

Fuel Oil News

Wholesale markets
Stars of skid row
Waste oil

July 2012



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

EDITORIAL

The newly launched M.T.Lerrix built by the Rix-owned Hepworth Shipyard. Find out more about the ship which will be used for bunkering along the UK's east coast on pages 12 and 13. Photography: Peter Clayton

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Hope springs eternal

"Let us be optimistic," said Professor Rodney Allan when accepting the Global Energy Prize.

"We need high efficiency fossil fuel power systems with near 100% CO2 capture and lower generation costs than the best current polluting systems. I am also working on the production of liquid transportation fuels from natural gas. These problems can be solved."

Also being optimistic is Petrol Retailers' Association chairman, Brian Madderson; he hopes David Cameron will see common sense and scrap the planned 03.02 ppl litre increase in fuel duty planned for August. "The decision would not be a U-turn, but common sense prevailing as the economic outlook deteriorates," said Madderson. Still hoping that motoring taxes will provide much needed revenue, the government's funds are taking a hit as people economise on fuel. Revenue from motoring taxes could drop by as much as £13 billion over the next decade.

Ministers accusing fuel retailers of profiteering is par for the course. Writing in the Sun last

month, transport secretary Justine Greening demonstrated a lack of understanding of fuel price mechanisms with demands that the oil industry pass on price cuts more quickly or the government would be taking action....and tax them for a slow reaction perhaps?

Over in Leicestershire, English Heritage celebrated the 'flair and exuberance associated with driving in the 1960s' by awarding grade II listed status to a forecourt on the A6 – those really were the days, my friend.

This month sees the advent of Phillips 66. Welcoming another large independent refiner to the UK market, Valero commented in The Economist's *Big Spenders* report that the move could have a 'stimulative effect' on the market. In other good news for refiners, the US East Coast is looking to import more gasoline from Europe this summer.

And finally – who can fault British optimism when despite a very poor forecast for the Jubilee weekend, Sainburys stocked for peak demand in strawberries and bunting – and despite pouring rain, sales of said strawberries and bunting were the highest ever!

regulars

Industry News 4-5

Portland Market Report 6

Distributor News 12-13

Distributors' Diary 14-15

Irish News 16-17

Logistics 20

Terminals & Storage 21

The Pricing Page 26

features

8-11

The Wholesale Markets

18-19

Waste Oil

22-25

The Stars of Skid Row

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Making the most of a wholesale opportunity

Up to the early 1990s the UK inland market for oil products was dominated by three supermajors – Esso, Shell and BP. Together with a further seven majors – Texaco, Mobil, Total, Conoco, Fina, Elf and Gulf – these companies then supplied slightly over 90% of the market's requirements.

In addition to having size and scale, the aforementioned companies operated vertically integrated business models, undertaking everything from crude oil extraction to transportation and refining through to the supply of refined/finished products to end markets and users. From the mid 1990s, rationalisation, mergers, repositioning and withdrawal, created opportunities in the market place for new suppliers.

Over the past seven years, these new sources of supply have gathered momentum and, by any standards, have been particularly successful at identifying opportunities and exploiting them to advantage. From having around 8% of the market in the early part of the millennium, the new suppliers have captured nearly a quarter of the oil products market and just over a third of the transport fuels market. In

the absence of an official label to describe these suppliers, the term most commonly used is importer/wholesaler.

■ **Mabanaft**, a wholly owned subsidiary of private German company, Marquard & Bahls has the longest presence in the UK market. This well-established international trading group is involved in wholesaling, retailing and marine bunkering, with a particular focus in north west Europe. The company also owns BWOC, Silvey and Advance Fuel. In 2011, Mabanaft launched Mabalive, an online, interactive fuel purchasing and real time price information facility. See page 10.

■ **Greenergy** pioneered the introduction of ultra low sulphur diesel/petrol to the UK in the 1990s. The company, which has since been in the vanguard of efforts to develop and promote sustainable biofuels and accompanying standards, has a biodiesel manufacturing plant at Immingham with a capacity of 250,000 mt/year. Greenergy is a principal supplier of Tesco, which has a 35.6% stake in its supplier. The company currently has a contract to service Sainsbury's requirements and has recently launched a supply offer for independent retailers. See page 8.

■ **Prax Petroleum** was established in 2000. A wholly owned subsidiary of State Oil, the company has featured in the Sunday Times Fast Track list of fastest growing private companies on several occasions. Prax has established a portfolio of blue-chip commercial/ industrial customers, supplied from the Norbert Dentressangle storage facility at Dagenham on the Thames. State Oil is involved at the retail end of the value chain through ownership of 10 filling stations. See page 10.

■ **Harvest Energy** was known as Futura Petroleum until 2006. The Futura name was owned by Finnish oil company, Neste, owner of the City Diesel and City Petrol brands, with whom there was a joint venture. In 2006 Harvest launched its own brand as part of an offer for independent retailers and by end of 2011 had signed up 80 sites. In 2010, the company which is a major supplier to Asda and Morrisons, took over the Biofuels Corporation 250,000 mt/year capacity mothballed biodiesel manufacturing plant on Teesside. See page 10.

■ **World Fuel Services** is part of a Miami-based global enterprise and a Fortune 500 company. Well established in the supply of aviation fuel, marine bunkers and inland commercial/wholesale fuels in a number of countries, total revenues in 2011 were \$35 billion. The company owns Henty Oil, and supplies marine bunkers and inland commercial fuels from its Falmouth Oil Services' facility. See page 11.

In terms of geographic reach, the above suppliers now have a comprehensive supply network capable of servicing most of the UK oil products' market. Paying close attention to customer relationship management, these suppliers have established a reputation for reliability, continuity and quality and, in so doing, have laid essential foundations for further success. As the market continues to rationalise and evolve, opportunities such as those arising from the likely closure of Coryton refinery continue to be explored. The interests of the sector are represented by the Downstream Fuel Association (DFA). In next month's issue, Fuel Oil News interviews the DFA's chief executive, Teresa Sayers.

The wholesale model

Operating with a broadly similar business model, principal features of the importer/wholesaler offering include:

- Source products from indigenous and/or imported origins into storage
- Blend in storage to produce merchantable products
- Products ex rack or delivered-to-customer from storage
- Replenishment planning for customers is increasingly common

In the case of motor spirit, particularly, advantage is taken when appropriate/available, of any favourable economics associated with blending up of semi-finished components.

The efficiency, alacrity and flexibility of a short supply chain from products' source to end user/customer are immediate and obvious benefits of this model.

