

Fuel Oil News

MAY 2013



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M A B A N A F T

Take action, don't just sit back

It was great to see many Fuel Oil News readers at last month's FPS Expo. Being able to catch up face to face and hear views about successes and challenges in the world of fuel oil distribution is always very much appreciated.

With the threat of a decline in kerosene sales on the horizon, it was therefore surprising that not more attended the Oilsave campaign talk given by OFTEC director general, Jeremy Hawksley. Maybe after a long, cold winter with more sustained kerosene sales, thoughts of a declining market are just too distant?

Despite the delay to the domestic Renewable Heat Incentive (RHI), the government remains committed to moving the UK & Ireland's two million kerosene users onto other energies. DECC is forecasting that 400,000 rural homes will convert to renewable heat by 2020, leading to an estimated 20% drop in kerosene sales in less than 7 years.

Although the political landscape is

very hostile to oil, a survey just completed by Ipsos MORI has found the public reluctant to adopt renewables due to cost, hassle and bureaucracy.

It is inevitable that the UK & Ireland will move towards alternative forms of energy but this move must be done in a pragmatic way so consumers are not hit too hard. Jeremy Hawksley told the distributor-less audience: "If the RHI incentives are good enough, there's a real danger that this may just tip the balance."

Oil may not be the cheapest option but renewable energy is by no means free. Keeping the kerosene market active in the medium to long term has to be in the interest of everyone supplying kerosene. Drivers and installers are an ideal army to get Oilsave information out to those important customers.

"The industry cannot just sit back and watch," said FPS chief executive, Mark Askew. "Doing nothing to assist the kerosene market is simply not an option."



As cold weather persists into spring, this has certainly been a more 'contented' winter for many including Rix driver, John Williams. But, taking action to protect the kerosene market is vital – see above.

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"Distributor Debate"

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FURTHER EXPANSION AT INVER ENERGY

UNDER CHIEF EXECUTIVE OFFICER CHRIS O'CALLAGHAN AND HIS TEAM, INVER ENERGY HAS GAINED A REPUTATION AS A RELIABLE AND INNOVATIVE SUPPLIER

The company began over 30 years ago as an independent supplier of industrial fuel and steam coal to large end-users in Ireland, where a large presence is still maintained in these markets.

Since 2010, Inver Energy has operated through the new Atlantic Fuel Supply Company (AFSC) 82,000m³ oil import terminal at the deepwater port of Foynes in the Shannon Estuary, in which it owns a 50% share.

The terminal imports cargoes and supplies a wide range of products to distributors and end-users. "This investment confirmed our long-term commitment to the Shannon Estuary region and reminded us that Inver's roots lie in the Gaelic word for estuary," said Chris. "Irish customers have been pleased with our competitive pricing, reliability of supply and traceability of product at the terminal."



Strategically important to the South Wales and south west region, the Cardiff terminal has seen £10 million invested since 2006

Entering and developing the UK market

On purchasing Chevron Texaco's fuel and marine oil terminal in Cardiff as a going concern in 2006, Inver made its entrance into the UK market. Experienced and well-regarded in the industry, Tony Wilson was appointed to run the UK business. Tony quickly expanded the inland fuel oil business and the company's marine fuel supply presence.

A partnership with Mabanaft was set up in 2008, enabling Mabanaft to expand its UK presence. In a £3 million capital investment, storage capacity was converted from heavy fuel

oil to gasoil, diesel and kerosene, providing South Wales and the south west with a much needed supply option. The availability of these products from Mabanaft also allowed Inver to grow its UK sales beyond fuel oil.

In 2010, Inver embarked on its most ambitious expansion to date. A partnership with Greenergy saw further conversion of fuel oil storage to diesel, and the construction of a new petrol tank and rail importing facilities in a £7 million capital investment. In a long-term multi-

year agreement, Greenergy took over this diesel and petrol storage in late 2011, providing much needed additional supply options for petrol and diesel to the region's forecourts.

In preparation for changes to marine fuel specifications in 2015, 8,000m³ of fuel oil storage was converted to marine gasoil storage last year. Inver imported the first marine gasoil cargo in October 2012 providing the region with its only dedicated supply.



Inver Energy owns a 50% share in the Atlantic Fuel Supply Company's oil import terminal at Foynes in the Shannon Estuary

Interesting opportunities and challenges

In September, the company's 5-year storage deal with Mabanaft expires, opening up 31,000m³ of diesel, gasoil and kerosene capacity at the Cardiff terminal. Strategically important to the South Wales and south west region, the storage provides an opportunity for new entrants and security of supply for kerosene and gasoil.

"There's significant interest from independent importers and suppliers to take over the tanks and supply the market," said Chris. "However, the option to use the tanks ourselves is also being considered. Being a natural extension to Inver's Irish business model – we can bring our substantial experience in supply, risk management and pricing options to provide a reliable and competitive supply of product with a fresh approach." www.inverenergy.com

Heating oil security

Down in Somerset, Monument Fuels has been assisting local police with the distribution of heating oil security information packs to its customers. Trevor Rolph is pictured with police community support officer, Simon Bramley.



Crime prevention measures

Another distributor being proactive is Berkshire-based Marsh Fuels. Responding to a crime prevention bulletin about fuel theft, Carrie Marsh wondered if the police had actually consulted a fuel distributor before issuing....

Locks

Whilst locks on a metal tank are a good idea, there have been plenty of instances where a thief, when finding a plastic tank locked, simply heats a copper pipe and pushes it through the tank wall. Once the required fuel is collected, the balance spills into the garden, leaving the householder with no fuel plus the cost of a new tank and an environmental clean up!

Tank position

Siting a tank away from a road side is fine but users must check that their fuel supplier can reach it with a standard 60 metre hose.

Shrub planting

Blood shed on prickly bushes may help identify a thief, but the driver also has to do battle to get the hose in the tank. Bushes, fences and other barriers can hinder access, making a simple delivery job both more dangerous and take longer.

The police were appreciative of the comments which have been referred to the local crime prevention officer.

