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What a performance!

BP has sponsored the Royal Opera House for 25 years. As thousands waited to watch the opera on the BP Big Screen in Trafalgar Square last month, they were treated to an impromptu performance.

Before a note from Verdi's *La Traviata* could be heard, a masked dance group gyrated to Taylor Swift's *Trouble* whilst 'dramatically ripping off' BP logos from their black costumes.

Such groups, and there are several, have been very active in protesting against oil's sponsorship of the arts. In April, BP's sponsorship of the Vikings exhibition at the British Museum was challenged by the Reclaim Shakespeare Company.

One wonders if the members of the Free Art from Oil campaign have given up driving, flying abroad for holidays, playing football, using sellotape and wearing lipstick... along with all the other essential benefits that oil and the hydrocarbon chain produce for our present way of life.



Back in the 1980s, BP undertook 17 explorations in the waters around Ireland, an area then described as exceptionally challenging due to its size, depth, and hostility. With vastly improved exploration and production technology, greater global demand for hydrocarbons and instability in other traditional oil producing states, could Irish waters put in a good performance in oil production in the future?

Perhaps looking to maintain Ireland's 21st century life, the mantra of the 2nd Annual Ireland Oil & Gas Summit held recently, is definitely *if oil be the fuel for us, drill on!*

For those not averse to mixing oil with culture, you can still catch the Vikings at the British Museum until 22nd June.

Fuel Oil News

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

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Since moving to its new terminal at Stanlow, ESL Fuels has gone from strength to strength. For more on ESL Fuels see page 19 of the April issue of Fuel Oil News

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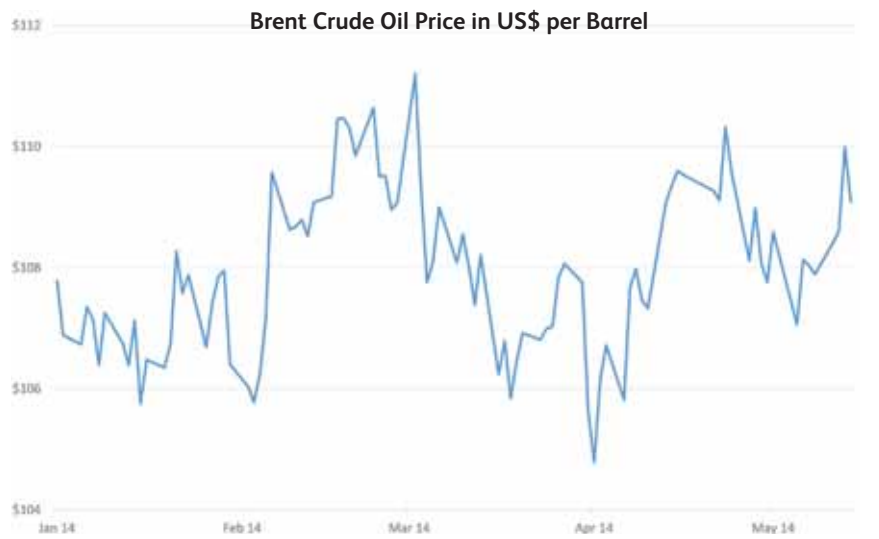
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Predicting the oil price

As the graph right shows the price of crude has been volatile and increasing since January but is anyone able to predict this? “Everyone knows the kind of things that push oil prices up and down, but do they know when these things will happen?” To find out more, go to page 13 for this month’s Portland Market Report.



A simpler approach

The Lisburn-based Stanley Gordon Fuel Group, which includes *Dunmurry Fuels and Brian Corbett and Sons*, has entered its newest tanker for the title of Fuel Oil News 2014 tanker of the year.

Built by Road Tankers Armagh, this 8,600 litre tanker has three compartments and features Kalflow, a new bottom loading system from Greek company Kalymnos Fuel Engineering, which was showcased at this year’s FPS Expo.

Manager Simon Gordon was attracted by ‘a less complicated bottom loading system designed to make his working life easier by focusing on the essentials’.

The system is being distributed in the UK by Road Tanker Spares International (RTSI).

“This tanker features a new prototype back to basics bottom loading system that’s user friendly – simple, efficient and easy to maintain,” said David McIlveen at RTSI. “Equipment and spare parts will be available on a next day delivery service.”



Beside the new tanker at FPS Expo (l-r) Simon Gordon, manager Stanley Gordon & Sons Fuel Group, Trevor Wilson, Road Tankers Armagh, Ioannis Sav. Kalymnos, Kalymnos Fuel Engineering and David McIlveen, RTSI

Suppliers support marathon effort

Helen Thurtle, business development manager at Boilerjuice, completed this year’s Virgin Money London Marathon – her first marathon – in three hours 30 minutes, raising over £2,600 for her chosen charity, Mind.

Helen, who is the main point of contact for heating oil suppliers, was delighted by the huge amount of support she received from the Boilerjuice suppliers. One Norwich-based supplier, with whom Helen works very closely, helped boost her fundraising efforts by arranging events including a dress down day and a series of coffee and cake mornings, which raised an additional £100.

“We really try to go the extra mile for our suppliers by making their Boilerjuice experience the best it can be,” said Helen. “It was so overwhelming for me to see so many suppliers doing the same for me. I really wasn’t expecting so much support from everyone but it’s been really nice. I wouldn’t have hit my target without them!”

Boilerjuice founder and managing director, Paul Ward added: “We’re all very proud of Helen’s achievements, when she sets her mind to something, it gets done!”

If your company is raising money for charity this summer, see page 3.



Marathon runner Helen would like to thank all the heating oil suppliers who supported her fund raising

New depot advantage

Rugby fans queued up to meet their idols at a special *meet and greet* session at Oil 4 Wales' new FPS fuel certification accredited depot in Milford Haven

At the depot, which was acquired from Mabanaf-t-owned Thomas Silvey, Radio Pembrokeshire broadcast live interviews with the past and present rugby players taking part in the event.

Refreshments were provided and fans had the opportunity to win a signed Scarlets rugby ball and to participate in a spin the ball competition to win tickets to see Wales v Australia during the autumn international series in Cardiff.

"It's always good to get out and about in the local community and meet our fans," said Ken Owens, Wales and Llanelli Scarlets hooker. "Oil 4 Wales is a great company to be involved with; like us, the team are just as passionate about Wales and supporting the local community."

Last month Oil 4 Wales became the first oil distributor in the UK to be awarded accreditation to the fuel certification scheme run by the Federation of Petroleum Suppliers.

Being accredited means that Oil 4 Wales has its kerosene, gas oil and diesel storage tanks checked quarterly for particulate, water content and biological contaminants. The company's tanks are serviced by OTS Tankcare.

Read the full story at www.fueloilnews.co.uk.



l-r Neil Jenkins, Dafydd Jones, Rhys Priestland with Laura Davies, Lynne Cressey, Colin Owens of Oil 4 Wales and Ken Owens and Jonathan Davies

Tank management

Encouraging visitors to ask questions about diesel bugs at this year's FPS Expo were Caroline Lobatto, Mike Hayward and Gill Alderson from Conidia Bioscience.

Find out what this company and many others have to offer tank operators and suppliers on pages 18-21.



