

Fuel Oil News

May 2012



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Find out about the latest entrant into the fuel distribution market – Standard Fuel Oils. Meet the front cover team – Sab Hoctor, Nick Goodwin and Paul Musgrave – on pages 8 and 9

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Fuel Oil News

The monthly magazine for the fuel distribution, storage and marketing industry in the UK and Ireland.

EDITORIAL

Resilience with added gusto

Chatting to Fuel Oil News readers at last month's FPS Expo there was a general consensus about the need to cut operating costs, mixed with a cautious optimism about the future.

Mature enough to have seen most of what the industry is now going through, before, one visitor said he was 'not about to panic – we've experienced mild winters, low margins, recession etc before.'

The friendliness and openness of the industry was noted by new members of staff at A&D Publishing, publishers of Fuel Oil News. There was much enthusiasm as stand visitors eagerly shared their new ventures into aviation fuel supply, the supply of fuel to top sporting/social events and onsite refuelling. Others had gained important

new customers and contracts, a royal warrant, shiny new tankers and the sponsorship of pandas, Sweetie and Sunshine.

Presented with a scale model of his award-winning BWOC tanker, Mark Wayne's face was a picture. His delight summed up the sheer thrill that the arrival of a new tanker still brings to many. See page 6.

In challenging times, it was really good to meet some of the industry newcomers who rising to these challenges, have entered the world of fuel distribution.

The Harrogate weather didn't bring us much sunshine but there were many *sweeties* evident among the visitors to the Fuel Oil News stand – just the attitude needed to cope with conditions described by one distributor as 'tough but survivable.'

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Tanker treats – save fuel, improve safety and increase performance

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www.fueloilnews.co.uk | 3

Downstream at ConocoPhillips

After 51 years in the UK, the Conoco name is set to disappear in the near future. Its disappearance follows last year's decision to split ConocoPhillips into stand-alone upstream and downstream entities

UK downstream activities will shortly become part of Phillips 66; a new company named after the iconic US gasoline brand, first established in 1930.

Conoco's early days

Continental Oil was part of a consortium which discovered substantial quantities of sweet crude oil in Libya, together with large discoveries in offshore Dubai, in the late 1950s. Exploiting the then-perceived benefits of vertical integration from well-head to forecourt pump, Continental established downstream outlets through acquisitions in Italy, Germany, Belgium, Sweden, Ireland and the UK, acquiring Jet Petroleum in 1961. In 1969, the parent company, by then known as Conoco, built a refinery on Humberside designed primarily to run Libyan sweet Es Sider crude.

Building a UK presence

Over the years, Conoco built up a substantial presence in UK downstream markets becoming one of the largest wholesale fuel suppliers and a major LPG player. Under the Jet brand, the company has been an active participant in the supply of independent dealers (326 sites), as well as being a jet fuel supplier at regional airports and supplying marine bunkers at key ports. (The Jet brand name is to be retained under the new company.)

The lion's share of production at the Humber refinery helps supply the above markets. The refinery, which processes a high proportion of North Sea crude, is a key asset. From an initial capacity of just over three million tonnes per year, current capacity is 11.5 million. In addition to being the UK's only premium coking refinery, it is the world's largest producer of speciality graphite cokes for steel and aluminium smelting.

Following the international merger in 2002 with Phillips Petroleum Inc., the UK downstream business has been known as ConocoPhillips UK.



The new company

The new Phillips 66 company is expected to comprise of three business entities:-

Refining & marketing – currently accounting for 78 % of net income and 84 % of capital employed; the business owns 15 refineries, of which 11 are in the US, where it is third largest in terms of refining capacity

Midstream – a US venture where it is the country's largest gas gatherer/processor and producer of NGL

Capital employed

As returns on capital employed (ROCE) are significantly higher from midstream and chemicals activities, the company plans to undertake a reshaping of the overall portfolio:

ENTITY	2011 ROCE	2011	Mid Term	Long Term
Refining & Marketing	13 %	84 %	70 %	50 %
Chemicals	28 %	11 %	20 %	25 %
Midstream	30 %	5 %	10 %	25 %

Chemicals – a 50/50 joint venture with Chevron; North America's largest producer of high density polyethylene and fourth largest for ethylene

The future

Where might this shift of focus leave the new Phillips 66 company in the UK? "I believe the answer to this question rests on the future of the Humber refinery," an industry commentator suggested to Fuel Oil News.

"Subscribing to a philosophy similar to that of ExxonMobil, ConocoPhillips seeks close alignment within downstream activities where the marketing activity exists primarily as an outlet for refinery production, rather than as a stand-alone business.

"A world class facility with a Nelson complexity of 11.6, the Humber refinery consistently features near the top of the first quartile for refinery profitability. It is a centre piece of the company's dominant position in the lucrative world market for premium grade petroleum coke. As long as this facility remains in the Phillips 66 portfolio, the company is likely to maintain a presence in the UK market. Should the decision to sell the Humber refinery be made, then all bets are off!"

81 % of capital employed is in the US and 19 % in international operations (2011)

(Source: Greg Garland, CEO, Phillips 66, Investor Update, 9th April 2012)

Do bio-liquids have a future?

OFTEC has expressed disappointment that bio-liquids were not included in phase two of the Renewable Heat Premium Payment Scheme (RHPP) which opened on 1st May. The scheme, which incentivises solar thermal hot water (£300), air to water source heat pumps (£850), ground/water source heat pump (£1250) and biomass boiler (£950), runs until 31st March, 2013. OFTEC remains optimistic that bio-liquids will be included in the full domestic Renewable Heat Incentive (RHI) when it is launched in 2013.

"The RHPP does not currently address the needs of the majority of oil heating consumers who

live in older properties in rural areas," said OFTEC director general, Jeremy Hawksley. "Renewable technologies, such as air and ground source heat pumps, are simply not suitable for the majority of those homes; they cannot provide sufficient heat, and they are very expensive. Instead we should be looking to convert those households to bio-liquids. Conversion costs are modest and, with 80,000 oil boilers being replaced every year, many consumers could easily switch to bio-liquid condensing boilers if the RHPP and RHI provided an incentive for bio-liquids."

www.energysavingtrust.org.uk
www.decc.gov.uk



Fuel Oil News welcomes comment about the introduction of bio-liquids for home heating from storage providers, logistics companies and distributors. jane@fueloilnews.co.uk

Engaging the heating industry supply chain

The government has been urged to actively engage the heating industry supply chain if it wants the Green Deal to succeed. To be rolled out in the autumn, the Green Deal will offer energy saving home improvements at no upfront cost to businesses and homeowners.

Responding to a keynote speech by the deputy prime minister, Neil Schofield, head of government and external affairs at Worcester, Bosch Group, said: "I would urge the government to use the heating supply chain to help deliver success. Installers can become the lead generators for the Green Deal. Only installers, who are invited into people's homes, have the ability to upsell and convince consumers of the merits of the Green Deal."

Should fuel oil distributors play a bigger part in the transition to a low carbon economy?

COMMERCIAL ACCOUNT MANAGER NORTH WEST

A leading wholesale fuel company based in the North West is looking for an experienced sales executive to join its existing team. The role will require you to lead the development of inland commercial sales through supply of bulk deliveries to large commercial customers throughout the UK fuels market, but this could also include base oils, specialities and chemicals.