Dealing with storage challenges

Biofuels may no longer be a new issue: "But with further changes in formulation and legislative requirements imposed by the EU, potential problems will remain," says fuel quality expert Dr Philip Nathan, E&S Environmental.

"Increases in bio content and mandatory low sulphur diesels/gas oils will continue to challenge fuel tank storage. Tanks can accumulate debris in just a matter of weeks. In diesel and gasoil, debris and chemical deposits either sink or become suspended."

Check out the latest products and services for fuel polishing and tank cleaning on pages 17 – 20.

Fuel quality



Following research into fuel quality in summer 2012, Julia Mansfield of Fuel

Additive Science Technologies (FAST) has spoken on the topic at Fuel Oil News Distributor Debates in Manchester and Belfast.

Q: What is your opinion on the quality of imported fuel?

"Variable; by the very nature that fuels are sourced from many manufacturing points throughout Europe and beyond. A considerable amount of time can, and does, elapse between fuel production, import into the UK and final use; meanwhile fuel is ageing continuously.

"I am satisfied that large importers carry out quality checks on their fuels. However, gone are the days when the integrated oil majors refined fuels to levels substantially exceeding minimum specification.

"Few traditional oil majors now refine fuel. Merchant refining companies manufacture fuels on tight margins, with no large oil exploration company to cushion any losses. The knock on effect of this was seen by the closure of two UK refineries when Petroplus went into administration.

"Now, fuels are made to maximise any margin possible or sometimes to limit any losses, and any give-away of specification is minimised by complex refinery operating systems. Consequently, many fuels lie very close to the allowable limits of the fuel specification criteria."

Q: Has FAST published its fuel quality research findings and what has been the reaction from customers?

"We have had a great deal of interest from our customers around fuel quality, and some very enlightening conversations on the topic. We were surprised that those interviewed were not always clear as to the UK supply situation in its entirety."

FAST published its report into diesel, gas oil and biofuels quality in the UK & Ireland in March. For more details contact

Julia.Mansfield@fastexocet.co.uk

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THE MODERN ART OF OIL DISTRIBUTION

CRIME AND PUNISHMENT

THE NUMBER OF OPERATORS SELLING WASHED DIESEL AND TAKING BUSINESS FROM LEGITIMATE DEALERS CONTINUES TO AFFECT THE INDUSTRY

The low rate of convictions in Northern Ireland was recently raised by politician and TUV leader Jim Allister, where there have been just 17 convictions in the last four years, with little or no fines and prison sentencing imposed.

“This gives out all the wrong signals to the perpetrators,” said a Craigavon-based distributor. “Laundering fuel is the equivalent of stealing, and it damages vehicles, so it should carry a heavy penalty. As soon as one place is closed down, within a short time the same operators are carrying on regardless from a different, albeit close location.” The distributor, who wished to remain anonymous, was unaware that penalties were so low.

At the Northern Ireland Oil Federation, the message is clear. “If there’s known fuel abuse in an area, it impacts on business. It’s in everyone’s interest to report it and tackle the situation. After all, this fuel abuse is a real

threat to legitimate business and damages the industry’s reputation.”

The need to keep one step ahead with a more robust fuel marker

Most recently published figures by HM Revenue and Customs (HMRC) indicate that within the last year, officers dismantled 24 laundering plants and arrested 7 individuals for fuel fraud offences.

“We’re not complacent and appreciate the need to keep one step ahead of fuel launderers,” commented an HMRC spokesperson. “Consequently, the search for an even more robust marker capable of foiling 21st century fuel launderers is essential to ensure that opportunities for fraudsters to exploit fuel supplies are reduced and illicit fuel can be detected.”

In a joint initiative between the Republic of Ireland and the UK submissions for a new fuel marker suitable for use in both jurisdictions have been invited.

“HMRC is responsible for investigating suspected excise fraud and reporting cases to the public prosecution service. When we detect



Irish correspondent Aine Faherty with David Blevings, Northern Ireland Oil Federation at the recent Fuel Oil News Distributor Debate held in Templepatrick in March

those engaged in the illicit supply chain or commercial scale misuse of fuel, we also have a range of sanctions at our disposal. These range from seizure of assets, civil recovery of taxes evaded to prosecution. Sentencing is a matter for the judiciary; a review of which is being carried out by the lord chief justice.”

CHAT THROUGH IRISH ISSUES AND AIR YOUR VIEWS WITH AINE FAHERTY WHO CAN BE CONTACTED AT AINEFAHERTY1@GMAIL.COM

NEW IN SPILLCARE AND REMEDIATION



This new name has ‘already been selected as the provider of choice by a number of key public and private sector organisations’ says managing director, Stephen Calow

Working with strategic partners across Northern Ireland, border counties of the Republic of Ireland and beyond, Lisburn-based IandR Services can respond to spill and pollution incidents at agricultural, commercial and domestic premises.

Registered with OFTEC, Constructionline

and International Spill Accreditation, the company is also an accredited installer of Carbery and Harlequin tanks, a manufacturer and distributor of spill prevention products and an approved Darcy Products distributor.

Tailored spill awareness and training programmes are also offered. www.iandrservices.co.uk

TOP 10 DISTRIBUTOR SPONSORSHIP



A Northern Ireland hockey club is benefiting from sponsorship by AH Fuel Oils, a top 10 Northern Ireland distributor, and Solo Petroleum, an independent forecourt brand launched into the Northern Ireland market in 2009.

“Regularly winning trophies, Cookstown hockey club has probably been one of the most successful hockey clubs in Northern Ireland. I want to see this success continue in what I consider to be a family orientated club which has an excellent image in the local community,” said Andrew Hutchinson, managing director, AH Fuel Oils and Solo Petroleum.

The company, which was established over 20 years ago, delivers to domestic, agricultural and petrol retail outlets from depots at Cookstown,

Dungannon, Portstewart and Belfast.

With a strong customer care focus, tankers carry the strapline *everyday, everywhere, everytime*. “We try to guarantee same day delivery if it’s necessary and always try to meet customer requests,” added Andrew.



