

# Fuel Oil News

 Incorporating **DOWNSTREAM**

**FEBRUARY 2024**

## **THE TANKER ISSUE**

**ADDRESSING PLASTIC WASTE**

**UPDATED: THE TOP 20 UK DISTRIBUTORS**



Exhibiting at  
**UKIFDA  
2024**  
Stand number 77

**IMPROVED EFFICIENCY | IMPROVED ECONOMY**

# **PREMIUM FUEL FOR YOU AND YOUR CUSTOMER**

## **exocet PREMIUM HEATING OIL**

For boilers - a premium fuel to enhance your boiler performance.

- Reduces operating and service problems
- Maintains fuel efficiency between services
- Keeps fuel nozzle & heat exchanger clean
- Improves fuel atomisation in boiler
- Increases fuel shelf life
- Prevents tank sludge formation

## **exocet COOKER ADDITIVE**

For vaporising burners - a premium fuel for Aga/Rayburn/Esse appliances.

- Reduces operating and service problems
- Stabilises char value of fuel
- Reduces carbon build up in fuel feed pipe
- Increases fuel shelf life
- Slows tank sludge formation

Ensure your customers choose wisely for their wallet and their heating system this winter... call us today to order your additives on **01743 761415**

## A tanker special: what's not to love?

Welcome to our Fuel Oil News 'Tanker Special'. In this popular issue, we announce our highly sought-after Tanker of the Year Award. From the numerous entries we received, you will find our 2023 winner unveiled on page 9 of this issue.

We were inundated with entries for this, our 21st, award – it seems the industry has taken ownership of a lot of new tankers through the past year – and we are delighted to showcase many of the high quality submissions on pages 10 to 14.

For those outside of our industry, a tanker is a tanker is a tanker, but those operating in fuel distribution know only too well what a difference the right vehicle makes. Whether it is opening the opportunity to deliver to a new sector or making delivering to your existing customer base easier, safer or more efficient.

Whether it is about delivering a new fuel or a new company brand or about ensuring your drivers have the best possible experience during their long days on the road, a distributor's fleet is one of the most significant financial investments made.

Given the scale of the investment required, it speaks volumes for your confidence in the future for liquid fuel distribution that we have seen a record number of entries – each with its own specialism, innovation or nuance that makes it invaluable to effective, efficient fuel distribution.

This is also the issue in which we update our 'Top 20 UK Distributors' – ordered by fleet size. With such a high number of new tankers unveiled, it is no surprise to see this borne out in your fleet updates. There are some significant changes in fleet numbers (and table positions) in this year's update which can be found on page 23.

We will be taking a look at the factors that have driven these changes in our March issue when we will also be unveiling the Top 10 Distributors by fleet number for Northern Ireland and the Republic of Ireland. Do send us your latest fleet numbers if you haven't already.

We hope, as always, that you find useful insight here!



**Margaret Major**, Publishing Director  
✉ [margaret@fueloilnews.co.uk](mailto:margaret@fueloilnews.co.uk)  
🌐 [www.fueloilnews.co.uk](http://www.fueloilnews.co.uk)  
☎ 07786 267527

# Fuel Oil News

The independent voice for the fuel distribution, storage and marketing industry in the UK and Ireland.

## 4 & 5 INDUSTRY NEWS

## 7 DISTRIBUTOR DIARIES

## 9-14 TANKER OF THE YEAR 2023

Unveiled – our 2023 winner!

## 15 A DAY IN THE LIFE

Find out what Ryan Creaser loves best about working for a Spanish tanker manufacturer.

## 16 PEOPLE MOVES

## 17-21 DOWNSTREAM

Ken Cronin considers why change is not always a good thing. The latest on the industry EXPO for 2024. A dive into latest sector data.

## 22 INDUSTRY FOCUS

Gallery special: the industry through a tanker driver's eyes.

## 23 TOP 20 UK DISTRIBUTORS 2024

Tanker numbers: who are the risers and fallers?

## 25-27 IN CONVERSATION

Driving innovation on the back of dashed Olympic dreams.

## 28 & 29 TRANSITION TALK

Why addressing the plastic waste problem starts here.

## 30 PORTLAND REPORT

How our resident market analyst got 2023 so right while others got it so wrong.

## 33 INDUSTRY INSIGHT

Supporting wellbeing in the logistics sector.

## 34 PRICING PAGE

## 31 IN PROFILE

A nature leader who likes neither her cheese, nor her football, blue.



**Claudia Weeks**  
Community Content Lead  
✉ [claudia@fueloilnews.co.uk](mailto:claudia@fueloilnews.co.uk)  
☎ 07436 338241



**Liz Boardman**  
Digital Content Editor  
✉ [liz@fueloilnews.co.uk](mailto:liz@fueloilnews.co.uk)  
☎ 07970 802999



**Natalie Persoglio**  
Social Media Executive  
✉ [natalie@fueloilnews.co.uk](mailto:natalie@fueloilnews.co.uk)  
☎ 07485 372627



**Rhian Burge**  
Marketing Director  
✉ [rhian@fueloilnews.co.uk](mailto:rhian@fueloilnews.co.uk)  
☎ 07485 372626



**Adrian Major**  
Commercial Manager  
✉ [adrian@fueloilnews.co.uk](mailto:adrian@fueloilnews.co.uk)  
☎ 07909 968982



## On the cover

A stunning image, taken by driver Robbie Gaffney, of a Certa tanker at Carlingford Lough, an inlet of the Irish Sea between Northern Ireland and the Republic of Ireland. See how this tanker fared in Tanker of the Year on pages 9 to 13.



## In this issue

The latest industry data is unpacked in Downstream on pages 17 to 21. We also get to see the industry through the eyes of a tanker salesperson and driver on pages 15 & 22 and we hear from many key sector voices in this busy February issue!



## Distributor named Alternative Fuel Provider of the Year 2023

Designed to showcase enterprises and individuals who are helping to decarbonise the sector, the GREENFLEET Awards are a highlight in the fleet and transport industry events calendar. An award ceremony took place at the end of the year and Certas Energy took

home the title of ‘Alternative Fuel Provider of the Year’.

Certas Energy was recognised for its work supplying HVO made from renewable raw materials and sustainable waste from verified vegetable fats and oils, helping companies, such as Royal Mail, to decarbonise their heavy duty vehicles. Judges also commended the fuel distributor for switching its own fleet to HVO, and for being a Renewable Fuel Supplier under Zemo’s Renewable Fuels Assurance Scheme (RFAS), which reassures fleet operators they are purchasing bulk supplies of guaranteed and reportable sustainable fuel.

### Driving positive change

Speaking of the win, Niki Holt, Head of Commercial at Certas Energy, said: “We’re delighted to be named GREENFLEET’s ‘Alternative Fuel Provider of the Year’ for 2023.

“As the first fuel distributor in the UK to provide HVO to HGV refuelling bunkers, we’re honoured to be recognised by the fleet sector for driving positive change. Winning this prestigious accolade underlines our continuous, long-term investment in innovative new energies, such as HVO, to support UK businesses with their sustainability and net zero targets. We look forward to continuing to help forge a lower emissions future for all.”

The GREENFLEET trophy is not the only sustainability-focused award that Certas Energy has won. In May, Certas Energy was named winner of the highly coveted UKIFDA Green Award 2023, for its demonstration of sustainable principles, standards and products and mission to drive decarbonisation across the business.

### Fuelling the future

As well as delivering to businesses nationwide, the renewable diesel is available at a growing number of Certas Energy HGV refuelling sites. For its own fleet, Certas Energy continues to roll-out the running of its HGV and curtain-side trucks on premium HVO. Certas Energy’s initial HVO trial proved so successful that it was featured as a case study in fleet-focused Zemo Partnership’s recent Renewable Fuels Guide to serve as inspiration for transport businesses looking to lower their own carbon footprint.

Call Dave Stanley on  
01636 816151  
07803 618944

**FUELS & ENERGY**

**ROAD TANKERS**

Or e-mail  
dave@tankquip.co.uk

Find us at [www.tankquip.co.uk](http://www.tankquip.co.uk)

# Road Tankers Armagh embraces true festive spirit.

This year, instead of traditional Christmas gifts, Road Tankers Armagh Ltd has donated to a very worthy charity – Cancer Fund for Children.

Managing Director of the business, Trevor Wilson, explains a little more about the fantastic work of the charity the tanker manufacturer has chosen to support: “Our donation will help to support children and young people diagnosed with cancer, or who are living with a parent diagnosed with cancer.

“The charity provides this support through highly skilled cancer support specialists who offer advice and support in the family home, on the hospital ward and in the community.

“They also have the therapeutic short break centre, Daisy Lodge, where families will have the opportunity to stay and receive support from our specialists, and a well-deserved break.”



## Continued support

Trevor, and all the team at Road Tankers Armagh Ltd, shared their wishes to all their customers and suppliers for a happy Christmas

and a prosperous new year, with Trevor adding: “We would also like to take this opportunity to thank you for your continued support throughout 2023 and going forward into 2024.”

# Essar champions young people through support of Higher Education Trust

With Essar proud to be supporting the Fred Venables Higher Education Trust, Michelle Lewis, Cooperate Affairs Director at Essar, recently represented the downstream energy company at the Fred Venables Higher Education Trust presentation event.

Fred Venables worked at Stanlow and was also a council leader, serving Ellesmere Port and Neston for over 35 years.

The Trust, set up in Fred Venables’ name and funded by Essar, provides grants to students from the Ellesmere Port and Neston areas who have started their first year at university.

## Championing education

Michelle recently had the pleasure of meeting eight students, along with their supporters, to hear about their first term at university.

Following the meeting Michelle commented: “Fred Venables was a chemical engineer at Stanlow for many years and, as a committed community leader, understood how important it is for companies to play a part in their local community.

“We’re really pleased to continue the work that Fred started - to champion education and young people – and the grants will support them as they move from our community of Ellesmere Port onto university.”



## Empowering Fuel Distributors with Innovative Telemetry

- ✓ Measures reliably on plastic, fiberglass and metal tanks
- ✓ Awarded for Connectivity Excellence
- ✓ Ensures uninterrupted Customer Satisfaction

[www.foxinsights.ai](http://www.foxinsights.ai)





M A B A N A F T



# MANAGE YOUR **KEROSENE** SUPPLY THIS WINTER

[mabanaft.co.uk](http://mabanaft.co.uk)

## THE LATEST UPDATES FROM OUR DISTRIBUTOR COMMUNITY

Send your latest news to [claudia@fueloilnews.co.uk](mailto:claudia@fueloilnews.co.uk) or [margaret@fueloilnews.co.uk](mailto:margaret@fueloilnews.co.uk)

### Barton Petroleum Ltd – continuing its partnership with Northamptonshire County Cricket Club

Northamptonshire-based fuel distributor, **Barton Petroleum** is proud to announce the continuation of its partnership with Northamptonshire County Cricket Club for another year.

Charles Wootton, Depot Manager at Barton Petroleum said: “We have thoroughly enjoyed our first year as a partner of the club from the business club events to our hospitality and seeing the Barton Petroleum branding on display at the ground, it has all been great.

“As a family-run business, we are very proud to support local residents and businesses, and this partnership compliments this exceptionally well. We are looking forward to continuing and growing this partnership through 2024 and wish the club all the best for the upcoming season.”

#### A family-run business who prides itself on working with the community

As an 1878 Business Club member, Barton Petroleum has access to a variety of 1878 Business Club events, as well as physical branding around The County Ground and priority access to hospitality.

Daniel Vernon, Head of Commercial for the club added: “It is great to extend our partnership with Barton Petroleum, Charles and the team have been brilliant to work with and it is always a pleasure to welcome them to the ground or for our business club events.

“They are a family-run business who pride themselves on working within the community, something that aligns itself very well with the club, our goals and work.”

*Good luck to Northamptonshire for the season this year!*



### Nolan Oils – supporting local football with new kit deal

**Nolan Oils**, the Bicester-based fuel distributor, has extended its long-term support of local football team Ardley United by becoming the latest kit sponsor.

With the club’s ground already well-known as ‘The Nolan Oils ground’, the hardworking team are enthusiastic about the additional support.

Club Chairman Ian Feaver commented: “Thank you to Luke Nolan and Mark Nolan at Nolan Oils for your generous support of our club, Ardley United. “Clubs like ours rely on the support of local companies to be able to provide the opportunity to play football at grassroots level and we really appreciate what you do for us.”

#### A close game

In celebration of the sponsorship, Luke Nolan was invited to watch the local team Ardley United FC play against Edgware FC at the Nolan Oils ground.

Thoroughly enjoying the game, after finishing a morning out delivering on the truck, Luke commented: “It was a close game and great to see the lads play with such passion and respect.

We love football at Nolan Oils. In fact, my late Grandfather, Bert Henry Nolan of Markim Fuels was a county football referee! It’s a pleasure to sponsor the ground, kit and even the club minibus!

“Thank you to club Chairman Ian Feaver, his wife Tash and the rest of the team for their kind hospitality.”



### Certas Energy – named Alternative Fuel Provider of the Year 2023

**Certas Energy** has proudly announced its latest victory, winning GREENFLEET’s ‘Alternative Fuel Provider of the

Year’ for 2023.

The GREENFLEET Awards are a highlight in the fleet and transport industry events calendar and are designed to showcase enterprises and individuals who are helping to decarbonise the sector.

Certas Energy was recognised for its work supplying HVO made from renewable raw materials and sustainable waste from verified vegetable fats and oils, helping companies, such as Royal Mail, to decarbonise their heavy duty vehicles. Judges also commended the fuel distributor for switching its own fleet to HVO, and for being a Renewable Fuel Supplier under Zemo’s Renewable Fuels Assurance Scheme (RFAS), which reassures fleet operators they are purchasing bulk supplies of guaranteed and reportable sustainable fuel.

#### Driving positive change

Speaking of the win, Niki Holt, Head of Commercial at Certas Energy, said: “We’re delighted to be named GREENFLEET’s ‘Alternative Fuel Provider of the Year’ for 2023.

“Winning this prestigious accolade underlines our continuous, long-term investment in innovative new energies, such as HVO, to support UK businesses with their sustainability and net zero targets.

