

Fuel Oil News

DECEMBER 2014



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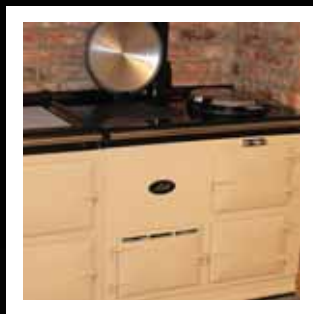
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The proof is in the pudding

When temperatures plummet, 80% of UK households will apparently ration their heating this winter in a bid to keep costs down. Last month saw a couple of initiatives put forward to help deal with the chill factor.

At a special press conference at the Royal Society of Chemistry, INEOS chairman Jim Ratcliffe announced a \$1 billion investment in UK shale gas exploration and appraisal.

INEOS already holds shale licences in Scotland and has bid for more licences from DECC - the majority being in Scotland and northern England. Local communities would receive 6% of any revenues generated - estimated to be worth £375 million to a community.

Meanwhile DECC is using £10 million to encourage community groups to create their own 'power hubs'.

"I want INEOS to be the biggest player in the UK shale gas industry", said Jim Ratcliffe.

Energy and climate change secretary, Ed Davey said: "I want to give more people the power to generate their own electricity and drive down their energy bills at the same time."

"Investment is essential to transform our energy system, said Greenpeace which warned against 'giant speculative bets on unproven and risky resources'.

Let us not forget that our energy has been largely driven by the investment and commitment of private companies prepared to take risks, companies that, like INEOS says, had 'the resources to make it happen'.

Whilst both these announcements give hope for our future, one must trust that neither will turn out to be all talk and not enough action. As they say the proof is in the pudding – but before either of these initiatives comes to fruition, there will probably be plenty of time to enjoy a few more Christmas puddings!



With a warning from weather experts that Ireland could have an Arctic freeze within weeks...Topaz launched its Home Heat campaign with former Miss Universe Roz Purcell last month – go to www.fueloilnews.co.uk

Fuel Oil News

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

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Conference tackles oil trading risks

THE INAUGURAL OIL TRADING RISKS SUMMIT TOOK PLACE IN GENEVA IN OCTOBER

Presented by global summit organiser IRN, the event provided a platform for risk managers and traders to discuss the financial, regulatory, political and supply chain risks associated with oil trading.

“With a strong focus on the threats posed to oil trading and why a company needs to hedge, this event gave an excellent insight into an essential global commodity which is both volatile and political,” said A&D Publishing and Oil Recruitment director Sarah Stott who attended the two-day event.

In order to maintain profit, managing risks related to oil trading has become a very important part of a company’s strategy. Speakers from Russia, Scandinavia, Canada, South Africa, Turkey, Spain and the Middle East were among those present from a whole host of companies including Cargill, Repsol, Socar Trading, Turkish Airlines, Lufthansa, Bharat Petroleum and Neste.

Lower consumption, tight oil imbalance, a surplus of crude and falling prices – Bruce Urqhart, director of trading and risk at Irving Oil gave an overview of trends in the oil trading markets saying that as the world is not ready for oil supply disruption, risk integration is vital.

With an airline’s complete dependence on a trouble free and cost effective supply of aviation fuel, the example of Delta Airlines, which purchased its own refinery in 2012, was cited. With fuel accounting for about 40% of the airline’s costs, the refinery acquisition was a move to help mitigate its exposure to supply chain risk.

Kikka Harrison, risk and middle office manager at Addax Energy SA asked *what is the risk management culture in your company?* A workshop designed to help delegates assess their company’s risk management culture pinpointed areas where risks must be reduced to improve efficiency. It was also stressed that any approach to risk must be recalibrated regularly, it should never be static.

Camilla Saccucci who also attended the event said: “There was a great deal of curiosity around this inaugural Oil Trading Risks conference which, with its many and diverse presentations, was very informative. This first conference has made an excellent platform for a second event.”



January 2015

The Petroleum Driver Passport (PDP) comes into effect on 1st January 2015

Although not currently a legal requirement, terminals have the right to mandate the PDP from the above date. A year ago, terminals across the UK had fully committed to this scheme and were advising customers that the Petroleum Driver Passport would be fully mandated from this date.

As of October 2014, 2,790 drivers had been issued with their Petroleum Driver Passport following successful completion of both written and practical assessment.



1st January 2015 – 0.10% fuel oil sulphur limit in Emission Control Areas (ECAs)

The limit for fuel oil sulphur levels falls to 0.10% m/m in the ECAs established to limit sulphur oxides (SOx) and particulate matter emissions. The ECAs closest to the UK are the North Sea and Baltic Sea areas. ECAs also cover the North American and United States Caribbean Sea area.

The change is a MARPOL – the International Convention for the Prevention of Pollution From Ships – requirement.

The January issue of Fuel Oil News will look at the effects of these requirements on UK bunkering.

See also Inside Out (pages 28/29) in the August 2013 issue of Fuel Oil News – Marine bunkering – fuel for a vital activity.

Is it still a *supermarket* for fuel?

The supermarkets’ love affair with food and fuel has taken a hit this year as profits at some of the sector’s top names took a tumble in a period that has seen rapid change.

Reporting disappointing fuel sales, Sainsbury’s highlighted lower fuel prices as one reason for the depression in its latest sales figures with lower like for like fuel volumes on the same period in 2013.

With a target to open 100 convenience stores a year, the company plans to open a total of 850,000sq ft of space by 2018. More than half of that new space will be convenience stores, presumably without a fuel offering.

In an attempt to counteract the rise of the fuel-less supermarket discounters such as Aldi, Lidl, Poundland and B&M Stores, Tesco was offering up to 20 pence per litre off fuel via its Clubcard Fuel Save scheme up to the end of October.



Also impacting on fuel sales at supermarkets – the rise in online food shopping and town centre convenience stores

Scottish energy – a muddled affair

ENERGY HAS ALWAYS PLAYED A KEY ROLE IN THE SCOTTISH ECONOMY WRITES IAN MARCHANT FEI, PRESIDENT OF THE ENERGY INSTITUTE IN A RECENT BLOG

In the 18th and 19th centuries it was coal; in the 1950s and 60s it was hydroelectricity and power from the glens; from the 1970s onwards North Sea oil has loomed large and made Aberdeen one of the world's premier energy cities. Finally, in this century, Scotland has played a leading role in the low carbon revolution both in renewables and in carbon capture and storage.

With this rich heritage, it is no surprise that energy became one of the key discussion topics leading up to the September referendum. The energy issues raised have, however, not been really settled by the vote and this would have been the case regardless of the outcome.

Recoverable reserves in the North Sea

There are two issues worthy of comment. Firstly, there is the debate over the level of recoverable reserves in the North Sea. I have seen figures ranging from 15 billion barrels to 24 billion. I suspect that even the bottom end will require really significant investment and technological advances but we have to get the regulatory and fiscal regimes right and stable to even get close to this range. There was momentum behind implementing the recommendations of the Wood Report earlier this year and I hope that momentum is regained now the big constitutional issue is behind us.