Andrew Hutchinson presents hockey club captain Gregg Allen with the new Solo Petroleum branded club jersey

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- Proven on 100% FAME



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- Reduced tank filling time



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- Instantaneous power delivery
- The starting potential of aged fuel
- Overall combustion efficiency



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PORTLAND MARKET REPORT

BOTH BASED THEIR GOVERNMENT ACTIONS ON IDEOLOGY AND BOTH RELIED ON THE WINDFALL OF OIL REVENUE TO ACHIEVE THEIR IDEOLOGICAL AIMS

May update

Another month and another world leader from an oil producing country passes away. One, a fearsome autocrat, unable to countenance dissent in any form and the other... Hugo Chavez! The death of Margaret Thatcher has been greeted with impassioned debates on her legacy and achievements, but few have commented on the importance of oil during her Premiership and this report will attempt to fill that gap.

To be a good Prime Minister, it is often said you need to be lucky and although there was nothing "lucky" about Britain in 1979 (when Thatcher came to power), there was one auspicious event in the wings that boded well – North Sea oil. By 1980, production was beginning to boom and this spurge in oil revenues rapidly helped the Thatcher administration address the UK's chronic balance of payments problem – something that had besieged successive governments since the war. Between 1980 and 1990, the government received oil royalties of £166bn (at today's value, circa \$300bn) and these revenues were largely generated by so-called "super-taxes" on oil production. Indeed far from taking a *laissez-faire*, free-market approach to North Sea oil, which characterised

her treatment of other industries, Thatcher's approach to North Sea oil was more in line with a traditional socialist model of "tax and spend." At one point the UK's petroleum revenue tax was at 90% (yes, you read that correctly!) and the spending...? Well much of that was on dole money, as Thatcher (wo)manhandled the UK to a free-market economy and unemployment rose from 1.25m to 3m by 1984.

Thatcher herself never doubted the importance of oil. She not only saw the oil embargoes of 1973 as one of the main factors behind the Tories election defeat in 1973 but many years later, she encouraged British investment in Russian oil fields as a way of boosting UK interests, whilst also accelerating the flow of foreign currency to her new ally Gorbachev. But as with all things "Thatcher", the miner's strike dominates and with oil, it is no different. Yes, over the years, much has been made of Thatcher's cunning tactics from 1981 to 1984, when having stock-piled coal to record levels (70m tonnes), she felt ready to go head-to-head with Scargill and his miners. At the same time, an equal amount has been made of the reckless Scargill, who took his colleagues on strike when the odds against them were seemingly stacked as high as the spare coal at

the power stations.

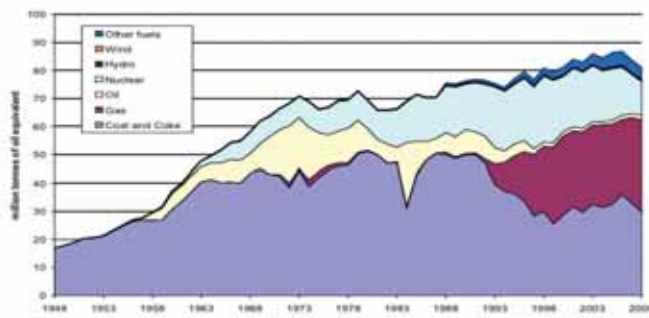
But the truth is that neither Thatcher nor Scargill could have predicted just how much oil would be flowing from the North Sea by 1984. Not only were the revenues piling in for the government, but the availability of oil meant that electricity generation from oil could increase from below 10% in the late 1970s to almost 35% at the height of the miner's strike (see attached graph, clearly showing electricity from oil replacing coal at around the time of the miner's strike). UK coal consumption during the strike reduced from 120m tonnes per annum to 90m tonnes and this shortfall was met almost entirely by oil and nuclear – the two ace cards of government – meaning that the lights stayed on and the miners were defeated.

If we are to criticise Thatcher from an oil perspective, then her failure (along with every other Prime Minister since) to harness the continued oil windfalls into anything more than short-term financial and political capital, clearly stands out. Across the North Sea, the Norwegians saw the long-term value of oil production and set up what has now become the world's largest Sovereign Wealth Fund (\$700bn) and Britain's failure to set up anything even remotely close to this, must be viewed as an "epic fail". Even if the British National Oil

Corporation (privatised in 1982) had maintained a 10% stake in North Sea production, annual oil revenues into the Exchequer would today be 25% higher than they are. And even if no stake had been maintained, but say 10% of North Sea revenue had been ring-fenced into a Sovereign Fund since 1985, then the UK would now have a fund sitting with between \$30 and \$40bn (depending on interest rates). And if we had gone the whole hog and maintained a fully nationalised oil industry (a la Statoil in Norway), then each year the UK would generate \$25bn (\$17bn pa more than it currently raises) and we would have a fund in excess of \$250bn - possibly as high as \$500bn, depending on how often each government dipped their fingers into the honey pot.

So the comparison between Thatcher and Chavez at the start of this piece was perhaps not so fatuous after all. Both based their government actions on ideology and both relied on the windfall of oil revenue to achieve their ideological aims. Both were lucky in their timing – Thatcher because she came to power when UK oil production started to boom and Chavez because his tenure coincided with a worldwide price boom. More damningly, neither did a great deal in securing their country's riches for future generations.

Fuels used to generate electricity 1948-2008
Source: DECC



For more pricing information, see page 22

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

FUELLING INVESTMENT

WHEN CARRS BILLINGTON AGRICULTURE (SALES) OIL DIVISION BOUGHT WALLACE OILS IN 2005, DEREK WALLACE SAID THAT HE WOULD STAY WITH THE BUSINESS FOR THREE YEARS. EIGHT YEARS ON, HE IS STILL THERE AND AT 67, HAS NO INTENTION OF RETIRING – JUST YET

LIZ BOARDMAN WENT TO MEET DEREK AT THE COMPANY'S NEW CARLISLE DEPOT TO FIND OUT MORE ABOUT THE GROWING GROUP OF COMPANIES



IFC has supplied skids at all of Carrs Billington's newly upgraded depots

From small beginnings

Having set up Wallace Oils in 1982 from his living room, former boiler engineer, electrician and Currie Fuels sales representative, Derek, gradually built up the business, buying trucks and eventually a depot in Carlisle in 1989.

