

Dragi čitatelji,

U časopisu *Oil & Gas Journal* br. 18. od 1.5. o.g. objavljen je rad, kojega je jedan od autora gospodin Zdravko Grgurač, pomoćnik izvršnog direktora SD Prerada nafte u INA Industrija nafte Zagreb. Naslov rada je "Partnership turns around refinery in 2 years", a osim gospodina Grgurača autori su konzultanti KBC Process Technology Ltd., gospoda Peter Bartlett i Geoff Lee.

U uvodu članka navodi se činjenica da rafinerije na području istočne Europe u namjeri preživljavanja moraju unaprijediti tehničke i financijske performance poslovanja. To su bili ciljevi angažiranja konzultantske kuće KBC, koja je s timovima Ininih stručnjaka razvijala PIP, Profit Improvement Program, od rujna 1997. godine.

U radu su detaljno navedene faze implementacije i provjere - evaluacije rezultata u Rafinerijama nafte Sisak i Rijeka. U ranoj fazi rada na implementaciji usvojene su glavne preporuke koje se odnose na reinženjering procesa planiranja u kompaniji, izgradnju novog LP-modela za obje rafinerije i primarnu distribuciju te uvođenje skedjuling modela. U članku je osim konkretnih podataka koji se odnose na realizaciju programa i benefite, akceptirana stručnost, suradnja i entuzijizam članova timova.

U realizaciji programa "redizajniranja prerade" u našim rafinerijama, sudjelovao je određen broj stručnjaka INE, koji su sasvim sigurno putem ovakvog oblika suradnje stekli nova znanja, usavršili svoje vještine koje su značajne i iskoristive u nekim drugim, novim projektnim zadacima i u timskom radu.

U aktualnom trenutku razvoja naftne privrede u svijetu, osim inženjerskih znanja bitno je razumijevanje i poznavanje ekonomskih parametara, odnosno sagledavanje i upravljanje tehnološko-inženjerskim parametrima u ekonomskim kategorijama. To konkretno znači povezanost preradbenih dijelova i distribucije te prodaje. Najočitije se to manifestira u razvoju LP - modela u kojemu se optimiziraju tehnološki parametri u odnosu na zahtjeve tržišta te je konačni rezultat optimizacija proizvodnje u odnosu na ekonomske čimbenike tržišta. Dakle, utjecaj tržišta je presudan. Sudjelovanje stručnjaka INE u ovakvom projektu je sasvim sigurno dodatno unaprijedilo specifična, inženjerska znanja u odnosu na ekonomiku poslovanja ovog bitnog dijela gospodarstva Hrvatske.

Povod uvodnoj riječi za ovaj broj našeg časopisa je navedeni članak koji je implicirao razmišljanja o mogućnostima i dosezima domaćih stručnjaka iz područja prerade nafte, i šire, o svima onima koji se bave djelatnostima vezanim za pridobivanje i preradu nafte.

Hrvatska je jedna od zemalja s najduljom tradicijom prerade nafte, te je broj kao i potencijal stručnjaka angažiranih na multidisciplinarnim djelatnostima koje obuhvaćaju istraživanje i pridobivanje nafte, preradu i plasman gotovih proizvoda respektabilan. Grubo nabrojane osnovne djelatnosti uključuju razvoj podrške, odnosno razvoj i implementaciju specijalističkih znanja iz područja ekonomike i planiranja prerade, analitike, primjenskih ispitivanja, razvoja novih proizvoda.

U našoj nacionalnoj naftnoj kompaniji, kao i u većini ostalih naftnih kompanija diljem svijeta, instaliraju se uvozne tehnologije te se navedeno može smatrati inicijatorom usvajanja novih znanja i vještina, uz mogućnost relativno brzog te kvalitativno i kvantitativno značajnog usvajanja novih dostignuća u području upravljanja preradom. S obzirom na poznatu situaciju u kojoj se nalazi INA: dugo razdoblje neinvestiranja u preradbene jedinice, dakle zaostatak u odnosu na svjetske naftne kompanije i u pogledu instalirane tehnologije koja implicira stupanj iskorištenja proizvoda prerade, troškova proizvodnje i u pogledu nekih od značajki kvalitete gotovih proizvoda, u prvom redu se to odnosi na količinu ukupnog sumpora u gorivima, jedno od pitanja trenutka jest – što je s našim stručnjacima? Da li je već tradicionalno i usvojeno, razvijano i priznato znanje stručnjaka INE aktualno i dovoljno za sretan dan odluke i početak instaliranja/redefiniranja neke nove preradbene jedinice?! Vjerojatna je istina da najznačajnije i najvrjednije što INA u ovom trenutku još ima jesu stručni kadrovi i njihov potencijal. Pitanje nekog drugog planiranja i reinžinjerina je “upravljanje i korištenje ljudskih resursa”.

Dakle, pri kraju uvodne riječi za ovaj broj našeg časopisa u kojemu su objavljeni neki od radova sa simpozija MAZIVA '99, ističem još jedan poziv za sudjelovanje, ne samo stručnjacima iz INE, na sljedećem simpoziju GORIVA 2000 koji će se održati krajem listopada u Šibeniku.