Major wholesalers

Having exited UK refining, BP and Shell are often referred to as wholesalers. In the strict sense, both do not fit the same importing/wholesaling mould. Former refiners, both are heavily dependent on their former refineries for product: Shell on Stanlow and on Grangemouth (and Coryton) via a long standing BP exchange. BP relies on Grangemouth (and Coryton). Post Coryton, BP will source local requirements predominantly through Canvey Island from its wholly owned Nerefco refinery in Rotterdam and from Stanlow via a Shell exchange. Both still own and operate, either directly or via licensees, substantial branded filling station networks, and both companies remain members of UKPIA.

Look out for news from BP and Shell in a summer issue of Fuel Oil News.


Disruption and continuity

BP's Statistical Review of World Energy looks at oil reserves, production, refining, consumption, prices and trade movements.

Key facts in 2011


- Global oil reserves rose by 31 billion barrels to 1653 billion barrels – sufficient to meet 54.2 years of global production
- The Middle East holds 48.1 % of global proved reserves
- The world continues to add more reserves than it uses
- World oil production increased by 1.1 million barrels per day (b/d), with OPEC – in particular Saudi Arabia, UAE, Kuwait, Qatar and Iraq – accounting for nearly all of the 1.3 % increase
- OPEC controls 72 % of the world's oil reserves, the highest proportion since 1998
- The US had the largest growth in non-OPEC supply for a third consecutive year
- Global refinery crude runs increased by 1.8 million b/d or 2.4 %
- Global average refining margins have increased this year versus the lows of 4Q11, with most of the improvement down to gasoline
- Global oil consumption grew by a below-average 0.6 million b/d to reach 88 million b/d – most of the 0.7 % increase – from emerging economies in Asia, South & Central America, and the Middle East
- OECD consumption declined by 1.2 % (600,000b/d), the fifth decrease in the past 6 years, reaching the lowest level since 1995
- Outside the OECD, consumption grew by 1.2 million b/d (2.8 %)
- Middle distillates were the fastest-growing refined product category by volume, for the seventh time in the past 10 years
- Dated Brent averaged \$111.26 per barrel in 2011, an increase of 40 % from the 2010 level.

Download the full review at www.bp.com/statisticalreview



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July update

As prices continued to fall throughout May and into June, there has been a renewed debate in the industry as to the long-term prognosis for the price of oil. Yes the current drop in prices is significant (13 consecutive weeks of price falls) and of course they reflect the dire state of the economy. But one day, the crisis will end, growth will return, unemployment will start to fall and oil prices will rise again. Or will they?



there are still 7 billion reasons why oil prices will continue to rise

Portland has long held the view that cheap oil prices in a world of 7 billion population is incongruous, as so many people needing transportation, heating and power can only lead to price rises. This theory has been well-supported by many respected bodies and lead amongst them is the International Energy Association (IEA). They have produced numerous statistical reports showing how China's growth will starve the world of cheap fuel and generate continually rising oil demand every year until 2035. Supporting (and sometimes anecdotal) Chinese statistics such as a threefold increase in private vehicle ownership, a 250% increase in passenger air traffic and the building of 75+ power stations per annum, all act as rather strong supporting facts to support the theory of long-term rising prices.

Shale gas – smashing the status quo

However, for the first time, there are now some dissenting voices. Both the Ricardo Consulting Group (part of Ricardo plc) and BP's Statistical Review (see also page 5) have suggested that Chinese demand may start to tail off after 2020 and may even end up decreasing by 2025. The revisionists suggest that the previous supply and demand forecasts have taken no account of the shale gas revolution, which in the space of 18 short-months has completely transmogrified (is this a word?) the natural gas market. In addition, optimistic forecasts on shale oil production (previously a bi-product of the gas, but now a product stream in its own right) also have the potential to smash the status quo. Yes there is little doubt that worldwide car fleets will rise exponentially over the next 20 years (estimates range from 50% to 80% increases), but how many of these cars will be powered by natural gas or non-conventional oil sources such as shale oil or even the old favourite, biofuels?

Biofuels – bouncing back

It is fair to say that biofuels, along with the renewable fuel sector in general, have taken a virtually mortal beating over the last 5 years, as economic reality and stagnation took a hold of the developed economies. Many of the more outlandish renewable projects were forced back into never-never land, where quite frankly they should have always stayed. But biofuels will bounce back – too much political and financial capital (particularly in Europe) has been invested in this area for it not to be so. Plus of course, recovery brings optimism and memories of rapidly rising oil prices will provide the perfect backdrop for a renewed effort to move away from oil dependence. Add to that the continued improvements in engine technology, car-sizes and weights that are decreasing and a steady rise in public transport and you have strong ingredients for a steady decline in oil consumption – in the West at least.



wild predictions on price super-spikes (mostly from our genius bankers) are unhelpful and most likely wrong

But for all of the above, there are still 7 billion reasons why oil prices will continue to rise in the medium and long-term. When the recession ebbs away, the price of oil will rise and previous predictions around ever increasing demand remain more accurate than not. But do avoid the hype – wild predictions on price super-spikes (mostly from our genius bankers) are unhelpful and most likely wrong. There are simply too many opposing price factors in the mix, which whilst not significant enough to keep the cost of oil at a low level, should at least be able to keep things in check.



For more pricing information, see page 26

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

For key facts on the Department of Energy & Climate Change's bioenergy strategy for heat, electricity and transport fuel, please visit www.decc.gov.uk.



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An “innovative approach” in a tough environment

This is a time of unprecedented change for the downstream sector, with numerous factors conspiring to make this one of the toughest operating environments ever seen, says **Mabanaft**.

“With over capacity and falling consumer demand throughout Europe prompting international oil companies to focus on upstream sectors, re-organisation and disinvestment has resulted, not least in refining and marketing in the UK,” said marketing manager, Stephen Rhodes.

Increased wholesale prices

“

limited credit availability for all industry participants

“Downstream fuel prices remain high, with governments looking to raise revenues through fuel duties and other fiscal measures. And investors are looking to place available funds into safe, secure commodities – such as oil – resulting in increased wholesale prices. Add to this fluctuating exchange rates, inflationary factors, political unrest in the Middle East, recession within the Eurozone, and a global

economic slowdown – all are bolstering volatility,” added Stephen.

Mabanaft has found that the current economic climate, combined with the high price of oil, has resulted in limited credit availability for all industry participants. Suppliers are operating on lower stock holdings, which have the potential to impact on the prevailing cost of compulsory stock, leading to increased prices for consumers.

“And the volatility of the biofuels blending markets, coupled with rigorous audit and sustainability requirements, are adding yet more costs to doing business,” adds Stephen.

How is Mabanaft countering such difficult circumstances?

Vast experience, and a thorough understanding of the fuel oil distribution market means that Mabanaft can offer valuable support and advice on purchasing fuel.

“Innovation is key to delivering added and new value, and MabaLIVE, our online price information and fuel ordering service, is a good example of this,” says Stephen. “It provides immediate pricing information, enabling customers to make informed purchasing decisions and order fuel quickly and easily.”

