

IPTF:

The only green terminal in Fujairah providing complete tanking solutions.



CEO Amit Datta and Commercial Director Daan Schutte tell us what makes the terminal the best in the region.

Perfectionism is the inborn quality CEO Amit Datta possesses that can be attributed to the success he has had in the span of his career. A charismatic speaker upon meeting Datta, one is enthralled by the passion he has. Full of vigour, his expressionist eyes lighten up as he speaks about his exciting journey that finally led him to IL&FS. "You can only deliver to the best of your abilities if you are passionate about the work you do," says the CEO. Amit was led to the oil and gas business by doing what is innate for him, being a gregarious persona who loves communicating and networking. It shows through his team who are more like family. "IPTF is the youngest Terminal in Fujairah that became operational in the fastest possible time. Despite several challenges faced during construction, all those could be mitigated through prompt actions, support from of my team and the trust bestowed on us by the senior management. They say, as per marine terminology, that a ship's captain cannot be an expert navigator unless he has been through storms as it tests his skills. I am the kind of person who can solve problems through tumultuous times and do not shy from facing a challenge. I love team support but am not intrusive by nature. I let my team handle the majority of the tasks independently and if they face any challenges, I am hands on in taking charge."

The CEO's early beginnings were as a civil engineer, and through related projects he was able to shift gear into the oil and gas sector. "My interest in dealing with people was nurtured over a period of time, which had gradually helped develop a core competency in business development and marketing. I had been involved in various projects all across India and globally," says Datta. His projects were widespread and portfolio diverse, which led his management to assign him to the post of Project Marketing Specialist. "One of the assignments of Project Marketing led me towards oil and gas. I was to observe the design and construction of a Liquid Cargo Jetty

and Tank Terminal in the Western part of India. It was one of the most challenging sites of my career. At the time I was working with a multinational construction company. Upon completion of the project I received an offer to work for the Terminalling Company that also dealt with oil and gas."



Amit believes in constant perseverance in order to deliver the best, hence loves challenge as it broadens the knowledge of the person who undergoes it. "I enjoyed learning the details and different operations of the oil and gas field and after spending 27 years, I think, I know what it needs for the making of a terminal like the back of my hand," he comments. "In fact, before making the move here, I undertook responsibilities of managing one of the state-of-the-art terminals in India. It was a semi-government undertaking and I was very closely associated with the project since inception, from construction, commissioning and then successful operations," he adds.

The CEO reflects on how the journey has been for IPTF, the maiden venture of the IL&FS Group, in terminalling. "IPTF has become one of the best terminals in Fujairah out of 13 terminals with "zero losses" in product reconciliation and its prompt and efficient services. From December 2015 onwards we have been ranked as one of the top performing Terminals by the Port of Fujairah," he says. "It is imperative that one of the key drivers for propelling IPTF way ahead in the competition is the proactive support from the Government of Fujairah and the guidance from IL&FS Management," adds Amit. "Certainly with a new terminal and a new team of people it is an achievement worthwhile to mention and therefore we want to express our appreciation to the IL&FS team and its pro-active contribution to improve the turn-around time of vessels," quoted by Port of Fujairah in their Appreciation Letter to IPTF.

"It is crucial to understand how IL&FS operates, the parent company of IPTF, which has the expertise to arrange funds, develop and operate various infrastructure projects in India and overseas. IL&FS has different verticals like road, power plants, both conventional (thermal/gas) and non-conventional (solar/wind), mining, maritime and education under their umbrella. We represent the maritime division of IL&FS which deals with offshore and onshore infrastructures and they fund them. As a natural extension of the marine platform this terminalling business IPTF was conceived. This is the first tank storage terminal IL&FS has diversified into through IPTF," the CEO comments.

Director for IMIF, which is the International Maritime platform for IL&FS, Daan Schutte has overseen the development of IPTF since its inception. He has been an integral figure in the success of the new Terminal due to his vast global experience in the tank storage business. "After assisting in setting up the company, I am now focusing more on the commercial part of the business. Our advantage over competition is that the terminal is a new state-of-the-art facility developed from a perfect blueprint. The high-end infrastructure resulted in attracting several Tier 1 customers. We have been operational for over a year and have been 100 per cent full, which shows the customer satisfaction. Safety is paramount for us when it comes to storing the products for our clients. In terms of location, Fujairah is ideal as it is located outside the Strait of Hormuz is the one of the main factors for all leading terminals to be in this location.

The Middle East is booming and a lot of products are coming out. Fujairah has become the hub location for the region where oil companies and traders store their products in order to predominately blend to specification and distribute in the region or build up large cargos for export to Asia and Europe. Fujairah also is one of the largest bunkering ports in the world. All these factors make Fujairah a global storage hub where a marketplace was created for customers to trade amongst each other," he comments.

Aligning with the Group's philosophy, IPTF believes in delivering more than committed. "The interest and requirements of customers and stakeholders rank top in IPTF's priority list. IPTF always focuses towards improving key performance parameters set out internally and by the Port of Fujairah, benchmarking these KPIs with global standards. IPTF envisioned propagating safe, sustainable and efficient business model satisfying the needs of the customers, stakeholders and industry at large. "Safety is our value, not just a priority. In IPTF, safety of a person, environment and assets is non negotiable. We undertake operation through efficient use of resources, protect environment by minimising waste generation and believe that all incidents can be prevented and we strive continuously for zero harm," states the CEO.

IPTF have taken commendable steps towards sustainability by regularly monitoring air emission, ground water sampling, hydrocarbon emission and noise emission. Green initiatives by plantation of trees and use of solar power to reduce carbon



Sitting: (from left to right) Rajesh N Menon, Amit Datta and Ufuk Akbulut; Standing: (from left to right) Varun B Mehta, Mini Thomas, Sanjaykumar H Bhatt and Vijaykumar S Ratodi

footprint have been incorporated in the planned development of the Terminal in phased manner. IPTF have a spill response contract with a competent vendor to protect environment impact in case of emergency release and also have safe disposal of hazardous and non-hazardous wastes through an annual contract with an approved waste disposer agency. In addition, they will be migrating from DG power generation to government-supplied power to reduce air emission and optimise operational expenses by minimising periodic checks and maintenance of equipment by the authorised vendors through AMC.

Like every new entrant in business, IPTF faced the challenges in the initial period to establish itself. "Moreover with oil industry passing through the most tumultuous phase with the uncertain realignments in the geo political situations, make the business environment tougher. However, we overcame all these challenges through proactive and professional services. Within three months of being operational, the entire installed capacity of IPTF got occupied despite all odds. In the first year of its operation, IPTF contributed around 11 per cent of the total throughput handled in Fujairah with a capacity of only 4 per cent of the total storage capacity available. IPTF got certified for the latest Integrated Management System standards in record time," reflects Datta.

The Terminal is equipped to handle various grades of finished petroleum products, both black and white oils. These two types of products have got dedicated infrastructure by way of pipelines and tanks which are having positive isolation to prevent any contamination.

What gives IPTF the competitive edge over others are its well laid infrastructure, the operational flexibilities it offers to customers and transparency in doing business. "The qualified and trained staff to provide safe and uninterrupted operation along with commitment of the management are the essential building blocks to make IPTF Numero Uno in Customers' choice," adds the CEO. ■