“Certas Energy would like to take this opportunity to thank the judges for recognising our unwavering commitment to environmental excellence, and also our team, whose endless efforts to optimise and evolve our customers’ energy mix made this win possible.”

*Congratulations to Certas – read the full story on page 4 of this issue.*



### NWF Fuels – keep calm and winter on!

**NWF Fuels**, the Crewe-based distributor, is taking good care of its drivers this winter and making sure they are keeping warm in the cold weather. Each driver has been given a winter warmer pack which includes a woolly hat and a flask for a hot cuppa!

Gemma Wakefield, Marketing Director at NWF Fuels, said: “We’ve sent this as a token of appreciation and recognition to our fantastic driver network. With the darker, colder days every little helps. We hope this helps our drivers stay a warmer when they’re out delivering.”

If you’ve been going the extra mile to look after your staff this winter, then do let us know at [claudia@andpublishing.co.uk](mailto:claudia@andpublishing.co.uk)

Read all these stories and more in full at [www.fueloilnews.co.uk](http://www.fueloilnews.co.uk)



# HVO Prices

# 02

**12 Reasons  
to Upgrade to  
the OMJ FPO  
Professional  
Service**

**As the world moves towards lower carbon and cleaner fuels, the OMJ Professional Service ensures clients are not left behind.**

Clients can access Argus and Platts HVO, UCOME, Used Cooking Oil and FAME (including advanced FAME) prices in dollars per tonne, cents per litre and pence per litre.

OMJ also publishes daily RTFC prices from a range of sources.

**Find out more:**

---

Telephone

**+44 (0) 28 6632 9999**

---

Email

**info@the-omj.com**

---

**Request a  
free trial**

the-omj.com



## Winners! Certa Ireland and New Era Fuels are joint winners of the 21st Fuel Oil News Tanker of the Year Award in the most fiercely contested competition yet.

CERTA IRELAND: HUGELY PROUD OF THEIR FLEET UPGRADE STRATEGY THAT SEES THEM JOINTLY AWARDED THE TITLE OF FUEL OIL NEWS 2023 TANKER OF THE YEAR.

**Certa has made significant changes over the past 3 years and upgrading the fleet has been a key strategy in the Irish distributor's growth.**

Brian Hynes, Operations Fleet and Compliance Manager, explains: "In recent years we have grown from Emo Oil, carried out two major acquisitions, Campus Oil and Jones Oil, and have finally become Certa.

"It has been an exciting number of years, and we are now a fleet of 100 – up from 32 in the Emo Oil days. Following the acquisitions of Campus and Jones we began the challenge of rebranding our entire fleet as well as investing in 11 new ones with more to follow from Road Tankers Armagh and Delaney Commercials."

The vibrant colours of the new brand are a real head turner.

"At Certa we pride ourselves on Safety First," Brian continues. "And will continue to



invest in the best-in-class oil tankers and the most modern and sophisticated technology to ensure our drivers are as comfortable, efficient, and most importantly as safe as possible. We have also run our entire fleet on HVO for the last 12 months saving 1700 tonnes of CO2."

**Certa's winning entry perfectly reflects a company strategy that echoes the transitioning sector – successfully integrating several established and valued brands into one forward-looking one, as well as embracing the energy transition.**

NEW ERA FUELS: PROUD TO SEE THEIR DRIVE TOWARDS A MODERN AND SUSTAINABLE FUTURE RECOGNISED BY THE TANKER OF THE YEAR 2023 AWARD.

**Brought in as part of the company's bold step towards a sustainable future, New Era Energy proudly entered their latest fleet addition – the brand-new DAF XF.**

This revolutionary tanker showcases a cutting-edge mirrorless design, not only enhancing aerodynamics but also overall visibility for a safer, more efficient journey.

James Hunt, Managing Director, tells us more about this innovative tanker: "With advanced technology at its core, the DAF XF efficiently pulls a state-of-the-art 41,000 capacity COBO trailer, setting a new standard for optimal performance and transportation capabilities. Meticulously engineered to deliver peak efficiency, this dynamic duo seamlessly combines power and precision.

"What makes this DAF XF even more remarkable is its commitment to sustainability. Just like the rest of our forward-thinking fleet, this tanker runs on HVO, effectively reducing CO2e emissions by up to 90%.

"Our passion lies in championing a sustainable future. As a consultancy-oriented business, we encourage customers to explore new-generation alternatives like HVO.



"Although renewable fuels are not yet widely available at forecourts across the UK, we have been at the forefront of advocating renewables since 2017, well before the gradual phasing out of fossil fuels gained prominence.

"New Era Fuels is proud to have the UK's largest HVO footprint through our extensive rigid tanker depot network. Our distribution has surged from half a million litres of HVO in 2020 to an impressive 60 million in 2023. Leading by example, fuelling our own fleet with HVO, we advocate the same for our customers."

**The New Era entry was a worthy joint winner for notable innovation in tanker design, with exciting new elements, as well as for its clear focus on sustainability.**

### COULD YOU TAKE THE TITLE OF TANKER OF THE YEAR 2024?

**We are delighted to announce that, for the first time in the competition's history we have joint winners.**

Dividing the spoils of the 2023 Tanker of the Year award are Certa, for delivering a tanker strategy reflective of the transitioning sector, and New Era Fuels, for combining stand out innovation in truck design with a clear focus on sustainability.

With Certa's winning tanker built by Road Tankers Armagh and New Era's by Cobo we also have two manufacturers sharing this year's spotlight.

Our congratulations to Certa Ireland, New Era Fuels and manufacturers Road Tankers Armagh and Cobo as well as all those involved with the winning tankers.

#### Tanker of the Year Award 2024

Fuel Oil News now looks forward to receiving your submissions for the 2024 tanker of the year award.

Now open, entries will be accepted until 31st December 2024, giving you plenty of opportunity to enter a new tanker which you believe offers a stand out benefit to your business.

Please send details of the tanker – the manufacturer, specification and the way in which it adds value to your fleet, business and customers – along with a photograph to [claudia@fueloilnews.co.uk](mailto:claudia@fueloilnews.co.uk), and we could be adding your name to the 22 winners below.

#### All our winners from 2003-2023

Tincknell Fuels (Magyar)  
Heltor (Tasca Tankers)  
Cambria (Road Tankers Northern)  
Kelly Fuels (Central Welding)  
Cooke Fuels (Road Tankers Northern)  
EMO Oils (Central Welding)  
Consols Oils (Maidment)  
WCF Fuels (Road Tankers Northern)  
BWOC (Feldbinder)  
Stevenage Oils (Lakeland)  
Craggs Energy (Tasca Tankers)  
Howells Fuel Oil (Road Tankers Northern)  
Inver Energy (Williams Tanker Services)  
Wilton Transport Mini Tankers (Tasca Tankers)  
Donegal Oil (Road Tankers Armagh)  
Silvey's Fuels (Tasca Tankers)  
Hylands Fuels (Road Tankers Armagh)  
Crown Oil (Road Tankers Northern)  
Kettlewell Fuels (COBO)  
WCF Chandlers (Road Tankers Northern)  
Certa Ireland (Road Tankers Armagh) / New Era Fuels (Cobo)

## The runners up: highlighting three very special entries as our runners up for this year's award

THE FUEL OIL NEWS TANKER OF THE YEAR AWARD 2023 RECEIVED A RECORD NUMBER OF ENTRIES WITH ALL THE TANKERS ENTERED BEING OF AN EXTREMELY HIGH STANDARD. YOU MADE IT HARDER THAN EVER FOR US TO PICK A WINNER – SO MUCH SO THAT WE COULD NOT STRIP BACK TO JUST ONE AND, FOR THE FIRST TIME EVER, HAVE AWARDED THE TITLE TO JOINT WINNERS. THE FOLLOWING PAGES SHOWCASE OUR THREE RUNNERS UP AND OTHER ENTRY HIGHLIGHTS.



### Small but perfectly formed – meet the fantastic mini tanker from Ferguson Fuel Oils

- Ferguson Fuels DAF LF 12 Tonne Mini Tanker
- 230hp
- Manual gearbox
- 3.15m wheelbase
- Built and painted by Morrow Tankers, Lisburn, Northern Ireland
- 8000L aluminium vessel
- 3 compartments: 2500L, 3000L, 2500L
- Alfons Haar air operated hose reel
- Alpeco Tex metering system with bottom loading

Nominating the company's new DAF mini tanker, Clark Hamilton of Ferguson Fuel Oils gave us a little background to the fleet addition: "We are a family run fuel delivery company based in Derry, Northern Ireland that has operated for over 50 years. We cover the North West area of Northern Ireland and Co. Donegal, Ireland.

"It was time to retire our old mini tanker & we were looking for its replacement. We made contact with Simon from Morrow Tankers, Lisburn and arranged a visit to their workshop.

"Simon offered us a DAF LF 12 Tonne Chassis from their stock with a 8000L, 3 compartment aluminium vessel. This vehicle is the 1st DAF we have purchased, having had, up until now, a Mercedes fleet.

"All our previous tanker trucks use Alpeco metering systems so we installed their new TEX System with remote control functions and the Alfons Haar air operated hose reel.

### Highly impressed

"Since our new truck has gone to work for us,

we have been highly impressed with both its performance and accessibility on narrower country roads. This has enabled us to reach the most remote customers to fulfil their fuel needs. The powerful engine makes it a dream to drive and it can handle a great payload. The interior is modern and comfortable for the driver.

"We would happily recommend this model to any other oil business thinking of purchasing. If you wish to contact me, I would be only too glad to discuss this wonderful truck further."

**Such high praise and big belief for a small tanker – sold it for us!**



### Broadening delivery capabilities – introducing an unbeatable tractor trailer combo from Oilfast

Chris Donaldson, a driver for the Oilfast haulage team, based out of Grangemouth, submitted the distributor's new Cobo trailer and MAN TGX 510 tractor unit explaining: "My submission has a 6 x 7000L compartment which is very common but what makes this one stand out is the hose reel fitted to the rear of the body with a 200ft hose and an Emco Wheaton pumping system for added delivery functionality.

"This is the same system with which our rigid tankers are fitted which means it can work with them seamlessly when required. But it also means we can offer the following delivery methods:

- Gravity delivery
- Bulk delivery
- Hose reel delivery

- Stripper pump delivery
- Tanker to tanker transfer by hose reel and bulk

"Adding these methods has enabled us, as a company and as a haulage team, to broaden our capabilities – offering new ways to deliver product to our customers on a bulk scale as well as to marine vessels – including those with smaller capacity fuel tanks.

"We can now deliver a high quantity to multiple vessels at the same location or travel between locations without refuelling, which cuts down on fuel cost and down time and increases productivity.

"Our flexibility makes life for customers so much easier and gives the top of the range service we are known for.

"To date we have used the hose reel to deliver to oil rigs, offshore wind supply/ support vessels, barges, standalone fuel tanks, wind turbine freight vessels – where the fill point is 3 to 4 storeys high above the quay side, fishing vessels, super yachts and MOD and NATO vessels – to name just a few.

"The new MAN TGX 510 tractor unit has added horsepower and torque which allows for effortless driving – especially on the hills where the extra horsepower really comes into play. Other useful features include the 'tanker' gearbox setting which allows seamless gear changes even when fully loaded, and the automatic exhaust brake saver that is extremely effective even on steep descents.

"Altogether this enables very economical driving, saving on fuel and maintenance, bringing down overall costs and reducing our carbon footprint."

### New customers. New sectors

"Everything on our tractor unit and trailer has been thought out with the driver in mind but also, and most importantly, to deliver top of range service. We can now cover a huge range of tasks all from one single platform by making the whole process simple, safe and extremely effective and, by doing so, we have reached new customers as well as new sectors."

**And this increased delivery flexibility is what made this one stand out for us!**



### Emphasising community connections – don't miss the eye-catching new liveries from Barton Petroleum

Howard Marriott talks us through Barton Petroleum's submission for TOTY 2023: "We decided that this year we would do something completely different, in terms of livery, and ask each depot to choose a landscape/landmark from their local area and get the vehicle wrapped in the chosen image.

"This nomination is from our Oakley, Bedfordshire depot and features 3 different images from the local area.

"It is a Cobo-built 26t DAF 6-wheeler with a rear steer axle to access those hard-to-reach drops that a traditional double drive 6-wheeler just can't reach. We are finding that many of our traditional 4-wheeler drops can now be done with these vehicles, so this in turn helps with our carbon footprint.

"This vehicle is equipped with the latest



Alpeco TEX delivery system with features including excellent anti-crossover prevention and a full colour screen with on-board contents. It can also be operated

from any smartphone, tablet or wi-fi enabled device.

"It also uses the DreamTec OTC system which we have had in place at all our depots for well over 12 months now and is a real game changer for us.

"This vehicle is equipped with a 4-way camera system, side sensors and a left turn audible warning to alert pedestrians and cyclists."

**And, for us, alongside the fantastic community connection, delivery capability and safety features of this tanker, the cherry on the cake of this submission is that: "The hotel in the background on the banks of the Great Ouse River is the Swan Hotel and the driver of this tanker, Craig, actually got married here in the summer of 2023." Congratulations to Craig and congratulations to Barton Petroleum on the new community-focussed liveries.**

## Entries of note

In a year of stand out entries with every submission sharing a tanker that has made a real difference to the distributor, here are some further highlights worthy of note.



### Barton Petroleum – entry 2 – must have technology

A Cobo built 26t DAF 6-Wheeler with a rear steer axle to access those hard-to-reach drops that a traditional double drive 6-wheeler just can't reach.

As this vehicle delivers into London, we have equipped it with the very latest in camera technology to comply with the revised TFL Direct Vision standards which come into effect in October 2024. This includes AI technology to distinguish between static objects and Vulnerable Road Users for the ultimate in safety.