Mabanaft is also exploring new market sectors and ways of working with customers to meet specific requirements. This includes developing new methods of delivering fuel to market, as well as improved products.



Supporting customers and adding value is MabaLIVE's online price information and fuel ordering service

Building relationships and meeting customer expectations

“We’re committed to understanding what our customers want – and we go out of our way to deliver. We are currently implementing a feedback survey to gain a deeper understanding of exactly what our customers value, and to ensure that we are meeting expectations.

“Credit lines and pricing structures are of critical importance in the current environment and Mabanaft is providing a range of options to enable customers to minimise price risk and exposure to price volatility.

“We support customers,” adds Stephen. “And this includes delivering the basics accurately and efficiently – competitive pricing, accurate administration and a robust and reliable operational service.”

www.mabalive.com

National expansion in sales and service



Despite a declining market, **Greenergy** has continued its rapid growth over the past 12 months – supplying 10.9 billion litres of fuel during the company’s financial year, ending April 12th – one billion litres more than the previous year, an increase of more than 10%.

“We’ve experienced growth in all areas of our business and in all locations,” Greenergy chief executive, Andrew Owens, told Fuel Oil News. “In particular, we’ve seen strong growth in diesel sales at Teesside following the administration of Petroplus, which brought their exit from

The new Cardiff facility is rail fed enabling more efficient fuel movements between terminals

nearby storage terminals. We've also experienced increased sales volumes for both petrol and diesel in the south east due to interruption of supply at Coryton. Operationally the business has coped well with this additional demand."



fuel available wherever and whenever customers need it

As a totally new area of business, Greenergy has started selling fuel to the independent retail sector. "As a number of the major oil companies scale back their activities in the UK, many dealers are looking for a new forecourt brand," explains Andrew. "We're offering them a choice of a number of different brand options, or even their own brand – all with reliable and low cost supply.

"Just to be clear though, you still won't see the Greenergy brand on retail forecourts, because we don't want to compete with our customers in that space."

Greenergy's priorities in the past six months

National supply:

In January 2012, Greenergy opened a new storage and supply terminal in Cardiff. For more efficient fuel movements between terminals, the new Cardiff facility is rail fed. As a result, the company claims to be the only "completely national fuel supplier" in Britain.

Competitive pricing

The company is continually looking to cut costs from its supply chain, whether purchasing fuel products globally, manufacturing in the UK, or automating its business processes. Greenergy is currently undertaking a £10 million investment in IT and process development which, it claims, when complete, will give capabilities unique in the industry.

Flexible pricing

Earlier this year Greenergy introduced a "flexible approach" to customer pricing, using spot, lagged, fixed and trigger pricing mechanisms. The company reports considerable interest from the reseller market in this policy.

Supply reliability

Greenergy regards its "absolute priority" as always ("and we mean always," stresses the company) to have fuel available wherever and whenever customers need it. "For our commercial delivered-in customers, we achieved 99% on-time deliveries and zero stock-outs over the year," says Andrew Owens.

www.greenergy.com

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A year of challenges and opportunities

The demanding market conditions of the past 12 months have presented **Prax Petroleum** with a series of challenges and opportunities. However, the Surrey-based independent oil importer and supplier of automotive and industrial fuels company is “very much on track” to meet its ambitious growth targets.

Sales director, Neil Robertson, explains: “Prax Petroleum has continued to develop its business, making significant gains in contracted and spot sales. The uncertainty surrounding our close neighbour, Coryton refinery, has undoubtedly presented all Thames-based wholesalers with further opportunities.

“

over 80% of fuel supplied meeting a qualified environmental standard

“Changes to the Renewable Transport Fuels Obligation (RTFO) legislation have presented the market with more challenges

Several upgrades and improvements to loading racks during the last 12 months have resulted in significantly faster loading times



and opportunities, and there is still a degree of uncertainty as to how this will affect future strategy. We are very proud to have been the only company in the country to have met the government objective of over 80% of fuel supplied meeting a qualified environmental standard (*Year 3 RTFO Report* published by the Department of Transport). We have always been mindful of our environmental responsibilities and our efforts in this regard are increasingly appreciated by our customers.”

Upgrades and improvements

Prax has completed several upgrades and improvements to its loading racks during the last 12 months, which have resulted in significantly faster loading times – warmly

welcomed by the company’s ex-rack customers, says Neil.

“As a result of customer demand, we are now exploring opportunities to expand our supply coverage and bring the benefits that our customers in the south east have enjoyed to other parts of the country.

“Our strategy remains focused on being able to offer our customers access to imported fuels with the lowest possible associated costs. By keeping overheads low, with no compromise on quality and safety processes, and listening to what our customers want, we are making very good progress towards meeting that objective. We shall, of course, keep Fuel Oils News readers duly apprised of developments!” concludes Neil. www.praxpetroleum.com

A nationwide liquid fuel supply

Harvest Energy provides more than 10% of the country’s motorfuel requirements – equivalent to more than 80 million litres every week to its ever growing customer base.

The company is part of the Blue Ocean group of companies, one of Europe’s largest independent suppliers and blenders of motor fuels, with operations in the UK, Holland, Germany, France and the Baltic.

In the UK, the company is a major supplier of diesel, 10 ppm gasoil, and petrols from northern Scotland to Cornwall, making more than 250 deliveries each day. Customers include oil companies, supermarkets, distributors, logistics providers, bus and rail operators, utilities companies, and a wide range of public sector bodies including Royal Mail, MoD

and more than 60 local authorities. Harvest is also one of the largest suppliers into the Keyfuels and UK fuels bunker networks.

“

One of Britain’s fastest growing fuel brands – making over 250 deliveries a day

More retail filling stations

The company is one of Britain’s fastest growing fuel brands, and now supplies more

than 100 retail filling stations nationally, most of which are under the distinctive Harvest Energy brand.

Since April, Harvest has taken on the distillate storage facilities at Seal Sands on Teesside, complementing its existing facilities in Grangemouth and West Thurrock, and is actively looking to expand its sales of diesel and 10 ppm gasoil in this area.

“With competitive prices, reliable supply, and excellent service on both a contracted and spot basis, collected or delivered-in, and now with a full vendor managed inventory solution, Harvest Energy is well-placed to expand its portfolio of customers,” says the company. www.harvestenergy.co.uk

Harvest Energy supplies more than 100 retail filling stations nationally



An expanding presence

World Fuel Services Corporation is a global leader in fuel logistics, specialising in the marketing, sale and distribution of aviation, marine, and land fuel products and related services. Through its global team of local professionals, it offers single

supplier convenience: competitive product pricing, trade credit availability, price risk management, logistical support, fuel quality control and fuel procurement outsourcing.

