

Fuel Oil News

DECEMBER 2022

THE NEXTGEN ISSUE

CHRISTMAS WITH SODBURY FUELS

THE CHANGING DOWNSTREAM LANDSCAPE





**DESPITE RISING COSTS, WE ARE PLEASED
TO ANNOUNCE THAT WE ARE HOLDING
PRICES AT THIS CURRENT TIME**

**MERRY CHRISTMAS
AND A
PROSPEROUS NEW YEAR
TO OUR FRIENDS, CUSTOMERS
AND PARTNERS**

Another year over – a new one to begin

When this issue lands in your hands we will be into the final month of the year. And what a year 2022 has been!

No sooner did covid impacts begin to relent, returning us to a level of normality, than other challenges rose to take their place. We have journeyed through the year with teeth clenched in anticipation and it is no surprise that the new word of the year is 'permacrisis'.

Each crisis, whether triggered by pandemic, war or climate change, would be challenge enough in isolation. Throw them all together and stowing away on Artemis for a new life on the moon begins to look genuinely appealing.

But we have survived. We have, sadly, lost some extremely valued colleagues along the way and there have been many changes in the sector as we adapt, so we are a little ragged, weary and ready for a break, but we are here, and looking ahead to a new year and to the opportunities it will bring.

Bracing ourselves for the sector's busiest season, you could do far worse for a pick-me-up than catch up on the thoughts of the younger industry members on pages 13 to 16.

It is said that Christmas is 'for

the children' and, whilst not exactly children, the wisdom, insight, passion and enthusiasm that shines through from these newer members of our community leaves me convinced that the future of energy distribution is in very safe hands. I hope you find it as reassuring and inspiring a read as I did.

One of many new adventures that 2023 will bring is our communication collaboration with UKIFDA, and we are delighted to introduce the inaugural 'Ken's Corner' on page 9 of this issue.

Whilst full of challenges, 2022 also brought many fantastic, special, and memorable moments, both personal and professional, that we have been privileged to share. So, a heartfelt thank you, from all of us at Fuel Oil News, for allowing us to be such a part of this great community as well as for the work you do keeping the UK & Ireland fuelled.

We wish you, and yours, a hopeful Christmas and a healthy and happy 2023.



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Fuel Oil News

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

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www.fueloilnews.co.uk

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On the cover

A wonderfully seasonal one. Andy Welch as Santa with helper, family-friend Hannah, at one of many Christmas charity events supported by Andy & Lisa and the festive, fun-loving, Sodbury Fuels team. Find out more on pages 10 & 11.



In this issue

'From out of the mouth of babes'... latest sector recruits share their thoughts on pages 13 to 16 while we feature some favourite moments from the year on page 33 and celebrate two incredible milestones with Marsh Fuels on pages 27 -29

New owner for Kettlewell as popular industry couple retires

After managing the 35-year-old, North Yorkshire-based, fuel distribution business Kettlewell Fuels with their experienced team for over 25 years, Janet and Trevor Kettlewell have announced their retirement, naming one of the industry's longest-standing businesses as the new owner.

Janet explained: "The time has come to retire. The business has been such a central part of our lives for so many years that we wanted to make sure it is passed on to a safe pair of hands that will continue our commitment to our customers.

"We're pleased to announce another local Yorkshire business, Northern Energy, is Kettlewell Fuels' new owner."

Based in Hampsthwaite, near Harrogate, Northern Energy has just celebrated its 90th anniversary and is run by its fourth family generation. Described as a strategic acquisition, the addition of the Kettlewell Fuels business will support Northern Energy's growth ambitions.

Stuart Illingworth, Northern Energy's managing director, said: "We are thrilled to be joining forces with Kettlewell Fuels, a business that has been built on strong family values like our own.

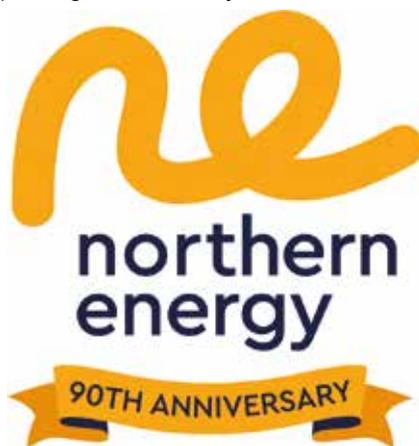
"With the existing team we will continue

to deliver the same unbeatable service to which Kettlewell Fuels' customers have become accustomed. Together, the future looks very exciting."

A seamless transfer

The 11-employee business has built an "enviable brand based on its excellent customer service" according to those overseeing the deal and Stuart added: "I'm happy to say it will be business as usual for Kettlewell Fuels customers. We do not intend to change what is already an exceptionally successful business."

For customers, the familiar delivery and customer service teams will stay the same, operating from Melmerby. And, to ensure a



seamless and straightforward service, the telephone numbers and email addresses remain.

Importance of independent family firms

It is an exciting time for Northern Energy and Kettlewell Fuels with the coming together of two strong Yorkshire companies to serve local communities, emphasising the importance of independent family firms.

Janet and Trevor Kettlewell, who completed a management buy-out of the Kettlewell Fuels business in April 2020, said: "For over three decades, we have been supported by a loyal and dedicated team and we are very proud of what the business has achieved.

"We believe Northern Energy will sustain our legacy and we are leaving the business in great hands.

"We would like to thank our fantastic team, customers, and suppliers for their support over the years."

LCM acquisition achieves long-term goal

LCM Environmental has announced the acquisition of the South Midland Installation (SMI) Ltd business in October, combining the two companies to further increase LCM's operational capacity and service range and add valuable technical knowledge to their existing team of specialists.

