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Finding time to stand and stare

Over recent weeks there has been a common thread running through many conversations with people in the fuel oil distribution industry with the vast majority declaring themselves to be *under pressure*.

In a world where fiddling with gadgets has replaced smoking, there is pressure to be constantly connected. As brains whirl with information overload – check emails, surf, tweet, find out the status of friends – we struggle to retrieve more vital information like where did I put my....?

I have often congratulated myself on being super efficient whilst wexting – texting and walking the dog at the same time – but after reading an article about the *diabolical illusion* of multi-tasking, this super efficient assumption is under question. Multi-tasking can make us less creative, more stressed and full of foggy thinking due to excess cortisol and adrenaline.

Technology has certainly changed the way fuel distributors

work and few would dispute that technology is saving a lot of time and money. But when it comes to making those important business decisions – such as how to invest in new technology – deep, uninterrupted thought (uni-tasking) without distraction is what's really needed.

With retention of content and facts better when you read such information on paper, take the opportunity to check out the many new products and services for fuel distributors in this issue.

And, before visiting FPS EXPO later this month, take a tip from the chief executive of Facebook who still keeps track of things to do with a notebook and pen! Armed with said list, consign those gadgets to a pocket and take time to stand, stare and think – no pressure!

“A poor life this, if, full of care we have no time to stand and stare”

WH Davies

Fuel Oil News

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

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Welsh distributor among the *1000 companies to inspire Britain*

Oil 4 Wales has been recognised as one of the London Stock Exchange's *1000 Companies to Inspire Britain*. The family-run business is one of only 18 Welsh companies included in the second edition of the report.

To be included in the list, Oil 4 Wales needed to show consistent revenue growth over a minimum of three years, significantly outperforming their industry peers.



Colin Owens of Oil 4 Wales – putting in a strong performance – on the London Stock Exchange's list and across Wales

Strong performers in 'an exceptionally challenging period'

"This is a community of UK businesses that is richer and more varied than, we believe, has ever been identified in any other exercise of this type," said Xavier Rolet, CEO, London Stock Exchange Group.

"When we first launched this project in late 2013, our aim was to bring to life what we knew instinctively to be true, that these companies are the driving force behind the UK economy.

"The result is a list of companies that have not only performed strongly since 2009 – an exceptionally challenging period – but have also consistently outperformed their sector peers."

"We're delighted to be included in the London Stock Exchange's *1000 Companies to Inspire Britain* list," said managing director Colin Owens who founded Oil 4 Wales in 2010.

"Recognition like this rewards the hard work shown by our employees and demonstrates how our company ethos is clearly having an impact.

"When we established Oil 4 Wales, we did so with the aim of creating a truly independent Welsh oil brand that focused on giving a good deal to the communities of Wales. Honesty and transparency are

key to our staff and our business.

"Five years on and we're now well on our way to making our vision a reality. As we continue to grow our presence across Wales, our buying power and truly Welsh focus means that the local community will get a much fairer pricing system."

Oil 4 Wales, which was the UK's first distributor to gain accreditation under the FPS Fuel Certification scheme, supplies over 35,500 customers in Wales. In addition to five depots across Wales which includes its newest and largest at Blaenau Ffestiniog, the company supplies over 30 petrol stations across the country.

More than 15 minutes of fame

A few weeks ago, Marsh Fuels was most surprised to see one of its tankers and driver, Bill, appear in the background during a discussion about falling oil prices on



the BBC morning news.

Shortly afterwards, the Berkshire distributor was contacted by BBC Radio Berkshire, which having also seen the tanker and driver, had researched the company and found it interesting that *a girl* was running this 4th generation family business. A short film shot at the depot followed which can be viewed via Marsh Fuel's Facebook page.

"Thinking the attention had calmed down, we then had a call to say the radio station wished to do live radio from the depot on the theme of women behind the wheel," explained owner Carrie Marsh.

"Now it has to be said, nobody finds the topic less interesting than me. It's a perfectly normal concept in this day and age and indeed women have been driving trucks for years – the Queen drove one and got under



the bonnet in the war!

"Anyway, it seems lots of people still find the notion quite a talking point. We spent the morning trying to put the world of women behind the wheel to rights.

"I even managed to resist asking why the crew weren't interviewing themselves. The all women crew with the satellite van couldn't see how that was unusual – I think that answers my point perfectly!"

Par Petroleum branches out

North east-based fuel distributor Par Petroleum has added another string to its bow with Petroleum Fleet Services, a new division providing vehicle maintenance. "We're always looking for ways to diversify into areas that complement our existing distributor business, said operations director Simon Toole.

"Over recent years, we've developed the specialist haulage arm of the business into an established nationwide offering which is working well alongside our core business, added Simon.

"When it became obvious that there was a gap in the regional market for ADR services, Petroleum Fleet Services seemed like the next logical step. Having commenced trading in January, the new company has already had a strong response from the market."



In order to offer vehicle & tank maintenance and repairs to businesses in the north east from both the depot and on a callout basis, Par developed the company's existing maintenance facilities at its Houghton-le-Spring fuel depot resulting in a state of the art ADR workshop.

Heading up this new maintenance facility as workshop manager is Simon Miller, formerly of MAN ERF based at the Jarrow terminal.

Par Petroleum's state of the art vehicle maintenance workshop is run by Simon Miller



"Simon is very experienced in ADR services and has an excellent reputation in the industry. He brings a wealth of experience to the new venture and we're thrilled to have him on board," added Simon.

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STILL A POSITIVE STORY

AN ARTICLE ON VALERO'S ARRIVAL INTO THE UK MARKET WAS PUBLISHED IN THE JANUARY 2013 ISSUE OF FUEL OIL NEWS. LAST MONTH FUEL OIL NEWS EDITOR JANE HUGHES SPOKE WITH ERIC FISHER, PRESIDENT – EUROPE AND MIKE LEWIS, VICE PRESIDENT – PRODUCT SUPPLY, IN LONDON

With Valero's entry into the UK market a positive story two and a half years ago, FON was interested to hear if the company's view had changed and to ask the question – is Valero still pleased with its UK acquisition?

"Our view hasn't changed per se," said Eric. "Valero's entry into this market was an integral part of the company's North Atlantic strategy to have a foothold in Europe.

"And yes, we're still pleased with not only the acquisition but also the investments we've made and the growth in our inland sales."

Security of supply

To enable Valero to move product direct from its Pembroke refinery to the company's terminals at Kingsbury and Manchester, which was reopened after a major refurbishment, Valero re-commissioned the northern leg of the Mainline Pipeline into its Manchester terminal.

Knowing that security and reliability of supply are key factors in a customer's decision when choosing a fuel supplier, these infrastructure investments strengthened the company's supply chain.

"Two years on and the Manchester terminal has exceeded our expectations," said Eric. "Terminal manager Dave Crook is a good example of the great people who work for Valero.

"Under Dave's stewardship this terminal is now a strategic supplier in the region with 59 new retail sites added to its growing customer list and increasing inland business.

"The pipeline investment gave us a great integrated component with which to better supply into our key areas which stretch from the south west and Wales through the Midlands and up to the north west," said Mike.

Fully utilising the pipeline has also reduced the number of road tanker journeys and cut down on carbon emissions.

Valero's multi-million pound improvements to terminal and pipeline won Forecourt Trader's *Best Oil Company Initiative* award last year.

PRICE IS OFTEN A DRIVER IN THIS MARKET BUT SUPPLY AND FLEXIBILITY ARE CRUCIAL

Refining

"Europe is a tough place to be a refiner with over supply and challenging margins," said Eric.

That said, Valero sees its Pembroke refinery as '*globally competitive with a well integrated supply chain*'. With refiners now much depleted in Wales – Valero has taken action to mitigate the impact on the community by taking on 12 apprentices and three industrial placement/bursary students following Murco's closure last year – the competitive position of the refinery is improved.

Traditionally Pembroke exported much of its excess gasoline to the USA but with supply dynamics changing as a result of fracking, is there still a market here?

"Our UK marketing gives us a short position in distillates and Pembroke is able to export excess gasoline to wherever it's most economic around the world," explained Eric.

"Ours is a global gasoline market – there isn't a grade in the market Pembroke can't make which means gasoline markets, not only in the US, but also in South America, West and South Africa are all open to us.

The kerosene market

Valero has 11 branded distributors in the UK with 13 in Ireland and supplies many non branded distributors.

"Price is often a driver in this market but supply and flexibility are crucial," said Mike.

Back in 2012, Valero's kerosene market was 83% heating oil and 17% jet fuel, FON asked if the balance had altered.

Mike reported an increase in the percentage of jet fuel sales with fuel going to airports at Gatwick, Heathrow, East Midlands, Dublin and Shannon.

The aviation business, which is run by Jason Oliver, offers a good balance as when jet demand goes down in winter, kero goes up and vice versa in summer.

PIPELINE INVESTMENT GAVE US A GREAT INTEGRATED COMPONENT WITH WHICH TO BETTER SUPPLY INTO OUR KEY AREAS

The retail market and the Texaco brand

Although the Valero brand is available within the company's portfolio, the Texaco brand '*remains our primary fuel offering*'.

"At the moment, we see no need to push the Valero brand out into the market," said Mike. "The Texaco offering is very flexible – customers are long serving and committed to the brand."

There are around 800 Texaco branded forecourts in the UK. Lower volume sites have fallen out and been replaced with higher volume quality sites. A good example of this are the 12 sites owned and run by



Eric Fisher



Mike Lewis



Pembroke refinery



Manchester terminal

Blackburn-based Ken Kay which are 100% Texaco since the opening of the Manchester terminal.

FON asked for an update on E10. "We've made substantial investment in ethanol at our terminals and now the government has gone quiet on plans for E10's introduction," said Eric.

"It's due in by 2020 but without government leadership and guidance it's very difficult to co-ordinate," added Mike.

Cost effective measures, new developments and community matters

To ensure the company runs more cost effectively, Valero has made changes.

"These changes have given us a 30% reduction on administration costs," explained Eric. "We've focused on everything that we

can, right down to the coffee machines."

There are also new investments being implemented to enhance the inland market with a proposed expansion at Avonmouth where only retail fuels are currently available. Subject to planning consents, Valero will have the ability to sell all commercial grades into the Bristol and south west market in the near future.

In line with Valero Corporation's policy of giving back to the communities in which they work, in 2014 staff completed 2,717 hours of volunteer work. The company also achieved a gold award standard in payroll giving in the first year it pushed to increase donations.

The day after FON's visit, there was a launch day for Valero's 2015 community

initiatives which include a East London community farm where employees recently built a cowshed.

Summing up Eric said: "Despite Europe being a tough place to do business, this is still a positive story. Valero has good assets and good people.

"We're a growing and thriving operation with a good supply chain which meets and speaks with our customers regularly. We listen and we're willing to adapt to customer needs.

"Energy resilience is a big topic for the UK government and our investments speak volumes. When choosing a supplier, price may be a key consideration but it's the strength of the supply chain that's vital. Every day we meet and discuss how the supply chain's doing today."

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THE MODERN ART OF OIL DISTRIBUTION

Cheaper oil – here to stay?

THE STEEP FALLS IN GLOBAL CRUDE OIL PRICES SINCE NOVEMBER HAVE BROUGHT WELCOME RESPITE TO THE UK TRANSPORT SECTOR AND LOWER ENERGY PRICES FOR CONSUMERS.

PRICES BOUNCED BACK UP TO \$60/BL BUT ARE STILL EXTREMELY WEAK ON A RECENT HISTORICAL BASIS.

Will it last?

The fundamentals behind the price crash are simple – too much oil. Increases in US shale production have brought another 1mn b/d to the global market for three consecutive years. And when Saudi Arabia made it clear it would accept weaker prices to cling to market share and was not going to cut its production after OPEC met in November, sellers were pushing at an open door.

OPEC's own researchers see supply outstripping demand by 2mn b/d in the first half of 2015. The lower prices will slow the growth of US shale oil on the market, and will provide a much-needed shot in the arm for the enfeebled Eurozone economies. Some reduction in Russian output will also tighten supply, but it will take time for markets to rebalance.

Consumers will remember prices doing something very similar in 2008, when the meltdown of the global financial system took crude down from nearly \$150/bl to \$40/bl only to see the familiar sight of \$100/bl oil inside a year.

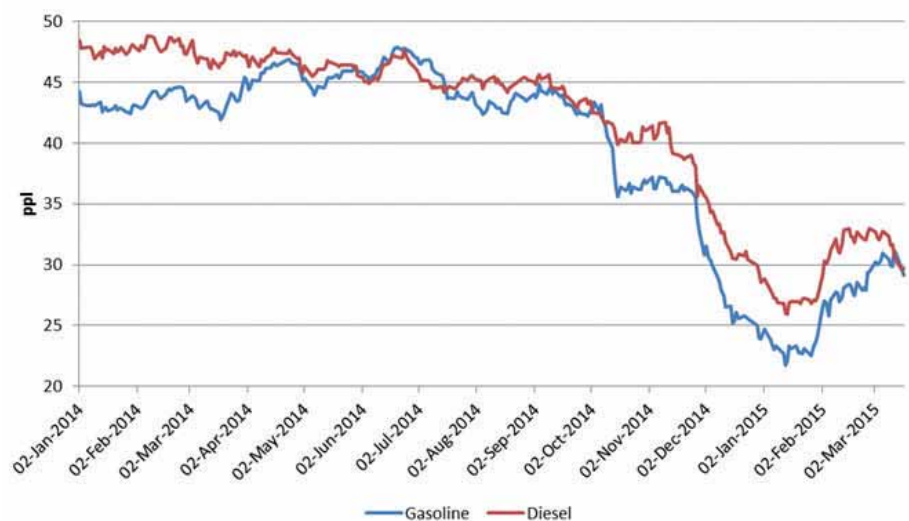
A SWIFT RETURN TO \$100/BL IS NOT EXPECTED

The market dynamic is entirely different this time round with supply the issue rather than demand. The effect of more expensive crude production being driven out of the market will take time to filter through to the market, and a swift return to \$100/bl is not expected this time round.

In fact, the move could even be further to the downside. Current lower price levels have encouraged parties all the way along the supply chain to store product and unless there is a sharp rise in demand, then a glut could put more pressure on prices.

Diesel markets will naturally be more sensitive to the UK's economic health than other transport fuels like gasoline, where discretionary demand is not as elastic.

Wholesale gasoline and diesel prices



Relatively strong growth in the UK relative to other European economies suggests that the economy is more likely to respond positively to the stimulus of cheaper fuel.

The ill-advised dieselisation of Europe's car fleet has left the UK increasingly reliant on imports from foreign refineries, particularly in Russia, even as they are closing their own refineries.

A diesel scrappage scheme?

The environmental argument that diesel is a cleaner fuel has come under serious scrutiny. But the UK government has decided against the parliament's environmental audit committee's recommendations to raise taxes on diesel vehicles in order to cut air pollution. However, it said that it will consider "whether a national network of low emission zones could be included as part of air quality plans". In December, the environmental audit committee recommended to "examine fiscal measures to gradually encourage a move away from diesel vehicles". The recommendation included the introduction of a diesel scrappage scheme to help drivers

move to less polluting vehicles.

Over the last ten years, the Euro diesel engine standards have not delivered the emission savings expected; yet governments have been offering incentives to buy diesel cars.

It is difficult to imagine the UK government increasing fuel duties during an election year and so any further falls in wholesale fuel prices should be faithfully passed on to the consumer.

Unfortunately, it is also improbable to imagine that any government will have the foresight to start to address the long-term problems brought about by Europe's reliance on diesel, when it is swimming in gasoline.



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44 years in fuel oil distribution

NORTHERN IRELAND DISTRIBUTOR KEN HYLANDS STARTED HYLANDS FUELS BACK IN 1966. FUEL OIL NEWS SPOKE TO KEN, WHO RECENTLY RETIRED, ABOUT HIS DAYS IN THE INDUSTRY

Are the pressures greater now than when you first started in fuel oil distribution? If so, why?

There are greater pressures now than there were 44 years ago. There were Authorised Distributors for the major oil companies such as BP, Shell, Texaco and Esso. Operating numbers have now risen from circa 40 to 250 distributors in Northern Ireland supplying 500,000 homes and commercial premises.

Why do you think many Irish fuel oil distributors are prepared to work with much smaller margins than their counterparts on the UK mainland?

A lot of distributors are willing to take orders at any margin. There seems to be no thought given to overheads either fixed or floating and the need to replace stock etc. Low margins have been the reason why there have been so few new tankers bought in the last few years.

What have you enjoyed most about the time you've spent as a fuel oil distributor?

I've enjoyed the family business developing over the years. Along the way I've made some friends as well as meeting many varied characters. I've enjoyed being able to look after customers both old and new and offer a service of which I'm proud.

For the last 10 years, I've been pleased to be chairman of the Northern Ireland Oil Federation. This work involved meetings with government agencies and local MLAs at Stormont as well as other colleagues in the industry.

This was done to help the local trade and work for the betterment of the industry as a whole moving forward.

What did you find to be the toughest aspect of being a fuel oil distributor in the Irish market?

It is disappointing to compete with distributors who do not keep proper standards in their

businesses. They don't have the same costs of distributors who comply with these regulations.

Do you think the Irish market will ever experience the level of consolidation seen in the UK mainland? If not, why not?

I don't see the Irish market experiencing the same level of consolidation as in the UK. Profit levels are much lower in Northern Ireland which is why even Irish businesses have started to purchase companies in the UK as opposed to Northern Ireland.

Is there more that customs/government could do to deter fuel laundering across Ireland? What would you recommend?