“

an alternative to the traditional fuel supplier

In the UK, **World Fuel Services** supplies refined petroleum products, alternative fuels and related services to industrial, commercial and agricultural consumers. World Fuel Services aims to provide an alternative to the traditional fuel suppliers by offering risk management services and alternative pricing options along with the supply of fuel. It supplies both regular commercial grades of fuel and speciality

fuels via a network of locations throughout England and Scotland.

Speciality fuels are sold under the Henty brand. These products, which include Furnaceflame Industrial Gasoil, are designed to meet specific industrial applications as competitive alternatives to kerosene, gasoil and fuel oil.

A greater number of supply options

World Fuel Services has expanded its supply base in order to provide its services across a broader geography. Peterhead was added to the list in late 2011. Immingham and Midlands supply options have been added in 2012.

Further supply expansion is under way, with a £10+m investment at its Falmouth terminal, and a renewed commitment at Simon Storage in North Shields, where the rack loading facilities are being upgraded.

In these times of uncertainty and risk, World Fuel Services aims to provide both physical supply, pricing alternatives and price risk management strategies that others do not offer. Contact the land team on 0207 808 5137.

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A champagne day for Hull-based Rix

A captain's eye view of the M.T. Lerrix



It was a day of celebration on the waterfront of Hull at the end of May when members of the Rix family, and their colleagues from heating oil and commercial fuels specialists, J.R. Rix & Sons, and sister company, Maritime Bunkering, witnessed the launch of the latest vessel to join the Rix Shipping tanker fleet. Fuel Oil News features writer, Peter Clayton joined in the celebrations.

As maritime tradition dictates, a bottle of champagne was smashed against the distinctive green hull of the 1254 ton ship as she was named the M.T. Lerrix by Lucinda Rix, daughter of company chairman, John Rix. The name "Lerrix", explained John, comes from Lucinda's initials (Lucinda Emily Rix), coupled with the company convention of having the letters R,I,X, ending the six-letter name of all its ships.

Watching on, as special guests at the ceremony – held at the Dunston Shipyard at Hull's William Wright Dock – were more than 70 customers, suppliers and employees of the company. Lord Haskins, chairman of the Humber Local Economic Partnership, responded to John Rix's speech on behalf of the guests, congratulating his company on its continued success in a difficult economic climate.

The new ship – which will be used for bunkering along the east coast of the UK, from Leith to Harwich – has an overall capacity for 1100 tons of oil in four tanks. The 53-metre-long vessel is equipped with two Blackmer rotary vein pumps, each capable of delivering 238 cubic metres of fuel per hour,



The Rix family - John, Veronica, Harry, Lucinda, who officially named the ship, Robbie, Sally, Tim, Lizzie and Louise.

and one Blackmer rotary vein pump with a capacity of 63m³ per hour.

Maritime tradition

Built locally by Rix-owned Hepworth Shipyard, the £6m steel ship is powered by two 950 kW Cummins engines. M.T. Lerrix has a range of 1200 nautical miles. and will have a crew of six.

The Rix maritime tradition dates back almost 200 years to when sea captain and merchant adventurer, Robert Rix, traded out of the port of Hull. Nowadays, Rix Shipping has a fleet of dry cargo vessels, four coastal tankers, and three estuarial barges. The J.R. Rix & Sons Group is now a fifth generation family-controlled business,

Nikki Jessop, director of Maritime Bunkering, told Fuel Oil News that the M.T. Lerrix would

be totally fitted out within a few weeks of the ceremony, and would then begin its bunkering duties along the east coast of Britain, serving both long-established traders and ship owners. The Lerrix will carry up to 500 tonnes of fuel oil plus 600 tonnes of gas oil. The ship is so advanced it can blend fuel to a customer's specific requirements, and then heat it to facilitate efficient pumping.

She said: "The Lerrix will pick up marine fuel from various locations including Associated Petroleum Terminals in Immingham, bunkering on the Humber and or other east coast ports to wherever it is required. It can fuel several ships from one load, or, in the case of a really big vessel, just service one customer and then return. The addition of the Lerrix brings our total fleet to eight ships of various different sizes."



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The range of Atlas Tanks as the Installer's choice is well established. The reputation of Atlas as 'Tanks you can Trust' has been proven time and again with installers who know a superior tank when they see one. From bundled, single skinned, fuel depots and waste oil tanks Atlas is a company dedicated to putting quality products into the hands of professional installers - that's the reason why Atlas Tanks are the Installer's choice.



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Distributors'

Tracking the Olympic flame...

MiX Telematics vehicle tracking solution is one of the systems currently being used by the BBC to track the progress of the Olympic torch relay as it makes its way around the UK, ahead of the opening ceremony on 27th July. Fitted to the media car travelling with the relay, the system is being used to send positional data to a dedicated website which provides visitors with constant details of the torch's whereabouts. Courtesy of MiX, follow the torch at www.bbc.co.uk/torchrelay.



May 31st the torch arrives in Knutsford – home of Fuel Oil News



Noble Fuels' walkers – all smiles through the miserable weather

Charity walkers

A team from Noble Fuels – including regional manager, Barry Stoker wearing pyjamas under his walking trousers – enjoyed a charity walk from Saltburn to Whitby Abbey; although wind and rain made the pub refreshments at the end very welcome!

Supported by Jackie Davies, Barry Stoker, Sue Waters, Keith Gibson, Eric Short, Helen and Nigel Brown, Fiona Kellett, Chris Ainsley, Nick Auty (who withdrew due to a leg injury), Sarah and Denis Dunn, are on target to raise over £1600 for breast cancer research.

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Diary by Wildcat

Smarter tanker team work

Suited and booted for the FPS Expo were the team from RTN Lakeland – (l-r) Frank Newell, Clive Felton, Brian Edwards, Dougie Watts, Tony Parker and Nick Heath.



Helping endangered species – INEOS Grangemouth and PetroIneos Fuels

Panda partners

INEOS Grangemouth and PetroIneos Fuels recently became 'panda partners'. The companies are sponsoring the Royal Zoological Society Scotland in bringing giant pandas from China to Scotland in a world first research project which aims to reintroduce giant pandas into the wild. The companies entered into the three-year agreement on the same day that INEOS signed a letter of intent which subsequently led to the formation of a refining joint venture with PetroChina. See also page 21.

TRANSPORT AND ENGINEERING MANAGER NORTH WEST

Our client, a leading player in the transportation of speciality oils and fuels, is looking for an experienced Transport and Engineering Manager to join its existing managerial team. The main purpose of the role is to manage the day to day activities of the vehicle workshop and equipment ensuring that maximum availability of resources takes place. You will work closely with the operational and UK Distribution Manager to ensure that the company's products are delivered on time and in the most efficient and cost effective way.