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UNIVERSITY STUDENT DAYLE MORALEE SPENT SOME TIME WITH A&D PUBLISHING RECENTLY TO GAIN WORK EXPERIENCE. HAVING DISCOVERED THAT HER FATHER JON HAD BEEN A TANKER DRIVER, WE ASKED DAYLE TO INTERVIEW HIM

After spending 7 years working in the family butcher business and a spell as a container driver for Maersk Line, my father started driving tankers in 1992. On behalf of Butler Fuels and Bayford Oil, he drove tankers for 16 years.

Variety with challenges

“I feel very lucky to have experienced many types of delivery in my tanker driving career – construction, marine, agricultural, commercial, industrial – but my favourites were definitely the domestic jobs.

“I had variety and I really enjoyed meeting and befriending new customers. One customer had a stables in Muggleswick where I used to time my delivery just before my break so I could chat with the trainers over a cup of tea when I’d finished.

“Tanker drivers are the ambassadors of a fuel oil distribution company, it’s their manner, appearance and knowledge of how to do the job properly that gives customers confidence in the company’s service. With scheduled deliveries, good time keeping is essential as a late delivery could be a motive for a customer

to move their business elsewhere.

“Deliveries with high security, such as one at a construction site within a prison, could be tedious whilst marine deliveries could be challenging – we were once required to bunker a ship with 750,000 litres using two tankers with capacities of 36,000 litres!”

Would you recommend tanker driving as a career and, if so, what advice do you have?

“Yes, definitely – whether it’s a first career and you like the idea of travelling the country, or you’re older and looking for a change, it’s a good career.

“Drivers need to be totally focused on the job at all times as it’s easy to make a dangerous and costly error. Also your job is made much easier if you get to know your customers – but don’t let them distract you from the delivery.”

“I found tanker driving to be challenging, rewarding and very satisfying. I was 29 when I self-funded my ADR and joined the fuel industry – it was the best money I ever spent.”



Former tanker driver Jon Moralee with his daughter, Dayle and dog, Barney



Star Multifuels managing director, Andrew Lacey (l) with former rugby international, Shane Williams

A new star in the valleys

WELSH DISTRIBUTOR, STAR MULTIFUELS IS ONE OF THE INDUSTRY’S NEWEST ENTRANTS

A small family firm – Star Multifuels is headed up by managing director Andrew Lacey and father Sean, who is also one of its two drivers, whilst Andrew’s mother works in the office.

Former Welsh international and British Lions winger, Shane Williams, is married to Andrew’s sister and is in charge of sales. Shane is currently coaching in Japan but plans to return to Wales in 2015 to take up a full time position in the business.

Before moving into fuel distribution, Star Multifuels provided a tank installation service which is still offered.

Opened in September 2013, the company has between 2-3,000 customers in the local area. Operating within just a 15-mile radius of its Rhyd Y Fro depot at the edge of Cwmgors, Star Multifuels services the domestic customers of the Amman, Tawe, Neath and Gwendraeth Valleys with a 24/7 delivery service.

“Although we’re doing well, operating within a 15-mile radius, we do plan to expand this to 30 miles in the future, but this may have to wait until Shane returns from Japan. At the moment we’re concentrating on offering good customer service and often make deliveries on Saturdays and Sundays.” explained Andrew.

Currently the company runs three tankers, one of which (pictured here) was manufactured by Road Tankers Northern.

www.starmultifuels.co.uk



Inside Out

After a government review established seven actions to support the health of the UK's refining sector and to ensure our fuel supply resilience, the sector is receiving increased attention. But, will the new Midstream Oil Task Force be able to fulfill these actions?

Task force to take action on UK refining and fuel import issues

Reflecting the government's position on refining, the statements below are taken from the ministerial foreword from DECC's recently published review into refining and fuel imports.

- *Oil demand will reduce in the coming decades, but by 2030 the UK is still expected to consume some 50 million tonnes of oil products per year, compared with 61 million tonnes today. It is clear then that there is an important role for both refiners and importers to play for many years to come.*
- *The refining sector faces a challenging future. In 1975 there were 19 refineries in the UK; today there are 7.*
- *The UK government believes that a mix of domestic refining and imports is good for energy resilience, good for the economy and good for jobs, and wants to see both continuing to operate in the market.*

The review followed DECC's call for evidence in May 2013 on the role of the UK refining and fuel import sectors. This prompted a report from the Energy & Climate Change Parliamentary Committee in July 2013, which concluded that having both domestic refinery production and imports is important to energy security, and that the government should ensure that both sectors can operate on a level playing field in the UK. That same committee suggested that the government should identify ways to incentivise investment in UK refining and set out its long term intentions for the

sector to give industry confidence.

Operating in an environment of continuously difficult conditions, the refining sector is not configured to meet the current pattern of market demand. With 44% of diesel and 64% of Jet A-1 requirements having to be met by imports, the government's attention to future supply resilience is well founded.

Assessing the midstream sector

The review assessed the midstream supply chain – companies supplying fuel to the UK market, especially refiners and importers that operate in the wider downstream oil sector – against three broad criteria:-

- **Resilience** – is there sufficient capacity in the supply system to meet demand, allowing for fuel to be provided to UK consumers at a globally competitive price?
- **Economic** – what contribution do refineries and importers make to the UK economy? The sector as a whole was assessed to amount to £2.3 billion to GDP, £366 million in total tax/NI revenue and £36 billion in excise duty & VAT per annum.
- **Social and environmental** – about 30,000 jobs with a generally high skills profile are currently provided, directly and indirectly, by a sector cognisant with the health, safety and environmental regulatory framework within which it operates.

The report considered that the UK fuel supply sector, as it is currently structured, performs well against these criteria. Refiners have access to crude markets and also provide a source of product within the UK itself, while importers help to mitigate the supply-demand imbalance for diesel and aviation fuel, being able to provide a rapid and flexible response to supply disruptions. Wholesale UK road fuel costs are among the lowest in Europe, demonstrating the efficiency of the supply chain.

Actions, options and next steps

The review identified a range of concerted actions to be taken by the government to support the health of the sector and ensure fuel supply resilience, these include:

- A partnership between government and the midstream oil sector to address market distortions that undermine its efficiency, necessitating a more strategic approach with a coordinated formal process
- Ensuring that current measures are developed to support critical national infrastructure with consideration given to whether further incentives to invest in infrastructure would offer value for money
- Establishing a framework that reduces the regulatory burden and creates a more level playing field between players in the midstream oil sector

Following on from the review the government has identified seven specific actions, timelines and deliverables to address these issues:

(1) A new joint government and industry Midstream Oil Task Force will be established to drive forward actions. The task force will promote a strategic and collaborative dialogue and means of working between government and industry.

Independently chaired, it will report into DECC ministers with DECC providing the task force's secretariat. Starting in summer 2014, meetings will be held quarterly with government responsible for delivery of outputs.

(2) To assess the extent to which pipeline access is a problem for the sector. Could this be improved by the development of a

voluntary code of practice on third party access or other action? Recommendations are to be made by the end of 2014.

(3) To evaluate the costs, benefits, risks and value for money of action to address other market distortions and promote infrastructure investment. Government will make recommendations by autumn 2014.

(4) In collaboration with government and regulators, the midstream oil sector to identify opportunities for making regulation smarter thus reducing the regulatory framework's impact on the sector. The task force will agree scope and timetable by autumn 2014 with initial recommendations by January 2015.