The successful candidate will need to have a proven track record in wholesale marketing (B2B sales) particularly within the commercial sector. The role will be predominantly office based but you will occasionally be required to travel to support the sales activity. Working on your own initiative, you will be able to adapt to these different working environments.

The business operates in an aggressive and competitive environment and it is essential that the successful applicant offers its customers competitive pricing whilst maximising margin according to market conditions. You will also be required to have a strong understanding of operations and financial systems as reconciliation of the department's sales, purchases, transfers and deliveries on a monthly, quarterly and annual basis is critical.

**For a confidential discussion please contact
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May update

In the hyper-frenzy of the twittosphere that followed the threatened and aborted UK tanker strike, there was much shrill chitter-chatter on how prices would rocket because of both supply shortages and unscrupulous petrol station owners. Portland even went on local radio to talk through the situation, only to find a clearly disappointed presenter moving the subject swiftly on, because Portland maintained that the price impact of any strike would be minimal and profiteering not in evidence.

To those in the oil sector, the suggestion that (a) a UK tanker strike would affect the underlying cost of petrol prices or b) petrol station owners are fat-cat James Bond villains who hold the hard-pressed UK consumer to ransom with their “profiteering” tactics are both fatuous.

Amsterdam-Rotterdam-Antwerp v Andover-Rotherham-Aberdeen

Britain’s continued contribution to the world’s economic picture is an important one, but it would be extremely naïve to think that increases or decreases in British petrol consumption (as a result of a tanker strike), would have anything other than a tiny effect on something as global as oil prices. To the contrary, UK consumption is so unimportant, that the actual price of UK fuel is set in “ARA” – that’s Amsterdam-Rotterdam-Antwerp by the way, rather than Andover-Rotherham-Aberdeen. And the reason for this is that for every one cargo of refined fuel that is traded in UK waters, approximately 40 are traded in the river estuaries of Amsterdam, Rotterdam and Antwerp. So no wonder Monday’s price in ARA, is Tuesday’s price in the UK. In short,

there is no more reliable indicator of fuel prices in Europe than ARA and in a market as liquid as oil (figuratively and literally), why would a wholesaler sell fuel in the UK at a lower price than ARA? If the UK won’t pay ARA prices, then the product will simply be shipped to ARA (at a cost of circa one pence per litre) and sold at the ARA price. Add to this the increasingly frantic attempts to source sufficient diesel to meet EU demand, and it is fairly evident that shortages of delivered fuel in the UK would have had an extremely marginal impact on the overall price of fuel.



inflated prices and evil profiteers make good copy for the keyboard warriors

Petrol station owners with plans for world domination?

As for the evil petrol station owners, one imagines that once the charcoal display is sorted and the lottery tickets sold, they can focus on their plans for world domination. The problem here is that because consumers see a BP, Shell or Esso pole-sign, they conclude that these giants are running the site itself. Not true. Of the 5300 branded petrol stations in the UK, almost all of them are owned by independent (often family) businesses – they simply buy the rights to sell fuel from one of the oil majors and then sell on to the consumer at whatever margin they can. If they make 3p per litre, they will

be pleased...5p per litre (5ppl) and they will be delighted. That comes as quite a shock to the consumer paying £1.40 per litre (140ppl) and who cannot understand how the petrol station owner makes so little on such a high price. But by the time you have removed the ARA price (55ppl), refining & transport costs (2-3ppl), government duty (58ppl) and government VAT (23ppl), the poor old petrol station owner has very little to play with. And that’s before they have to deal with the aggressive pricing tactics of the supermarkets.

All in all, inflated prices and evil profiteers make good copy for the keyboard warriors, but they are hardly accurate. Britain’s position in the oil world is minor and the lot of the petrol station owner is not one to envy. In fact, the thought that the latter group came out as a maligned party in the recent debacle is quite astonishing. After all, there were so many other more deserving groups for our reproach. How about the men in government, who clearly haven’t filled their own cars with fuel since the 1980s? Or, the tanker drivers themselves, struggling on their breadline £40,000 pa salaries? Or finally their employers, who can pay so much and yet still make their staff so unhappy?



For more pricing information, see page 26

Portland Fuel Price Protection
www.portland-fuel-price-protection.com



A big surprise

Mark Wayne, managing director of BWOC got a really big surprise on the Feldbinder stand at last month’s FPS Expo when Feldbinder’s Ian Swann presented him with a beautiful scale model of the company’s award winning tanker (FON February 2012).

For more photographs from FPS Expo, please see page 10.



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“I believe that everyone gets at least one great opportunity in their business life, and I hope that my partners and I have just taken ours,” Nick Goodwin of Standard Fuel Oils told Fuel Oil News editor, Jane Hughes. One of the newest entrants into fuel oil distribution, Standard Fuel Oils is based in Merseyside.

Twenty-eight year old Nick has oil in the blood. “My father, Mike Goodwin and Frank Hunter started Carlton Fuels. It was here that I chatted to customers, learnt about credit control and worked as a sales rep out on the road.” Together with Sab Hocht, Nick ran Carlton’s Ellesmere Port depot until July 2006, when the company was acquired by GB Oils for 13.3 million euros.

Nick’s father bought Carlton’s Knowsley site back when GB Oils vacated it some 18 months later. Operating as the Goodwin Corporation, Mike and eldest son, Michael, offer bunkering facilities as part of the Keyfuels and UK Fuels networks, and supply gas oil and AdBlue. The company’s commercial garage now services Standard’s tankers.

Getting off the ground

Standard Fuel Oils has already found much work in the immediate area. “We’re also surrounded by agricultural land with a multitude of growers and farmers requiring gas oil. Liverpool’s docks are close by and there are several engineering companies in the Merseyside area,” added Nick. The company delivers south to Crewe, north to Preston and into North Wales. We also have an online presence with Fuel Tool, Which Oil Supplier and the FuelLine.

“Establishing a foothold in the domestic market will take a little longer,” says Nick. “Now our tankers are branded, our presence has been raised and we’re receiving more enquiries. We like the idea of delivering collectively to small groups.”

The company runs two second hand tankers, an 8 and a 6-wheeler, sourced through Trucklocator from dealers in Yorkshire and Surrey. “Maintaining these tankers is expensive but helped by our access to garage facilities. I’d love to buy a new tanker but at the moment, I’m happy with what we’ve got. We’ll look again in a year or so’s time.



Oil in the blood – Nick with his father Mike

Support

“Since going into business last October, we’ve had tremendous support. Initially, we had some doubts about the level of support we’d receive but we’re delighted to say this was unfounded. As a new entrant with no track record, it can be difficult to get credit so we were really pleased when so many suppliers showed faith in us. We would like to thank all our account managers at these suppliers, we’ve had such a lot of help over the past six months and it’s been most appreciated. We couldn’t have done this without them.”

An experienced team with oil in the blood

Standard Fuel Oils is managed by a small team with a great deal of experience. Alongside Nick and Michael are Sab Hocht, Paul Musgrave and Des McNamara.

At just 22, Nick became national accounts manager for GB Oils, moving on acquisition to EMO Oil at Trafford Park, before spending five years at GB Oils’ Warrington headquarters.