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- Monitor all workshop costs and manage the impact to distribution costs in line with activity
- Advise on all changes to H&S legislation and carry out auditing on site and with contractors

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Boost for oil boilers

A new £12 million boiler replacement initiative has been announced to improve energy efficiency in 16,000 homes across Northern Ireland.

The scheme, which will launch in September, will be open to owner occupiers who earn less than £40,000 and have an inefficient boiler which is at least 15 years old.



condensing boilers delivering a 30% increase in efficiency

The grant, worth up to £1000 – dependent on total gross income – is available to assist in replacing an inefficient boiler for a more energy efficient condensing oil or gas model.

Social development minister, Nelson McCausland, said: “This funding, provided by the Northern Ireland Executive, will help us to make a real difference in 16,000 homes across Northern Ireland.

“In last year’s pilot scheme targeting older people, almost 1700 boilers were replaced in homes from Belleek to Ballyclare, some delivering a 30% increase in efficiency. I am delighted that I am now able to provide a fully extended scheme which will reach to every corner of Northern Ireland.”

Applications to the scheme will be invited from September. www.nidirect.gov.uk



The Applegreen site in Lusk now equipped with the iBank data acquisition module to identify unusual losses as soon as they start



TOP Oil's Dublin Port terminal supervisors – Michael, Fred, Pat and Martin – proudly show off their Level 2 NVQ certificates

TOP investments in port and people

TOP Oil, part of the Tedcastles Group, has made major investments recently, both in its fuel terminal in Dublin, and in the training and development of the company’s personnel who run the facility.

TOP’s 55,000 tonne terminal in Dublin Port is now equipped to meet the needs of customers and all the health, safety and environmental requirements of a modern terminal, says the company. And terminal and shipping supervisors, Michael Armstrong, Fred Lindsey, Pat Brennan, Martin McMullen and Niall Kavanagh have each gained the Level 2 NVQ in bulk liquid warehousing.

The qualification was awarded by the City & Guilds

Irish contracts for Fairbanks

Fairbanks Environmental has secured major contracts in both Northern Ireland and the Republic of Ireland.

The Lancashire-based company has agreed new contracts with ROI fuel retailers, Applegreen and Topaz Energy, to provide data monitoring/wetstock management services. Additionally, north of the border, the Henderson Group has renewed its current contract to use data management/statistical inventory reconciliation analysis services to minimise stock losses.

Fairbanks’ analysts use the company’s specially developed iBank data acquisition module to identify unusual losses as soon as they start occurring and immediately pin-point the source, explains Michelle King, UK and Ireland operations director. The company also

offers systems for wetstock management – including tank gauge alarm monitoring, stock management and sales reports, and theft and sudden loss alerts.

“Complete and specialised service”

Part of the Petrogas group, Applegreen currently operates 88 sites, predominately in Ireland. Fairbanks was selected for its “complete and specialised” service, says head of fuel, Hillary Barrett. “The Fairbanks team has worked very hard to tailor a package which meets our operating and reporting needs, provides us with peace of mind, and the knowledge we are operating efficiently.”

The contract with Topaz Energy creates an exclusive agreement



Institute following an intensive period of one-to-one training and assessment which measured skills, experience, knowledge, understanding and attitude to roles and responsibilities at the terminal. The training and assessment was carried out by Reynolds Training Services and accredited by the National Skills Academy Process Industry and PAAVQSet.

“TOP’s ongoing investment in its business and staff demonstrates its commitment to supplying the Irish market, and also to meeting its obligations under the SEVESO (Chemical Accidents – Prevention, Preparedness and Response) regulations, to reduce risk to its employees, members of the public and the environment,” says the company.

Long established fuel importers, TOP has a trading history of over 200 years and employs more than 400 people. The company has a network of 120 service stations, 35 depots and, through a partnership in the Superstop Consortium, six motorway service areas.

for Topaz dealers to use Fairbanks’ services. Dealer business manager, Jonathan Diver, said: “We are very pleased to have agreed an exclusive package for our dealers, enabling them to access the excellent wetstock management services provided by Fairbanks.”

Minimising wetstock losses

Henderson Retail is the largest independent fuel retailer in Northern Ireland with more than 50 sites already on contract with Fairbanks. “Fairbanks provides our business with a range of services that help to minimise our wetstock losses, and allow us to spend more time focussing on our customers,” said finance director Ron Whitten. www.fairbanks.co.uk

Oil challenged

Northern Ireland householders can now obtain support towards the costs of installing a renewable energy heating system in their homes, under the Renewable Heat Premium Payment (RHPP) scheme.

to obtain generous financial support towards installing biomass boilers, heat pumps and thermal solar panels in place of existing fossil fuel heating systems.”

Industry observers are, however, disappointed that the RHPP specifically states that bioliqid fuelled systems are not eligible for the scheme.



RHPP specifically states that bioliqid schemes are not eligible

“Generous financial support” to install renewables

Under the scheme, grant values vary depending on the technology chosen. Up to £1700 is available for the installation of an air source heat pump; £2500 for a biomass boiler; £3500 for a ground source or water source heat pump; and £320 for solar thermal.

Arlene Foster added: “My department is committed to the development of the renewable heat market and making sure that Northern Ireland’s heat market is more diverse, secure and sustainable.”

Enterprise minister, Arlene Foster, said: “This new scheme will allow all private sector domestic energy consumers

New app from Topaz

Paul Candon, marketing and corporate services director at Topaz, says: “This new Topaz app is all about using modern technology to make life a little easier for our customers.”

Topaz has launched a free app which enables customers to find the nearest Topaz site from a network of over 300 sites throughout Northern Ireland and the ROI.

To celebrate the launch, Topaz is running a competition in which one lucky winner who signs up for the app will receive a golden ticket which will grant them free Topaz fuel for a year. www.topaz.ie

For those running low on fuel, the app can detect a motorist’s current location via GPS, and provide a route to the nearest Topaz site. It also has a mileage check facility which allows motorists to calculate how much further they will be able to travel.

Fuel Oil News would be interested to hear from any equipment suppliers and fuel distributors who have also developed or are in the process of developing an app. Please email alex@andpublishing.co.uk

Profit from Waste!

If your customer is a business that uses oil on a daily basis, they may have a **FREE** resource to heat their premises.

Firebird's new **Waste Oil Boiler** can use a variety of waste oils including vegetable oils and engine oils and, with a sufficient regular supply, it can be used to heat some premises with no fuel costs at all.



The Firebird Waste Oil Boiler technical spec

- 70kW range
- Separate 270 litre fuel storage tank
- A coil can be plumbed from the boiler through the storage tank to pre-heat oil, reducing electricity consumption
- 2 filters: one to remove metal particles and one as a self-cleaning filter.

