

Fuel Oil News

MARCH 2015

Ireland – top10 fuel oil distributors

Tanker loading/offloading

FPS EXPO

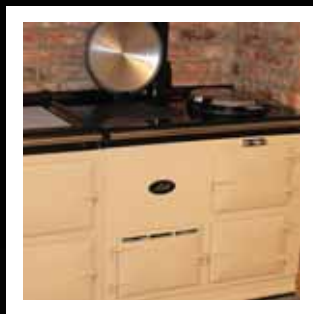


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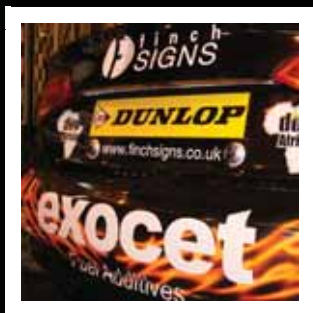
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Question time

There was certainly no questions asked when the latest industry figures showed that heating oil was cheaper than mains gas for home heating!

With the price of kerosene having fallen by nearly 30%, it's now costing £119 less per year to heat an average three-bedroom home. Oil also comes in at 47% less expensive than LPG and 37% cheaper than electricity.

Writing this in the third week of February, the price of Brent crude had fallen \$2 per barrel following a predicted big rise in US oil inventories and rising output from Saudi Arabia. But with the oil market wobbly at best, predictions about paying less than £1 for a litre of fuel could be quickly overturned by events.

Later this month the terminals industry will be questioning the likely effects of the drop in oil prices and the move to contango. On home turf, there's speculation about who may wish to take advantage of Murco's Westerleigh terminal....

The many questions already asked about the future of UK refining gained added poignancy when news broke that the Lindsey Oil Refinery is to scale down its operation.

The departure of Certas Energy's managing director linked to a move to World Fuel Services set tongues wagging amid the certainty that this will impact on the fuel oil distribution market - giving everyone much to talk about and speculate over at next month's FPS EXPO get together.



The Prax terminal at Cardiff Docks, which imports product via rail and sea, has a storage capacity of approximately 30m litres.. Products available – kerosene, diesel, and gas oil – can be lifted by road, rail, and sea

Fuel Oil News

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

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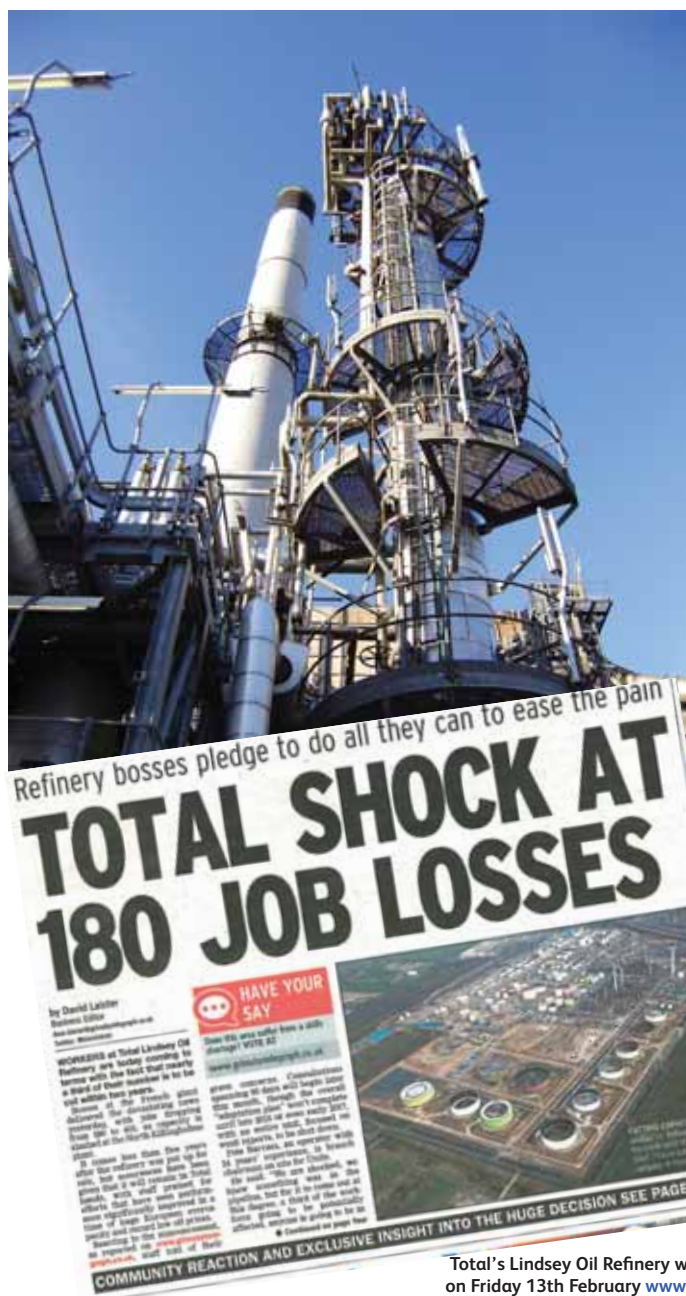
Continued investment in the UK wholesale market

Phillips 66 will be exhibiting at next month's FPS Expo 2015 giving company representatives a chance to highlight expansion plans and share predictions for the future of the UK market.

"The next five years will undoubtedly see continued pressure on Europe's refining network so we can expect further change in the UK's refining landscape," said Pete George, managing director of UK & Ireland marketing who has spoken of the company's commitment to a long-term future of refining at its Humber refinery on the east coast.



Several distributors and customers of Phillips 66, seen here in Westminster Hall, were guests at an IP Week dinner at the House of Commons last month



Lindsey Oil Refinery – adaptation plan to secure future

Up to 180 jobs may be lost at the North Killingholme plant in Lincolnshire where consultations spanning 90 days began last month.

A press statement was released on 12th February.

The Lindsey Oil Refinery (LOR), along with its logistics activities, is to be adapted to improve its efficiency and enhance its competitiveness by reducing its costs and cash breakeven.

LOR is facing lower domestic sales and lower utilisation rates which dangerously threaten its profitability.

After having studied several options for the refinery in the past years, including a divestment, and encouraged by strong motivation of a competent management and workforce, Total has now defined an adaptation plan that will ensure a sustainable future for LOR's industrial and business activities within the Total European refining system.

"Total has developed a viable plan for the future of Lindsey Oil Refinery," states general manager Jacques Beuckelaers.

"The refinery operates in the most competitive market in Europe, which itself is facing strong international competition, rising costs, falling petrol and diesel consumption, and continued overcapacity. Modernisation programmes at Lindsey have yielded encouraging results over the last years. These efforts will be further consolidated by streamlining the refinery's production capacity and organisation. With our solid industrial capabilities and our professional and dedicated teams, we will adapt the refinery to ensure its future: LOR will be a smaller but a higher converting and more profitable refinery."