Sab, son of Speed’s Terry Hocht now resident in Spain, spent six years at Carlton before joining Cooke Fuels and Brogan Fuels. Better known as Diesel Des, Des has worked at Shell Direct, Carlton and Caldo Oils. “With over 20 years of experience, Des is ideal for a new start up such as Standard.

Whilst we can make 40 or 50 telephone calls from the office, on the road you see the whites of peoples’ eyes and can build up relationships,” said Nick.

The newest member of the team is Paul, who joined County Oils in 2007 firstly in sales & marketing and latterly as business development manager.

“We’re four people with a lot of contacts in the industry,” explained Nick. “We’ve spread the word about our arrival through good old-fashioned driving around and knocking on doors. Our first order for 3000 litres of diesel came from a haulier who happens to be a neighbour.” Whilst Sab looks after general management, Paul and Des concentrate on sales. Nick’s focus is on supplies, regulations and financial matters. “In reality, everyone pitches in to do everything,” added Nick. The team is complemented by drivers Mick Davies and Greg Goodwin, Nick’s younger brother who is happy to help out on the road in the short term. “Greg’s long term future will be as part of the management team,” added Nick.

Cautious growth

Nick, who left GB Oils on 17th August last, has since then worked many a 15-hour day. “In the first couple of months, if we got two jobs a day we thought it was great. Customers who bought from us in our first



Sab, Nick and Paul

six weeks continue to deal with us. We want to take things at a steady pace so even if we could fill more vehicles, we don't want to grow too fast."

Nick is still treading cautiously. "We draw out of Stanlow, buying only what we've sold. To minimise costs, the company designed its own website. "With a potential of a tanker drivers' strike in the offing we've had additional people visit!"

A new challenge

Running his own company has always been at the back of Nick's mind. "I had a great education at GB Oils where I ran a department of 12 people selling 600 million litres a year but I needed a new challenge. GB Oils' Paul Vian and Paul Williams put a lot of trust and faith in me and I've got much to thank them for. Whilst I could easily have stayed, the opportunity to go it alone fell into place and I took up the challenge.

"We chose the name 'Standard' because it's synonymous with oil," said Nick. We're a truly independent family business with a standard – offering a



As a new entrant with no track record, it can be difficult to get credit so we were really pleased when so many suppliers showed faith in us.

regular and loyal service. Service is most important in retaining customers – 9 out of 10 deliveries, are out today or next day.

"We've no grand design about the future; our aim is be a company that people can trust. In the first couple of years, we will sustain, make a profit, if we can, and look to diversify – we've just started selling lubes and will be offering fuel cards. We do want

to grow and don't want to be a seasonal business. But, at the moment, we're happy with what we've got and we'll think very carefully about opportunities before proceeding.

"I love the industry although there must be easier ways to make money.... That said, I love being in this business and I wouldn't change it for the world. I just can't see myself doing anything else."

The industry has seen a number of new start-ups over the past few months.

Look out for more news in future issues of Fuel Oil News

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PICTURES FROM AN EXHIBITION



Winners of the 2012 Tanker of the Year (l-r) – Mark Wayne, BWO, Ian Swann, Feldbinder and Paul Preston, Turners, receive trophies from Fuel Oil News editor, Jane Hughes (l) and features writer, Liz Boardman



Tasca Tankers Shaun Harte with Liz Boardman and Richard Connon of Aberdeenshire distributor, Connon Brothers



Luke and Mark Nolan with Sarah Facey beside Nolan Oils newest tanker



Nathan Clarke, Order Oil Online, (far right), winner of the Fuel Oil News prize draw with Patrick Rooney (far left) and Jonathan and Simon Morrow, Morrow Fuels



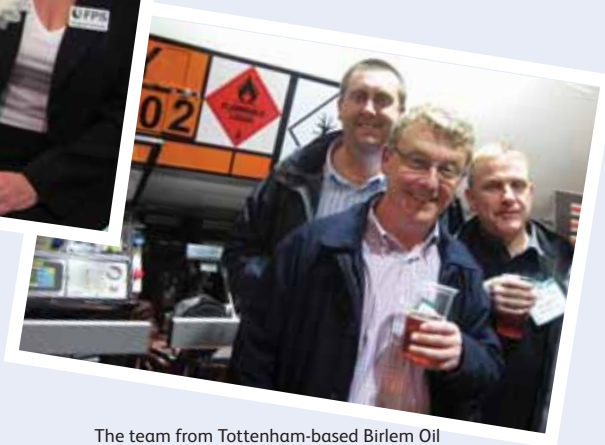
James Smith, founder of Fuel Oil News and his wife Anne chat with Kevin Kennerley, NWF Fuels, on the Fuel Oil News stand



On the FPS stand, Sidney Gilmore, Maine Tankers chats to Margaret Thornley



From sunny Malta to a wet Harrogate, the Cassar family check out the tankers, including this one for Sweet Fuels. Cassar Fuels has placed a second tanker order with Road Tankers Northern



The team from Tottenham-based Birlm Oil partook of a little liquid refreshment whilst studying the tankers

Stop thief!

With fuel prices rocketing and companies often storing thousands of pounds worth of fuel on site, it is no surprise that fuel theft is on the rise. In order to beat the criminals, businesses need to be smarter about how they store fuel and find more innovative ways to protect this precious and expensive commodity

Cameron Forecourt has just launched **TankGuard**, a web-based fuel management system which provides total professional wetstock management. Used in conjunction with Gilbarco Veeder Root electronic tank gauging and TLS monitoring equipment distributed, installed and supported by Cameron, the package provides 24/7 real-time fuel monitoring via the internet.

The system is suitable for all types of installation including underground tanks, above-ground bunded tanks and increasing popular tall tank up to 16 metres.

“By bringing together very accurate gauging using electronic dipsticks and linking

in web-based monitoring and management systems, we’re completing the circle for accurate real-time tank gauging,” said Sales and marketing manager, Martyn Gent. www.cameronforecourt.co.uk

Access 85 from Centre Tank Services is being offered as a solution to protect and preserve the contents of a storage tank. The Access 85 is an electronic fuel security system, which restricts access to the fuel in the tank, to up to 85 authorised key holders. Sales director, Joe Ferrara, says: “It’s a cost effective add on security device, which can be

fitted when the costly reporting software associated with many fuel management systems is not required. This adaptable unit can be retrofitted to existing tanks, or installed during manufacture.” www.centretank.com

Dunraven Systems is launching a new range of integrated tank monitoring and anti-theft alarm systems. The range will incorporate advanced electronic componentry with a choice of advanced tank monitoring options.