**A future-proofed tanker equipped with vital technology.**



RIGID / TRAILER MANUFACTURE • PARTS, SERVICE & RENTAL

LAKELAND  
TANKERS



Manufacturer of the Fuel Oil News  
Tanker of the Year 2022



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

Road Tankers Northern, South Yorkshire  
01226 350 650 www.rtnltd.co.uk

Lakeland Tankers Ltd, West Midlands  
01384 421 199 www.lakelandtankers.co.uk

# TANKER OF THE YEAR 2023



## Cotswold Petroleum

A Cobo built 26t DAF 6-Wheeler. Similarly to Barton, Cotswold Petroleum have used images from the local area for its livery on its latest tanker.

This one has the gorgeous Cotswold village of Lower Slaughter which sits on the River Eye.

“Our tankers are a regular feature delivering oil there and we are very excited to show this tanker off in the village.

**A great nod to serving the community.**

## Craggs – eye-catching graphics

A Scania Super 500R 2023 Magyar with 6 pots of 7000l giving a total capacity of 42,000l

Top and Bottom Loading with Emco Gardener Denver BLVR.

## Eye-catching graphics

“On one side we have Stoodley Pike which is visible from our head office in Hebden Bridge and dominates the landscape of the upper Calder Valley. On the other side we have Pendle Hill which is visible from our Lancashire depot at Padiham.

“It was important to us to represent significant landmarks which showcase both our Yorkshire and Lancashire bases.”

**A nice touch from Craggs that reflects the distributor’s passion for the area it serves.**

## Heltor – designed to excel as an ideal tanker for an idyllic location

An IVECO Daily 7.5t chassis carries an aluminium tanker built for Heltor by Magyar with the 4500l, 2-compartment tank mounted on a subframe for better tank strength.

“Going down the narrow country lanes of Devon and Cornwall can be daunting at most times. If you have taken a holiday in a cottage in that idyllic area and have driven down the lanes to these picture postcard villages, you notice your wing mirrors are touching the hedge rows and the grass is growing up the centre of the lane... Now, think of the poor tanker driver that also has to negotiate these lanes to deliver fuel to those “idyllic” cottages that you stay in; it is tough driving in the car but even tougher with a tanker of fuel!

“So, to make these deliveries in a truck that



Fuel your success with Compton Tankers Ltd

## Introducing the RTN Lakeland Innovator - Brand New Fuel Tankers in Stock Now!

### Market leaders

Leading the way in fuel tanker excellence

### British-made

Crafted in Britain, backed by a 5-year warranty

### Nationwide support

Extensive service network for comprehensive coverage

### Flexible options

Buy or rent through Tanker Rent UK

### Part exchange deals

Seamlessly upgrade with our trade-in options

### Immediate availability

Get yours now for quick deployment

Tanker  
Rent  
UK



## FREE rental tanker!

Secure your order for purchase or rental today. As you await delivery of your new Lakeland, enjoy a courtesy rental tanker from Tanker Rent UK at absolutely no cost.

Telephone: **07540 800 552** or **01525 374 732**

Email: **sales@tankers-r-us.com** or **hire@tankers-r-us.com**

We're exhibiting **UKIFDA EXPO 2024**  
Visit us and **ROAD TANKERS NORTHERN**

can weave its way through the gentle narrow lanes and rolling hills – here is the answer!

The IVECO Daily 7.5t chassis is narrow in all the right places to get to those hidden holiday gems. Mounted on the chassis is the tried and trusted Magyar aluminium tanker. The 4500l, 2-compartment tank is mounted on a subframe for better tank strength.

The metering system and BLVR is the Emco DATA PLUS 2. The pump is the Alfons Haar 2” which fits neatly into the chassis. The tank is painted in NEXA autocolour and is done when the tank is off the chassis for better coverage underneath.

All pneumatic pipework is colour coded and numbered both ends for ease of maintenance. Air to operate the system is provided via a small electric 12v compressor that has proved itself over many years. The latest SCULLY connect system is used for the HLCO.

The Collins Youldon reel is the narrow specification to allow the overall tank length to be kept to a minimum and fitted with a 200’ x 1.3/8” Trelborge hose.

ADR adaptation was undertaken by TANKTEC at its workshops in Avonmouth.

***A cleverly designed build where the intended usage of the tanker has been considered at every stage, making it an invaluable addition to this rural distributor’s fleet.***



### **Rix Petroleum – build innovation delivers improved reliability and performance**

A Cobo-built, rigid body tanker with a 20,000l capacity on a DAF XD chassis.

All Cobo tankers are designed with the latest, high-quality aluminium alloys, (AL 5186 111 – Xtral, Alustar, and Elongal) and are manufactured through a production line utilising robotic welding technology and Cobo patented extruded profiles.

With Cobo’s patented chassis section used as a subframe stiffening up the truck chassis, the tanker is manufactured with this as its core design. The chassis has unique sliding bolts to allow the fitment of sub-assemblies quickly and cost-effectively. This



also means assemblies are standardised and, in the event of an accident and where a replacement is necessary, stock items can easily be obtained and fitted.

### **Innovating tanker design**

The introduction of a new 6m seam welder for sheet aluminium changes the design of the main tanker barrel which is now manufactured out of three pieces of aluminium sheet rolled into a tube and not the six pieces needed when 4x2m sheet was the standard. This removes potential weak points by removing a circumferential weld and six welding Ts.

The other major improvement has been the design and manufacture of a dished end/baffle machine that presses the aluminium over a steel jig and then uses high-pressure water to deform the aluminium gently. The overriding design improvement in this is that every one of these is identical and fits inside the tube that has been manufactured in the process above.

Cobo tankers use ‘one-piece’ aluminium pipework and no welded joints for improved reliability and flow, reduced weight, and less corrosion.

Rix Petroleum’s Managing Director, Duncan Lambert, commented: “As a business, we currently run over 100 tankers across the country from our various locations.

“When we received Cobo’s tankers, we were so impressed with the quality, performance, and onboard features that we placed an order for a further five more rigid tankers – due for delivery early next year. We’re very excited to include them in our fleet and look forward to receiving more in the new year.”

***Exciting to see inspirational build innovation.***



### **WP Group – investing in equipment to meet the demands of the changing fuel landscape.**

A 32T Scania XT tanker with a capacity of 25,000l and 5 compartments.

WP Group commissioned Just Tankers to construct a tanker capable of carrying full loads for bulk deliveries. The result is a 32T Scania XT tanker with a capacity of 25,000l and 5 compartments.

Equipped with a MechTronic OptiMate 800 metered hose and bulk facility, the tanker features a fully automated compartment follow-on functionality that enables the driver to set OptiMate to empty each compartment in turn, without leaving the delivery point. It also comes with Smart Product Grade Indicators (SPGI), and PRC3 Blue remote control with start/stop, hi/low flow, litre repeater, and hose rewind function to meet WP’s requirements.

With climate change a pressing concern, WP Group are delivering multiple fuel grades, including AdBlue and HVO, to a wide range of customers. OptiMate helps to achieve this with ease. The system has been programmed to automatically perform a line change when delivering a new product, such as HVO, eliminating the need for the driver to manually calculate a line change.

This procedure proves particularly beneficial when carrying mixed fuel loads, as drivers can continue with their deliveries safe in the knowledge that they are delivering clean fuel to customers.

### **Adapting for fuel evolution**

Paul Kyte, Operations Manager at WP Group said: “The fuel distribution landscape is changing, and we recognise that, as a supplier of diesel products in today’s market, requires continual business evolution.

“Our customers are demanding cleaner fuels such as HVO and OptiMate helps us to meet our customer’s demands and deliver on our environmental objectives.”

***Enabling customers to switch to future fuels with ease makes this a highlight for us!***

# The Trident metering system



The Trident System is a ground-breaking new design offering a simple and effective delivery system incorporating a fully proportional control system.

A unique British-manufactured system, Trident includes in-cab complete compatibility GPS/GPRS and sim card with cloud-based software. The new Trident Bottom Socket sits within stainless steel weather-resistant housing and quick and easy-to-use drive controls with an anti-contamination software ensure safe and clean fuel deliveries. Automation also allows quicker and more efficient deliveries saving both time and money.

The unique design also means that the system is smaller and lighter, with less parts used.

For further details of this new system contact Shaun Harte on 07799463636 or shaunharte@aol.com, visit [www.tridenttechnics.com](http://www.tridenttechnics.com) or call 0113 2467244.



## TASCA TANKERS



Tasca Tankers are the UK's leading, award winning British based manufacturer of road tankers. Renowned for exceptional levels of reliability and build quality, and with almost 30 years of engineering excellence to our name, we are regarded as the go to experts in fuel oil, LPG and aviation tankers..

Fully ISO, ADR, UKAS and NSS Type Approval accredited to meet all legislation.

From our location in Wakefield, we cover a broad range of tanker services from design to manufacture, working closely with each customer to obtain their individual requirements.

**Shaun Harte**  
Mobile: 07799 463636  
Email: [shaunharte@aol.com](mailto:shaunharte@aol.com)

Our comprehensive workshop facility offers the following:

- Manufacturing tankers in aluminium and stainless steel.
- Full repair and back-up facilities for our customers.
- All types of chassis and electrical alterations.
- Full commercial painting and decaling facility.
- Fully approved on site Meter calibrations.
- Tank testing (full UKAS accreditation).
- Tanker spares with next day delivery.

**Tasca Tankers Limited**  
**Wakefield, West Yorkshire**  
Tel: 01924 369007  
Website: [www.tascatankers.ltd.uk](http://www.tascatankers.ltd.uk)  
Email: [sales@tascatankers.ltd.uk](mailto:sales@tascatankers.ltd.uk)

# A DAY IN THE LIFE...

Ryan Creaser

WELCOME TO OUR FEATURE WHERE PEOPLE FROM MANY DIFFERENT ROLES IN THIS INDUSTRY WILL TAKE YOU THROUGH A TYPICAL DAY IN THEIR WORKING LIFE. THIS MONTH, FUEL OIL NEWS SPEAKS WITH **RYAN CREASER**, TECHNICAL SALES AND SERVICE ENGINEER AT COBO TANKERS AND SERVICES, TO DISCOVER HOW RYAN SPENDS A TYPICAL DAY.



**MY ALARM GOES OFF AT...** 06:30am.

**THE FIRST THING I DO IS...** wish the wife good morning, make our morning coffee, feed our cat Belle, and then I'm ready to rock and roll!

**I PREPARE FOR THE DAY AHEAD BY...** a quick check of my emails. I then prioritise tasks for the day and form agenda points to discuss with colleagues if needed.

**I CAN'T LEAVE THE HOUSE WITHOUT...** preparing my Cobo backpack consisting of my laptop, Ipad, phone and note pad. And my car keys of course!

**MY TYPICAL DAY** – communication is imperative for businesses these days so there are emails and phone calls a plenty in my day!

Everyday my objectives are prepared with the customer in mind as we endeavour to meet our customers' requests/needs.

Occasionally, we hit a curve ball (as we call it!) and must react to the unplanned which could be anything from a warranty call or an urgent parts request to the courier depot for next day delivery.

Communication is key with my role!

**MY MOST MEMORABLE WORK MOMENT...** I have two really memorable moments. One would be selling my first truck; the feeling was amazing (Joby told me it would be!) and the other would be my son, Louie, joining the industry as an apprentice engineer.

**THE WORST PART OF MY JOB...** the commute to and from Leeds on the M62 never gets any easier. Not many people I know enjoy motorway driving these days and sometimes the weather can be challenging when working outside.



**THE BEST PART OF MY JOB...** building customer relationships and trust is paramount – getting our customers the quality they deserve and delivering on time is our aim.

Supporting our ever-growing customer base, whether it's quoting for new kit, sealing the deal on a sale or dealing with technical queries. Bringing new ideas and products to the forefront gives me a buzz. I've always loved innovation and technology.

Every day is different in the fuel oil industry, which can make it challenging. Priorities can change at any given moment; however, I thrive off a challenge and think quickly on my feet.

I am lucky to work for a fantastic company in a small team, led by our MD Lupo who is always a step in front of us (working from our head office in Santander). I also work alongside a great mentor in Joby and, of course, not forgetting the jedi knight of ADR applications, Reise, who is always there when I need him.

**I RELAX AFTER WORK BY...** a quick work out, shower, and a bottle of beer and watching the current Netflix series available.

**MY FAVOURITE MEAL IS...** the evening meal is my favourite of the day. I work for a Spanish company, and we love to entertain. Enjoying a giant steak washed down with a good bottle of red in sunny Santander always goes down well. Working away from home has its perks!

**ON MY BEDSIDE TABLE IS...** phone charger, deodorant, aftershave, and moisturiser.

**THE LAST THING I DO EACH DAY IS...** I make sure the doors are locked and switch all the lights off after the kids have been around. Then wish my wife good night – with a little kiss of course.

**I'M NORMALLY IN BED BY...** this is always dictated by the Netflix series we are watching and whether we can wait to watch the next episode or not!

## TSA appoints Communications Director



The Tank Storage Association (TSA), the trade association representing all aspects of the UK's bulk storage and energy infrastructure sector, has appointed **Nunzia Florio** as Communications Director.

Nunzia brings to the role a wealth of experience in communications, media and external affairs and has

led the association's communications functions since 2019 as Communications Specialist.

Nunzia has worked as an independent Communications Consultant advising a variety of clients on communications. Previously, she also served as External Affairs Manager at the British In Vitro Diagnostic Association and as Communications Director at the UK Petroleum Industry Association.

### Communications vision

Peter Davidson, Executive Director of the Tank Storage Association, said: "Nunzia's expertise will be invaluable in supporting us to further develop our communications vision for the future, deliver the exciting new initiatives we are setting out for the months and years ahead, continue to build on our relationship with influential external stakeholders, and champion the value and benefits of a thriving, resilient bulk storage and energy infrastructure sector in the UK."

Nunzia commented: "I am delighted to join the TSA in this capacity and privileged to have the opportunity to champion our sector and the key contribution it makes to complex supply chains, growth, mobility and resilience. I look forward to continuing to work closely with our members to share our industry's ambitions for the future."

## Change of leadership for Argent Energy



After over five years at the helm of Argent Energy, Erik Rietkerk will be handing over the controls to **Louise Calviou** who will move from her current role as COO to assume the role of Chief Executive Officer.