Low carbon revolution stuttering

Secondly, the low carbon revolution I mentioned earlier is stuttering. There are many causes behind this but political uncertainty is certainly one of the biggest. The referendum created a large shadow over investment and innovation in the renewable industry in Scotland and I sincerely hope that good progress can be made before the UK general election creates its own shadow. We need to see projects, both large and smaller community-owned ones, reach financial close and we need to see the climate of innovation and entrepreneurship return to both the corporate and education sectors.

Opening Pandora's box

The Scottish referendum has opened the Pandora's box that is the UK constitution and, as the debate about things like devo max and home rule continue, I am sure energy issues will emerge that have to be sorted. These need to be addressed quickly, clearly and rationally if we are to avoid further delay and disruption or, to use a good Scottish word, a guddle*, in the two halves of the energy industry that are so important to the Scottish economy.

*guddle [verb. to catch fish by groping with the hands, as under stones or along a riverbank; noun – a muddled affair; mix-up; confusion].

Keep up to date with Ian Marchant's future posts at blog.energyinst.org

New EI president

In June 2015 professor Jim Skea CBE FEI will succeed Ian Marchant as president.

Currently Research Councils UK energy strategy fellow and professor of sustainable energy at the Centre for Environmental Policy, Imperial College, professor Skea's research interests lie in energy, climate change and technological innovation.

Until June 2012, he was research director of the UK Energy Research Centre and has also chaired the Scottish Power Green Energy Trust. Jim was awarded an OBE for services to sustainable transport in 2004 and a CBE for services to sustainable energy in 2013. In 2010, he was the 73rd recipient of the EI's Melchett Award for his contribution to the global energy sector.

The EI's chief executive Louise Kingham OBE FEI said: "Jim has supported the EI for many years, joining the EI Council in 2013. It is an honour for us to have someone with such credentials steering our work at a time of great challenges and opportunities for the energy industry, and we are looking forward to his presidency."



Professor Jim Skea takes over as president of the Energy Institute in June 2015

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TSA conference report – HSE

With respect to the Tank Storage Association conference report published in the November 2014 issue of Fuel Oil News, HSE would like to point out that in response to the BRE Review, the views highlighted in the BRE Review Report are those of the chemicals (COMAH) sector rather than those of the government. Especially, the feedback that *regulations can inhibit growth, that there are inconsistencies in enforcement by regulators and that changing regimes are an irritant* – these are the views of respondents to the review report from within the sector.



Marine fuel – taking action

From 1st January 2015, vessels operating in the IMO Emission Control Areas (ECAs) in European and North American waters face the choice of either, operating on low sulphur fuels, or implementing the alternative path of scrubber-based after treatment.

New legal requirements will lower the maximum allowed sulphur content in fuel burned in the ECAs from the current 1% to 0.1% which in Europe will affect operators in the Baltic Sea, North Sea and English Channel.

Using lubricants

With the majority of operators appearing to opt for operation on low sulphur distillate fuels, there is an opportunity to improve performance through the use of lubricants specifically optimised for the lower acidity of the new, cleaner and more environmentally friendly fuel says Chevron.

The company launched its ECA-focused lubricant products for 2-stroke and 4-stroke medium speed propulsion engines in September.

“Using these new products Chevron customers can be confident that they’re fully ECA ready while protecting their engines with a lubricant specifically designed for use with low sulphur fuels,” said Rafael Teodoro, Chevron Marine.

Taro Special HT LF and Delo SHP became available on 1st December.

Speaking at the Fuels, Lubes & Emissions Technology Conference in London, Total Lubmarine’s technical director Jean-Philippe Roman said: “Low sulphur fuels and eco-

engines throw up many challenges to lubricant suppliers. In co-operation with ship owners and managers, we developed and introduced Talusia LS 25 to the market in late summer in anticipation of the MARPOL Annex VI directive.

“Talusia LS 25 allows ship operators to maintain excellent deposit control through its use of specially developed low-ash chemistry and means that they don’t need to resort to ‘homemade’ blending techniques aboard their vessels.”

A challenge to the shipping industry

Created in 2006, the Global Shippers’ Forum (GSF) called for more information regarding the impact of low sulphur fuel ahead of next month’s ECA implementation.

The GSF recognises that implementation of the new low sulphur fuel limits represents a challenge to the shipping industry. There are a range of options open to carriers: use of marine gas oil which meets the 0.15 sulphur content, use of alternative fuels such as LNG and methanol and the use of abatement technology such as scrubbers to dilute exhaust gas sulphur emissions to the 0.1% limit.

Speaking in late October, GSF secretary general Chris Welsh said: “With one or two notable exceptions few shipping lines have yet provided information to customers on their low sulphur fuel strategies and the extra cost to be passed on to shippers via increased rates or bunker surcharges.”

Fuel Oil News welcomes your comments on dealing with these imminent changes jane@fueloilnews.co.uk.

Playing the logistics game

With its intention to encourage young people to get more involved in the supply chain, Norbert Dentressangle is backing a new logistics and transport themed board game called *Business on the Move*.

Devised by two former business studies teachers – Andy Page and Pat Smedley – this versatile supply chain game can be used by teachers across age groups, school subjects and ability levels.

“Business on the Move is a great initiative that encourages youngsters to develop business skills,” said Ann Dawson, managing director of Norbert Dentressangle Tankers. “It gives a better understanding of the challenges involved in transporting goods around the world.”

Seven of the company’s young apprentices attended the launch of the logistics and transport-themed board game along with representatives from Marks & Spencer, Morrisons, the CILT and Skills for Logistics.

It is projected that 15,000 young people will play the game over the next 12 months. “As a new recruit into the logistics industry, this game gives a brilliant insight into how global supply chains work,” said Ryan Bailey.

Andy and Pat’s vision is that by 2020 over 100,000 people will have played the game which has already won an award under the Royal Bank of Scotland’s Inspiring Enterprise initiative and from the UnLtd charity, which supports social entrepreneurs.



Raising the profile of logistics, it is projected that 15,000 young people will play *Business on the Move* over the next 12 months



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FIGHTING FOR A FINE INDUSTRY

FUEL OIL NEWS EDITOR JANE HUGHES HAS INTERVIEWED CHRIS HUNT, UKPIA DIRECTOR GENERAL ON TWO PREVIOUS OCCASIONS WITH RESULTING ARTICLES IN THE APRIL 2012 AND SEPTEMBER 2013 ISSUES OF FUEL OIL NEWS. WHILST ACKNOWLEDGING THE CHALLENGES FACING THE UK'S REFINING INDUSTRY, CHRIS HAS REMAINED ENTHUSIASTIC AND OPTIMISTIC

Are you still optimistic about the future of European refining in 2014?

It is an extremely difficult environment. Issues and challenges affecting our industry are multi-faceted and we're seeing changes in the energy landscape driven by economic shifts, technological advancements and *game-changers* such as the US shale oil and gas revolutions.