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Working towards a greener planet

Waste Oil

Innovation in filtration

Adler & Allan (A&A) recently expanded its waste operations in Manchester with a new operations centre at Walkden

Next to an existing waste treatment facility, the expansion gives a wider waste handling capability in the Midlands, north and Scotland, where waste oil business has increased over the last year. "Our northern and southern based waste oil facilities are a huge support to our growing specialist fuel services and spill response service lines," says group sales and marketing manager, Alan Scrafton.



The Sockit system in action – sediment removal efficiency attained an average 99% in tests undertaken by Severn Trent Laboratories

Sockit – simple and economical

A&A has also launched Sockit, an innovative filtration system with significant economic and environmental benefits. The system is one of the most simple and economical ways of dealing with oil contaminated water being pumped out of oil tank bunds, manholes, vaults, sumps, retention ponds and ditches. It uses multi-stage filtration to remove hydrocarbons and sediment to almost non-detectable levels. Extremely efficient, reusable and recyclable, it can be used in a wide range of de-watering applications, without slowing up the pumping process.

Sockit achieved excellent results in tests undertaken by Severn Trent Laboratories to UKAS and MCERTS standards, all without impeding the pumping process. Sediment removal efficiency far exceeds the regulatory goal, with an average 99% attained in tests. The filtration system removed oil to a non-detectable level and no oil sheen was visible, filtering heavy oil contamination down to 2.31mg per litre.

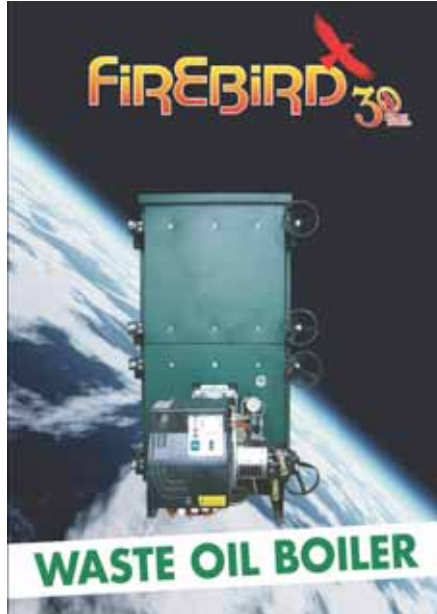
"The Sockit filtration system means that you don't have to take contaminated water away by tanker for cleaning elsewhere. It also means that you can avoid releasing it to the environment. Offering both cost savings and a way of reducing tanker traffic and pollution risks, the system is especially attractive to BSN EN ISO 14001 registered companies," adds Alan. www.adlerandallan.co.uk

Boiler burns waste oil

The Firebird range now has a waste oil boiler. Based on the technology of existing models, the new boiler has an output of 86-106Kw and is perfect for office heating.

A quality engineered product with a heavy duty specification, the boiler has reliability and robustness. It will burn 100% waste oil including vegetable oils from cooking establishments, old engine oil from garages, and most other combustible oils. With a sufficient and regular supply, premises can be heated with no fuel costs.

Firebird's package includes a separate 270 litre fuel storage tank, with a coil that can be plumbed from the boiler to preheat the oil, reducing electricity consumed by the burner's heaters. Two filters ensure fuel going to the burner is clean – one removes any metal particles whilst a second is self-cleaning. A commissioning service is also offered. www.firebird.ie



Putting waste to good use in office heating

Open for biodiesel business

The UK's largest used cooking oil biodiesel plant was officially opened in May by Norman Baker, parliamentary under-secretary of state for transport

Agri Energy's advanced processing plant, in Bootle, is dedicated to producing biodiesel from used cooking oil and complements the company's existing national used cooking oil (UCO) collection business. The plant has been constructed on a brownfield site, which has a history of reprocessing oils and fats going back over 150 years.

Continued on page 20

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Open for biofuel business

Continued from page 19

Agri has been able to regenerate an area of Liverpool and also create green employment opportunities.

"I'm pleased to be able to open Agri's biodiesel plant, the largest plant dedicated to the production of biodiesel made from UCO in the UK," said Norman Baker at the opening. "The investment made by Agri, and projects like this, can help the UK meet its ambitious carbon reduction targets while creating green jobs to rebuild the economy."

there is no viable alternative fuel identified. Biodiesel produced from UCO can be one of the most sustainable biofuels and I'm also pleased to see, through administration of the Renewable Transport Fuel Obligation, the progress that has been made by UK biofuel suppliers in the auditing of the sustainability of the biofuels they supply."

The purpose built plant features cutting-edge technology, facilitating the production of 16 million litres of EN14214 biodiesel per year – a European biodiesel specification that is not usually achievable with standard technology when using UCO as a feedstock.

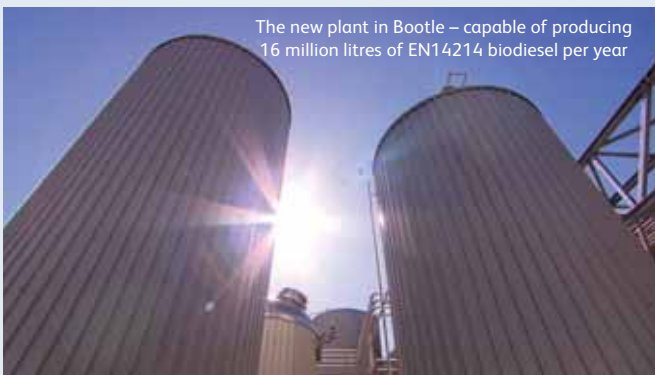
Plant manager, Eddie O'Reilly, added: "By using ISO 14064 methods we can measure the carbon footprint of our biodiesel to show at least 90% less greenhouse gas emissions when compared to regular mineral diesel. This makes it the most sustainable type of biodiesel in the world."

www.agrienergy.co.uk



the most sustainable type of biodiesel in the world

"Sustainable biofuels have an important role to play in our efforts to tackle climate change, particularly where



The new plant in Bootle – capable of producing 16 million litres of EN14214 biodiesel per year

Driver shortage looms

According to a report by *Skills for Logistics*, the UK is about to face a Large Goods Vehicle (LGV) driver shortage that could threaten the economy



Vital to the UK economy – the logistics sector "needs to be made more attractive as a career option"

The report entitled *A Looming Driver Shortage? The evidence behind the concern*, finds that there are substantially more vacancies than candidates seeking an LGV profession, and that there has been a 31% fall in the number of individuals passing their LGV test in the last four years. The shortage is heightened by the fact that 16% of LGV drivers are aged 60 or above, while just 1% are under 25.

"The driver shortage is not new but its effects were mitigated by the economic downturn," said Dr Ross Moloney, director of intelligence and strategy at Skills for Logistics. "As the UK economy recovers, resolving this issue will be critical to avoid holding up growth. The report shows that the logistics sector, which as a whole is vital to the UK economy, needs to be made more attractive as a career option. Furthermore, it is imperative that improved and more targeted training is delivered to those who have been attracted."

