

Fuel Oil News

MARCH 2023

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Format wars don't always produce the right winner

History is littered with tales of different formats of, fundamentally, the same thing, competing for supremacy.

In the mists of time, it was coal versus wood, with coal winning the battle of the burn. As mankind grew more sophisticated and, arguably, more violent, bronze faced up to steel with the latter victorious, only for the battle to move to arrows versus guns with arrows quickly going the way of bronze.

An instinct for invention, coupled with a need to conquer, has seen a proliferation, in more recent history, of far less bloody, tech-based battles. Nintendo v Sega, Playstation v Xbox, Apple v Android and, even here, we previously considered the significance of Kodak's failure to seize the digital opportunity. But one stands above them all – the legendary, and long-running, battle of VHS v Betamax.

Two very similar technologies, backed by household names but, whilst one went on to dominate, changing home video usage forever and occupying the majority of space in Blockbuster video rental stores, the other was eventually consigned to geek status

with a concessionary display in the darkest corner.

It is a tale well worth the read but, in a nutshell, the ultimate failure of Sony was its attempt to dictate the market rather than listen to what the public really wanted. Sony's Betamax offered superior quality, but people wanted cheaper, better usage, and compatibility. They found this with VHS.

As a sector, we find ourselves embroiled in another format war, as energy technologies compete for dominance on the road to net zero.

Given that we don't have the years available to battle it out to 'last man standing' the only way to win this one is to work together to drop our personal crusades and understand each other's contribution so that, with a technology agnostic approach, we can solve the pain points, identify best-fit solutions, for now and future, and deliver clean energy solutions to customers faster.

Otherwise, we all lose out.



Margaret Major, Managing Editor

✉ margaret@fueloilnews.co.uk
🌐 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.

Founded in 1977 by James Smith

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Ask this industry stalwart anything about online fuel marketing but don't let them near your hedges.



Claudia Weeks

Content creator
✉ claudia@fueloilnews.co.uk
☎ 07436 338241



Liz Boardman

Content creator
✉ liz@fueloilnews.co.uk
☎ 07970 802999



Natalie Persoglio

Social media executive
✉ natalie@fueloilnews.co.uk
☎ 07485 372627



Rhian Burge

Subscriptions
✉ rhian@fueloilnews.co.uk
☎ 07485 372626



Adrian Major

Sales manager
✉ adrian@fueloilnews.co.uk
☎ 07909 968982



On the cover

Standing proudly, in front of a recent build, are James, Trevor and Andrew of Road Tankers Armagh who highlight the importance of the unique relationship they have with suppliers and customers 'In Conversation' on pages 16 & 17.



In this issue

In 'Industry Voice', on pages 26 & 27, Rupert Turner explains the appeal of his emerging energy role, with HVO feedstock sustainability considered on pages 28 & 29 and the role of sewage in fighting climate change discussed on pages 21 to 23.

WCF Fuels North West sponsors Morecambe Football Club

WCF Fuels North West, the Lancashire-based distributor, is celebrating a new sponsorship deal with Morecambe Football Club (nicknamed The Shrimps). Now competing in Sky Bet League One, Morecambe FC have been playing professional football in Morecambe for over 100 years. In 2021, they had a footfall of over 100,000 visit the Mazuma Stadium, making it the biggest single attraction in the local area.

A family-friendly club, The Shrimps play a massive role in the local community. WCF Fuels NW decided to partner the club as it is local to the distributor with most of the WCF Fuels NW team living in the area and, of course, avid supporters. With the fuel supplier also playing a vital role within the community it serves, the club sponsorship is an ideal fit to its ongoing charity support, local networking and community support.

Under the agreement, WCF Fuels North West will become the club's official fuel partner, helping drive Morecambe FC on the road to success.

WCF Fuels is committed to engaging with the local community and the partnership with Morecambe FC is in addition to them being the



principal sponsor of grass roots club Carnforth Rangers.

Bringing values to life

Gemma Hogg, general manager at WCF Fuels, said: "As a business, we believe that the work we do in the community says a lot about our people, culture, and values. Getting involved with a local sports team like Morecambe FC gives us the chance to bring our values and culture to life both for our team members and for our local community.

"We get opportunities to meet people from all walks of life, build new relationships and expand our business opportunities. We're always looking for ways to help our local community. We wish them every success for the forthcoming season and look forward to



hearing about their games."

As well as being the Official Fuel Partner, WCF will benefit from branding around the ground and will also be one of the headline sponsors for the summer 'Stars of the West End' show series at the Mazuma Stadium.

A valued partnership

Morecambe FC head of commercial Martin Thomas said: "It's great to partner with local companies and WCF Fuels NW have shown their commitment to supporting the local community with this partnership alongside others that they also have in place. It has been a pleasure working with Gemma Hogg and the team at WCF to set up the partnership and we feel it is one that will continue for many years to come."

Launch of JET CHARGE delivers 'what charging should be like'

JET has announced the official launch of JET CHARGE – the UK fuel brand's ultra-rapid, pay-as-you-go, EV charging offer.

Following a soft launch at three company-owned sites, JET CHARGE has received highly positive reviews with customers highlighting 'speed', 'simplicity of use' and 'easy payment' as key features.

One customer, who used JET CHARGE at Beacon Garage in North Yorkshire, commented: "This is what charging should be like. Rock up. No waiting. Present card, plug in. Pause. Present card, unplug, and away you go."

Customer first

Featuring 150kWh ULTRA-RAPID charging, pay-as-you-go payment and no minimum charge, JET CHARGE has been developed with the customer's needs first and foremost.

"Speed, reliability and simplicity define JET CHARGE," says Oliver Mueller, retail business

manager, Phillips 66 Limited.

"Unlike a number of existing products that require convoluted app downloads and complex payment methods we have chosen a very different road. No connection fees, no subscriptions – just fast reliable charging with no minimum charge."

Reliability and consistency around charging times is a well-documented concern for EV drivers with advertised charge times often doubling or trebling at busy, high-usage periods.

Speed is the holy grail

"Our research among EV drivers was unequivocal – speed of charge is the holy grail. And that's why JET charging sites all have infrastructure in place to enable stable and fast charges," explains Mueller.

"It's definitely made the process of coming to market slower – but we were clear that we would launch once we had addressed the issues



that our customers were telling us about.

"JET is a value-for-money brand dedicated to getting our customers back on the road quickly and safely. JET CHARGE is no different."

Eye-catching and easy to use, the chargers all feature the two most common connectors – CHAdeMO and CCS – with the kilowatt per hour price displayed on roadside poles alongside fuel prices.

JET CHARGE will be listed on all popular and relevant destination directory services including: Zap-map, Google maps, Waze and in-car navigation systems.

Two new positions boost the sales team at Phillips 66

During February, Phillips 66 announced two new positions bringing a boost to the sales team with Martin Smith joining as retail account manager and Chamath Jayasooriya becoming marine sales manager.

Martin (top), who will be supporting the JET team in the Northern England region,



previously worked for Imperial Brands as a retail development representative working with a variety of customers across national accounts and the independent retail sector.



Chamath (bottom) has been with Phillips 66 for five years and was previously bench analyst & position keeper within the UK Commercial

organisation. Prior to that he worked in UK Marketing in the Supply group and is looking forward to re-joining the marketing team.

A wealth of experience

Commenting on the new roles Rupert Turner, managing director, UK Marketing, Phillips 66 Limited says: "Both Martin and Chamath bring a wealth of experience and exemplary track records and I am delighted to welcome them to the team. We look forward to their contribution to a year of continued growth and stand-out service to our customers."



Government commits £32.5m to fund move from red diesel

Being made available through the second phase of the Red Diesel Replacement Competition, which supports projects that seek to develop red diesel alternatives, this next phase of funding will assist industry to reduce reliance on fossil fuels. Supporting the UK's commitment to move away from red diesel, through the development of greener technologies and low carbon fuels, will help to cut industry emissions and energy costs.

At Budget 2020, the government announced that it was removing the entitlement to use red diesel from most sectors from April 2022 to help meet its climate change and air quality targets. As a result, many energy-intensive industries dependent on natural gas and oil products for operations and production have seen their energy costs soar over the past year with already high prices driven further upwards after the Russian invasion of Ukraine.

Boosting green investment

BEIS launched the Red Diesel Replacement competition in September 2021 to provide grant funding to support the development and demonstration of innovative technologies to

help decarbonise the construction, mining and quarrying sectors that will be most impacted by the removal of the red diesel rebate.

Minister for Energy and Climate Change Graham Stuart said: "These industrial sectors, and the jobs they create, are crucial to our economy, and they also have an important role to play in our shift towards a greener, more secure future.

"This latest round of funding will help to speed up industrial decarbonisation, providing industry and consumers with effective low-carbon alternatives to red diesel while boosting green investment to future-proof the resilience of British industry."

The recently announced funding follows £6.7 million funding provided to 17 winners under Phase 1 of the competition, in areas covering electrification, e-fuels and green hydrogen, as well as technologies that capture and store energy which would ordinarily be wasted from a vehicle or machine.

The new funds will go toward developing alternatives to red diesel, or gas oil, such as electrification and green hydrogen, and are the government's latest step in "driving industrial energy independence and encouraging green investment across the country."



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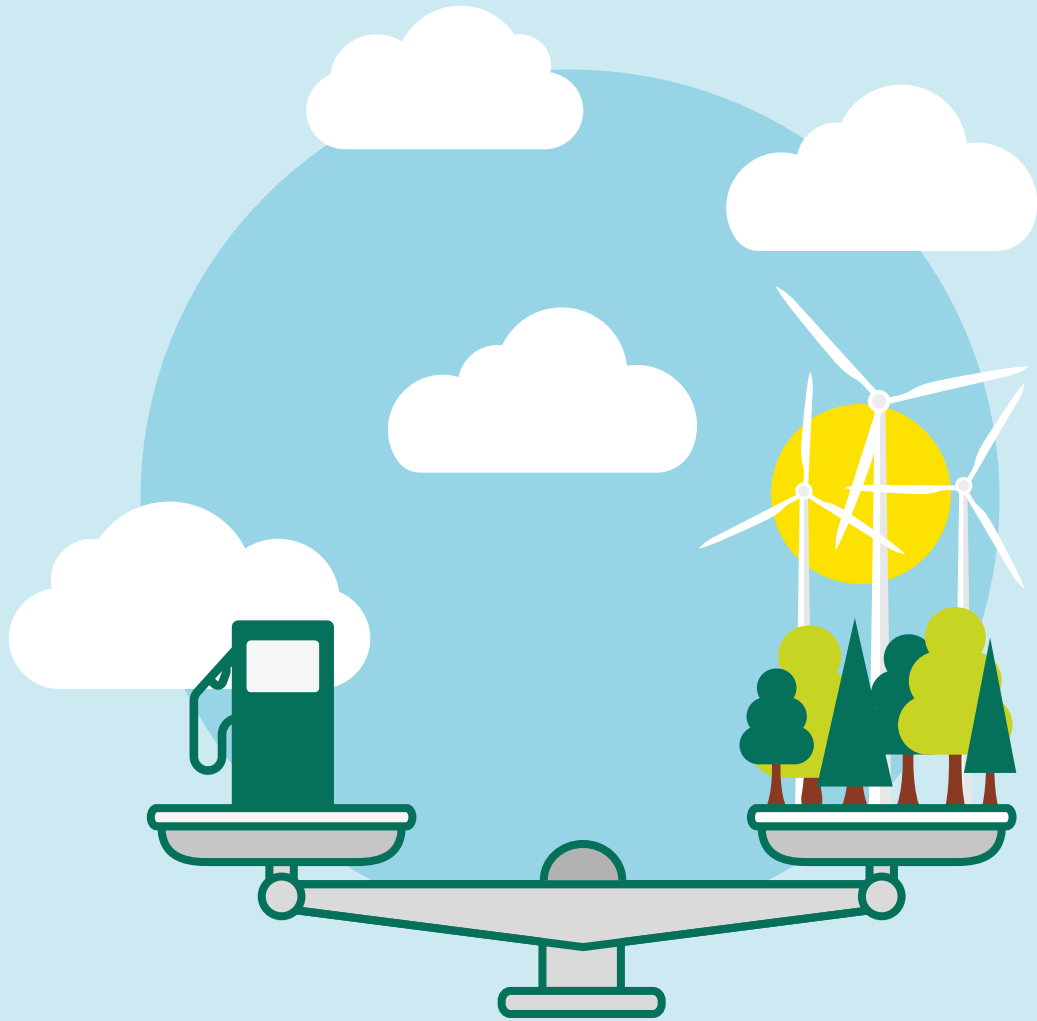
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Clean energy jobs outnumber fossil fuel ones for the first time

With the transition driving growth, clean energy jobs now account for more than half of employment in the global energy sector, according to the International Energy Agency (IEA).

The IEA's first 'World Energy Employment Report' finds that 1.3 million new energy jobs were added between 2019 and 2021. More than 65 million people worked in the global energy sector in 2019, accounting for almost 2% of employment globally. The significant increase since has pushed global energy sector employment above pre-pandemic levels – despite oil and gas still struggling to recover from big layoffs in the early days of COVID-19 impacts. Of the 1.3 million new energy jobs, "virtually all" is in clean energy, the IEA estimates.

The report says clean energy has now "surpassed the 50% mark for its share of total energy employment" and has the biggest potential for job creation.

The IEA defines clean energy workers as those in sectors including bioenergy supply, generating power from nuclear and renewable sources, electricity grids and storage, electric vehicles manufacturing and energy efficiency.

Efforts to decarbonise the energy sector are driving employment trends, according to the IEA, with major new manufacturing facilities, especially in solar technology and electric



vehicles, coming online since 2019 helping to drive the growth in clean energy jobs.

Fossil fuels workers have essential future skills

Energy sector employment in 2019 is divided approximately into thirds among fuel supply (coal, oil, gas and bioenergy), the power sector (generation, transmission and distribution), and energy end uses (vehicles manufacturing and energy efficiency for buildings and industry).