UK and EU refineries are facing increasing competition from the US where lower feedstock and lower energy costs provide refineries with a significant cost advantage; and there are new investments in the Middle East and Asia. Competitive pressures, tough market conditions, supply versus demand challenges and a highly burdensome legislative background have severely hit the refining sector in Europe. It is a painful time and there will be casualties as well as survivors.

You recently presided over day one at the Platts 8th Annual European Refining Summit, what was the mood like there?

Refiners are looking to be as efficient as possible in order to be able to continue operating against an extremely tough economic and legislative background. They are squeezing assets, reducing energy and variable costs – all to ensure they will be one of those survivors.

There were several speakers that day, whose speech most struck a chord, and why?

For me, one of the most poignant speeches was by Total's Patrick Pouyanné. Here, we were presented with an oil major addressing the issue of rationalisation in the refining and chemical clusters in order to minimise exposure in Europe; this really reflected the broader challenges facing our industry in the EU as a whole.

In the UK, I fervently hope that our remaining refineries will continue to operate thus continuing to contribute to the wider

economy, skills and jobs, mobility and security of supply – I want our refineries to be survivors.

What was the answer to *How can Europe compete against the world's low cost refining centres?*

It cannot do so – unless the issue of the cumulative burden of legislation both in the UK and in the EU is addressed and the playing field is made more level. There is awareness that continuously imposing burdensome legislation will have severe consequences. This legislative burden disadvantages our refineries against global competitors and also affects other European manufacturing industries such as glass, steel and ceramics.

For this reason, some European industries may have no option but to exit. The net effect is loss of vital infrastructure and jobs and the fact that these products have to be imported which in turn may mean global CO2 and greenhouse gas emissions go up.

Did you stay for day two? If so, what was most interesting topic?

Presenting on the shale revolution, Seth Kleinman, a Citigroup analyst, spoke of the way in which this has transformed the US, particularly in terms of energy security. The US is now self-sufficient in energy and a finished product exporter to rival Russia. The key message was that as more ways to extract are found and economies of scale are reached, US shale is here for the long term. US refineries are now laying down new strategies based on cheaper crude and gas.

What about the potential for shale in the UK?

It is good that we do have potential for shale but there are a number of complex issues to be overcome. Shale might not bring about the huge fiscal benefits seen in the US, but it would contribute to our energy security, as quantities are particularly promising for shale gas.



Chris Hunt "I have to say some fairly dismissive views on the plight of EU refining have been evident from time to time"

Is UKPIA working with the Midstream Oil Sector Government and Industry Task Force (MOSGITF)? And, what advance has been made on the transition to a UK Stockholding Agency system in respect of the Compulsory Stocking Obligation (CSO)?

Yes, UKPIA is working very closely with MOSGITF. Our industry's issues have been rigorously analysed previously and there are well thought out solutions already in existence. The multi-faceted agenda is being carried through by several sub-groups, each headed by a team leader. (See FON October page 21 for more details)

I sit on a steering group for CSO which is currently producing a roadmap for government to enable the creation of a proposed compulsory stockholding agency.

This standalone entity will represent a national system and have a mandate to meet the UK's CSO. It's a huge undertaking but an agency will be a great benefit as it will smooth out the hiccups, ensure the UK is compliant and provide transparency.

The task force has much work to do but it has the added value of DECC's involvement in pushing for policy mitigation. The 30 people involved in MOSGITF may have different approaches but they all have one vision – for the task force and government to deliver – and now.

Please go to page 22 where the interview with Chris Hunt continues

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Portland market report

December update

YES AND NO CAMPS NECK AND NECK AS VOTERS GO TO POLLS FOR CHRISTMAS INDEPENDENCE REFERENDUM

As voting day approached for the referendum on whether Christmas should split from the rest of December, pollsters were predicting a “too close to call” result and the resultant danger that a large number of boys and girls would not receive their presents on Christmas Day. In fact one prominent electoral analyst was quoted as saying that should the independence vote go in favour of the “YES” camp, then there was a real danger that many presents would not arrive in time or would at best, have to be repackaged as “Decemberland” presents and possibly might not even be delivered by Santa Claus.

This comment however was immediately pounced upon by the Yes camp as further evidence that panicked December representatives would stop at nothing when it came to employing scare-mongering tactics to ensure that December was maintained as a unified 31 day month. Chief Christmas Elf and head of the Yes campaign Alfie Salmon, said the following; “such negative campaigning from the NO camp has become par for the course and we are not surprised by this latest outrageous statement. There is absolutely no doubt that come a “YES” vote for Christmas Independence, all boys and girls around the world will receive their presents as normal and the NO camp has no right to even suggest that Santa Claus will not be delivering those presents. Santa has always, and will always, be above politics and his 196 country, 25,000 mile trek around the world on 24th December will go ahead irrespective of the result of the referendum”.

“Furthermore”, added Salmon, “for far too long the rest of December has cashed in on the benefits of Christmas and it’s about time Christmas kept those benefits for themselves. Everyone knows that when people think of December, it’s Christmas that comes to mind and not those poxy days at the beginning of the month when people are getting stressed

about Christmas shopping and writing Christmas cards. We’ve been the driving force behind December for decades and it’s about time we struck out on our own”.

For many voters however, there is still major concern about the economic case for going it alone and so much of the independence argument revolves around Christmas’s CPR’s (Crude Present Reserves). Chief December Economist Noddy Holder has been quick to challenge the claims of the YES camp. “I accept that historically Christmas has been self-sufficient in PPWD (Present Production, Wrapping and Delivery) but that was before the Internet and Amazon, not to mention the post-Christmas ebay Jumper Market (which can often run well into January). More and more people are buying their presents throughout December rather than waiting for the few days around Christmas and Alfie Salmon must be Christmas Crackers to think that they have sufficient Present Reserves to go it alone. He’s living in the past. Besides they just can’t have their Christmas Cake and eat it. It sounds great to only take the best bits of December and show-piece that to the world but it’s hardly then fair to expect RoD (Rest of December) to look after things like drunken office parties, tinny Christmas music in shops from October onwards and Santa Claus’s at Christmas fetes who look absolutely nothing like Santa Claus and just sound like a local builder who would rather be at the pub.

Meanwhile Constitutional Festive Experts are busily debating the myriad of issues that breaking away brings about. Firstly there is the thorny issue of which days will actually separate off. Christmas Eve, Christmas Day and Boxing Day seem to be a given, but the YES camp are also pushing for New Year, which makes for an interesting case study. The run up to Hogmanay has always traditionally supported Christmas, but polls from that part of the month show that voters wish to

maintain their link with December or indeed create a further independent breakaway State for the 31st Dec, 1st Jan and 2nd Jan (depending on hangover severity/longevity). There are also the incredibly complicated issues surrounding the disgraced Royal Bank of Christmas (RBC) which is owned by the whole of December despite its name. Readers will remember that RBC went bust in 2008 following their manipulation of Christmas Turkey Markets and the mis-selling of SVI (Santa Visit Insurance) to the under 10s and it is questionable that an orderly division of RBC gift vouchers will be possible following an acrimonious break-up of December.