Government departments are currently under financial pressure but local traders still wish to see action taken to help the genuine distributors in the market – again it goes back to the need for a level playing field for all in the industry. I do believe that customs and government agencies need more power and that stiffer penalties need to be imposed to deter those who operate illegally against the legitimate trade.

Where do you see the Irish fuel oil distribution market in in the future?

I do think that a lot more distributors will go out of the market due to the small margins. We've already seen some go out after 25 years and even 60 years, along with some companies pulling out of the commercial and domestic markets completely to concentrate on retail petrol and diesel.

As you retire, what essential pieces of advice would you pass on to your son Paul?

Volume is vanity and profit is sanity is a simple but true expression. The key is to keep your eye



Throughout his long career in fuel oil distribution, Ken Hylands has 'kept his eye on the ball every day'

on the ball every day meaning low overheads and being flexible at all times. To remember the competitive pricing and service that customers need and to ensure strong financial controls.

How much did you pay for your first tanker in 1966?

We paid £3,350 for a domestic tanker holding 9,000 litres whereas today £100,000 is the cost for a similar vehicle holding 12,500 litres.

In your opinion, how have tankers improved over the past 50 years?

In the early days all tankers had a side mounted reel hose. Today we have 200ft reeling hoses that can deliver on both sides of the vehicle. We now have bottom loading as standard along with product return and temperature controlled meters. Our own vehicles are now all fitted with trackers to help improve efficiency in the routing of deliveries.

If you could change anything about the industry, what would you choose to do?

Bring the Petroleum Driver Passport within the Driver CPC and make all depots where oil is stored to comply with this as opposed to just the main terminals at present. Ensure that the barriers to entering this industry are much higher, meaning better standards are maintained within the industry which benefits our customers in the long run.

After such a busy career, how will you be spending your time in retirement?

I like to spend a bit of more time fishing and also more time with my four grandchildren who show me how to work my iPhone and iPad even though they're aged 12 and under!



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GREENERGY CONTINUES TO INVEST FOR FUTURE SUPPLY SECURITY

GREENERGY IS DELIVERING LOW COST AND RESILIENT FUEL SUPPLY THROUGH ONGOING INFRASTRUCTURE INVESTMENT AND EXPANSION

The deep water jetty at Greenergy North Tees enables much larger ships to transport diesel direct from the US to bring cost and operating efficiency benefits that can be passed on to customers



With more than 25 supply locations throughout the UK, Greenergy remains the largest of the independent wholesalers and the UK's only national supplier of fuel, both on an ex-rack and delivered-in basis.

The company's extensive storage capacity extends across the country – from Plymouth, Cardiff, the Thames, Teesside, Clydebank and now also to Ross – and includes Greenergy-owned terminals as well as third party operated facilities.

Cutting out the middle man

Greenergy is continuing to build on its major terminal investments in the UK. By creating modern and flexible import terminals, Greenergy intends to cut costs while also further improving the level of service it provides to customers. Particular progress has been made on Teesside, where Greenergy has linked the former Petroplus refinery (now called Greenergy North Tees) with its petrol blending and diesel facilities at the adjacent Vopak site.

"Our Teesside investments are a perfect example of how we are using infrastructure to deliver competitive pricing and supply resilience to customers – and not just to customers on Teesside", says Greenergy chief executive Andrew Owens.

Greenergy has now begun buying "long-haul" from refiners in the US and elsewhere,

Greenergy's extensive storage capacity extends across the country



"WITH THE NUMBER OF UK REFINERIES FALLING FROM 19 IN 1975 TO JUST SIX TODAY, THE UK RELIES ON IMPORT TERMINALS FOR AN INCREASING PROPORTION OF ITS FUEL. OUR MAJOR PROGRAMME OF INVESTMENT AT TERMINALS ACROSS THE UK IS CREATING THE MODERN AND FLEXIBLE FACILITIES WE ALL NEED FOR THE FUTURE"

Andrew Owens,
Greenergy chief executive

bringing large ships straight from these producers to the UK using the ex-refinery deep water jetty. That fuel is then either supplied to customers through the racks at Greenergy North Tees or at Vopak's Teesside facility, delivered to customers' sites through Greenergy Flexgrid, or moved to other parts of the country by train. In all cases, Greenergy is cutting out the middle man so that the cost and operating efficiency benefits can be passed to customers directly.

Unique supply resilience

The combination of infrastructural investment and ongoing expansion allows Greenergy to offer unparalleled supply resilience. Andrew Owens explains:

"If there were ever to be a supply disruption at Greenergy North Tees, we can send our customers next door and supply them from the Vopak site – or following our supply agreement to Harvest, even to the Simon Storage terminal at Seal Sands."

With 25 supply locations, this supply flexibility extends to other locations – for example to Scotland, where Greenergy supplies customers from Clydebank, Ross as well as from Grangemouth.



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HAZARD MITIGATION – HOW GOOD ARE YOUR PLANS?

AN INCREASING NUMBER OF FUEL OIL DISTRIBUTION FACILITIES ARE NOW CLASSED AS LOWER TIER COMAH SITES, FOR WHICH THE NEED FOR COMPREHENSIVE RISK ASSESSMENT, COUPLED WITH THE OBLIGATION TO HAVE INFORMATION ABOUT INTERNAL EMERGENCY PLANNING ARRANGEMENTS AVAILABLE TO THE PUBLIC, IS MANDATORY

Fuel Oil News spoke about risk assessment methods with Mike McKay, one of ABB Consulting's senior safety consultants. Mike works across a wide spectrum of hazardous industries including refining and wholesaling, where newer entrants with trading rather than hazardous operations backgrounds are increasingly using external services to meet obligations.

A greater focus on risk assessment

"A little while ago, it became obvious that companies were focusing too much effort on personal safety matters," said Mike, "and whilst Safety Reports needed to be produced to meet regulator demands, these were seen as 'tick box' exercises".

"Whilst it was obvious that companies operating in high hazard industries needed to do something to mitigate risk, the question on many people's lips was – *is this actually being followed through?*"

"Today, regulators such as the Health & Safety Executive (HSE), the Environment Agency and the Scottish Environment Protection Agency are increasingly focused on the high hazard industries with as much focus on environmental issues as there is on safety.

Looking at the frequency and severity of incidents

"Much emphasis had been placed on reducing the number of high frequency/low severity incidents such as those involving slips, trips and falls. Now industry focus is also on reducing the low frequency/high severity incidents such as Buncefield where it's much harder to pinpoint the causes and consequences of hazardous events."

Dealing with human error

"Many incidents – such as those caused by poor maintenance – can be attributed to human error," said Mike. Such incidents can result from lapses and violations where the operator knows what they're doing is wrong but continues to do it anyway!"

When looking at any process critical operation which is heavily reliant on manual operations, a Hazard and Operability study

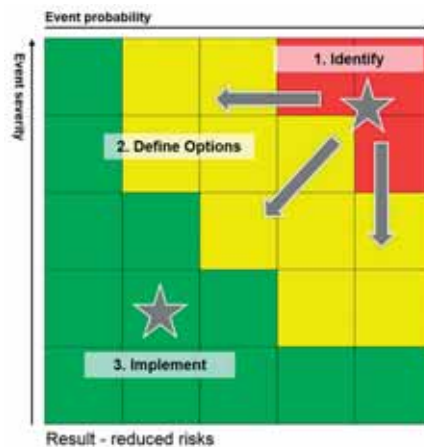


ABB Consulting – three steps to manage risk

asks *what can go wrong including what can the operator do in error? What can be put in place to stop this happening? How can systems be put in place to allow the situation to be recovered?*

Revisiting risk assessment

In order to have accurate, current and detailed descriptions of hazards and safeguards, it is essential to revalidate any hazard assessment. The questions being asked should include:

What incidents have occurred?

Have these incidents been fully logged?

What were the causes?

What modifications were made?

"Hearing the words *nothing's gone wrong in my time here* is one of my biggest bug bears," said Mike.

"You want people to say they need to understand what must be done to mitigate risks. You want them to read the report and act upon its recommendations and then when you go back in 5 years time you want to see that report has been updated and progressed.

"The best aspect of my job is the sheer variety and knowing that the techniques and methods are transferable across many industries. I like to think that I can engage people and make a difference."

Risk assessment tools

Process Hazard Review (PHR)

PHR is a good risk assessment tool which is easily accessible to the participants and prompts good discussion. The PHR tries to identify how losses of containment can occur and what are the consequences. If the risk of the identified consequence is intolerable, then a PHR enables additional protective layers to be added to mitigate the risk.

"We're well aware of the time and cost constraints placed on many of our clients," said Mike. "Depending on the scope of the review, a typical PHR will take around two weeks to complete. So a PHR offers a time efficient methodology focused on major accident hazards, after which we can assist with the conversion of PHR recommendations into an action plan."

A PHR revalidation can be used every 5 years to reconfirm safe operation, checking completion of the actions from the baseline PHR and assessing any intervening incidents, modifications or changes in technology or standards. It is a specific requirement of the COMAH Regulations that risk assessments are kept up to date.

Hazard and Operability (HAZOP) studies

Often the tool of choice is a HAZOP, recognised by the HSE as a good way of demonstrating a company's plans to mitigate risk. Whilst it is a longer and more intense process, the HAZOP technique is qualitative, and has the advantage of allowing participants to identify potential hazards and operability problems. Using prompts to identify the cause of an event, a HAZOP is always looking for the major consequence and asking *what happens if the barriers fail?*

Starting from scratch and depending on the scope of the review, a HAZOP can typically take up to 12 weeks; thereafter a retrospective HAZOP takes 6 weeks.

Following a PHR or HAZOP, a client receives fully documented information and recommendations, with neither process being complete until the required actions have been implemented.



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PORTLAND MARKET REPORT

CANADA – 13% OF THE
WORLD'S OIL RESERVES –
THE THIRD LARGEST IN THE
WORLD

April update

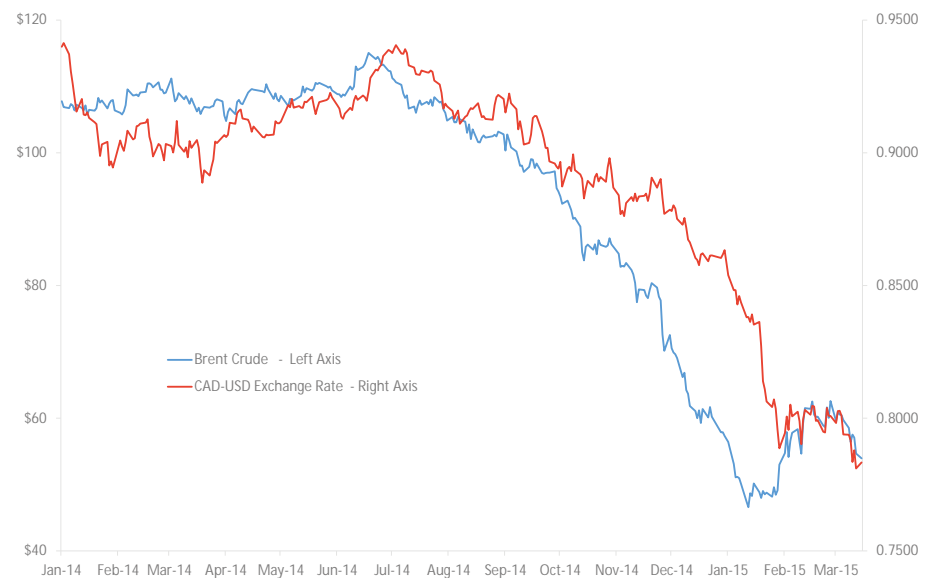
Whilst the world looks on amazed at the durability of America's shale oil industry, another major oil producing sector of North America is faring considerably less well.

Prior to the 2014 price crash, Canada's tar sands were happily producing 1.5m barrels of oil per day (about 2% of global oil production), but fast-forward 6 months to March 2015 and we see the price of Western Canadian Select (a bench-mark grade for the Albertan heavy oils) dipping below \$30 per barrel and that is no price to prosper or perhaps even survive in the cold, frozen plains of the North. Moreover, unlike shale oil, this is absolutely not an industry that can be switched on and off when prices are unattractive (see our last report). Shutting down means shutting down for good...

Canadian tar sands have always been an unloved method of oil production. Firstly vast open pit-mines are required to access the underground tar. Then the world's largest dump-trucks (pretty cool machines it has to be said) transport tar infused "tailings" (rubble) to separation plants that require vast amounts of energy, water and chemicals to create a bituminous sludge that is "ready" for refining. To get to the deeper tar reserves (further below the surface), constant steam is required to melt the tar, before it is suction pumped upwards for extraction. Environmentalists hate the tar sands with a vengeance, and in fairness if you are going to be against anything from an environmental perspective, then the tar sands probably deserve their place at the top table! The landscape created by tar sand extraction could be generously described as bloody awful and the industrial process involved in stripping the product down (so that it is ready for the standard refining process, ie, pre-refining-refining) is a huge CO2 emitter.

It shouldn't surprise us then that opposition to the tar sands has been significant and there are already several US States (eg, California) which ban the use of tar sand oil in their refineries. Perhaps the most publicised example of opposition to the tar sands is President Obama's refusal to

Brent Crude Oil Price in US\$ per Barrel vs CAD – USD Exchange Rate



sanction the Keystone XL pipeline, which would transport Albertan tar sand oil to US Gulf Coast refineries. The President has been unusually vocal in his opposition to the pipeline on two counts; firstly that it is filthy stuff (this tends to win over the Green wing of the Democrat party) and secondly, a slightly more nuanced view that argues the provision of a route for tar sands to travel from Canada to the US Gulf refineries will do little to directly benefit US consumers, as most of the product will simply hit world markets via export.

So the tar sands were already on the back foot when oil prices started plummeting and do remember that this type of oil trades at significant discounts to the widely published benchmark grades. When WTI is worth \$50 per barrel, then the tar sands have to trade at a very heavy discount – such is the poor quality of the product when compared to the lighter US crudes – to attract refinery buyers. Add to that the logistical problems in getting the product thousands of miles across the US continent without a significant pipeline and therefore requiring dedicated rail trucks (once used for tar sand oil, the trucks cannot easily be switched to other products), then it should

be no surprise that West Canadian Select is hitting such low prices and pushing operators (particularly smaller ones) over the edge.

Most Canadians however are unlikely to get over-concerned by what many will see as a short-term blip in oil prices. Yes, the falling value of oil has certainly hit parts of Canada hard, but the corresponding drop in the value of the Canadian \$ (see graph above) will see Ontario's long-suffering manufacturing base grow as their goods become significantly cheaper for export.

The Portland Market Report article continues on page 45



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

For more pricing information, see page 63

Operating in a changing logistics world

GERMAN FAMILY-OWNED BUSINESS HOYER HAS BEEN DELIVERING FUEL AROUND THE UK SINCE THE 1990S. WHILST THIS HUDDERSFIELD-BASED COMPANY STILL SERVES ITS VERY FIRST UK CLIENT – EXXON MOBIL, AN INCREASINGLY FRAGMENTED OIL MARKET IS CHALLENGING AND CHANGING THE WAY THIS £100M TURNOVER COMPANY OPERATES

Fuel Oil News editor Jane Hughes met with Hoyer Petrolog's operations director Allan Davison to discover more about the market's challenges and how these are being tackled.

Delivering a full range of fuels, Hoyer operates 263 tankers out of 19 inland and coastal terminals. Now a leading supplier to the new *super dealers* in retail fuels, the company has grown in both market share and turnover, despite a declining market, picking up business from independents with up to 50 tankers now working on these newer contracts.

Stayers, growers, contracts and spot

Some major oil companies may have sold off much of their downstream business but Hoyer has retained all of this work under new ownership with these contracts still representing around 75% of Hoyer's turnover. Hoyer recently won a small BP contract and also gained the contract when Total sold out to Rontec, as well as some additional business with MRH.

One hundred and thirty tankers work on the Shell contract; the company's largest, accounting for some 40% of Hoyer's UK turnover.

"Hoyer has always been associated with the big oil companies but that market has changed considerably in recent years," said Allan.

"Hoyer's strategy is to go with the stayers – the aforementioned oil companies still in the market – and the growers – the market's new entrants – companies like Greenergy and Prax and the independent retailers who now own service stations.

"Contract work gives us core security whilst spot work at the edges is becoming increasingly important," said Allan. "Spot work accounts for around 2-3% of turnover but in a few years we predict this will increase to 10-15%. We want contracts behind us but we're happy with spot work as it fills up the trucks.

Investments

"We took a risk to enter the spot market investing in appropriate systems and recruiting more drivers. It was very much a case of the market's moving and if Hoyer doesn't enter this new arena someone else will!"



"What we initially saw as a threat....we've turned into an opportunity," said Allan

FASCINATING AND ENTREPRENEURIAL, SUCH COMPANIES HAVE SHIFTED THE EMPHASIS TO CUSTOMER SERVICE

Technology is used strategically to enhance efficiency and safety – new tankers have anti-hijack devices on master switches and a variety of interlocks. Trailers are sourced from Cisternas Cobo and Lakeland with vehicles from MAN and Scania, who also provide trailer maintenance. Hoyer will shortly be trialling a new tanker from German manufacturer Schrader.

Through equipment investment – forward facing cameras and lane guard and brake stop technology – Hoyer seeks to engineer out issues. Such technology is also fitted to staff members' cars.

Strong on IT, Hoyer's systems can automatically integrate with customers' IT systems. On a

number of contracts the company is in full control of fuel stocks ensuring that its fleet is efficient and well utilised. Drivers and vehicles are shared with other divisions which fits well with the seasonal nature of fuel deliveries. Back office is centralised with planning, order taking and despatch all controlled from Huddersfield.

"We keep our assets busy and costs are monitored pretty closely," said Allan. "I believe that investing in systems, people and equipment is vital."