Under Erik's leadership, Argent Energy, a leading waste-based biodiesel producer, has developed and implemented ambitious

expansion plans, brought investment in a number of operational projects adding value to products and driven a step change in operational excellence through his dedication and invaluable contribution.

In recent months, enlargements and enhancements to the Board of Argent included the appointment of Louise Calviou to COO. Argent is very pleased to announce now that Louise is continuing the progression, bringing a wealth of experience and a proven track record in the chemical industry with a particular emphasis on energy and sustainability. With a history of transformative leadership and growing multi-site businesses, Louise is ideally placed to guide the company through its next phase of growth and innovation.

The company remains committed to delivering innovative solutions. It also maintains its commitment to global decarbonisation through the production of its de-fossilisation fuel, crafted entirely from waste oils and fats. In line with this, Louise Calviou expressed enthusiasm about the appointment and emphasised continuity in the company's overarching strategy "I am delighted to have joined Argent Energy as we continue in our journey to deliver sustainable decarbonisation by converting waste products into biofuels. I am excited by our pipeline of growth opportunities that will allow Argent Energy to deliver low carbon solutions across a wide range of industries including road transport, marine, heating and chemicals."

Edinburgh-based **Zenith Group**, has announced three strategic new hires. The announcement comes as the business, a leading provider of specialist access and repair solutions in the most demanding environments, marks its 20th anniversary.

**Elaine Gilhooley** takes on the newly created role of Head of Marketing adding to the senior leadership team.

Zenith has also bolstered its engineering team with two new hires. **Brad Findlay** joins as Product Designer and **Haarith Bakkich** joins in the role of Engineer.

Colin McCurdy, Managing Director of Zenith, said: "Our people are at the heart of everything we do - they are the foundation on which our success is built. When Zenith was founded just over 20 years ago, I wanted to make it a place that provided everyone with the opportunity to build lasting, fulfilling careers. The success of Zenith is a result of

hard work, commitment, and the talented team we have, which has grown our business significantly.

Elaine Gilhooley, newly appointed Head of Marketing, said: I am excited to be working with Colin and the exceptional people of Zenith. Something special has been created here; you can feel it as soon as you enter the building.

"With Colin's plans for the business, it is an exciting time to join Zenith."

**Andrew Scaman** has started a new role as Area Sales Manager at **Compass Energy Firefly Green Fuels** welcomes **Rob**



**Hemsley** to the team in the role of Chief Financial Officer.

Rob has a Masters in Astrophysics and is an FCA with over 20 years financial experience and



will be responsible for all things financial at Firefly.

**Paul Heald** has started a new position as Senior Director, Safety, Engineering and Technical (SET) Department Global Physical Operations at **World Fuel Services**.



**Jack Wickwar** has taken a role as Sales Account Manager at **Barton Petroleum Ltd.**



**Excelerate Technology** has further strengthened its global offering with the appointment of **Glynn Wagg** as director of sales in its Oil and Gas Division.





## Why change for the sake of change is not the change we need!

The UK Prime Minister has announced that the general election will take place in the second half of next year, and the jury is still out in Ireland. While some may find my interest in politics obsessive, it is a crucial year for both the UK and Ireland.

Unfortunately, we will be bombarded with claims and counterclaims throughout the year, which leads me to my other obsession: evidence and data. In this latest edition of Fuel Oil News, UKIFDA has published its quarterly data analysis as part of the Downstream collaboration.

What has surprised me (not a lot) is that the data reveals a significant 2,447 ktoe fall (62%) in red diesel consumption but an increase of 2,160 ktoe in white diesel sales to industry and other final users. Thus, there has been no significant change regarding emissions.

This illustrates that the Government's attempt to bring about change has been unsuccessful. Consequently, this initiative has incurred significant costs to industry, which inevitably affects the general public in terms of finished goods and services. The initiative

has been unsuccessful primarily because the cost of the alternative is either higher in pure terms and/or taxed the same as the fossil fuel, therefore providing little or no incentive to change.

As an industry, we are submitting a request to the chancellor that, on March 6th, he remove the duty on HVO, and we are also advocating for a renewable liquid heating fuel obligation and pressing the government to get on with the consultation they promised last year. This is our effort to bring positive change while providing consumers with affordable prices and meeting carbon budgets.

I recently read that Scandinavian countries have a better rate than us when it comes to heat pump installation, proving that they work in colder climates. I'm sure you'll agree that heat pumps in well insulated homes have a better chance of working and providing comfort to the householder.

However, building regulations and wood consumption in Finland differ significantly from those in the UK. Wood consumption in Finland has remained the same for home heating since 2019 – primarily because it is used as

a secondary heating source in many homes. Indeed, nearly a quarter of detached homes in Finland still use wood as the main heat source (all of this ignores wood as a source of heat for saunas, which are still very popular!). Therefore, should we advocate the installation of wood burners in the colder parts of the UK?

Yes, this is a throwaway line, but data, facts and evidence are important, and they are crucial in helping us help the government find the right solution to decarbonise the off-grid communities we serve.

As we turn into February, I am getting increasingly excited about meeting everyone at EXPO in April; there is much to discuss and learn.

The theme of **working together in changing times** could not be more appropriate. We have invited back some familiar faces and will announce the conference schedule soon. I'm pleased that the underlying spirit of meeting people, chatting about old times, and discussing future scenarios will remain familiar and unchanged.

... and I'm certain that the topic of data usage and politics will also be discussed.

## EXPO 2024 – don't miss out!

UKIFDA EXPO is the premier event for the liquid fuel distribution industry and, with EXPO 2024 promising to unite and empower liquid fuel distributors, you won't want to miss this essential gathering.

Sponsored by Phillips 66, this industry-leading event will be held on April 10-11, 2024, at the Liverpool Exhibition Centre.

Over two days, the event will bring together the liquid fuel distribution sector supply chain through an exhibition, the Future Opportunities Conference, and the popular EXPO Awards Dinner sponsored by Mabanafit with a drinks reception sponsored by FoxInsights.

Supported by the Event app WHOVA, which allows delegates to stay up to date before, during and, for a limited time, after the event, EXPO 2024 promises industry innovation, leading speakers and valuable

[www.fueloilnews.co.uk](http://www.fueloilnews.co.uk)



networking opportunities.

The Future Opportunities conference will explore the new commercial horizon and offer guidance and insight to help businesses future proof.

As an attendee, you will have the opportunity to network with industry professionals, see the latest products and innovations, and participate in engaging conference sessions.

Pre-purchased tickets are required to gain entry to the Exhibition and Conference and

delegate tickets are now available to purchase at £12.00 per ticket.

Don't miss out – book your ticket today!

Scan this QR code to book your place, or visit <https://ukifda.org/show-2024-delegate-registration/>



# Data: an update from the UKIFDA databank

UKIFDA'S DATABANK BRINGS TOGETHER RECENTLY PUBLISHED GOVERNMENT AND OTHER THIRD-PARTY DATA CONCERNING THE DISTRIBUTION OF LIQUID FUELS IN THE UK.

IN THIS EDITION, WE PROVIDE MONTHLY DATA TO THE END OF OCTOBER 2023, WITH MORE DETAILED BREAKDOWNS UP TO SEPTEMBER 2023 (Q3).

WHERE COMMENTS ARE MADE REGARDING COMPARATIVE DIFFERENCES, THEY ARE UKIFDA COMMENTS BORNE FROM CONVERSATIONS WITH THIRD PARTIES.

PRIOR PERIOD DATA (2021/2022) HAS BEEN UPDATED BY THE GOVERNMENT AND MAY THEREFORE DIFFER FROM PREVIOUS UKIFDA REPORTS.

THE MAJORITY OF THE COMPARISONS IN THIS DATABANK ARE AGAINST 2019 – THE LAST FULL YEAR PRIOR TO THE PANDEMIC AND INVASION OF UKRAINE.

## In this edition:

1. Overall energy consumption in the UK
2. Temperature review
3. Hydrocarbon Stocks
4. Update on diesel, gasoil and heating oil
5. Biofuels consumption in Transport
6. Domestic gas consumption
7. Ofgem Price Cap
8. Update on the Boiler Upgrade Scheme

## Overall Energy Consumption in the UK

Final energy consumption in Q3 (July to September 2023) by households fell 6 per cent on the same period last year to a record quarterly low.

Whilst the warmest September on record, high energy prices also played a part. Consumption by industrial users fell by 2 per cent, and other final users (including commercial, public and agriculture) fell by 5 per cent.

Demand for transport fuels increased by 3.1 per cent, with a 3.4 per cent drop in the production of petrol, diesel, and jet fuel. Supply was met with an 8.9 per cent decrease in exports of petrol, diesel, and jet fuel.

Demand for jet fuel increased by 8.0 per cent compared to the same period in 2022, but indigenous production fell by 4.1 per cent. This increase in demand was met with a 26 per cent increase in imports compared to Quarter 3 2022.

Consumption of gas by final consumers reached a record low overall and in the domestic and other final users' sectors.

Total consumption of electricity was the lowest since records were published and 3.4 per cent down on Quarter 3 of 2022.

## Temperature and heating days

The average temperature between July and September was 16.4 degrees Celsius, 0.6 degrees Celsius lower than the same period a year earlier.

The average number of heating degree days was 0.4, 0.2 lower than the same period a year earlier.

The daily average temperature in November was 7.5 degrees Celsius, 1.6 degrees Celsius lower than the same month in 2022 and 0.1 degrees Celsius lower than the long-term mean. The average number of heating degree days (HDD) was 8.0.

Average temperatures (degrees Celsius)	30-year mean	2019	2020	2021	2022	2023
January	4.9	4.2	6.7	3.3	5.2	5.3
February	5.2	6.9	6.4	5.1	6.8	6.6
March	6.8	7.9	6.8	7.3	7.7	7.0
April	9.0	9.1	10.3	6.6	9.1	8.6
May	11.8	11.2	12.6	10.1	13.0	12.6
June	14.6	14.3	15.1	15.4	15.1	16.8
July	16.7	17.6	15.7	17.6	18.2	16.3
August	16.5	17.1	17.2	16.1	18.3	16.4
September	14.2	14.3	14.0	15.9	14.5	16.5
October	10.9	10.1	10.5	12.1	12.7	12.0
November	7.6	6.5	8.7	7.8	9.1	7.5
December	5.2	6.0	5.3	6.4	4.0	

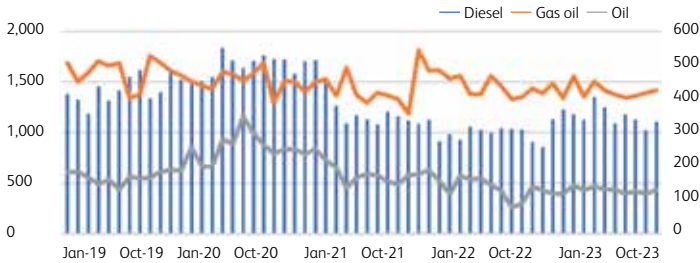
Average heating degree days	30-year mean	2019	2020	2021	2022	2023
January	10.6	11.3	8.8	12.2	10.3	10.2
February	10.3	8.6	9.1	10.4	8.7	8.9
March	8.7	7.6	8.7	8.2	7.8	8.5
April	6.6	6.4	5.2	8.9	6.4	6.9
May	3.9	4.3	3.1	5.4	2.5	2.9
June	1.7	1.6	1.3	0.6	0.9	0.6
July	0.6	0.1	0.6	0.0	0.1	0.3
August	0.7	0.2	0.5	0.2	0.0	0.4
September	1.9	1.4	2.0	0.6	1.7	0.6
October	4.6	5.4	5.0	3.5	2.8	3.6
November	7.9	9.0	6.8	7.7	6.4	8.0
December	10.3	9.5	10.2	9.1	11.5	



## Stocks

In October 2023, the UK held a total of 9.2 million tonnes of total stock with increases in both primary oil and oil product stocks. UK stocks are up on last year and remain substantially above the levels mandated by the IEA.

**Stock levels**



## Heating oil

Consumption (ktoe)					
	2019	2020	2021	2022	2023
Jan-Mar	1,116	1,314	1,238	1,128	1,080
Mar-June	663	809	737	526	582
July - September	482	294	312	375	519
October	314	268	258	259	250
Total Year to October	2,575	2,685	2,545	2,288	2,431
% Change vs 2019		4%	-1%	-11%	-6%

For the first ten months of 2023, total heating oil consumption was up 6.25 per cent on 2022 but 6 per cent down on 2019. October consumption was broadly in line with previous years.

**Kerosene consumption 2019-2023**



The split between domestic and non-domestic kerosene shows a marked difference, with non-domestic kerosene increasing – presumably due to the switch from gasoil to industrial heating oil.

(ktoe)	Non-domestic (ktoe)						Domestic (ktoe)					
	2019	2020	2021	2022	2023	% change 2019-2023	2019	2020	2021	2022	2023	% change 2019-2023
Q1	481	683	531	513	535	11%	635	630	707	616	545	-14%
Q2	366	467	390	260	291	-20%	297	342	346	266	286	-4%
Q3	321	182	193	263	377	17%	160	112	119	111	142	-11%
Q1-Q3	1,168	1,333	1,114	1,036	1,203	3%	1,093	1,084	1,172	993	973	-11%

## Pricing

The Office for National Statistics (ONS) recently produced its November monthly figures for domestic heating oil prices alongside broader inflation numbers.

Heating oil prices in November 2023 were 76.3 ppl compared to 97ppl in November 2022 and 53ppl in November 2019.

**ONS heating oil price (ppl)**

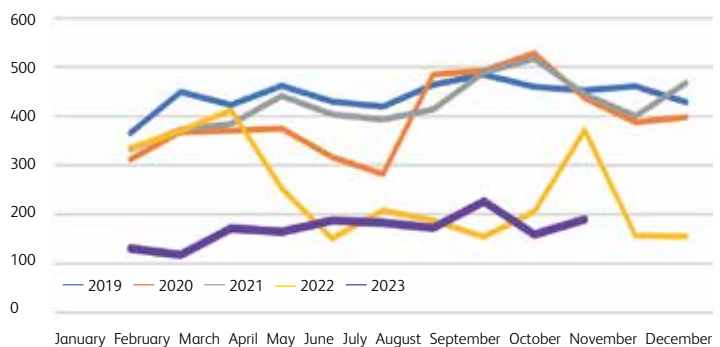


## Gas oil

Gasoil consumption (ktoe)					
	2019	2020	2021	2022	2023
Jan-Mar	1,237	1,050	1,090	1,119	419
Mar-June	1,312	974	1,238	611	534
July - Sept	1,408	1,507	1,421	546	557
October	453	436	445	371	189
Total Year to October	4,410	3,968	4,194	2,647	1,699
% Change vs 2019		-10%	-5%	-40%	-61%

Gasoil consumption continues to decline, with a decrease of 61 per cent in the first 10 months of 2023, compared to 2019.

