

ЛУКОЙЛ  
НЕФТЯНАЯ КОМПАНИЯ

# НЕФТЕГАЗ

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НЕФТЯНАЯ КОМПАНИЯ



NEFTEGAZ



ОАО "ГАЗПРОМ"

## Koch-Glitsch: модернизация российских НПЗ

### Торговцы будущим

Деятельность Лондонской  
международной  
нефтяной биржи

### Новые маршруты к экспортным рынкам

Строительство  
газопроводов



Эксклюзивное интервью с исполнительным  
вице-президентом Koch-Glitsch СЕЕ Олдрихом Навратилом

**Neftegaz**  
January 2000

рабочих мест. Обороты  
нижекамского гиганта возросли до  
6 миллиардов рублей в год,  
ожидаемый показатель этого 1999  
года составит 9 миллиардов рублей.  
Необходимость  
нефтепереработки  
возникла в Республике Татарстан  
давно - первоначально  
разрабатывался еще в конце  
сороковых годов по решению  
правительства СССР. Потребность  
в собственном НПЗ диктовалась,

лидера в области мод  
НПЗ и переработки не  
в Татарстане, дальне  
завода до 2004 года  
в эксплуатацию устан  
ни перво  
не строи  
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кательского кр  
с условием произво  
автомобильной в объ  
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и создатель

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# PSC «TAIF»: «The proper time for realists and creators»



«TAIF» Group of Companies, which this year celebrates its 5th anniversary, is among the four leading companies of the Republic of Tatarstan. The development of petrochemicals production was among the initial plans of PSC «TAIF». And, today, entering a new millennium, one can talk about the long-term priority of this business direction for the Republic. Thus far, the production & processing of crude is considered to be a «trump card» of Tatarstan. This is of a special interest today with significant political changes, as the major factor that influences the development of an industrial enterprise is the marketability (as in terms of quality, so in terms of price) of produced goods.

PSC «TAIF» took an interest in one of the largest production facilities of the Republic – OJSC «Nizhnekamskneftekhim». The skeptics had forecasted the decline in the level of output and corresponding

negative turn in financial figures, but time & business put everything in its place: the number of staff working both on OJSC «Nizhnekamskneftekhim» and «TAIF» was increased. The turnover of the Nizhnekamsk industrial Goliath has increased up to RUR 6 bln per year with the estimated turnover figures of this year coming to RUR 9 bln. The construction of the refining facility was required long before to meet the needs of the Republic – the initial plan was developed at the end of forties, following the decision of the government of the former USSR. The demand for own refinery was generally determined by the demand for production of straight-run gasoline as it is economically unprofitable to import the volumes exceeding 1,000,000 tons annually. PSC «TAIF» applied to the governmental bodies of OJSC «Nizhnekamskneftekhim» with a project of joint development of

the program of reconstruction of the already existing primary crude oil distillation unit. This program, having represented the first stage, presupposes the construction of the least number of facilities required being relatively cheap, easy in construction, technologically up-to-date. By 2001, these facilities will secure the production and realization on annual basis of up to 450,000 tons of auto-petrols, from 350,000 up to 600,000 tons of jet fuel, from 1,200,000 up to 1,400,000 tons of diesel fuel, from 1,050,000 up to 1,500,000 of raw materials for petrochemicals production facilities of OJSC «Nizhnekamskneftekhim», up to 400,000 tons of road bitumen, including the modified bitumen, up to 130,000 tons of raw materials for production of synthetic rubbers, up to 1,995,000 tons of heating oil, up to 480,000 tons of vacuum gas oil for export.

PSC «TAIF» with its strong leading positions in modernization of the Refinery and processing of crude oil in Tatarstan, intends to further develop the plant till 2004 after the commissioning of base units or the completion of the first stage.

The company's perspective development includes the construction of own catalytic cracking production unit to produce all grades of auto-petrol in the amount up to 900,000 tons annually and raw materials for production of rubbers – up to 150,000 tons per year. The specific units are designed for construction to process carboxylic crude oils explored in Tatarstan. The above mention points were supposed to be declared as part of the second stage of construction. By realizing this stage Nizhnekamsk Refinery might have left behind in terms of fuel and energy all operating crude oil processing plants in Russia reaching such «colossuses» as the Perm Refinery and the Moscow Refinery. The projects that will make it possible for Tatar-



stan leave away the queues for the gas stations and fully satisfy the demand of the petrochemical sector of the Republic in the raw materials are developed already. This sector that used to develop too slowly got a real chance for revival. «TAIF» specialists proved the profit of oil processing for the Republic and the possibility of reconstruction of the existing petrochemical facilities being the places of work for the professionals with unique knowledge and experience. PSC «TAIF» team succeeded in opening new approaches to management, resources, production processes organization. The Refinery consolidated a highly professional team of employees; the marketing policy and management are under development. Today, the Refinery shows high level of production figures, not to be compared with those existing before the involvement of TAIF. The third development stage presupposes the realization in full of the following goal: the Refinery should be recognized by production of light petrochemical products in the volumes being not less than 85-87% of the total company's production.

The final development of the third stage should be launched not earlier than 2004 in order to apply new additional appearing technological know-how for deep refinery of high-sulphur crude oils during the mid of first decade of the forthcoming century. The operating ELOU-AVT-7 unit that was given into lease to TAIF in October 1996 for five year period provides the basic raw materials for nearly all petrochemical facilities of the second area of «Nizhnekamskneftekhim». Before this unit was taken into leasing, PSC «TAIF» had spent more than a year to train the staff and study the operational process.

PSC «TAIF», as well, coordinates all trading and finance ways for the sale of produced petrochemical products, including the crucial point – fuel oil. The production plans of PSC «TAIF» in the sphere of crude oil processing are economically reasonable, thus, it is possible to consider the contribution to the improvement of economic potential of the Republic of Tatarstan as the real measure of effectiveness of our work.