(5) To assess whether (a) existing levels of obligation to hold emergency oil stocks – placed on companies under the UK's Compulsory Stocking Obligation (CSO) – are sufficient to ensure the UK remains compliant with its international obligations now and in the future, and (b) whether the current balance of obligation and costs between refiners and

non-refiners remains appropriate. The outcome of DECC's consultation on *Future Management of the Compulsory Stocking Obligation in the UK* (published April 2014) will be a key input in to any government decision, made by year end.

(6) To establish an industry-owned and operated central stocking entity to manage the UK's CSO. Obligated companies are to prepare a roadmap for the entity this year. If this is acceptable to government and parliamentary time is available, an appropriate legislative vehicle will be sought by government to take it forward.

(7) On an ongoing basis, the government will continue to work with the European Commission and other member states to ensure the EU Refining Fitness Check process is completed urgently and that it delivers clear and decisive actions to remove unnecessary burdens.

Review welcomed

UKPIA welcomed the review and the proposal to establish a task force to tackle some of the

challenges identified, but felt that it did not fully address many of the wider legislative issues affecting the UK's refining sector and its ability to compete effectively in today's global market.

The trade union UNITE commented that the review failed to reflect 'reality, expressing concern about the country's energy security in the light of recent years' and threatened refinery closures.

Ultimately the success of the review will be determined by the fulfillment of the seven government identified actions and the impact of the proposed task force.

There is no ready formula to establish the optimum balance between indigenous refining and product imports to meet UK market requirements except possibly, on a point in time basis.

The key question is how best to satisfy the evolving/changing pattern and levels of product demand, including export markets for surplus petrol, mindful of considerations of energy security, supply resilience and competitive product' cost.

The task force will have its work cut out!

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Kerosene – supply and quality

LIKE DRIVING ON THE LEFT, THE UK IS PRETTY MUCH ON ITS OWN WHEN IT COMES TO USING KEROSENE AS A HEATING OIL

Picking kerosene in the UK because of its suitability for vapourising burners, most of Europe opted for gas oil because it was cheaper than kerosene and meant there was no need to steal fuel from the more valuable aviation market.

With 44% of our kerosene now imported from the Middle East, Asia, Russia and South America, quality is variable reported Julia Mansfield at the Fuel Oil News Distributor Debate earlier this year.

Julia, a chemist with 19 years experience in fuel and fuel additives, understands fuel. In her capacity as technical business development

at a UK refinery had a char value of 1mg/kg." Typical char values taken from kerosene samples at fuel distributor' premises were an acceptable 6.5mg/kg.

Part of the kerosene specification still involves a 24-hour burning IP10 test to determine the fuel's char value. "This basic test is certainly not 21st century science but it remains part of the spec," said Julia. "With the burnt bit of the wick scraped off and measured, it's very subjective. The capability to find out what molecules cause char probably exists, but with kerosene used as heating oil being a very small part of a vast kerosene market for

"Influenced by more imported material, fuel quality is certainly more variable. When distributors buy kerosene, char values are not always checked but this may become increasingly important to those with a high percentage of domestic customers. I would ask to see a fuel specification sheet and ask your fuel supplier whether the kerosene has been tested.

Storage conditions

"Kerosene is obviously affected by its storage conditions with neglect causing many of the problems we saw in the fuel samples. I've seen



A fuel line up – these samples show the variable quality of fuel which ranges from clean kerosene with a char value of 6.5mg/kg taken from a distributor's tank to dirty kerosene, clean kerosene but with a high (off spec) char value to really dirty kerosene

manager at Fuel Additive Science Technologies (FAST), last year she tested over 200 fuel samples sent in by customers.

Thirty-one percent of the samples tested were kerosene; 41% of which were found to have no problem with the fuel. Of the remaining figure, two thirds had produced coking problems in AGAs or similar cookers, 25% had housekeeping issues whilst 18% had intrinsic problems within the fuel.

How old is your kerosene?

What does concern Julia is that fact that the UK is now buying ships full of kerosene that may have been floating around the world for some time. "With less control over its quality and its source, are we importing problematic fuel?" she asks. "As the fuel ages en route, it could lead to larger molecules resulting in poor char values.

"When tested char values of imported fuel were as high as 25.2mg/kg," said Julia. "On the other hand, a fresh sample manufactured

aviation fuel, checking out its properties is well down the pecking order."

Kerosene used as aviation fuel has a different burning process which does not produce char.

Variable specifications

Variable kerosene specifications may have an impact on the one million plus appliances in which it is burnt here in the UK but when compared with the 31 million commercial flights per year that rely on aviation fuel quality, it is a drop in the ocean. With the performance of aviation fuel critical, the Energy Institute and Joint Inspection Group have recently produced a Standard to assist all parties in the maintenance of aviation fuel quality, from its point of manufacture through to delivery to airports.

With nothing of this magnitude linked to kerosene, what advice would Julia give to distributors who may face increasing queries over kerosene quality?

the source of some filthy fuel – very old tanks with prolific bug infections – lids left off and condensation running down the walls. Tank owners need more encouragement to ensure tanks are cleaned out and properly maintained. Although it's an additional cost – and no one wants to pay more – a tank maintenance scheme is a good idea, especially if it stops the heating going off!"

FAST has its own AGA which has trialed biokerosene. "We know that our AGA is beautifully set up," said Julia. "No matter how we try to choke it, we really struggle to coke it up. Again if an appliance – boiler or tank – is correctly installed, serviced and maintained it generally performs well. Many fuel issues can be managed but people need to buy into good housekeeping," added Julia.

The FAST range now features over 40 fuel additives of which Exocet Cooker, Exocet Kerosene Lubricity Additive, Exocet Premium Heating Oil – with and without fragrance – are specifically for the kerosene market.

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Portland market report

June update

Predicting the oil price part 1...

A fairly frequent question asked of Portland is “which way is the oil price going?” to which the fairly frequent answer is “if I knew, why would I still be writing this bl**dy report?”. So just to be absolutely clear, despite 20 years in the industry, Portland doesn’t really have much of a clue which way oil prices are going. And nor does anyone else. In fact, let’s not forget that in January 2008, the self-appointed “Masters of the Universe” (Goldman, JP Morgan, Lehman) were predicting that oil prices were heading for a super-spike of \$200 per barrel. No prizes for guessing what happened next – by December of the same year, Brent was at \$35 per barrel. Brilliant!

There is an old and very simple adage in the oil industry, which is that everyone knows the kind of things that push oil prices up and down, it’s just they don’t know when these things will happen. The factors that have the most profound impact on prices are also the most difficult to predict, whilst those drivers that affect prices the least are correspondingly the easiest to forecast. So whilst a market commentator might predict that over the next 10 years over-population will likely push prices up, he or she will give no detailed time-scale to this and will simply point to an increasing gap between supply and demand which at some point becomes critical. Equally the same market commentator may suggest that the glut of shale oil from the USA may at some point push prices down (as a result of surplus supply), but will have no idea when US crude exports will enable this to happen. So whilst wide-ranging up/down price forecasts may be dramatic, they also offer little comfort or insight to the consumer of fuel trying to plan their purchasing strategies.