In fuel supply, oil has the largest labour force, totalling almost 8 million, followed by 6.3 million in coal supply and 3.9 million in gas supply.

According to IEA estimates, 14 million new clean energy jobs will need to be created by 2030 with another 16 million workers moved to clean energy roles, if net zero emissions is to be achieved by 2050. Fossil fuel workers have many of the skills needed for these jobs and the IEA reports that many companies are already transferring their workers to newly created roles in low carbon energy.

Skilled workers can transfer to offshore wind, carbon capture and storage, or

midstream hydrogen infrastructure, among many other sectors.

Unprecedented shifts

Dr. Fatih Birol, executive director IEA, comments: "Russia's invasion of Ukraine and the resultant energy crisis have seen countries accelerating their clean energy transitions to shift and secure energy supply chains.

"The success of these efforts will rest on the shoulders of the 65 million workers currently employed in the energy sector, and the ability of the energy sector to attract and train new workers. With strategic foresight and commitment to achieving just and people-centred transitions, policy makers and industry decision makers can provide the support workers need to transition out of declining industries and maximise opportunities for additional good quality jobs."

"The transition to a secure and sustainable energy future for all requires unprecedented shifts in the global energy sector. Its success will depend a great deal on the actions governments, industry, labour representatives and educators take to prepare the energy workforce of tomorrow."

Second award for 2022 UKIFDA Innovation Award winner recognises environmental contribution

Eliminox, winner of the 2022 UKIFDA Innovation Award sponsored by Fuel Oil News, has received further recognition of its contribution to decarbonisation and emissions reduction..

In a presentation that took place at the UK Ports Trade Association's annual sustainability awards event in the London Docklands on 19th January, ElimiNox was awarded its second industry award – the UK Ports Greentech Environmental Award 2023.

Proudly announcing the Greentech company's success, Gwyn Lewis, ElimiNox MD, commented: "We are very happy to receive

this award from UK Ports as we continue to assist its members on the pathway of decarbonisation. Enabling them to reduce fuel consumption and carbon emissions from vessels, dockside plant, and machinery, makes the ports and coastal waters safer, healthier environments for personnel and the general public."

"The UK Ports award follows our UKIFDA Innovation Award 2022 which demonstrates our continued commitment to the liquid fuels industry in providing a unique biodegradable product that reduces dangerous emissions from all carbon-based fuels including HVO."



Photo shows from the left Gwyn Lewis MD ElimiNox, Bill Anderson CEO UK Ports and Jerry Lowe UK Ports Environmental & Sustainability Ambassador.

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Gi Group Holding secures exclusive industry supplier status

Leading HR solutions company Gi Group Holding has secured a prestigious accolade, becoming the only industry body-approved recruitment supplier to the UK & Ireland oil and fuel sector.

Gi Group Holding is the parent company of Gi Group and operates through several specialist sub-brands with branches across the UK, positioning it perfectly to help support the downstream fuels industry.

With an already strong industry presence, the recruiter and HR services provider wanted to offer peace of mind to companies needing to recruit. Acquiring accreditation from UKIFDA – the body which provides the benchmark standards and support that liquid fuel distributors and associate members need to run their businesses safely, sustainably and successfully – means that Gi Group Holding follows the same standards. This enables the company to not only adhere to industry regulations, but also to ease the burden of lengthy recruitment cycles frequently experienced by companies within the sector.

The average recruitment period for roles within the energy and utilities sector is, currently, 28.8 days, making it the third longest sector to recruit for, only sitting behind the aerospace and defense industry and positions within Government.

Positive impact

Paul Smith, Gi Group's chief operating officer UK & Ireland, said: "It is a proud moment for our business to be named the only UKIFDA



Paul Smith with members of the team at Gi Group Holding

approved supplier to the oil and fuel industry across the UK and Ireland."

"We wanted to make a positive impact when it came to compliance and recruitment speed within the sector. We are serious about keeping companies safe and providing audit compliant services."

"With our new UKIFDA accreditation, clients who engage the services of Gi Group Holding can be safe in the knowledge that candidates will be checked against latest regulatory requirements and that everything is industry compliant. No other recruiter offers this."

"Our specialist consultants are in constant conversation with our candidates and customers so that we can ensure we are pairing the right people with the right roles – an assurance which is particularly valuable for those working in the fuel and oil industry given the scope and nature of work they do."

"Being a member means a seal of approval that Gi Group Holding has an in-depth knowledge of the industry and its regulations, while crucially for our customers and candidates, our official supplier status from UKIFDA will help speed up the recruitment process across the downstream fuels industry."

"In achieving this status, we are able to underline our credentials as the country's most efficient, innovative and forward-thinking recruiter."

With the industry knowledge of its expert recruiters, as well as the latest recruitment technology, Gi Group Holding can rapidly deliver

the calibre of candidates organisations need, and the recruitment and people insights vital to meet the strategic requirements and demands of a changing industry.

Jason Crispin, business development manager for Gi Group and the company's specialist in the energy sector explained that this edge can give firms the extra support they need, when it comes to employing the right person for the role: "We utilise market intelligence to provide more in-depth and thorough candidate profiles. This leads to higher quality, more reliable hires, which in turn can result in increased employee engagement and retention in the long-term."

Tackling the tough challenges

Paul highlights Diversity & Inclusion as another area where Gi Group is keen to help support companies: "Harsh working conditions and a predominantly male workforce has made it hard for HR professionals to establish a gender balance within their companies. We are aware that the oil and fuel industry has the second lowest share of women in the workforce of any industry, with just 22% of all workers being female."

"Through our business training and coaching schemes, we can help companies address these glaring gaps in the workforce, and simultaneously reach untapped pools of talent. It is all about cultivating a workplace culture that caters to everyone, rather than closing the door on groups of people."

Delivering more – the new go-to fuel viscometer

The kinematic viscosity of diesel is an essential parameter when it comes to the correct function of a diesel engine, as it has a direct effect on the operation of the fuel pump and injection system. The viscosity of (bio-)diesel influences the lubrication of the injection nozzle and injection pump and also provides information about the atomisation behaviour of the fuel and the size of fuel droplets in the spray. .

Anton Paar, a company that aims to provide customers with the best solutions,



seeks to develop products that offer more than others in the market. A leading company

in density and concentration measurement, Anton Paar's viscometers have revolutionised viscosity measurement. The SVM 1001 series are easy-to-use, accurate and economical instruments for the automatic measurement of kinematic viscosity with the instrument available in two different models: SVM 1001 and SVM 1001 Simple Fill.

Both instruments operate according to standard test method ASTM D7042 and provide D445 bias-correction. SVM 1001 Simple Fill offers particular convenience as it provides automatic filling, cleaning and drying.



Looking beyond the name

OUR REGULAR COLUMN FROM UKIFDA CEO KEN CRONIN SHARING HIS LATEST THOUGHTS ON THE LIQUID FUEL DISTRIBUTION SECTOR

I am sure most people will have noticed that we now have a new government department called the Department for Energy Security and Net Zero (DESNZ). Fewer people will have read the reams of comments emanating from the Westminster bubble about whether this is positive, negative or neutral.

Of course, things are never that cut and dried. The department, stripped of business, industry and science, is smaller, and smaller departments don't tend to fare well in the hierarchical government structure. But smaller departments tend to be more nimble, getting to the heart of issues and finding solutions quicker.

The removal of these elements from BEIS also removes an inherent internal conflict – the department no longer has to balance the interests of business with climate change – but in doing so, the Prime Minister may have created a bigger problem by actually externalising the conflict with another department.

Smaller departments also need charismatic, well-respected leaders, which has certainly been achieved in Grant Shapps. But we shouldn't forget that, in my two years as CEO of UKIFDA, we have had three Secretaries of State and four energy ministers. Unfortunately, this track record of musical chairs is far from unusual; the average tenure over the last 30 years of a minister in energy is less than a year.

Much is made of the fact that the new departmental name includes net zero rather than climate change and also includes the word security. The reality is we need to look beyond the title to understand why this has been done and the implications it will have for our industry.

As the Prime Minister launched the new department, he talked about making government "deliver for the people". OK, my first reaction wasn't one of picturing Rishi Sunak wearing an Afghan coat and Fulham scarf punching the air, as per Citizen Smith. Still, it is clear that this statement, 'deliver for the

What are the priorities?

1. Ensure security of energy supply this winter, next winter and in the longer-term – bringing down energy bills and reducing inflation.
2. Ensure the UK is on track to meet its legally binding Net Zero commitments and support economic growth by significantly speeding up delivery of network infrastructure and domestic energy production.
3. Improve the energy efficiency of UK homes, businesses and public sector buildings to meet the 15% demand reduction ambition.
4. Deliver current schemes to support energy consumers with their bills and develop options for long-term reform to improve how the electricity market works for families and businesses.
5. Seize the economic benefits of Net Zero, including the jobs and growth created through investment in new green industries.
6. Pass the Energy Bill to support the emerging CCUS and hydrogen sectors; to update the governance of the energy system; and to reduce the time taken to consent offshore wind.

people', is important and is underlined by the six priorities given to the new department (see box above), which include delivering energy security and net zero, reducing bills and making things happen quicker.

I welcome and support this narrative; it plays well with our industry's strengths and strategy.

While energy prices have undoubtedly been higher than in previous periods, every day our prices reflect the ups and downs of the market in a transparent manner. Positively, recent consumer research has shown that our customers believe we are more responsive than gas and electricity companies. And our Future Fuels strategy is endeavouring to provide a quick and easy solution to achieve net zero at a lower cost than air source heat pumps.

I believe we have nothing to fear from this department, and I am confident we can work together to achieve our aims. My primary wish is for this new department to be up and running as quickly as possible and that it will match our ambition for delivering a fair outcome to our rural customers.

UKIFDA announces new category as entries open for industry awards

A new Customer Service Award is announced as UKIFDA opens entries for the 2023 industry awards. All six awards will be presented at the UKIFDA conference and show on 10th May 2023 and the new award, sponsored by Worldpay from FIS (FIS), which will be presented at the show dinner, is an opportunity for UKIFDA members to nominate their hard-working customer service colleagues.

Chris Adlard, senior director CS, Worldpay SMB UK supports this new award: "At Worldpay from FIS, we are committed to delivering a great experience to our customers, as evidenced in our Excellent Trustpilot score. So we are delighted to be sponsoring the Customer Service Award at the UKIFDA Show 2023.

"This new award celebrates those who dedicate themselves to helping customers, providing outstanding service and excellence –

especially when dealing with changing needs and difficult challenges.

"As a global payments leader we're on a mission to fuel smarter commerce in the distributor sector to help you provide an unbeatable customer experience. Our approach to taking, making and managing payments is trusted by over a million businesses worldwide and we look forward to making some new connections at this brilliant event."

Entries are open to all UKIFDA member companies, and the closing date for submissions is the 8th April 2023.

The awards recognise the talent, hard work and forward thinking within this sector in the following categories:

- Driver of the Year – sponsored by OAMPS
- Depot of the Year – sponsored by Penn Underwriting
- Green Award – sponsored by Oilshield
- Innovation Award – sponsored by Fuel Oil News
- Customer Service Person/Department of the Year – sponsored by Worldpay from FIS
- Young Person of the Year – sponsored by UKIFDA

If you would like to nominate yourself or a non-member company, please download an application form from the UKIFDA website or contact UKIFDA membership and events manager Dawn Shakespeare by email: ds@UKIFDA.org



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THE LATEST UPDATES FROM OUR DISTRIBUTOR COMMUNITY



Stylish new kit for local sports trust thanks to Gleaner's continued support

Moray-based Gleaner Ltd has enabled a local sports trust to convey an important message to the local community through the fuel supplier's sponsorship of the academy team's new home kit.

Elgin Sports Community Trust is an inclusive charity which provides health and welfare opportunities for the Moray community with top quality sports facilities and coaching.

A spokesperson for the charity thanked Gleaner Ltd for sponsoring the new kits saying: "We carry our values with pride, in our hearts, on our shirt and on the pitch. Thank you to Gleaner Ltd.

"Also showing our support for mental health with the message from charity organisation Mikeysline displayed on the team shorts; *"It's ok not to be ok"*."



Nolan Oils is first recipient of new spill kit

Mark and Luke Nolan of Nolan Oils have been great supporters of Oilshield, the bespoke insurance and risk management scheme for fuel distributors, making them the perfect choice to be the first to be presented with the brand new Oilshield Tanker Spill Kits.

The ADR compliant kits provide spill containment and recovery capability and have been packaged into a compact, weatherproof, barrel-shaped kit bag for easy stowage on a tanker where space is at a premium.

In addition to Nolan Oils being the first recipient of the new Oilshield Spill Kits, the Oilshield team also provided 'Safe Delivery and Spill Responder' training to all of Nolan Oils' tanker drivers and office staff.



Tate Oil Team are Total Warriors again!

A group from Tate Oil are clearly gluttons for punishment, having signed up for the Total Warrior 2023 - the second consecutive year the Yorkshire-based distributor will have team members participating.

With a gruelling 12 km of running and 25 obstacles to endure, including high jumps, mud, water, crawls and climbs, last year was the team's first ever Warrior. For most the event is a personal challenge, a goal to aspire to and only one team member had done any serious running.

With the rest complete amateurs, the team was ecstatic to complete the race in under two and a half hours, and it was this feeling that saw the team entering the event again this year.

"The feeling of accomplishment on completion and strong feeling of camaraderie, helping colleagues over, under and through treacherous obstacles can't be underestimated.

"We found it to be an amazing bonding experience and have talked about that day ever since. So, this year we opened up the invite to all of the Tate Oil family and 8 brave warriors stepped forward."

Good luck on July 1st!



Manx Petroleum future proofs operations with new software

Privately-owned, Isle of Man fuel supplier, Manx Petroleum continually invests in its long-term future to enhance its already successful operations.