Now wholly owned by Carrs Billington Agriculture (Sales) Oil Division, Wallace Oils sits alongside sister companies Johnstone Wallace and Carrs Billington Fuels. Although at the moment the companies still operate under three separate names, the plan no doubt, at some time in the future is to bring them all under the Carrs Billington Fuels branding in the future.

With five depots in the north of England (Carlisle, Lancaster, Hexham, Cockermouth and Langwathby) and three in Scotland (Dumfries, Castle Douglas and Stranraer), Carrs Billington supplies

circa 100 million litres of fuel and a substantial amount of lubricants each year. Each depot operates in a 30-40 mile radius, giving the division excellent coverage in Cumbria, Northumberland, Lancashire and south west Scotland.

A rural landscape

The division does a huge amount of business in the agricultural sector. "We operate in an extremely rural area. Over the summer 40% of our business is gasoil to farmers. Our parent company, Carrs Billington has a very strong presence in the sector, selling feed and other agricultural supplies." On the flip side, over winter, 60% of our work is in domestic heating oil."

A keen supporter of the area's agricultural shows, Carrs Billington has attended the Cumberland Show under the Wallace Oils banner

for the last 30 years. This year is no exception, as Derek explained: "It's a form of local advertising for us – it's all about having a presence and

offering our customers a cup of tea and a bun. We like to spend a bit of money and encourage customers to visit us with their families – it's nice for them to see that we value their custom. We do also take orders and get some new business each year."

Loyalty pays

With community buying still very much a hot topic, Liz asked Derek if it was prevalent in the area and whether the company supplied any buying groups.

"There are lots of buying groups in our area," said Derek. "It's a fact of life – we either have to work with them or lose orders. Hexham has three on its books and in Carlisle there is a similar number and is growing. On the whole we have a good rapport with them and the majority of them are village based. I can understand the thinking behind it. I don't want to be high handed – it's a numbers game, we've had to encompass it



Staff worked throughout the Easter holidays to accommodate demand



The company's new Carlisle depot – commissioned in October 2012

in our business. We pride ourselves on giving a good service and particularly with the buying groups and this has definitely worked in our favour.

“The downside is that if buying groups chop and change between distributors, then they don’t get our loyalty. Why should they? It works both ways. If a good, loyal customer requires an emergency delivery, they get it. I often get calls on a Sunday; I had to build the business like this. My business card has all of my numbers on – I don’t get abused and would always rather people called if they are struggling. We also have

an emergency line where there’s always someone on hand to help. We are open from 7am until 5.30 during the week and Saturday mornings.”

A boom in business

Thanks in part to the recent cold weather, Derek reports that business is very good. When FON visited the Carlisle depot just before Easter, Derek said that staff would be working right through the bank holiday: “It’s been busier than it was over Christmas. The dreadful weather is extending the season. This time last year it was 20°C and we didn’t do anywhere near

as much business. At the moment we’re easily delivering twice the quantity.”

Further proof that Carrs Billington is doing well is the significant investment in its facilities. As part of an ongoing programme of refurbishment across the division, a new Carlisle depot was commissioned last October. “We needed a new depot as we had outgrown the old premises,” explained Derek. The new depot was built for purpose and features a brand new bottom loading skid from IFC and tanks from Koronka, giving approximately 500,000 litres of storage. “The location is spot

on,” said Derek. “The Carlisle bypass and the M6 are both just 5 minutes away and the Ineos terminal at Dalston, where product comes in by rail, is also close by.”

Across the company, three depots have been upgraded in as many years. Cockermouth has a brand new facility, inside a Carrs Billington retail outlet and Hexham’s depot is only two years old.

Across the border, Johnstone Wallace’s Dumfries depot has had a major refit, whilst its Stranraer and Castle Douglas depots are also being upgraded.



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THE OUTLOOK FOR ENERGY: A VIEW TO 2040

For many years, BP, with a certain amount of supporting fanfare, has produced an annual *Energy Outlook*, which takes a forward looking view of future energy supply and demand, accompanied by a welter of statistics and tables. The latest publication, released in January 2013, comprised projections through to 2030.

In March, with rather less fanfare but of comparable authority, substance and weight (131 pages), Exxon Mobil updated its annual review in a publication entitled *Outlook for Energy: a View to 2040*. Given its size and scale/spread as a supplier and presence in the global energy market, its key findings are worth capturing.

OIL WILL REMAIN THE NUMBER ONE GLOBAL FUEL

Plentiful energy supplies but no mention of price

The Outlook is seen as providing 'a window to the future', helping to guide the company's strategies and investments. Over the next five years, ExxonMobil expects to invest an eye-watering sum of approximately \$185 billion in energy projects.

A key premise underlying the forecasts is that they are based on current technology, so by not allowing for future technological advances, it could be considered to err on the cautious side.

A significant omission from the Outlook is any projection, or commentary, around future price levels. With an underlying theme suggesting plentiful energy supplies over the period considered, this points to any upward price pressures being suppressed?

On the basis that we often struggle to forecast with any high degree of confidence price levels merely in the weeks/months ahead, the omission is probably a sensible one!

www.exxonmobil.com/energyoutlook

What are the key findings of this 'window to the future?'

Oil will remain the number one global fuel. Natural gas will be the fastest growing major fuel with demand rising by 65%, overtaking coal for the number two spot. World oil demand, excluding biofuels, will rise to 105 million barrels per day by 2040 (88m bpd in 2012).

Efficiency will continue to play a key role in solving energy challenges. Energy-saving practices and technologies, such as hybrid vehicles and high-efficiency natural gas power plants, will help countries in the Organisation for Economic Cooperation and Development (OECD), including those in North America and Europe, keep energy use essentially flat, even as OECD economic output grows 80%.