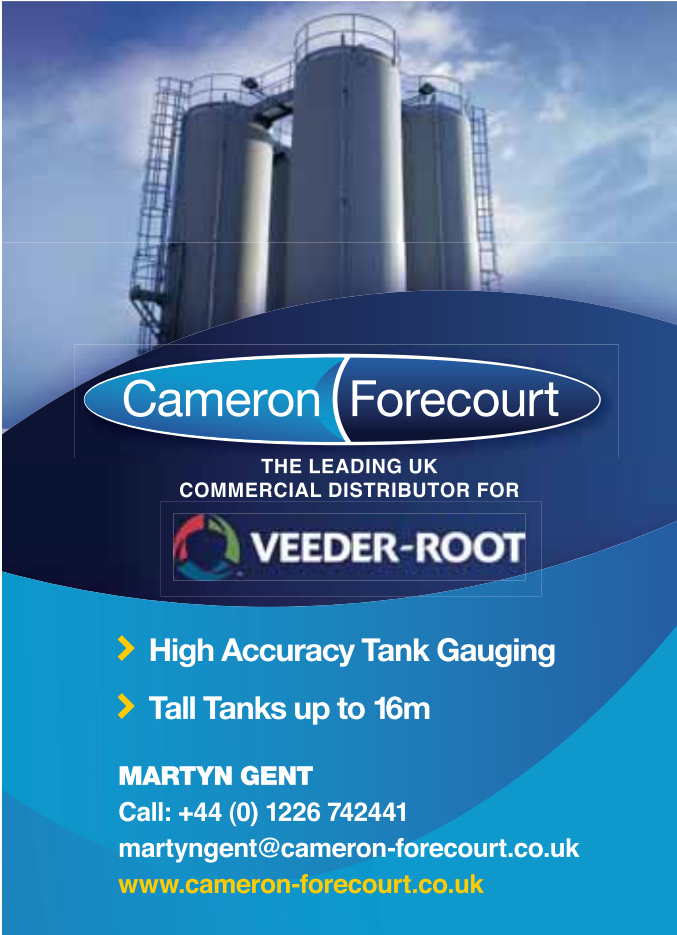
Managing director, Gerry Jones says, “Because no two oil tank installations are the same, we’ve deliberately rejected

a one size fits all approach. Instead, we’ll be offering customers a range of viable and visible product options.

“The entry level stand alone option will send a wireless signal to an external alarm box, making it ideal for storage tanks in remote locations. A remote enabled option, with the ability to directly alert the customer to a significant drop in fuel level, will also be available.”

www.dunravensystems.com

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www.flowsmart.co.uk

Fuel Protection

theft of products monitored by its consoles. Petrol stations already utilise tank monitors to track deliveries, monitor fuel levels and meet compliance needs for tanks, lines and sensors; with FMS consoles installed, various features watch over their investments. As criminals find more ways to avoid the costly price of fuel, Franklin's FMS will continue to innovate to meet the ever changing challenges.

www.franklinfueling.com/evo

Hytek provides a range of security equipment to keep fuel safe. Fill point cabinets come with a secure, lockable handle. These wall-mounting steel cabinets are also weatherproof and come complete with a non-return valve to prevent line draining. Other items include a tank fill cap security lock, supplied with a 17mm drill bit for easy installation and a range of high security gate valve covers, which feature an anti-pick lock with 117,000 combinations.

www.hytekgb.com

At **J Seed**, sales manager, Wendi Whittle, reports: "Due to the high price of oil, homeowners are really worried about the security of their oil tanks. With this in mind we've introduced a security option on all our heating oil tanks which has the fill point, gauge and all sockets locked away inside a box on the top of the tank. This can be done on any side of the tank to ensure that it fits into small spaces." www.jseed.co.uk

"Account for every drop of fuel that leaves your truck," says Andy Spencer, **Mechtronic's** sales manager. "Product loaded at the rack can be measured and graded in each compartment by the **VisiLevel** order processing/stock control system. Each movement is recorded with information viewable online via www.fueloilnews.co.uk

the **Stocksmart** web portal. Our vehicle tracking/data transfer system also records vehicle routing and delivery location." www.mechtronic.ltd.uk

MIS Fuel Monitoring (Merridale) offers a range of fuel management systems. The **FuelFX** system provides comprehensive fuel management functionality with customisable reports, graphical presentation and multisite capability. For a lower cost solution, **FuelSite** gives essential functionality for security, stock control and usage reports. Web-based **FuelWorks** provides data on demand from any location and allows drivers to preset the amount of fuel drawn for each transaction. www.merridale.co.uk

Designed to fit the vast majority of oil tanks, the **Oil Tank Lock** from **Surelock Security** is fabricated from 3mm steel and designed to clamp over the filler pipe and/or vent pipe. Non-return security screws are supplied so that breather caps, inspection hatches and oil level caps can be fixed in position and not easily removed. Managing director, Ian Young, reports: "Where oil thieves have come across tanks fitted with the Oil Tank Lock, they've moved onto the next unprotected neighbouring tank." www.surelocksecurity.co.uk

TUFFA recently manufactured two 15,000 litre fuel stations. To help drivers identify the correct fuel tank quickly and easily, the customer specified a canary yellow derv tank, whilst its gas oil tank was to be green. Fully lockable with secure cabinets, Tuffa's high security steel cabinet with roller shutter proved to be the ideal solution. A steel Armco barrier also provided increased protection for the tanks. www.tuffa.co.uk



Cameron Forecourt – professional wetstock management



Centre Tank Services – restricting fuel access



Dunraven Systems – new range in 2012



Franklin Fueling Systems – monitoring fuel investments



Hytek – highly secure



J Seed – lockable security options



Mechtronic – account for every drop



Merridale – on demand data



Surelock Security – oil thief deterrent



TUFFA – increased protection



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Company loyalty

Among the staff working in offshore, midstream and downstream facility maintenance at Hertel is senior multi-discipline supervisor, Derek Bell.

Derek recently marked his 20th anniversary at Hertel in a most unusual way – by getting a company tattoo. “After 20 fantastic years, I couldn’t think of a better way to mark the occasion, and cement my reputation as the Hertel rock, than by having this tattoo.”

When A & D Publishing’s managing director, Nick Smith, celebrated 15 years in the business last month, there was certainly no talk of a tattoo!

Do any of your employees display such unusual loyalty? We’d love to hear about it. Please send details and a photograph to liz@fueloilnews.co.uk.



Now that’s loyalty for you – Derek proudly shows off his new tattoo



Richard Marsh with Jimmy Greaves and Dave Bradley from BBC Hereford and Worcester radio who conducted the charity auction

Legendary fund raising

Jimmy Greaves, ex-Spurs and England football legend, was guest speaker at a recent charity event. Envirostore, Rix Petroleum, Moorland Fuels, Southern Lubricants and Countrywide Fuels were among industry suppliers who gave prizes for a charity auction held at the event, which raised over £5000 for St Richard’s hospice in Worcestershire.

Event organiser was Richard Marsh of Envirostore who told Fuel Oil News: “This year’s event was so successful that we intend to do a similar one next year.” www.strichards.org.uk



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Diary by Wildcat

Wedding tankers

Jonny Morrow, (l) Morrow Fuels with his bride, Emma, used a 1947 vintage Bedford tanker for transport at their wedding. Carrie and Dave Marsh of Marsh Fuels and Simon and Louise Roy-Toole of Par Petroleum also used tankers and appeared on the front cover of Fuel Oil News.



If you're getting married this year and also opting for the tanker rather than the Daimler or Bentley, please send a photograph to jane@fueloilnews.co.uk.