Total's Lindsey Oil Refinery was headline news in the Grimby Telegraph on Friday 13th February www.grimbytelegraph.co.uk

All change in the forecourt equipment business

Last year Frank Hare stepped down from his role as the first general secretary of the Petroleum Equipment Installers and Maintenance Federation (PEIMF) which was founded in 1993. Fuel Oil News asked for his reflections.

"I've been associated with the storing and distribution of dangerous liquids and gases for over 40 years," said Frank, who before joining the downstream equipment sector in 1979, worked with cryogenic liquids at Air Products.

"It was very apparent that engineers installing/servicing equipment at petrol stations and commercial depots were poorly represented and that their welfare was far from satisfactory," said Frank. "I was asked to formalise the PEIMF and to start a magazine." Now the federation's mouthpiece, INSITE magazine is published quarterly.

The need for reliable and accurate equipment

"The forecourt has certainly seen many changes since the primitive days of attended service when it was normal to pay cash to today's self service pumps and card payments.

"As the price of petroleum products soared there was a vigorous campaign to get reliable and accurate equipment.

"Whilst some indigenous manufacturers rose to the challenge, it was largely the international companies that prevailed and still do today. With the development of equipment such as pumps, tank gauges, overfill prevention devices and sophisticated information technology for point of sales and back office, engineers have had to be retrained on a constant basis simply to keep up.

Fuel polishing

"One area that would really surprise my colleagues of old is the treatment of fuel itself. Who would ever have thought that there would now be an industry that actually polishes fuel?

"Adding biofuels has brought its problems. The introduction of ethanol to petrol and FAME to diesel has resulted in sludge at the interface with water in the tanks, leading to the creation of bugs that actually eat steel tanks, if not removed. In placating the environmental lobby a new tank and fuel cleaning industry has been spawned.

"When that fuel tanker driver delivers their load, it's just the beginning of a cycle of activity that the public know little about but it's what keeps us in business!"

Frank, who is busy with an array of activities including technical blogs, business development tactics and market research can be contacted at frankthare@btinternet.com.



(l) Frank Hare with David Honeyman, the new editor of INSITE magazine

Allowing distributors to be heard



"We've no doubt that Janet will do an excellent job of working with FPS members across her region, as well as attracting new members," said Mark Askew FPS chief executive.

Mark, who was speaking about the appointment of Janet Kettlewell of Yorkshire-based Kettlewell Fuels, as a regional representative added: "Our goal is always to ensure a fair deal for the industry by allowing distributors to be heard – through our regional representatives.

"Representatives are then able to act for their members at government level to ensure continued high standards of the downstream oil distribution sector across the British Isles."

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StocExpo – dealing with dramatic change in the industry



BP WILL BE AMONG THE SPEAKERS AT THE 11TH STOC EXPO CONFERENCE AND EXHIBITION WHICH TAKES PLACE IN ROTTERDAM FROM 17-19 MARCH



Inter Terminals operates 8 terminals in the UK, Ireland and Germany with a combined bulk liquid storage of 1.23 million m³ and 4 terminals in Denmark with 1.8 million m³. The company handles 250 different products and blends

The effects of the drop in oil prices, the move to contango, the future of European refining and the drivers for the ARA storage market will be among the topics for discussion at the three-day event. At a time of dramatic change for the industry a conference such as this is more important than ever.

Erik Klooster, BP's head of government affairs in the Netherlands, Wood Mackenzie's Onur Capan and Patrick Kulsen, MD of PJK International will give comprehensive coverage of the market fundamentals impacting the sector.

Whereas previously everyone has been discussing the shale boom, this year attention will turn to the growing pressure the sector faces and the impact this will have on trade flows and future storage demand. VTTI's commercial manager Didier De Beaumont will examine this in detail.

The event will also host a special new finance and investment section featuring speakers from EQT, UBS Bank, DNB Bank and a petrol storage broker.

For more information, please visit www.fueloilnews.co.uk and www.stocexpo.com.

Tincknell treads carefully

TINCKNELL FUELS, WHICH CELEBRATED ITS 60TH ANNIVERSARY LAST YEAR, IS FITTING MICHELIN X MULTIWAY 3D TYRES ACROSS ITS FLEET

“Safety is the number one concern for our truck fleet,” said transport manager Michael Brown. “We maintain our vehicles meticulously and, as the only part of the vehicle in contact with the road's surface, we need to be able to rely on the rubber we fit.”

Michelin X MultiWay 3D tyres feature the 3PMSF (3 Peaks Mountain Snow Flake) and M+S (Mud and Snow) sidewall markings which indicate excellent grip and traction available during winter conditions.

Safety training

In rolling out a full Michelin tyre policy, drivers at the Wells-based distributor receive dedicated on-site tyre safety training delivered by staff from Michelin's technical and account management teams. All aspects of tyre construction and how to carry out tyre safety inspections as part of the daily walk-around vehicle checks are covered.

“With some suppliers you buy their tyres and that's it – with Michelin, it opens up access to a wealth of support,” added Michael. “Come

rain or shine we will deliver when our customers need us to, so we must select tyres which can perform year-round.”

Tyres are fitted and serviced by local service provider ATS Euromaster to ensure all new Michelin fitments are managed in line with the manufacturer's multi-life policy.

“Working with ATS Euromaster provides the reassurance that we can access their nationwide roadside rapid response service 24/7 too,” added Michael.

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The Tincknell Fuels fleet is now benefiting from 'increased levels of on the road safety'

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TOP 10

FUEL OIL DISTRIBUTORS: IRELAND

Northern Ireland

Rank	Company	Number of tankers 2015
1	LCC Oil	72
2	EMO Oil	56
3	D&W Carlisle	30
4	Topaz Energy NI	24
5	TOP Kelly Fuels	21
6	Thompson Fuels	16
=7	Colin J Morrow & Son	14
=7	AH Fuel Oils	14
=7	Patterson Oils	14
10	P Ferguson & Sons	12

Republic of Ireland

Rank	Company	Number of tankers 2015
1	Topaz	241
2	East Cork Oil	145
3	Top Oil	93
4	Campus Oil	42
5	Jones Oil	38
6	EMO ROI	37
7	Valero Marketing Ireland	20
8	M&J Kelleher	16
9	Amber Oil	15
=10	Glen Fuel Services	14
=10	Ultima Oil	14

Fuel Oil News presents the top 10 listings for Northern Ireland and the Republic of Ireland, based on tanker fleet sizes. Figures, which were taken on trust, were provided by the individual companies during the six weeks prior to publication of this issue.

Fuel Oil News fully respects the decision of a minority of distributors who chose not to disclose figures. Based on 2010 figures Nicholl Fuel Oils would remain in the Northern Ireland top 10.