Energy demand in developing nations (non OECD) will rise 65% by 2040 compared to 2010, reflecting growing prosperity and expanding economies. Overall, global energy demand will grow by 35%, even with significant efficiency gains, as the world's population expands from about 7 billion people today to nearly 9 billion people by 2040, led by growth in Africa and India.

CO2 emissions from OECD countries will fall by 20%. Those from non-OECD countries will rise by 50%, to represent 70% of the world's total. Energy related CO2 emissions will plateau by 2030 and then start to fall, the main driver being the substitution of gas for coal.

Transportation demand will grow by 40%, led by expanding commercial activity (trucks, aircraft, ships, trains), where growth will be 65% (of which 80% will come from developing countries) as economies and international trade grow. However, energy consumed by personal vehicles will gradually peak and then begin to fall as our cars, sports utility vehicles and small pickup trucks become much more fuel-efficient.

Diesel will account for 70% of fuel demand growth, with gasoline remaining relatively static in spite of the number of personally owned vehicles doubling.

Aviation – demand for fuels will rise by 75%.

Shipping – demand will increase by 90%.

Industry, residential and commercial sector demand will increase by 30%, with natural gas and electricity accounting for over 60% of fuel consumed in the latter.

Technology is enabling the safe development of once hard-to-produce energy resources; significantly expanding available supplies to meet the world's changing energy needs.

Electricity generation – with this growth comes a greater demand for electricity. Today, and over the next few decades, this represents the largest driver of demand for energy. Through 2040, it will account for more than half of the increase in global energy demand, growing by almost 80% over 2010-2040.

Nuclear power and renewable energy will grow, while demand for coal peaks and then begins a gradual decline.

Evolving demand and supply patterns will open the door for increased global trade opportunities. Around 2030, the nations of North America will likely transition from a net importer to a net exporter of oil and oil-based products. The changing energy landscape and the resulting trade opportunities it affords will continue to provide consumers with more choices, more value, more wealth and more good jobs.

SHOULD FPS AND OFTEC MOVE CLOSER TOGETHER?

DESIGNED TO BOOST THE OIL HEATING INDUSTRY, THE OILSAVE CAMPAIGN IS A JOINT INITIATIVE BETWEEN OFTEC AND THE FEDERATION OF PETROLEUM SUPPLIERS. SHOULD THE TWO ORGANISATIONS DO MORE TOGETHER?

Brian Allerton, WCF

“In recent times, FPS and OFTEC seem to have been working more closely together and I think this has been to the betterment of the industry. Closer communication must make for a better understanding of each other’s aims and aspirations. After all, we’re all working towards the same goals.”

Mark Askew, FPS

“It’s important that those who represent all aspects of our sector should have the ability to work together in a constructive way, within areas of mutual interest.

“Over recent times the FPS has worked hard to develop good working relationships with its partners in the sector and is currently working on the Oilsave campaign with OFTEC. We’ve also worked with OFTEC on other joint initiatives and will continue to seek ways in which we can

operate together to support the industry which we serve.

“We’re already working closer together than we have for some time and are in regular communications at all levels. We also meet to discuss how the relationship is developing and to see if there are other areas in which we can co-operate.”

Derek Wallace, Carrs Billington

“As both organisations are oil related, it certainly makes sense for them to move closer together.”

Jeremy Hawksley, OFTEC

“OFTEC and FPS already work closely together, most notably on our joint marketing campaign, Oilsave, where we are promoting the benefits of oil heating to consumers and working hard to defend our industry – with the support of many others from within our sector.

“Our members share many goals, particularly around the need for a strong and sustainable industry. For this reason, we’ll continue to explore opportunities to work together now and in the future.

“However, while we share many interests we serve different groups with different needs within the oil heating sector. OFTEC believes those interests are best served by having two independent trade associations to focus on and champion the particular needs of their members.”

Mark Nolan, Nolan Oils

“I think the two organisations should work more closely. We’re both representing the same trade, so I think only good can come of working together.” (Mark Nolan was inaugurated as FPS president last month, his tenure of office will be two years)

OPERATIONS MANAGER CENTRAL LONDON

Are you an experienced Transport or Logistics Manager who has operated at a senior level?

Can you demonstrate strong man management and operational skills with a proven record of delivery?

Our client is one of the UK’s leading independent suppliers of fuels and is working towards being the market leader in the supply of road fuels to independent retailers. Our client’s growing reputation has resulted from providing quality products that are competitively priced, supplied and delivered with a customer-focus.

They now seek to appoint an Operations Manager who will oversee the operators responsible for routing, scheduling and planning. You will be directly responsible for a small team committed to delivering its fuel products to its customers throughout the UK in the most reliable, cost effective and practical way. Customer focussed and articulate, you will be capable of presenting at a senior level to new and existing accounts, and whilst the role is office based in central London there will be an extensive requirement to travel throughout the UK.

The ideal candidate will have previous experience of the transportation and logistics of fuels and will have operated at a senior level. Having worked within a busy transport environment, you will be skilled in routing and scheduling a large fleet of road tankers in the most efficient way. Utilising this experience you will lead and train the team to enable effective operations and efficiencies whilst maximising use of the existing logistics software. You will also be required to collect and prepare statistics for presentation to the Board.