Financial gimmickry and supposed market wizardry

It is in this context that oil analysts like to focus on easy wins, that make them look clever but don’t actually tell you a great deal. Such an approach is called “technical analysis” and

North American (Mont Belvieu, TX) Propane Price in US Cents / Gallon



in the oil industry, this means producing a plethora of data and graphs that show (via a combination of financial gimmickry and supposed market wizardry) which way and when the oil price will move. Now of course for those who make money on split-second, small movements in oil price (ie, traders), technical analysis does have its place. But it still serves no purpose to the consumer, as the majority of intra-day price movements don’t even filter through to the refinery gate, let alone the petrol forecourt 3-5 days later.

Over the last few months, we have had ample evidence that technical analysis serves no purpose when it comes to predicting the “big ticket items” of oil price. For example, the price of crude has been both volatile and increasing since January (see page 4) not because of supply and demand fundamentals, but because a corrupt Ukrainian president made the wrong call in backing Russia (rather than the EU) and then the public reacted in an unexpectedly extreme way. Could anyone really predict such a chain of events? Or alternatively, look at the graph above and see what happened to propane prices in North America this winter. Not one analyst predicted the kind of price spike that was experienced, because not one of them could predict the weather and all it takes is one freak winter to skew every piece of technical analysis available.

Unfortunately there are two main factors that push oil prices around and these can be (glibly) referred to as warmongering and weather. As 99.9% of the population can have no control over either of these factors, it seems a rather pointless exercise to try and predict either. Sure if you hang out with a select bunch of rogue country presidents, you might know in advance when your boss is going to be placed on the international naughty step. Or alternatively, you might choose to believe the tabloid media when they periodically predict record weather patterns (cold, heat, drought, rainfall, snow, winds etc, etc). But in the main, we suggest leaving oil price prediction to the so-called experts who by rights, should all be out of a job since their success in 2008. But as we know, they are still around and quite remarkably are still happily advising corporations, governments and NGOs around the world....



For more pricing information, see page 26

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

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“DO YOU EXPECT DOMESTIC CUSTOMERS TO DESERT OIL IN FAVOUR OF RENEWABLES?”

New figures from the Department of Energy and Climate Change (DECC) show the south west is leading the switch from oil to renewable forms of heating such as biomass boilers and heat pumps

Matt Lockhart, WP Group

“Renewable sources of energy are undoubtedly the future however the current reality of renewable energy for the majority of domestic homes is neither accessible nor feasible.

Despite considerable investment from the government, renewable energy makes more sense for commercial buildings rather than domestic use at present. The government’s Renewable Heat Incentive (RHI) offers an exciting opportunity for industry to offset the initial outlay for a biomass system. This form of energy offers more than just an energy source for industry, there are huge advantages in marketing applications for companies who make the switch.

However, the fact remains that biomass systems and heat pumps demonstrate barriers to consumers mainly due to space and initial cost. If an individual were to install a biomass boiler they would on average need to pay £25,000 plus VAT in addition to an annual service cost. Biomass boilers also require a greater amount of internal space for storing both the boiler itself and the fuel store. This initial investment is extremely high and could take up to 10 years for the switch to generate return for the consumer.

Heat pumps, regardless of costing much less, also have several drawbacks; they tend to be somewhat ineffective in any climate

where the outdoor air temperature falls near or below freezing. This is because moving heat from a very cold area to a hotter one takes more energy than moving heat between two areas with a more moderate temperature difference. Typically in the past this might not have been such an issue in the UK however, changes in the climate are causing our winters to become much colder, a trend which looks set to continue. Despite the current drawbacks of biomass systems there are both long term cost and sustainability advantages which are attractive.

WP Group takes sustainability very seriously and is committed to delivering a range of products and services designed to improve efficiency and reduce carbon output. Renewable energy forms are costly however they will be an inevitable solution to a growing shortage in current non-renewable resources, the companies recent interest in the biomass market is a reflection of this industry demand.

In summary, renewable energy sources are not a realistic option for a vast majority of our domestic customers at present. Commercially, however, companies can benefit from bio systems harnessing this energy to generate significant profit and reduce carbon emissions. WP Group is currently investigating routes into this market in order to offer companies a complete energy solutions package as part

of our ongoing commitment to sustainable alternatives.”

Kevin Bennetts, Consols Oils

“Working on the assumption that it’s much easier to upset customers than it is to please them, it’s a miracle that there are any customers left since the disgraceful excessive pricing episodes of 2010 which saw the industry assume the same status as estate agents and politicians. Customers have woken up to the fact that in some cases they have been long abused by suppliers they had trusted.

This has led to a splintering of our marketplace with streetwise buyers defecting to renewables, and price comparison operations and buying groups gaining traction on the illusion that they can source *cheaper oil*.

If the market was operating properly in a truly transparent manner there would be no scope for *cheaper oil* because suppliers would be selling it at a margin that while allowing an essential element of profit, would be hard to beat by any third party seeking to take their own turn out of the transaction.

Instead we have suppliers continually playing the ludicrous game where new business shopping around gets a suicidal rate, subsidised by the loyal customer who pays over the odds.”



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WF10 4SB

Tel: 01977 604402
Fax: 01977 604403
E Mail: sales@cobouk.co.uk




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Cisternas Cobo UK Ltd – Sales Engineer Vacancy

As part of our continued expansion and development Cisternas Cobo UK Ltd a long established manufacturer of high quality road tankers predominately used within the Petroleum Industry are seeking an experienced and enthusiastic Sales Engineer.

Job Description

To enhance relationships with our current customer base and to additionally develop new business within the UK and Ireland.

The ideal candidate will have a proven track record of sales within the road tanker industry, be highly articulate and able to apply that skill at all levels. Self-motivation and enthusiasm are essential.

An attractive salary package including company car, private medical insurance, expenses and a performance related bonus scheme will be offered to the successful candidate.

All applicants should forward their CV and a covering letter to:
Mr Terry Morgan – Sales Director
Cisternas Cobo UK Ltd
Carrwood Road Industrial Estate
Glasshoughton, Castleford, West Yorkshire WF10 4SB Email – terry@cobouk.co.uk

Desired Skills & Experience

- You will have technical, commercial or industrial sales experience in the UK.
- A good general engineering background.
- Ideally experienced within the transport sector.
- Ideally you will have formal sales training.
- You have good inter-personal sales skills and you have already proven that you can communicate effectively with customers at all levels.
- Knowledge of written and spoken Spanish would be an advantage.
- Thrives on independence and flexible work pattern associated with a field based role.
- Professional, proactive and driven to deliver customer satisfaction.

ROM1 – a step in the right direction

IN A BID TO REDUCE ILLEGAL OIL TRADING, THE REVENUE COMMISSIONERS INTRODUCED MONTHLY RETURN OF OIL MOVEMENTS (ROM1) REPORTS INTO THE REPUBLIC OF IRELAND LAST YEAR. FEELING WEIGHED DOWN BY ROM1'S ADMINISTRATIVE BURDEN, ITS INTRODUCTION WAS INITIALLY MET WITH SOME RESERVATION

More than a year on, industry players can now see benefits writes Irish correspondent Aine Faherty – particularly towards the achievement of its goal to reduce illicit trading. Now Northern Ireland is also looking at ROM1 with a view to changing its existing RDCO system.