Get ready for Road Safety Week



Road Safety Week 2012, the UK's biggest road safety event, will take place 19-25 November. The charity Brake, which co-ordinates the event, is encouraging companies, particularly fleet operators, to start now.

The main theme for 2012 is Slower speeds = happy people. Brake will be highlighting the importance of making it safer for people to walk and cycle in their own communities and calling on drivers to slow down to a life-saving 20mph around homes, schools and shops.

Now in its 16th year, Road Safety Week is a good opportunity for companies to run training or awareness-raising activities for employees. www.roadsafetyweek.org.uk

A successful joint venture

Since mid 2011, PetroChina has had a 50% stake in INEOS Refining's European business

Known as PetroIneos, the joint venture operates the Grangemouth refinery together with another at Lavéra in France. It has a turnover of \$10b, and employs almost 1000 people at both sites.

In addition to refining operations, the joint venture has developed a direct bulk marketing presence in markets local to its refining assets in Scotland and France. PetroIneos Fuels (formerly INEOS Fuels) is responsible for the sales and marketing of products from Grangemouth and its North England Dalston terminal into the UK inland market. These include gasoline; diesel; jet fuel; kerosene; LPG; fuel oil and gas oil/heating oil all of which are available via road, rail or sea distribution.

The deal also saw the creation of a new business unit on the Grangemouth site, incorporating an infrastructure joint venture and INEOS services group. This business is known as Services and Infrastructure (S&I) with Gordon Grant, formerly works general manager, appointed as its CEO. Speaking at the announcement of the joint venture Gordon said: "PetroChina is the ideal long-term partner; the company brings significant global trading capability, extensive refining know-how and a strong balance sheet."

"Bringing the two companies together was an extremely complex transaction that took over two years to complete," said Gary Haywood, CEO PetroIneos Refining. "Now firmly established, the joint venture further improves the long-term competitiveness of both refineries, as well as enhancing the security of supply for customers. Going forward, the quality of our assets, and our partnership with PetroChina will provide the business with development options, which have the potential to secure the long term future of the business."



Improving the long-term competitiveness of Grangemouth

For an update on the joint venture, see the September issue of Fuel Oil News.

Vopak looks at LNG terminal

A letter of intent to explore the possibility of a joint venture and investment in an LNG terminal has been signed between Vopak and Gothenburg-based Swedegas.

As shipping and industry make the switch from heavy fuel oil to gas, the two companies are undertaking a feasibility study, expected to be completed by the end of the year, into the construction of an open access LNG terminal by 2015.

Dirk van Slooten, global director of Vopak LNG, said that the objectives of Vopak as an independent owner and operator of terminals are well suited to the objectives of the LNG project in the Port of Gothenburg.



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Hassle free bottom loading

IFC Inflow has recently developed what it believes to be "the ultimate service to make

upgrading to bottom loading, completely hassle free." This includes a free site survey, fast production and delivery, free commissioning and operator training.

Skids – large and small

Drawing on a wealth of experience, IFC is seeing an increasing number of companies turning to them for their bottom loading requirements. Operations manager, Kiran

Shaw, says: "In the last year we've supplied our skids to companies both large and small, with a growing number turning to us for a more complete managed service." This year alone, the company has installed skids for Carrs Billington, Crown Oil, Ford Fuel Oils and Rix Petroleum.

Whilst the bottom loading skid is at the very heart of IFC's business, the company also provides onsite pipe-work and electrical installation, as well as supplying off-take fill cabinets and metering systems.

For larger depots and companies with multiple sites, IFC provides electronic loading with computer software to control and report all loading activities. This can be linked with tank gauging to provide wet-stock reconciliation.

A number of accessories are also supplied to enhance a skid's look and operation, including weather canopies and a range of heavy duty, colour-coded sleeves for drop hoses. Spill containment kits plus spare parts and replacement seals for loading arms and swivel joints are also stocked.

www.inflow.co.uk



IFC's latest installation at Rix Petroleum's Spalding depot

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The complete package

In addition to providing an extensive range of bottom loading skids and pumps, **Alpeco** also supplies a selection of meters, including the increasingly popular depot intake meter.

A sudden increase in depot intake meters

Following the demise of the dip-stick, Alpeco firmly believes that a depot intake meter is the only unchallengeable, safe method of determining delivery volume. "With distributors seeing a general downturn in volumes, margins have become more and more difficult to maintain," explains sales manager, Adrian Baskott. "Hard-pressed distributors need to account for every litre of fuel that goes in and out of the depot. As a result, we've seen a sudden increase in demand for depot intake meters. These enable distributors to verify the volume of fuel delivered to them by bulk semi-trailer tankers, which have no measurement equipment."

Improved security for Barton Petroleum

A purpose-built product intake cabinet was recently installed at **Barton Petroleum's** Watford depot. Depot manager, Kevin Day told FON: "Improved security was a major reason for ordering the new cabinet-housed metering facility which ensures we know exactly how many litres have gone into our tanks. Another reason was to contain any spilt fuel from the delivery points. As an environmentally responsible company, we felt the time was right to upgrade." Now fully installed and commissioned, Kevin reports: "The system is working very well and we're very happy with the completed fuel cabinet and meters."

Alpeco can supply, design, install, service and provide competitive funding for all types of fuel handling equipment. A full finance package is available in conjunction with accredited business partners, CBF. www.alpeco.co.uk



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Unique coupler design

Fort Vale's Safeload manually operated bottom loading coupler is the first and only coupler on the market to have an extended wrap around trigger design that covers over 60% of the adaptor circumference, says the company.

This unique feature ensures maximum safety and security of connection between the adaptor and coupler, dramatically reducing the risk of cargo leakage. Furthermore, the design reduces wear to the triggers and the adaptor which prolongs the serviceable life of both units. The design ensures that there is only a minimal amount of residual fuel in the poppet void space on disconnection and protects against any ingress of foreign debris.

Product improvements, extensive endurance and impact testing have resulted in Fort Vale offering an unrivalled three-year warranty on all Safeload metal parts under standard environmental conditions. www.fortvale.com



Maximum safety and security of connection with Fort Vale's Safeload manually operated coupler

Injecting solutions

Following the successful installation of the Isoil Intelligent Injection system at Murco Petroleum's Theale terminal, Liquep has received an order for 17 injection units and nine Fleximix M1 units. These will work in conjunction with nine Isoil Vegablend electronic presets to blend ethanol and inject additive at another Murco terminal.

Liquep's Mike Green says: "We've been working with Murco for several years supplying some 30 Vega electronic presets with an additional 17 units currently on order. Murco, along with many other terminals and depots, use our loading arms, bottom loading couplers and RM140E earth/overflow protection unit. These units have proved very successful and are used by both Total and Valero in all UK loading bays and at many authorised distributor sites. The RM140E offers a good reliable unit as an alternative to other brands.