For a confidential discussion please contact

John Surtees on 01565 626754

john@oilrecruitment.co.uk

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PICTURES FROM AN EXHIBITION



Craggs Energy managers – Robbie Rouse, Jeremy Cosway and Ben Duckworth – admire the scenic view on the company's latest vehicle from Tasca Tankers



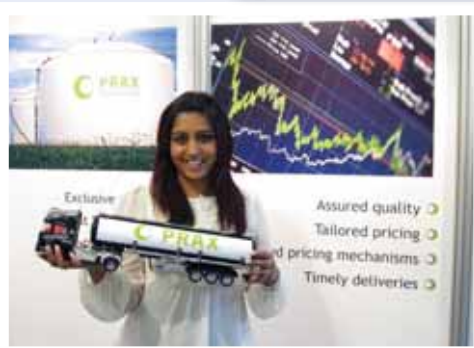
Making the acquaintance of the UK's newest entrant Mark (I) and David Thompson (far right), Thompson Fuels, Craigavon with Valero's Mike Lewis and Eric Fisher



Lakeland's Roger Adams receives the 2012 Tanker of the Year award from Fuel Oil News editor Jane Hughes, watched by Nick Heath, Suzanne and Stephen Newell



David Hodge beside Ribble Fuel Oils first Magyar built tanker



On the Prax stand, Dixie Patel kept visitors entertained with this remote control tanker



Above: Taking a break - Derwyn Williams, Anglesey Oil



Left: With Fuel Oil News staff Hannah Curzon and Liz Boardman is Ludovic Ardoin of Behzad Fuels



Lynn Casson and Dave Spencer introduce a new look for WCF Fuels on this latest RTN built tanker



From Staffordshire based AID Fuel Oils – Ross, Jeremy and Alex Whitehouse

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Outstanding

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“This is definitely the easiest system I’ve ever used. Its **speed**, coupled with **ease of use**, makes my job **very efficient**”

Glynn Mitchell,
Crown Oils Tanker Driver

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Absolute fuel tank filters

Centre Tank Services (CTS) has seen bulk fuel filtration grow into a substantial market in recent years. Whether it is the presence of debris, or water that has entered the fuel tank, many industries including construction, mining, agriculture and transport have experienced the detrimental impact that contaminated fuel can have.

For companies in these industries, fuel tank filters are a must have piece of equipment. Diesel containing dust, particles or bacteria caused by water can damage vehicle or machinery engines, leading to costly downtime and loss of productivity.

To account for the higher end of the bulk fuel filtration market, CTS has just launched the Donaldson range of absolute filters; high efficiency, high flow rate filters. These filters are the ideal solution for two primary applications:

1. Where greater filtration is required - absolute filters stop a maximum amount of contaminants from getting into the engine, and are therefore ideal when vehicle/machinery downtime is even more costly than average.
2. Larger pumping installations - these filters have a high flow rate capacity of 246lpm, and therefore can cope with greater flow rates than the average filter.



The Donaldson range – high efficiency, high flow rate filters now available from CTS

Available from the CTS range of absolute filters is a four-micron particle filter and a water block filter, as well as single and dual filter heads. See also page 20. www.centretank.com

New at Cyrus Energy

Cyrus Energy offers a range of specially developed fuel conditioning and treatment products.

Used by a large number of commercial operators, Cyrus Eradicate kills bacteria and eliminates microbiological contamination. It can also be used as a preventive measure. Cyrus conditioners – Fleet, Agricon and Marine – can improve fuel efficiency and maximise performance.

“I wouldn’t be without Eradicate now,” said fishing vessel skipper, John MacDougall. “I’ve been using it ever since the vessel first had a diesel bug problem.”

“In tropical Sierra Leone, a mining client, which uses diesel for generators, is stockpiling Eradicate to be ready for future problems,” says James Wheeler of Winchester Procurement.

Cyrus Energy has appointed a new distributor in Ireland – Swan Net-Gundry and has a new website www.cyrus-energy.co.uk. See also page 23.



Cyrus Energy helping to Eradicate diesel bug

Sampling fuel quality with TankCare

Carry out your own quality checks on deliveries and out-going fuel stocks with a sampling kit from **OTS TankCare**.

Designed to be used in conjunction with a planned maintenance programme, the kit’s main advantage is that full service tests can be scheduled more efficiently, reducing costs and enabling a quality control procedure to be set up according to site specific requirements.

“Normally we recommend full service testing for derv/gas oil tanks on a quarterly basis,” explains TankCare operations manager, Darrin Francis. “For clients who undertake their own interim tests we can offer an alternative Tier 2 service.

“A client opting for Tier 2 service will start with a full service test to set the baseline, entering test results onto a website database. As interim readings are logged, the client can observe trends and any anomalies. Results are then

validated by a follow up full service test on a six monthly cycle. Clients can test as many times as they like with the benefit of building up more accurate results at the start and finish.”

Designed to cover requirements for two fuel grades, the fuel quality test kit includes six sterile sample bottles, a syringe and one micron filter patch – used to capture a visual indication of the contamination level within the sample – plus gloves, a spill matt, and instructions. These components are secured in a rugged polycarbonate holder together with hi-resolution images of clean fuel as a guide.

Samples, which can be returned to TankCare’s test laboratory in an enclosed postal container or collected by courier, will be analysed within 24 hours with results logged and reported back to the client.

www.tankcare.eu.com



Adler & Allan has a number of years experience in fuel storage issues, see page 20.



DEFEND YOUR DIESEL IT'S OUR MISSION

Whenever and wherever today's diesel fuels are stored, there's a risk of contamination and degradation – this can pose a real risk to your diesel engines and the power they provide.

A Diesel Defence Fuel Polishing System from IPU is a common sense solution.

- Automatically re-circulating, cleaning and filtering your fuel
- Routinely removing all water and damaging particles
- Maintaining your fuel within industry standards
- Consistently ensuring you've got power when it's needed

Systems are available for any size or type of fuel storage tank for any standby power, fire pump or other critical application. They come complete with easy-to-use control systems and a variety of optional features, including live fuel cleanliness information.

For expert advice on how to keep your stored diesel clean and dry, call a member of the IPU Fuel Conditioning team on 0121 511 0400.

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DEALING WITH DIESEL

ALL OF IPU GROUP'S FUEL CONDITIONING PRODUCTS ARE DESIGNED TO PRESERVE THE QUALITY OF STORED DIESEL FUEL. ANDY HILL, GROUP MARKETING MANAGER, TELLS US MORE ABOUT IPU GROUP'S PRODUCTS AND SERVICES, AND HOW THEY CAN HELP PRESERVE THE QUALITY OF STORED FUEL



"As a first port of call, we will always suggest a continuous fuel testing programme to ensure that any issues can be detected as soon as possible. Our first choice would always be to test on site, which we can offer, with instant results. However, sometimes it's simply not possible to test on site, or you may need accredited lab standard test results – for these instances, lab testing is always available as a backup, and this is something that we can arrange.