ROM1 – sales of legal diesel are on the rise

Since the introduction of ROM1 in January 2013, it is estimated that the legal diesel market in Ireland has risen 5.2%. Twelve months prior to this, the same market was down by approximately about 1.2%.

According to Paul Candon, **Topaz** marketing and corporate services director these figures provide '*positive proof*' that the new legislation is having an impact.

"In recent years, rogue operators have become highly efficient in their operations. The fact that all genuine licence holders must now submit details, including opening/ closing stock balances and details of purchases/sales for all oil products, means illicit trading is now more difficult than ever," said Paul. "This issue is island-wide and also of great concern north of the border."

Time to improve RDCO

Despite the RDCO system having been in place in Northern Ireland since 2003, the trade is still

running at close to a £160m loss to Treasury. Although this tax gap has decreased by £50m since its introduction, Paul says it indicates that more work needs to be done.

"RDCO was a huge step forward for HMRC but the scheme needs to sit in sync with ROM1 in terms of the requirements for the licence holder," adds Paul. "There need to be stronger controls in place where the movements of stocks and goods supplied are fully traceable, as well as a stronger legislative requirement for reporting."

Donall O'Connor, managing director of **Value Oils**, which operates north of the border, believes that for the most part, the RDCO scheme does not appear to have stopped illicit product being bought and sold in Northern Ireland.

"Despite the fact that over 460 retail sites have been found with illegal product since 2011, there has not been a single prosecution. I don't have much faith in the present RDCO system as it operates."

In Donall's view the changes which have been suggested to make RDCO more similar ROM1 – to include purchases with sales – might be beneficial."

Making further improvements to ROM1

For Jim Fitzgerald, managing director of **Campus Ireland** and chairman of the

Irish Petroleum Industry Association (IPIA), ROM1 is an important part of the Revenue Authority's campaign against fuel laundering in the Republic. "ROM1 is achieving its goal and has the full support of the oil industry as represented by IPIA.

"Early indications are that it appears to be having a positive effect in cutting off supply to the launderers," Jim added. "IPIA and Revenue are in ongoing discussions to see how the effectiveness of the campaign can be improved further."

Top Oil is wholly supportive of all measures taken to protect the legitimisation of the oil industry. John O'Donovan, Top Oil's national reseller manager says that although ROM1 returns have increased the administrative burden on all oil businesses, especially the smaller players with less administration resources, "if it achieves its aims we believe it will be worthwhile," says John.

"To begin with ROM1 returns did create an administrative headache for us," said Rita Lambe of **Lambes Oil**, Co Offaly. "Now it's a fairly routine operation which has made everything more transparent. It's also gone some way to reducing the activity of rogue traders which is a good news all round."

Does RDCO need updating?

Email Aine@fueloilnews.co.uk.

A new tanker for Springtown

Spotted in a prime position outside the exhibition hall at FPS Expo in Harrogate, Springtown Fuels new tanker was built by Central Tanker Services. Fitted on to a DAF LF 55-220 chassis, the bottom loading tanker has four compartments with a 13,500 litre capacity. It is equipped with Alpeco's T550 metering system with remote control, product return, temperature compensation and an anti-drive off mechanism. Springtown Fuels operates on both sides of the Derry/Donegal border with depots at Bay Road and Bridgend delivering domestic, commercial and agricultural oils and solid fuels.

Got a new tanker? Enter your company's new tanker for the title of 2014 Fuel Oil News tanker of the year.

Email jane@fueloilnews.co.uk.



Springtown Fuels new tanker was on show at FPS Expo 2014

TODAY'S TANK

WITH GOOD HOUSEKEEPING, MICROBIAL CONTAMINATION AND THEFT STILL VERY MUCH HOT TOPICS, FUEL OIL NEWS LOOKS AT THE LATEST DEVELOPMENTS IN TANK EQUIPMENT, SAFETY, MONITORING, GAUGING AND FUEL TESTING FROM SOME OF THE UK'S LEADING SUPPLIERS

Keeping fuel in pristine condition

A new laboratory – one of only a few in the UK which can test fuel samples to ASTM and EN ISO standards – has been opened by E&S Environmental, part of the Adler and Allan group.

Testing is carried out by qualified technicians using the very best equipment on the market with accurate results delivered straight to clients via email. With much stored fuel now containing a bio-oil content, checking for fuel degradation is important to ensure machinery and vehicles can work efficiently and will not be damaged unnecessarily.

Adler and Allan also offers a range of mobile tank cleaning and fuel polishing systems, to treat fuel volumes ranging from as little as 3,000 litres up to large-scale works requiring 100,000 litres per hour treatment.

With prevention being better than cure, Adler and Allan recommends a regular maintenance programme to keep fuel in pristine condition. See also back cover.

www.adlerandallan.co.uk



When it comes to looking after fuel – prevention is better than cure says Adler and Allan which offers mobile tank cleaning and fuel polishing services

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Are you an ambitious entrepreneur? Have you always wanted to take control of your future by investing in your own company? If you would like to achieve your ambition in the oil industry, with support from one of the industry's oldest family businesses, get in touch with us today.

Low temperature operability

Anton Paar has launched a cold filter plugging point tester which determines the low temperature operability in diesel, biodiesel, blends and gas oils

The Callisto 100 comes with a state of the art Peltier element concept, enabling the connection of a methanol-free cooling system. It also ensures outstanding homogeneity of the cooling jacket – a critical parameter for correct CFPP determination.

Users can prepare a second complete filtration unit and place it into a storage place in the instrument, ready for the next test run within seconds. To facilitate cleaning, an automated cleaning routine can be initiated at the push of a button. See page 23.

www.anton-paar.com

THERE IS FAR GREATER EMPHASIS ON SAFETY THAN THERE WAS 20 YEARS AGO

Tanks – reaching full potential

“Not so long ago tanks were all made from steel and installed elevated to use gravity to send fuel to the oil burner, vehicle or equipment,” said Peter Carter of Atkinson Equipment. “Today’s tank tends to be plastic and installed at ground level with the burner pulling oil to the boiler or a pump to the vehicle. Today’s tanks may be better for householders, drivers and the environment, but has it evolved to its full potential?”

“Single skin tanks aren’t required to have overfill prevention devices whereas bunded tanks are. Also, why do we allow bunded tanks to have an outlet at the bottom? Surely, it must be better to have containment without holes?”

Peter believes that tanks should, and must, evolve into a fully sustainable, user friendly and environmentally sound product.

“Top fill, top outlet bunded tanks are the next step. The equipment is already there – all it needs is for the industry to see sense,” added Peter.

www.atkinsonequipment.com

Beat the bug

FUELSTAT is a rapid, easy to read onsite test which detects microbiological contamination in 10 minutes. Manufactured by Conidia, it is IATA recommended and effective in aviation and diesel fuels and trusted globally by 400 plus airlines and Maintenance, Repair and Overhaul companies.

With environmental legislation changing the nature of fuels, increasing the risk of microbial contamination and forcing those involved in its production, distribution and use to review the way they manage fuel quality.

Micro-organisms can contaminate fuel at any stage of the supply chain. Increased use of biofuels creates ideal conditions for diesel bug growth as FAME attracts and holds on to water.

www.conidia.com

The latest design packages

“Cookson & Zinn’s tanks are built on a heritage and proud history stretching back more than 60 years,” says the company’s sales manager – special products, John Reynolds.