Logistical support

Keen to support local communities in which it operates, Feldbinder has donated football kit to Turners (Soham). Along with other members of the Turners team, cost and financial accountant, Matthew Monteith (l), plays for Witchford 96, a local team based near Ely in Cambridgeshire. Also pictured by a brand new Turners' vehicle on the Feldbinder stand at FPS Expo, are fuel division general manager, Paul Preston (centre), and Ian Swann, works manager, Feldbinder.



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fueloilnews.co.uk

Ireland’s competitive landscape – a constantly evolving market

Following on from the article in the April issue Fuel Oil News (page 9), in which Marathon Associates examined the changing competitive landscape of oil product markets in Britain, Rod Prowse now trains the spotlight on Ireland...

As in Britain, Ireland’s market in the early 1990s was still dominated by the vertically integrated international oil companies, as shown on the chart below. The first significant change – in 1992 – was the entry of Statoil, acquiring the BP operation. The Norwegian company strengthened its presence four years later by

acquiring the Jetoil business from Conoco.

Major developments occurred over the period 2005-2006, with the creation of a new venture, Topaz Energy, which successfully acquired, first, the Shell business, and then that of Statoil, to become substantially the largest supplier to the market. A new Topaz brand was rolled out in 2008.

A constant over the past 20 years has been a group of suppliers termed independents, with no immediate equivalent in the British market. These are locally owned enterprises, such as Maxol, TOP,

Campus, etc., who have maintained a strong market presence (circa 25 %-30 % share) throughout the period.

Ireland’s only refinery, at Whitegate, owned and operated by ConocoPhillips, supplies approximately one third of the indigenous market requirements.

However, noteworthy developments over recent years have been the establishment of two substantial new storage facilities, located at:-

- **Derry:** a joint venture between Statoil and LCC, commissioned in 2006, with a capacity of 88,000 MT
- **Foynes:** a joint venture between Inver Energy and East Cork Oil, known as the Atlantic Fuel Supply Company. Commissioned in 2010, it is the country’s only public storage facility, with a capacity of 81,000 M3.

The future

Two particular issues which will have a bearing on the future landscape are:

Will Esso continue to maintain a presence, having in recent years withdrawn from a number of peripheral/smaller markets in Europe?

With the prospects for European refining margins projected to remain weak in the foreseeable future, does Whitegate refinery have a viable future?

Only time will tell...

Changing Competitive Landscape- Ireland

	1992	2010	2012	2017?
Major Oil Companies:	Esso Shell Texaco Jetoil Burmah IPCL	Esso Topaz Texaco Conoco-Philips	Esso Topaz Valero Conoco-Philips	
Independents:	Maxol TOP EMO Campus Stafford Estuary Fuels	Maxol TOP EMO Campus-Stafford LCC East Cork Oil Inver Energy	Maxol TOP EMO Campus-Stafford LCC East Cork Oil Inver Energy	
Other Physical Supply Sources:	ELF Gulf	Murco Statoil	Murco Statoil	

Note: Topaz Energy acquired the retail,commercial and distribution assets of Shell, Ireland, in July 2005 and of Statoil, Ireland, in June 2006.

Honours for Topaz

Topaz has been crowned winner of the Overall Logistics and Transport Excellence Award for 2012.

Operations team leader, Mark Koller, accepted the award at the Irish Logistics & Transport Awards gala dinner in Dublin in March, where the company also won the Logistics & Transport Client/Supplier Achievement Award.

Dr Frank Bergin, director and chief operations officer, said it was a “tremendous achievement for a young Irish company like Topaz to win the overall award. Transporting our fuels safely, and providing our customers with the best service possible, are our key priorities.”

For the second successive year, Topaz was named as one of Ireland’s Best Managed companies in the Deloitte Best Managed Companies Awards Programme.



Mark Koller accepts the award from Aidan Murphy, president of the Chartered Institute of Logistics & Transport in Ireland

Stressed out?

*Stress has become the most common cause of long-term sickness absence for both manual and non-manual employees**

Defined by the UK Health and Safety Executive as: "The adverse reaction people have to excessive pressure or other types of demand placed on them," stress can be an extremely dangerous condition, particularly for tanker drivers.

In its briefing note on pressure and stress, the Energy Institute * writes: *"When there are too many demands on us, or when we have to face difficulties at work and/or problems at home, we can start to feel unable to cope. This can affect performance and clearly, for anyone working in a major hazards environment, any negative impact on performance can have far-reaching, even devastating consequences."*

Listening and supporting in difficult times

For fuel distributors and logistics operators, managing the stress levels of drivers is a priority.

Peter Larnar, managing director, **Suckling Transport** said: "Our general manager, Mick Smith, has identified stress and other personal problems as issues that can cause accidents. We include these issues in our toolbox talks and encourage our LGV drivers to share problems with us. As most of our operating centres don't have managerial staff based there, managers hold surgeries at these sites to listen to employees' problems.

"Last year, we had two drivers dealing with bereavements. We believe that by keeping in touch with drivers during such difficult times, offering support and helping with time off when needed, we've reduced the risk of accidents. When someone returns to work, it's most important to ensure they're mentally and physically fit to do so, and to continue offering our support. We've had drivers who've had family problems; the arrangements we have in place ensure we're watchful of abrupt changes in their mood.

"At Christmas we feature the usual winter driving and drink driving concerns in our safety news sheet, Safety in Numbers, as well as covering the topics in our toolbox talks with drivers in January. But, we went further this year, by covering the financial worries and family relationship problems that Christmas can also cause. At this time of year, with dark mornings and evenings, the risk of depression and stress increases. It's important to understand the effect of this."

At **Lewis Tankers**, managing director, Stewart MacDonald reports that "Through daily/ weekly debriefs with our drivers, we do act on any signs of stress by encouraging them to see our company doctor."



Looking out for one another

"I'm militant about stress," says **Consols Oils** managing director, Kevin Bennetts. "It's a pet hate of mine and one which I always underline as a very serious health hazard in risk assessments; in particular, the increasingly prevalent high-vis jacket/clipboard variety of inflexible, aggressive officialdom, which is such an onerous burden on us all these days.

"Because we're such a tightly knit team we do all look out for each other. Any warning signs of undue stress would be quickly noticed and dealt with by talking it through."

An open door policy

Bernadette Leyton, **Reynolds Logistics'** HSE manager told FON: "We take a very proactive approach. Stress can be experienced both within the work environment and outside; external stresses can have a significant impact on the responsiveness of drivers within their normal working day."

The company takes a number of steps to manage stress: Whenever possible, drivers are met by their supervisor at shift start and encouraged to make them aware of any external stresses. Drivers are allocated non-driving duties for a period of

time to alleviate stress, where appropriate. Company doctors are always available to discuss and manage situations.

Regular campaigns ensure all drivers are aware of the importance of wellness to the work/life balance. "As a family company, Reynolds Logistics is proud to operate an open door policy, with drivers encouraged to discuss concerns at any time," adds Bernadette.

And, it's not just drivers feeling the stress

When asked about driver stress, **Hingley and Callow** director, Helen Needham replied: "I would question why you're singling out drivers as being more stressed than any other staff? In the present economic climate, staff in our credit department are having a fairly turbulent ride!"