Whatever happens in the forthcoming referendum, it is fair to say that history will be made and many other annual events are watching developments with great interest. The likes of Hallowe’en, Bonfire Night, Easter and FA Cup Final Weekend have long sought to dissociate themselves from their respective months and a victory for the YES vote could signal a string of further independence referendums.

STOP-PRESS: AFTER A RECORD TURNOUT, CHRISTMAS VOTED NO



For more pricing information, see page 26

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FLYING HIGH

WHEN DCC ENERGY ACQUIRED GULF AVIATION IN 2009 THE COMPANY HAD LIMITED KNOWLEDGE OF THE AVIATION MARKET. FIVE YEARS LATER THIS BUSINESS, WHICH ORIGINALLY HAD ITS FOCUS ON PRIVATE AND COMMERCIAL AIRFIELDS, NOW COUNTS SEVERAL REGIONAL AIRPORTS AND MAJOR AIRLINE CARRIERS AMONGST ITS CUSTOMERS

Head of the aviation division, which now comes under the Certas Energy portfolio, is Alex Murphy. Alex spent 19 years with BP and, having worked with Air BP, brought considerable knowledge of the aviation industry. Fuel Oil News editor, Jane Hughes met up with Alex recently to find out more.

“Whilst the Gulf brand had a strong heritage, it was relatively unknown in the UK’s general aviation market,” said Alex. “Dominated by major players with high standards and multinational backing, Gulf Aviation needed a good offering to compete.

“To break into this market we needed to invest and to show commitment. Supply, logistics, operations, accounts, marketing

and PR were first put in place. Commercial aviation manager, David Dykes is now responsible for supply and logistics.

A one million pound investment was made in vehicles and airside refuelling liability insurance was taken out to support contracts.

The fleet now consists of four dedicated distribution trucks working out of Grangemouth and seven refuelling trucks. In Scotland, branded Gulf Aviation vehicles now deliver to Aberdeen, Edinburgh and Glasgow airports serving contracts with major airlines including Lufthansa and its European partners, Virgin, Monarch, Norwegian, Flybe and Thomas Cook along with regional carriers such as Loganair and

Stobart Air. Product distribution in England is undertaken by Turners and Wincanton.

For its private airfield customers, the company offers the HydraPOD self serve fuelling system which allows the pilot to fuel the aircraft and pay by credit or account card. Such customers also take advantage of the one stop shop offer buying lubricants, other fuels and services from Gulf Aviation and Certas Energy businesses.

Quicker decisions, faster response

“Whilst we did benefit from being a fresh, new name in aviation supply, we were asking people to take a leap of faith,” said Alex.

The acquisition of Gulf



Alex Murphy – exciting times for Gulf Aviation

Aviation coincided with the recession. “As the recession started to bite more companies were driven by price.

“It is hard to differentiate yourself in this market but as a small team with no long chains of command, we’re able to make quicker decisions and respond faster.”



Jet charter service provider Fresh Air is a recent contract – Gulf Aviation recently provided a Jet A1 refueling vehicle to refuel 15 Fresh Air helicopters at an international sporting event

The company promises 48-hour delivery but can and does supply within 24 hours.

“Traditionally aviation customers are often given short credit terms. Subject to status, however we feel we can be more generous with our credit offer. In addition we believe we offer added value to our customers with operational and technical support to hand plus equipment maintenance and training. This is something we believe that differentiates us from the lower end of the market.

“On the UK mainland, Gulf Aviation now has seven supply points; something we believe is unmatched in the market.

“We’re not a big player but we’ll pull out all the stops to help a customer. The team – whose praises I can’t sing highly enough – are not your normal 9-5 employees. Above all, we can be flexible in order to meet our customers’ needs.”

An expanding airport presence

When Aberdeen airport was looking for another supplier following Shell’s withdrawal, Gulf Aviation stepped in to bring competition to the airport.

Gulf Aviation now serves airports at City of Derry, Aberdeen, Edinburgh and Glasgow. The company hopes to be in

Manchester airport before the end of 2014.

“Securing contracts at such major airports would reinforce our hope for the future,” added Alex.

In September, Gulf Aviation secured a contract with Fresh Air, which provides helicopter and jet charter services for high profile sports, corporate and festival events. Gulf’s first job was to provide a Jet A1 refuelling vehicle to supply 15 Fresh Air helicopters at an international sporting event. “We strove to be on hand at all times, supplying additional fuel to Fresh Air at a moment’s notice,” said Alex.

Gulf Aviation also provides fuel to HMS Gannet at Prestwick

for its Royal Navy search and rescue helicopters.

A wee bit of banter

“When it comes to purchasing fuel, the decision is often down to price but we have found that our fresh approach and friendly communication have led to the forming of some excellent customer relationships,” said Alex. “A wee bit of banter goes a long way which I believe has also helped our identity.

“Aviation is still the glamorous side of the fuel business. These are really exciting times for Gulf Aviation – we’re proud, passionate and pushing on.” See also page 14.



A branded Gulf Aviation vehicle at Dundee airport – providing refuelling services to major airline contracts including Lufthansa and its European partners: Virgin, Monarch, Norwegian, Flybe and Thomas Cook



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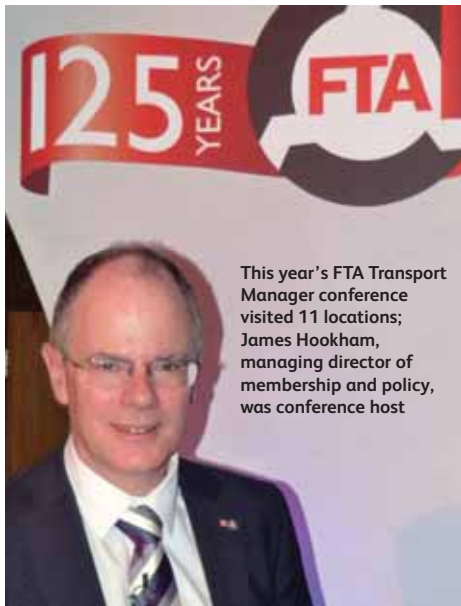
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Aviation

FTA presenters “surprise, reassure and scare” an audience of transport managers

The 13th year of the Freight Transport Association’s Transport Manager conference was designed to “surprise, reassure and scare” its delegates according to conference host, James Hookham, the FTA’s managing director for membership and policy.



This year’s FTA Transport Manager conference visited 11 locations; James Hookham, managing director of membership and policy, was conference host

Members attended 11 different venues – from Dunblane to Taunton – as the conference travelled the UK from September to December. Covering topics ranging from the latest DVSA enforcement priorities, the new guide to maintaining roadworthiness and the looming driver shortage, delegates were entertained by some of the industry’s most high-profile speakers.

Key note speaker was Beverley Bell, senior traffic commissioner, who amused and inspired her audience with views and comments on the latest move to rid vehicles of roadfund tax discs, and her recent fact-finding mission to Calais to witness at first hand the problems with “clandestines” attempting to smuggle themselves on board vehicles destined for the UK.