Safety, service, cost and flexibility

The retail market has seen a complete structural and cultural shift since independent retailers

like Euro Garages, Rontec and MRH have grown so rapidly.

"Fascinating and entrepreneurial, such companies have shifted the emphasis to customer service – never not important – it's just really important to these newer entrants, explained Allan.

"Safety, service, cost and flexibility – our values are set by our customers," said Allan. "Safety has always been paramount for the major oil companies and it's no less important in this market place but the gaps between each value are now much closer.

"Since the majors retrenched, customers play price a lot better and the supply of fuel is far less robust with more terminals putting customers on allocation. Our clients keep tabs on fuel prices – they want a careful balance between having enough stock in the ground and not grading out.

"Some customers want the cheapest, some want a balance but one thing is certain a poor safety record would lose business."

By the end of the year Allan

estimates that 75% of Hoyer's customers will have outsourced their logistics operation to Hoyer.

"Customers used to want to be in control but with the market more service and cost focused, customers realise that planning is best left to those who specialise in haulage."

Reactive and proactive changes have been made to customer care with a single point of contact responsible for managing good service on each contract.

"Not every customer wants the same thing – we try to understand exactly what each wants – for some it's flexibility, for others it's quick invoicing or lowest cost."

Driver shortages

With higher wages than general haulage, the fuel industry has not yet been hit by driver shortages. FON asked if Allan was concerned.

"Even paying higher rates of up to £50k we did struggle to attract quality drivers in the south east last year, so yes, I am concerned," said Allan.

To widen the pool, one option is to recruit more drivers from outside the industry who have the right attitude and approach to the work. Such drivers would be trained to Hoyer standards gaining their qualifications at its expense.

Hoyer is particularly keen on drivers with military backgrounds as they 'follow procedures and messages hit home'.

Attracting talent

"When we get the right people we do our best to keep them," said Allan.

Not the 'sexiest' of industries, logistics can suffer from a dearth of talent. Hoyer has had some success in attracting talent with its graduate scheme; several entrants are now in senior positions looking after key contracts.

"IT is making logistics much more sophisticated and proactive. With multiple clients holding different philosophies, there's more variety making a logistics role much more interesting."

Allan and managing director Mark Binns both joined as graduates and have worked for the company for 15 and 35 years respectively. The company also sponsors a logistics degree course at Huddersfield University.

Safety and training

Vision 2020 is a very clear group objective to cut incidents – the company has had no rollovers in the past 10 years – to half the level in 2009.

"Hoyer leads by example – we live, breathe and talk safety. We believe all our drivers are skilled, trained and competent. However, problems generally happen due to a lack of care with complacency being the biggest challenge – we can't pretend that we're immune from this – we constantly remind people of what they're carrying – we're only as safe as the people that work with the tanker."

Driver CPC and Petroleum Driver Passport training is conducted in house with ADR being external. Driver trainer forums are held every six months with suggestions and solutions from drivers encouraged; drivers were recently involved in the selection of a new uniform.

Hoyer continues to train in behavioural and human factors and has recently recruited an independent consultant in human behaviour who will do incident analysis and develop programmes using incident investigation material for training purposes.

With employees travelling alone and away from other people for long stretches of time, the Hoyer workforce now has round-the-clock access to an Employee Assistance Program which includes telephone and online counselling.

Opportunity

"What we initially saw as a threat as the market started to fragment, we've turned into an opportunity," said Allan.

"Job security is top of the agenda for Hoyer, our drivers and the unions. The cold hard fact is we're running trucks and we want our drivers to keep their jobs. We're much more aligned with the unions – we talk, we share opinions and we do our best to avoid the them and us culture.

"The changes are challenging for our business – whilst it's possible to predict yearly fluctuations, the increase in unplanned fluctuations remains one of our biggest weekly challenges.

"We've also had to do a lot structurally and culturally to move people in the right direction but we're achieving results. A 3-4.5% margin in this business and you're doing a really good job!"

"We started directly contracting with Hoyer for logistics solutions to some of our forecourts in late 2013. Since Hoyer has been responsible for the full logistics process, which includes stock management, planning, despatch, physical execution of deliveries and reconciliation, we've seen a significant improvement in our customer service performance. Hoyer provide an excellent balance between safety, service and cost which means we have time to focus on our business without worrying about whether fuel will be in our tanks or not." John Lynn, MD of Malthurst (MRH)

EVEN PAYING HIGHER RATES OF UP TO £50K WE DID STRUGGLE TO ATTRACT QUALITY DRIVERS IN THE SOUTH EAST LAST YEAR

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FUEL MATTERS AS THE LANDSCAPE CHANGES

Inside Out



LAST YEAR, SHELL COMMISSIONED AN EXERCISE TO INVESTIGATE THE FUEL BUYING PRACTICES OF UK BASED HAULAGE COMPANIES. FUEL MATTERS 2014 WAS UNDERTAKEN BY INDEPENDENT MARKET RESEARCH COMPANY, EDELMAN BERLAND

The exercise was prompted by a *changing landscape* which has seen squeezed margins, more stringent fuel-related emissions regulations and the increasing need for hauliers to demonstrate environmental credentials in tender submissions.

These factors have heightened the need for road haulage managers to embrace effective fuel management practices.

The study sought to give pointers to haulage operators to help them navigate a way through these challenges and to keep pace with the changing landscape.

Fuel Matters 2014 provides insight into the most common techniques used to improve fleet fuel usage; the opinions of road haulage managers as to the best opportunities for enhancing savings; and the main barriers to achieving improvements.

The exercise, which was conducted by online questionnaire in early 2014, involved 205 fleet managers with a combination of HGV (24%) and LGV (76%). Fleet sizes were in three groups – 80+ vehicles (17%) 50-80 vehicles (28%) and under 50 (55%).

The current perspective

Thirty-six per cent of road haulage managers surveyed said that their existing fuel management practices were seen to yield annual fuel savings of less than 5%; 51% claimed savings of between 5-10% with 13% having savings in excess of 10%. The most widely used tools/techniques for achieving savings were as follows:

- Fuel card information management systems and route planners (58%)
- Fuel economy fuels (37%)
- Fuel management telematics systems (32%)
- Fraud prevention systems (31%)

The picture that emerged suggests managers are using one or two tools/techniques rather than complete solutions, thereby limiting the potential scope for making savings.

Fuel efficient behaviour

Improving the fuel efficient behaviour of drivers is the most effective way to reduce fuel consumption say 67% of managers with the four most detrimental behaviours identified as hard acceleration (27%), idling (15%), harsh throttle (12%) and speeding (10%).

Three quarters of those that believe driver behaviour provides the key to achieving lower fuel use, feel that fuel management telematics systems offer the best solution. Nearly all those using these systems believe there is scope for even greater savings with the right support and, two thirds of those already achieving 5%+ savings see potential to double the improvement – but feel powerless to *go for the prize*.

Other opportunities identified were fuel choice (15%) and online card services and fraud prevention (9%).

Resource constraints – a barrier to improvement

Nearly half of participants cited resource constraints as the main barrier to realising the savings potential from improved driver behaviours. Other impediments identified were working with agency drivers and inconvenient fuelling locations (16%) and inconsistent use of fuel economy fuels (11%).

Limited staff to address the issue; lack of information to make informed decisions; and insufficient funds for training drivers on how to be more fuel efficient were highlighted as the three main reasons of resource constraint.

As a result of these barriers many operators feel unable to make best use of the tools/techniques already available. In the case

of fuel management telematics systems 86% of users claim they only utilise and deploy less than 60% of the feedback and insights provided.

A further potential obstacle identified by 62% of operators concerns the achieving of buy-in by drivers to adopt more fuel efficient behaviour in the first instance!

Taking action

Based on many years of working with some of the world's largest hauliers, Shell highlighted a number of actions:

- ✓ Inform drivers on fuel efficient driving skills
- ✓ Mandate fuel & lubricant selection
- ✓ Continually investigate new fuel & vehicle solutions
- ✓ Conduct regular vehicle maintenance
- ✓ Implement robust fraud prevention
- ✓ Plan routes carefully

To yield improved fuel efficiency from driver behaviours, the following was recommended:

- Buy in from drivers is needed at the outset. Use examples of how behaviour affects fuel usage and, in consequence, the company's cost base and competitive ability
- Coach drivers on a one to one basis with respect to the attributes of a fuel management telematics device
- Understand the challenges for drivers in balancing the need for improved fuel consumption with operational performance
- Introduce a friendly sense of competition with league tables of the best performing drivers but avoid finger pointing at lesser performers

The challenges that confront fleet operators when trying to achieve and sustain improvements in fuel efficiency were highlighted by this exercise. Whilst most challenges, in particular driver behaviour, are well understood, their confirmation serves as a reminder and the prize for success is substantial.



The DAF Driver Performance Assistant is just one of the means of keeping a close eye on operating costs and profitability for customers' says DAF Trucks

ONLINE FUEL PURCHASING

MABANAFT INNOVATION IS LEADING THE WAY FOR ONLINE FUEL PURCHASING, WITH THE LATEST MOBILE-ENABLED VERSION OF MABALIVE DESIGNED TO MAKE BUYING FUEL SO MUCH EASIER

The system has recently been redesigned to work seamlessly across desktops, laptops, tablets and smartphones allowing customers to view live pricing and place an order even when they are away from their office.

First launched at FPS EXPO in 2011, the purpose of MabaLIVE was to help make the process of buying fuel as quick, easy and convenient as possible. Four years on and it can safely be said that it has achieved its purpose; in fact it has been an outstanding success transforming the way that Mabanaft's customers choose to buy their fuel. Having access to live pricing and up-to-the-minute market information allows them to make an informed purchasing decision and place their order instantly online. Buying

fuel this way requires fewer phone calls and emails thereby saving valuable time, whilst the automated audit trail ties orders to invoices ensuring accurate, efficient deal administration – so what's not to like!

A reputation for innovation

Keen to maintain their reputation as innovators – they were the first UK fuel wholesaler to develop an online platform – Mabanaft continues to invest in MabaLIVE. The system has been regularly extended, incorporating new functionality and features to enhance the user experience and make it even more useful. With an eye on the increasing trend towards mobile usage for accessing the web, Mabanaft decided to develop the system to

be fully responsive. MabaLIVE for mobile first went live in September 2014 with a fresh new-look interface specifically designed to make it easy to use even on a smartphone. The most recent development on MabaLIVE is the provision of bespoke customer pricing. Now, as well as live market prices, customers can receive a bespoke feed showing agreed prices for different products.

Marketing manager Martin Cook said: "Customers wanted to be able to use MabaLIVE on their mobile devices and developing the system provided an opportunity to overhaul the whole website and we are delighted with the outcome. Individual pricing was also high on our customers' wish-list so we know that this feature will be well received."

Full marks for customer service

Despite the growing trend towards transactions being carried out online, the personal and highly efficient customer support provided by Mabanaft's dedicated sales team is still highly valued. Their experienced marketers have a thorough understanding of the wholesale market and can help customers make better buying decisions. In Mabanaft's latest survey 100% of respondents rated the speed, efficiency and friendliness of their service as very good or excellent.

"MabaLIVE simply adds a further dimension to Mabanaft's already transparent and personal service by empowering clients to make an informed decision and order fuel online," said Martin. "It embodies the way that we like to work, our innovative approach and willingness to go the extra mile. Precision of pricing plus the option to execute orders on a live basis means our clients can optimise market movements – and that can be highly beneficial for their business."

For more information on Mabanaft please call our marketing team on 0207 802 3300, email sales@mabanaft.co.uk. To find out more about MabaLIVE visit www.mabalive.co.uk.

“KEY BENEFITS OF MABALIVE ARE HAVING ACCESS TO MARKET MOVEMENTS AND THE ABILITY TO PURCHASE ONLINE WITHOUT ANY FUSS.”

Tony Phillips,
Husk (UK) Ltd

Each month sees an increase in online ordering which now accounts for 16% of Mabanaft Limited's total sales volume. The quarterly daily spot and intra-day sales transacted online have recently risen from 53% (Q3 – 2014) to 69% (Q4 – 2014) – further proof that MabaLIVE really is changing the way that customers are choosing to buy fuel.



Mabanaft customers can now use MabaLIVE on their mobile devices

A time bomb waiting to happen?

“IT SHOULD BE A VERY POSITIVE TIME FOR THE OIL SECTOR,” SAYS DAVID BLEVINGS, EXECUTIVE DIRECTOR OF THE NORTHERN IRELAND OIL FEDERATION (NIOF)

“From the peaks of February 2015 when 900 litres topped £600, we’ve seen oil prices reduce by around 40%. Two years later at the end of this February the average price for 900 litres had dropped to £350.

“The drop in price has led to a massive reduction in the number of 20 litre emergency drums being used and a welcome return to consumers ordering 500 and 900+ litre drops.

“The boiler replacement scheme introduced in 2013 by the Department of Social Development has seen over 11,500 new condensing oil boilers installed in Northern Ireland homes with grant aid of up to £1,000 per installation. According to Sutherland Tables (January 2015), kerosene was the cheapest fuel for heating an existing house in Northern Ireland on an annual basis.

So, why are NIOF members not rejoicing with all this good news?

“While price reductions and grant aid have given a much needed boost to oil consumers, the reality is that the Northern Ireland market is still over supplied with over 270 distributors for 500,000 customers!

“Competition is rife and profitability is unsustainably low. Whilst Northern Ireland fuel costs being regularly below the UK average is excellent news for consumers, the country’s distributors are always bottom of the profitability league table according to the Fuel Oil News Price Totem!

“Rationalisation is needed – already well under way in GB, it has started in the Republic but there’s little sign of it in the Northern Ireland marketplace. A few distributors have ceased and rumours are rife that customer lists have been acquired by the wholesale supplier against *bad debt* that may have compounded their trading difficulties....

“There’s little doubt that some

distributors will not have made enough profit this winter to see them through the lean summer months. A 100% kerosene (home heat) distributor is now looking at a small trading window where they must maximise return to cover those leaner months. In the March 2015 Price Totem – 6 out of the 7 regions posted a gross margin of 5ppl or above; in Northern Ireland the return was 1.85ppl.

What does the rest of 2015 hold?

“The reality is that serious bad debt could hit some wholesale suppliers leading to some businesses being taken in against bad debt and some just folding, leaving a mess for creditors.

“Sales have taken place with a reported petty one pence per litre achieved for actual volume transferred. That means a distributor may get 0.5ppl up front but the remaining 0.5p, if delivered is dependent on how well the business or customers transfer. This will probably continue and the 1ppl could reduce further depending on trading conditions.

“On a positive note, the oil sector is popular again with politicians, the Consumer Council, fuel poor charities and the media....only due to the fact that consumers are getting a super deal on their home heating oil! Sadly this good cheer does not extend to the distribution network and given the current trading conditions the outlook is pretty bleak. With current levels of profitability the chances of rationalisation are slim. What business would want to invest in smaller distributors to increase market share at a gross margin of 1.85ppl?

“The reality is we’re looking at a time bomb waiting to happen....this market will implode and there will be casualties.... you will need to be a prudent business with a very keen eye on P&L to avoid being caught in the brawl!

Irish correspondent Aine Faherty sought the opinions of some of the top 10 distributors operating in the Republic of Ireland

Despite being a mild winter, it has been ‘**a good enough season**’ for Mark Kelleher of M & J Kelleher. “The favourable price drop has helped although there’s still too much tax on oil – it could be down a lot more.”

At Jones Oil, Paul Curran reports ‘**a strong winter performance**’ which has benefited from lower prices for domestic customers and a resurgent economy fuelling demand.

“Improved policing of the industry by the authorities in Ireland and a positive economic outlook makes us feel confident about the future.”

After a slow start to Top Oil’s home heating season, CEO Gerard Boylan says the strong sales volumes which started in mid December have continued right through the first quarter of 2015.

“The significant drop in the underlying price of oil has created substantial savings for consumers – up to €200 on 1,000 litres – this has positively impacted on people’s perception of oil as a fuel choice.”

Having continued to grow its home heating market share, Top Oil is ‘**very happy with this home heating season.**’

“The season started off slowly – disturbing for many distributors still reeling from the previous mild winter,” says Michael Strain, general manager, Topaz Home Heat.

“It was pleasing to see the cold weather bite from January and demand increase as the gap between oil and natural gas dramatically narrowed.

Whilst this increase gives **comfort to the bottom line**, it comes with additional pressure and demands on drivers. Driving sales is always foremost on our agenda but we’re also mindful of our responsibilities to all staff.”

“Due to low oil prices, favourable weather conditions, empty consumer tanks and a partial restoration of confidence in spending on the part of the consumer, volumes were substantially up in all areas and margins also improved,” said Jim Fitzgerald, managing director, Campus Ireland

“Although margins are still not at levels that are sustainable in the long term, ‘**rumours of the demise of the heating oil business can be laid to rest.**’

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All aboard the rollercoaster

THE PAST TWELVE MONTHS HAVE SEEN CONSIDERABLE UPEHAVAL IN THE GLOBAL OIL MARKET, AND WITH THE PRICE OF CRUDE SEEING ITS MOST SEVERE DROP SINCE THE FINANCIAL CRISIS, THE PRICE OF HEATING OIL HAS WEAKENED AS A RESULT

Dr Craig Lowrey consultant at UX Energy Services examines the developments in both markets and looks ahead to the rest of 2015.

The second half of 2014 saw a decline in the price of oil – which began at the start of that year – accelerate rapidly, with seemingly little to halt the slide amid a global surplus of crude. This has seen the price of the fuel drop from more than \$110 per barrel in the middle of 2014 to around \$45 in early 2015 before rebounding.