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The FPS EXPO experience

WITH THE 2015 FPS EXPO NOW JUST A MONTH AWAY, FUEL OIL NEWS SPOKE WITH DAWN SHAKESPEARE, MARKETING & EVENTS MANAGER AT THE FEDERATION OF PETROLEUM SUPPLIERS (FPS) TO FIND OUT MORE ABOUT THIS ANNUAL EVENT AND ITS FUTURE

How are you ensuring that FPS EXPO's long heritage as the key event in the fuel oil distributor's calendar, continues?

We're constantly looking at ways to improve not only the visitor but also the exhibitor experience. We're much more proactive in contacting leading professionals within the industry as well as promoting the FPS as a trade association to a wider audience thus raising the profile of FPS EXPO.

The show needs to develop in two ways; firstly to ensure that the spread of exhibitors covers the needs of the oil & fuel distribution sector which is why for the first time we have tyre manufacturers in attendance as well as other first time exhibitors like Brit European, Norbert Dentressangle, KDC Contractors and Cleansing Services Group.

Secondly FPS EXPO needs to reflect the changes within the sector with possible impacts from things such as compatible renewables and striving to see that the range of exhibitors expands to better reflect the diverse portfolios our members operate.

What highlights can visitors to this year's event expect?

HMRC are exhibiting and will be demonstrating the testing procedures for the new fuel marker.

We have opened Hall A to accommodate an increase in vehicle exhibits and will also be showing a British Touring Car which is sponsored by one of our members.

Many exhibitors have mentioned that they will be launching new products and services so I'm sure visitors to FPS EXPO 2015 will not be disappointed.

We also have a visitor and exhibitor reception on the first night which I'm sure will be a hit as it will give both exhibitors and visitors the chance to stay at the show for longer.

How has your own background in fuel oil distribution helped when it comes to organising FPS EXPO?

Knowledge of the industry is key to ensuring that the EXPO is relevant to the FPS membership. Our membership demographic is constantly changing as companies expand, merge and diversify and being able to

discuss this with the members enables me to set targets to attract new and appropriate exhibitors.

Are many exhibitors planning to launch new products this April?

The show is always a key time for suppliers to showcase new products. Most, of course, tend to keep their powder dry until quite near to the show but many have mentioned that they will be launching new products and services. FPS EXPO is usually a great launch pad for new products and services.

Many FPS EXPO visitors love Harrogate, will FPS EXPO 2015 be the last ever event to be held in the Yorkshire town?

We never say never! The FPS has had many happy and successful EXPOs at Harrogate however over the next three years, we're committed to the new exhibition facility in Liverpool. We're constantly reviewing possible venues which might house our event and also provide the essential out of venue networking opportunities our exhibitors, members and visitors enjoy.

What added dimension do you think Liverpool will bring to FPS EXPO when it moves to the city next year?

Liverpool will be a whole new experience with modern state of the art exhibition facilities which should present a big improvement in the experience for exhibitors and visitors alike.

It will be more convenient for our growing Irish membership.

There are easier transport links, especially for overseas visitors and exhibitors and it's a new exciting city to explore.

Do you expect Liverpool to be more attractive to fuel oil distributors operating in Ireland?

Travel to the venue should be easier for those travelling from Ireland, but FPS EXPO has always enjoyed a good representation from Irish distributors, visitors and exhibitors alike; companies like Dunraven Systems and Envirostore have been exhibiting for many years.



Dawn Shakespeare – improving the FPS EXPO experience for distributors and exhibitors

What do you think FPS EXPO contributes to the industry?

FPS EXPO provides a place for distributors to meet with their current and potentially new suppliers and see new developments in products and services from which they may benefit.

However it is also a major networking opportunity for all those linked to the sector to meet and catch up with old friends, as well as discussing issues affecting the sector now and into the future.

It is also a place where the FPS can meet with many of its members to listen to their concerns which helps to shape what FPS looks to do going forward.

What key elements do you believe make for a successful FPS EXPO?

- ✓ Interesting exhibits
- ✓ Plenty of networking events
- ✓ Opportunities for people to meet and discuss their key issues
- ✓ An interesting location with a range of out of venue activities

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Oil – Ireland’s number one choice

A REPORT COMMISSIONED BY OFTEC SHOWS THAT OIL IS STILL THE FIRST CHOICE FOR NEW BUILD HOMES IN IRELAND

Oil is still the first choice for more than one million homes across Ireland and, despite new energy technologies, oil-fired heating systems remain first choice for new build homes in rural Ireland, as they provide a clean and affordable option (43% cheaper than LPG on annual basis*1).

And, when oil is combined with PV or solar thermal energy in new builds an ‘A’ rating standard is achieved says a recent study by Dr Patrick Waterfield, a chartered engineer and independent energy consultant.

The report focused on a newly built 4-bedroom detached house with a timber frame, facing east. Heating and hot water were provided by a new oil condensing boiler feeding radiators and hot water cylinder (200 litre) with full zone control, 80mm foam insulation and background ventilators and intermittent extraction fans. Air permeability was 0.25 ach and thermal bridging Y value of 0.08. With the inclusion of east-facing photovoltaic panels, with a 4.8kWp specification, the house achieved an A-rating (92) in Northern Ireland and a notional A3 rating in the Republic.

The study proved that oil is a viable, cost effective way to provide the heating and hot water requirements for today’s modern home says OFTEC..

“With oil costs down more than 40% on 2013**2 prices, a modern condensing boiler, linked to PV panels and/or solar thermal, has to be a viable option for anybody considering a new build home in Ireland today,” says David Blevings, OFTEC Ireland manager.

*Sutherland Tables Independent Fuel Costs October 2014: annual cost of space and water heating for 3 bed house using condensing oil appliance – £1,132; annual cost of space and water heating for 3 bed house using condensing LPG appliance – €1,988.

**Oil price: 900 litres 21/02/13 – £587, compared to £340 – 08/01/15. Reduction = c.42% – Consumer Council Oil Price Archive.



(l-r) Kevin McGrady, senior scientific officer at NIEA with Mark H Durkan, and David Blevings at the launch of the oil tank safety awareness campaign, aimed at Northern Ireland householders

Tanks – encouraging responsible ownership



IN THE LAST TWO YEARS, 75% OF CONFIRMED OIL POLLUTION INCIDENTS WERE AT DOMESTIC PREMISES

The Northern Ireland Environment Agency (NIEA), which says many of these incidents could be avoided by taking simple steps, has joined forces with OFTEC to launch a campaign on oil tank safety awareness for Northern Ireland householders.

Through this joint initiative the NIEA and OFTEC is seeking to ensure that customers are provided with advice and information on best practice as well as details on how to ensure tanks are compliant with current legislative requirements.