“I shall watch with interest from the sidelines to see if trucks are taxed at the correct rate now that tax discs are no longer required on windscreens,” she said at the Warrington conference – one week before the new regulations came into force. She explained that it was very quick and simple for the authorities to make a computer check to see if a vehicle is properly taxed, but fellow road-users would not

know unless they used a special app on their mobile devices.

Ms Bell warned delegates about the many infringements she had witnessed in Calais. She stressed that transport managers should give detailed guidance to their drivers about how to ensure no clandestines penetrate their vehicles prior to crossing the Channel – “or suffer the serious consequences and legal penalties.”

DVSA positive feedback

Matt Barker, national roadside delivery manager for DVSA, then gave an insight into the newly merged DSA and VOSA into the Driver and Vehicle Standards Agency. He explained that drivers were finding the new agency “less intrusive”, and that it was now able to differentiate and target resources more at the “seriously non-compliant”. To date, he said, the agency had received some “very positive feedback”.

DVSA was formally launched in April 2014 with a broad range of responsibilities, including processing applications for licences to operate lorries and buses, operating testing schemes for all vehicles, and enforcing the law on vehicles to ensure that they comply with legal standards and regulations. The agency also enforces drivers’ hours and licensing requirements; provides training and advice for commercial operators; and investigates vehicle accidents, defects and recalls.

Maintaining roadworthiness

James Firth, head of road freight and enforcement policy for the FTA introduced delegates to the newly revised DVSA Guide to Maintaining Roadworthiness, which was produced in collaboration with the FTA. He highlighted the main changes contained within the guide covering safety inspection intervals, inspection facilities, brake testing, the maintenance of older vehicles and trailers and the clarification of previous ambiguities within the guide. “The new guide has much more emphasis on driver competence, quality monitoring and the driver walk-round check,” he said.

He told his audience that “nothing in the guide is mandatory,” but stressed that “operating as outlined in the guide would ensure the relevant conditions and undertakings of an operator’s licence are

met.” The 2014 revised document can be downloaded from the government website: www.gov.uk

Trucks of the future

Chris Evans of Volvo Group UK said that major factors influencing truck design now included climate change as well as EU regulations and explained how manufacturers were “rising to the challenge”. “The amount of oil left in the ground is less than that which has already been taken out – and it’s not replaceable,” he said. “Industry has a responsibility for climate change – at Volvo we know we are part of the problem, but also part of the solution.”

In this context, he explained that Volvo – and many other manufacturers – were currently exploring energy efficiency and the use of alternative fuels. In the USA, Volvo scientists were trialing the use of dimethyl ether (DME), and elsewhere the company was looking at partial diesel substitution with biomethane – cutting up to 70% of CO2 emissions. Hybrid power and electrics were also being seriously investigated.

Tackling the driver shortage

Sally Gilson, the FTA’s skills policy manager, posed a question to her audience. “On a scale of one to five, how bad do you think the driver shortage is?” 60% of delegates said that it was “very bad” and could impact on Christmas deliveries. More than 80% were looking to recruit drivers either now or in the near future.

New licence acquisitions were down by 24% between 2008-2013, with only 25,679 licences issued in 2013 compared to 32,767 in 2008. Almost half of all drivers were over 50 years old, she said, potentially causing a

Conference report – continues on page 17



Senior traffic commissioner Beverley Bell is ‘watching from the sidelines to see if trucks are taxed at the correct rate now that tax discs are no longer required on windscreens’

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UNMANNED FILLING STATIONS – EUROPEAN PERSPECTIVES

Inside Out



TAKEN AS A WHOLE ACROSS EUROPE, UNMANNED SITES COMPRISE 10% OF THE TOTAL NUMBER OF SITES AND ACCOUNT FOR BETWEEN 5-6% OF OVERALL FUEL VOLUMES

Origins

The main thrust in the development of unmanned networks goes back around 25 years, starting in Scandinavia and spreading south into Benelux and Switzerland. As a sector, it continues to grow, from 7% of all sites in 2007 to just over 10% now. There are, however, significant variations between countries in terms of the extent of penetration, which appears to fall in to three distinct levels:

- High – in excess of 50% of sites
- Medium – between 20% / 30% of sites
- Low – less than 5% of sites

High penetration in Scandinavia and Switzerland

Predictably, unmanned site development has progressed furthest in Scandinavia. This was pioneered principally with the establishment, from scratch, of the Jet network in Sweden in the late 1980s.

By the time of its sale to Statoil in 2007, this comprised around 163 sites in Sweden, 39 in Norway and 72 in Denmark, with an average site's fuel volume at four million litres per year. Competitors such as OKQ8, Preem, Shell, Statoil, etc. soon responded with wholesale conversion of sites from manned to unmanned mode.

Now, the position, in terms of unmanned % of totals, is as follows:

- Denmark- 66%
- Sweden- 59%
- Finland – 54%.

In Denmark and Finland, volumes through unmanned sites account for just over 50% of

the total and, in Sweden, just under 50%.

The other 'high penetration' country is Switzerland, where 56% of the site network is unmanned, principally owing to the Avia and Agrola networks.

Medium penetration in Norway and the Benelux countries

The countries in this category are:

- Norway – 26%
- The Netherlands – 25%
- Belgium – 20%.

The unmanned share has doubled in the Netherlands since 2007, due to the expansion by the two largest operators – Tinq and Tango. Over the same period, the share in Belgium has trebled.

In Benelux the typical prime location for unmanned sites is on approach/access routes to/from, and within, urban centres where the preponderance of traffic flow comprises commuters who are in a hurry and only want fuel.

The pump prices at unmanned sites are typically 5-6 c/litre below the prices at manned sites in Benelux, which are sustainable at the current healthy market gross fuel margins for manned sites.

Low penetration in the big economies

The low penetration category incorporates four of the big economies – Germany, UK, Italy and Spain. In Germany, the share is just under 2% and under 1% in the other three countries.

At the last count, the number in the UK was 82 – most of which are Asda with a

few Tesco sites. Asda originally planned to convert its entire network (currently 226 sites) to unmanned mode but has subsequently appeared to temper this ambition. Limited trials conducted by Esso and Sainsbury in the 1990s were not deemed to be successful and discontinued.

France

Not included in the above categories is France where about 10% of the network – circa 1,250 sites – are unmanned. Most are supermarket sites along with Esso Express. The latter has around 320 outlets which were converted to unmanned operation some years ago to enable them to more readily compete with the supermarket groups. These sites often discount by up to 6-7 c/litre versus conventional manned outlets.

The future

There is probably only limited scope for further unmanned site development in those countries where penetration is already high. In Benelux, it is felt that the share will continue to grow towards the 50% + level.

However, the major conundrum is whether or not there will be any significant advances in those countries where penetration is low especially Germany and the UK. Current fuel margin levels only provide limited scope to take advantage of the materially lower site operating costs of unmanned outlets so it is likely that any growth in the number of unmanned sites will be highly selective/targeted and, consequently limited.