Focused on systems that can complement and enhance existing business practices the management team selected Touchstar's Fuelstar software to achieve these aims. Looking to streamline delivery processes and improve efficiency, control and visibility as well as ensuring compliance with all relevant legislation and applicable industry standards Manx Petroleum believes the benefits of adopting this system will be far-reaching.

Jim Kaighin, operations manager for Manx Petroleum is delighted by their choice of the Fuelstar system: "We are scheduling implementation of the system for spring, to avoid our busy winter period. We're extremely excited to commence active use of the hardware and software. Touchstar solutions are specifically designed for the fuel distribution industry, and we are very confident Fuelstar will streamline and improve our end-to-end delivery processes."



Proud award winners: Charlotte Carratt (left), Lynn Casson (centre) and Danielle Casbon (right)

Distributor does the double

Lincolnshire-based WCF Changers celebrated a fantastic double win at the annual Grantham Journal Business Awards. Held at the end of last year, the event brings decision makers and business leaders from across the area together to celebrate business success.

In a fantastic double achievement, WCF Changers was awarded Employer of the Year and Charlotte Carratt, marketing manager fuels, was awarded Employee of the Year!

Lynn Casson, general manager, commented: "I'm absolutely thrilled that both the business and Charlotte have been recognised with these awards.

"As an employee-owned company, we work really hard to create a workplace where everyone matters and has an opportunity to make a difference to our performance. Charlotte has recently taken on the role of fuels marketing manager and is a driving force within the business, so this is really well deserved."



WCF Fuels North West bringing values to life

WCF Fuels North West, is bringing its values and culture to life through local community involvement.

Already principal sponsor of grass roots club Carnforth Rangers, the Lancashire-based distributor is also celebrating a new sponsorship deal with Morecambe Football Club (The Shrimps) which sees WCF Fuels NW become the clubs official fuel partner, helping drive Morecambe FC on the road to success.

Now competing in Sky Bet League One, Morecambe FC have been playing professional football in Morecambe for over 100 years. As the Official Fuel Partner, WCF will benefit from branding around the ground and will also be one of the headline sponsors for the summer 'Stars of the West End' show series at the Mazuma Stadium.

Read all these stories and more in full at www.fueloilnews.co.uk and send your latest news to claudia@fueloilnews.co.uk or margaret@fueloilnews.co.uk

No silver bullet to decarbonise heating in NI

OFTEC was pleased to take part in a symposium to debate and discuss the best technologies to help decarbonise heating in Northern Ireland during the latest meeting of the Energy Institute.

The meeting took place at the Linen Mill Studios, home of the world's only Game of Thrones Studio Tour.

Speaking after the event, OFTEC Ireland manager, David Blevings said: "We were delighted to be invited to the symposium, as liquid fuel has the majority share of the domestic heating market in Northern Ireland, and we need to be part of the discussion and solution."

"All the attendees welcomed our proposal to decarbonise oil-fired homes with the



When dinosaurs meet – David Blevings with a new friend at the Game of Thrones Studio Tour, Banbridge

introduction and move to biofuels. We have HVO in the terminal in Belfast and are ready to move ahead of the decarbonising heat consultation that is programmed to happen this year.

"A key takeaway from the symposium, for me, was that everyone in the audience agreed there is no silver bullet to decarbonisation – all technologies will be required if we are to achieve the net zero targets."

"At OFTEC we are very optimistic that biofuels will be included in any new energy strategy for Northern Ireland."



Representatives of the energy sector at the Energy Institute event

First HVO boiler on new build site in Northern Ireland

With support rapidly growing for the use of renewable liquid fuels in the decarbonisation of home heating, another 'first' has recently been achieved. A new build property in Northern Ireland is, for the first time, being centrally heated by an HVO-fuelled boiler at the request of the environmentally conscious homeowner.

As David Blevings, of NIOF and OFTEC explains: "We have just recommissioned a newly installed boiler in Northern Ireland to run on HVO. The homeowner wants to reduce his carbon footprint and is running his central heating boiler on HVO and utilising solar and



David Blevings, of OFTEC & NIOF, and Mark Eccles, of Grant Engineering, at the property in Ballyfrenis, Millisle.

battery storage to minimise electricity use from the network.

"We will be monitoring the HVO use, and carbon reduction achieved over the next year as this information will be invaluable as we respond to the NI Heat Consultation which is scheduled for mid-2023."

Once the independent report for the install is completed and the carbon savings are confirmed a full update will be shared.

Green Biofuels launches Ireland's first low-carbon fuel terminal

Leading UK biofuel supplier Green Biofuels Limited (GBF) announced the launch, in February, of Ireland's first renewable biofuel terminal in Cork Harbour through its Irish business Green D Project Limited. The first cargo delivery into the new bulk storage facility was a vessel of Gd+ HVO which arrived on 11th January. The new terminal is a major commitment by GBF to Ireland's cleaner energy infrastructure for transport and generator power, further accelerating the transition to Net Zero.

GBF has supplied in excess of 200 million litres of its flagship product, Gd+ HVO, to the UK over the past year and this significant investment in Ireland extends the opportunity for continued growth in distribution. The terminal will act as an import facility to service the growing demand for HVO in Ireland, as well as a blending/export facility to enable the collection and use of renewable fuels overseas.

The project sees new life breathed into the disused 50-year old bulk liquid storage facility at the Port of Cork that has sat idle for over 10 years and serves as a springboard for Ireland's ambitions to decarbonise.

Committed to making a difference

Magnus Hammick, COO, GBF, said: "We are really excited about this project and constructing the first low-carbon fuel terminal in Ireland in support of its Climate Action plan. We are committed to making a difference in every possible situation, and the low-carbon fuel terminal will allow us to expand our supply and grant our customers the ability to make a positive change by significantly reducing their carbon emissions and improving local air quality by using our drop-in replacement fuels. No capex or infrastructure – a simple switch from diesel to Gd+ HVO."

GBF took ownership of the facility in the second half of 2022.

A spokesperson for the Port of Cork Company Ltd congratulated Green Biofuels on the achievement commenting: "It has been great to see Green Biofuels get to this milestone on their plans. We look forward to a long future of collaboration between Port of Cork Company and GBF as they grow their business and presence in this space."

TOP 10

FUEL OIL DISTRIBUTORS

IRELAND

REPUBLIC OF IRELAND

COMPANY	NUMBER OF TANKERS
East Cork Oil	193
Certa Ireland	101
Corrib Oil	110
Klass Oil	42
Valero Marketing	41
M&J Kelleher	21
Glen Fuel Services	20
Sweeney Oil	22
Ultima Oil	15



Certa Ireland

NORTHERN IRELAND

COMPANY	NUMBER OF TANKERS
LCC Oil	110
Bangor Fuels	35
Patterson Oil	33
Carlisle Fuels	28
AH Fuel Oils	25
Thompson Fuels	18
Morrow Fuels	16
WR Kennedy & Sons	13
P Ferguson & Sons	11



Scotts Fuels

Nicholl Oils (NI) remains a key player in the market but chooses not to update their fleet number which stood at 120 in 2021.

Road Tankers Armagh

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 Managing Director: Trevor Wilson

Road Tankers Armagh: quality without compromise

IT'S BEEN MORE THAN THREE YEARS SINCE WE LAST VISITED ROAD TANKERS ARMAGH WHEN THE FAMILY-OWNED AND OPERATED BUSINESS RELOCATED TO IMPRESSIVE NEW PREMISES AS PART OF A SIGNIFICANT BUSINESS EXPANSION. WITH FURTHER EXPANSION THROUGH 2022 IT WAS TIME FOR ANOTHER CATCH UP, SO MARGARET MAJOR, EDITOR FOR FUEL OIL NEWS, TRAVELLED TO THE SPECIALLY ADAPTED BUILDING IN ARMAGH BUSINESS PARK TO MEET WITH MD **TREVOR WILSON** AND HIS TEAM TO FIND OUT ABOUT LATEST DEVELOPMENTS AND FUTURE PLANS FOR THIS CUSTOMER-FOCUSSED BUSINESS THAT NEVER STANDS STILL.

Road Tankers Armagh moved into its new premises on Armagh Business Park when the business outgrew its former premises outside Keady, Armagh. The new premises were almost overlooked as an option on first viewing as Trevor recalls: "It was a split-level building and filled from floor to ceiling with furniture. We couldn't begin to imagine it as the workshop we were looking for but, once we saw beyond the initial impression and agreed the removal of the floor, a fantastic new space opened up."

Standing in the huge, modern and spacious workshop with Trevor and sales director Mark Skelton, it was impossible to imagine it cluttered with furniture. Several tankers at various stages of the build process are dwarfed by the scale of the facility although Trevor remembers standing in the empty space when they first took possession: "I couldn't believe the space we had created," he said. "I couldn't imagine that we'd ever be using it all."

Three years on, and with the number of tankers on the order books continually increasing, not only has RTA managed to fill this workshop but also created a second, equally spacious one, that accommodates an earlier stage in the build process and is similarly filled with work in progress. A third workshop is set aside for testing and quality control once the builds are completed prior to the vehicles being awarded their IVAs and released to the delighted clients. It is a hugely impressive facility and one which the team at RTA enjoy welcoming customers to visit.

High expectations

The happiness of the customer is at the heart of everything Trevor and his team do as he explains: "90% of the operators that we supply tankers to are owner operators so the investment in a new tanker is coming directly from their own pocket. With the size of the investment – in excess of £200k – it has to be the right end product and expectations are, rightly, higher than ever.

"If you'd told me 10 years ago that a tanker would one day cost in excess of a quarter of a million euros I'd be asking what you'd been drinking. But it makes it even more important that we build a vehicle that the customer and their drivers are proud to drive away."

RTA is clearly working hard to deliver on those expectations as the business has a very solid base of extremely loyal customers. They are not the cheapest and nor do they want to be seen that way but, as the company statement says, they are all about quality without compromise.

Customers stay with them because they can be sure of the quality of the build – borne out by the drivers who are very proud of their RTA-manufactured tankers. As the ones that look after the vehicle, clean it, and maintain it they frequently feedback how much they appreciate the finish of the trucks that RTA supplies and influence where the next order goes.

Being a family business, relationships with customers and the trust built up over years of delivering excellent products and services are of fundamental importance. Trevor is very hands-on throughout the build

process and is supported by his two sons – James, who is the technical director, and Andrew, who manages the workshop – as well as sister Tracy the general manager for RTA who, as everyone is happy to admit, is the one 'running the business' and has been pivotal to its growth and development for the last 10 years.

With the customer experience always front of mind, RTA has constantly evolved the build process to ensure that the vehicles it proudly puts its name to at the end of the production line are also as easy to maintain as possible. "The build process is our own but has evolved many times to deliver the best possible vehicle," James explains. "We work closely with equipment suppliers, taking time to feedback to them to facilitate helpful changes that improve the final result."

Customer-first approach

Operating with integrity ensures great relationships with customers and suppliers alike. RTA enjoys approved relationships with all major suppliers, working closely with them to deliver the best customer experience even after delivery.

In the rare event of equipment failure RTA, authorised to work on the equipment manufacturer's behalf, is able to ensure that the problem is fixed and the tanker back on the road with minimal downtime. It's a customer-first approach where RTA delivers the whole package to minimise customer impact.

Another important contribution to improved customer service is the bringing in-house of the previously outsourced paint process. With the new premises enabling the expansion of facilities, in addition to the additional workshop, RTA has also created a new paint shop.

With a new team of highly experienced paint sprayers the ability to manage this process internally has made a significant difference to meeting build and delivery times despite sector challenges.

As we heard in the tanker review in February issue Fuel Oil News, recent months have seen many challenges in tanker manufacturing – supply issues with chassis, parts and materials and price fluctuations.

I asked Trevor how the in-house paint shop has reduced the





impacts of these. “We are now able to adjust our schedules with much more flexibility,” he explains. “If a job is going outside the business we are reliant on availability and turnaround times that are beyond our control. By bringing this part of the process under our roof we are able to keep vehicles moving through the build process much more smoothly maximising our build and paint bays at all times.”

Trevor is hugely enthusiastic about the new paint shop and it’s easy to see why when you watch the transformation of the newly fitted out chassis as it is prepared for the addition of the barrel.

The constant challenge to recruit

Back in 2019, recruitment was highlighted by RTA as one of the trickier aspects of a growing business and with all the expansion I am seeing as we walk around the facility I wonder if it remains an issue.

James confirms that it hasn’t got any easier, but the company is fortunate to have a loyal and committed team of long-term fitters, fabricators and welders with all but two having been with the company since its move to the current premises.

“We are always on the lookout for good people,” James says. “But there is a lot of engineering industry in Northern Ireland making it tough to recruit, and retention is a real challenge. We are more than happy to invest in the right people, and look after our employees in many ways. It’s a very niche market so it’s a significant investment, of time and money, to train people up and it’s hard to then lose them to other companies.”

“It is always good to have new people into the business who are enthusiastic to learn but there are not enough fabricants, welders and fitters looking to come into the industry.”

The challenge to recruit has not managed to stem the rapid growth of RTA since the decision to relocate. Back in 2018 the company employed 7 and now it is a team of 30 and still looking for more.

Whilst recruitment hasn’t changed much since 2019, one area that James believes has, is the depth of knowledge of tanker equipment. With driver shortages impacting on the level of experience in the sector and less in-depth driver training, RTA frequently finds itself acting as a point of contact for equipment operation queries too.

Another big change Trevor highlights is the level of involvement of customers in the build: “They used to be very involved at a detailed level all along the way but the majority now just want a tanker and a set of keys.”

With less bespoke builds, the requirement for multiple pot sizes and barrel set ups has diminished. This change in the construction process has come at a good time given the chassis availability issues. A more generic build means that chassis delays can be accommodated by reassigning available barrels to a chassis that is in hand.

A tanker build lead time is now 2 years – one for the chassis and one for the build process. This long lead time gives rise to other challenges such

as price fluctuations. A chassis, for example, can increase by as much as £20k, but RTA has, fortunately, found customers to be very understanding – a result of trust built up over many years of excellent service.