The campaign’s aims

- ✓ Raise awareness of the vulnerability of tanks older than 20 years
- ✓ Encourage regular visual inspection by owners
- ✓ Promote annual servicing of oil tanks and associated related ancillary equipment by accredited professionals

The campaign is backed by Northern Ireland environment minister Mark H Durkan who said: “I welcome this joint Tank Safe campaign to help reduce the number of oil related water pollution incidents throughout the North through a best practice approach.

www.doeni.gov.uk/niea

“The campaign strives to encourage responsible ownership and storage of oil

at domestic, agricultural, and commercial premises by raising awareness of simple measures to prevent loss of product and thus avoid the need for expensive remediation.

David Blevings, OFTEC Ireland manager said: “Plastic oil tanks provide safe and sound storage for home heating oil throughout the year. They sit in the garden and endure rain, frost, snow and even some sunshine. Like all products, they have a definitive lifespan and the aim of our joint campaign with NIEA is to remind householders that oil tanks should be installed and serviced appropriately.”

www.oftec.org

Twitter: #TanksafeNI

NIEA is the regulatory authority regarding compliance with the Control of Pollution (Oil Storage) Regulations (Northern Ireland) 2010 [OSR2010]. The principal requirement of OSR2010 is that oil stored in above ground containers over 200 litres, in commercial, institutional and industrial properties, and those over 3500 litres, in domestic premises, must be kept within secondary containment with 110% capacity. www.doeni.gov.uk/guidance_document_for_the_control_of_pollution_oil_storage_regulations_northern_ireland_2010.pdf

Ensuring a consistent culture in the downstream oil industry



COGENT SKILLS WORKS IN ALLIANCE WITH SCIENCE INDUSTRY EMPLOYERS TO DEVELOP, DESIGN AND DEPLOY SKILLS AND EDUCATION SOLUTIONS THAT WILL ASSIST INNOVATION, GROWTH AND COMPETITIVENESS

Joining Cogent in 2011, Jenny Clucas is Cogent Skills head of strategy for industrial sciences. A PhD chemist, Jenny has worked in the chemical industry and in management consultancy where she focused on attitude behaviour and culture change.

Speaking to Fuel Oil News, Jenny said: "Cogent's aim is to advance skills in the downstream oil industry and to add value to this vital sector which has over 200 companies involved in the refining, distribution and marketing of petroleum products.

"This high hazard and highly productive industry employs 150,000 people directly with several thousand contractors in addition. The need for a competent and productive workforce is essential to the safety and performance of every business in the downstream oil industry."



Jenny Clucas – delighted by the 'positive uptake and response' to the Petroleum Driver Passport (PDP)

Funding to improve skills from "refinery to rack"

Believing that employers should take ownership of skills, the Government has awarded the employer-led Science Industry Partnership £32.6m to improve skills. This is being cash matched by employers in the science sector, with the total pot being around £52m. The Partnership is now delivering a new approach to apprenticeships, and, among other programmes, a modular masters level programme in formulation.

The Downstream Advisory Council and the Gold Standard

"Cogent looks after skills and skill strategy across the downstream spectrum," explained Jenny who is based at Cogent Skills' Warrington office. "At the refinery to rack end of the sector we facilitate the Downstream Advisory Council which is chaired by Essar with UKPIA, the Tank Storage Association (TSA) and other refiners also being members.

"Looking at employer leadership, we help define the skills, knowledge and behaviour needed to control and operate in the refining, storage and distribution worlds and the common issues to be tackled."

Collectively they work to the *Industry Gold Standard* – a national framework for continuing professional development (CPD) – of which Essar is a skills award winner. This standard is used as a benchmark for CPD competence systems and the Cogent team works with

companies to customise their training and provides a consultancy on competence.

Improving process and driver safety

"Working to embed a culture of safety across the industry, assisted by UKPIA and the TSA, Cogent Skills works alongside companies who want a consistent approach to standards which builds on their own good practice."

As part of this approach three process safety courses with a multimedia approach are offered for those in leadership, management and operations positions, with delivery tailored to the audience and train the trainer courses available on/off site. Courses can also be customised.

A petroleum safety training course for contractors was developed at the request of the Downstream Advisory Council to ensure contractors, particularly those who have previously not worked in the oil sector, have more understanding of downstream and process safety.

Cogent Skills is also a member of the Petrol Retail National Steering Group (PRNSG) which was created to improve safety on petrol forecourts; Cogent provides independent auditing of the SPA Contractor courses. The PRNSG are due to launch new forecourt operator training guidelines later this year.

"I am particularly proud of the work done with the DODF in developing and implementing the PDP with over 5,500 passports issued by the end of January."



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Inver customers bank the benefits

INVER ENERGY SELLS FUELS FROM IMPORT TERMINALS IN FOYNES AND CARDIFF. THE COMPANY RECORDED A CONSOLIDATED OPERATING PROFIT OF €4.1M IN ITS LATEST AUDITED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2013

With the last update on Inver's UK mainland operations published in the April 2014 issue of Fuel Oil News, editor Jane Hughes sought a further update from Tony Wilson commercial director at Inver's Cardiff terminal.

"Here in Cardiff we've moved offices, recruited additional staff (25 full time employees now work in the office, terminal and haulage) and appointed a specialised partner to manage our transport," said Tony.

"As a group, Inver has taken a very in-depth look at the company and its brand," said Tony. "The brand's proposition and what it stands for have now been further developed and new company funding has been rearranged to give better working capital."

terminal operator the PX Group which manages the infrastructure of many energy facilities including the Phillips 66 Bramhall fuel terminal and Greenery's Immingham biodiesel plant.

Indeed Greenery uses Inver's rail facilities to import at the Cardiff terminal to supply customers in south Wales and south west England; a move that followed Mabanaf's departure from the terminal in September 2013.

An upper tier COMAH site, there are 18 tanks with a 74m litre capacity storing gasoline, distillates and fuel oil.

Investment, risk and pricing

"As a measure of the confidence Inver has in the UK mainland market, the company invested

company by our risk team which is embedded in the business," explained Tony.

"We believe that those buying fuel don't need to second guess the oil market, they need to deliver results in their own marketplace. We specialise in live pricing and can offer various options including short term and fixed price to our customers, among whom are large nationwide distributors, commercial, industrial and marine businesses.

"The recent fall in the price of oil has been extraordinary," said Tony. "It's brought significant price advantages for our customers and we've worked with them to bank the benefits. Our philosophy is always to engage with customers and to find out exactly what



Tony Wilson and Andy McAvoy by the loading racks at Inver's Cardiff terminal

New recruits and operators

Among Inver's new Cardiff recruits is Andy McAvoy who was appointed as sales manager in November 2014. Formerly with Brogan Fuels, Thistle Petroleum, DCC Scotland and Certas Energy, Andy was enthusiastic about his new position.

"I jumped at the chance to work with Tony," said Andy. "Everyone knows Tony – he's a real industry aficionado. Whilst our focus here is still very much on the south west and Wales, that's not to say that we haven't got our eye on a larger UK footprint in the future."

The Cardiff terminal is run by specialist

£12m – without the aid of grants – in this site," said Tony.