“From humble beginnings, the company has progressed from being a supplier of basic domestic oil tanks to a specialist designer and manufacturer of high quality and technically advanced tanks and vessels.

“As important as today’s products are, the future is our focus, with the latest 3D solid modelling design packages, CNC machinery and highly trained and experienced staff building tanks and vessels to keep us at the forefront of the industry.”

www.czltd.com

Good for 20 years

Designing and manufacturing a range of bunded tanks for today’s market, Envirostore UK focuses on safer filling with its unique inner spill tray, translucent inner tank and additional security with a strong lockable outer lid designed to make water ingress less likely. Designed to be fitted when restrictions apply to normal tank installations, the fully LABC registered Firecheck range comes in 1000 – 2500 litre capacities. All Envirostore bunded tanks have a 20-year life expectancy in line with BS5410.

www.envirostore.co.uk

AS IMPORTANT AS TODAY’S PRODUCTS ARE, THE FUTURE IS OUR FOCUS

In the safety spotlight

“Safety is the watchword for any professional tank company today, says Dean Sheldon, managing director, Fenelon Storage Tanks.

“Construction methods have changed – there is far greater emphasis on safety than there was 20 years ago. The jacking method has all but replaced the conventional build method, reducing the amount of working at height.

“Quality has also improved. Regularly revised design codes mean that improvements in all areas of the industry are formulated and relayed to tank designers, ensuring continual improvement in line with ISO 9001:2008.

“Since the incident at Buncefield in 2005, the spotlight has been on the UK’s terminals to ensure that their storage tank inspection and repair regimes are suitably robust.”

www.fenelontanks.com

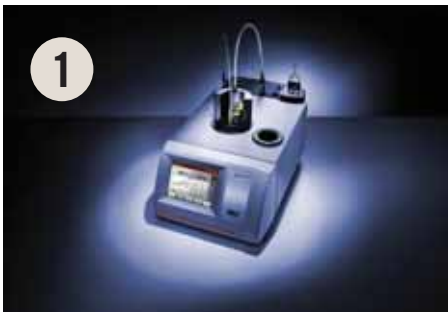
Non-invasive flow measurement

With the FLUXUS HPI meter from Flexim, it is possible to combine flow metering with hydrocarbon product identification. As hydrocarbon products can be distinguished through the ultrasonic signal, the FLUXUS HPI is the meter of choice in tank storage applications when different hydrocarbons are successively passing through the lines. Moreover it is also the ideal tool for tank dewatering applications as water/hydrocarbon cuts can clearly be detected.

The measurement of standard volume and mass flows is carried out according to Industry Standard Algorithms such as TP-25, ASTM D1250 and D4311.

www.flexim.com

Today's Tank



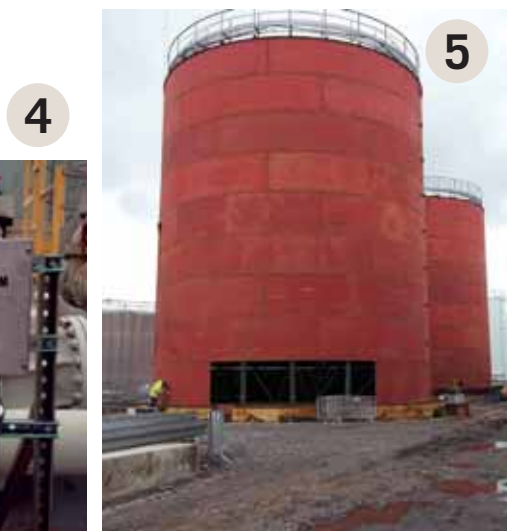
1



Investing in the tanks of the future at Cookson & Zinn



2



5



6



3



4



7

With its environmental benefits, above ground storage fits the LWE ethos



The OTS MultiServ modular filling station – recently deployed at Certas Energy's new Trafford Park depot



8

- 1: NEW from Anton Paar – the Callisto 100
- 2: The LABC registered Firecheck tank from Envirostore
- 3: Two new build Fenelon storage tanks under construction on the Humber Bank
- 4: FLUXUS F/G 7407.316 SE ultrasonic clamp-on gas and liquid flow meter
- 5: Designed in-house, Hytek's tank alarms are renowned for their reliability
- 6: Storage for different applications from the Kingspan Titan brand
- 7: MHT Technology – raising the alarm by text message
- 8: Tuffa's FireStop range can be sited just 100mm from buildings and boundaries

Reliable fuel management

Hytek offers its own range of tank alarms alongside OLE fuel tank gauges for better fuel management.

The company's 230v and battery powered tank alarms, supplied with 5m or 10m float cables and a maximum length of 100m, are known for their reliability. Each alarm box has three channels enabling the emission of a high, low, or bund alarm. Alternatively one unit can be used on three tanks.

With an accuracy rating of $\pm 1\%$, OLE's C2020 gauge is ideal for tanks up to 20,000 litres. For tanks of up to 11.90m, the T4020 offers accuracy of $\pm 0.5\%$ whilst for hi volume sites the T5020 offers up to $\pm 0.25\%$.

Using web based software, Hytek's FC10 and FC20 fuel management systems are ideal for depot use or for customers who need to know where their fuel is going.

www.hytekgb.com

Tanks + essentials

The Kingspan Titan brand has an extensive range of storage solutions for domestic, commercial and agricultural applications.

Offering a variety of environmentally responsible products, the Ecosafe bunded tank range includes oil level monitoring with alarm and a SpillStop overflow prevention device as standard to give security and peace of mind.

Specifically designed for secure fuel storage and dispensing, the FuelMaster Plus range now comes with the Watchman Anywhere as standard, enabling the remote monitoring of multiple tanks and giving access to fuel levels from anywhere.

All Kingspan Titan bunded tanks come with a 10-year guarantee and are OFCERT approved.

www.titanenv.com

Meeting storage requirements

"With the cost of fuel representing a significant outlay to any business, the storage sector's continuously evolving innovations are necessary to meet industry's demands," says Jim Suff of Ledbury Welding & Engineering (LWE).

LWE has over 40 year's expertise in the manufacture of fuel tanks and, with its environmental benefits, above ground

storage has always been the LWE ethos. This is underlined by the company's range of tanks for diesel, lube oils, anti-freeze, bio diesel, AdBlue and petrol.

"There are three specification options for the totally enclosed bunded diesel tank in single or multi-compartment format. Above ground petrol storage is catered for by the unsurpassed specification and safety record of LWE's Supervault 4-hour fire and multi-hazard certified tank." See also back cover

www.lweld.co.uk

Gauging product loss

Product loss is a concern for any fuel farm operator, whether caused by temperature effects, leaks or theft, all impact on the bottom line.

The effects of temperature can be addressed by installing an average temperature probe on larger tanks, or a single spot temperature probe on smaller tanks. Tank gauging software such as MHT Technology's VTW can then be used to display both the observed volume at tank temperature and the standard volume, calculated to a reference temperature such as 15°C. Although the observed volume will fluctuate with temperature, the standard volume will not.