Further resources

- See The Chartered Institute of Personnel 2011 absence management survey at www.cipd.co.uk.
- Download the Energy Institute's free briefing at www.energypublishing.org
- The International Stress Management Association www.isma.org.uk has a National Stress Awareness Day on Wednesday 7th November.

On a lighter note

AD Fuels' Rob Warne commented: "We do take the issue of driver stress very seriously. In fact, a few years ago we had a driver who when stressed, continually sang *The Green Green Grass of Home*. It was so severe that we referred him to a specialist, who diagnosed Tom Jones syndrome. We asked if the condition was very common, and the specialist replied it's not unusual."

Tanker treats or necessities?

Adding certain pieces of equipment to a tanker may still be regarded by some as a treat, but increasingly the addition of sophisticated equipment, to save fuel, improve safety and increase performance is becoming a necessity on new tanker specifications

Last month, the Institution of Mechanical Engineers said collision-avoidance technologies should be made mandatory for all UK lorries and buses by 2015. The institution's Intelligent Transport Intelligent Society report also calls for automated emergency response systems to be integrated into all new road vehicles within the next two years. For more details, visit www.fueloilnews.co.uk

The Deliverer for distributors

Across the UK and Ireland, CODAS powers more oil distributor depot operations than any other industry-specific software solution, claims **CDS Computer Design Systems**.

The Deliverer on-truck computing system is a fully integrated component of CODAS, allowing the driver and office to communicate in an efficient, effective and seamless manner – useful for keeping both drivers and schedulers abreast of changes to the day's plan, in time for the information to make a real performance difference.

Deliverer is a family of products with functions which recognise that vehicles can be operated in a variety of ways – multi-drop routes from either manned depots or remote unsupported locations; bridging runs; or point-to-point, single-drop loads. All Deliverer versions can operate on any hardware which is capable of running a full version of Microsoft Windows XP or later.

www.codas.co.uk



A Deliverer/In-Car PC installation in a WCF North West vehicle

High-tech metering for rigid

Emco Wheaton's DataPlus II electronic pump metering system – developed specifically for use with rigid tankers – automatically transfers delivery information to an on-board computer. This eliminates human error by providing all necessary data – from the time and date of the delivery, to the amount of fuel to be delivered and the delivery location.

18 | www.fueloilnews.co.uk



The first distributor to use Data Plus II is Mitchell & Webber. "We're delighted with the system which suits our business," said Robert Weedon pictured here with John Weedon by the company's new Magyar-built tanker

"Our latest generation Data Plus electronic pump metering system utilises sophisticated electronic control technology, together with proven engineered components. This creates an integrated pump metering solution which delivers intuitive, user-friendly operation," explains marketing manager Caroline Hopkins.

The new system incorporates an intuitive, large screen display, enabling the operator to control the metering system through a display key pad. Being of modular design, the system allows for simple future upgrades for data transfer, compartment volume monitoring, temperature compensation, GPS co-ordinates, and remote control options.

www.emcowheaton.com

Radar reversing

Statistics show that reversing accounts for nearly one-in-four deaths involving work vehicles. As a consequence, **Sentinel Systems** has developed an ADR compliant radar reversing system which can limit the risk from legal claims for death or serious injury,

Developed with input from the fuel distribution industry, a twin radar sensor fitted to a tanker, searches for hazards whilst reversing. With an auto-braking system, if a hazard is detected, the vehicle's brakes are automatically applied. They will be released

after a period of three seconds, or by de-selecting reverse, depending on the option chosen.

The system has been installed on tankers and other commercial vehicles used by major supermarket chains, waste management contractors and haulage companies.

www.radarreversingsystems.co.uk



A Kinch Fuels tanker fitted with Sentinel's radar reversing system

Electric, hydraulic and now pneumatic

Collins Youldon launched a pneumatic rewind version of its popular Catherine reel last month. Specifically designed for fuel oil delivery vehicles, the company's Catherine reels have, until now, traditionally been available with electric and hydraulic rewind.

In addition to its extensive choice of hose reels, Collins Youldon also supplies cable drums, roller shutters and a wide range of ancillary equipment for the petrochemicals industries, including the company's best-selling, high-flow bulk fuel oil delivery nozzle.

www.collins-youldon.co.uk



Reel treats for tankers from Collins Youldon

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In use at more than 300 locations across the UK, CODAS is the computer system of choice for successful oil distributors across the UK and Ireland and is undoubtedly the market leader.

Ongoing product development

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Dedicated support service

Comprehensive product and system support by skilled and experienced professionals ensures that customers are kept up and running in a demanding and competitive market.



For further information, please contact Simon Clayton at CDS by email sjc@cds-systems.co.uk or visit www.cds-systems.co.uk/codas



CODAS

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Tanker Equipment

Like a hawk

TouchStar Technologies' latest product is the **TouchPC Hawk** mobile computer terminal. A lightweight polycarbonate plastic alloy casing and touchscreen provides full protection against dust, water and oil ingress. The Hawk is fully compliant with the ATEX IEC Ex directive.

Designed to be vehicle mounted, the Hawk's quick-release mechanism allows the user to detach it from the vehicle and switch easily to mobile operation; making it ideal for vehicle safety checks, equipment checks, inventory controls, diagnostics and signature capture. Wi-Fi and Bluetooth enabled, the Hawk enables users to stay connected wherever they are. www.touchstar.co.uk
www.atex-invehicle.com



Australian energy company, Origin will roll out 250 TouchPC Hawks later this year

Telematics for hazardous haulage

Navman Wireless has just introduced **Smart Telematics**. Live data, taken from the engine, is analysed and sent to fleet managers in a user-friendly format. Data on vehicle/driver behaviour enables businesses to make informed decisions to help reduce fuel consumption, extend equipment life, cut carbon emissions and improve driver safety. Adding a personal performance optimiser (PPO-200) gives feedback on high RPM, unsteady drive, unnecessary engine power, harsh acceleration, road anticipation and ECO drive.

Users of Navman's ATEX-approved Qube include **Advance Fuels, Linton Fuel Oils, Par Petroleum, Rix Petroleum** and **Western Fuel**.

www.navman.com



Rix Petroleum uses the Navman system – Duncan Lambert, Ruairidh Beath, Nikki Jessop and Paul Doherty at FPS Expo

Pump lowers downtime

Blackmer reports that its TXH35A series sliding vane pumps can lower tanker downtime. The pump's unique design self-adjusts for wear, and allows easy maintenance without the pump needing to be removed. A cast-iron construction makes them ideal for handling petroleum products. The pumps feature vertical parallel porting for easy piping and are installed with the use of three-position flexible mounting brackets. TXH35A pumps, which offer speeds up to 1000 rpm and flow rates as high as 1136 lpm, can also handle viscosities up to 4250 cSt (20,000 ssu) at operating temperatures to 115°C (240°F).

www.blackmer.com



TXH35A series pump

Safety on record

At last month's CV show, **Brigade Electronics** had a demonstration vehicle kitted out with safety equipment, including its new wireless camera monitor system with 'vastly improved picture performance,' **Sidescan**, a four-sensor ultrasonic system, fitted along a vehicle's side as shown, detects cyclists and pedestrians in blind spots, with an audible warning to the driver and optional real speech warning to cyclist/pedestrian. Now five times faster, Sidescan SS-4000W, detects much smaller objects than was previously possible. The MDR-304 mobile digital recording system captures CCTV images via a 500GB hard disc with fast download speed. An optional sensor enables recording to be triggered when excessive force is registered, such as the driver slamming on the brakes, hitting a kerb or object.

www.brigade-electronics.com



Brigade Electronics has the Quiet Mark award for its unique white sound reversing alarms (bbs-tek®) which only sound in the immediate danger area

Truck-friendly routing

The **Snooper Truckmate Pro** from **Performance Products** is a portable satellite navigation system for commercial vehicles. It uses the latest street-level mapping provided by Navteq, and unique software to create truck-friendly routing, based on individual vehicle specification and attributes.