**Gas oil consumption 2019-2023 (KTOE)**



ktoe	Domestic			Transport			Industry		
	2019	2023	% change 2019-2023	2019	2023	% change 2019-2023	2019	2023	% change 2019-2023
Q1	103	128	<b>24%</b>	340	196	<b>-42%</b>	793	87	<b>-89%</b>
Q2	53	55	<b>3%</b>	382	250	<b>-35%</b>	876	229	<b>-74%</b>
Q3	31	6	<b>-81%</b>	402	427	<b>6%</b>	975	123	<b>-87%</b>
Q1 – Q3	188	189	<b>0%</b>	1,124	873	<b>-22%</b>	2,645	439	<b>-83%</b>

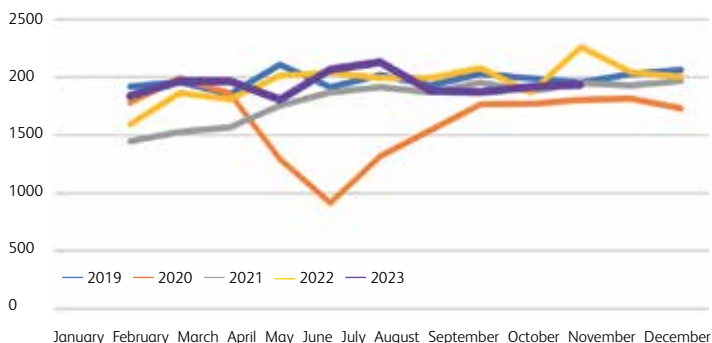
The biggest fall in gasoil consumption, as expected, is in Industry.

## DERV

Consumption (ktoe)					
	2019	2020	2021	2022	2023
Jan-Mar	5,733	5,632	4,545	5,263	5,771
Mar-June	6,037	3,527	5,543	6,047	6,002
July-September	5,948	5,077	5,705	5,937	5,670
October	1,957	1,808	1,949	2,264	1,935
Total Year to October	19,674	16,045	17,742	19,511	19,378
% Change vs 2019		-18%	-10%	-1%	-2%

Overall white diesel sales are still below pre-pandemic levels.

### Road diesel consumption 2019 - 2023 (ktoe)



However, since the red diesel changes, there has been a significant increase in sales to industry and other final users:

	Industry		Transport		Other final users	
	2019	2023	2019	2023	2019	2023
Q1 - Q3	0	1,505	17,718	15,282	0	655

## Ofgem Price Cap

Ofgem has recently announced a new price cap for the 3-month period starting October 1..

	2019 price cap	Guaranteed by Government October 2022	Price cap Feb 2023	Price Cap for July 1 2023	Price Cap for Oct 1 2024	Price Cap for Jan 1 2024	% movement since 2019
Electricity (p/kWh)	18	34	51	30	27.3	29.0	+61%
Kerosene (ppl) at equivalent points in time	53	97	75	68	75.0	76.0	+43%

The electricity prices above do not include the daily standing charge, which is likely to add £195 to an average yearly bill.

## Biofuels used in Transport

ktoe	Q1 - Q3 2019	Q1-Q3 2023	% change
Road transport	1,375.76	1,820.29	32%
Air transport	0.00	261.71	
Non-transport fuels	74.88	50.11	-33%
All liquid biofuels	<b>1,450.64</b>	<b>2,132.11</b>	<b>47%</b>

Total liquid biofuel consumption in road transport fell by 0.6 per cent in quarter 3 2023, compared to the same quarter in 2022, with biogasoline falling by 1.0 per cent to 348 million litres and biodiesel increasing by just 1.0 per cent to 463 million litres. This marks a shift in trend following a period of sustained growth since the post pandemic recovery during the second half of 2021. In particular, demand for biogasoline increased steadily after the introduction of E10 petrol (up to 10% bio content) in September 2021 (for Great Britain) and November 2022 (for Northern Ireland).

The contribution of LPGs to road transport remains small and displays some volatility associated with an emerging fuel. Indeed, despite the spike in aviation fuel seen this quarter, bioethanol and biodiesel consumed in road transport still account for just over three quarters of total biofuel consumption.

## Domestic gas consumption

Gwh	2019	2020	2021	2022	2023	% change 2019-2023
Q1	117,166	115,134	133,434	112,647	105,027	-10%
Q2	52,000	48,366	65,271	44,565	40,421	-22%
Q3	20,033	24,901	21,040	19,056	17,568	-12%
YTD	<b>189,200</b>	<b>188,400</b>	<b>219,745</b>	<b>176,267</b>	<b>163,015</b>	<b>-14%</b>

In quarter 3 2023, demand for natural gas fell by 20 per cent compared with the same period in the previous year (2022), reaching a record low of 113 TWh. Demand for electricity generation fell substantially, down



32 per cent in the same period, due to three times as much electricity coming from imports compared to the same period in the previous year. Demand from other final users and domestic supply both decreased, down by 8.6 per cent and 7.8 per cent, respectively. The decrease in domestic demand was mostly due to high energy and other costs, as temperatures were similar. Demand from industry also fell 3.2 per cent in the same period.

**Boiler Upgrade Scheme (BUS)**

The BUS was launched in England and Wales on 1 April 2022, with an approved £450 million funding up until 2025 and is being administered by Ofgem.

The BUS aims to incentivise and increase the deployment of low carbon heating technologies by providing an upfront capital grant towards the cost of the installation of an air source heat pump (ASHP), a ground source heat pump (GSHP) and, in limited circumstances, a biomass boiler. Grants were increased for ASHPs in October 2023 from £5,000 to £7,500.

The total number of applications in November 2023 across all technology types decreased by 24 per cent compared with the previous month. The decrease follows a substantially higher monthly volume of applications in October 2023, when the grant increases took effect. However, November 2023 still saw the second highest number of applications in any given month. It is also 53 per cent higher than the volume received at the same time last year (November 2022: 1,666).

The data from May 2022 to November 2023 indicates that the scheme has still fallen significantly short of its targets with c17,000 installations:

Fuel type displaced	Air source heat pumps: number	%
Gas	8,416	49%
Oil	3,532	20%
None	2,837	16%
Direct electric	1,594	9%
Liquefied Petroleum Gas (LPG)	553	3%
Coal	203	1%
Other	162	1%
Unknown	13	0%
<b>Total</b>	<b>17,310</b>	<b>100%</b>

Type of property	Number	%
Domestic	17,223	99%
Non-domestic	84	0%
Unknown	3	0%
<b>Total</b>	<b>17,310</b>	<b>100%</b>

On/off gas grid	Number	%
On gas grid	9,588	55%
Off gas grid	7,722	45%
<b>Total</b>	<b>17,310</b>	<b>100%</b>

# IFC Inflow

**EXPERTS IN**

## DEPOT TANKER LOADING EQUIPMENT

- Tanker Loading Skids
- Dispensers
- Tank Gauges
- Bulk Loading & Off Loading Pumps
- Intake Meters

GET IN TOUCH

[www.ifcinflow.com](http://www.ifcinflow.com)  
[sales@ifcinflow.com](mailto:sales@ifcinflow.com)  
 01268 596900



Ask us  
about  
**EXPORT**  
packages



**SCAN TO BROWSE  
OUR WEBSITE**

# A gallery special

The industry through the eyes of Chris Donaldson, tanker driver for Oilfast, who shares some of his favourite photos.



"This is just after I finished one of my most northerly deliveries and is one of my favourite places to go to. This was taken by a truck-spotter who worked for the local council and sent me the pictures."



"This was a drilling rig that we had been to a while back. It had been out in the North Sea and was back in for scheduled maintenance before going back out to its drilling site."

"This is one of my favourite photos and was taken at the top of Glencoe where I was parked up for the night before heading to the north west coast."



"This was a drilling vessel that operates like a drilling rig and I was given the chance to be shown around by the master! Only a very small portion of this vessel is shown in the photo, it's colossal in size."



"This was taken on route back from the Isle of Arran after I had completed a petrol delivery. It's a very small ferry and takes roughly 30 minutes to cross. In the background is the Isle of Arran."



"This was a job where we refuelled an American tug boat which had been sent to recover a vessel that had fallen into the dry dock in Edinburgh. It needed emergency repairs doing before being towed back for full repairs in America."



"This photo was taken in the same lay-by at the top of Glencoe in the height of winter. I was travelling back from the west coast where the weather during winter is highly unpredictable but thankfully was in my favour that day."



## FUEL OIL DISTRIBUTORS

### UK MAINLAND

2024	2023	COMPANY	NUMBER OF TANKERS	CHANGE
1	1	Certas Energy	900+	=
2	2	Watson Fuels	293	-2
3	3	NWF Fuels	160	-13
4	6	Your NRG	119	+15
5	4	Rix Petroleum	100	-15
6	5	Goff Petroleum	111	-3
7	=7	Johnston Oils	97	+16
8	9	Crown Oil	94	+14
9	=7	WCF Fuels	77	+4
10	10	Ford Fuel Oils	72	=
11	11	New Era Fuels	64 (increasing to 86 through 2024)	+5 (+27)
12	13	Oilfast	63	+13
13	=16	Barton Petroleum	49	-4
14	15	Highland Fuels	49	+1
15	14	Mitchell & Webber	49	=
16	12	WP Group	47	-7
17	=16	Craggs Energy Group	45	=
18	19	Oil4Wales	45	+3
19	21	Heltor	44	+5
20	20	Gleaner Oils	41	=

Distributors are ranked by number of tankers as supplied to Fuel Oil News in January 2024

If you feel you should be included in the above list, which is also published on [fueloilnews.co.uk](http://fueloilnews.co.uk) please contact [margaret@fueloilnews.co.uk](mailto:margaret@fueloilnews.co.uk) with your latest tanker fleet number



## The Most Accurate and Affordable Tank Level Monitor

Gain instant ROI with our award-winning monitor, online portal and free branded mobile app with no upfront costs.

**Starting at €1.5/month**

Visit us at booth #90 at the UKIFDA Expo in Liverpool on April 10th - 11th to get acquainted with our newest innovations!

- ✓ Robust industrial design
- ✓ 15+ year industry leading battery life
- ✓ Works with all tanks and software
- ✓ GPS positioning
- ✓ The only dual SIM with CATM and NB-IOT cellular technology
- ✓ Five-year warranty
- ✓ Quick and easy installation
- ✓ No internet or gateway needed
- ✓ Free branded app and promotional materials
- ✓ Volume discounts available
- ✓ No minimum quantities required
- ✓ No activation fee or hidden costs

Contact us today to learn more!

1 (844) 763-3344 | info@otodata.com | otodata.com



## OptiMate - Saves you time, money and prevents contamination!

- Fully automated delivery process
- Drivers remain at the point of delivery
- Prevention of fuel contamination



## An unrivalled support service across the UK

- Full UK coverage
- Regionally based service engineers
- Full maintenance contracts, tailored to your needs



**MechTronic Limited**  
15 Lower Wortley Road  
Wortley, Leeds LS12 4RY

T: 0113 279 9661  
E: admin@mechtronic.ltd.uk  
W: www.mechtronic.ltd.uk



# TEC: driving forward through innovation

TEC WAS FOUNDED IN 1936, AND IS ONE OF IRELAND'S LEADING SUPPLIERS AND DISTRIBUTORS OF A WIDE RANGE OF INDUSTRIAL AND HYDRAULIC HOSES, FITTINGS, AND ADAPTERS.

CLAUDIA WEEKS, COMMUNITY CONTENT LEAD FOR FUEL OIL NEWS, SPOKE WITH **SIMON VAN LONKHUYZEN**, MANAGING DIRECTOR AT TEC, TO LEARN MORE ABOUT THE DEVELOPMENT OF THE BUSINESS AND FUTURE PLANS.



## The history

"My grandfather moved to Ireland from the Netherlands in 1935," Simon began, explaining the history of the business. "He then established TEC in 1936. Originally TEC had several small divisions within the company including at one stage, a foundry and electrical switchgear manufacturing.

"During the 1950s Ireland was experiencing a mini industrial boom and my grandfather, spotting a gap in the market, started importing industrial hoses and fittings. My father joined him in the business in the early 1970s and eventually took ownership in the mid-1990s."

## Olympic ambition

With it being a family business, Simon always planned to join the company but had sporting ambitions to attend to first! He explained a little more: "After I left school, I began a business degree at Dublin University. However, after one year, I dropped out. My mother wanted to kill me!

"I decided to follow my dream of making it to the Olympic Games. A passionate kayaker, I had first made the Irish Kayak Sprint Team as a junior in 1994 and now I had my sights on the Sydney Olympics.

"I moved to Weybridge in Surrey to join up with the British Olympic squad members and

trained full time. These were the happiest days of my life – training full time, attending warm-weather training camps and representing Ireland at the World and European Championships.

"After successfully qualifying for an Olympic spot in 1999, I then contracted the Epstein-Barr virus, hepatitis and jaundice in March 2000. It took me over a year to recover, and my Olympic dreams were dashed, but I have no regrets."

## Joining the family business

Sadly, Simon missed representing Ireland in the Olympic Games but, instead, took the opportunity to join the family business full time in 2000.

"Like most family businesses, I worked in TEC during the summer holidays and loved every minute. During these summers I loved experiencing the 'cut and thrust' of a normal business day, answering phones, seeing the salesguys punching the air after winning an order and the production team taking great pride in their work and carefully packaging the assembled hoses prior to dispatch; it was all pure magic.