"In doing this, you may find you have a heavily contaminated fuel storage tank. It is often thought that the only solution to these problems is expensive fuel uplift and replacement, but our fuel cleaning service means that you can have your diesel fuel deep cleaned, in the fuel tank, without the need for fuel uplift.

"We simply blend FastClear FCC® into the fuel then pass it through a multistage filtration process before returning it to your tank. The FastClear FCC® agent conditions the fuel by combining water, waxes and resins into the fuel in an irreversible process and the filtration process removes dirt, rust particles and biomass created by microbial infection,

resulting in clean fuel and fuel system.

"Thereafter, there are then a number of procedures that can be carried out to ensure fuel then stays at its prime. When it comes to preventing contamination, everyone knows that water is the enemy of those storing diesel for long periods. One of the simplest, most cost effective methods of reducing the risk of water in your fuel tank is by fitting a tank vent filter. An effective tank vent filter will remove up to 97% of moisture from air as it enters your fuel tank and is a very simple, cost effective way to ensure that fuel is kept clean and dry.

"Apart from good fuel housekeeping, another easy form of protection you can provide for your fuel is a good quality fuel stabiliser. Our Diesel ADV+ is specially formulated to provide long term fuel oxidation stability for diesel and gas oil, as it controls water content and cleans up your fuel system by removing dirt particles – by using this you can expect to double your fuel storage life for a relatively low cost.

"We also pride ourselves on supplying one of the latest state of the art approaches for ensuring

that stored diesel or gas oil stays free from contamination – the fitment of a fuel polishing system to your fuel storage facility. Diesel Defence fuel polishing systems from IPU Group constantly recirculate your fuel through a series of filters removing water, dirt and other damaging contamination. All Diesel Defence units operate automatically via an inbuilt 24/7 timer and are fitted with a variety of alarms and options to reduce the man-power needed to keep the system up and running. It is always advisable to use our fuel polishing systems in conjunction with a

broad spectrum fuel biocide such as Predator™.

"As with many jobs, prevention is always better than cure, but IPU strives to make sure that we have levels of fuel conditioning options for every eventuality – from testing to a full tank clean, there is always an option to make sure that your fuel can be kept in its prime."

For more information call Kate Watkins or Sophie Baker on 0121 616 5800 or alternatively email sophiebaker@seal.uk.com.



Coming to your diesel's defence

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The MF100 fuel dispensing unit

The all-new MF100 from Alpeco is a self-contained, demountable fuel dispensing unit designed especially for fuel distributors with customers who require low volume metered fuel deliveries. It is ideal for deliveries in difficult access locations including t50 plant equipment, building sites, generators, boats, greenhouses, where a conventional tanker might not be practical or cost-effective.

Comprising an electric pump, meter and 14m x 25mm hose reel with a 1" dispensing nozzle, with ratchet pull-out and spring rewind mechanism; it is easily mounted in the back of a van, pick-up or drop side truck together with an IBC or small demountable tank to facilitate smaller deliveries.

Charged by the vehicle alternator, a 12v battery powers the 90lpm electric pump unit,

which automatically starts and stops by the meter preset and stop/start facility.

Product quantity is accurately measured by an NMO approved Liquid Controls M5 1.5" flow meter, which is fitted with an inlet strainer, air eliminator and 2-stage outlet valve. The MF100 can be supplied with a TE550 electronic register or a Veeder-Root mechanical register, giving the facility to produce delivery tickets.



Assisting with low volume metered fuel deliveries, the all new MF100 from Alpeco

Adler & Allan - experienced in fuel storage issues

Good housekeeping for fuel storage has been advocated by Adler & Allan (A&A) for a number of years.

"It's three years since we held our *Biofuels Forum* with Mabanaft, and we're pleased to say that a number of major customers are following our recommended approach, resulting in significant cost savings and no operational downtime," said Alan Scrafton. "Those that have had a problem, for whatever reason, receive our rapid turnaround service from sampling, lab analysis to a quick on-site polish service."

"A&A's tank maintenance programme checks both tank cleanliness and the fuel itself," says Dr Philip Nathan, E&S Environmental. "A simple vertical suction rod inserted into a tank doesn't solve the problem as the whole tank needs to be cleaned. In addition to manual cleaning, A&A is more routinely de-sludging and de-watering.

"We've found customers who've been offered magnet removal techniques that only take away the magnetic particles, retaining micro-organisms; this doesn't resolve the problem. A good fuel management programme means having fuel sampled and tested on a regular basis and de-watering and de-sludging, either quarterly or half yearly."

"Using specialised filters designed by E&S Environmental, A&A's fuel polishing and refurbishment removes all debris, damaging particulates and other particulate contaminants, as well as all entrained water and micro-organisms," explained Dr Nathan. "We've recently undertaken successful work for airports, fuel distributors and oil majors, where each had a different water ingress scenario." See also page 17 and back cover. www.adlerandallan.co.uk

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Better accountability

Whilst Tamworth-based Powelectrics is relatively new to the world of fuel oil distribution, the company has over 12 years experience in remote tank level monitoring and over two decades of experience in wire-free telemetry.

Aiding the work of the fuel oil distributors supplying its 250 UK depots, a system has recently been installed for a mail distributor.

The issues

With its fuel requirements purchased and managed centrally, each depot had to provide a manual fuel stock level to ensure timely orders and deliveries. But, when fuel deliveries were made, there was no way of matching up volume with the invoice, nor of ensuring that deliveries were conveniently timed to avoid periods when vans were filling up before their rounds.

It was also impossible to know what was being lost to petty or planned theft; nor to know the stock levels at the end of each month for accounting purposes. Fuel suppliers had last minute requests to make deliveries, as well occasions when they turned up to fill a tank which did not have enough spare capacity.

The solution

The solar powered Metron2, which uses the GSM mobile phone network, was selected. An in built display makes testing quick and easy and doubles up as a local stock level gauge.