Osim namjere i potrebe organizatora svakog takvog ili sličnog susreta stručnjaka određenog područja djelatnosti, koja se odnosi u prvom redu na prezentiranje najnovijih znanstvenih i stručnih dostignuća, saznanja i iskustava, značajno je i korisno sučeljavanje mišljenja, svojevrsni “brainstorming”, koji je u svakom trenutku potreban i koristan. Potreba kontinuiranog stručnog usavršavanja dio je osobne odgovornosti i načina života te svakako pruža mogućnosti, a valjda će tih mogućnosti s vremenom biti i više. Ovim vas pozivam da sudjelujete u radu simpozija koji je pred nama, svojim referatima, diskusijama, svojim inicijativama te i na taj način unaprijedite svoja stručna znanja.

Dunja Čehajić-Labaš

Dear Readers,

In the *Oil & Gas Journal* issue n° 18 of 1 May, 2000, there was an article published with Mr. Zdravko Grgurač, Assistant Executive Manager of the Oil Processing Department at INA Oil Industry Zagreb, acting as one among its co-authors. The paper is entitled "Partnership turns around refinery in 2 years". The other two authors, aside from Mr. Grgurač, are the KBC Process Technology Ltd. consultants, Mr. Peter Bartlett and Mr. Geoff Lee. The introduction to the article states the fact that Eastern European refineries must advance their technical and financial performances if they wish to survive. This was the objective underlying the decision to hire the KBC Process Technology Ltd. consultants, who have been developing the PIP - Profit Improvement Program - along with teams of INA's experts, since September, 1997.

The paper lists in some detail the implementation and checkup i.e. the result evaluation phases at the oil refineries in Sisak and Rijeka. In the early implementation phase, the main guidelines have been adopted, referring to the re-consultancy of the planning process at the company, the construction of a new LP model for both refineries and primary distribution, as well as the introduction of a scheduling model.

Apart from concrete data referring to program implementation and its resulting benefits, the paper also points out the professionalism, preparedness to co-operation, and enthusiasm shown on the part of the team members.

The implementation of the "processing redesigning" programme at our refineries included a certain number of INA's experts. There is no doubt that they had the opportunity to gain new knowledge through this particular form of co-operation, perfecting their skills which they shall now be able to use in some other, new project tasks, as well as in team work.

The present moment of global oil economy development attributes importance, aside from engineering knowledge, also to the understanding and knowledge of economic parameters i.e. the consideration and management of technological/engineering parameters in economic terms. This in other words means the connectedness of processing units with distribution and sale. This is best seen in the development of the LP model, optimizing technological parameters with regard to market requirements, the end result being production optimization with respect to economic market factors. In other words, the market impact is a decisive one. The participation of INA's experts in such a project has undoubtedly furtherly advanced specific engineering knowledge with respect to the business economics of this very essential part of Croatia's economy.

The incentive for the Editorial Comment of the present issue of our journal has been the very said article, implying considerations of the possibilities and achievements of local experts from the area of oil processing.

In the broader sense, it also concerns all those engaged in activities of oil recovery and processing.

Croatia lists among the countries with the longest tradition in oil processing. The number, as well as the competence of its experts engaged in multidisciplinary activities encompassing oil exploration, recovery and processing, as well as sale of finished products, is pretty high. A rough enumeration of basic activities would include the development of support i.e. the development and implementation of specific knowledge from the area of economics, processing planning, analytics, applied research, and new products development.

In our national oil corporation, same as in most other oil corporations around the world, imported technologies are being installed. This may be considered as an incentive to adopt new knowledge and skills, with the possibility of a relatively fast, and at the same time both qualitatively and quantitatively significant adoption of new achievements in the area of process management. Given the well-known situation that INA is currently facing: A long lack of investments into its processing units, causing its lagging behind global oil corporations in terms of both technology installed - implying processing product usability degree and production costs - as well as some final product quality features, - primarily the total fuel sulphur content, one among the questions raised at this point is: What about our experts? Is the already traditional and adopted, developed and acknowledged knowledge of INA's experts topical and sufficient for the lucky decision day and the beginning of installing/redefining of a new processing unit? It is probably true that the most significant and the most valuable thing that INA currently possesses is its expert staff and their potentials. The issue of another kind of planning and re-consultancy would then be the "management and use of human resources".

Therefore, concluding the Editorial Comment for the present issue of our journal, including some articles from the LUBRICANTS '99 Symposium, we should extend yet another invitation - and not exclusively to INA's experts - for participation at the approaching FUELS 2000 Symposium which is to take place towards the end of October in Šibenik.

Apart from the underlying intention and need of any Organizer behind such a meeting of experts from a particular area of expertise, referring primarily to the presentation of the latest scientific and professional achievements, realizations and experiences, another significant, useful and always welcome thing associated with such gatherings is also the so called brainstorming. The need for a continuous professional advancement is a part of our personal responsibility and way of life, offering possibilities to meet always new challenges. I therefore invite you, to take part in the work of the upcoming Symposium through your papers, discussions, and initiatives, thus advancing your own professional knowledge.

Dunja Čehajić-Labaš