Leaks and theft can also be addressed with gauging. By installing a level gauge, tank gauging software can monitor the level in the tank and raise an alarm if there are any unexpected changes. At unmanned sites, an alarm can be sent via text message, alerting the site manager immediately. See also page 27.

www.mht-technology.co.uk

Fuel quality – safeguarding against contamination

Tank Care, a division of Oil Tank Supplies Group (OTS) has developed a Fuel Quality Scheme to allow certification for specific tanks.

In response to feedback from fuel distributors, the Federation of Petroleum Suppliers (FPS) has tailored its fuel quality accreditation scheme to enable users to choose the level of service and type of product covered.

The scheme was introduced last year to help members safeguard against the potential risks and claims resulting from post-delivery contamination.

Test data can be viewed online and certification follows final results, taken by OTS TankCare on behalf of FPS.

"Participants will be able to show that their tanks have been certified to current industry best practice levels of quality – thereby guaranteeing fuel standards. This should enable fuel distributors to draw a line under any disputes concerning fuel quality," said Mark Askew, chief executive, FPS.

www.oiltanksupplies.com

Commercial solutions

Powelectrics fuel level monitoring can highlight whether tanks are emptying at times when they should not or faster than they should, indicating thefts or leakage. Its solutions offer delivery verification as well as the traditional benefits of only filling/emptying tanks when needed, reducing logistic costs.

Sales director, David Oakes explains: "We have extensive experience in the LPG, fuel oil, chemical and cryogas sectors. Our solutions can benefit anyone with a tank, but are most effective on commercial installations where a single telemetry device can monitor several tanks, greatly reducing the investment cost per tank. Suppliers know when to deliver/collect and customers get local and remote tank gauges plus historical and current inventory information."

www.powelectrics.co.uk

Fire resistant material

Tuffa's FireStop range of tanks offers fire protection which complies with Building Regulations.

Fitted with an integral fire resistant material offering either 30 or 60 minute resistance, the tanks are suitable for both domestic and non domestic applications.

LABC registered, the range can be installed next to or within non-fire resistant buildings and boundaries.

Part J of the Building Regulations states that conventional oil storage tanks should be sited at least 1800mm away from non-fire rated buildings or structures and 760mm away from non-fire rated boundaries such as wooden fences. The FireStop range meets these requirements and can be sited next to buildings and boundaries with just the 100mm separation distance recommended for inspection purposes.

www.tuffa.co.uk

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Sealed in a day

The aggressive nature of additives held within a storage tank at a chemical and additives plant in Essex had caused leaks to appear along the welded seam around the tank base.

Leaks were detected in March 2013 but the high cost and demand for additives meant that a lengthy shutdown for repairs was not an option.

Conventional repairs would have involved either removal and repair offsite or replacement. Both methods were considered too expensive and would have required lengthy downtime.

Belzona recommended a cold applied repair composite solution, which was carried out in situ, eliminating the need for hot work and was completed in only one day.

A reinforced Belzona 4301 Magma CR1 Hi-Build system was specified for its outstanding chemical resistance and applied in three coats with two layers of reinforcement tape. The completed application was post-cured using halogen lamps to speed up cure times and improve chemical resistance.

NEW vessel lining range

The company has recently introduced a new range of technologically advanced high temperature process vessel linings.

Having identified that linings can be a controlling factor in a vessel's service life, Belzona has based the development of its 1500 series epoxy coatings on new polymer technology.

This pioneering technology exhibits very high resistance to a wide range of chemicals, such as hydrocarbons and amines, ensuring long-term corrosion protection even at high temperatures. With minimal VOC emissions and internal stress, they also provide excellent adhesion to all rigid metallic substrates.

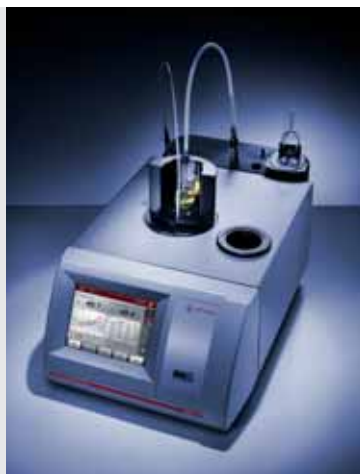
www.belzona.com



Before – leaking tank After – completed application being unmasked

Callisto 100: Automated Cold Filter Plugging Point (CFPP) Tester

Enhanced laboratory safety: Methanol-free cooling based on advanced Peltier technology



info.gb@anton-paar.com
www.anton-paar.com



Sound tanks, poor installation

WHEN RESPONSIBLE TANK MANUFACTURERS, SUCH AS THOSE MENTIONED ON PREVIOUS PAGES, DESIGN AND PRODUCE ENVIRONMENTALLY FRIENDLY OIL STORAGE SOLUTIONS, IT IS PARTICULARLY GALLING WHEN MANY TANKS ARE LET DOWN BY POOR INSTALLATION



Fuel Oil News invites your comments on improving the lot of the oil storage tank – email jane@fueloilnews.co.uk.

The photographs below were sent in by Graeme Waters of Northern Tank Services who said: “I think in my 21 years of plastic tanks these are about the worst installations I’ve seen.

“The low profile tank is at a domestic property in North Yorkshire and horrified one of our engineers when they were called to the property to sort out the tank’s fuel line.

“I found the other at a factory on Tyneside. Apparently, the base had not been supported so a couple of planks were just slotted in, then when the frame began to tip side supports were welded alongside. Needless to say I did climb up to do a tank inspection!”

“We’re being asked to help with failed tanks more often,” said Wendi Whittle, sales manager at J Seed & Co. “Having to put things right may be good business for us but I do think that rectifying tank installation mistakes really does have a negative impact on our industry overall.”



Vianet specialise in fuelling installations. Our engineers are fully trained and compliant ensuring your requirements are in safe hands

‘Ensuring Specialist Care of Your Fuel Assets’



Civils and Groundworks

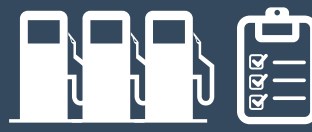
All aspects of drainage works undertaken including containment drainage systems, siting and correct installation of oil/fuel interceptors.

Talk to us about our new maintenance free Flexi Drain system.



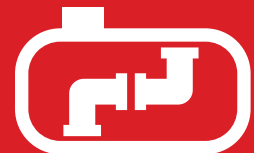
Electrical

Services include periodic inspections to complete new build installations covering all aspects of electrical work. Advice and specialist product knowledge available including LED Lighting Systems.



Testing and Compliance

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Tanks and Pipework

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Inspecting for cracks

The Ectane is a high performance surface array and multi-technology tube inspection system which uses ultrasonic, eddy current and electromagnetic technology to detect and assess flaws such as cracks or corrosion in conductive materials.

Available to rent in the UK from Ashtead Technology, the instrument is available in a variety of configurations. Each instrument is supplied with Magnifi acquisition and analysis software for multi-technology surface and tube inspections so is ideal for work that demands data storage and/or advanced analysis.