The hydrostatic level sensor is easily dropped into the tank using existing openings and provides a highly accurate volume reading. The sensor compensates for changes in air pressure, accommodates different tank sizes and shapes and provides a very robust measurement.

This setup transmits the volume of fuel in the tank to the server as frequently as every 10 minutes. Data forms the basis for management reports and automated actions such as raising purchase orders, communicating with sites about deliveries, and also acts as an anti-theft alarm.

Data can be interfaced to the fuel suppliers' routing/scheduling software, with clients knowing when deliveries will take place and even which vehicle and driver will undertake them. The system can be interfaced with multiple financial packages to create purchase orders, invoices and audit functionality.

The ability to work with virtually any sensor and communicate openly over the airwaves makes the Metron2 suitable for end users, sensor suppliers, software solution providers and end

users. Powelectrics offer sim cards and the Metron View data collection service.

www.powelectrics.co.uk



The Metron2 providing better functionality for end users and fuel distributors

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WHATEVER YOUR INDUSTRY



WHEREVER YOUR LOCATION



FROM YOUR MOBILE



FROM YOUR COMPUTER



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- Less chance of overspill so lower clean up costs

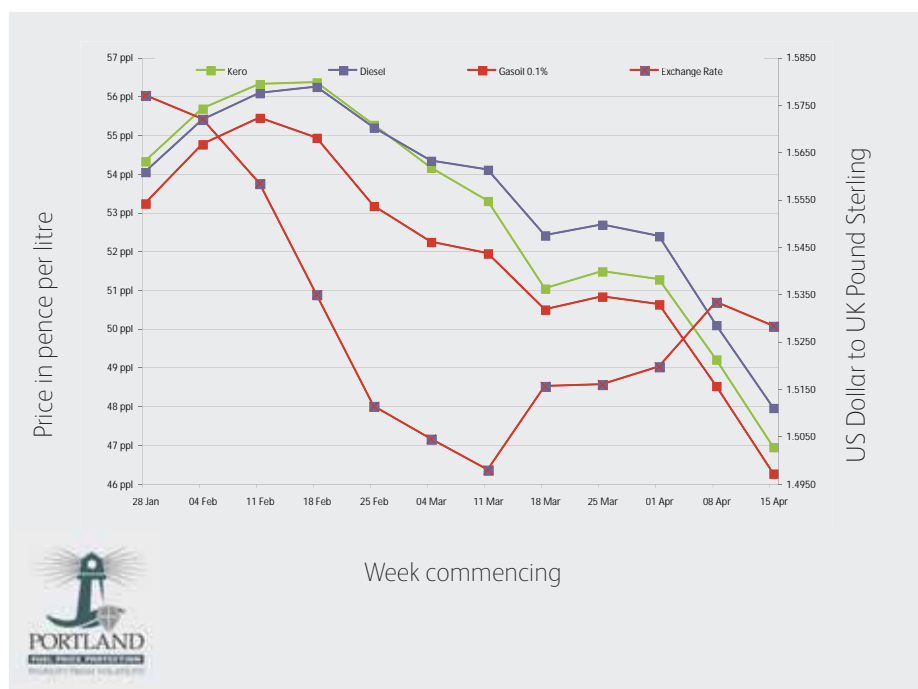
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Call 01827 310666 or email sales@powelectrics.co.uk to find out more.

Wholesale Price Movements: 19th March 2013 – 18th April 2013

	Kerosene	Diesel	Gasoil 0.1%
Average price	49.97	51.09	49.34
Average daily change	0.56	0.56	0.53
Current duty	0.00	57.95	11.14
Total	49.97	109.04	60.48

All prices in pence per litre



Highest price

52.75 ppl

Tue 02 Apr 13

Biggest up day

+0.91 ppl

Tue 02 Apr 13

Kerosene

Lowest price

46.57 ppl

Thu 18 Apr 13

Biggest down day

-1.39 ppl

Thu 04 Apr 13

Highest price

54.13 ppl

Tue 02 Apr 13

Biggest up day

+1.27 ppl

Tue 02 Apr 13

Diesel

Lowest price

47.59 ppl

Wed 17 Apr 13

Biggest down day

-1.74 ppl

Thu 04 Apr 13

Highest price

52.27 ppl

Tue 02 Apr 13

Biggest up day

+1.19 ppl

Tue 02 Apr 13

Gasoil 0.1%

Lowest price

45.90 ppl

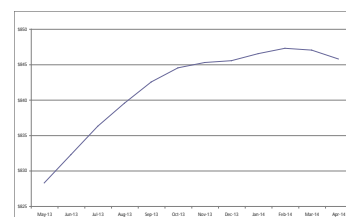
Wed 17 Apr 13

Biggest down day

-1.60 ppl

Thu 04 Apr 13

Gasoil forward price
in US\$ per tonne



May 2013 – April 2014

The Fuel Oil News Price Totem

	Trade average buying prices			Average selling prices		
	Kerosene	Gasoil	USLD	Kerosene	Gasoil	USLD
Platts	50.37	60.82	109.27			
Scotland	52.86	64.87	112.20	57.86	67.62	114.45
North East	53.43	64.05	111.30	60.42	67.78	114.11
North West	54.56	65.33	112.55	60.43	69.43	114.93
Midlands	54.27	64.87	112.47	66.23	68.95	114.70
South East	53.66	64.77	113.55	61.38	69.33	116.69
South West	52.29	63.62	111.66	65.90	69.88	116.80
Northern Ireland	54.35	64.71	113.05	60.00	70.06	117.50
Republic of Ireland	75.20	79.68	118.75	80.66	83.35	121.86

The price totem figures are compiled from the results of a telephone survey of distributors carried out on 05/04/2013

Buying prices are ex-rack. Selling prices are for 1000 litres of kero, 2500 litres of gas oil and 5000 litres of USLD (Derv in ROI). Prices in ROI are in €.

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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SUSPECT THE PRESENCE OF BUGS IN YOUR DIESEL?

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