual costs by sharing infrastructure such as a jetty and pipelines. Sinopec has already built and is operating its lubricant blending plant, and the other two companies are building ones of their own.

Similar to the Singapore development, the Indonesia Lube Park has waterfront access and is located in the 250 hectares Bojonegara Industrial Park in Banten. The Lube Park "will be 20 hectares with potential to expand to 40 hectares," Kong added.

United Oil is already operating a blending and filling plant with capacity of 80,000 metric tons per year, a 17,000-ton tank farm, warehouse facilities and a 17,000-ton base oil terminal one kilometer from the jetty. The park also has a ship-loading yard that serviced 200 ships last year.

"It will be the gateway to the Indonesian market in addition to [offering the benefit of] reduced investment from shared facilities," Kong said. "Companies will be more responsive and reliable [to the Indonesian market] with a much shorter supply lead time of two and a half weeks compared to importing from the Singapore, which can take up to about six weeks."

United Oil is a lubricants manufacturer headquartered in Singapore. It is part of a group of companies in Indonesia including Pacific Lubritama Indonesia, Bojonegara Industrial Park and jetty operator, Batu Alam Makmur. United Oil has 2 lube oil blending plants with a capacity of over 100 million liters per year each in Singapore and Indonesia.



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印尼将建润滑油产业园

作者: LAM LYE CHING • JULY 15, 2014

印尼一家独立润滑油调和商正致力于为润滑油公司建立一个产业园。该项目是以 Shell、中国石化和 Total 在新加坡的合资企业为蓝本。

United Oil Co. Private Ltd. 位于雅加达以西 100 公里的爪哇岛，目前是润滑油产业园的唯一租户，该产业园拥有码头，正在寻找更多租户。

“我们在过去三个月里才刚开始与一些潜在客户合作，目标是吸引石油巨头企业、基础油批发商、领先的国内润滑油商家以及支持产业，比如油桶和包装制造商，”在 6 月 26 日于新加坡举行的 ICIS 亚洲基础油和润滑油会议上，United Oil 高级业务开发经理 Kong Leong Fai 在一次演示中讨论了该项目后说道。

Shell、中国石化和 Total 在去年公布，三方就合作开发新加坡产业园达成协议。这是业界首个此类项目，其合作基础在于各公司共享码头和管道等基础设施，从而可降低各自的成本。中国石化已经建成了自己的润滑油调和厂并开始运营，另外两家公司正在建自己的工厂。

与新加坡的开发模式相似，印尼润滑油产业园也有码头，位于万丹省占地面积 250 公顷的波佐尼卡拉工业园内。Kong 补充说，该润滑油产业园面积将为 20 公顷，并有可能扩展到 40 公顷。

United 已经在运营的一家调和与灌装工厂拥有 8 万吨年产量、1.7 万吨油库、仓库设施以及距离码头仅一公里的 1.7 万吨基础油运输终端。该产业园还拥有轮船装卸场，去年曾为 200 艘船提供服务。United 为国际石油巨头企业和国内的领先公司调和润滑油。

“它将成为印尼市场的门户，另外还能通过共享设施和风险分担来降低基础油投资成本，从而减少库存不足或库存过剩的风险，”Kong 说。“如果从新加坡进口，生产周期可能长达约 6 周，相比之下现在只需要 2.5 周，大幅缩短的生产周期可让各公司实现更快的响应速度和更高的可靠性。”

United Oil 是一家总部位于新加坡的润滑油制造商。它属于印尼的一个集团公司，该集团旗下还有 Pacific Lubritama Indonesia、波佐尼卡拉工业园以及码头运营商 Batu Alam Makmur。United Oil 在新加坡和印尼各有一家润滑油调和厂，年产量超过 1 亿升。

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