Ashtead's NDT market manager Neil Harrap says: "As a compact, lightweight, battery-powered instrument offering high levels of accuracy and performance, the Ectane is an important addition to our portfolio."

www.ashtead-technology.com



The Ectane from Ashtead Technology offers high levels of accuracy and performance

Fast detection

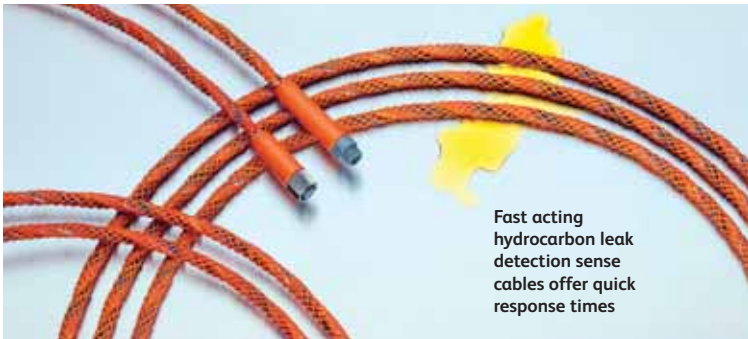
French manufacturer, TTK has launched a new range of hydrocarbon leak detection sense cables.

The FG-OD range is addressable and re-usable, detecting hydrocarbon liquids and non-conductive solvents along the entire length of the cable. Fast acting, the cables offer detection times of just 3-5 minutes for gasoline and 15-20 minutes for diesel oil.

The cables are connected to TTK's FG-NET touch screen digital control panel which emits an audible alarm, activates relays and displays the location of the leak on an integrated dynamic map.

Easy to install and remove, the cables are small in diameter and have a protective external PE braid in an orange colour. Available in standard, pre-connected lengths or cut-to-length reels, the cables can accommodate long line applications.

www.ttkuk.com



Fast acting hydrocarbon leak detection sense cables offer quick response times

Wide application range

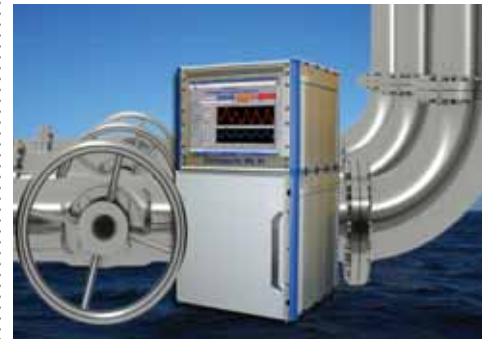
Versaperm has developed a range of equipment for measuring hydrocarbon leakage over a wide variety of applications.

Highly accurate and simple to use, the equipment can produce results in as little as 30 minutes.

Measurement techniques include flame ionisation, catalytic combustion, infrared, photoionisation, mass spectrometry, capacitive, coulometric, electrochemical, electrolytic, gas chromatography, impedance, infrared, paramagnetic, pressure measurements semiconductor and thermal conductivity.

The company's hydrocarbon permeability meters are ideal for use on most materials, membranes, containers, films, laminates, coatings and components.

www.versaperm.com



Versaperm's hydrocarbon permeability equipment can produce results in as little as 30 minutes



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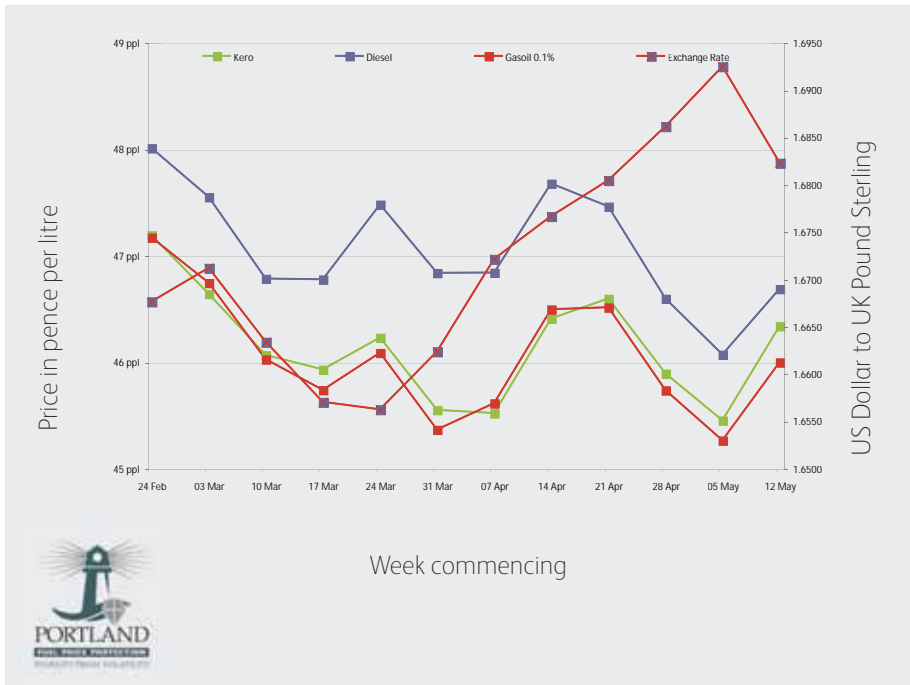
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Wholesale Price Movements: 16th April 2014 – 18th May 2014

	Kerosene	Diesel	Gasoil 0.1%
Average price	46.13	46.82	45.96
Average daily change	0.29	0.31	0.29
Current duty	0.00	57.95	11.14
Total	46.13	104.77	57.10

All prices in pence per litre



Highest price
46.87 ppl
Thu 24 Apr 14

Biggest up day
+0.54 ppl
Fri 09 May 14

Kerosene

Lowest price
45.03 ppl
Tue 06 May 14

Biggest down day
-0.90 ppl
Wed 30 Apr 14

Highest price
47.92 ppl
Wed 16 Apr 14

Biggest up day
+0.60 ppl
Wed 14 May 14

Diesel

Lowest price
45.64 ppl
Tue 06 May 14

Biggest down day
-0.89 ppl
Tue 06 May 14

Highest price
46.79 ppl
Thu 24 Apr 14

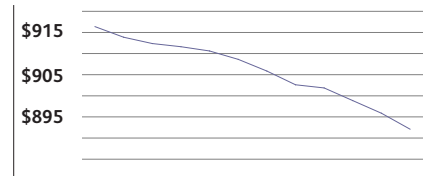
Biggest up day
+0.61 ppl
Wed 14 May 14

Gasoil 0.1%

Lowest price
44.88 ppl
Tue 06 May 14

Biggest down day
-0.91 ppl
Wed 30 Apr 14

Gasoil forward price
in US\$ per tonne



June 2014 – May 2015

The Fuel Oil News Price Totem

	Trade average buying prices			Average selling prices		
	Kerosene	Gasoil	ULSD	Kerosene	Gasoil	ULSD
Platts	45.06	56.05	104.15			
Scotland	47.07	59.34	105.88	53.45	63.17	109.17
North East	47.51	58.97	105.77	53.56	63.68	109.40
North West	47.31	59.27	106.24	52.59	62.76	109.02
Midlands	46.98	59.09	105.93	51.60	61.30	107.78
South East	47.47	58.62	105.33	52.25	62.32	107.05
South West	46.98	58.74	105.45	51.78	62.20	109.86
Northern Ireland	47.28	59.40	106.61	51.05	63.50	111.10
Republic of Ireland	66.86	72.28	111.20	78.80	81.88	114.22

The price totem figures are compiled from the results of a telephone survey of distributors carried out on 07/05/2014

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 €.

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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