Brexit impacts

Another recent challenge has been the impact of Brexit on tankers destined for Southern Ireland. Whilst the NI protocol has helped in smoothing the way, there has been a cost in managing increased documentation with the biggest being the need for an additional IVA for each vehicle heading south.

Prior to Brexit, a tanker only needed one IVA which covered it for delivery to operators in either the North or South. Post-Brexit the requirement has doubled since it needs an IVA in its place of build as well as one issued by the National Standards Authority of Ireland (NSAI) to cover import to Southern Ireland.

Once again, with customer convenience in mind and to minimise any impact on delivery times, RTA worked with the NSAI to become an approved body builder such that RTA can now complete the IVA for vehicles heading for Southern Ireland on-site, avoiding the 4-week delay to customer delivery which, at times, has been as long as 12.

Achievement of approved status involved significant paperwork and an intensive auditing process over a 2-year period which Tracy undertook. She was delighted when RTA was approved at the end of 2022.

Looking ahead RTA remains optimistic. The number of customers has reduced over time due to mergers and acquisitions that are now so much a part of the sector but the number of tankers being ordered and built is more than ever before and RTA is a company constantly thinking ahead.

“There is potential for a second paint shop,” Trevor enthuses. “And opportunities to evolve and reinvest as we have always done to get keep improving the offering.”

A product to be proud of

RTA is a company that has always reinvested and has never stood still. As Trevor acknowledges, this can be exhausting at times and he admits to putting in far too many hours, but it is obvious that that is who Trevor is.

RTA has grown from a 2-bay garage to the leading tanker manufacturer it is today, and it is all through sheer hard work and commitment to looking after customers every step of the way.

Having met them, it is clear that the success of the business is down to the team, and it is a really good team. Everyone works together, works hard and really cares about what they do. Whilst the business has grown, and the team may be much bigger, it is still a family-owned and operated business that retains a deep commitment to deliver a high-quality product they can all be proud of.

And that’s exactly what they achieve.

Lee Crellin and Ryan Finnigan, Ribble Fuel Oils: tanker-driving photographers

RIBBLE FUEL OILS IS A FUEL DISTRIBUTION BUSINESS COVERING CUMBRIA, LANCASHIRE, YORKSHIRE, MERSEYSIDE, AND GREATER MANCHESTER THAT IS NOW PART OF NWF FUELS. ORIGINALLY ESTABLISHED BACK IN 1967, THE DISTRIBUTOR CONTINUES TO PRIDE ITSELF ON ITS STRONG LOCAL TIES AND QUALITY SERVICE. CLAUDIA WEEKS, CONTENT EDITOR FOR FUEL OIL NEWS, SPOKE WITH LEE CRELLIN AND RYAN FINNIGAN, TWO TALENTED TANKER DRIVERS FOR RIBBLE FUEL OILS, TO FIND OUT MORE ABOUT HOW THEY COMBINE THEIR PASSIONS FOR BOTH TANKER DRIVING AND PHOTOGRAPHY.



The tankers

I asked Lee and Ryan to tell me about their backgrounds and about their current driving roles for Ribble Fuel Oils.

“In my role as a tanker driver I am responsible for safe loading, correct loading, and ensuring that the vehicle is checked thoroughly daily making sure it’s roadworthy, clean, and serviceable,” began Lee. “I have been driving since I passed my test in 2001, gaining a lot of experience with the British Army where I drove various vehicles. I’ve been with Ribble Fuel Oils for nearly 2 years now and I’m based in the Lake District near Kirkby Lonsdale. I drive a daf lf 320 18ton with a Mechtronics Optimate metering system.”

Ryan spoke next: “I deliver all types of fuels to the commercial, domestic, and agricultural sectors. I’ve been driving tankers for some 6 or 7 years now and I drive a range of vehicles from 6/8 wheelers to the Artic. I will usually load from the Southport Leighton Oils depot and sometimes from MFT (Manchester Fuel Terminal) and Stanlow.”

A typical day

I asked both Lee and Ryan what a typical day involves for them and Lee began at the start of his day: “A typical day at work for me starts with doing the yard security checks, reviewing product amounts, and then daily vehicle checks before loading. I always make sure I sort out which compartments to load with which product to make sure the vehicle operates correctly and efficiently. If I need to contact customers, I will use this time to contact them depending on my start time which is often varied.”

Ryan continued: “So, a typical day for me can vary greatly as I can be delivering to a variety of places from commercial, domestic, and agricultural sites. Typically, a commercial delivery day would involve more travelling and I would do about 10-12 drops. A domestic delivery day would be upwards of 16 deliveries



and the most I’ve done in one day is around 25 deliveries – that was a busy day!

“Most days are challenging because of extensive traffic or finding the location of certain jobs or the tank locations, but having experience does make things easier and it’s even easier if the drops are in my area (Merseyside). I do find that experience of an area and jobs makes such a huge difference to speed and performance – it almost becomes like second nature.”

Time for lunch!

So, what is the lunch of choice for a busy driver on the go?

- Ryan: “Funnily enough, I don’t really eat lunch in the day! The main reason for this is that if I take a packed lunch with me then it magically disappears somehow before 9am! I try to be good when I’m out and about and avoid takeaways because of the cost and they are generally unhealthy choices.”
- Lee: “Lunch is varied for me, in the cooler winter months then I like to take soups and stews in my Stanley food flask to keep me warm. When it’s hotter, in the summer months, I have salads and sandwiches.”

The highs and the lows

Wondering about the highs and lows of life out

on the road as a tanker driver I discovered that Lee and Ryan have similar thoughts. Lee said: “I find it hard to pick a favourite part as I enjoy work whatever I’m doing, but I think being outside in the fresh air, active, and being the face and the first line of the company is a good point. The job also provides a good degree of flexibility, I can start and finish as necessary regarding school times etc. I have to say there’s good and bad with every job but the worst part for me really is the weather!”

And Ryan agreed: “The worst part is most definitely bad weather, I’m not a fan of the ever-worsening traffic either! The favourite part of my job is meeting a variety of people and seeing lots of different places.”

The most memorable moment

Lee and Ryan share their days on the road with such enthusiasm, so I asked what they consider to be their most memorable moment so far from their working life as a tanker driver:

- Lee: “I have to say that there are lots of memorable moments for me in this job – both good and bad! A highlight for me was having the ability and equipment to go and help an elderly customer who had run out of fuel when it was snowing.”
- Ryan: “My most memorable moment at work

was probably when I delivered to a military airport. I was able to watch, as close as you could possibly be, a C-17 plane take off! I really did need some ear plugs that day!"

Photography and friendly competition

Both Lee and Ryan are passionate amateur photographers, regularly sharing online their superb images of life out on the road. Fuel Oil News definitely recommends giving them a follow on LinkedIn! One of Ryan's fantastic shots of a Ribble Fuel Oils tanker out on a winter morning even made it onto the February cover of Fuel Oil News magazine – thanks Ryan!

Ryan shared a little more about how he takes his photographs and what makes a great shot: "I have always been keen to take pictures, it's a hobby of mine. I like capturing the moment. I'm always on the look out for a good shot, I love rural wilderness shots and try to make sure I've got a great landscape in the background of the tanker. I currently use my Samsung Galaxy S22 Ultra with 100x zoom capability.

"One of my favourite images is the photo I took of the Ribble tanker which made the February cover of Fuel Oil News magazine!"

Despite being good friends, there is clearly



healthy competition between Ryan and Lee as Ryan shares: "I share the love of taking pictures with Lee, but it ends up as a competition as to who takes the best ones!"

Lee couldn't pick a favourite from his images: "I take so many images when out on the road, it's too hard to pick a favourite! There are so many beautiful locations on the routes I travel so I feel like there's always a chance of a decent picture. I just use my phone camera on

my galaxy to take the photos, nothing special. I keep a look out a nice location, then I just quickly dive out, snap away then off I go again."

Claudia asked Lee if he had shared his love of photography with colleagues or customers: "I have shown some of my images to customers but I mainly use my LinkedIn page to show my photos. It's a positive for me personally, it shows my work ethic and also highlights the company I work for."

The best advice

I asked Lee and Ryan what the best advice has been that they have received in the industry. Lee answers: "The best piece of advice I have been given, and it isn't just applicable to this job, is to take your time and don't be afraid to ask questions."

Ryan added his own: "Measure 5 times, cut once! Basically, check, check, check, and if in doubt check again! It's very easy in this job to make a minor mistake that can turn out to be detrimental or devastating."

Wise words from the Ribble Fuel Oils team and a big thank you to Lee and Ryan for sharing their thoughts and images. Fuel Oil News looks forward to sharing lots more of their photographs in the years to come!



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Life on the road: a celebration in pictures

PHOTOS BY LEE CRELLIN AND RYAN FINNIGAN, DRIVERS FOR RIBBLE FUEL OILS





Green Fuels: fighting climate change with sewage sludge

GREEN FUELS WAS FOUNDED IN 2003 WITH A DESIRE TO SUPPORT THE TRANSITION OF FOSSIL FUELS INTO NET ZERO CARBON FUELS. IT IS NOW AN AWARD-WINNING MANUFACTURER OF BIOFUEL EQUIPMENT, HAS A DEDICATED RESEARCH TEAM AND, SINCE 2020, STARTED PRODUCING ITS OWN-LABEL FUEL PRODUCTION FACILITIES ON THREE CONTINENTS. CLAUDIA WEEKS, CONTENT EDITOR FOR FUEL OIL NEWS, MET WITH JAMES HYGATE, CEO, FOR A CHAT ABOUT THE BUSINESS AND PLANS FOR FUTURE FUEL.

The fight against climate change

Green Fuels has a clear objective: “We are engaged in the fight against climate change. We aim to have a disproportionate impact on greenhouse gas reduction through the projects we operate, the technologies we develop and the equipment that we sell, without harm to the environment.”

The company was founded in 2003 by James Hygate, who explains the background of the business: “We started Green Fuels twenty years ago. I grew up in Stroud, Gloucestershire, an area known for its green credentials. My father, Colin Hygate, was involved in waste management and both my parents were passionate about the environment; they had a big influence on my future career.

“At university I studied zoology, and we did a topic on climate change. Afterwards, I thought ‘bloody hell – we are screwed’, and this was back in the 90s! I was keen to do something to make a positive change and could see that using fossil fuels was something that couldn’t be sustained in the long term. I decided to start making fuel for my own car which then led to me starting the business.

“I learned that you could make biodiesel out of waste cooking oil and so I started making it into fuel and filling my car. It even made the local news in Stroud that a lunatic was making fuel in his garage, and it went on from there!”

Business growth and development

“I can’t believe it’s been twenty years since the business began. In the UK, we’ve now got 20 employees and, globally, it’s probably about 50 employees overall. We’re a small company but we are growing rapidly.”

James went on to discuss how the business has expanded over the years: “We started primarily in the UK selling small scale waste cooking oil and biodiesel equipment. We had a period where we exported a lot: we have exported equipment to about 90 countries so far.

“We have had a big impact on reducing carbon; we’ve probably saved about 7 million tonnes of carbon through our customers so far. We’ve sold the equipment and then our customers have reduced their carbon output. That was our plan initially rather than running

our own plants because that was lower risk, but now we have decided to run our own facilities in key markets with long term off-takes. With the plants we are running, we sell fuel every day.

“We’ve got plants operating all over the world and, more recently, we’ve started to build our own facilities to produce fuel in markets where there are key drivers for biofuels. We have a business in India; we’re currently building a new factory there. We’ve got a collaborative project in Juiz de Fora, Brazil, just in-land from Rio, where we are demonstrating the viability of local production from waste. We’ve got a joint venture in Oman producing fuel for local sales and the European market. But, for us, India is the biggest opportunity. We are passionate about being there and we are looking to grow our business there hugely.”

India

James shared more of his thoughts on India and why the country’s ambitious plans for future fuel make it such an exciting place to be:

“India was relatively late to the table with regards to biofuels but has been quick to catch up. Recently a policy has been put in place that

mandates a 5% blend which equates to about a 5 billion litre requirement. (In Europe we have 7% in all our diesel.)

“India has also banned the export of its used cooking oil (UCO). UCO from all over the world currently seems to go to Europe which doesn’t really make sense. India’s ban means its UCO must be used internally which means that, rather than using imported palm oil from Indonesia to meet the blend mandate, it will now be met by recycling oil internally. I can’t fault the policies India has put in place; it’s exactly what’s right to stimulate the local market.

“I find my trips to India fascinating. I go a few times a year and have been doing so for the last 10-15 years. The change and shift of focus towards renewables has been remarkable. There is still a lot of heavy industry and coal-fired power stations in India, but you are seeing the shift to renewables and it’s happening at a scale that is much faster-paced than here.

“We have an off-take agreement for more fuel that we can ever produce. It’s allowing us to get preferential financing to build out the plants and all these things allow the industry to happen, and to happen quickly. For biodiesel, India is our number one country of focus with the most opportunity for growth.”

Research and development

“We’ve always been involved in research and development so made the decision to start a separate research company in 2013 to develop and commercialise new ways to produce sustainable fuels. We do a lot of research and want to focus on what makes the biggest impact.

“There have been a variety of projects we’ve worked on over the last few years, including looking at utilising different waste materials – from fish waste to bagasse waste, which is the by-product of the sugar cane industry and can be converted to fuel.

“This business has developed from building plastic tanks and bits of pipes in my dad’s garage to building complex processes and doing an incredible amount of challenging research.”

The sewage sludge discovery – hydrothermal liquefaction

“We’ve commercialised a few of the projects we’ve worked on but the biggest, and most exciting, project for us is a process we’ve developed to convert wet wastes, such as sewage sludge, into a liquid biofuel. We have now set up a separate company to



commercialise this process “Firefly Green Fuels”.