Playing a long game in Saudi Arabia

Historically, OPEC's largest member, Saudi Arabia, would serve as a "swing" producer and reduce its output to help support the market. However, in a marked change in strategy, the Kingdom has refused to do this despite the impact that the drop in the crude price is having on some of the cartel's smaller members.

Conspiracy theories abound as to the refusal by Saudi Arabia to assume this customary role as the main source of output

flexibility. The most common is that the massive growth in the output of crude by the US due to the expansion of its shale oil and gas sector has seen the nation's output erode the market share and market power of the traditional oil producing countries, such as Saudi Arabia.

A FURTHER SIMILAR REDUCTION IN KEROSENE PRICES IN 2015 WOULD NOT BE UNEXPECTED

According to figures released by the US government, the nation's oil production has risen by around four million barrels per day since 2009 to reach just over nine million barrels per day – a near 30-year high. With the demand for oil remaining subdued due to the prevailing global economic situation, the International Energy Agency (IEA) has indicated that it does not expect the global supply-demand imbalance to be rectified until 2016.

As a result of the growth in US output, there has been a reluctance to cut production by Saudi Arabia as it seeks to defend its market share and ultimately seek to force some of the US production out of the sector. With US shale oil having a much higher cost of production than its Saudi

counterpart, industry estimates have the American breakeven price at around \$70 per barrel compared to less than a fifth of that for Saudi Arabia, OPEC's largest member can be seen to be playing a long game.

Price slump starting to have an effect

Indeed, it would appear as though the slump in prices is already starting to have an effect. The level of drilling activity in the US oil industry has fallen since the start of the year, while companies such as BP and Shell have announced that they will be scaling back their exploration activity.

In the longer run, there are concerns that the fall in the price of oil could seriously harm the future of the North Sea as an oil-producing province. This would further exacerbate the UK's import reliance in crude, while the future of the nation's refining sector has also been further damaged in recent months.

It was announced in early 2015 that French company Total would be cutting production at its

Lindsey oil refinery in Lincolnshire by half from its current figure of just over 200,000 barrels per day. Furthermore, hopes that the Murco refinery at Milford Haven in Wales would remain in operation were unfortunately dashed after a deal to keep the site open collapsed in November 2014. While the site will remain in service as a storage and distribution terminal, the closure of another of the UK's refineries is an unwelcome development as far as the availability of domestically-produced refined outputs is concerned.

Domestic heating oil prices

With exploration and refining facing renewed uncertainty due to the movements in the crude price since the start of last year, the next question is what has the drop in the crude market meant for domestic heating oil prices?

Kerosene prices across the UK were at an average of approximately 55 pence per litre (around 75 eurocents in Ireland) at the start of 2014, and fell by around 10% over the course of the year. Analysis undertaken by UX shows that if crude prices remain at or around their current levels of approximately \$60 per barrel, a further similar reduction in kerosene prices in 2015 would not be unexpected.

However, with the price of heating oil in the UK and Ireland so heavily dependent on international factors, it remains to be seen when the re-balancing of the global crude market – or indeed any of the myriad of geopolitical factors that have a bearing on the industry – will have an impact.

www.uxenergyservices.com



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on stand B23



PHILLIPS 66 – PROVIDING ENERGY, IMPROVING LIVES

Phillips 66 is one of the largest suppliers of domestic, agricultural and industrial fuels to JET-branded distributors and independent resellers in the UK. Combined with the company's Aviation, Marine and LPG businesses, Phillips 66 has a significant market share, with plans to increase this further.

Since its opening in 1969, our Humber Refinery in North Lincolnshire has played a vital role in the UK fuel market. One of only a few remaining oil company-owned refineries in the UK, it boasts a crude oil processing capacity of 221,000 barrels per day and refines the most economically advantaged crude oils to help shape today's energy landscape. Humber Refinery is recognised as one of the best and most sophisticated refineries in the world.

**Phillips 66 is committed to the future of the UK fuel market.
Join us on the journey together into this future.**

Find out more at www.phillips66.co.uk or call 01926 404 333.



On the following pages, Fuel Oil News showcases the very latest equipment and services for the fuel oil distributor. Many of the items detailed will be on display at this month's FPS EXPO which takes place on 22 and 23 April.

Alpeco will introduce the **LATEST** TE550 Truck III electronic register at FPS EXPO.

When loading is complete, the in-cab printer automatically produces a bill of lading confirming the time, date and the load details. As the tanker completes each delivery the volume discharged is automatically deducted from the respective "inventory" and the volume left on board is shown on the meter display at the touch of a button or printed on a ticket at any time.

Should an operator accidentally select an incorrect grade or compartment, Truck III displays a *Warning!* message and prevents the manifold from opening until the correct grade/compartment selection has been made.

Truck III also has a new radio remote. The two button hand set offers start/stop and hi/low functionality and incorporates a digital litre counter, allowing the operator to monitor and control the delivery from the end of the delivery hose. See below.

www.alpeco.co.uk



Equipped with real-time inventory software, Alpeco's Truck III allows the operator to enter grade and product volume into each compartment

Applied Pumps has been chosen by a leading power generation company to meet its fuel-forwarding requirements. The Applied Pumps solution: Settima cast-iron, three-spindle screw pumps with 4kW close-coupled IP55 3ph electric motors.

These smooth-running pumps are inherently quiet – typically they operate between 55dB and 65dB (A) – and deliver some 100 litres per minute of low-viscosity fuel. They are capable of higher pressures than other rotary pumps (up to 7 bar) and higher flow rates, but generally cost considerably less. For fuel oil delivery applications, the SAE 3000In pump inlet and outlet facings are fitted with socket welded connections. They are also available with BSP female adapters or full-face metric/ANSI pipe flanges. www.appliedpumps.co.uk



Applied Pumps – suitable for HFO, diesel bunker oils, low-sulphur fuels and distillate fuels

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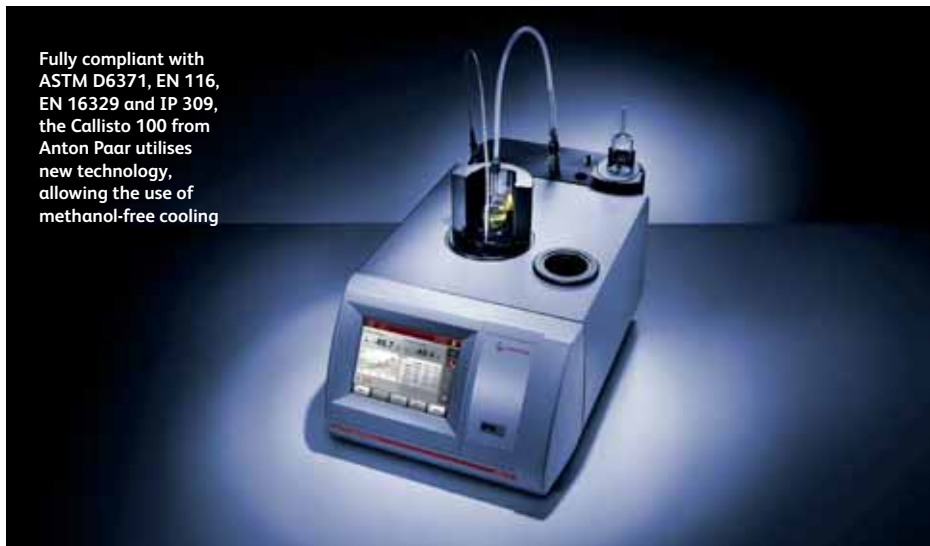
www.alpeco.co.uk

Anton Paar ProveTec has been awarded the Innovation Prize Metal 2014 by the Brandenburg Ministry of Economic Affairs for “an innovative cooling system for a cold filter plugging point (CFPP) tester for diesel fuels.”

The prize is awarded for product innovation that meets a high technical standard for which market success can be expected. Anton Paar’s Callisto 100 cooling system warrants excellent temperature homogeneity – one of the most important parameters for an accurate CFPP determination.

The innovative temperature control system produces rapid temperature change, allowing higher sample throughput. A second filtration unit can be stored, ready for the next test within seconds. An automated cleaning routine can be initiated at the push of a button. See page 30.

www.anton-paar.co.uk



Fully compliant with ASTM D6371, EN 116, EN 16329 and IP 309, the Callisto 100 from Anton Paar utilises new technology, allowing the use of methanol-free cooling

Blackmer TXH35A Series sliding vane pumps feature the cast-iron construction materials that make them ideal for use on tanker trucks that handle clean, non-abrasive and non-corrosive petroleum products, such as fuel oil.

The pumps feature vertical parallel porting for easy piping and are installed with the use of three-position flexible mounting brackets. Other features that increase their reliability include grease-lubricated ball bearings, cartridge-type mechanical seals, a hardened-steel drive shaft with a ductile-iron rotor, symmetrical bearing support for even loading and wear, and pressure-sensitive adjustable relief valves.

The self-priming and dry-run capabilities of the TXH35A provide loading and unloading flexibility for fuel oil delivery trucks.

The TXH35A pumps offer speeds up to 1,000 rpm and flow rates as high as 1,136 lpm. They can handle viscosities up to 4,250 cSt (20,000 ssu) at operating temperatures up to 115°C. See page 32. www.blackmer.com



Blackmer’s TXH35A lowers downtime thanks to the unique sliding-vane design that self-adjusts for wear and delivers easy maintenance without the pump needing to be removed from the truck

The **NEW** TeraTX antistatic and flame retardant workwear range from Tranemo Workwear is now available through **Arcs n Sparks Corporate Clothing**, winners of the *most loved clothing business in the UK* for the second year running.

Tranemo Workwear – long been recognised as one of Europe’s leading suppliers of inherent FR and antistatic workwear – has now launched the **NEW** TeraTX FR range made from inherent flame retardant and antistatic fabric, available in both high-visibility and non HV options.

The fabric weight is just 260gm and therefore extremely comfortable to wear, yet still offers exceptional durability and performance due to its ripstop construction. The versatile garment range offers trouser, jacket and boiler suit options.

www.arcsnsparks.co.uk

Workwear from Arcs n Sparks – ideal for the tough demands of today’s fuel logistics market



Centre Tank Services (CTS) is now the UK’s exclusive importers and distributors of diesel and petroleum nozzles, swivels and Safe-T-Break couplings manufactured by the US Husky Corporation.

Centre Tank Services have been supplying the fuel dispensing and storage tank market with refuelling equipment and tank accessories for over 25 years. “To add such a strong quality brand like Husky to our product offering is a great achievement,” says Matthew Terry, managing director of Centre Tank Services. “Husky will complement our already successful quality brands such as Piusi, for whom we are also the exclusive UK distributor.”

From April, the Husky range will be available from stock from Centre Tank Services’ 14,000 sq ft. warehouse. In the near future, the company will also be introducing the Husky ATEX approved diesel forecourt and vapour recovery nozzles into the UK market.

www.centretank.com



Concrete Canvas is part of a **NEW** class of construction materials called Geosynthetic Cementitious Composite Mats (GCCMs). It is a flexible, concrete impregnated fabric that hardens on hydration to form a thin, durable, waterproof and fire resistant concrete layer. Essentially, it is concrete on a roll.

Concrete Canvas GCCM can be used to line bunds, ditches and slopes to prevent erosion, weed growth and animal damage. It can be installed at rates of up to 800sqm a day and in inclement weather, reducing time



Creating no rebound, Concrete Canvas can be installed around sensitive infrastructure. The portable batched rolls allow concrete installation in difficult-to-access areas without the use of plant

required on site and program disruption. It is hydrocarbon resistant to BS14414 and passed a 56 day immersion test at 50oC.

www.concretcanvas.com

Dickies Workwear has several **NEW** products and ranges for 2015. Employing the latest developments in fabric technology and manufacturing techniques, Dickies' high performance workwear is suited to the harshest working environments, says the Salford-based company.

To keep hands safe while working, Dickies has now joined forces with Kong, offering the new range of impact gloves. The company has also introduced 10 new styles of safety footwear and added more colours to the existing range. See FON March page 23.

www.dickiesworkwear.com

Dixon Group Europe will again be promoting the FloTech branded overfill prevention system and Bayco petroleum products.

FloTech equipment is compatible with the installed base of gantry mounted rack monitors found throughout the UK and Ireland. The range has ATEX approvals and

is accepted by the UK Safe Loading Pass Scheme.

The fully developed FloTech overfill prevention "Plug & Play" wiring system has been developed to reduce the installation time of tanker mounted probes and sockets. The system provides a pre-made wiring harness that simply connects to each of the probes and sockets by way of suitable environmentally protected connectors.

Dixon Bayco's 5300 loading arm coupler is completely modular so the coupler can be built with various face seal combinations to be compatible with alternative fuel/performance levels and applications. A 5300 variant is now available for use in crude oil applications.

www.dixoneurope.co.uk



PM 4 Pensky-Martens closed-cup flash tester

- ▶ Semi-automatic instrument
- ▶ Robust and easy to use
- ▶ Gas or electric ignition
- ▶ Integral sample heating
- ▶ Suitable for distillate products and blends including diesel, kerosene, heating oil and lubricants
- ▶ Complies with ASTM D93 A+B, ISO 2719 A+B, ISO 15267, JIS K 2265-3, IP 34 A+B.



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



Anton Paar

Econoprint (UK) – suppliers of print, media and marketing services to the fuel distribution industry – has 20 years' experience working with fuel distributors around the UK and Ireland. During that time, the company has gained extensive knowledge of how a distributor operates and what they require to maintain a successful operation in terms of their printed documents and marketing material.

With this specialist experience and expertise, an increasing number of oil distributors are using the company's services to help promote themselves, streamline their operations, gain more market share and help improve profit margins.

www.econoprintgroup.co.uk

Elaflex produces light weight reeling hoses and nozzles for AdBlue, aircraft refuelling, heating oil, LPG, and pumps.

The hoses are of an extruded construction giving high flow rates and low pressure drop and are available in lengths of your choice up to 80 metres.

The company also supplies the Elaflex Mann Tek range of DDC dry disconnect hose and tank couplings. The couplings comprise two halves that connect and disconnect for a spill-free operation. Complementing these, the company also offers an extensive range of safety break-away couplings and full flow ball valves with optional pneumatic actuation.

The Elaflex range of ERV-rubber expansion joints allow for large axial, lateral and angular movement and absorb tensions caused by temperature changes. They are suitable as a pipe insert.

www.elaflex.co.uk



Elaflex hose available in lengths of up to 80 metres

Emco Wheaton has been a supplier of fluid transfer systems and accessories for more than 100 years. The company's **NEW** Marine Break-Away coupling is available in a 4" diameter and is a version of the tried and tested TODO Break-Away coupling that has been designed to withstand harsh marine conditions with its robust design.

The product has been launched alongside the 2" and 3" standard Break-Away coupling in aluminium, the 4" in stainless steel and the 2" and 3" Collar Release Break-Away.

The Collar Release has been designed for use with loading arms and a hose, rather than two hoses. It is engineered to disconnect if a loading arm travels past the customer designated breakage position. In addition to reducing any potential environmental impact from a break, the loading arm is safeguarded and potential costly downtime is avoided. See page 5.

www.emcowheaton.com



2015 sees the 10th anniversary of **Fuel Additive Science Technologies (FAST)** and its Exocet fuel additives. The company has recently completed its sixth successive year of growth, with its 21 members of staff now formulating, producing, selling and distributing more than 50 distinct and specific fuel additives.

During 2014 FAST appointed Rotech as its distributor in Ireland – a move which allows the company to serve existing and new customers throughout Ireland with renewed impetus.

FAST's second generation premium heating oil additive was introduced in 2014 for which the company was granted a patent last November. Several distributors have already embraced this product and FAST looks forward to its more widespread use during the next year. See inside front cover.

www.fastexocet.co.uk



During 2015 FAST will once again be represented in the British Touring Car Championship and looks forward to welcoming guests to events

Filtertechnik's NEW DFU-5 is the company's largest and most powerful diesel filtration system with a 1,000 l/m throughput. The filtration system utilises a two-stage filtration principle whereby solid contamination, microbial activity and water ingress are all removed in a single pass.

The DFU-5 is capable of removing particulate contamination down to one micron and water ingress down to under 80ppm.



Filtertechnik's DFU-5 – an economical fuel polishing unit even when large amounts of water and solid particulate are present

If water levels are kept below 500ppm then contamination is unlikely to form.

For dusty locations, such as quarries and mines, it is critical that fuel is protected. The DFU-5 has huge dirt holding capacity due to the large surface area on the installed filters.

www.filtertechnik.co.uk

FMA Systems' DvDepot II platform monitors and controls depot activities including vehicle/pedestrian access; product receipt; product storage; product loading; load documentation/

reporting; stocks reconciliation; inventory management; with an administration system interface. All of this can be monitored from the location of the customer's choice.

FMA can provide a complete turnkey solution, including consultancy, front-end studies, project management, system design, drawings and documentation, assembly, integration and testing, installation supervision, commissioning, engineer and operator training and ongoing maintenance and support.

www.fma-systems.com



FMA Systems has been providing terminal automation systems for more than 30 years

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blackmer.com



Horn Tecalemit will unveil the latest addition to its range of products for the delivery, filling and measurement of diesel and heating oil at FPS EXPO. The Truckline TWM 2084 – is a **NEW** management system for road tankers.

The management system for the calibrated, temperature compensated dispensing of liquids from road tankers and tank farms is easy to operate and highly reliable, says the company.