Philip Jones, sales director, says: "The new S7000 Truckmate Pro was developed and introduced as a result of driver feedback and has been 'incredibly successful since its launch four years ago'.

www.snooper.eu



Available with UK/ Republic of Ireland and European mapping options and a variety of screen sizes

Smarter truck operations

"When market conditions are challenging, getting the very best out of your truck can make a difference" says Andy Spencer of **Mechtronic**. Temperature compensation can save up to £6000 annually. **StockSmart** allows the tracking of vehicle and delivery progress in real time. VisiLevel ensures every product movement enacted – with or without the pump/meter system – can be traced from a PC. Unnecessary trips to/from the delivery point are possible with a remote control with litre counter. Faster deliveries with **DryLine** mean less overtime and idling, leading to savings on fuel as well as wear and tear.

www.mechtronic.ltd.uk



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The tanker is equipped with BPW axles complete with drum brakes and includes a hydraulic rear steer axle using the ESVE system.

The design optimises the volume, length and height of the tanker and all this has been achieved with an unladen weight of 6600kgs.



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www.feldbinder.com

Gearing up for fuel distribution

Below Liz Boardman talks to Clugston Distribution Services' general manager, David Heath to find out more about the company's recent expansion into fuel logistics. David has 23 years experience in logistics, including 12 years spent in fuel logistics with ExxonMobil, Hoyer, Wincanton, and TDG. Joining Clugston in June 2011, David has been the driving force behind the company's move into fuels. "Clugston is a progressive company," David told FON. "And, one that I was keen to join after seeing Stephen Martin, group chief executive, on Channel 4's Undercover Boss series.

Filling a gap in the market

"I'd noticed there was a gap in the market, and felt Clugston was well-placed geographically to serve the fuel distribution sector.

A number of industries that Clugston has traditionally served – in particular steel and cement – were hit hard by recession. Whilst other sectors served experience noticeable peaks and troughs throughout the year; fuel is steadier all year round and



David at last month's FPS Expo with Terry Morgan of Cisternas Cobo, manufacturer of the Clugston tankers

at its busiest in winter when some of our sectors are quieter."

Clugston does not presently have fuel contracts in place; but with one of its four new fuel tankers already on the road, there has been a lot of interest from potential customers. "We're actively looking for contractual partnerships and have approached a number of companies, seven

of which have expressed an initial interest in using Clugston," reports David.

To cope with the expected increase in business, Clugston has recruited two experienced local drivers, with whom David has previously worked. Additionally, four existing drivers have undertaken ADR training; the company plans to buddy them up with the more experienced fuel tanker drivers for on the job training. Using the new tankers, Clugston will collect fuel for its own fleet ex rack.

75th anniversary celebrations

The Clugston Group is celebrating its 75th anniversary this year. To mark the occasion, a number of charity events are planned. The company hopes to raise £75,000 which will be split between 10 employee-nominated charities. Clugston is also donating to charity the £4000 a year the company makes from the solar panels on its workshop roof.

Looking ahead, David hopes that the new arm of the business will soon be flourishing and that fuel tanker numbers will have doubled by this time next year.

Reynolds strengthens UK team

Consolidating its UK management team, Reynolds Logistics has appointed Rob Greenwood as operations director and Alan Docherty as customer fulfilment manager.

Rob joined from Hoyer UK where he managed the chemicals division, with responsibility for both Esso Petroleum lubricants contracts. With more than 25 years logistics experience, he will take complete responsibility for UK operations.

Previously based in Ireland, Alan will be heading up the company's customer service department to ensure service levels are both maintained and improved.



New operations director, Rob Greenwood

On track to meet targets

According to the second annual report of the Logistics Carbon Reduction Scheme (LCRS), operators are on track to meet their voluntary greenhouse gas reduction target.

Managed by the Freight Transport Association, fuel usage data is gathered from participating companies and carbon dioxide emissions are calculated. Scheme participants must commit to achieving an overall 8% reduction by 2015.

"Current tough trading times have not deterred participants from continuing their investment of time and money into a wide range of carbon saving techniques," observes FTA's managing director of policy and communications, James Hookham.

Intervention training aids fuel efficiency

LCRS member Suckling Transport takes fuel efficiency very seriously; its entire tanker fleet already meets Euro V legislation. Managing director, Peter Larnar told FON: "Operationally, we have a programme of safe and fuel efficient driving. Managed through our own innovative Skills Builder Programme, this programme of intervention training won us a Prince Michael of Kent award in December, and has replaced the traditional method of periodic driving assessments. Through intervention training our team of five externally-trained driving instructors can improve specific skills of drivers to ensure they drive safely and fuel efficiently."

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DataPlus II

DataPlus II, an electronic metering system, developed for use with rigid tankers, automatically transfers delivery information to an on-board computer, eliminating human error.



Konnnect

Konnnect, a new range of loading arm systems, specially developed for use with road and rail tankers, offer variable applications to meet every type of loading and unloading situation.

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Industry to address over capacity

Platts 5th Annual European Oil Storage conference will take place at the **Hilton Hotel in Amsterdam on May 10th/11th**, when the theme will be *adapting to overcapacity; remaining competitive*.

The conference will bring together more than 120 industry leaders, representing terminal operators, logistics and distribution companies, service providers, regulatory bodies, and oil, gas and petrochemical companies to discuss the most pressing challenges facing the industry.

“Platts 5th Annual European Oil Storage conference provides an unrivalled opportunity for delegates to network, share best practice and learn what others in the storage industry are currently doing to maximize profitability in today’s challenging marketplace,” says the company.

This year’s key speakers will include Eric van Neerbos, commercial manager, Vopak Rotterdam Europoort; Chris Hunt, director general, UKPIA and Kevin Myers, deputy chief executive, HSE.

www.platts.com/ConferenceDetail/2012/pc279/index

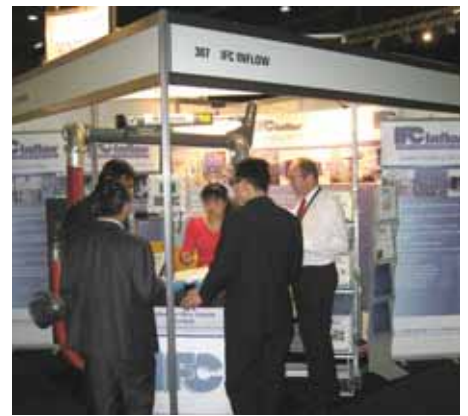
StocExpo – challenges and opportunities

Well-known to Fuel Oil News readers – Dantec, Emco Wheaton, IFC Inflow and MHT Technology (pictured right) – were among the 180 exhibitors at this year’s StocExpo.