“The sewage sludge discovery is a process called hydrothermal liquefaction. It’s relatively low energy compared with other routes as you don’t have to remove all the water. You put it under high pressure and the water becomes reactive. When we started looking at it in detail and doing the sums, we were incredibly excited!

“Utility companies are struggling with what to do with the waste as sewage sludge is now being banned from being spread on land. There’s little value to it so doing this could add value which potentially facilitates the improvement of the treatment works. The knock-on effect is incredibly positive.

“There is a lot of sewage waste readily available – 57 million tonnes in the UK alone – and each country obviously produces its own waste ready to use. We have the intellectual property in progress, and we have built some really good relationships with stake holders over the last couple of years for this project. In 2021 we received £1.9 million in funding from the UK Government through the Green Fuels – Green Skies (GFGS) initiative which has enabled us to scale up the process and test the fuel.”

James’ enthusiasm for this process was obvious: “It’s incredibly exciting! There is nothing to say this can’t be done, there are no red flags on a large scale. It’s amazing to make something from a true waste. A lot of waste that has a potential energy value is already being utilised. With sewage sludge, it’s at the end of its treatment process; it has no value. In the UK, from the material that’s available, we can make 380 million litres of fuel.”

Feedstocks for biofuel

Providing feedstocks for biofuel is becoming more of a challenge. It’s important for businesses to ensure that the provenance is truthful and not creating other environmental issues. Claudia asked James for his opinion on this subject: “We are members of the Roundtable on Sustainable Biomaterials (RSB),

which is a global membership organisation that drives the just and sustainable transition to a bio-based and circular economy.

“People have great ideas for amazing solutions to producing fuel, but they must consider the potential knock-on effects. For example, making biofuels out of African palm. If you look at it on a per-hectare production basis, it’s incredibly efficient but the problem is, it’s typically grown on areas that used to be primary rainforests. If it’s done sustainably, that’s great but, often, it isn’t.

“We need to focus on those waste materials that are by-products from other processes or things that can use renewable energies. We do need a multi-approach to all these things – we are talking about producing 300-400 million litres of jet fuel from sewage but that’s a drop in the ocean compared to the usage that’s required. You need everybody’s solution to be successful in one way or another.”

HVO

With the focus of many in the fuel oil industry on HVO as a future liquid fuel James observed: “HVO is great and is a part of the solution. However, the problem with HVO and biodiesel is that they are all using the same feed sources, so they are competing which is driving prices up. Basically, used cooking oil in the UK is being fully utilised so any increase in HVO will be based on imported oils coming from China or Southeast Asia which aren’t always a true waste. In the aviation industry, they’ve capped the use of HEFA because of that availability of oil. In saying that, it’s obviously better to use HVO than fossil fuel. It’s finding the right renewable for the right box.”

The demand for biofuels

“We are seeing the biggest demand for biofuels in aviation because aviation is something you really cannot decarbonise in any other way. Short-haul flights could be supported with hydrogen or electric but for long-haul flight hydrogen takes up too much space and with electrification, batteries are too heavy so you can’t do long distances. There is also a big demand in marine. Biofuels make sense for aviation and marine.”

Claudia asked James what will make the difference to mass adoption of biofuels to which he responded: “Basically, if you fill up your petrol or diesel car at the station now, 7% of that fuel is biofuel. It is already being used; it is already adopted. In aviation and other routes, it’s going to be achieved by targets and mandates, but cost is also a factor.”



Working for King Charles

Green Fuels was awarded a Royal Warrant of Appointment to HRH the Prince of Wales in 2013, and we asked James to tell us more about this exciting development: “We started supplying HRH in 2007; we supplied biofuel for the royal train and his personal cars. Most famously, we’ve supplied biofuel for his favourite Aston Martin which he still drives around in.

“We used waste wine and waste cheese to fuel the car! The waste wine was wine that wasn’t suitable for consumption, so we distilled the alcohol out of it, and we worked closely with Aston Martin to convert it and run it on bioethanol.

“The first 100% biofuel-powered train was the Royal Train. Prince Charles wanted the train to run on a 100% biodiesel which it did, and it worked perfectly. It did a whole tour of the country.

“King Charles has been to visit Green Fuels and I’ve had the honour of meeting him a few times. He’s passionate and knowledgeable about renewables. He was in our labs, talking to our chemists about the processes involved, and it was evident how much of an in-depth knowledge he has.”

Solving a really, really big problem

James’ passion and enthusiasm for the whole industry is impressive and comes across clearly when asked what he enjoys most about operating in future fuels: “I love the whole idea of fixing things and problem solving in general and this is solving a really, really big problem! And that’s what keeps me and the team excited – it’s a seriously big problem and we’re trying to have an impact in fixing it. That’s the driver for the business!

The future for Green Fuels

“At the moment, we’re still a relatively small business, but I’m hoping, with the seeds that we are sowing now, in the UK and globally, we can grow into a very large and impactful business.

“There is a lot of innovation. We’re playing a small part around biofuels but in the whole renewables industry, there’s loads of cool stuff coming out over the next few years so I’m hopeful that change is happening now.

“The environment is right for this sort of business to grow. 10 years ago, it was still very much in the periphery, now it’s much more mainstream, and these are solutions that can make a very big difference. We’ve done the groundwork; I can see a pathway that leads to a business of a significant scale. We’re in the fight against climate change. That’s what has driven the business so far. I am proud of what I do, this has never felt like a proper job.”

With plans for growth and development and a clear strategy for forging the path to net zero there is a bright future ahead for Green Fuels. Fuel Oil News looks forward to catching up with James and the Green Fuels team again in the future.

PEOPLE MOVES



During February, Phillips 66 announced two new positions brining a boost to the sales team with **Martin Smith** joining as retail account manager and **Chamath Jayasooriya** becoming marine sales manager.



Mark Wilson and **Tahir Ali** have joined the growing Energy Transition team at Certas Energy. Mark brings a wealth of knowledge gained over 15 years working in the renewables industry and Tahir has over 25 years

of experience within the manufacturing sector, with the last 8 years being focused on energy transition.

Jonathan Hunt has taken up a new position as Commercial Project Developer at Exolum after more than 3 years at ExxonMobil

Michelle Cook has moved from Certas Energy to take up the position of Sales Team Manager at Greenarc Ltd



Business group Logistics UK strengthened its Board with the appointment of three new directors.

Louisa Hosegood, **Simon Hobbs** and **Gavin Murdoch** join the organisation’s Board to help guide the business as it continues to lead the logistics industry in its post-pandemic recovery, as well as establishing itself as a top three business group with government and other stakeholders.

Suttons Tankers has announced the appointment of **Simon Williams** to the role of general manager of waste as part of the business’ growth strategy.

Larry Khanna has moved into a new position as Head of Business Development at Essar Oil (UK) Limited.



With an enviable reputation for the manufacture of high-quality truck-mounted fuel tanks, Road Tankers Armagh (RTA) recently moved to new larger premises in Armagh Business Park and has expanded the business to include a new parts department, stocking and selling a wide range of tanker parts including original manufacturer equipment from Alpeco, Emco Wheaton, Mechtronic and Collins Youldon.

With the new department proving increasingly popular, family-business RTA is delighted to welcome **Ryan Moen** as Parts Department Manager, with Managing Director Trevor Wilson saying: “Ryan brings with him a wealth of experience and we are pleased to have him join the RTA team.”

Ryan jumped at the opportunity to join RTA. “I spent 5 years in the fleet & logistics industry, followed by 5 years in the tanker/ industrial hosing industry and was absolutely delighted when the chance came up to work with Road tankers Armagh.

“I have followed the company’s expansion over several years now and I jumped at the chance to work with Trevor, James & Mark. Their workmanship and quality speaks for itself and I am excited to further my career with such an innovative company.”



Supplying renewable diesel.*

Renewable diesel sold by Phillips 66 Limited is derived from biomass sources such as used cooking oil, fats, greases and vegetable oils, resulting in a fuel of significantly lower carbon intensity than fossil fuel and is a high-quality alternative to conventional fossil diesel.

*a renewable transport fuel under the Energy Act 2004. Find out more information about this product here: www.phillips66.com/uk/renewable-diesel/



**PROVIDING ENERGY.
IMPROVING LIVES.**

A DAY IN THE LIFE...

Vicky Darch

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 **VICKY DARCH**, WHO IS BOTH A SALES EXECUTIVE AT DARCH OIL AND A MARTIAL ARTS INSTRUCTOR, TO DISCOVER HOW VICKY SPENDS A TYPICAL DAY.



MY ALARM GOES OFF AT...

5.30am, 5.40am and finally, at 5.45am, I get a Facebook message from my soul sister Laura!

THE FIRST THING I DO IS...

Is open Laura's message and make sure I am ready to get up for our half an hour daily HiiT work out – this prepares me for the day.

I CAN'T LEAVE THE HOUSE WITHOUT...

My mobile phone and my kids as they have to get to school.

MY TYPICAL DAY – (As a sales executive by day and a martial arts instructor by night!)

As a single Mum, it is always a rush to get out of the house and it is all on me to make sure we leave on time. Upon leaving the house I start by being 'Mum's taxi', getting my daughter to her dad's for breakfast and my son to his secondary school and then I will make my way to work to start for 8.30am.

As I pull up to work, I'm sure everyone can hear me before they see me by the loud music coming from the car. The music gives me happy vibes and motivation!

Once I have greeted everyone, I will go and make my bucket of coffee a.k.a. breakfast, load the computer, start filtering through my emails and then the phones pretty much start ringing from 8:30am.

On an average day, my duties are mainly telephone based, dealing with quotations, orders, account queries, boiler servicing, telemetry devices, customer queries, budget plans, payments, and outbound calls.

I am proud to say I am the team representative for the depot and this involves reporting any comments and suggestions from employees, organising incentive events for the staff, such as a step competition to win a smart watch. This helps keep the team morale high, with everyone motivated to succeed. Then it is time to top up on the caffeine with a caramel latte a.k.a. lunch.

After work it is back to being 'Mum's taxi', collecting the children from school and then home to make the dinner. At home, I continue to work, multi-tasking working around the kids. Then I have another caffeine hit and then it is 'Mum's taxi' again taking my son to his martial arts club and my daughter to gymnastics.

Then my second job begins – teaching kickboxing! I teach 4 different classes, Little Ninjas (aged 3–7), Juniors (aged 7-14), adults (aged 14 and above), and a ladies only class. During the class they get an SAS style warm up, they will go through curriculum work, pad work, self-defence, and various other challenges that I set for them. This leads to them being graded to earn belts starting at white all the way up to black.

I love being a martial arts instructor because it helps people in so many ways. The key benefits are self-confidence, discipline, motivation, getting fit, having fun and socialising. It also helps many children with



things like ADHD, autism etc.

Then it is home to bed!

MY MOST MEMORABLE WORK MOMENT...

When the systems were down and I worked from 8:30am until 2:30am whilst home schooling my children – it was very challenging!

THE WORST PART OF MY JOB...

Listening to customers and their worries about the cost-of-living crisis because I feel so sad for everyone in these difficult times.

THE BEST PART OF MY JOB...

The best part of my sales executive job is my team. We are like a family and always strive to give the best possible customer service and when those phones do not stop ringing, we keep each other going.

The best part about being a martial arts instructor is making a difference in people's lives as it has a positive impact on their mental health.

I RELAX AFTER WORK BY...

Watching a movie with my kids.

MY FAVOURITE MEAL IS...

Coffee!

ON MY BEDSIDE TABLE IS...

Crystals and a lavender candle.

THE LAST THING I DO EACH DAY IS...

Have a hot steamy shower then I get into bed and scroll social media until I fall asleep.

I'M NORMALLY IN BED BY...

11pm but it takes time to wind down.



Rupert Turner

ANNOUNCED AS THE NEW MANAGING DIRECTOR FOR UK MARKETING FOR PHILLIPS 66 LIMITED BACK IN SEPTEMBER, RUPERT TURNER IS ORIGINALLY FROM THE UK, BUT WAS WORKING OUT OF THE HOUSTON OFFICE AT THAT TIME AS PART OF THE US MARKETING TEAM. WITH PHILLIPS 66 SINCE 1989, THE UK MARKETING ROLE IS ONE RUPERT HELD PREVIOUSLY BETWEEN 2002 AND 2009 AND, IN A RECENT INTERVIEW WITH RUPERT, MARGARET MAJOR, EDITOR FOR FUEL OIL NEWS, ASKED WHAT HAD DRAWN HIM BACK TO THE UK ROLE AND HOW IT HAS CHANGED.

I always had a strong affiliation with the US, having spent time there earlier in my life and it was a job opportunity that took me back in 2014 for my second stint in Houston. I loved living in the states and could have easily stayed there, but this opportunity came up. It's a role I had previously, based in Warwick from 2002 to 2009, and I really enjoyed it.

The emerging energy landscape presents a new challenge and I relish the opportunity to affect change, but, alongside that, the familiarity was appealing. From a job perspective I was excited to have the chance to come back and do this. From a personal perspective, the UK is still home to me.

There must have been substantial change in the UK role since 2009?

You'd be surprised – far less than you might expect. In a quirk of good timing, our customer conference took place a month after I returned, and it was great to see so many customers I hadn't seen in 13 years. The industry doesn't fundamentally change. Some of the players change and we've all moved on in age, but the basics of energy delivery remain the same.

Energy solutions may change over time but even some of the strategic objectives that we had when I was previously in this job remain because our customers' needs don't change. They want reliability, competitive pricing, someone on the end of the phone if they have a problem.

So, in answer to your question, there's a lot that hasn't changed. What has changed is the fuels we supply but, even in a fully emerged energy world, what our customers want remains the same. As a result I see a lot of familiarity – of strategic objectives, customers and people in the organisation – and, as I said earlier, that was part of the appeal as it wasn't about starting all over again.

Even in emerging energy, which is hugely exciting, the underpinning remains the same. Processes may evolve, but getting energy from A to B, at a price that gives the reseller a margin and that the end user can afford is fundamental.