FTA Transport Manager conference report continued from page 15.

greater shortage at retirement age. "The main reasons why people are not going into driving are the lack of driver roadside facilities; health requirements; the cost of licence acquisition; the cost of young/inexperience driver insurance; and the fact that driving is considered to be a male-only role," she said. "Only 1% of drivers are female – we need to get that number up, otherwise we are missing out on 50% of the potential workforce."

Highways Agency

Malcolm Bingham, head of road network management policy for the FTA, and Martin Hobbs, head of asset resilience for the Highways Agency, then presented "The strategic road network – planning for the unexpected". In a thought-provoking interactive session with delegates, the presenters asked what transport managers required from the Highways Agency in times of severe weather. Several suggestions were made, ranging from more detailed and up-to-date information about particular problem

areas, to restricting certain high-sided vehicles on parts of the road network which are vulnerable to high winds.

To improve accountability and transparency for road users, Martin Hobbs explained that the Highways Agency was soon to become a standalone, state-owned company, rather than part of the Department of Transport.

FTA's Fuel Tanker Conference was held earlier this month – look out for the conference report in an early 2015 issue of Fuel Oil News.

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It's certainly been a journey of ups and downs over the years," said group managing director Graham Lackey. "But, more recently there've been more ups than downs!"

Operating in various logistics arenas including automotive distribution, chemical distribution and fuel distribution enables Brit European to look at market opportunities that could be complementary to existing business units.

"When the opportunity to acquire the assets and goodwill of Ellesmere Port based Tankplus – a small sub contractor provider to the fuel distribution industry – came up we saw that there could be a gap in the market.

"It's down to commercial instinct and a willingness to take a calculated risk," explained Graham. "Above all it's about being innovative and creative.

Looking at opportunities and roadblocks to development from a different perspective is in our DNA. These days innovation and always finding a solution to meet our customers' needs is almost systemised in the business."

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Looking forward to further growth in fuel distribution in 2015
– Graham Lackey, group managing director, Brit European

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What's on the distributor's Christmas shopping list?

FUEL OIL NEWS RECENTLY POSED THE ABOVE QUESTION TO A SELECTION OF READERS. THERE ARE NO PRIZES FOR GUESSING THE TOP ANSWER – A COLD WINTER!

Cold winters and crystal balls

Looking into the crystal ball requested by several readers including James Brook at Rix Petroleum, weather forecasters have said that the outlook for the winter 2014/15 season is expected to be 'much colder than last year but not as cold as 2009/10 or 2010/11 seasons with the predicted cold season later rather than earlier'.

From responses received a very large percentage of readers certainly have their fingers crossed for a cold winter. 'Well, I think a long, crisp, cold snap would be on everyone's list', said Chris Bingham of Craggs Energy which operates from high on an, as yet unsnowy, Yorkshire hillside.

At Rochdale-based Ingoe Oils, Jordan Ingoe is wishing for 'a cold winter with a good covering of snow on the ground.' Not necessarily a realistic expectation in Bedfordshire, but Paul Craddock at Conquest Oil is seeking not only a 'very cold winter' but one 'that will last until June 2015!'

As Mark Nolan of Oxfordshire distributor Nolan Oils says in the distributor world there's nothing original about the request for a cold winter – 'it's got to be the old one of a cold winter which will always come top of a distributor's Christmas shopping list!' he said.

More tankers, better tank installation and new improved fuel

Fuel, tanks and tankers also featured on the Christmas shopping lists for various reasons. Many tanker drivers would totally agree with a driver at N Booth & Son at Appley Bridge in Lancashire who refused to deliver to the tank pictured below right. In this case the customer had 'installed' the tank themselves. Hopefully Father Christmas will send an OFTEC registered tank installer to the customer concerned....

There were many requests for fleets of new tankers – and in particular, ones that would never break down, that would plough through snowdrifts – you wish – without mishap. Some requested kerosene that would always have a char value of below 11 to ensure that all those oil-fired range style cookers would run like a dream, keeping those customers fully satisfied. For customers with agricultural equipment, the list included being able to reap the benefits – if BS2869 gas oil was replaced by EN 590 gas oil.

Higher margins, less regulation and stable prices

Higher margins definitely came a close second to the cold winter on the distributor's Christmas shopping list; along with comparison sites to have more realistic margins.

And, in a year that brought DCPC and PDP, high on the wish list for tanker drivers was for 'less regulation' – 'but I don't suppose we'll get that wish!' said one distributor.

'I think a stable oil price would be well received', said another. Hear, hear said many others on this subject and this in a year which has actually brought glad tidings to domestic customers as oil prices have fallen closer in line with those of gas. Now, come fill your tanks – suitably installed of course – and bring on that cold winter!

Working better together

With this being the season for peace and harmony, one distributor's main wish was that 'the industry can find better ways to work and pull together for the good of both customers and distributors'.

Fuel Oil News will drink to that - cheers and a very happy Christmas and a prosperous 2015 to every reader



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A mild and bitter season for kerosene



Snow on Carruntoohil – the highest peak in Ireland – after recent mild weather, Ireland is looking forward to more bitter prospects
Credit: Rainbow79

THE NEWS THAT SOME WEATHER FORECASTERS ARE PREDICTING AN ESPECIALLY HARSH WINTER FOR IRELAND WITH HEAVY SNOWFALL AND BITTER SUB-ZERO TEMPERATURES IS LIKE MUSIC TO THE EARS OF HOME HEATING OIL DISTRIBUTORS WRITES IRISH CORRESPONDENT AINE FAHERTY

Below Aine talks to a selection of Fuel Oil News readers who are truly hoping that the weather gods are with them and that Ireland's oil future is a bright snow white.

Optimism as oil prices have fallen

Some report a number of positive elements arising from the recession ashes including Gerard Boylan CEO of **Top Oil** who says the company 'has noticed steady growth in its market share in the Republic this season with online sales also continuing to grow year-on-year'.

"The price of 1,000 litres of home heating oil is well over €120 less than it was two years ago," says Gerard. "We're optimistic about the home heating oil season ahead."

At Belfast-based **Top Kelly Fuels** general manager John Colgan reports that the company is blessed with an extremely loyal customer base, which gives a great start to every home heating oil season, not least this one now that oil tariffs are down.

"Right now, with the favourable price of our home heating oil, we continue to receive very positive feedback from our customer base," John said. "And with temperatures falling a little, there's a steady increase in the number of sales on a daily basis, which bodes well for a busy home heating oil season."

Michael Strain, general manager for Home Heat at **Topaz**, commented: "As we head into the winter season – albeit delayed for two months – it's certainly good to see oil prices fall. Here in Northern Ireland prices are coming close to that of natural gas."

On the subject of bio-liquids inclusion in the Northern Ireland government's Renewable Heat Incentive from 2015,

Michael says Topaz is always supportive of any environmental advancement. "As the use of bio-liquids or B30K demonstrates a reduction in carbon emissions that's as much as 21%, the responsibility is on us all, whether in the industry or outside to help make that reduction."