At the event, Chris Hunt, director general, UKPIA, who was interviewed in last month’s Fuel Oil News, spoke about the challenges facing EU refineries.

The impact of EU regulation, global competition and the renewables industry were among Chris’ topics together with the opportunities such challenges could offer storage solution providers.

Next year’s StocExpo takes place 19-21 March at Antwerp Expo in Belgium




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Aberdeen, Highlands and Islands
All Energy Exhibition and Conference, Aberdeen Exhibition and Conference Centre, 23-24 May
www.all-energy.co.uk

Decommissioning – the beginning, Copthorne Hotel, Aberdeen, 7 June
eiypn.ahi@gmail.com

Industrial visit to Bristow Helicopters, 12 June

London & Home Counties
Visit to the Thames Barrier, 15 May
kcrabb@energyinst.org

North Eastern
Visit to Cockle Park Farm, Morpeth, 24 May
barbara.sturm@newcastle.ac.uk

Northern Ireland
Anaerobic digestion, biomass crops and AGM, 24 May

South Western and South Wales
The circular economy at home, Marsh Farm Hotel, near Swindon, 19 May
neil.grant@smpltd.co.uk

Branch network meeting, Meeting Room 1, Pembroke, 24 May
alewis@energyinst.org

Freight Transport Association



ADR Refresher
Stirling 23-25 May

ADR Initial
Leamington 14-18 May
Stirling 28 May – 1 June
www.fta.co.uk

Platts 5th Annual European Oil Storage Conference
Hilton Amsterdam Hotel, Amsterdam, 10-11 May
simon_kears@platts.com

Road Safety Forum
4th International Congress on Speed, Institute of Mechanical Engineers, London, 17 May
forum@brake.org.uk



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Mark O'Connell, UK sales manager (l) with sales manager, Pat Daly on Carbery's stand at FPS Expo

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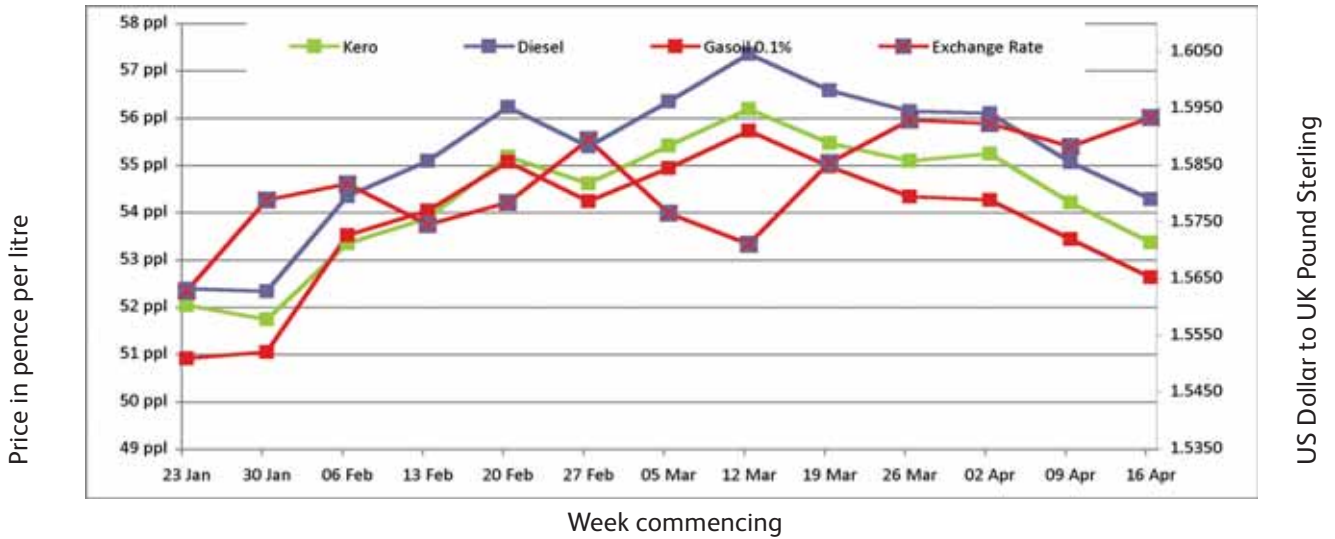


Wholesale Price Movements

19th March 2012 – 18th April 2012

	Kerosene	Diesel	Gasoil 0.1 %
Average price	54.80	55.79	54.09
Average daily change	0.41	0.43	0.43
Current duty	0.00	57.95	11.14
Total	54.80	113.74	65.23

All prices in pence per litre



	Highest price		Lowest price	
Kero	55.97 ppl	Mon 19 Mar 12	52.77 ppl	Wed 18 Apr 12
Diesel	57.26 ppl	Mon 19 Mar 12	53.68 ppl	Wed 18 Apr 12
Gasoil 0.1 %	55.62 ppl	Mon 19 Mar 12	52.00 ppl	Wed 18 Apr 12

	Biggest up day		Biggest down day	
Kero	0.65 ppl	Mon 02 Apr 12	-0.96 ppl	Wed 04 Apr 12
Diesel	0.66 ppl	Fri 23 Mar 12	-0.90 ppl	Wed 04 Apr 12
Gasoil 0.1 %	0.61 ppl	Tue 03 Apr 12	-0.81 ppl	Tue 10 Apr 12



The Fuel Oil News Price Totem

	Trade average buying prices			Average selling prices		
	Kero	Gas oil	ULSD	Kero	Gas oil	ULSD
Platts	54.78	65.00	113.60			
Scotland	56.60	68.41	115.78	61.54	71.21	118.69
North East	56.44	68.39	116.03	61.02	71.71	119.32
North West	57.18	68.66	116.22	62.13	72.70	119.73
Midlands	56.14	67.67	115.22	61.67	71.14	118.03
South East	61.69	68.56	115.70	61.47	68.69	117.80
South West	56.69	68.29	115.65	61.66	70.90	119.01
N. Ireland	56.65	68.42	116.71	60.74	73.18	121.50
Republic of Ireland	76.41	81.39	122.44	81.80	85.01	125.47

The price totem figures are compiled from the results of a telephone survey of distributors carried out on the date shown. Buying prices are ex-rack. Selling prices are for 1000 litres of kero, 2500 litres of gas oil and 5000 litres of ULSD (Derv in ROI). Prices in ROI are in €. Date:10/04/2012

The FON Price Totem includes Platts derived market data, supplied courtesy of Platts and BigOil.net. This allows distributors to make a comparison with the average buying prices.



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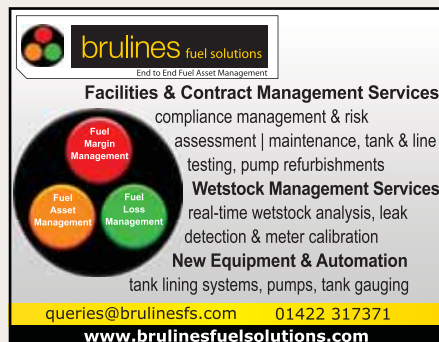
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