The focus of our customer conference was fuelling the future and the customer perspective

is that there can't be one single solution to all of the issues that are out there, and I believe they are right. It's going to be a combination – a multi-fuelled future.

Our message to our customers is that it is our role, as a company to de-risk their business and the future so that they don't have to.

Are you rolling on with the emerging energy team and strategy?

Absolutely. And we've made good progress. Since your conversation with Renee, we've been installing EV chargers at a few of our company-owned retail sites. We have 11 company-owned locations which enables us to trial solutions. In the past we would say to our customers 'we think this or we think that' and now we're able to say 'we've learned this, we've learned that.'

We can 'make the mistakes' on a company owned business and, again, from a de-risking standpoint, use those learnings to help them.

We've also been working with other companies; an example would be a joint venture in Germany with a company called H2 Energy which has an innovative way of moving hydrogen around.

Renewable diesel for wholesale and retail is another area of strategic development.

We're moving forward on a number of fronts and beginning the process of implementation, which allows us to test and learn.

We have two huge projects at Humber. One is Gigastack, using offshore wind power to produce hydrogen; the other is carbon capture, which is hugely important as we believe it is a key technology to support the industry to decarbonise.

In the Humber area there are depleted offshore gas fields where, years ago, gas was extracted and piped up to Humberside and elsewhere. Now pipeline companies plan to utilise the pipelines to transport carbon dioxide to be stored in the holes under the North Sea. New infrastructure will also be needed which will bring jobs to the area.

You can imagine the significant capital investment involved in doing that but we're in

a very unique position in the UK in having these places in which to capture carbon.

One advantage we have within Phillips 66 is our own research centre in Bartlesville in the US with over 100 scientists working on solutions to problems such as potential feedstocks for lower carbon liquid fuels. With increasing demand for used cooking oil (UCO) we are able to research other options such as tyre pyrolysis oil (TPO), where end-of-life tyres are broken down into a liquid that can feed the refinery. Because our research is 'in house' we are able to use them to help us define what our current refineries are capable of doing.

You talked about de-risking the future for your customers by backing the various potential solutions to see which gain traction and market acceptability or deliverability but that means a huge investment. Does the windfall tax affect that ability to invest in future solutions?

Currently the windfall tax is only applicable to companies extracting UK oil and gas, so at Phillips 66 Limited we are not directly impacted because we buy our oil and gas from the open market. As a country we are in tough place financially, but we also know how much the energy transition is going to cost and it's an incredible amount of money, with investment crucial for continued growth

However big the challenge, to sit back and not do anything is not an option. We have to keep exploring pathways and try to make optimal decisions on the way. As a leader you must tread a really fine line between leading the way to the future you really want, but also being honest and open about the realities and the challenges along the way.

In terms of future energy solutions, you see a lot of terms raised on flagpoles but no one currently joining the dots. MPs, civil servants etc. migrate to different areas depending on their own opinions of what is best for their constituency. But we have to keep pushing ahead on all of these. We can't be backing just one then finding out it's the wrong horse. There are lots of well-intentioned groups, people and organisations. But where is the glue? Who's



driving the optimal solutions?

People talk about sitting down and understanding each other's agendas. It's early days, admittedly, but I'm not yet seeing that come to fruition.

For us it is a multi-solution approach. We believe that hydrocarbons will have a place for quite a few years from now but from there it's 'fill in the blanks'. We believe that there will be roles for hydrogen and electric and we're seeing both of those already.

What's the supply outlook for current fuels?

With regard to resilience, we continue to perform pretty well. There isn't going to be a lot of spare product floating around in the current market. From my own trading days I recall the saying that 'volatility is the friend of the trader'. Even traders are not enjoying the current market. They live for volatility but not this much volatility.

We rely on accurate customer demand forecasts and work closely with them to keep supply resilient. We're in good shape, but always on the lookout for outliers.

At times when supply does become tight, and we have to prioritise contracted customers, we need to have very transparent conversations around spot sales. It's a balance between risk and reward, and a choice that should be made with eyes wide open. If you've been a customer in that space, you're probably trying to figure out what the risk is going forward, and will it be

worse than where I've been before? Because, if it is, then maybe a change of approach is needed.

What about diesel next year?

We think diesel is going to be a struggle, to be honest, and it will be another difficult year. It's a question of for how long? It really depends on how sanctions play out and what happens with the Ukraine war.

This is where we have been honest with our customers around product availability. We believe that there is likely to be little spare, and we don't think that the market should be overly reliant on increased imports because we're not convinced that extra barrels will be there, so we will manage supply accordingly. We are committed to being transparent with our customers and focused on operating excellence to meet demand.

Against these backdrops what are your hopes or milestones for your first year back in this role?

For me, this year is about a deep dive back into our strategy and key within that is emerging energy. Because, as we discussed, it both changes things, and it doesn't change things.

We want to ensure that our strategy continues to be fit for the future and that we are able to measure against it on an ongoing basis using clear metrics, otherwise it's very subjective as to whether you've made progress or not.

Maybe I'm overly simplistic, but, for me,

fundamental to future success is to do the basics well, time and time again.

Our recent survey on the wholesale side gives us a list of things that are important to our customers. They'll all stay on our list, but which do we need to be world class in and which do we just need to be good at? Ideally we'd love to be world class in all of it but that's not feasible so we need to identify the top quartile and really focus on those and how we move forward on those whilst maintaining the level of the others.

We will be doing a lot more test and learn this year with both wholesale customers as well as retail, as we roll out more implementation of lower carbon fuels, hydrogen and EV charging.

What is your message to our community of wholesalers and distributors?

Don't lose sight of the basics, even though the world is changing before our eyes. That's certainly going to be our focus.

And we want to work even more closely with our customers to both share what we're learning, but also to better understand what they are learning as well as what they are saying.

Our customers have a very different vantage point to us, and that relationship becomes even more important as we go through this transition. Open lines of communication and transparency – those things which were relevant when we weren't in transition – just become even more critical now that we are.

We need to be holding hands and moving forwards together.

HVO: the issue of sustainability

While we await clearer government direction and legislation on the tricky issues of decarbonisation of both transport and domestic heating, competing solutions continue to voice the arguments for their inclusion.

Some of these voices, similarly to far too many in this space, are not impartial in their views, being, as they are, supporters, manufacturers or providers of competitor technologies. However, there are also those who have genuine questions around the environmental impact of solutions.

To achieve the desired outcome of decarbonisation across all sectors, significant and rapid emission reduction, and a route to net zero, many of those operating in the energy sector will need to make a mind-shift move away from lobbying for their own 'silver bullet' and accept the need to embrace all the available solutions.

A common goal

The common goal – to remove as much carbon as possible – must be front and central of all our considerations. The only way to achieve this, quickly and efficiently, is to employ as many different technologies as are available and fit for purpose. And, surely, the best solutions will be the 'best fit' solutions – those that fit the circumstances of the customer in terms of affordability, practicality and effectiveness. But every action we take has consequential impacts and it is the concerns surrounding these impacts and their tolerability that creates arguments over the 'right' way forward.

As the case for incentivising the use of HVO as an immediately effective solution to decarbonisation gains momentum it is no surprise that those with concerns regarding HVO are also increasing their volume. The main concern around the use of HVO centres on the sustainability of their provenance (what feedstocks are used) and there are genuine questions for those who, in doing a 'right' thing, wish to avoid unintentionally also doing a 'wrong' one. It is, perhaps, surprising that HVO is singled out for scrutiny in this way as the rules around the proper use of

raw materials and how carbon intensities are calculated are enshrined in law. Furthermore biodiesel, which uses exactly the same raw material suite, is not singled out in this way. Perhaps the reason for this is the drop-in nature and versatility of HVO, as those concerned about its use realise that the technical constraints that biodiesel faces are not present with the use of HVO?

Verified sustainability

Sustainability is a significant consideration, and all solutions need to be considered in the light of their entire impacts on the environment as well as human and animal welfare. It is as important to consider the environmental and human rights issues around Lithium extraction for batteries as it is to consider the carbon intensity of transporting biofuels from production to end user.

In terms of the specific question with regard to the feedstocks for production of HVO, the HVO distributed in the UK is entirely manufactured from waste. The EU has extremely strict guidelines on this and producers and consumers of renewable liquid fuels, such as HVO, recognise that waste, as a feedstock, must be the future for these fuels, or a move to synthetic production when that becomes viable. Work is already underway to drive this forward and it is very likely the other fuels with similar positive traits to HVO, but utilising other waste streams, will become available in the coming years.

The use of palm oil is not allowed in the UK. However, with the use of used cooking oil (UCO) in the production of HVO, concerns have been raised that palm oil may be used in local markets to replace UCO that is exported for HVO production. Awareness of such potential issues means that steps can be, and are being, taken to ensure true sustainability. There is little value in the feedstock for HVO used in the UK being derived from UCO if that may be being replaced in the source market in a way that means it is not actually leading to a genuine reduction in emissions and it is critical to the entire chain, and to uptake by end users, that there is genuine and verified sustainability.

Often the use of UCO as animal feed is cited as being a potentially more sustainable route (rather than conversion into fuel), however, what isn't acknowledged is that the EU and UK do not allow this for health reasons and, in China, UCO recycling was recently banned as it was proven to be causing health problems in individuals who had eaten food prepared from reprocessed cooking oil.

There were issues with first-generation biofuels, in terms of land use and feedstocks, which led to sustained pressure on government to facilitate improved levels of used cooking oil recycling to concentrate on production from recyclable materials. Analysis has shown that, if used cooking oil collection in the UK was up to standards of other countries, it would provide enough UCO feedstock for at least 10% of our total HVO requirements for off-grid heating.

Proof of sustainability

Simon Lawford, technical sales manager for Crown Oil, considered the issue of genuine sustainability in a previous article, highlighting the process that is in place to address these concerns.

"The Renewable Energy Directive (RED), which was brought into UK law as a part of the BREXIT transition process, outlines the need for renewable fuels and provides targets for member states. It also describes the raw materials that are permitted when manufacturing a renewable fuel and the way in which overall final carbon loadings should be calculated in the form of an LCA (lifecycle analysis) which is included to point industry in the right direction.

"Importantly, RED also requires that both raw material and producers of renewable fuels need to be registered with an approved validation scheme ensuring formal audit trails are in place, culminating in the presentation of a Proof of Sustainability (POS) for each batch of fuel manufactured.

"Here in the UK, the Department for Transport (DfT) further directs which renewable fuels are allowable and placed onto the market for road and NRMM applications via the Renewable Transport Fuel Obligation (RTFO).



“Largely mirroring the requirements of RED, the RTFO sets boundaries for fuel sourcing, minimum GHG (Green House Gas) savings and places a second verification audit in place to ensure that a POS is acceptable and that the fuel supplier is indeed supplying the fuel that it is committing to when applying for Road Transport Fuel Certificates (RTFCs). Without this, a biofuel would not be a commercially viable option for end users.”

Check and balances

In summary, for a biofuel to be bought and sold in the UK market, the following checks and balances are in place:

- Raw material suppliers must be registered with an independent auditor
- That auditor must audit (yearly) the supply

chain and each holding tank

- Materials transported for the manufacture of renewable fuel in Europe and the UK must be accompanied with a Proof of Sustainability document
- Manufacturers of fuel must be registered with an independent auditor and all production sites and individual raw material and finished product tanks audited on a product in vs out basis
- As a receiver of fuel, a UK supplier must first have the POS for the fuel imported approved by the department of transport
- All sales must be verified independently, and the results of the verification confirmed to the DFT

In terms of heating oil, the above process is also followed, and is independently audited by the ISCC. In addition, the British Research Establishment (BRE) have calculated the carbon intensity for the purposes of the Standard Assessment Process (SAP) for buildings at 88 % of the carbon intensity of heating oil.

The combination of RED and RTFO provide a legislative process by which industry claims of genuine sustainability can be measured and verified, offering end consumers the peace of mind that the alternative liquid fuels being

brought to market by this industry are being done so not just to the letter of the law but also within the spirit and enable consumers to shift from being part of the problem to being part of the solution.

Whilst comprehensive, the above checks only apply to fuel up until importation, and do not cover onward distribution to the end user. To close this gap Zemo has introduced the Renewable Fuel Assurance Scheme. Members of the scheme are audited on a yearly basis and provide their customers with RFAS certificates on a quarterly basis. These certificates are only transferable between accredited suppliers across the logistics chain.

The RFAS scheme piggy backs on regulated checks and balances requiring the distributor to prove that the fuel they have sold and certified is compliant. The RFAS scheme is the only way currently to verify fuel at the point of the end user and customers are therefore encouraged to purchase their HVO through an accredited supplier.

This comprehensive suite of legislative checks and balances ensures that those making the switch to HVO can, through the process outlined above, have confidence in its verified sustainability.

Fuel Oil News

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TRANSITION TALK

Hydrogen and Carbon Capture Utilisation & Storage (CCUS): a sector placed to deliver

OUR NEW THOUGHT LEADERSHIP ARTICLE WHERE WE WILL HEAR INSIGHTS ON THE TRANSITION FROM VOICES BOTH INSIDE AND OUTSIDE OF OUR SECTOR. HERE, **ELIZABETH DE JONG**, CEO OF UKPIA, CONSIDERS HYDROGEN AND CCUS.

“It is a pivotal moment in history which could see us become world leaders in the energy transition if UK government grasps the nettle and quickly sets the right incentives for investment.

If not, the downstream sector could face an uncertain future, with the prospect of carbon leakage and de-industrialisation if UK tax and incentives fail to compete with countries such as the USA and European nations.

However, if we get it right, then the future of the downstream sector could be very bright, utilising the advantages the UK has to offer to fully harness technologies such as hydrogen and Carbon Capture Utilisation & Storage (CCUS). We have the major benefit of being close to key European markets as well as strong import and export infrastructure. We also have transferable expertise from both the upstream and downstream oil sectors which can support key technologies. And we have a great advantage in the North Sea, which is now a mature basin gearing up for a new lease of life as a store for captured industrial emissions.