"After my sports career came to an end I decided, after working in other businesses, to join TEC. I started in hose production then moved into field sales where I became sales

manager in the mid-2000s during Ireland's 'Celtic tiger' – a period of rapid growth.

"My father wanted to take early retirement, so I was involved in a management buyout with my current business partner in mid-2008. The timing could not have been worse as, over the following 12 months, we experienced a 50% drop in turnover. We had no cash reserves, and the business was carrying heavy borrowings to fund the MBO – what a life lesson!"

## A new home

Simon explained more about the current set up at TEC: "In 2000, TEC moved to our current premises in Dublin. The building has been extended several times to accommodate current and planned growth. We have hose assembly and testing capabilities up to 12" bore. We stock over 10,000 different part numbers and pride ourselves on next day delivery.

"Over the following years I diversified the business into long-term, export-led, reoccurring vertical markets. I also developed two new oil reeling hoses specifically for the oil distribution industry – TECOIL and FUELTEC. FUELTEC is now a market leader and TECOIL entered the market in mid-2022 to very positive reviews.

"In 2023 we installed an automated vertical storage machine. The new machine is a dynamic, automated, hose fitting storage and retrieval system that has boosted handling efficiency by up to 65% and has increased our floor space capacity by up to 70%.

"One of the big issues faced by so many businesses is the lack of large affordable industrial units located close to large cities so, because of this we took a decision to open a 30,000 sq. ft facility in Northern Ireland. The new facility assembles our contract hose kits."

## Creating a strong company

Simon shared his thoughts on the team at TEC and how the right company culture matters: "From small beginnings, with just one employee, we currently have 26 staff. A strong



company culture must foster a healthy and productive work environment. As a business owner you may have developed the best strategy in the world but, without the right culture, the strategy will never succeed.

“For me, a great culture is made up of clear values and a mission. These two combined provide employees with a sense of purpose and direction and help to align everyone toward common goals. I believe in having open and transparent communication – this is crucial for a positive company culture.

“We recognise and reward employees for their achievements and promote a positive atmosphere. We support a positive work-life balance by offering flexible hours, encouraging a healthy lifestyle, free breakfasts etc. Our employees also have free access to our outsourced wellness program and mental health support.”

## Effective communication and openness

Simon discussed his style of management and how he leads the business: “Democratic or participative would best describe my style of management. I believe effective communication and openness through all levels of TEC, gives employees and managers the best chance to reach their goals. I find this ‘style’ of management especially effective when it comes to making long-term decisions that impact the whole company.

“I try and lead by example; I still look after some key accounts and set targets and KPI’s that everyone in the company has visibility on. I believe in creating a light-hearted work environment. I think people perform better when not under pressure; at the end of the day, most of our waking hours are spent working, so it is important that the correct atmosphere is created, and that everyone feels valued and shares in the success of the business. In saying all that, I’m not sure how my team would describe me, you will need to ask them!”

## Understanding customer needs

Claudia asked Simon about his customers and why they choose TEC as their supplier. “We have a strategic approach to customer acquisition and retention, and a clear understanding of TEC’s position in the market. Over the past number of years, the channels through which customers discover and connect with TEC have evolved significantly.

“Traditionally, we have always employed account managers who manage specific geographic areas and vertical markets. More recently we have developed a multi-faceted approach to customer outreach that has been



crucial. Our online presence, including a user-friendly website with full product technical specifications and active social media profiles, serves as an informative resource for potential customers.

“We also participate in industry events and trade shows which has enabled us to broaden our reach. As a result, we have seen a steady influx of new customers in Ireland, the UK and mainland Europe.

“Our commitment to delivering over 10,000 unique products promptly and reliably has been a cornerstone of our service. TEC supplies over 700,000 mt of hose annually. Customers appreciate the assurance that their enquires and orders will be delivered consistently and without disruptions.

“Understanding the unique needs of our customers is paramount. Our personalised approach ensures that our customers receive bespoke solutions. Our customer service team is dedicated to advising – addressing queries and concerns promptly and, thereby, making the entire experience seamless.”

## Successful new launch

Simon highlighted one of the big successes of 2023 for TEC: “In 2023 we successfully launched our revolutionary new TECOIL reeling hose.

TECOIL marks a significant advancement in technology and promises to redefine industry standards, particularly with its groundbreaking low drag cover, resulting in a market-leading drag coefficient.

“One of the most significant advantages of TECOIL’s low drag cover is its potential to reduce repetitive stress injuries among operators as well as reducing stress on the truck reeling equipment. The decreased resistance means that drivers can pull the hose with less effort, minimising the physical strain associated with repetitive movements. This not only

enhances operator comfort but also contributes to a safer and healthier working environment.

“The low drag cover not only benefits operators but also extends the life span of the hose itself. Traditional hoses often face premature wear and tear due to the stress caused by constant dragging and pulling.

“TECOIL’s innovative design mitigates this stress, resulting in a longer-lasting hose that requires less frequent replacement, we also recommend turning the hose regularly to ensure even wear. We ship over 1000 coils of FUELTEC and TECOIL reeling hoses per year.”

## The challenge of adaptation

The energy transition impacts all businesses in the industry and Claudia asked Simon for his views: “As many contributors have outlined previously, with the transition to renewable energy, the industry faces the challenge of adapting to a changing energy landscape, with a decrease in demand for traditional fossil fuels. Stakeholders need to position their businesses to ensure they are part of the new energy ecosystem.

“Stringent environmental regulations and policies are emerging globally to reduce carbon emissions. Compliance with these regulations poses a challenge for the oil distribution industry, requiring significant investments in technology and infrastructure to meet these new standards.

“Alongside this, fluctuations in global oil prices, political instability, geopolitical tensions, and economic uncertainties can all contribute to volatile pricing – impacting profit margins and strategic planning.

Advances in technology, such as electric vehicles and alternative energy sources, pose a challenge to the traditional oil distribution model. The industry must adapt and invest in innovative technologies to stay relevant in a rapidly changing market.”

## Award winners!

Huge congratulations to Simon and the team at TEC on recently being named 'The Best Small Business' at the South County Dublin Chamber Awards as Simon shares: "The South County Dublin Chamber Awards acknowledge and celebrate businesses that demonstrate exceptional performance, innovation, and contribution in the south Dublin business community. The awards ceremony brought together a diverse range of industries, highlighting the dynamic and thriving business landscape in the south Dublin regions.

"I believe that we impressed the judges at the awards with our innovation and adaptability. TEC's ability to innovate and adapt to evolving trends stood out. Whether by embracing cutting-edge technology, introducing innovative products and services, or implementing efficient business processes.

"Our active engagement with the local community and its positive impact were also factors. The judges appreciated our efforts to contribute to community initiatives including mentoring in local secondary schools, supporting local causes, and fostering a sense of responsibility to engage in local programs for all staff at TEC.

"Our approach to nurturing talent and prioritising employee wellbeing was a standout aspect. The judges recognised our efforts in creating a positive work environment, investing in employee development, and fostering a culture that values the contributions of each team member.

"TEC's ability to achieve substantial growth in a challenging business environment was a key factor in the award decision. The judges acknowledged our strategic vision, sound financial management, and resilience in navigating industry dynamics."

## Responsible and sustainable

Reflecting on the most enjoyable elements of his role in the industry, Simon commented: "As the CEO of TEC there are several aspects of my role that I find particularly enjoyable. It is invigorating to lead such a talented team that thrives on innovation and embraces the complexities of our industry with enthusiasm.

"In today's world, responsible and sustainable practices are paramount. Leading TEC allows me to play a pivotal role in shaping the company's commitment to environmental and community responsibility.

"Lastly, witnessing the tangible results of

our strategic decisions is deeply gratifying. Whether it is implementing innovative new fluid transfer products or introducing new services, seeing the positive outcomes of our initiatives reinforces our commitment to excellence."

## Future ambition

"As we look to the future at TEC, our vision is anchored in pioneering and resilient solutions for the fluid transfer and fluid power industries. Like many other organisations, innovation will be a driving force in our vision for the company.

"We aspire to be at the forefront of technological advancements, embracing automation, artificial intelligence, and data analytics to enhance operational efficiency and ensure the reliability of our product and service delivery.

"We aim to be a positive force within the communities we serve. This involves actively engaging in community initiatives and fostering relationships that go beyond business transactions."

Fuel Oil News wishes Simon and all the team at TEC the best for 2024. We look forward to catching up with them again in the future.



T: 01646 663300

E: [ukqueries@pumaenergy.com](mailto:ukqueries@pumaenergy.com)

Milford Haven / Belfast / Westerleigh /  
Theale / Newport / London





## “A solution to plastic pollution that makes business sense.”

Advance Hydrocarbon Fuel Limited is the first alternative fuel company to create a business-viable process for converting waste plastic into fuel and is targeting the UK for the company's first full-scale plant.

The company was founded by Canadian actor turned inventor Brian Ablett, who has worked with a group of engineers in rural Southern Alabama to solve the environmental, practical and commercial challenges of pyrolysis (the process by which waste plastic is converted to fuel). The resultant fuel has the potential to transform sustainability in transport by delivering an alternative fuel that is less environmentally polluting, more cost-effective, and solves the UK's massive waste problem.

Brian is incredibly passionate about the potential of his technology to help to reduce the UK's reliance on fossil fuels and spoke with Fuel Oil News to explain how the AHFL approach was developed and what it offers, as well as addressing the barriers to adoption and the plans for the UK facility.

In 1874, British engineering firm Manlove, Elliott & Co. created the first “destructor”. This new device, designed and patented by Alfred Fryer, was created to dispose of waste piling up across the UK's major cities in an easy manner: by burning it. Ever since, incineration – as the technology is now called – has remained a staple of any municipal waste management strategy across the world. As our cities get larger, and rubbish keeps piling up on the sides of streets, pyrolysis has emerged as a quicker and cheaper alternative to packing waste into ever-expanding landfills. More importantly, it's been seen as a more ethical and environmentally friendly alternative to exporting it to be dumped in another country – or into our nearest water bodies.

The invention of plastic in the last century, and its spectacular rise as the most omnipresent material in modern society, has raised serious questions about our continued ability to turn to incineration as a way to manage waste disposal. Unlike organic waste, plastic releases hundreds of noxious chemicals into the air when burnt and leaves a residue that is equally toxic and difficult to get rid of. Given the staggering amounts of plastic we

consume – almost 400 million metric tons of plastic were produced globally in 2022 alone – alternate methods of plastic waste disposal have also come up short in our search for a truly sustainable solution.

From the Arctic to the Antarctic, microplastics have now been found in the remotest corners of the Earth. We are confronting what can only be described as a global plastic crisis. How do we get ourselves out of the mess we've created?

### From recycling and reuse to regeneration

Incineration has been the only scalable alternative to landfills so far but has come under fire (pun intended) for swapping one form of pollution for another.

Environmental activists have pushed for recycling as a better alternative, arguing for a “waste hierarchy” that prioritises creating a circular economy for plastic waste where older plastic is recycled to serve our demand for new. They have also pushed to reuse plastic wherever possible, emphasising finding innovative uses for plastic waste that do not require further processing or chemical alteration.

While these solutions may be appealing on an individual level, they are a drop in the ocean if we are to seriously tackle the systemic problem of plastic pollution. Today, less than a fifth of plastic waste is recycled, and an even smaller percentage is reused. What's worse: both recycling and reuse are exorbitantly expensive and labour intensive, making them unviable solutions in the present economic conditions. And they require extensive segregation of waste in the initial stages, making them unfit for tackling the mounds of plastic waste that currently surround us.

The last three decades have seen the emergence of chemical recycling technologies that aim to transform plastic from a waste into a resource. Initially accused of being a part of the plastic industry's “greenwashing” tactics, these technologies have made significant progress to create a template – most crucially – for converting plastic into fuel while finding effective ways to contain or dispose the toxic by-products of the chemical transformation.

While earlier forms of chemical recycling



technologies used more crude forms of incineration, which released toxic fumes into the working-class neighbourhoods where plants were located, newer technologies have offered a cleaner, greener way to dispose of plastic waste in light of more stringent regulations.

However, there remain certain challenges to this type of process that have yet to be overcome. These include the substantial energy demands inherent in the process, the necessity for chemical catalysts, and the emissions produced by the involved plants. Moreover, most systems grapple with the recurrent need for shutdowns to mitigate the accumulation of residue. The final output often manifests as a wax-like substance, necessitating further processing in a refinery to yield either plastic or fuel. Notably, a substantial proportion of these initiatives fail to achieve profitability, relying on recurrent injections of capital to sustain their operations. This raises pertinent questions about the long-term viability and economic feasibility of such endeavours.

### Commercially viable solutions

In 2010, I saw an opportunity to tackle the plastic crisis in a commercially viable manner. I had just put together a consortium of manufacturing and engineering companies in response to the Deepwater Horizon accident in the Gulf of Mexico. Oil Containment Systems Inc further developed a high efficiency, low-cost plastic film – which I developed and patented with the original inventor, during efforts to contain the Exxon Valdez incident with the assistance of the Canadian Government – to put into action a rapid, efficient clean up and containment of oil spills.

While I was in the Gulf of Mexico in 2010, conversations with scientists, industry leaders, and environmentalists made me realise that



not only was an alternative to older forms of chemical recycling possible – but it was also profitable. Four years of research and development later, Advanced Hydrocarbon Fuels Limited was born. With a business-first approach towards tackling plastic waste, AHFL has created the world's first commercially-viable technology to make fuel from plastic.

Our exclusive time-temperature control system enables the utilisation of diverse, mixed plastic feedstocks, including post-consumer, post-commercial, and post-recycling plastic and extending to end-of-life waste plastic in oceans. This innovative approach holds the potential to effectively address plastic waste on a global scale. Validated by a proof-of-concept certification from renowned engineering firm Wood PLC, our modular processing lines boast 24/7 operability and can be installed cost-effectively to adapt to fluctuating plastic processing volumes. Crucially, our method achieves plastic breakdown through energy-efficient gasification at lower temperatures, avoiding harmful emissions associated with earlier technologies. Our system also operates without a catalyst, eliminating the risk of emitting hazardous chemicals linked to catalytic pyrolysis and other unsustainable techniques. The result is an environmentally friendly, scalable, efficient, and economically viable process capable of producing substantial quantities of low-carbon footprint fuel, even from the most challenging-to-recycle plastics.