Incorporating a pulse generator as well as an integrated temperature sensor, the TWM 2084 can be used in both explosion-proof and non-explosion-proof areas. Benefits include invoice printing directly on site, simultaneous control of two measuring points and an overfilling prevention system. See below.

www.horn-tecalemit.co.uk



A team, led by national product sales manager Brian Mosley, will be on hand at FPS EXPO to explain TWM 2084's features and talk about Horn Tecalemit's full portfolio of fuel management and fluid transfer pumps

Hytek Fuelling Equipment supplies a wide range of products for handling fuels and lubricants. The company's AdBlue product range and its extensive selection of filters for domestic and commercial fuel storage tanks are available alongside Hytek's in-house fuel bug testing services

Amongst Hytek's **NEW** products at this year's FPS EXPO will be a low cost fuel management system with an integral pump option, and a tank gauge web logger that can send reports at pre-determined intervals, alongside the OLE tank gauge range. Pick up a copy of the company's new 236 page product catalogue at the show.

www.hytekgb.com



Hytek – supplier of the OLE tank gauge range

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HDM range

- 50, 60, 80 and 140 ltr per minute fuel dispensing options
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HDA eco range

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IFC Inflow has been depot loading system specialists for more than 25 years. At FPS, the company is inviting depot operators to view its very **LATEST** range of electronic registers, batch control options and depot automation software.

Developed over the past 20 years IFC Inflow's bottom loading skids have the highest levels of equipment specification available today. As well as specialising in the design and manufacture of tanker bottom loading skids and bottom loading arms, the company also offers top to bottom loading and mechanical to electronic loading conversions, intake metering solutions and bulk fuel transfer pumps, along with a range of top loading and safe tanker access solutions – including top loading arms, folding stairs, loading platforms, access gantries and the IFC TopTank mobile tanker access unit. See below.

www.inflow.co.uk



An IFC Inflow system at the Carrs Billington depot in Carlisle

Kalymnos Fuel Engineering, represented in the UK by Road Tanker Spares International, has enjoyed a steady presence in the UK and Irish market for the past 10 years, supplying the most demanding oil business professionals with high quality fuel tanker equipment.

The company will exhibit its full product range, including its newly certified flame arrestor element for the PV vent and Coaming Vent valve.

www.kalymnos-fuel.com

www.roadtankerspares.com



High quality fuel tanker equipment from Kalymnos and Road Tanker Spares



Depot Bottom Loading Skid Specialist



- Over 25 years experience
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Tel: +44 (0) 1268 596 900 email: sales@inflow.co.uk web: www.inflow.co.uk

Knights Corporate Workwear provides the oil distribution and petrochemical industries with a full range of safety clothing, workwear, ADR and spill supplies, safety signage and other workplace products.

Workwear includes flame retardant, antistatic and hi-visibility clothing, together with corporate uniforms. Its latest ranges of flame retardant and antistatic garments, including the popular Fuelmaster brand alongside the ProGarm, Tranemo and Sioen ranges will be on show.

Celebrating 41 years in business, Knights is accredited to ISO9001:2008 and enjoys a wide reputation for offering overall protection for their customers, with the slogan *Keeping you safe and smart*.

www.knightsuk.com

Lion Safety supplies workwear for industries where compliance expectations are high and standards are rigorous – and where employee safety is paramount.

The company will be displaying the Integra wear brand – a unique and highly regarded range distributed by Lion Safety, which incorporates Integra.wearFR and Integra.boot.

Lion Safety ensures that the supply route from fibre to finished garment is assured and traceable – strict policies are in place in order to control the quality and continuity of both material and finished product. The company is also about to launch its innovative two-toned workwear range.

www.lionsafety.co.uk

Will your tanker take the title of 2015 Fuel Oil News tanker of the year?

To enter your tanker, call at stand C40 at FPS EXPO and give details to a member of the team or simply email a description and a photograph to jane@fueloilnews.co.uk.

Liquip Fuelling Solutions has built a reputation for excellence over 40 years in markets across the globe.

Here in the UK, Liquip is in its 13th year of trading. It has been a busy start to 2015 with the supply of a 4" single arm metering system on the Shetlands – an installation carried out together with FMA systems for Petersons for the delivery of diesel. The company now has systems in the Channel Isles, Isle of Man and the Shetlands.

Meanwhile, a London terminal has replaced all its non Liquip bottom loading couplers in their loading bays with the 33 **NEW** Liquip 810 VG bottom loading couplers, making it a 100% Liquip loading coupler terminal of over 70 units. The **NEW** LBM800 loading arm has also been chosen by another London terminal with a recent order placed for seven arms. See back cover.

www.liquip.com



Liquip – a 4" single arm metering system on the Shetlands

Mechtronic returns to this year's show with a range of innovative and market leading discharge solutions for the fuel oil distributor.

The MaxFlow metering control cabinet – a compact system for optimising space on the modern chassis, housing all controls into one single cabinet.

The Visiflow manifold, with contamination and spillage prevention features such as an integrated manifold body, API and product transfer spout resulting in one seamless casting meaning fewer leak paths.

The VisiLevel ATEX approved level gauging system which measures the volume, specific gravity, temperature and grade of product within each compartment of the tanker.

StockSmart, the company's bespoke vehicle tracking and data transfer system, will also be displayed at the show. It can be tailored to each fuel oil distributor's needs to simplify vehicle, stock and driver monitoring. See page 36.

www.mechtronic.ltd.uk



The MaxFlow – one of the innovative and market leading discharge solutions for the fuel oil distributor from Mechtronic

Meller Flow Trans specialises in product handling solutions for the road transport industry. Products range from PTO hydraulics to cargo pumps and screw compressors.

The TXH35A is a member of Blackmer's family of vane pumps designed to handle diesel, fuel oil, kerosene, avgas, jet fuel, biodiesel ethanol, bio fuel blends and lube oils. The TXH35A is a truck mounted 3-inch ported pump that can run at 1000 rpm and deliver approximately 1100 l/m of product flow rate.

"For many years the Blackmer pump has been the industry benchmark much copied but never improved upon," said Meller managing director Mark Allcock. "Our smaller TXH3C has long been the pump of choice fitted to the vast majority of rigid AD tank trucks. The TXH35A is the latest addition to the family, focusing on high-speed & high-efficiency discharge of semi-trailer road tankers."

www.melleruk.com

As suppliers of tank gauging, reconciliation and automated truck loading software and interfacing solutions, **MHT Technology** has carved a niche, offering solutions compatible with all leading manufacturers' field devices such as level gauges, temperature and density measurement devices and loading computers.

MHT's VTW tank gauging software offers real-time calculation of inventory to API/ASTM standards and increases operational safety during filling and emptying. Real time access to stock levels and ullage provides an essential tool for optimising deliveries. MHT can also provide leak and theft detection.

The company's SmartTAS automated truck loading software can be integrated with VTW and provides secure and controlled loading and offloading, plus reconciliation of transactions to physical stock, allowing customers to identify any losses and investigate their cause. See page 48. www.mht-technology.co.uk



MHT Technology's SmartTAS – data synchronisation between head office and any depots can also be provided

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www.mechtronic.ltd.uk

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The advertisement features a map of the United Kingdom with several location pins. A red pin in the south of England is labeled 'STAND C29-C30'. Below the map is a large, detailed image of a blue industrial engine with 'MECHTRONIC' branding on its components. The engine is shown from a low angle, highlighting its complex mechanical parts.

OPW has a **NEW** redesigned mobile device enabled website providing visitors with access to product ranges, transportation, electronic systems and retail fueling. It also includes key tools, such as technical support and resources by brand and region, news, videos, presentations, global contact directories, and links to social media sites.

“Our goal was to create the optimum user experience for our customers,” said Keith Moye, OPW vice-president of global marketing. “Easy, fast, vast – that’s the way we describe it. With any web-enabled device our customers can quickly and easily access all the essential information they want on OPW brands, products, contacts, technical data, instruction manuals, videos, animations, news, and much more – all in one location.”

www.opwglobal.com

Scully Signal Company, a specialist in fluid detection and delivery systems, has announced a **NEW** 5-year warranty on its overfill prevention sensors for fixed road tanker and storage tank applications.

Scully five-wire, two-wire and thermistor overfill prevention sensors have the longest running safety record in the industry and are designed to withstand extreme road, temperature and weather conditions. This proven reliability reduces product and labor costs associated with replacing sensors.

Scully sensors are manufactured in Scully’s factory to very strict quality and safety standards. When used in conjunction with the complete Scully road tanker system and the company’s gantry or storage tank control monitors, the circuitry checks the system and sensors 30 times per second to detect faults and prevent spills. See back cover. www.scully.com



The Scully overfill prevention sensor has a new 5-year warranty

Gloucestershire-based commercial vehicle safety specialists **Sentinel Systems** will be displaying its range of safety systems and launching its new 360° SurroundView camera system at the show. Developed in response to the demand for enhanced visual protection, the high-quality SurrondView system provides complete visual coverage of the vehicle’s surroundings, eliminating blind spots.

The Bike Hotspot system is designed to save the lives of cyclists and other vulnerable road users. The system detects when a cyclist or pedestrian is within the blind spot of the



See Sentinel’s award-winning, innovative Bike Hotspot system at FPS EXPO

vehicle, warning both the driver and the person at risk.

Sentinel has also developed a range of other camera, radar and alerting systems to assist commercial vehicle drivers with safe manoeuvring in congested areas where accidents often occur.

www.reversewithsafety.com

Supply Plus is a UK manufacturer and supplier of safety and security equipment, based in Cambridge, and for several years has been a



The Collins Youldon brand of hose reels are offered in zinc-coated and polyester powder-coated mild steel, galvanised mild steel and also stainless steel

preferred supplier to fire and rescue services throughout the UK.

The company’s Collins Youldon brand has long been synonymous with high-quality hose reels used for the delivery of products including water, fuel oil, aviation fuel, LP gas, lubricants and chemicals.

Supply Plus also offers a range of manlifts and roll-over vents for use on road tankers and static tanks, together with aluminium roller shutters which have been specifically designed to meet the needs of the aviation and petrochemical industries.

www.supplyplus.com

Based on personal experience with a fuel wholesaler, Mark Rayner, owner of **Tempest Supply Solutions LLP**, has developed a Mobile Oil Depot and Storage Solution (MODSS) specifically to help to minimise risk while maximising opportunities for those wishing to test and development new market locations.

“Portable and flexible, the MODSS is centred around a loading skid housed in a shipping container. The loading skid, together

Continued on page 38

with the oil storage tanks, can be easily transported and quickly constructed once on site," explains Mark.

Mark's design incorporates high quality components from such companies as Emco Wheaton, Scully and Honeywell. See FON March page 24.

www.tempestsupplysolutions.co.uk

TouchStar Technologies has been supplying mobile computing solutions to the petroleum industry for over two decades.

Specialising in the design and supply of ATEX certified mobile devices, the company's solutions include bespoke software for a wide variety of in-cab and mobile applications, including driver navigation, fuel delivery, driver communication, telematics, routing and scheduling, and proof of delivery.

TouchStar solutions are used by many of the large fuel suppliers around the world and during the past six months the company has been particularly busy with FPS member companies, including Ford Fuels, Craggs Energy, Ribble Fuels, Darch Oil and OilNRG, rolling out TouchStar in-cab systems.

www.touchstar.co.uk



Touchstar Technologies – busy rolling out in-cab systems

As one of the UK's leading tyre wholesalers and distributors, Shropshire based

Treadsetters – part of the TIA Group – will be using its presence at FPS EXPO to introduce its comprehensive range of commercial tyres and alloy wheels for the tanker and haulage marketplace.

The company will be highlighting its position as an appointed distributor for Falken truck tyres in the UK, and on display

will be a selection of alloy wheels from TIA Wheels, manufactured from quality grade of aluminium (6061 T6), flow formed and CNC machined to exact tolerances, complete with TUV test certification.


www.treadsetters.co.uk



Treadsetters is an appointed distributor for Falken truck tyres

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Lakeland Tankers and Road Tankers Northern,
the UK's leading road tanker manufacturers of
aluminium semi-trailers, fuel/lubricant and LPG tankers

Lakeland Tankers Ltd West Midlands	Road Tankers Northern South Yorkshire
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www.lakelandtankers.co.uk

www.rtnltd.co.uk

Brit European, a privately owned company delivering specialist transport and logistic solutions, has taken delivery of four new multi-compartment fuel tankers each with a 42,000 litre capacity.

"As a fuel distribution operator we pride ourselves in delivering a bespoke service in what is a highly volatile industry," commented Graham Lackey, group managing director.

"We're always keen to discuss specific tanker requirements, not only with our customers, but also more importantly with the equipment manufacturers. We're constantly striving to improve design, payload and environmental footprint."

Brit European is firmly established in the fuel distribution market with fleets based at Ellesmere Port, Kingsbury and Immingham with ongoing development plans for the future. See page 44.

www.briteuropean.co.uk



Developed by Microlise, Brit European's telematics system allows the company to monitor every aspect of the vehicle and driver in terms of mpg, driver behaviour, CO2 output and vehicle speed



"Flexibility is the key for successful partnerships," says David Heath, head of logistics at Clugston Distribution

Clugston Distribution has completed more than 20,000 deliveries since launching its fuel logistics services in 2012.

"Our customers need to know we can turn on extra support when the temperature drops, or price variations mean there's significant commercial benefit in on-the-day loading," said David Heath, head of logistics. "We've extended our weekly office hours to 6am to 6pm to make our team accessible to our loyal customers.

"It's become evident that our customers take the quality elements of safety and legal compliance as a given and, over and above this core requirement, flexibility is the key for successful partnerships.

"Demand management without some of the rigidity of contractual obligation, plus flexibility to vary load quantities as near as possible to the time of loading make the difference.

www.clugston.co.uk



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Cobo (UK) has enjoyed another successful year with turnover in 2014 increasing over 2013 figures. Repeat business from several existing customers – together with a number of new business partnerships – have contributed to this.

A healthy order book for 2015 is already growing, and Cobo is particularly pleased to have secured new business with BP Oil UK.

Cobo's well established SA-FE range of tankers, now available with the recently developed CKD chassis system, continues to demonstrate the company's ongoing commitment to producing high quality, innovative and technically advanced tankers for the petroleum industry.

"Coupled with the company's commitment to professional and dedicated after-sales services, it's easy to see why our reputation in the industry continues to grow," says sales director Terry Morgan. See below.

www.cobouk.co.uk



Cobo's well established SA-FE range of tankers are now available with the recently developed CKD chassis system

More than 5,800 Petroleum Driver Passports (PDP) have now been issued, according to industry training providers, **Cogent Skills**. Once the drivers in the pipeline have completed their current training there will be at least 6,500 drivers holding a PDP, demonstrating the widespread adoption of the training across the industry.

The PDP is an industry initiative backed by government to ensure all tanker drivers in the UK are trained and assessed to a consistent, high standard. It has been created by the Downstream Oil Industry Distribution Forum (DODF) – a partnership of employers, industry bodies and trade unions – which has appointed the Scottish Qualifications Authority to manage the scheme.

www.cogentskills.com

Share your thoughts on driver training –
jane@fueloilnews.co.uk



Cisternas Cobo (UK) Ltd.
Carrwood Road Industrial Estate
Glasshoughton
Castleford
West Yorkshire
WF10 4SB

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





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Cisternas Cobo UK Ltd – Sales Engineer Vacancy

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

Job Description

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

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

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

All applicants should forward their CV and a covering letter to:
Email – louise@hdelttd.co.uk

Desired Skills & Experience

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

DAF Trucks is keeping a close eye on operating costs and profitability for its customers with its recently launched DAF Transport Efficiency programme – a range of **NEW** product features and services designed to deliver tangible cost savings for operators.

Product developments and enhancements include: Eco Mode as standard; Silent Mode (on CF & XF Silent models); Predictive Cruise Control; Predictive Shifting; Advanced Emergency Braking System; Lane Departure Warning System; MX Engine Brake and Driver Performance Assistant.

Whilst these product upgrades boost both productivity and safety, a truck fleet's whole-life-costs are where aftersales support can have a dramatic effect on an operator's bottom line. For DAF customers there is DAFaid, DAF MultiSupport R&M packages, DAF Parts, PACCAR Finance and DAF Telematics – all combining to provide operators with a total transport solution. See page 20.

www.daf.com



DAF Trucks offering a 'total transport solution' whilst keeping a close eye on its customers' operating costs and profitability

Haartz Tankers celebrates its **10th anniversary** this April. Looking back, founder and managing director, Tim Heaton, believes that the original principles he established for the company were fundamental to its continuous growth – and that they will remain important for the future of Haartz Tankers.

Tim explains that the basic principles are to provide customers with good quality and compliant tankers that fit customers' requirements and not simply to supply what may be readily available. Haartz takes a consultancy approach and starts by understanding the customer's delivery requirements.

Over the years Haartz has refined the specification of its tankers, based on what the company has learnt from customers and from its own detailed research. For the past three years Haartz has worked closely with the Department for Transport, Health & Safety Laboratory, Authorised Inspection Bodies and manufacturers to build everyone's knowledge of the technical issues and a better understanding of the ADR regulations. As a result, Haartz has introduced new procedures before accepting new tankers on to its fleet. See page 42.

www.haartztankerrental.co.uk



A new tanker for Haartz – the company celebrates its 10th anniversary this month



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A European leader in road transport tanks for liquid products, **Magyar** manufactures more than 1,200 tanks every year. Two rigids along with two trailers, one being an urban artic, will be on show at FPS EXPO along with some innovative ideas.

"Business was good in 2014 with a few new customers," said Graham, head of UK sales for Magyar SA. "However after the mass purchase of Euro 5 in the UK market we expect business to be a bit slower. As we speak, customers are still debating their numbers which are Jack Frost dependent of course!"

"Every year a new bit of legislation seems to hit the tanker industry," added Graham, "Whether it's tank testing or construction or Type Approval... it's all part of the tank builder's lift. The legislation often has nothing to do with the tank, but we're the ones left holding the baby at the end and it's just another cost that's hard to recoup. See page 43.

www.gmagyar.com

The Maine Group supplies a reliable one-stop-shop tanker specialist solution not only to the UK and Irish markets but also worldwide.