"We receive, store and put fuel to five loading racks which are controlled by a Fuel FACS terminal automation system. Loading takes between 12-14 minutes with the system providing a full audit trail."

Having recently transferred its haulage operation to Turners (Soham), Inver will soon have a brand new fleet of 8 tankers operating in the UK. The tankers feature the company's new branding which was first introduced into Inver's extensive retail operation in Ireland.

"Sales and supply are integrated in the

they need their fuel for and see how we can help reduce their fuel costs.

"A fixed price means a customer can focus on their business knowing exactly how much they'll have to pay for their fuel. As a big supplier of marine fuels, I'm amazed that shipping operators have not hedged fuel as the airlines have been doing for many years."

Marine fuels

The supply of marine fuel remains a very important part of Inver's business. All marine

Continued on page 16

Continued from page 15

grades are supplied with fuel going to ports in the Severn estuary, the south coast, London, Newcastle and Teesside.

Well in advance of the recent changes in marine fuel specification, which commenced in January this year, Inver had converted tanks to import marine gas oil.

“This has been a phenomenal change for the shipping industry,” said Tony. “What is quite incredible is that recent lower oil prices have meant that marine gas oil has actually been cheaper than marine fuel oil was four months ago which has been great news, although unexpected, for operators.”

New funding for a long term future

In January, Inver announced major new funding facilities to fund the growth of its fuel import and marketing business in both Ireland and the UK. The financing facilities include a €100m asset based lending facility and term debt and ancillary facilities of €15m.

The asset based lending facility – backed by Barclays, Bank of Ireland, BNP Paribas and Credit Suisse – is the first of its kind in the Irish fuel sector and will fund Inver’s working capital requirements through the provision of a multi-currency revolving credit facility comprising letters of credit, inventory and receivables finance.

Sales and marketing focused, the Cardiff terminal has much locally based business. “If a problem arises we can easily deal with it,” said Tony. “As a local supplier supplying direct to a local customer we can give the service they expect.

“If it hadn’t been for Inver’s investment this terminal would have closed in 2006 when Chevron decided to pull out,” said Tony. “Our future here in Cardiff is for the long term. We’ve invested in the Cardiff facility and Inver is absolutely committed to this market.”



Inver Energy’s Cardiff Bay terminal has 18 tanks with a 74m litre capacity storing gasoline, distillates and fuel oil



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Portland Market Report

JUST BECAUSE THE PRODUCT IS WORTH A LOT LESS, IT DOESN'T MEAN THAT WE ARE MOVING ANY LESS OF IT ABOUT

March update

Report on London Oil Week (aka IP Week)

Back in 2013, Portland described London's IP Week as "where the great and good of the oil world convene for a "Davos style" oil event...which each year goes from strength to strength". Last month however, we predicted that with the recent drop in oil prices, this year's event might be a more moribund event with far fewer attendees. Were we right? Well, the traditional giant delegations from West Africa and China were noticeable in their absence and perhaps a few of the fringe events (loved by Portland!) had spare seats, but on the whole we weren't right – London's IP Week was as busy and vibrant as ever.

It certainly says something for the industry that a 60% drop in prices in the space of three months is greeted by a collective shrug of the shoulders and a general "we've been here before" demeanour. As you would expect, discussions on the consequences of low prices did dominate and few spoke out to challenge the consensus view that investment in all forms of oil exploration would be down by circa 35% – 40% in 2015. After all, by the time delegates took their seats on the Monday, Shell had already announced that their capital investment programme would be reduced by \$15bn and BP's by \$5bn. But speakers were still keen to point out that demand for oil continues to be robust and that paradoxically, low oil prices are likely to drive growth and oil consumption even further (purchases of SUVs in the USA have rocketed since the drop in oil prices – up by an incredible 29%). Or as the commercial director of an oil trading firm pointed out, "just because the product is worth a lot less, it doesn't mean that we are moving any less of it about".

In fact, many of the operators had slightly bigger smiles than might have been expected 6 weeks earlier when the crude oil price hit a low of \$45 per barrel. By the time IP Week came around, the price of oil had actually

significantly recovered, hitting \$60 by the middle of February – a 33% price rise in the space of 6 weeks. To the hopeful producers at least, here was proof that the Saudi's hardball tactics of maintaining production whilst prices crashed around them were actually working. The big OPEC members would weather the storm of low prices, whilst the private operators would either be squeezed out of business or forced to cease their more expensive operations.

But the shale oil revolution has defied conventional thinking from the start. Six months ago there was general agreement that shale oil could not survive in a \$75 environment, but that figure has been rapidly revised downwards – some even saying that \$40 per barrel is now a manageable level for the shale industry. How can this be? Well firstly the shale oil operators have demonstrated remarkable innovation in the face of lowering prices, such that "refracking" and "double fracking" ensure that the same rock formation can generate twice the oil yield for the same original cost. The operators are also finding ways of switching shale production on and off ("like a light switch") to deal with price fluctuations – very different to the commissioning and decommissioning of conventional oil wells which can take years and years. Plus remember that crude isn't the only thing that has dropped in price. Costs of labour, steel, chemicals, transport and of course energy, have all been reduced in the shale producing areas, because this is what happens in a free market. Costs have to adapt to the environment and profits have to reduce, but it doesn't mean that the industry dies. Far from it, lower prices normally mean technological innovation and industry advancement.

Plus the companies behind shale oil are unique in the context of conventional oil. Whereas the State Oil Companies and Oil Majors have their exploration and borrowing levels scrutinised at every level, the shale industry is made up of a set of players for whom there is no clear *modus operandi*.

Nobody is quite clear on how these operations are funded or if they are funded at all. And unlike the State Oil Companies (who need large profits to fund national infrastructure) or the Oil Majors (who need equally large profits to pacify shareholders), it is totally possible that these small, independent businesses are happy to breakeven for a few years, so long as salaries can be paid and lifestyles maintained. Boy oh boy, this nascent industry is a game changer in so many different ways.

All of that being said though, one thing the last three months should have taught us is that things can and do change quickly in the world of oil. We are rightfully amazed by the resilience and adaptability of the shale industry, but profitability from day to day is not necessarily the same thing as long-term sustainability. We may not know the exact figures, but many shale oil operators will have borrowed significantly over the last three years and that cost of borrowing will look very different if and when US interest rates rise. So the old maxim that "the best cure for low prices is low prices and the best cure for high prices is high prices" seems to accurately sum up what we can expect in 2015. The shale producers will start to act as the pivot for the world oil market – winding down when low prices make drilling unattractive and then rapidly ramping things back up when prices become more buoyant. Once again, they are changing the rules of the game...