The main alternatives to plastic feedstocks are biofuels, which offer a somewhat cleaner alternative to fossil-based fuels. However, the ever-growing biofuel feedstock requirements have led to widespread deforestation and impacted wildlife conservation and carbon absorption strategies. Use of feedstocks like corn has driven up the cost of food worldwide,

harming availability in developing countries.

### **Keroclean®**

Over the last few decades, attempts to transform plastic into energy – be it through pyrolysis or other methods – have proven to be a wild rollercoaster of inefficiency, sky-high costs, lacklustre productivity, and, in some cases, perilous adventures in sustainability.

AHFL is here to change that. More than 60% of the output of our lines is fuel, compared to typically less than 40% for other processes. Keroclean®, our trademark fuel, can be mixed with diesel to power everything from industrial power generators to heavy machinery at significantly reduced costs and emissions. A single AHFL line can produce up to 13.7 million litres of fuel per year, processing a minimum of 2 metric tonnes of waste plastic per hour.

35% of the gas produced through our lines is recycled to power the plant itself, making our technology practically self-sufficient and allowing it to function almost entirely off the grid. This means that modular AHFL lines can be installed anywhere – from airports to landfills. The final 5% of the AHFL process output is an ash that can be used in paving.

Keroclean® is a game-changer as it allows for a pragmatic, phased solution to the plastic crisis. We know that the long-term solution for plastic pollution is an end to plastic production and that the long-term solution to climate change is a complete turning away from traditional fuels. However, in the meanwhile, we cannot stop finding innovative ways to make existing processes more efficient and sustainable until a permanent solution is found.

By tackling plastic that already exists in the environment – in landfills, municipal waste units and oceans – AHFL aims to tackle the plastic crisis at scale. More importantly, given that equipment – from tractors to marine transport vehicles – isn't likely to be replaced overnight with alternatives that use more sustainable fuel, our focus is on ensuring that Keroclean® can be mixed with diesel to power existing machinery without the need to replace their engines.

### **Looking to the future**

According to a 2022 OECD report, plastic waste is projected to almost triple by 2060. Each day wasted in finding a perfect solution, then, results in unprecedented amounts of plastic piling up in landfills, entering our waterbodies, and seeping into our topsoil.

International efforts to tackle plastic

pollution are progressing slowly, but surely, towards innovative problem solving. An Intergovernmental Negotiating Committee (INC) under the UN Environment Assembly has been set up to develop an international legally binding instrument on plastic pollution – including in the marine environment.

The UK is playing a decisive role in these negotiations, making alternative fuels a priority in discussions around national energy policy. In November 2023, a Virgin Atlantic flight made history by becoming the first transatlantic flight to operate entirely on Sustainable Aviation Fuel. This was made possible through support from the DfT (which has also set up an ambitious Advanced Fuels Fund) and partners within the corporate world and academia.

In the face of a favourable regulatory atmosphere and bolstered by a sense of greater global urgency around the plastic crisis, I am confident we will deliver upon our promise of creating a commercially viable way to transform plastic into fuel. Our demonstration line processes 1,000 pounds of mixed plastic waste per hour, producing 650 pounds of fuel. Our full production line will process at least 4,000 pounds per hour - possibly considerably more.

There are unarguable reasons why plastic waste needs to be removed from our ecosystems now rather than later, allowing us to reclaim our land and oceans and stop plastic further infiltrating our food chain. Our approach will be price competitive with fossil fuels in all applications and will not require subsidies or carbon offsets to achieve similar results.

At AHFL, we believe that addressing the world's plastic waste problem needs to start now and work alongside the nation's decarbonisation projects.

There is no alternative.

**Brian Ablett is a UK-based inventor and entrepreneur who began by starting companies, as a teenager, in his native Canada. In addition to Advanced Hydrocarbon Fuel Ltd, Brian has founded Oil Containment Systems Inc, a high efficiency, low-cost plastic film for rapid response to contain and clean up oil spills, and Brian's Glove Project Ltd, in partnership with a leading UK university, developing and marketing an original concept product to reduce the spread of MRSA in hospitals and lower the impact of SARS, and over 50 other companies, developing new products and technologies.**



# PORTLAND MARKET REPORT

JANUARY  
IN VIEW

## CAN A 'TINPOT OUTFIT IN YORK' CONTINUE TO OUTSMART THE WORLD'S LEADING ENERGY ANALYSTS?

This time last year, UBS predicted that prices in 2023 would "likely soar past \$100 a barrel". At the same time, and in a similar style, Goldman Sachs saw Brent averaging \$98 a barrel, with prices in excess of \$105 in the second half of the year. Dow Jones Group predicted an average price for 2023 of \$96 per barrel, whilst JP Morgan was slightly more prudent with a forecast of only \$90 per barrel. Even the US Department of Energy (which has all the available data for US shale production – see below) predicted an average price of \$95, whilst the World Bank joined the party in the second half of the year, predicting that prices could top \$150 on the back of Israel's invasion of Gaza.

Meanwhile, a tinpot outfit in York, going by the name of Portland, was one of the very few companies last January to actually forecast oil prices falling in 2023, which meant for the 9th year in a row we got our annual oil price prediction correct. On January 1st, 2023, the Brent Crude price was \$82 per barrel and by the mid-point of the year (Jun 30th), this had dropped to \$75 per barrel. On the last working day of December, the price had risen slightly to \$77. The average price for the full year was \$82.16 (versus an average of \$104.28 in 2022) and this is very relevant when we consider just how far off the mark the aforementioned 2023 predictions really were. The nature of averages means that if the oil price in January 2023 was \$80 per barrel, then for a mean annual calculation of \$100, at some point the highest price would need to be in excess of \$115. In fact, the high point of the year was \$92 per barrel (September) and the low was \$71.84 in June.

The reason so many analysts got their 2023 price predictions wrong (apart from the obvious fact that Investment Banks do better in bullish markets) was their continued preoccupation around supply security. This was a subject that had dominated the energy picture in 2022 (on the back of the Russian invasion of Ukraine) and, although a reasonable position to take going into last year, it overlooked two key factors. Firstly, that oil supplies in 2023 would be more robust, and, secondly, that the global economy was sickly,

thus suppressing oil demand.

On the supply front, way too much focus was placed on the actions of OPEC+ (OPEC Members plus Russia), as they desperately tried to force prices upwards via continuous announcements of production cuts. Not only did this dissatisfy its own members (such that Angola resigned from OPEC at the end of the year), but 2023 actually saw the cartel's activity playing second fiddle to rapidly increasing oil production in other parts of the world. The US shale industry had already added 1m barrels per day (bpd) by the end of 2022 and was more than happy to keep pushing volumes up to fill the gaps left by withdrawn OPEC barrels. At the same time, Guyana's new Stabroek field came onstream (+500,000 bpd), whilst further large scale production increases were also seen in Brazil, Argentina and Canada.

At the same time, on the demand side, China's economy did not rebound as expected after Beijing's panicked dismantling of its Covid restrictions in December 2022. In fact, the Far-Eastern economic giant saw fairly moribund growth levels throughout the year which, for the most part, were actually lower than lockdown-affected 2022. In the West, at the same time, inflation and high interest rates either kept most economies flatlining or sent them into mild recessions, further limiting demand for oil products. Only India saw robust GDP growth (>7%), but, of course they were buying cheap oil from Russia, unavailable to the rest of the world (because of sanctions), thus removing this chunk of consumption from the global demand equation.

What of 2024 then? Unlike this time last year, few analysts are predicting significant spikes in the price of oil. This is remarkable considering that we have ongoing wars in Russia / Ukraine and Israel / Palestine, plus a rapidly deteriorating security situation in the Red Sea. However, such is the confidence in growing oil supplies from the Americas, matched with an equal lack of confidence in economic growth, that geo-political concerns are now seen as less important than the basics of supply and demand.

There might, however, be two possible situations that send oil prices skywards. The

first is a full escalation of the military activities in the Red Sea and a possible spill-over into the Arab Gulf.

Remember that around 50% of the seaborne oil trade passes through or near these waters and, whilst traders have been remarkably sanguine about the burgeoning conflict so far, waking up to the news that a super-tanker has been commandeered or sunk would swiftly send oil markets into panic mode.

Later in the year, we might also see Russian interference in November's US Presidential Election. Do not underestimate the desire that exists in Russia for a Trump victory, as the Republican candidate has already indicated he will end military support for Ukraine and push for a negotiated settlement, should he get elected (presumably he won't dispute the outcome if he wins).

The one thing that Joe Biden would not want in the run-up to an election is high gas(oline) prices and, thus, Russia may aim to derail the Democrat campaign by manipulating oil prices upwards. This would involve the further withholding of Russian oil and gas in the 3rd Quarter, generating significant short-term economic pain for Moscow, but Putin has proved on more than one occasion that he is willing to play the long game.

Both above scenarios do still seem at the more fanciful end of the scale and, more importantly, even if these events did come to pass, the impact on oil prices would be short-lived.

Therefore, Portland's 2024 prediction is for a fairly uneventful year on the markets, with Brent Crude trending sideways and staying in the \$70 - \$80 price bracket.

For more pricing  
information,  
see page 42

# The Fuelsoft Cloud Solution

Powered by **Compuserve  
Live**

Fuelsoft provides all the tools  
you need, including:

## Fuel Distribution

Sales Order Processing  
Enhanced BoilerJuice integration  
Integrated On-Line Ordering  
Credit/Debit Card Facility  
Credit Control, Scheduling  
RDCO/ROM1  
Repeat Orders & Top Ups  
Lubricants and  
Warehouse Stock  
Integrated Financials  
Optional Routing & In-Cab  
Computers

## Fuel Card Management

Pricing Strategies  
Integration into KF, UK  
Esso, BP, Shell, Fast Fuels  
Facility for own ISO  
Card Manufacturing  
Self Billing, Financials & Stock Control

## Microsoft Dynamics CRM Integration

Marketing, Sales,  
Customer Care  
Custom Dashboards

Hosted  
in an

**Ultra-Secure,  
Resilient** Data Centre

Industry-leading, scalable system with enhanced **Performance,  
Connectivity** and **Built-in Business Continuity**

ISO 27001 & ISO 9001 ACCREDITED



**SaaS**

Secure Managed  
Software



Secure



Resilient



Scalable

✓ **GDPR**  
Compliant

✓ **HMRC**  
Making Tax Digital Compliant

✓ **SOX**  
Compliance with Audit Trail

Talk to us NOW about the Fuelsoft Solution,  
it's in the Cloud and at your fingertips



**Fuelsoft**  
Powering your success

Call us on: **03300 583 900**

Pinewood, Bell Heath Way, Woodgate Business Park, Birmingham, B32 3BZ

Email: [enquiries@fuelsoft.co.uk](mailto:enquiries@fuelsoft.co.uk) [www.fuelsoft.co.uk](http://www.fuelsoft.co.uk)

Your customers  
can order using  
the Fuelsoft mobile  
friendly web  
ordering system





**UKIFDA EXPO**  
& CONFERENCE 2024

10<sup>th</sup> and 11<sup>th</sup> April 2024  
Exhibition Centre Liverpool

Sponsored by



# Uniting The Liquid Fuel Distribution Industry For Future Thinking



EXPO 2024 is the place to stay ahead of the curve, embrace the shift and collaborate for business resilience in these changing times.

To register to attend or for more information, please visit [www.ukifda.org](http://www.ukifda.org) or contact UKIFDA's membership and events manager:

**Dawn Shakespeare**

**Email: [ds@ukifda.org](mailto:ds@ukifda.org)**



Follow:



X

@UKIFDAEXPO  
@UKIFDA



LinkedIn

UK and Ireland Fuel Distributors Association (UKIFDA)





# INDUSTRY INSIGHT

## XPO Logistics: supporting wellbeing in the logistics and transportation sectors

### What are the specific challenges in the logistics sector?

From a wellbeing perspective, drivers have the same challenges across the wider industry. For example, general health and fitness shortcomings which can result in problems with weight, sleep apnoea, and mental health and wellbeing concerns.

### What do you see as the biggest needs for support around wellbeing?

Medical checks at regular intervals, good healthcare advice and regular screening. Regular wellbeing check-ins with drivers to encourage them to seek support and provide them with the resources to do so.

### What actions are being taken to support those in the XPO family?

Health screening at sites enables drivers to identify problems and seek medical advice.

We cover the costs of medical checks and offer occupational health reviews and personalised feedback. XPO Logistics also partners with charitable organisations to provide guidance on mental wellbeing. XPO Logistics also recently launched a wellbeing app called Thrive that obtains resources from an occupational health partner, including guidance on mental, physical, and financial wellbeing and online advice and resources. In Q1 of 2024, we will focus on men's health.

In June 2023, XPO Logistics was joined by partners Neuroinclusive HR, Henpicked: Menopause in the Workplace Ltd and Vista Employer Services for a roundtable discussion on menopause awareness in Birmingham. This was followed by a series of webinars for managers and colleagues on supporting a colleague going through menopause and an interactive session for XPO's Female Drivers forum. This has been further supported by a

series of menopause coffee mornings where colleagues meet informally to discuss their personal experiences and how XPO can support colleagues in the workplace. The sessions have received positive feedback and have been attended by several colleagues keen to understand how they can support their colleagues and partners, family members and friends.

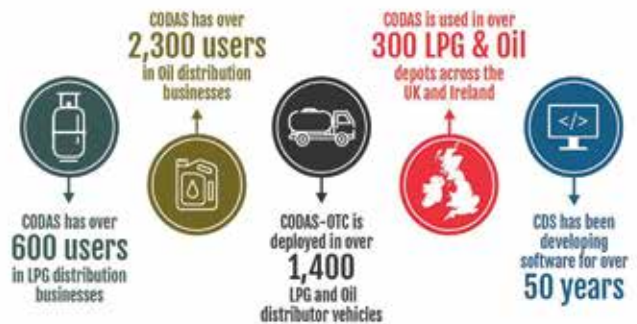
### Any additional external support you believe would make a difference?