A bespoke tanker has recently been supplied to Malta-based Cassar Petroleum Services. The tanker was built specifically to their requirements, featuring dual front mounted hose reels, capable of carrying a 450ft hose to deliver fuel to small pleasure crafts. It features four compartments with a total capacity of 14,000 litres.

Maine Group and Just Tankers offer outright purchase, trade in, lease agreement or a flexible rental agreement. Despite the introduction of whole vehicle type approval making the manufacturing process slightly more stringent, Maine Group has embraced the change, working closely with the suppliers and the team to ensure consistent quality.

www.maine-group.com



Magyar build tanker for WCF Fuels



Established in 1991, **Road Tankers Northern Ltd (RTN)** has become the UK's largest supplier of petroleum and LPG road tankers.

Enjoying a blue chip customer base, including all of the UK's major oil companies and several supermarket petrol retailers, RTN produces around 300 road tankers per year. As specialists in both aluminium and stainless steel, and boasting a highly skilled workforce with modern manufacturing techniques and the most advanced automated road tanker welding equipment in the UK, RTN believes that its knowledge and experience in the manufacture of road tankers is second to none.

The RTN Group comprises Road Tankers Northern, Lakeland Tankers, RTN Vallely, RTN Clayton, Tank Testing UK, and Central Tankers. See page 38. www.rtnltd.co.uk



An RTN manufacture for Malta-based Cassar Fuels



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10
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2005 - 2015

Scania produces heavy trucks from 18-tonnes gross vehicle weight upwards. The company's award winning range includes rigid vehicles and articulated tractor units, available in a variety of wheelplans, including rear-steer options for maximum manoeuvrability and accessibility.

Scania provides a comprehensive one-stop service covering vehicle repair and maintenance. This includes all forms of tanker testing and certification to meet industry requirements. All services are carried out in approved workshops with full test and repair facilities. As part of its commitment to continuous improvement, Scania constantly re-evaluates safe systems of working and practices for this ever more demanding industry sector.

www.scania.co.uk

Halso Petroleum has taken delivery of its first new fuel tanker from **Tankquip**. Based on a DAF LF55 with 13,000 litre four compartment tank from Rigual, the truck features Mechtronic equipment including metered uplift and smart GPIs.

Tankquip's Dave Stanley has been in the superstructure sector of the road transport industry for nearly 40 years, around 20 of which dedicated to tanks and bulk material equipment. Dave recently formed a partnership with long-standing Spanish tank manufacturer, Rigual. Tanks built by Rigual meet all the latest requirements for ADR.

Tankquip's product portfolio now stretches from fuel tanks and general purpose versions for chemicals and edible oils to waste vacuum tanks and water bowsers. See page 38.

www.tankquip.co.uk



Halso Petroleum recently took delivery of its first Tankquip fuel tanker featuring a Rigual tank and Mechtronic equipment

2014 was a year of growth and re-investment for **Tasca Tankers** with the goal of improving production procedures.

With a strong order book, Tasca continued to work alongside many of its long-standing customers throughout the year. However, by increasing its sales efforts, several new customers were encouraged to do business with the company.

Due to the recent Euro 6 changeover, Tasca expects to see fewer orders for rigid tankers during 2015. The company has however received exceptional feedback with respect to its semi trailers where Tasca is working with independent distributors and experiencing steady development. See page 39.

www.tascatankers.ltd.uk



New Tasca build for Angus-based distributor

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ROMI? **Can I order and pay online?**

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ESL Fuels owns Stanlow Oil Terminal having acquired the former BP/Castrol site in May 2012.

Strategically positioned at Ellesmere Port in Cheshire, the terminal gives ESL dockline connections to the Manchester Ship Canal and pipeline connections to the neighbouring Essar oil refinery.

The Stanlow Oil Terminal has more than 100 oil storage tanks and to date ESL has manufactured over half a billion litres of bespoke fuels.

The terminal's strategic location in north west England allows ESL to facilitate import, storage and blending for onward distribution, with the entire UK mainland accessible within a day – with excellent access to major refineries, ports and the UK population. ESL Fuels is a part of the largest fuel distribution network in the UK. See page 24. www.eslfuels.com



Since acquiring the terminal, ESL Fuels has invested over £2 million

Essar Oil UK continues to develop and improve facilities at its Stanlow manufacturing complex in Ellesmere Port, Cheshire. Significant investment in a newly reconfigured and optimised single train operation will provide long term supply security for its customers.

At the Stanlow road terminal, Essar is continuing its improvement programmes which aim to ensure 100% product availability, with feedback on its performance against this target published regularly.

Customers at Stanlow have experienced consistent, class-leading loading times on all grades as Essar continues on the journey to become its customer's supply point of choice. Essar Oil UK is committed to the reseller and distributor market and supporting commercial partners as they grow their own businesses.

www.essar.com



The Portland Market Report continued from page 17

Canada – a short term blip in oil prices?

Most Canadians however are unlikely to get over-concerned by what many will see as a short-term blip in oil prices. Yes, the falling value of oil has certainly hit parts of Canada hard, but the corresponding drop in the value of the Canadian \$ (please refer to the graph on page 17) will see Ontario's long-suffering manufacturing base grow as their goods become significantly cheaper for export. Plus with 13% of the world's oil reserves (3rd largest in the world) and 50% of available reserves outside of the OPEC countries – largely thanks to oil sands – the Canucks would be forgiven for viewing their oil sands as an asset worthy of patience and long-term development.

Furthermore, whilst the environmental record of the tar sands should justifiably come under public scrutiny, significant oil sand reserves can also be found in states such as Jordan, Madagascar, Congo and Venezuela, all of whom will likely be far less scrupulous in

their exploration methods than Canada. And whilst no amount of spin can portray the oil sands as a clean form of energy, it should be noted that CO2 emissions from this industry make up only 5% of Canada's total CO2 emissions and are dwarfed for example, by the emissions generated by coal fired power stations in the USA. Finally, as for Keystone, the Republicans may win the Presidential election in 2016 and on doing so have promised to fast track the legislation needed to build this pipeline. But even if the Democrats win (or the Republican promise is not fulfilled), such is the continued Chinese demand for oil, that export channels for the tar sands via the Western Canadian sea ports will almost certainly soon spring up. If and when that happens, US politicians from both sides will have the devil's job in explaining to their electorate why cheap crude oil from such a vast reserve and located just over the border is now finding its way to a potentially malign, economic rival that is 6,000 miles away.



Greenergy – making life easier for customers with investment in back office and operating efficiencies

Greenergy continues to invest for future supply security – see page 13

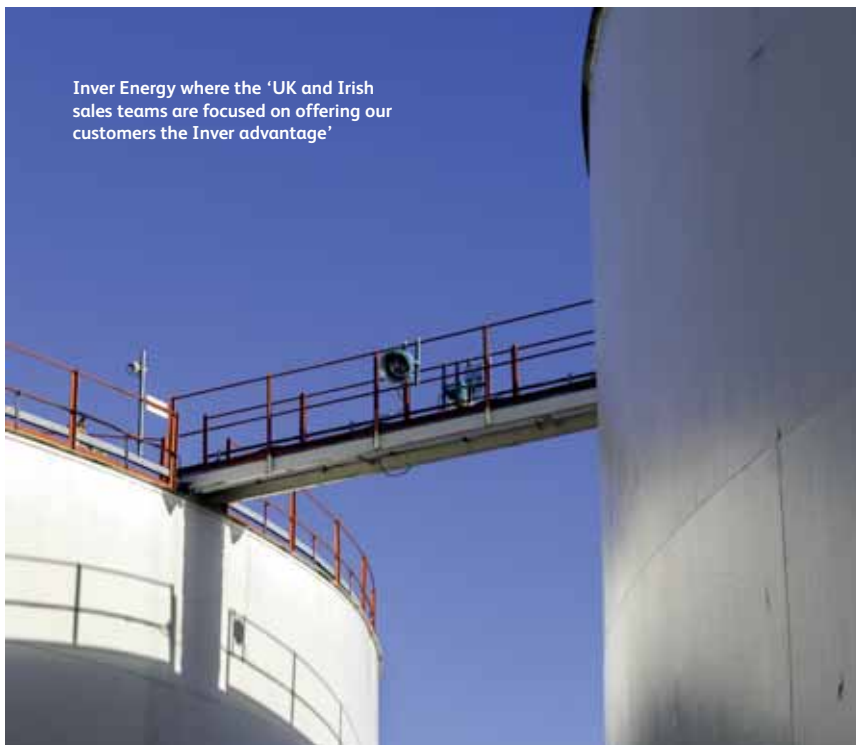
Greenergy is the UK's only national supplier of petrol and diesel, supplying nearly 15 billion litres last year.

Greenergy supplies customers from more than 25 locations throughout the UK, so is best placed to provide maximum supply resilience. The company's extensive storage capacity extends across the country – from Plymouth, Cardiff, Thames and Teesside to Clydebank and now also to Ross – and includes Greenergy-owned terminals as well as third party operated facilities.

Investment in storage and deep water import terminals means that Greenergy can source, blend and manufacture its own fuel and buy direct from the lowest cost global suppliers. This gives it even greater control over its supply chain, to maintain continuous product availability and keep costs low.

Automation through investment in IT has also created back-office and operating efficiencies that make life easier for customers.

www.greenergy.com



Inver Energy where the 'UK and Irish sales teams are focused on offering our customers the Inver advantage'

Moving Ahead is **Inver Energy's** corporate motto and the company is happy that it is currently living up to the slogan.

Inver reports that there have been a lot of positive changes within the last four months, starting with Andy McAvoy joining the company as UK sales manager. Inver's Cardiff office relocated to larger premises at Queen Alexandra House, close to the company's 74,000 m³ Cardiff terminal. Turners of Soham have taken on Inver's UK haulage services, with all trucks displaying the new Inver branding. The Irish business has purchased two new forecourt sites, and new group financing arrangements are in place.

"All these positive changes enhance our commitment to our customers and the development of the business," says the company. "The UK and Irish sales teams remain focused on offering our customers the Inver advantage – the 'Inver Brand proposition.' They will continue to engage with customers to understand how fuel impacts their business requirements and keep their business *moving ahead!*" See page 48.

www.inverenergy.co.uk

One of the UK's largest independent fuel wholesalers, with a countrywide network of independently operated terminals, **Mabanaft** is uniquely positioned to supply fuel to the UK market.

Customers trust the company to deliver reliability of supply, accuracy of invoicing, efficient loading times and excellent customer support. In a recent survey 100% of respondents rated the speed, efficiency and friendliness of Mabanaft service as "very good" or "excellent".

"Our innovative approach and willingness to go the extra mile help make it easy to buy fuel, says the company. "Since the launch of MabaLIVE, our online price information and fuel ordering service – launched at FPS EXPO in 2011 – many of our customers choose to order their fuel online.

"We look forward to welcoming visitors to our stand at FPS where we will be showcasing exciting new features on MabaLIVE. There will also be the chance to win an iPad Mini 2 – so do visit! See page 10. www.mabanaft.co.uk



Visit the Mabanaft stand at FPS EXPO to find out about the 'exciting new features on MabaLIVE' and read more about online fuel purchasing on page 22

Petroineos Fuels' Grangemouth refinery provides continuity and security of supply, allowing the company to meet both UK and international market demand by offering a broad range of refined products from its road, rail, pipe and sea distribution centres at Grangemouth, Dalston (Cumbria), Belfast road terminals and sea terminal at Finnart.

Petroineos remains committed to its wholesale supply model of term supply agreements, providing clarity and certainty in an ever changing market, where security and continuity of supply remains paramount.

Petroineos Fuels is a wholly owned affiliate of a joint venture between petrochemicals manufacturer, INEOS, and international energy company, PetroChina, one of the major producers and distributors of petroleum and petrochemical products in the world.

"Our commercial team looks forward to greeting customers at FPS and discussing how we may partner them over the long term in the delivery of their strategic petroleum products sourcing requirements," says Petroineos.

www.ineos.com



The Grangemouth refinery offers a broad range of refined products

As a long-term member of the Federation of Petroleum Suppliers, **Phillips 66** will once again be exhibiting at FPS Expo 2015. Representatives from Phillips 66 will be at the show to highlight the fuel company's expansion plans and share their predictions for the future of the UK market.

Pete George, managing director of UK and Ireland marketing, comments: "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. FPS Expo 2105 presents an ideal networking opportunity where we can meet face to face with our current and prospective customers. It's also a great platform for us to demonstrate our commitment to a long-term future of refining at our Humber refinery on the east coast."

As one of the largest suppliers of domestic, agricultural and industrial fuels to JET-branded distributors and independent resellers in the UK, Phillips 66 already has significant market share, with plans to increase this further. See front cover and page 26. www.phillips66.co.uk



Phillips 66 is looking forward to networking with current and prospective customers at FPS EXPO 2015 and to demonstrating its commitment to a long-term future of refining at the Humber refinery

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Prax House, Horizon Business Village, 1 Brooklands Road, Weybridge Surrey KT13 0TJ

It has been another year that has seen significant growth at **Prax Petroleum** and a year in which it has established a stronger foothold in the UK fuel supply sector.

The addition of facilities at Nustar Grays, to complement its facilities at Dagenham and Immingham, has given Prax the ability to import and distribute gasoline, and its fuel is now finding its way into the retail sector opening up a whole new market and possibilities for the company.

Prax was pleased to announce last September that it had acquired a terminal at Cardiff which is accessible by rail, road and sea. Building on its success at Immingham, Prax plans to develop distillate sales covering south Wales and the south west of England and to continue edging closer to its goal of being capable of offering our customers full national coverage.

Prax has also recently opened a trading office in Zug, Switzerland, which will enable it to optimise its supply into the UK and elsewhere. See page 48.

www.praxpetroleum.com



Prax Petroleum – establishing a stronger foothold in the UK fuel supply sector. The company acquired a terminal in Cardiff last year

Valero is one of the world's largest independent refiners and marketers of finished oil products. The company's 15 refineries process almost three million barrels each day, giving commercial and retail customers consistent high quality fuel at highly competitive prices.

In the UK and Ireland, Valero's extensive supply network takes fuels produced at its refinery in Pembroke by ship and pipeline to company terminals, strategically located in preferred marketing areas. Valero continues to strengthen this network and its reliability, investing over £250m in our refinery and terminals. Valero is strongly positioned to provide a sustainable supply source for all future needs.

"But it's not just about the infrastructure," says the company. "Our team of experienced and knowledgeable sales managers is justifiably acknowledged by customers to be the best in the business. If you're not already working with us, get in touch and let us know how we can successfully support your business!"

www.valero.com



Valero's Pembroke refinery – read more about the refinery and company developments on pages 6 and 7

World Fuel Services provides an alternative to traditional fuel suppliers, offering commercial grades of fuel and speciality fuels, tailored to reduce customer operating costs. World Fuel Services also offers risk management services and alternative pricing options, delivering valuable product and budgeting flexibility.

The company's UK business is focused on the commercial sector with fuel distributors, resellers and commercial end-users. Its supply network offers wide coverage across the UK.

With the recent acquisitions of Linton Fuel Oils and Watson Petroleum, the company has made a major expansion into the distribution business. However, World Fuel's focus on the wholesale market is unchanged – it will continue to serve the distributor business across the UK, with both ex-rack and delivered sales and its many pricing services. www.wfscorp.com



Argus Media is the world's largest independent energy news, analysis and price reporting agency. It uses a precise and transparent methodology to assess prices of fuels.

The confidence of the international industry in the quality of the Argus reporting and its ethical standard, has led to increasing use of Argus prices as a benchmark by major participants in physical and swaps contracts.

Argus price assessments for gasoline and biodiesel are the standard industry wholesale benchmarks in northwest Europe, with more and more usage in supply contracts to distributors and forecourt dealers. Argus also monitors the gas oil market with daily price assessments on diesel, jet/kero and heating oil.

www.argusmedia.com



Is cheaper oil here to stay? Read the Argus Media article on page 9



Inter Terminals at Seal Sands – the company has one of the most comprehensive storage terminal networks in Europe

Inter Terminals is one of the largest independent bulk liquid storage businesses in Europe, with more than three million cubic metres of storage capacity located across twelve terminals.

The terminals in the United Kingdom, Germany and Ireland provide storage and distribution facilities for a wide range of hazardous and non-hazardous liquids, including oils, chemicals, biofuels and waste oils.

Terminals are strategically located at the coastal ports of Immingham, Teesside and Tyneside in the UK, on the Shannon Estuary, Ireland, and on the Rhine river at Mannheim, Germany. In Denmark, Inter Terminals operates deep draft coastal terminals which provide build-bulk, break-bulk and custom blending services for distillates and heated oil products.

Inter Terminals is a wholly owned subsidiary of Inter Pipeline which operates a diversified portfolio of energy infrastructure assets in western Canada, the United Kingdom, Germany, Ireland and Denmark. See page 14. www.InterTerminals.com

The Oil Market Journal (OMJ) is launching a **NEW** version of its popular ticker at FPS 2015. The company provides live oil pricing and analysis for the Rotterdam spot market and the oil futures markets in London and New York.

Services, including live prices for kerosene, gas oil, ULSD and petrol are delivered using a range of innovative technologies with a live prices website, ticker, wallboard, email, text messaging and smart phone applications.

In addition to oil prices, OMJ also provides clients in the UK and Republic of Ireland with reliable advice on oil price trends along with energy news and comment. OMJ is a Dow Jones Energy News partner and a Platts licensed distributor. See also page 16. www.the-omj.com



'Reliable advice on oil price trends' from Oil Market Journal which has a new version of its popular ticker

Oil Recruitment started recruiting in fuel sales and logistics in 1998 and placed its very first job advertisement for an area sales manager in the July issue of Fuel Oil News that same year.