For more pricing information, see page 26

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Tanker loading/offloading – skills, rules and knowledge

THIS IS AN INDUSTRY THAT NEEDS NO REMINDING OF THE GRAVELY SERIOUS INCIDENTS THAT CAN TAKE PLACE WHEN PROCEDURES ARE NOT FOLLOWED OR WHEN HUMAN ERROR OCCURS



Paul R Lucas who researched awareness of human factors when tanker loading and offloading

With HSE's focus now on *explicitly testing competence*, Fuel Oil News contacted Paul R Lucas, principal consultant in the Safety Solution Group at ABB Consulting.

Paul who recently researched the awareness of human factors when tanker loading/offloading for a Masters degree, interviewed experienced engineers and operators at a number of high hazard installations..

"While many recommended practices are in common use, much reliance is placed on the competence of the individual," said Paul.

Previous reviews and studies found that between 14% and 30% of all plant human errors were associated with the truck loading/offloading process..

These post-incident studies have shown that typical errors include losing your place in a multi-step task, missing out a step in the task, performing a similar but incorrect step in the task, performing the same step more than once after losing your place and forgetting to complete the last step in the task such as putting a cap onto a hose.

Paul's study found a number of similar themes relating to the human errors and used the Skills, Rule and Knowledge human performance model to structure his findings.

Regular and non-regular operators

When a single person does the offloading *most of the time* – even though other people are trained and competent to do the job – the regular skilled performer can almost do the job *with their eyes shut* whilst the non-regular performer, although competent, *needs a reminder* of the rules to apply.

Every company utilising one person *most of the time* admitted that although they have few incidents or near misses, such events nearly always happen when the non-regular performer is offloading.

"Whilst a checklist is fine for a regular performer, a non-regular performer will benefit from a more detailed guide/procedure as a reference reminder," said Paul.

Checking critical steps

In general, checking of critical steps was weak, although this is known to offer protection against a number of errors. Few companies had independent checks of the key final connection despite drivers being available to verify the activity.

"Indeed, only one site had an independent check of connections with another staff member before product loading/offloading," Paul explained.

"Several sites did however admit that the driver may perform an informal and unrecorded cross check while staff personnel perform the task. Formalising this check would be a simple improvement for many companies."

Strengthening the mental model

Where routing decisions have to be made on multi-product plants, an example of good practice

that could easily be adopted was talking through the task with the driver, discussing what is to be done and agreeing actions to be taken in the event of a failure.

Verbalising a task forces the brain to concentrate on the task, it exposes and strengthens the operator's mental model of what needs to be done, there is a real human factors benefit to be had in discussing the task in advance.

Time pressures

While performing a skill-based task such as loading/offloading, distraction, interruption or time pressures have been found to have a significant impact on staff making human errors.

It was positive to see that several companies pro-actively managed this issue by scheduling slots for deliveries to give plenty of time to perform the task before the next tanker arrived. The majority stated that the operator was dedicated to the loading/offloading task and would stay with the tanker for the duration of the task.

Slots were designed to avoid shift handovers and all companies who employed slots reported that a loading/offloading operation would not be started if it would go over the shift boundary.

Violations

These included actions such as:

- Not checking paperwork
- Not using checklists or filling them in before or after completing the task
- Letting tanker drivers unload when company personnel are supposed to do the task

An example of good practice in combating these violations was the introduction of regular management spot-checks where non-compliance does not initially result in punishment but initiates

a positive discussion about the task and the reasons behind the actions; this improves both knowledge and understanding of the consequences of violations and has been shown to be more effective in reducing re-offending.

More advanced training methods

Expecting regulators to get tougher and more prescriptive about training methods in high hazard industries, Paul says that the traditional *watch and be watched* training method is seen as dated.

"More sophisticated methods, such as Activity Based Learning or the use of qualified (NVQ) trainers, are becoming the standard. More advanced methods have been shown to be more effective in improving the competencies of individuals and are designed to work with individuals' different learning preferences."

Competence and integrity

Fuel Oil News asked who relied more on competence and integrity, the company or the individual?

"Both," replied Paul. "The company has responsibility to protect the individual from the potential hazardous events, while the individual may be unaware of the risks being posed by reliance on competency alone."

More information

Increased regulatory pressure in the form of published guidance/inspections is setting out expectations in terms of identifying and mitigating potential errors. Understanding and following HSE/industry guidance will certainly improve a company's human error performance. For guidance references see page 21.

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THE MODERN ART OF OIL DISTRIBUTION



PEMBROKE – PLAYING A KEY ROLE IN THE UK’S SUPPLY JIGSAW

WHERE ONCE THERE WERE FOUR REFINERIES IN THE ENVIRONS OF PEMBROKE AND MILFORD HAVEN, THE VALERO FACILITY AT PEMBROKE IS NOW THE ONLY ONE REMAINING

The Pembroke Oil Refinery was originally commissioned by Texaco in 1964. For a number of years it formed part of a local complex of four such plants, all taking advantage of the deep water facilities in the Milford Haven Waterway which enabled very large crude carriers to deliver crude oil from the Middle East.

Esso closed its facility in the early 1980s, Gulf in the 1990s with processing ceasing at the Murco plant last year.

At commissioning, the total distillation capacity was 120,000 barrels per day (bpd). In the intervening years this capacity has been expanded to 270,000 bpd, comprising 220,000 (crude oils) and 50,000 (other feed stocks), principally low sulphur residual fuel oil.

In 1982 the refinery’s configuration had a significant upgrade with the commissioning of a fluid catalytic cracking unit with a capacity of 92,000 bpd. One of the largest in Europe, the unit was originally established in a joint 60/40 venture with Gulf to feed both companies’ refineries.

Catalytic reforming capacity is 35,000 bpd with visbreaking at 26,000 bpd. The refinery has a Nelson Complexity Index of 11.8 which ranks it near the top end of European plants in terms of conversion/upgrade capability.

Total tankage capacity is approximately 10.5 million barrels (1.4 million tonnes), split more or less evenly between feed stocks and finished products, stored in 147 tanks.

The jetty comprises 8 berths and is capable of handling tankers of up to 275,000 DWT.

The refinery has seen changes in ownership; in 2000 Texaco was acquired by Chevron then in 2011 Chevron sold its UK downstream interests to Valero Corporation of San Antonio, Texas.

The facility employs approximately 600 full time personnel and about 400 contractor staff.

Product yield and distribution

The yield pattern by principal products’ categories, described by Valero at the time of acquisition in 2011, was

- Petrol @ 44 %
- Distillates @ 40 %
- Fuel oil @ 11 %
- LPG & petrochemical products @ 5 %

Source: Acquisition of Chevron’s Pembroke refinery, Marketing and Logistics Assets in the UK & Ireland- Valero presentation, March 2011

other two ownership parties, Esso and Total.

By coaster

Products are shipped to Valero’s three sea fed terminals in Avonmouth, Cardiff and Plymouth.

Valero also has a presence in the aviation fuels market in both the UK and Ireland (circa 600,000 tonnes per year), being represented at 8 airports, including the three London locations as well as Dublin and Shannon in Ireland.