A modest improvement but challenges remain

"There's still a serious challenge to the industry," says Arthur McMahon, director of the Letterkenny-based distributor **Donegal Oil Company**. Going into winter, Arthur's main concern is the constant threat posed by rogue operators which tarnish the fuel distribution industry.

"We do things right – our drivers are properly qualified, our product is properly tested and bought from a reliable source," says Arthur. "Some customers are attracted by the lower prices of such rogue operators but that comes at a cost to both customer and legitimate business."

"I'm optimistic that oil producers are coming through recession as they've done in previous decades." Arthur sees a very 'modest improvement' in people's fortunes but believes it's too early to say things are going to get better in the longer term.

"Customers just don't have the money and if they do, they don't always want to be putting that money into their oil tanks," he adds. "Order quantities may still low but that's acceptable as long as customers continue to place orders."

At Tipperary-based **McGrath's Oil** owner John McGrath says there is a slight pick-up in business with order quantities gradually

increasing.

"More promising for the season ahead, 300 litre orders have risen to 400 or 500 litres," said John. "Business is steady but what the industry's really looking for is three or four hard months of cold weather. Mind you, if the oil price stays down, customers will want to buy more as they turn their heating on more often."

In the lap of the gods with over supply and the unknown weather parameter

In common with most distributors, the mild autumn weather did not provide much in the way of heating oil sales. However, for Donall O'Connor managing director of **Value Oils** orders rose as the temperature dipped last month.

"Northern Ireland has the unenviable position of being so significantly oversupplied with both distributors and wholesalers, that with the exception of peak demand periods, margins are permanently under severe pressure," said Donall.

"This oversupply situation leads to unhealthy combative levels of competition with some distributors working at less than their variable costs which is unsustainable in the long term. The situation is compounded by demand for heating oil in Northern Ireland being steadily undermined by the progress of gas. And, that demand is always extremely dependent upon the unknown weather parameter," added Donall:

"As the winter of 2013/14 never really came, distributors are crossing their fingers for a long, cold winter. With demand in decline and supply awash, only the weather gods can help us out with those *bitter* prospects for the 2014/15 heating season."

FIGHTING FOR A FINE INDUSTRY

continued from page 9

MOSGITF chairman Ken Rivers believes the government and industry are working much better together, do you agree? Has politics and reality played a part in this?

Matthew Hancock, the new minister of state for energy, is well known to us through his work at the Department for Business, Innovation and Skills. Enthusiastic and results driven, I hope that we will inspire him to deliver. After five months of meetings, it's time to press on and look into tangible deliverables.

Both DECC and industry have a clear understanding of the issues faced by the refining industry. Policy reform is what's needed – but all government departments need to be aligned to ensure that those reforms can be enacted before it's too late...

Government and industry are working much better together, do you agree?

Another salient issue is that of resilience and security of supply in the downstream oil industry. For this reason, we hope that an independent study will soon be commissioned by government on this crucial matter. Indeed, if there were no refineries in the UK, UKPIA contests that the UK supply position could be very grave. Crude oil is useless without refineries; the country's energy security is far more assured with refineries on home turf. When asked if the government is likely to agree, Chris replied: "I hope they will."

Is energy efficiency still the way forward in reducing greenhouse gas emissions?

Energy efficiency is key and great strides have already been made with vehicles. Now we must turn our attention to the energy efficiency of domestic and industrial heating, it's here where the biggest wins can be achieved. Upgrading

housing standards with improved insulation would give us huge gains.

What was your reaction to recent news that the sale of the Milford Haven refinery had fallen through?

I was greatly saddened by the news. My thoughts are with the local community, staff and contractors, many of whom have been employed at the site for many years.

To your dismay, the EC stated that the Fitness Checks would only be considered retrospectively, and on the lines of 'how well did we implement the legislation.' Scheduled to be completed by September 2014, have these refinery Fitness Checks all been carried out and when do you expect the report to be published? Will this report be of any use to the UK's refining industry?

The Fitness Check will be late! It is partially completed with the report now expected in spring 2015. Disappointingly, at present there seem to be some key omissions.

We've had very good support from DECC on this initiative, but there's some way to go and a lot of discussion to follow once the report is published.

"I cannot help but think that the industry is the victim of stalling tactics by interested parties in the Commission." Do you still agree with this statement?

There are several Directorates involved in oversight of the Fitness Check process with vested interests in their own regulations under discussion. I have to say some fairly dismissive views on the plight of EU refining have been evident from time to time and even Member State representatives came under fire.

When do Article 7a and the Refinery BREF (Best Practice) of the Industrial Emissions Directive come into effect?

The date is still in transit.

Over the last two years have issues of energy security, financial considerations and political circumstances worsened conditions for the refining sector in your opinion?

Without doubt! Conditions have worsened for European refining as the regulatory burden grows apace. As mentioned, competitive pressures, supply versus demand challenges, the hugely burdensome legislative background and tough market conditions, have all affected the ability of operators to invest.

In its UK refining report published earlier this year, do you believe that the UK government has 'set out a strategy that removes impediments enabling the UK's refining sector to better compete'?

The creation of MOSGITF is an indication of DECC's involvement and willingness to assist with making improvements. We have to assist DECC to get this done.

What cheers you up most about the UK's refining sector and what depresses you?

The fact that this downstream oil industry of ours is a wonderful industry, cheers me up. It's full of first class people all the way from refining to service stations. Providing mobility for society, this industry is absolutely essential to our daily lives.

What depresses me is the fact that thanks to inappropriate UK and EU regulation we could kill off huge chunks of this fine industry. All the industry asks for is a level playing field to play on!



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All flow meters are tested and when completed are sealed and given a calibration certificate. A third party electrical inspection and certification is carried out by CompEx qualified engineers and full quality assurance checks are completed. Skids are then delivered with free onsite commissioning and skid set up provided.

Units are constructed using high quality components mounted on a robust galvanised steel frame and powder coated pipe work,

making them resistant to corrosion. Three part swivel joints on the loading arms make for a trouble free operation and an extended life span.

A high level of service is put into the design, production, testing and installation of every bottom loading skid. Complemented by excellent service, after care and continued reliability at each installation site, IFC offers the complete package. See also back cover.

www.inflow.co.uk

The distributor's one stop shop

For over 29 years, Hytek has been providing innovative products to many industries such as the heating oil, forecourt, fuel tank and lubrication sectors.

Hytek offers well-known brands such as Cim-Tek, Goodyear, UPP pipework and ALFA-Lube alongside its own in-house Hytek Quality manufactured products.

Supplying only to the trade, Hytek prides itself on providing competitively priced products coupled with friendly customer support and technical advice.

Hytek holds over 6,000 products in stock with items available for next day UK delivery. It's what makes Hytek the one stop service for distributors.

For a copy of the Hytek catalogue, call 01279 815 600 or email sales@hytekgb.com.



Just some of the 6,000 products in stock for next day delivery at Hytek

The Maltese tanker

Malta-based fuel distributor Falzon Fuel Services chose Maine Tankers to build the tanker featured here.