Leadership needed

But, to allow us to fully take advantage of this, we need UK government to show leadership by creating an environment where companies can invest at the levels needed for large scale decarbonisation.

It's a global marketplace so, if the UK is to thrive, then investment conditions need to be attractive and competitive relative to those in other countries where companies could invest their money instead. To help achieve this, we wish to be an equal partner at the table, considered an integral part of the net zero future by UK government, so we can impart our knowledge to help the UK effectively achieve its net zero ambitions.

One key area where change is needed is the operation of the UK Emissions Trading Scheme (UK ETS) compared to those of international competitors such as the EU ETS. This is vital to the competitiveness of UK Energy Intensive Industries. Misalignment between UK ETS and those of international competitors would risk carbon leakage from the UK, offshoring emissions to other countries. Under this scenario, production of hydrogen and carbon capture would shift abroad because of our higher carbon costs, but global emissions would be higher because we would be importing cheaper, higher-carbon products from abroad.

We strongly believe a carbon pricing mechanism at the border, or clear UK product standards, or providing a similar level of financial assistance to decarbonise as those offered by other countries would help achieve a fairer competitive environment. They would help provide a level playing field for all companies regardless of where they are based. Put simply, low carbon production in the UK needs to be more attractive than importing higher-carbon products.

We have also told UK government that it needs to align the delivery and timing of business models associated with net zero transition including low carbon hydrogen, transport & storage, and carbon capture

& sequestration (CCS) because a combination of those areas will often be needed for investment decisions. A good example is Hynet North West, where hydrogen needs to be produced from fossil fuel sources, its carbon sequestered and the fuel stored and transported to consumers at the same time.

We have been urging UK government to bring forward plans to develop its business model for low carbon hydrogen transport and storage or risk delaying major projects needed for net zero. Some low carbon hydrogen projects need transport and storage facilities to be in place before final investment decisions are made – and it can take up to four years for the infrastructure to be built. So, UK government should consider how it can bring forward the publication of the business model to help bring these projects to fruition as quickly as possible.

Systems-based approach

But it is not just these issues in isolation, a new way of thinking is needed, and we are calling for a systems-based approach to delivering change, and policy, which looks at the transition across all aspects of the economy rather than its individual components. It is only by looking at systems that we can deliver a truly competitive UK, rather than what we have today where emissions reductions, energy security and affordability are competing with each other.

Despite the need for long term policy certainty, the UK is off to a good start with UKPIA member companies investing heavily in the net zero future. The UK has the equal greatest number of operational downstream oil sector low carbon liquid fuel or technology projects in Europe – only France has as many.

Hydrogen

UKPIA members are essential to the delivery of the UK government's hydrogen ambition of delivering 10Gigawatts (GWs) by 2030 and developing the first town heated entirely by hydrogen by 2030. Our members have sufficient scale and experience of hydrogen production and handling to deliver the low carbon hydrogen that is needed to meet this challenging figure.

Hydrogen in the downstream sector:

- Vertex hydrogen as part of HyNet alone could deliver 4GW.
- Gigastack is proving 100Megawatts (MWs) electrolysers with P66 the prime customer.
- bp Teesside project would produce 1GW pa blue hydrogen and 0.5GW of green hydrogen.
- Esso is part of the Solent Cluster which could deliver over 3 Metric tons (MT) of carbon dioxide reductions
- Petroineos is part of planned low carbon hydrogen power plant project across Grangemouth.

As prime users of hydrogen in the UK, the downstream sector can be the anchor first customer for low carbon hydrogen projects to help fund their start-up and make them viable for other companies to use. Big steps have already been taken, with UKPIA members a major part of projects that will potentially deliver over 10GWs of hydrogen (blue and green) by 2030.

CCUS

Capturing and storing carbon so it does not pollute the atmosphere would help the UK meet its net zero targets. Carbon Capture at scale is yet to be delivered in the UK but UK government has committed to capturing 10 Metric tons of carbon dioxide equivalent per year (MtCO₂e/yr) by 2030 with an ambition to capture 20-30MtCO₂e.

Whether CCUS is used in hydrogen production or directly to capture and store industrial carbon emissions, utilisation of the technology can make a significant contribution to reducing UK emissions. UKPIA members have understanding and experience of UK geology and can bring knowledge of standards for the design, construction and operation of CCUS facilities.

The North Sea Transition Authority and other agencies could help by providing more clarity around the ownership of land and seabed ownership assets, which have become barriers to securing suitable CCUS sites for projects. In addition, the UK government's review of shipping of CO₂ for CCUS, needs to be brought forward so that areas further from the CCUS sites can use this method to deliver carbon reductions. At

UKPIA members are active in at least 6 clusters with CCUS at their core:

- HyNet NW
- ACORN/NECCUS
- East Coast Cluster
- South Wales Industrial Cluster
- Solent Cluster
- Humber Zero plans

present, UKPIA members are active in at least six clusters with CCUS at their core.

CCUS has the potential to considerably reduce refinery emissions, which currently stand at ~12MtCO₂e p/a.

The downstream sector has considerable assets including six major refineries, 60 terminals, 3000 miles of pipeline and over 8000 forecourts across the country. Refining capacity is around ~60MT per annum, meeting ~55% of UK demand for petroleum products.

The sector employs more than 100,000 direct jobs across the country with refineries offering highly skilled roles in areas like the Humber, South Wales and the North West, in communities which support their operations.

I strongly believe that given the right policy environment, the downstream sector has the advantages it needs to achieve our mission of delivering an energy-secure, low-carbon fuels future for the UK that benefits everyone.

If you have comments or questions arising from this article, please send them to the editor: margaret@fueloilnews.co.uk



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Mabanaft: sustainability through carbon offset projects



The path towards a cleaner and lower carbon future demands a wide range of solutions and Mabanaft, as a leading independent energy company providing customers with innovative energy solutions, is happy to explore new ways to meet customers' ever-changing energy needs.

Integrated into the transportation, heating and industrial sectors, Mabanaft plays an active role in energy transition, combining economic growth with ecological and social responsibility. With sustainability at the forefront of the company's mission, we hear more about Mabanaft's approach to avoiding pollution and promoting environmental awareness with every drop of fuel they sell.

A new method

Carbon offsetting is becoming increasingly popular with customers and, in a recent customer survey, 91% of existing customers wished to understand how to reduce their carbon emissions with Mabanaft. Offsetting works by compensating any CO2 emissions that arise from human and industrial activity.

Mabanaft introduced a quick solution to make carbon offsetting easier than ever for its customers and now, when a fuel order is placed via the Mabalive portal, by simply ticking the carbon offset box, Mabanaft will ensure that fuel is Carbon Offset.

Carbon offsetting is achieved through global projects that cover a range of renewable and environmentally friendly energy sources.

They include:

- Hydro Electric
- Wind Power
- Solar Energy
- Wind Farms
- Tree Planting
- Forest Conservation

Stronger together

Mabanaft participates and invests in sustainable companies and projects across Europe to help raise awareness of the environmental impact caused by energy extraction. These collaborations cover multiple industries and energy types.

Tree-Nation

Tree-Nation was founded in 2006 with the



aim to reforest the world. Planting trees is one of the most efficient solutions to fight climate change. Every year, 13 million hectares of forest disappear, contributing to 17% of global CO2 emissions.

At Mabanaft, reforestation is an important focus. Currently working with Tree-Nation to offset flight emissions caused by their employees, Mabnaft has, so far, significantly supported CommuniTree in Nicaragua.

This allows families to reforest, and care for, unused parts of their land in exchange for payments for ecosystem services. This project encourages forest cover in the nearby watershed through better land management which has drastically improved the quality of life for Nicaraguan farmers.

Since supporting Tree-Nation, Mabanaft has planted 23,476 new plantings and reforested almost ten hectares of forest.

The Eden Project

Mabanaft has been supporting Eden Projects throughout Madagascar since 2007. These particular projects have seen over 16 million mangrove trees successfully planted in remote areas. Subsequent employment opportunities have also meant that the livelihood of local people has improved enormously.

Aquaventus

Aquaventus is an association made up of innovative organisations, research institutes and international companies that are seeking a new age of climate-friendly energy. This pioneering project is focused on the offshore production of green hydrogen.

Green hydrogen is key in energy transition, acting as an emission-free alternative to traditional fossil fuels. The EU and Germany aim to be completely carbon neutral by 2050 and the production of green hydrogen "will be one of the key components of this transformation" comments Oleksandr Siromakha, head of sustainable fuels at Mabanaft.

With a goal to install a total of 10 gigawatts of offshore wind turbines in the North Sea by 2035, one million tons of green hydrogen could be produced per year developing a multitude of opportunities for the energy industry.

P2X Europe

Mabanaft is purchasing carbon-neutral power and X products (P2X), such as e-fuels and petrochemical specialities, from corresponding projects intending to market them through respective channels. This makes Mabanaft one of the first companies in Germany to supply its customers with e-fuels that can be burned carbon-neutrally, as no extra CO2 is produced.

eFuel Alliance

Mabanaft and its subsidiary OIL! Tankstellen are advocates for the development of climate-neutral liquid fuels. To further promote this, they have partnered with eFuel Alliance, a project committed to promoting and expanding the production capacities of e-fuels to reduce CO2 emissions in the future.

Mabanaft CEO, Jon Perkins, has commented that "e-fuels are climate-friendly, as they only release as much CO2 in use, as we previously captured for production – and they offer the big advantage that the existing infrastructure can continue to be used."

A cleaner future

Mabanaft is one of the leading companies focussing on innovative energy transfer. With demand for cleaner energy options growing every day, Mabanaft is also engaging in group projects across SAF and HVO to support this goal.

Carbon offset projects are a great way to protect our environment and give back what we take and, you can find more information on the ways in which Mabanaft is delivering clean energy at www.mabanaft.com/en.



PORTLAND MARKET REPORT

FEBRUARY
IN VIEW

WHY DO OIL MAJORS GENERATE 'OUTRAGEOUS' PROFITS? BECAUSE THEY CAN...

February saw a slew of eye-watering annual results from the oil industry and none of them brought more water to the eye than Exxon's 2022 profit of \$56bn. The world's largest independent oil company and all-round environmental malefactor generated a return of over \$1bn per week, \$150m a day or a cool \$6.5m per hour! Unsurprisingly, shareholders were (quietly) delighted, whilst environmentalists were aghast. Even President "Green Deal" Biden joined the fray, calling the results "outrageous" before then performing the most extraordinary political gymnastics in demanding that Exxon pump more oil out the ground to bring prices down. Go figure!

"A PRETTY POWERFUL ADVERT FOR CONTINUED INVESTMENT"

Like most American oil giants, Exxon can trace its roots back to the 1870s and John Rockefeller's Standard Oil Company. Standard was broken up in 1910 by "trust busting" (anti-monopoly) legislation and this not only made Rockefeller the richest man on earth (and possibly the richest man that has ever lived) but also led to the creation of seven new oil firms (the "Seven Sisters") of which Exxon went on to become the biggest. Over the course of the 20th Century, this "new" company relentlessly acquired drilling rights and global exploration licenses, whilst building, and then obsessively investing in, world-class refineries with huge production capacities. Exxon heralded themselves as the industry's low-cost leader, with mega-scale assets so efficiently run that they would be immune to downturns in commodity prices. Even today, they still lead the pack not only with their huge profits, but also their continued discoveries of new, drillable oil fields. It is no coincidence that that the biggest oil discovery of recent times – the 10bn barrel Guyanan basin, discovered in 2015 and already producing over 400,000 barrels per day – is owned and operated by Exxon.

Exxon's "boom and bust" defying returns have largely set them apart from other oil majors, along with their steadfast refusal

to engage in the decarbonisation agenda. Such faddish interests were left to their less successful and "woke" European competitors. Besides, according to the Exxon Board, they could legitimately claim to already be the most efficient and thus greenest oil company on the planet. Their production facilities flared less waste gas than their rivals, they received far fewer environmental compliance penalties and their refineries were bywords for sustainability in the recycling of energy and waste products back into the crude processing system. When pressed on the issue of emissions, Exxon would solve that through technological solutions, because they had the best researchers and the best engineers in the business.

Which is all well and good, but for anyone outside the industry, Exxon simply represent everything that is bad about the oil sector. Despite being one of the first companies to actually prove fossil fuel combustion affected global weather patterns, Exxon chose to bury this evidence and instead mounted an aggressive "climate denial" strategy (involving hundreds of lucratively paid lobbyists and dubiously paid scientists). Their position on climate change was neatly summed up by the then CEO Rex Tillerson in 2012, when he said "there are much more pressing priorities that we as a society need to deal with and you'd save millions upon millions of lives by making fossil fuels more available". He then added "it's an engineering problem and there will be an engineering solution...".

Inevitably, investors and shareholders turned a blind eye, as long as results were good – which they invariably were. It's true that, in a covid affected 2020, the company lost \$22bn and this generated searching questions about Exxon's future. What was the point of endlessly extracting crude in a decarbonising world? Surely their huge oil reserves would become nothing more than "stranded assets" once the world started consuming less fossil fuels. But then, 2 years later, those same assets made \$56bn in a single year, which is a pretty powerful advert for continued investment. Besides, Exxon's public position is that global oil consumption will continue to increase until 2050, in stark contrast to the European oil majors (Shell, BP etc), who are forecasting oil

decline from 2030 onwards.

This doesn't mean that Exxon has completely "shut-out" green activity in recent years. They have invested heavily in fuel cell technology, as well as patenting biofuel manufacture from algae (potentially the greenest of all biofuels). Furthermore, in a highly significant move, they publicly accepted the inevitability of carbon taxes and have withdrawn lobbying interests to that effect. None of these actions demonstrate any kind of "Road to Damascus" moment when it comes to climate change, but what they do show is a company hedging their bets against a low carbon future, that may be forced upon the industry via legislation. The best example of this "half-way house" approach is Exxon's enormous carbon capture schemes (that's capture – not reduction) currently being integrated into their global production facilities.