Playing a key role in the UK supply jigsaw



Refined product distribution

The main channels of distribution are threefold:

- **The UK inland market** – mainly to pipeline and coaster, with small quantities distributed to local markets by RTW
- **Ireland** – the refinery is the largest single source of supply to the inland market in the Republic (principally via Dublin) and also a major supplier to Northern Ireland via Nustar, Belfast
- **The USA east coast** – as much as half of the refinery’s petrol production was exported to help meet a structural deficit in the market; this is now diminishing

Bulk movements

By pipeline

Products are shipped via the Mainline Pipeline – owned 100 % by Valero since 2012 -along a 300-mile system to the company’s terminals at Kingsbury and Trafford Park, Manchester.

The latter facility was recommissioned in 2012 (having been mothballed two years earlier), with Valero acquiring the interests of the

The closure of several refineries in recent years has seen the UK’s refinery network dwindle down to a current total of six.

Not surprisingly, this rationalisation process has prompted attention on/to the critical issues of supply security and the resilience of the system, in particular the growing dependence on imported sources of diesel and Jet A-1.

Valero’s Pembroke refinery fulfils a key role as the principal supply source for south Wales and the south west of England as well as being one of the major sources for Bristol/Avonmouth, the Midlands and the north west of England. In this capacity it must therefore be considered to be of material strategic value to the country.

Tanker loading/offloading (page 19)

HSE and industry guidance

Reducing error and influencing behaviour – <http://www.hse.gov.uk/pubns/priced/hsg48.pdf>

The Energy Institute’s guidance explains typical human errors and makes suggestions for countering these errors.

Guidance on reducing human error in petroleum product distribution loading and unloading operations, 1st Edition, Energy Institute, London



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MechTronic – still saying NO to contamination

Contamination, when it occurs, can be extremely damaging to both profit and customer relationships for the fuel oil distributor. Growing interest shown by HMRC in the contamination of stock, has seen increasing enforcement in a bid to tackle fuel laundering.

MechTronic's VisiFlow manifold helps fuel oil distributors avoid the prospect of contamination and subsequent investigation through a number of innovative features.



Illustrated here, the innovative features of VisiFlow can help fuel oil distributors avoid the prospect of contamination

VisiFlow has reduced the risk of leaks by integrating the manifold body, API and product transfer spout into one seamless casting resulting in less joints.

The threat of contamination and spillage is also decreased by identifying whether fuel oil or petroleum is remaining in the manifold through the large sight glass in the manifold collector. The impossible-to-miss highly visual poppet indicator also assures the driver he has the correct compartment open, aiding the prevention of cross-contamination.

The delivery process is made faster and more efficient by angling our return spouts at 45 degrees, making connection easier and incorporating its own filter with simple to remove retaining clip. Access is optimised by sighting the gas extractor with integral filter housing directly beneath the manifold of the road tanker, allowing spillage free access to the filter element. www.mechtronic.ltd.uk

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Employing the latest developments in fabric technology and manufacturing techniques, Dickies' high performance workwear is suited to the harshest working environments in the oil and gas market.

Dickies now offers the new KONG® range of Impact gloves from a rigger glove with a Duraclad® rope channel that offers 8x durability to the Deck hand cut 5 glove that can withstand just about anything.

More styles of safety footwear have been added with new lines in PU/rubber sole and more S3 footwear.

"The new Detroit boot has an internal waterproof membrane and waterproof YKK side zip," said Wasi Ullah, buyer at Dickies.

"It also has a 200 gram thinsulate lining for cold insulation. This is made with a composite toe and non-metal midsole with a moulded PU scuff cap. The outsole is made with PU/rubber, which is heat resistant to 300 degrees."

www.dickiesworkwear.com



Since expanding into the oil and gas market, Dickies has introduced the Detroit boot and a wider range of gloves



Mark Rayner has designed a Mobile Oil Depot and Storage Solution

MODSS – a new way for distributors to expand or update

Fuel Oil News is always keen to learn of new developments designed to assist those operating in fuel oil distribution.

Tempest Supply Solutions LLP is a company built on the industry experience of its owner, Mark Rayner. Previously an officer in the Royal Air Force, Mark has worked in the downstream oil industry for the past 10 years.

“Drawing together my experience working for a fuel distributor, and more recently a fuel wholesaler, I identified a problem with the general infrastructure available to a fuel distributor looking to expand their business geographically or to update an existing depot.

Your bespoke depot on the move

“Having to build a new depot from the ground up, distributors looking to venture into new locations face substantial investment. And, if the new location doesn’t work out, that investment is literally welded to the ground!

“To assist with expansion Tempest Supply Solutions has created a Mobile Oil Depot and Storage Solution (MODSS) which helps minimise risk whilst maximising opportunities for those wishing to test and develop new market locations.

“Portable and flexible, the MODSS design is centred around a loading skid being housed in a shipping container. The loading skid, together with the oil storage tanks, can be easily transported and quickly constructed once on site.

“Only high quality equipment from industry recognised suppliers such as Emco Wheaton, Scully and Honeywell are used in the design of MODSS – it’s a system built to



last. It gives a distributor complete peace of mind with a bespoke, reliable and cost effective solution to suit their depot and storage needs.”

MODSS also gives great security for remote sites and features a small footprint with minimal on-site infrastructure needed.

“The configuration can be specifically tailored to suit a distributor’s individual requirements, with options on metering, remote data transfer, number of loading arms and scalable storage capacity.

“Customers are involved throughout the entire process from choosing the right options, being kept informed during the build, through to installation on site.

For more details about how MODSS can help you expand into new locations and/or replace existing infrastructure, please email info@tempestsuppliesolutions.co.uk.



MODSS pumping station

CTS – exclusive distributor for Husky in the UK

THE HUSKY CORPORATION, WHICH MANUFACTURES HIGH SPECIFICATION DIESEL AND PETROLEUM NOZZLES, SWIVELS AND SAFE-T-BREAK® COUPLINGS, HAS APPOINTED CENTRE TANK SERVICES (CTS) AS ITS NEW DISTRIBUTOR ON THE UK

From 6th April, the US manufactured Husky range of equipment will be imported and distributed in the UK exclusively by CTS.



Quality products

“To add such a strong quality brand like Husky to our product offering is a great achievement,” said Matthew Terry, CTS managing director.

“We pride ourselves on supplying quality products to our customers combined with exceptional service. Husky will complement our already successful quality brands, such as Pusi for whom we are also the exclusive UK distributor.

“CTS has been supplying the fuel dispensing and storage tank market with refuelling equipment and tank accessories for over 25 years. The Husky refuelling nozzles, known for their higher specification, heavier duty and serviceability, are a great new addition to the CTS nozzle offering that now covers both the lower and higher end of market requirements.