The Falzon Group, which comprises three companies – Falzon Fuel Services, the San Lucian Oil Company and the Waste Oils Company – originated in the 1950s and became the holder of the first bunker licence issued in Malta.

The Group supplies fuels to industrial, commercial, agricultural and domestic customers with marine fuels and lubricants supplied to local and international shipping.

One of three rigid tankers ordered, this vehicle has a DAF chassis and a Euro 5 engine. With a 28,500 litre capacity it has six compartments and is fitted with a TruFlow 1000 electronic bulk meter system designed by the Maine Group. With the company's emphasis on supplying marine fuels to super yachts, cruise ships and freight vessels, a filtration system is fitted and there are numerous fuel quality sampling points. Safety features include split screen side and reversing cameras with LED amber beacons activated front and back when pumping.



Now operating in Malta, this tanker features a TruFlow 1000 electronic bulk meter system designed by the Maine Group

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Singapore sales for Alpeco truck systems

Alpeco has shipped three truck electronic metering systems to CNC Petroleum in Singapore – an oil distributor eager to raise the general standard of equipment used for fuel deliveries in Singapore and Malaysia.

Currently there are few regulations employed in Singapore for the safe carriage and delivery of fuel oils. Therefore CNC believe they can win lucrative contracts if they invest to raise the standard of equipment used in the region. To this end the company has secured a government grant to help purchase new state-of-the-art tank and metering equipment from Alpeco in the UK.

Established in 2008, CNC customers include major construction companies, ship and rigs builders, factories and other

users who need fuel to operate the machines and equipment.

Local tank builder Ryobi Kiso is assembling the three new tankers which will be mounted on Volvo chassis and incorporate the Alpeco MF800 tank and electronic metering equipment.

They will then deliver fuel across Singapore and will be used to demonstrate Alpeco equipment to other regional oil companies who might be looking to enhance their own fleet efficiency and safety. CNC will act as Alpeco's distributor in the region.

Sean Chua is CNC's director responsible for the daily business activities. He commented: "The existing truck meters are the rather old-fashioned mechanical type, so drivers have to write the dispensed quantity and issue a



Singapore distributor CNC Petroleum says the Alpeco MF800 is 'the perfect product to build and to underpin customer confidence in the accurate reporting of product volume delivered'

hand-written delivery receipt. Alpeco's MF800 gives us a turn-key solution that enables us to have both top up and bulk operations in one vehicle."

He added that his company

uses Alpeco's MF800 "as the perfect product to build and to underpin customer confidence in the accurate reporting of product volume delivered and the transparency this brings with it."

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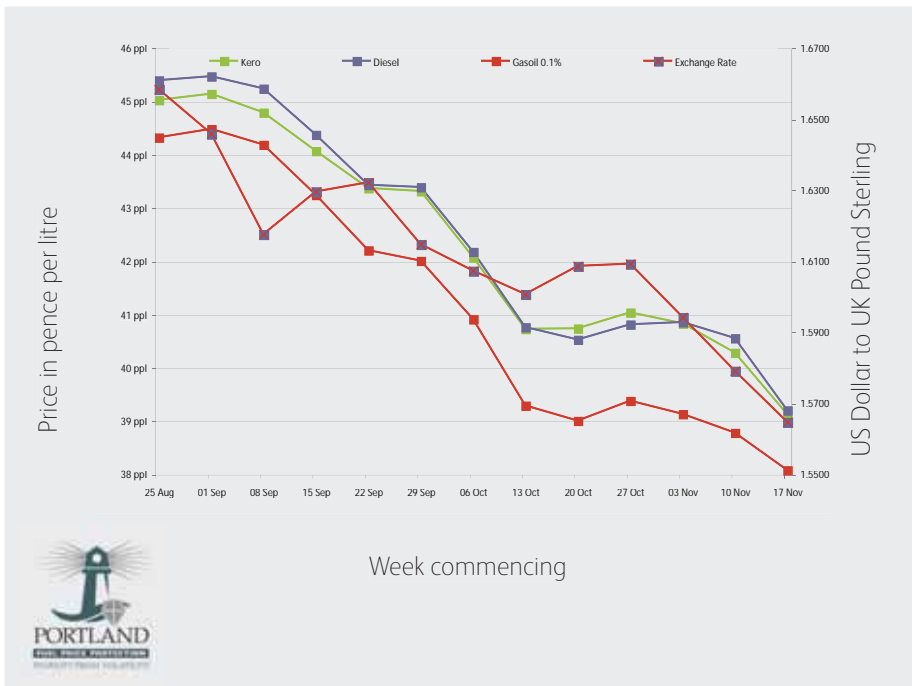
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Wholesale Price Movements: 19th October 2014 – 18th November 2014

	Kerosene	Diesel	Gasoil 0.1%
Average price	40.57	40.54	38.97
Average daily change	0.35	0.41	0.37
Current duty	0.00	57.95	11.14
Total	40.57	98.49	50.11

All prices in pence per litre



Highest price
41.46 ppl
Mon 10 Nov 14

Biggest up day
+0.88 ppl
Fri 17 Oct 14

Kerosene

Lowest price
39.11 ppl
Mon 17 Nov 14

Biggest down day
-1.15 ppl
Tue 04 Nov 14

Highest price
41.69 ppl
Fri 07 Nov 14

Biggest up day
+1.10 ppl
Tue 18 Nov 14

Diesel

Lowest price
39.19 ppl
Tue 18 Nov 14

Biggest down day
-1.27 ppl
Tue 04 Nov 14

Highest price
39.85ppl
Wed 29 Oct 14

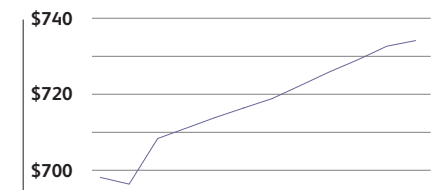
Biggest up day
+0.92 ppl
Fri 14 Nov 14

Gasoil 0.1%

Lowest price
37.99 ppl
Fri 14 Nov 14

Biggest down day
-1.14 ppl
Tue 04 Nov 14

Gasoil forward price
in US\$ per tonne



December 2014 – November 2015

The Fuel Oil News Price Totem

	Trade average buying prices			Average selling prices		
	Kerosene	Gasoil	ULSD	Kerosene	Gasoil	ULSD
Platts	40.60	50.02	99.21			
Scotland	41.99	53.42	100.08	47.55	57.50	103.73
North East	42.93	53.40	99.97	49.26	57.65	103.46
North West	42.51	53.78	100.56	48.09	57.00	103.93
Midlands	41.90	53.10	99.92	47.23	55.98	101.70
South East	42.66	52.78	99.95	48.68	55.98	102.73
South West	42.47	53.08	100.21	47.20	56.37	102.90
Northern Ireland	42.36	53.74	101.01	46.45	58.29	105.00
Republic of Ireland	62.40	66.74	105.57	68.70	72.20	119.00


The price totem figures are compiled from the results of a telephone survey of distributors carried out on 06/11/2014

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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