"HEDGING THEIR BETS AGAINST A LOW CARBON FUTURE"

None of these activities will pacify Exxon's critics, of which of course there are many. But ultimately the world's largest independent oil company is guilty of nothing more than doing capitalism well. They invested, they were meticulous, they mastered the market and 100 years later, they made \$56bn in a single year. Their continued denial and obstruction of climate change arguments is undoubtedly a stain on their reputation, but Exxon did nothing illegal and their freedom to be a societal "bogeyman" is their right in a democratic world. They are after all, a business, not a government.

For more pricing
information,
see page 38

Portland
www.stabilityfromvolatility.co.uk

The background of the advertisement is a clear blue sky with several dandelion seeds floating in the air. In the bottom right corner, a large, detailed dandelion seed head is shown, with its green stem and brown base visible. The overall aesthetic is clean and natural, symbolizing growth and expansion.

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UKIFDA SHOW & CONFERENCE

The FIRST UKIFDA Show & Conference is taking place on 10th May 2023 at CBS Arena, Coventry (formerly Ricoh arena). There is an onsite hotel, several bars and casino.

With the headline sponsor, Phillips 66, already in place, the exhibition space sold out, a one-day conference and dinner for up to 500 people – all pulled together with the support of the hugely popular interactive WHOVA event App.

Demand has been high so we are urging companies and individuals to pre-register to secure delegate tickets and to book for the Show Dinner.

To register to attend Show 2023 Delegate Registration - UKIFDA visit ukifda.org/show-2023-delegate-registration

See who is exhibiting and Read the latest Show & Conference news visit ukifda.org/update-ukifda-show-conference-2023

UKIFDA is pleased to announce that the inspirational Great British gold medallist Amy Williams will be the after dinner speaker at the 2023 UKIFDA Show Dinner.



To find out more about the Show Dinner visit ukifda.org/show-2023-dinner-and-awards or contact Dawn Shakespeare at ds@ukifda.org to book your tickets.

Compulsory oil stocking obligations: a UK update

Brexit heralds change

Up until the implementation of Brexit, at the start of 2021, there were two sets of requirements to which the UK complied in order to meet the international requirements to maintain the requisite minimum levels of oil stocks to mitigate any supply crisis. These were:

EU obligations:

Under EU Oil Stocking Directive 2009/119/EC, members are required to hold oil stocks at the higher of 90 days of average net daily imports or 61 days of average daily inland consumption. For the UK at present, as an oil producing country, this meant that the UK had to hold 61 days of average daily inland consumption, for both energy and non-energy use. On top of this amount, the EU required member states to discount the volume of stocks held by 10 per cent (so the UK's stockholding obligation is, in fact, 10% more than 61 days of inland consumption).

International Energy Agency (IEA) obligations:

Member countries are committed to maintain emergency oil reserves equivalent to at least 90 days of net oil imports.

So, as the higher of the two obligations, the UK's arrangements were set with reference to the requisite days of daily inland consumption.

Post Brexit, the UK is no longer required to comply with the EU Directive, so is governed by those under the aegis of the IEA, equivalent to 90 days of net oil imports which is discounted by 25% to 67.5 days as a concession to allow for North Sea production.

Current arrangements

As a working arrangement, the UK continues to manage compliance with reference to the requisite days of daily inland consumption. The obligation is set at 67.1 days for refiners / ex refiners of net domestic consumption (61 days +10%), and 58 days for importers / wholesalers.

Within these over-arching obligations, there is a requirement to hold a minimum number of days of two categories of holding, which are:

- Finished products; comprising petrol, diesel/ gasoil and Jet A-1

- Any oil; comprising the full refined products' slate, crude oil, feedstocks and NGL's

These obligations have reduced significantly since they were first introduced in 2012 (22.5 days for finished products), primarily reflecting the impact of the covid pandemic on demand levels. The table below summarises the position in 2022 and requirement for 2023

No. of days of holding	Refiners / ex refiners	Importers / Wholesalers
Finished products		
2022	11	11
2023	7.5	7.5
Any Oil		
2022	22.5	18
2023	14.2	11.5

Monitoring of compliance is conducted (at time of writing) by BEIS (Department for Business, Energy & Industrial Strategy) on a monthly basis, from information on supply and stocking collected in the Downstream Oil Reporting System (refiners & ex refiners) and the Oil Stocking System (importers).

Although no longer in the EU, bilateral arrangements through the trading of stock tickets continue to be in place with a number of member countries, such as Germany, Belgium, Netherlands and Italy- and these are expected to remain so.

Distributors can avail of an earnings opportunity of holding, say 100 tonnes of gasoil, that can be pooled in to one larger ticket by an aggregator to be sold to a large obligated party, for which a reservation fee is paid.

Issues going forward

There are several issues which may or may not come in to play down the road, in particular:

- adoption of a different way of managing mandatory oil stocking obligations e.g. through an independent or private stockholding agency. Current examples are NORA in Ireland, CORES in Spain, SAGESS in France and EBV in Germany, where it is viewed as a cost-effective way of monitoring and managing compliance. When last considered, the then Govt opted not to pursue as, under EU rules, such a body would have to



be a state-owned entity.

- move to parity of obligation over a defined and agreed time period between the two categories of oil market participant. This would be achieved through phased increases in the importer / wholesaler obligation to equate with that of refiners / ex refiners.
- how will the expected structural decline in oil products demand be reflected in the ongoing levels of obligation, mindful of the heightened focus on supply security following the Ukraine war and the likely long term loss of a key source, in the form of imported diesel from Russia?
- against a background of depleting reserves and declining production, what would be the impact of the IEA withdrawing the 25% concession for the North Sea which would increase the obligation from 67.5 to 90 days of net imports – a change which has been mooted in the past?
- can the CSO regime provide a way by which the impact of sharp seasonal volatility in demand, such as for heating oil in Northern Ireland, be mitigated by, for example, establishing a specific winter obligation for the level of kerosene holding?

While the energy transition will likely see continued reductions in CSO levels, these may well be tempered by ongoing concerns around security of oil supply. The interplay of these two factors will play a key role in determining both obligation levels and how they are managed.

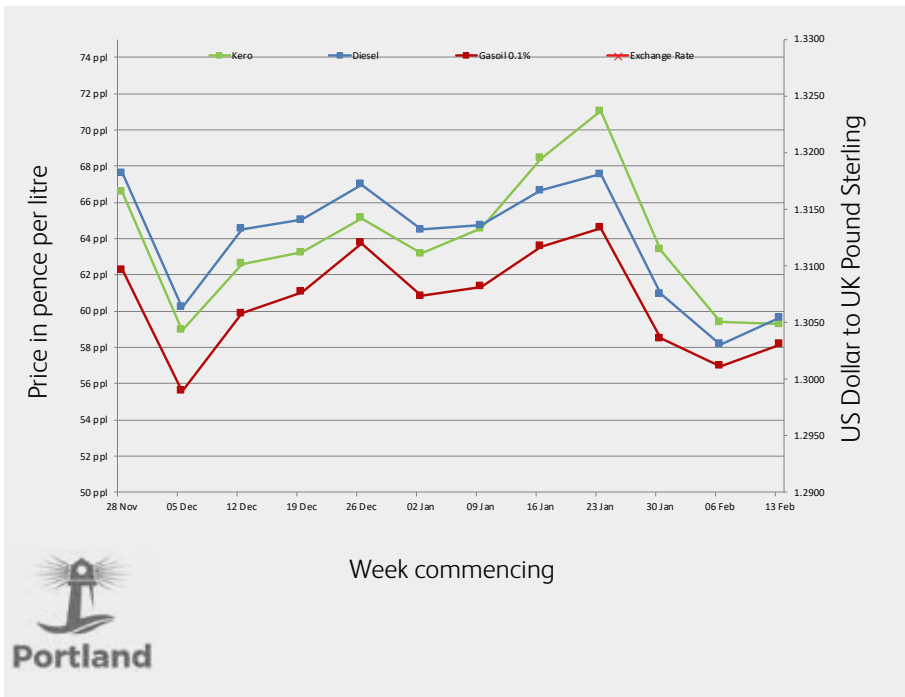
ROD PROWSE, worked for 30 years across the full spectrum of the downstream oil sector, in both the UK and USA, which has included leadership positions in both retail and wholesale fuels businesses. Rod draws on his extensive knowledge of this global industry to bring us 'Industry Insights'.



Wholesale Price Movements: 19th January 2023 – 16th February 2023

	Kerosene	Diesel	Gasoil 0.1%
Average price	64.27	62.41	60.22
Average daily change	1.73	1.50	1.42
Current duty	0.00	52.95	10.18
Total	64.27	115.36	70.40

All prices in pence per litre



Highest price
73.86 ppl
Mon 23 Jan 23

Biggest up day
+3.51 ppl
Mon 30 Jan 23

Kerosene

Lowest price
56.96 ppl
Mon 06 Feb 23

Biggest down day
-2.75 ppl
Fri 26 Nov 21

Highest price
70.58 ppl
Mon 23 Jan 23

Biggest up day
+3.65 ppl
Tue 07 Feb 23

Diesel

Lowest price
55.63 ppl
Mon 06 Feb 23

Biggest down day
-2.48 ppl
Wed 01 Feb 23

Highest price
67.34 ppl
Mon 23 Jan 23

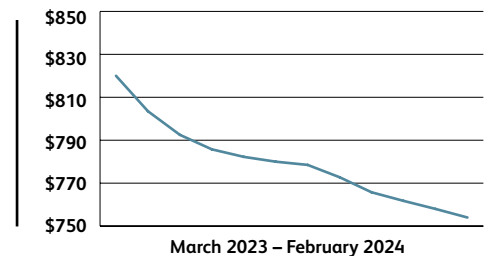
Biggest up day
+3.83 ppl
Tue 07 Feb 23

Gasoil 0.1%

Lowest price
54.15 ppl
Mon 06 Feb 23

Biggest down day
-2.15 ppl
Wed 01 Feb 23

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	61.45	69.97	114.26	70.05	74.76	118.73
North East	60.40	68.60	113.34	72.41	73.08	116.63
North West	61.97	71.20	115.73	70.23	75.36	118.67
Midlands	60.47	69.13	113.80	68.58	73.53	117.37
South East	60.57	69.09	113.78	77.30	76.77	116.88
South West	60.92	68.93	113.62	71.70	73.33	116.45
Northern Ireland	61.03	70.30	n/a	68.99	75.68	n/a
Republic of Ireland	74.79	75.73	115.20	81.75	80.21	118.85
Portland	58.78	66.65	110.49			

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

WELCOME TO MARCH'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 **DONALL O'CONNOR** THE MANAGING DIRECTOR OF VALUEOILS.COM LTD

"BE FIRM BUT FAIR IN YOUR DEALINGS."

DONALL O'CONNOR

Give your career history in 25 words or fewer

My accountancy career after uni was very monotonous, so I joined the family fuel distribution business, Connors Fuels (a Jet distributor), which we pushed on well before selling to Maxol Group. Established ValueOils.com -on-line fuel marketing - in 2006. After 40+ years in the fuel industry, still enjoying life at age 60 but also looking forward to retirement.

Describe yourself in 3 words

Open. Dynamic. Honest.

What were your childhood / early ambitions?

To be a great Hurler and play for my home County Antrim.

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

A combination of pro-cyclist & ski racer would do nicely! (You did say "dream").

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

My father always encouraged me by saying "aim for the sky and you'll hit the ceiling". But, equally, in later years he had to temper me in relation to debt collection by saying "when you have your hand in the dog's mouth, be careful what you do next". Wise counsel!

Share your top tips for business success

- Be positive.
- Work in a business or industry that you enjoy, as life is too short.
- Create a great team of people who are innovative, focused and

hard working.

- Set targets and treat people as you would like to be treated yourself.
- Do not over-promise and under-deliver.
- Be firm but fair in your dealings.
- In negotiations, always leave something on the table for the other party.

What's your most recent business achievement of note?

I have really enjoyed successfully developing the ValueOils.com business model which is unique and "best in class" in terms of the UK home heating oil market.

Tell us your greatest fear

Being trapped underground – I am claustrophobic – potholing is definitely not on my bucket list!

Which is most important – ambition or talent?

Ambition – it comes from within – there is always a great pool of talented people for hire but with ambition comes the drive.

What's the best thing about your job?

ValueOil.com has great people and a happy work environment – that's the best thing. We operate a small team of superb multi-taskers with a flat management structure, and everyone is committed, motivated and flexible – so to use an Irish term: "every day the craic is good".

Which is the quality that you most admire?

Positive attitude.



beautiful wife and 6 great children.

What's your pet hate or biggest irritant?

Laziness – I just don't like it.

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

What else but "On-line fuel marketing"? – with 15 years' experience, I could win easily!

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

A ban on poverty – there is no excuse for it in today's world.

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

Take it easy, life only begins at 60!

What is number 1 on your bucket list?

Walk the Camino with my wife (in nice weather!)

What 3 things would you take to a desert island?

Bike, turbo trainer and my old friend, Arlo the dog!

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

I'm a very dangerous person to let loose in a garden with a hedge trimmer!

Who would you most like to ask these questions of?

An old industry friend in P66 (Conoco/Jet in my time) – Paul Carey!

What are you most likely to say?

Okay – let's get it done.

What are you least likely to say?

Anything demotivational.

Describe your perfect day

Surfing down La Grande Motte in Tignes on a snowboard in a foot of fresh powder snow on a bluebird ski day with my family or friends.

Do you have a favourite sports team?

County Kerry Gaelic Footballers (stunning amateur sportsmen with a professional approach).

What's the biggest challenge of our time?

Quickly finding a mega solution soon to slow down / reverse the many serious impacts of climate change – it is heart-breaking and there is no Planet B.

Cheese or chocolate?

Hot chocolate with cream and a shot of rum please!

Share your greatest personal achievement

Will always be my family – a

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