A review of the Driver's Medical requirements and more regular checks on health and wellbeing.

**Lynn Brown** leads the HR function at XPO Logistics in the United Kingdom and Ireland. She joined the executive team recently, extending her 17-year career in Logistics and Supply Chain. Lynn is passionate about Employee Engagement, Talent Development and working closely with the business to achieve goals. In her spare time, she enjoys horse riding and keeping fit. As vice president, human resources – UK and Ireland, XPO Logistics, Lynn talks us through the steps the company has taken to support wellbeing in the sector.

# CODAS

The Market Leading Software for Today's Liquid Fuels Distributor



**CODAS** is a suite of software designed to meet the full range of specialist requirements for downstream liquid fuels distributors.

From prospecting for new business, customer and sales activities, load scheduling and routing, purchasing and stock control, to a full business financial suite supported by the reporting of management information, **CODAS** has been proven to dramatically improve operational efficiency, increase sales and profitability as well as reducing costs.

With **CODAS** as your chosen software solution, richer engagement with your customers and maximised operational efficiency lie at your fingertips. With **CDS** as your services partner, comprehensive and attentive support with unparalleled commitment to the success of your business is our guarantee.

Contact us to find out what **CODAS** and **CDS** can do for your business.

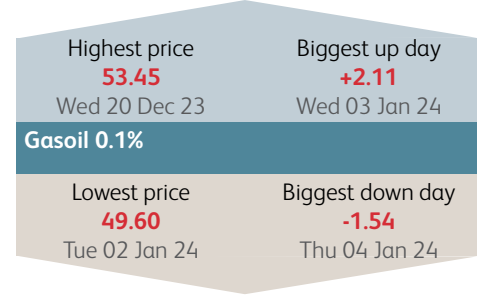
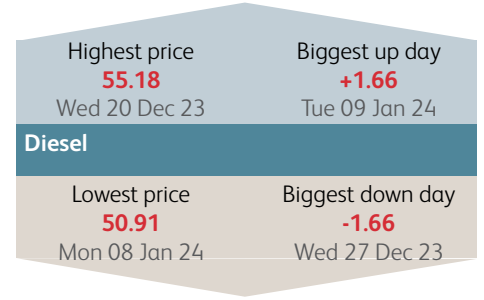
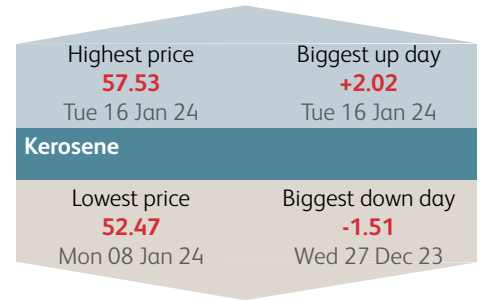
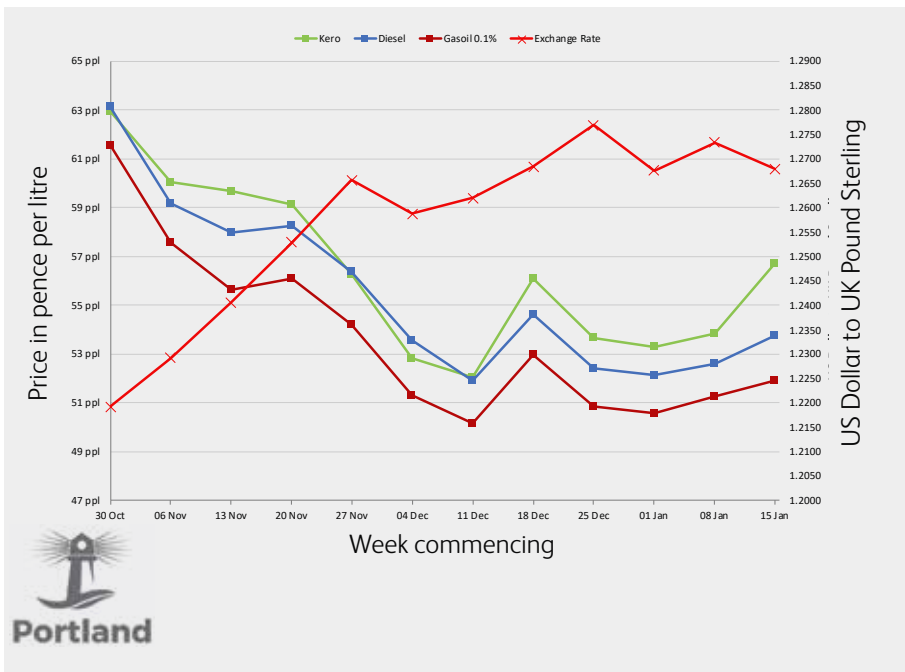
- 0161 832 9251
- sales@codas.com
- www.codas.com



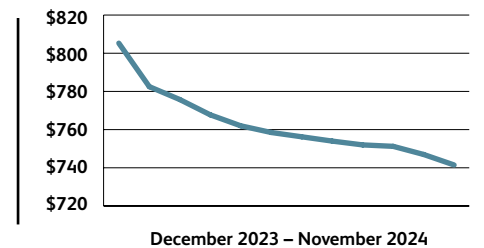
## Wholesale Price Movements: 19th December 2023 – 18th January 2023

	Kerosene	Diesel	Gasoil 0.1%
Average price	54.75	53.15	51.54
Average daily change	0.91	0.83	0.83
Current duty	0.00	52.95	10.18
Total	54.75	106.10	61.72

All prices in pence per litre



Gasoil forward price  
in US\$ per tonne



## The Fuel Oil News Price Totem

	Trade average buying prices			Average selling prices		
	Kerosene	Gasoil	ULSD	Kerosene	Gasoil	ULSD
Scotland	57.26	65.82	111.29	62.86	67.52	111.84
North East	55.14	63.19	107.63	64.84	65.85	109.81
North West	54.09	61.82	106.71	63.07	68.19	111.87
Midlands	55.66	64.42	109.10	61.43	66.32	110.53
South East	54.16	62.35	107.17	69.25	69.23	110.07
South West	54.26	62.31	107.15	64.28	66.11	109.66
Northern Ireland	54.61	62.15	106.99	61.86	68.38	n/a
Republic of Ireland	54.72	63.52	n/a	74.86	73.03	112.01
Portland	52.47	59.87	103.86			

The price totem figures are indicative figures compiled from the Portland base rate using calculated regional variances.

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 €.

Wholesale prices are supplied by Portland Analytics Ltd, dedicated providers of fuel price information from refinery to pump.

For more information and access to prices, visit [www.portlandpricing.co.uk](http://www.portlandpricing.co.uk)

WELCOME TO FEBRUARY'S EDITION OF OUR SPECIAL MONTHLY FEATURE WHICH GIVES YOU THE OPPORTUNITY TO 'MEET' AN INDUSTRY FIGURE AND, HOPEFULLY, TO DISCOVER ANOTHER SIDE TO THEM BEYOND THE WELL-KNOWN FACTS. THIS MONTH WE CHAT WITH **JO RITZEMA**, MANAGING DIRECTOR AT WCF LTD.

## "TRUST YOUR INSTINCT WHEN IT IS SCREAMING AT YOU."

**JO RITZEMA**

### Give your career history in 25 words or fewer.

Retail Assistant; Accountant; Finder, Acquirer and Integrator of new businesses; Systems Implementer; Storyteller; Questioner; Strategist; Coach and Mentor; Visionary; Celebrator of our people's successes.

### Describe yourself in 3 words.

Fun, fair and loyal.

### What were your childhood / early ambitions?

International Banker – even though I had no idea what they did – I just wanted to live overseas.

### Describe your dream job (if you weren't doing this?)

Bookseller.

### Share your top tips for business success.

Revenue is vanity, profit is sanity and cash is king.

### Tell us your greatest fear.

Dried flowers and clowns.

### What's your most recent business achievement of note?

Diversification into campsites as a natural seasonal offset to distributing heating oil.

### What's the best business advice you've ever received?

Trust your instinct when it is screaming at you

### Which is most important – ambition or talent?

Ambition – but for your business, not for yourself.

### What's the best thing about your job?

Watching others grow and succeed.

### Which is the quality that you most admire?

Generosity.

### What are you most likely to say?

What's the worst thing that could happen?

### What are you least likely to say?

I am so pleased Manchester City won the Premier League again.

### Describe your perfect day.

Bike ride, G&T watching the sunset on the beach, wine and fire pit watching the dark skies.



### Do you have a favourite sports team?

See if you can guess from my comment above!

### What's the biggest challenge of our time?

Climate change.

### Cheese or chocolate?

Cheese but not the blue mouldy stuff.

### Share your greatest personal achievement.

Cycled from Amsterdam to Bruges.

### What's your pet hate or biggest irritant?

People who are keen to find the problems but slow to offer the solutions.

### If you were on 'Mastermind' what would your specialist subject be?

Duran Duran between 1981 and 1986 – I have a short attention span.

### If you were elected to government what would be the first law you'd press for?

Euthanasia.

### If your 20-year-old self saw you now what would they think?

You finally stopped biting your nails!

### What is number 1 on your bucket list?

Learn to play bass guitar like Roger Waters... or just learn to play bass guitar!

### What 3 things would you take to a desert island?

A radio for Test Match Special. Shiny Happy Playlist. Crisps and lip balm.

### Tell us something about you that people would be very surprised by

I used to ballroom dance.

### Who would you most like to ask these questions of?

Sir Alex Ferguson.



# Products & Services Directory

**EVERYTHING YOU NEED TO PROTECT YOUR BUSINESS**

**OAMPS**

HAZARDOUS INDUSTRIES  
Your insurance partners in the fuel & oil industry



01372 869762 | www.oamps.co.uk

OAMPS is a trading name of Pen Underwriting Limited, which is authorised and regulated by the Financial Conduct Authority (FCA number 314493). Registered Office: The Walbrook Building, 25 Walbrook, London EC4N 8AW. Registered in England and Wales. Company Number: 5172311



Measurement & Metering Control

Complete liquid management

- Automated tanker loading
- Web based tank gauging
- Stock control systems
- Bottom loading skids and conversions
- Engineering design services
- Site maintenance

T: +44 (0) 1629 815674  
F: +44 (0) 1629 813426  
sales@ea-projects.com

www.ea-projects.com

**fastexocet**

FUEL ADDITIVE SCIENCE TECHNOLOGIES LTD

**UNIQUE FUEL ADDITIVES GIVING GUARANTEED RESULTS**



Tel: 01743 761415 www.fastexocet.co.uk

**cobo**  
Tankers & Services



**MARKET LEADERS IN PETROLEUM ROAD TANKERS**

Cobo Tankers and Services Ltd  
C26 Josephs Well  
Hannover Lane  
Leeds  
LS3 1AB

Main Office : 0113 3886400  
Fernando Gomis : 07840 048 835  
fgomis@cobotankersandservices.co.uk  
Terry Morgan : 07712 871 786  
tmorgan@cobotankersandservices.co.uk  
Joby Clark: 07592 519 349  
jclark@cobotankersandservices.co.uk

**SIMPLIFY YOUR INSURANCE!**

A Whole Business Insurance Package for **Liquid Fuel Distributors**

- One Product
- One Insurer
- One Payment
- One Renewal Date



Book your appointment - you have nothing to lose!

hello@oilshield.co.uk 020 3907 1361



Oilshield is a trading name of a group of companies, including Oilshield Limited, which is authorised and regulated by the Financial Conduct Authority (FCA) under its permission number 128834. This may be a different company to the one you are dealing with. Oilshield Limited is authorised and regulated by the Financial Conduct Authority (FCA) under its permission number 128834. This may be a different company to the one you are dealing with. Oilshield Limited is authorised and regulated by the Financial Conduct Authority (FCA) under its permission number 128834. This may be a different company to the one you are dealing with.

**ELIMINOX**



Working Towards a Cleaner World

- EN590 / EN16709 / EN228 Compliant
- UK's No. 1 Environmental Fuel Conditioner



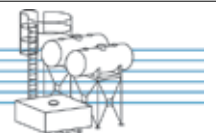
Powering Progress for Future Liquid Fuels  
WWW.ELIMINOX.CO.UK +44 (0)1743 709930



**ALLIED Storage Tanks Limited**

- Shop fabricated storage tanks cylindrical or rectangular up to 200,000 litre capacity
- Site built storage tanks up to 5,000,000 litres capacity
- Refurbishment and demolition of existing site storage tanks
- Basement generator fuel tanks

- Self bunded tanks cylindrical and rectangular
- Offloading and installation of shop built storage tanks
- Bitumen bases, pipelines, insulation & cladding, access steelwork and ancillary equipment



Phoenix Works, Richards Street  
Darlaston, West Midlands, WS10 8BZ

Tel: +44(0) 121 568 8166  
Fax: +44(0) 121 568 8177  
email: sales@alliedstoragetanks.co.uk

**PreciCONTROL**



PreciMA

X-Master

PreciNODE Radio

PreciNODE 4/3 I/O

WIPIT Remote Control



**Alfons Haar Ltd.**

Call 011 3 252 2663  
www.alfonshaar.co.uk

Unit 2, Springwell Park 27  
Dark Lane, Birstall, WF27 9LN

Fuel Oil News is sold solely on condition that:

- (1) No part of the publication is reproduced in any form or by any means electronic, mechanical, photocopying or otherwise, without a prior written agreement with the publisher.
  - (2) The magazine will not be circulated outside the company / organisation at the address to which it is delivered, without a prior written agreement with Ashley & Dumville Publishing.
- The publishers gratefully acknowledge the support of those firms whose advertisements appear throughout this publication. As a reciprocal gesture we have pleasure in drawing the attention of our readers to their announcements. It is necessary however for it to be made clear that, whilst every care has been taken in compiling this publication and the statements it contains, the publishers cannot accept responsibility for any inaccuracies, or the products or services advertised.
- Fuel Oil News is printed on sustainable forest paper. © Ashley & Dumville Publishing. Printed by Stephens & George Print Group Tel: 01685 388888

Published by