The storage, distribution and marketing of fuel has remained a core sector for the company with the downstream team sourcing candidates for roles in sales, operations, distribution and logistics from both major and independent companies involved in the oil and affiliated industries.

Building on these successes and with a strong belief in developing long-standing and trusted relationships, Oil Recruitment has continued to identify and access high calibre candidates. The company's industry knowledge is such that many clients regularly return to discuss their recruitment needs. See page 63. www.oilrecruitment.co.uk

Carbery Plastics has unveiled the latest addition to its range of diesel dispensing tanks. The **NEW** 2500FK Fuel King combines a 2,500 litres capacity integrally banded tank with the very latest fuel dispensing technology.

Unusually for a tank of this size, the Fuel King incorporates a retractable hose reel as standard, automatic dispensing nozzle, integrated 10 micron particulate and water filter, alongside a high performance Piusi pump, cabinet lighting, flow meter, locking equipment cabinet and Apollo contents gauge.

Carbery's Cal McCarthy says: "In developing the Fuel King, we sought not only to produce a product which exceeds all applicable environmental requirements, but one which also surpasses the most demanding customer expectations. A rich feature set, the incorporation of surprise and delight features and strong environmental credentials delivers precisely that." www.carberyplastics.com



The new Fuel King from Carbery Plastics benefits from 40 years of manufacturing heritage

Cookson & Zinn is one of the world's leading designers and manufacturers of above and below ground fuel storage tanks for all commercial and industrial applications, in a wide range of capacities. The company's product portfolio also includes bulk storage tanks for distribution depots and pressure vessels.

Cookson & Zinn is part of the Franklin Fueling Systems group, which offers one



Banded tanks from Cookson and Zinn

of the industry's most complete product offerings including automatic tank gauging systems, piping and containment, submersible pumping systems, service station hardware and dispensing systems products. www.czltd.com

Dunraven Systems has made the remote monitoring of tanks even easier with its Apollo Oil Monitoring Station. Dunraven now offers a turnkey service incorporating install and monitoring options, meaning fuel distributors can grow their remote monitoring population one tank at a time in a fully scalable modern protected system.

The Apollo Oil Monitoring Station allows fuel distributors to combine diesel, heating oil, AdBlue and LPG monitoring within a single system. The solution is ideal for distributors who do not require or have the infrastructure or indeed the time, to remotely monitor tanks on a daily basis, therefore leaving the tank monitoring to the experts.

Distributors receive regular reports confirming vital information such as the quantity of fuel remaining in their customers' tanks, estimated number of days to empty, along with ullage, etc. Additionally distributors are alerted to the occurrence of low-level, high level, fill and drains within their customers' tanks. www.dunravensystems.com



Distributors using Dunraven Systems' Oil Monitoring Station can choose between various communication technologies such as broadband and GPRS/GSM for maximum coverage and monitoring success

Envirostore UK is looking forward to its sixth FPS EXPO in a row; indeed the tank manufacturer is already making plans for next year's show in Liverpool!

"**NEW** tanks released in the last 12 months will be on display along with one or two new ideas," said Richard Marsh, Envirostore's UK sales director. "And, at this year's show we will be officially announcing the opening of our Welsh operation, giving our customers even closer contact in the UK.

"We extend a warm welcome to all our existing customers, and any potential new

customers visiting the show, to come and have a chat with a plastic tank manufacturer who thinks outside the box!" he adds.

www.envirostoreuk.com



Envirostore's 1300 vertical bunded tank – 'come and have a chat with a plastic tank manufacturer who thinks outside the box' says Richard Marsh

J.Seed & Company offers high quality steel tanks ranging from domestic heating oil tanks up to 100,000 litre dervpacks.

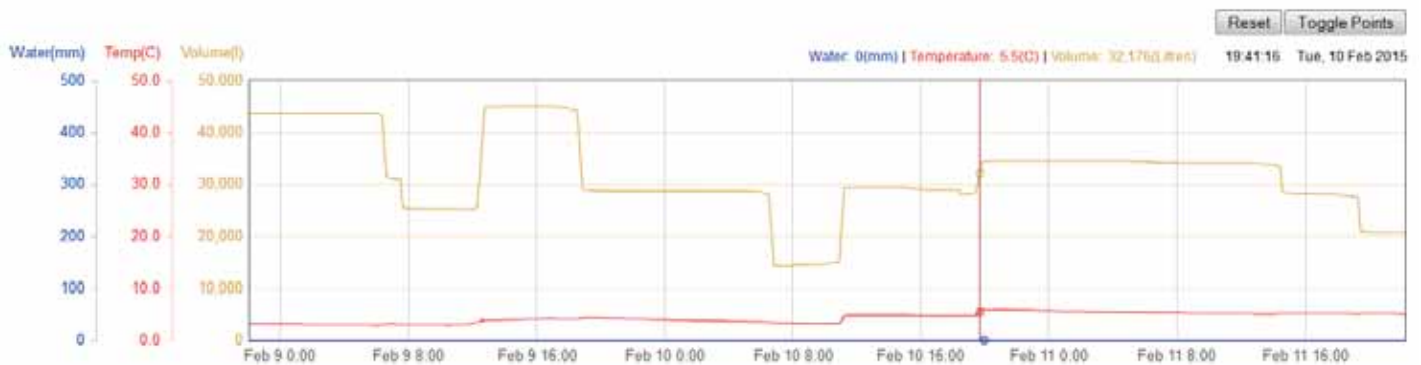
"We've built some really interesting tanks recently, including one with twin outlets at different heights to run an AGA and boiler off, and our Firecheck tanks are proving very popular with installers," says Wendi Whittle.

"Whilst exhibiting with one of our distributors at the LAMMA show, we were asked several times for small secure dispensing tanks; we therefore developed a small cost effective range of dispensing tanks starting from 600 litre capacity. They can be fitted with a range of different dispensing options and are a very cost effective alternative to the plastic dispensing tanks. Visitors to FPS EXPO will be able to see one of these new units on display."

www.jseed.co.uk



J Seed has recently built 'some really interesting tanks' including this 600 litre steel dispensing tank which can be fitted with a range of different dispensing options



To view historical data select a start and end date and time:

Start Date: 01-02-2015 Start 00 : 00 : 00
Time:
End Date: 01-03-2015 End Time: 00 : 00 : 00

At the heart of the Kan'to system are 'very powerful real-time and historical data trends'

Kan'to Instruments has expanded the capabilities of its web-based system for monitoring fuel depots.

At the heart of the system is the very powerful real-time and historical data trends, showing product movement and temperature variations of the stored products. In addition, reports provide all the necessary information for full depot automation and reconciliation on a daily/weekly/monthly/quarterly basis. SMS/email alerts provide warnings for alarm levels and theft/leak instances.

Consistent with being present at previous FPS exhibitions, this year Kan'to will have live demonstrations of the **LATEST ADDITIONS** to the web suite. Particular emphasis will be given to regulatory compliance in terms of the audit trail and management of alarms. See also back cover. www.kanto.co.uk

Tailor-made Domestic & Commercial Oil Storage Tanks

We design, manufacture and supply tanks of all sizes. We offer a full installation service including on-going maintenance and servicing. We can supply single skin and bunded steel tanks to a capacity of 150,000 litres.



Tanks are designed and finished to specific customer's requirements

The tank shown was commissioned by Freightroute for their Bradford operation to give a working capacity of **50,000 litres**.

Dispensing equipment was supplied by Hytek and installed and incorporated within the security cabinet by our associate company **Ideal Tanks and Pumps**.

Tank footprint: 8650mm (L) x 3000mm (W) x 3000mm (H).

- Tank & pump cleaning
- Tank decommissioning
- Tank re-location
- Storage tanks
- Fuel pumps
- Maintenance and system testing
- Decommissioning
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- Waste disposal

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Telford Tanks

Telford Tanks Ltd., Unit 3c, Central Works, Peartree Lane, Dudley, West Midlands DY2 0QU. Tel: **01384 212167** www.telfordtanks.co.uk

Kingspan Titan is lining up some exciting NEW products in 2015 to meet the growing needs of the domestic and commercial storage market. First among them is the recently launched 1400 litre slimline EcoSafe tank.

Titan EcoSafe tanks represent the most advanced range of integrally bunded oil storage systems currently available within Europe. The new slimline ESSL1400 has been introduced for those requiring a smaller foot-print and slimmer aesthetically pleasing design.

Tanks in the Titan range are designed to satisfy the most stringent needs of oil and fuel storage. All have added-value features, including the Watchman range of ultrasonic oil level monitors which are fitted as standard.

All Kingspan Titan's plastic tanks are specifically designed to provide the user with full regulation and environmental compliance and all are CE marked in accordance with the mandatory Construction Products Regulation 2011 (CPR).

www.kingspanenviro.com/titan



The new slimline 1400 litre EcoSafe tank

With more than 40 years' experience, **Ledbury Welding and Engineering (LWE)** is widely recognised as a market leader in the design and manufacture of fuel storage tanks. The company offers a fully certified design and build capability, covering decommissioning and disposal, through to civil engineering and installation of a fully equipped multi-product fuel service facility.

LWE offers three basic design specifications for bunded diesel storage tanks, each of which has been optimised to meet different operational requirements. Since most new tanks are built to order, these design concepts provide the platform for a fully customised solution in capacities up to 200,000 litres.

Flagship products include the LWE SuperVault concept which is a forecourt style multi-product service station. Based on a modular design, it can be adapted to suit either retail forecourt or commercial truck-stop service requirements.

LWE works in collaboration with all frontline

Gloucestershire-based **Oil Tank Supplies (OTS)** not only manufactures, installs and refurbishes a range of fuel storage tanks, the company's TankCare UK division also administers the FPS fuel accreditation scheme.

The scheme, which ensures that distributors are providing good quality fuel to their customers, involves checking all parts of the tank installation – tank bottom, middle, top, delivery point, suction and collection point – to make sure there are no weak links.

Each installation is unique and is treated as such. An exhaustive and intensive list of checks and tests by TankCare UK makes sure the clean fuel accreditation is sound on every site.

TankCare leaves no stone unturned during the installation and testing process which looks for contamination from bacteria, water and particulates. Fuel samples are obtained on a pre-determined frequency and reports generated.

suppliers of pump dispensers and fuel stock management services. The company can provide impartial advice on security and fuel usage monitoring. Alternatively LWE will work with the customer to integrate these services within an existing fuel management infrastructure. See back cover. www.lweld.co.uk



LWE designed tankage at a distributor facility; LWE can provide a fully customised solution in capacities up to 200,000 litres

It usually takes around 12 months to achieve certification. That time allows thorough monitoring of the complete installation, guaranteeing that fuel being dispensed from a tank meets the standards expected by customers. See page 54. www.oiltanksupplies.co.uk



An OTS installation in Portsmouth featuring two fully bunded tanks with dispensing pumps, hose reels and process control equipment

Day tank and roof tank level control – there can't be a need for this anymore surely? Yes, there is," says Nick Lambourn of **OLE UK**.

Level control in day tanks and roof tanks has been a complex problem for some time. Control panels are often large and unwieldy; wiring comes at a high cost and diagnostics are not easy.

Many new build corporate headquarters rely on roof top back-up generators for the possible loss of grid supplied power.

OLE has now evolved the T4000 pump controller system to provide switch over dual pump controller to help simplify this.

"We need to provide backup if one pump motor fails to refill the supply tanks," says Nick. "If this happens the secondary pump unit is activated and processes continue as normal. Emergency signals are provided to request an engineer's attendance." See back cover. www.oleuk.com



OLE's T4000 pump controller system can provide back up if one pump motor fails to refill with roof top tank monitoring achieved by using OLE's new C2020-www web monitor unit or similar devices with GPRS/GSM connectivity

Telford Tanks has been manufacturing steel tanks, vessels and associated products for over 30 years. Operating from its base in the West Midlands, the company which has established a nationwide reputation for quality and reliability is able to manufacture single skin and banded steel tanks with a capacity up to 150,000 litres.

In October last year, Telford Tanks was acquired by another long established company – Ideal Tanks & Pumps. The group is now able to provide a wider range of services incorporating installations and commissioning of fuel dispensing and fuel monitoring systems from a variety of manufacturers. Scheduled maintenance, de-commissioning and emergency call-outs are also now included in the company's portfolio. See page 52. www.telfordtanks.co.uk



Telford Tanks manufactures steel tanks with a capacity of up to 150,000 litres

A year ago, **Tuffa Tanks** launched the FMS combined high accuracy gauge and bund and overflow alarm unit; since then it has achieved great results. The unit is fitted as standard to Tuffa's range of larger fuel stations from 3,500 litres up to 15,000 litres, alongside all steel diesel tanks, and can also be retro-fitted to other manufacturer's tanks.

Tuffa offers a range of tanks, including AdBlue tanks and the patented FireStop tank that can be sited adjacent to a building or within a building, whilst still complying with building regulations. FireStop tanks are particularly suited to properties with limited space where it would be difficult to position an ordinary tank. www.tuffa.co.uk



The Tuffa 2500HBFS diesel tank



Call: **01386 853409**

Email: sales@oiltanksupplies.com

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FUEL STORAGE SOLUTIONS

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ALSO TALK TO US ABOUT:

Environmental Integrity | Security | Stock Control & Fuel Quality Monitoring | Operational Resilience | Decommissioning & Scrappage



Interprise Suite oil distribution software from **Business Software & Systems** is used by both big and small distributors. All modules have affordable fully integrated functionality.

Whatever system is required – telephone integration with call review; an e-commerce package with full account visibility; CRM marketing with mail-chimp e-marketing; or the mobile android app using an application database that allows operation when signal coverage is bad – it only makes sense with seamless integration, says the company.

With either ROM or RDCO, Business Software & Systems provide profit analysis, direct debit templates, Pay-Point, postcode, SMS, exchange and visa card integration. The nominal closing stock is linked to the stock file, increased by GRNs and reduced by sales, with calculation of sales rep commissions. The company's EPOS system links to Gilbarco pumps and allows signature capture for charged accounts.

Along with affordable, integrated and functional solutions, Business Software & Systems has an experienced support team. www.bss.me.uk

At the centre of **DreamTec Software's** i-Meter fuel application is the electronic flow meter. Customers who have invested in these meters can take full advantage of the valuable information they are collecting and use it to enhance their business performance.

Benefits include each fuel delivery can be viewed on Google Maps; one solution for a mixed meter fleet, 98% of meters covered; every drop is tracked; store all delivery tickets online; make more deliveries every day by identifying busy areas; no software installation required so it can be up and running in one hour.

Currently DreamTec has more than 500 users in UK, Ireland, United States and Canada.

"At DreamTec we believe that the flow meter operates as the cash register of the business, every drop counts.," says the company. "i-Meter provides you with the vital information you need to make business decisions." www.dreamtecsoftware.com



The DreamTec iMeter connects directly to the meter and allows delivery information to be viewed online

Established for more than 40 years, **CDS Computer Design Systems** continues to be the acknowledged leader in industry-specific software for the oil and gas distributor market.

Modular, scalable and flexible with a variety of interfaces to third party applications, CODAS grows with the user, making it suitable for all organisation types and sizes. The company's client base ranges from a two-user system all the way up to huge, multinational corporations.

More than just back office software, CODAS benefits from a constant programme of development and enhancement. In its latest guise, with almost 600 enhancements to functionality and reporting, CODAS continues to evolve to meet the ever-changing demands of the oil distribution industry and the expanding

ambitions of distributors as they seek new markets and new ways of doing business. See page 8.

www.cds-systems.co.uk



Fuelsoft has continued to develop many **NEW** areas of functionality over the previous 12 months. The company's user base has grown to 86 customers in the fuel sector, making Fuelsoft the fastest growing software provider in the industry.

The growing demand to integrate into Microsoft CRM applications, and being able to utilise the power of a Microsoft product to run the sales and marketing activities within a business, has generated a lot of new customers for Fuelsoft.

"Historically back office applications have always been good at generating invoices, running the financials and stock control, but these days our customers need more," says David Kingsman, managing director. "Web ordering and online account management is an area that has grown significantly in the past 12 months, along with a big uptake in the introduction of Touchstar In Cab solutions to which Fuelsoft is fully integrated." See page 12.

www.fuelsoft.co.uk



Fuelsoft now has 86 customers in the fuel sector – David Kingsman with Mark Nolan, Nolan Oils at FPS EXPO 2014

The WP Group is the latest company to install the **EA Projects** terminal automation platform to improve management of their product movements at multiple locations.

The installation of the EAP iSupervisor web-based terminal automation system and the iMonitor tank gauging system has now been completed at multiple locations throughout WP's network. The system is controlling deliveries from multi-arm bottom loading skids which have been installed as part of a major investment program in a number of loading depots throughout the south of England.

EAP was commissioned to install new Hectronic tank gauging systems at several locations and to integrate existing gauging equipment at sites where these were already installed. The web-based TAS allows remote access to all stock information at the depots from the company's Hythe office. The TAS also enables WP to control all loading through the skids at each location where bottom loading skids have been installed. See page 63. www.ea-projects.com



EA Projects developed 'a number of new features to meet WP's specification including the installation of receipt printers for driver controlled deliveries and inventory management'

The highlights of 2015

Is your company launching a new or updated product or service at FPS EXPO?

Fuel Oil News will be reviewing the best new products and services for the fuel oil distributor in the June issue.

To be among this year's top highlights – visit stand C40 to reserve your space, call 07817 906048 or email jane@fueloilnews.co.uk.