"2012 may prove to be a difficult time for many, but we're now in to our 11th year of trading in the petroleum



Used to inject two additives, the Fleximix M2 from Liquep can be linked to third party presets via pulse output serial communication

industry, and with good reliable equipment from both Isoil and Liquep, the future's bright." www.liquep.com

Re-Connecting to mainstream

Loadtec has enjoyed a very busy start to 2012 following the launch of Emco Wheaton's new Konnect loading arms.

The new system allows loading arms of any configuration to be supplied to customers in just a week. Because the parts share many common features, costs are minimised without sacrificing quality and reliability. "We're excited about how Konnect will return Emco Wheaton loading arms into the mainstream fuels markets and once again allow customers to buy high quality standard arms," says Loadtec's managing director, Alec Keeler.

The arms are coupled with the new modular skid system, which provides an extremely compact and economical bottom loading skid. "This is the ultimate in plug and play simplicity," adds Alec.

www.loadtec.co.uk



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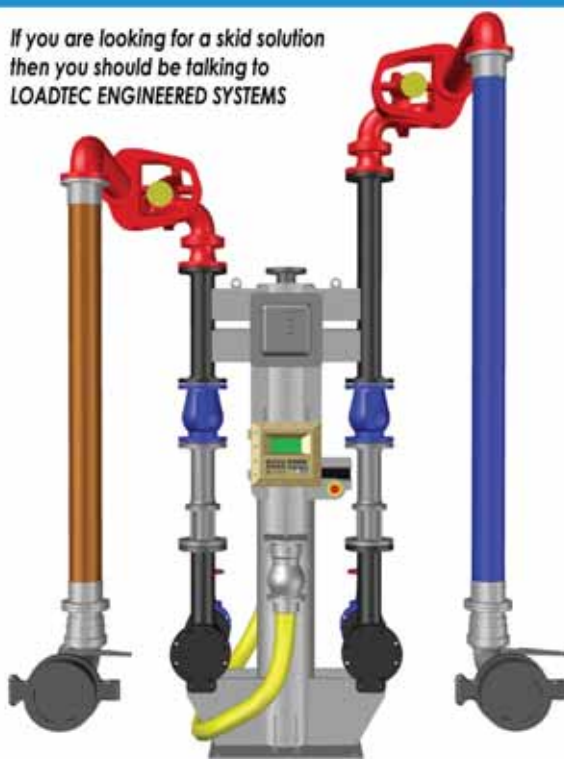
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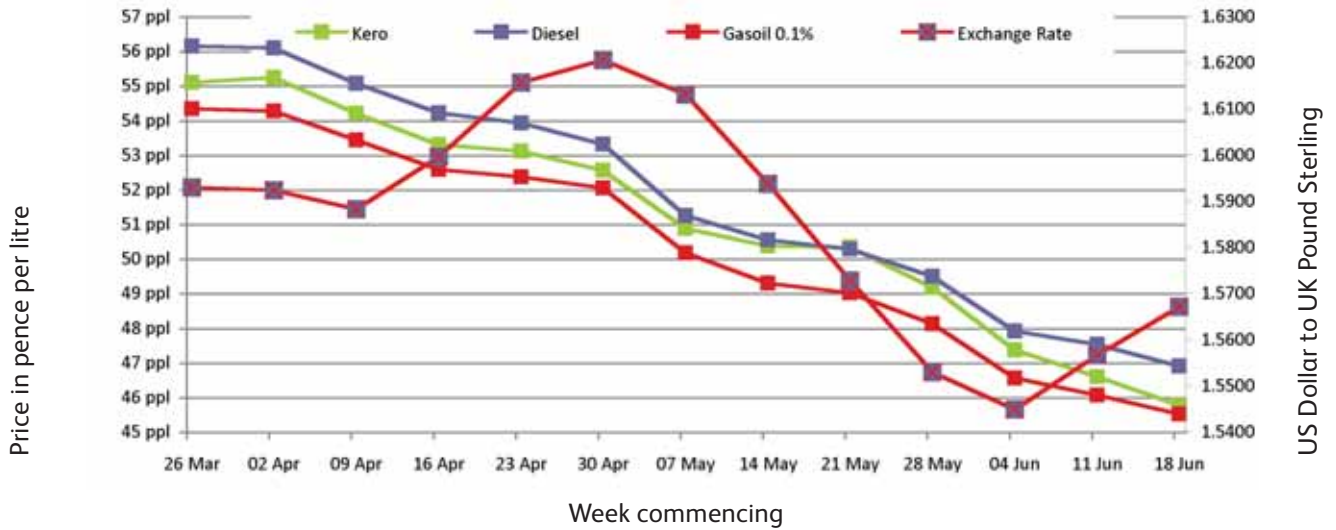
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The Pricing Page

Wholesale Price Movements: 19th May 2012 – 18th June 2012

	Kerosene	Diesel	Gasoil 0.1 %
Average price	48.40	48.84	47.48
Average daily change	0.38	0.37	0.38
Current duty	0.00	57.95	11.14
Total	48.40	106.79	58.62

All prices in pence per litre



	Highest price		Lowest price	
Kero	50.47 ppl	Fri 25 May 12	45.76 ppl	Mon 18 Jun 12
Diesel	50.54 ppl	Tue 29 May 12	46.89 ppl	Mon 18 Jun 12
Gasoil 0.1 %	49.24 ppl	Tue 22 May 12	45.50 ppl	Mon 18 Jun 12

	Biggest up day		Biggest down day	
Kero	0.52 ppl	Wed 06 Jun 12	-1.33 ppl	Fri 01 Jun 12
Diesel	0.64 ppl	Wed 06 Jun 12	-1.36 ppl	Fri 01 Jun 12
Gasoil 0.1 %	0.61 ppl	Wed 06 Jun 12	-1.34 ppl	Fri 01 Jun 12



The Fuel Oil News Price Totem

	Trade average buying prices			Average selling prices		
	Kero	Gas oil	ULSD	Kero	Gas oil	ULSD
Platts	46.49	57.06	105.34			
Scotland	48.56	60.04	107.64	55.39	63.85	111.35
North East	49.08	60.31	108.11	53.40	63.37	111.00
North West	49.75	60.82	108.83	53.90	64.73	111.83
Midlands	48.31	59.68	107.46	53.90	62.58	109.82
South East	50.64	60.43	107.42	54.91	63.61	110.13
South West	49.46	60.34	107.93	54.33	62.82	109.99
N. Ireland	48.80	60.48	106.86	54.18	64.85	112.57
Republic of Ireland	70.17	75.09	114.75	76.05	78.11	117.53

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: 12/06/2012

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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