“CTS will have the Husky models renowned within the UK market available from stock from our large warehouse,” added Matthew. “We will also be introducing the Husky ATEX approved diesel forecourt and vapour recovery nozzles and I would urge customers to register their interest in these products.”

Commenting on the appointment of their new UK distributor, Grenville Sutcliffe, president of the Husky Corporation said: “With CTS’s focus on solid inventory management, quick shipping and strong after-sales support, this is a great fit for Husky products. We’re also confident that CTS’s sales and marketing strength will help increase our sales and market share in the UK.”

New appointment

CTS appointed Jon Fisher as sales manager in late 2014 to head up both internal sales and the newly structured account management team.

With a strong background in managing a sales department in the industrial door market, Jon is now implementing a strategy to grow the UK sales of the Husky range. See also page 12. www.centretank.com

An award winning cyclist safety system



External scanning sensors are fitted along the nearside of the vehicle

WITH 19,000 CYCLISTS KILLED OR INJURED EVERY YEAR, SENTINEL SYSTEMS HAS DEVELOPED THE BIKE HOTSPOT TO HELP REDUCE THE NUMBER OF ACCIDENTS INVOLVING CYCLISTS AND COMMERCIAL VEHICLES

The Bike Hotspot, which is designed to sense when a cyclist is within the blind spot of a large vehicle – a common cause for fatal accidents especially when the vehicle is manoeuvring or turning left – is now being widely used on heavy goods vehicles in London and other cities.

The system comprises four of Sentinel System’s safety aids – a front corner system, side scan system, a side camera and an external sounder – and can be customised to meet the needs of vehicle and driver.

External scanning sensors are fitted along the nearside of the vehicle as well as the front corner and are linked to an internal audio warning to alert the driver when there is a potential hazard. For extra peace of mind, an external alert is sounded to warn the cyclist or pedestrian that the vehicle is turning left.

The cameras are connected to an internal monitor inside the cab so that the driver is visually aware of any cyclists. All cameras are IP68 meaning they are protected from dust and water.

Bike Hotspot won the *Product Innovation* award at the Safety & Health exhibition as well as a local Cirencester business award for *Outstanding Product Innovation*.

For a demonstration of the Bike Hotspot visit Sentinel Systems’ YouTube channel at <https://www.youtube.com/watch?v=KvqnBOW92OY>. www.reversewithsafety.com

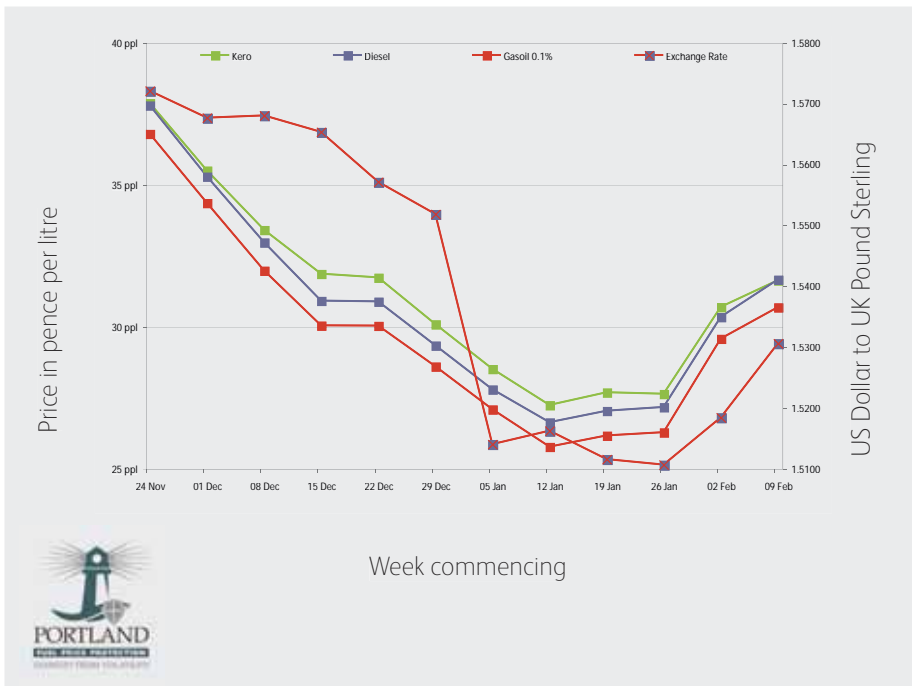


Small and discreet the Mini-Pro camera has a wide-angle lens and an enhanced low-light function whilst the Ball camera has infrared LEDs for dull and night conditions

Wholesale Price Movements: 19th January 2015 – 18th February 2015

	Kerosene	Diesel	Gasoil 0.1%
Average price	29.67	29.39	28.49
Average daily change	0.44	0.49	0.44
Current duty	0.00	57.95	11.14
Total	29.67	87.34	39.63

All prices in pence per litre



Highest price
32.45 ppl
Fri 13 Feb 15

Biggest up day
+1.82 ppl
Mon 02 Feb 15

Kerosene

Lowest price
27.47 ppl
Wed 21 Jan 15

Biggest down day
-0.64 ppl
Tue 10 Feb 15

Highest price
33.08 ppl
Mon 16 Feb 15

Biggest up day
+1.96 ppl
Mon 02 Feb 15

Diesel

Lowest price
26.87 ppl
Wed 21 Jan 15

Biggest down day
-0.76 ppl
Tue 17 Feb 15

Highest price
31.73 ppl
Mon 16 Feb 15

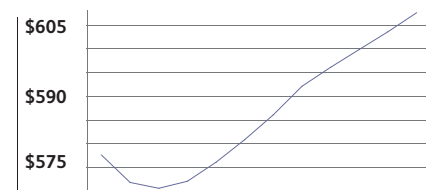
Biggest up day
+2.09 ppl
Mon 02 Feb 15

Gasoil 0.1%

Lowest price
26.01 ppl
Wed 21 Jan 15

Biggest down day
-0.69 ppl
Tue 10 Feb 15

Gasoil forward price
in US\$ per tonne



March 2015 – February 2016

The Fuel Oil News Price Totem

	Trade average buying prices			Average selling prices		
	Kerosene	Gasoil	ULSD	Kerosene	Gasoil	ULSD
Platts	45.35	56.32	105.18			
Scotland	32.35	43.87	90.53	39.10	47.70	93.87
North East	33.23	43.46	90.45	39.98	47.21	93.45
North West	32.93	44.19	91.21	37.93	47.67	94.02
Midlands	32.93	44.07	90.85	42.50	46.75	92.95
South East	33.08	43.49	90.32	41.23	47.66	92.56
South West	32.89	43.62	88.26	40.80	47.22	90.77
Northern Ireland	33.60	44.59	92.08	35.45	46.20	n/a
Republic of Ireland	52.42	56.34	96.12	54.62	58.14	101.65

The price totem figures are compiled from the results of a telephone survey of distributors carried out on 06/02/2015. 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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