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the leading
oil distributor
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WANTED:

- New Suppliers based in UK or NI
- Licensed and unlicensed options available in selected areas.



REWARDS:

- ✓ Massively increase online sales
- ✓ Access to recognised and trusted online heating oil brand across UK
- ✓ Receive full payment weekly
- ✓ Contact info@valueoils.com

Herbst Oil is a system customised specifically for the oil distribution industry to increase margin and boost sales, developed by **Herbst Software**. It is an owner-orientated solution that gives the distributor a competitive edge by eliminating paperwork, empowering sales teams and giving management live information at the touch of a button.

Throughout 2014 Herbst Software has been developing NEW oil distribution features unique to the industry. The company offers live handhelds for drivers to work offline and in real-time that can integrate with Alpeco, Drum and Mechtronic meters.

A brand new feature for 2015 is point of sale integration with Petro System's fuel pumps. Herbst also offers a GIS Module that allows the user to geographically plot customers and orders on maps and a ROM1 module. Herbst is fully SEPA compliant. See page 23.

www.herbstsoftware.com



Tankerbase Sapphire from **Integer Microsystems (IMS)** is a leading fuel order management and delivery fulfilment system incorporating order entry, load planning, on-vehicle computer systems and CRM providing key information at the relevant time for customers and staff.

IMS offers a one-stop-shop by providing consultancy services which include network design, system installation and training services on all aspects of the Tankerbase Sapphire application suite.

Integer Microsystems **NEW** managing director, Matthew Goodchild, believes that it is now even more important to have one point of contact for all IT requirements. "We've always been a company that prides ourselves on covering all user requirements. From setting up a network, enabling cloud services or installing on truck computers, IMS has the expertise." See page 44.

www.ims-integer.com



Lomosoft has been leading the innovation of logistic management systems for more than 25 years. The Lomosoft WINDMS system has established itself as the first choice of oil & gas suppliers globally for downstream fleet management, vehicle optimisation and stock control.

By focusing on supply management a company can reduce costs not only through fleet optimisation but through effectively managing business assets, maximising investment and minimising stock costs. Lomosoft offers a variety of solutions that integrate with most business management systems and OTC offerings, including their own Oilpac.net system.

The WINDMS system operates through either a cloud or in-house server with multi-user functionality, and is fully supported 24/7 by the Lomosoft support centre in Germany.

For companies which need to enhance their business by greater visibility, traceability, and automated planning, with a holistic view of their fuel/oil/gas supply chain, Lomosoft will be presenting their solutions at FPS EXPO. www.lomosoft.com





Ken Taylor invites Fuel Oil News readers to visit the OAMPS stand at FPS EXPO to find out more

A busy period for OAMPS Training

“Not only have we seen the roll out of the Petroleum Driver Passport (PDP), we’ve continued to keep clients up to date with their CPC and ADR training,” says OAMPS training manager Ken Taylor.

Petroleum Driver Passport

“Since PDP’s introduction, we’ve completed over 1,100 full, interim and practical courses to help train individuals in this new area. Each course consists of 3.5 hours of theory *Industry Training Standard* instruction culminating in an exam, followed by a practical assessment tailored to the most relevant sub-sector applicable to the driver. Such courses became a requirement for drivers loading at terminals on 1st March.

ADR and Driver CPC

“We’ve been very busy with ADR courses and having trained a number of candidates within the last 12 months, we’ve been pleased to see a consistently high pass rate in all classes.

“Our clients still require Driver CPC training and we’ve run a steady amount of courses to ensure drivers have completed the required number of hours prior to their CPC expiring.

Additional services

“We also look to provide our clients with additional services and to monitor the mandatory training of drivers to make sure companies don’t fall foul of the law.

“We’ve also found time to provide forklift training, HIAB and HAZMAT awareness courses, carry out health & safety audits and complete fire risk assessments for a number of clients.

“A highly professional company, OAMPS Training has experienced and professional trainers who works with clients to help them fulfil all their training requirements in a timely and cost effective manner.” See back cover.

www.oamps.co.uk

Safety – gaining a deeper understanding

Across the high hazard sector, one phrase has become more prominent recently than ‘coffee please.’ This is ‘process safety’.

2015 is set to be a crucial chapter in the story of process safety – at least, that’s how we see things at **Reynolds Training Services** (RTS) says managing director John Reynolds.

The turn of January was indeed marked by calls from the Health & Safety Executive for site leaders to rewrite the way they process safety. But, how do we turn these words into action?

At RTS, we’ve been working with psychologists to gain a deeper understanding of embedding safer practices into the minds of those preparing to enter the sector and those at the forefront of proceedings.

Grassroots training

Instilling core competencies into the next generation of workers before they enter the industrial workplace just makes sense, right? As such, RTS has partnered with the University of Hull to deliver practical process safety

skills and knowledge to chemical engineering students.

Sector training

Whilst industry has made progress, boardrooms must ensure good process safety practices across their sites. And, should the layers of protection fail, they need to be ready to contain the human, environmental and economic fallout of any event.

This means re-engineering process safety management systems to allow the free flow of information from operators on the ground to leaders in the boardroom. In fact, let’s create a culture in which everyone along the supply chain instinctively asks: “*What might be wrong with my process and how can we make it better?*”

“At RTS, we’ve therefore expanded our process safety service offering to help sites mitigate incidents and achieve compliance,” added John. “You can process safety from our training facilities at HCF CATCH in Lincolnshire, direct from your site and online via our dedicated eLearning platform, iLearn.”
www.reynoldstraining.com



Nottingham-based **Anderton Driver and Training Resources** was founded in 1998 by the owner Jim Anderton, initially to provide multi-skilled fuels drivers for all major contractors to the fuels industry.

This objective was very quickly achieved with Jim’s reputation as being the best in the business gaining momentum.

Today, the company is a well established provider of driver training and management support to the fuels industry. The directors at Anderton have a wealth of experience in the fuels industry, from drivers and driver training, through to operations and safety management. www.andertondriver.co.uk



New filter cuts pollution risk on forecourts

Surface water discharge from forecourt separators contains a range of nasty substances, including potentially carcinogenic BTEX compounds. Until recently, there was little that could be done to stop these chemicals entering ground and water courses. To combat the problem, environmental solutions provider, **Adler and Allan**, has invented the ethanol coalescing filter, the first and only filter of its kind that removes on average 90% of all BTEX components.

Following the ethanol coalescing filter's win at last year's APEA awards, Richard Sacree, who helped design the system, explains this revolutionary new product

Due to the introduction of European Directive 2003/30/EC that stipulates the use of biofuels and other renewable fuels, which currently contain up to 5% ethanol, pollution risk from separator surface water discharge has increased. Unlike oil, ethanol is extremely water miscible and therefore passes through traditional coalescing filters. As a consequence, within the separator, the components in the oil phase such as those found in the BTEX family: benzene, toluene, ethyl benzene and xylenes, become associated with the water phase rather than staying with the oil, potentially contaminating soil and watercourses.

In late 2008, we were tasked with developing a solution to

prevent related pollution on forecourts, ideally enhancing the existing filtration installed to all separators, ensuring sites have adequate measures to deal with the increased environmental issues brought about by the new directive.

Ethanol coalescing filter – with minimal additional cost

It was considered that ethanol and BTEX compounds could be filtered by enhancing the current coalescing filter media, using a filter formulation that still incorporated the oil phase separation feature, thus ensuring that environmental risks are properly addressed, with minimal additional cost to the operator.

Over a period of two years we conducted a range of tests

to determine the efficiency of reducing contaminants using differing filter media, focusing on BTEX compounds. The results were analysed by the National Laboratories under the Environment Agency's MCERTS certification. Filter depth proved to be key and we ended up with a combination of reticulated foam filters fused together to a form a thickness of 75mm; enough to filter out oil and BTEX compounds while still being suitable for use in an existing separator.

The resulting ethanol coalescing filter is easy to fit, and, most importantly, removes on average 90% of potentially cancerous BTEX compounds from the hydrocarbon polluted water discharged from on-site separators.

Launched at the Association for Petroleum and Explosives Administration (APEA) November 2013 exhibition and conference, in early 2014 the ethanol coalescing filter was chosen as part of a proactive coalescing replacement programme by a leading oil company and has since been installed across hundred sites throughout England and Wales.

With the ethanol coalescing filter, forecourt operators have peace of mind that their separator surface water, at least, is not posing a risk to the surrounding environment. As pollution clean-up experts, this is the ideal scenario for us. See back cover.

www.adlerandallan.co.uk



Adler and Allan has invented the ethanol coalescing filter specifically for forecourts. It is the first and only filter of its kind that removes on average 90% of all BTEX components

Darcy Spillcare has expanded and developed its Drizit Antistatic range. The product range is designed to absorb highly flammable liquids whilst eliminating all risk of fires and explosions that may be caused by static charge in standard products.

The Drizit Antistatic range is manufactured from specially treated meltblown polypropylene and offers maximum absorbent capacity with rapid capillary action. In flammable spill risk areas Darcy's range of antistatic emergency spill response kits contain these absorbents along with antistatic socks, cushions and booms.

"We're constantly innovating and developing new products that ensure the safety and protection of our customers," said managing director Richard Proctor. "We test our products to the highest industry standards and always aim to offer cost-effective solutions."

www.darcy.co.uk



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Large Independent Workshop in Purfleet Essex

Quality workmanship carried out to the highest standards at affordable prices

HGV Servicing & Maintenance

For all makes and models including trailers and all makes of discharge equipment
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Serving the industry for over 10 years with 2 ADR regulated bays

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Coded welders carry out repairs including tank modifications, inter-compartmental leaks in our dedicated welding bay

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Prices for office and parking spaces available upon request

Composite Hose Fabrication

We tailor make hoses to customer specifications – Bulk, Vapour Recovery, Gravity and Jump Hoses at unbeatable prices, which can be sent anywhere in the UK



On Thursday 4th June, **Oil Care Campaign** members will be celebrating the organisation's 20th year at the National Motorcycle Museum near Solihull.

The Oil Care Campaign is a joint initiative between the UK environmental regulators, trade and professional bodies and industry – working together to give advice on how to look after oil safely and, when it is no longer needed, where to send it for recycling or safe disposal.



In 2012 over 3300 oil pollution incidents were reported to the UK environment agencies. Oil damages the environment, killing plants and animals, looks unpleasant and can cost thousands of pounds to clean-up.

The conference and exhibition in June will have speakers drawn from past and present Oil Care members. Exhibitors include Adler and Allan, Empteezy, Darcy Spillcare, Oakdene Hollins, RE: Group and LCM Environmental.

Fresh from launching the new website – www.oilcare.org.uk – with its good practice advice for homes and business, Oil Care Campaign manager, Liz Hobday said: "We'll be building on recent successes to make Oil Care even more well known among oil users."

LCM Environmental recently received a request for assistance with a diesel spill in a yard. Rainfall had caused an oily sheen to cover the yard. Site staff had already utilised spill kits provided by LCM Environmental a response unit comprising a vacuum tanker and response van was immediately sent to the site where the team evaluated the situation and identified the potential cause of the spill.

Sand had already been placed down by site staff. Clay drain mats were used to prevent product escaping into the drainage system. The tanker used a pressure washer, removing any trace product from the surface whilst also removing all contaminated rainwater using the vacuum hose. Drains were also emptied and cushions were placed at their base. The yard was then scrubbed using a bio-based dispersant to desorb the remaining product.

The clean-up operation undertaken by LCM Environmental was successful in removing hydrocarbon residue from the yard's surface. All waste was disposed of at an appropriately licensed facility, and a report was issued to the client within 24 hours of job completion.

www.lcmenvironmental.com



LCM Environmental's vacuum tanker in action

Now part of the AJ Gallagher Group, **OAMPS** remains the appointed insurance manager to the Federation of Petroleum Suppliers. Having been at the forefront of insurance for the petrochemical and hazardous haulage industry since 1986, OAMPS continues to develop NEW products and services for clients in these sectors.

Offering specialist insurance for motor fleets, property, liability and transit policies, OAMPS ensures that its products and services have evolved in line with the requirements of the industry.

This evolution allows OAMPS clients to benefit from spillage, contamination and crossover cover; access to 24-hour emergency spillage response and environmental helplines; personal accident and legal expenses insurances and a spillage remediation team to manage any environmental claims.

This, combined with in-house training, health & safety and consultancy services, ensures that OAMPS Insurance Brokers remain the first people to call when arranging and managing your business insurance programme. See back cover.

www.oamps.co.uk/insurance-brokers



Credit insurance is a widely utilised tool within the UK oil market as a whole. Established in 1912, **Reynolds Trade Credit** has a team which specialises in advising, constructing and managing credit insurance programmes for more than 90% of the UK's oil companies, traders, distributors and fuel card agents and operators.

Aside from the obvious protection against bad debts, credit insurance can be a powerful sales tool. Cover against bad debts can give a company the confidence to trade at higher levels with customers than they might normally wish to risk and can help steer them away from walking into a potential delinquent debtor.

Add to that the credit management disciplines it instils and access to potentially cheaper finance, it can be an all-round winning combination. The premiums for this type of cover are at an all-time low, coupled with a greater scope of cover, and policies are specifically tailored to cover individual businesses. See page 48.

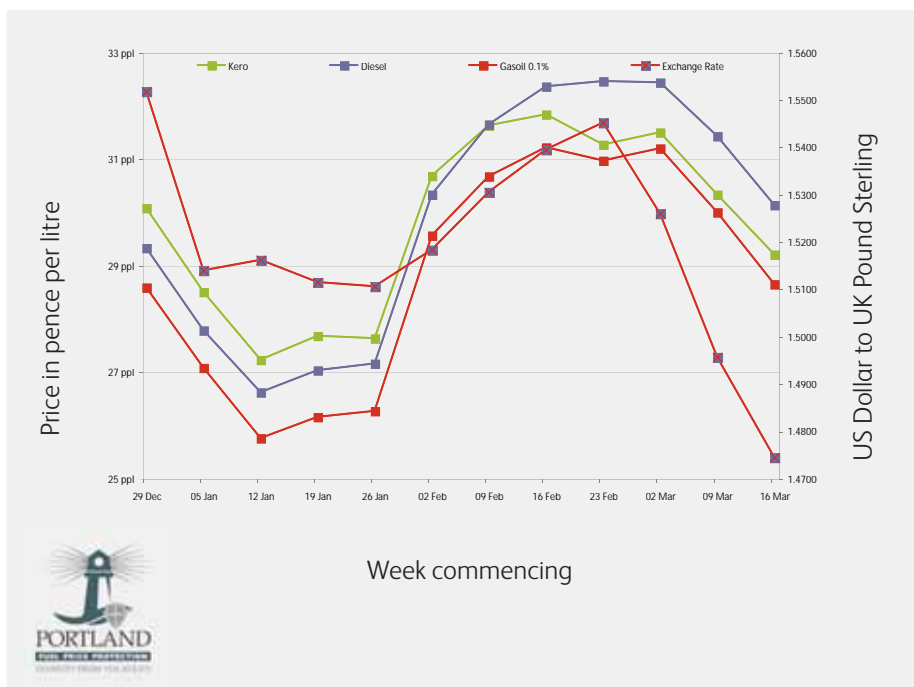
www.reynoldsinsure.co.uk



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

	Kerosene	Diesel	Gasoil 0.1%
Average price	30.85	31.83	30.47
Average daily change	0.39	0.44	0.41
Current duty	0.00	57.95	11.14
Total	30.85	89.78	41.61

All prices in pence per litre



Highest price
31.92 ppl
Fri 20 Feb 15

Biggest up day
+0.78 ppl
Fri 20 Feb 15

Kerosene

Lowest price
29.02 ppl
Tue 17 Mar 15

Biggest down day
-0.91 ppl
Tue 10 Mar 15

Highest price
32.85 ppl
Fri 27 Feb 15

Biggest up day
+0.97 ppl
Fri 20 Feb 15

Diesel

Lowest price
29.80 ppl
Mon 16 Mar 15

Biggest down day
-0.94 ppl
Tue 10 Mar 15

Highest price
31.44 ppl
Fri 06 March 15

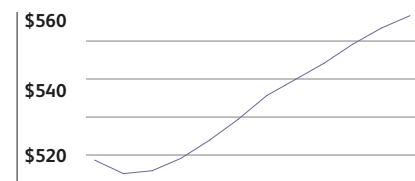
Biggest up day
+0.74 ppl
Fri 20 Feb 15

Gasoil 0.1%

Lowest price
28.41 ppl
Mon 16 Mar 15

Biggest down day
-1.01 ppl
Tue 10 Mar 15

Gasoil forward price
in US\$ per tonne



April 2015 – March 2016

The Fuel Oil News Price Totem

	Trade average buying prices			Average selling prices		
	Kerosene	Gasoil	ULSD	Kerosene	Gasoil	ULSD
Platts	31.53	42.57	91.52			
Scotland	33.03	45.76	92.52	39.93	49.05	96.35
North East	34.02	45.88	92.65	42.02	50.38	96.65
North West	43.78	46.20	93.08	37.91	49.32	96.63
Midlands	33.38	45.71	92.41	39.85	48.97	94.90
South East	33.92	45.68	92.20	40.98	50.44	94.51
South West	33.32	44.93	92.27	39.30	48.23	94.72
Northern Ireland	33.45	45.98	93.09	37.04	49.95	93.52
Republic of Ireland	54.80	60.41	100.08	59.20	64.21	102.92

The price totem figures are compiled from the results of a telephone survey of distributors carried out on 06/03/2015. 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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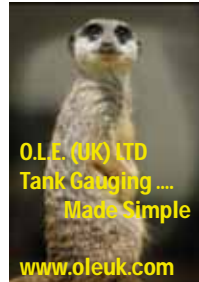
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