The primarily Aylesbury-based SMI operates nationwide and has a rich history in the industry, providing a broad range of design, installation, and commissioning services, and joins LCM with in-house fluid handling consultants, engineers, electricians, and designers.

A milestone reached

Richard Wallace, CEO at LCM Environmental Services Ltd, comments: "This acquisition is exciting, and I am thrilled to welcome the SMI team into the LCM business. Our company is growing exponentially, and this is the first of



many positive announcements to be made in the coming months.

"The acquisition of an already developed and experienced company, such as South Midland Installation, provides us with new equipment, a range of new services, and further industry knowledge, and adds value to our already expertly trained team of specialists.

"Increasing our mechanical and electrical in-house capabilities has been a long-term goal of LCM Environmental, and we are happy to see this milestone reached.

"Both businesses have over 30 years of experience in their respective industry areas, so I am confident that, working together, we will enhance our offering to our constantly growing customer base."

Increased capacity

John Burgess, director of SMI Ltd, comments: "We are excited to be joining the team at LCM, as it will allow us to drastically increase our capacity and ability to deliver mechanical and electrical solutions to a wider audience.

"The collaboration between the teams will run smoothly, as both companies are focused on ensuring our clients receive a first-class dedicated and professional service."

More news from LCM on page 17!

Government agreement is huge boost for HVO

The battle to see HVO included in the government strategy for decarbonisation of home heating received a welcome boost last month with the announcement by the Secretary of State for International Trade that the Government is in agreement with the recommendations of the Trade Remedies Authority (TRA) concerning the removal of import measures on the low carbon liquid fuel.

A comprehensive review by the Trade Remedies Authority, the UK body that investigates whether trade remedies measures are needed on imports, provided interim recommendations in December 2021 to retain existing measures on imports of FAME biodiesel, but to remove measures on imports of HVO given that the UK has an established FAME production industry, but no UK HVO production industry. After a period of consultation and review the final recommendations regarding the lifting of anti-dumping duties and countervailing measures on Hydrotreated Vegetable Oil (HVO) imported from the USA into the UK, imposed previously by the EU, were submitted and have now been accepted.

Widening supply

With the two main concerns over HVO being future availability and cost, the removal of the trade measures would mean that HVO could be imported from the US / Canada for use in UK agriculture and transport as well as in oil-fired heating. This would help to establish the security of supply as well as the affordability needed to encourage uptake of this low carbon alternative to kerosene as the TRA acknowledged in its recommendations which included reference to the use of HVO in home heating.

TRA chief executive Oliver Griffiths said at



the time: “The TRA also established that there is demand for HVO in the UK for use in heating buildings as it offers a cost-effective and more environmentally friendly alternative to existing heating fuels.

“The TRA’s findings on biofuels show how we can tailor existing measures to better suit the UK economy. Our proposals would ensure that British biodiesel producers continue to be protected from unfair international competition from subsidised US products, while helping to drive down prices for users of a type of biodiesel that is not made in the UK.”

An important step for HVO

The government announcement was welcomed by industry trade bodies, seeing it as an important step in making the widespread use of HVO in rural home heating in the UK a realistic possibility but with the caveat that further initiatives are required to make it a reality.

Ken Cronin and Paul Rose, UKIFDA and OFTEC CEOs, said: “This is welcome news. Increasing the availability of HVO into the UK at a time when we need to start decarbonising our heating stock is a smart decision by the government. Our project has shown that we can decarbonise rural homes quickly, without disruption and inexpensively using liquid renewable fuels. We are calling on government to go further by signalling a move to treat

the use of HVO across transport, aviation and home heating equally.

“Currently, HVO cannot be delivered to home heating customers as cheaply as those in transport and aviation. In addition, HVO is subject to much higher duties than the fossil fuel it replaces. Removal of these further anomalies would mean a huge kick start to affordable and efficient rural home decarbonisation.”

Further action needed

Bruce Woodall, chairman of OTS Group Ltd, a company with 50 years’ experience in the fuel sector and taking an active lead in creating a sustainable future for fuelling solutions, also stressed the need for further urgent action to encourage uptake of HVO.

“There is no question that a new fuel like HVO, which reduces GHGs by up to 90% immediately, is a vital liquid fuel, especially to replace kerosene in the home heating sector,” he commented. “But the cost has to be aligned with the current cost of kerosene for the domestic market to take it up.

Believing a scheme similar to the Renewable Transport Fuel Obligation is needed for home heating fuel Bruce continued: “The RTFO means that the transport industry get a large discount on their fuel costs especially with double counting of RTFCs. HVO passes all the requirements of RTFCs and therefore RTFO and a similar scheme would help to bring the cost of HVO more in line with kerosene.”

“If the UK is to achieve net zero by 2050 the Government must start immediately taking pragmatic steps towards that goal. Encouraging the use of HVO in the home heating sector for off-grid homes would be a massive step in the right direction and the impact would be immediate.”

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Tuffa Tanks putting First Responders in the Community

Uttoxeter-based bulk liquid storage tank manufacturer Tuffa Tanks has always been keen to invest in its people and to be an important part of the local community and, recently, team members Andrew Oxley, Lee Hopkinson, Alfie Pennington, Nick Fitzgerald, Kev Whitehurst, Matthew Barker, and Aaron Whitehurst all successfully completed their First Responder training.

James Shenton, managing director at Tuffa UK, commented: "Tuffa has always taken pride in investing in our people. We are an established family business in Uttoxeter, and it's critical to our culture to invest not only in our people but that we offer something back to the wider community."

Kerry Shenton, Tuffa's general manager, added: "If you have an emergency medical



situation in the community, I'm not sure seeing any of our fabulous team rushing to your aid wearing steel toe capped boots, and a high viz jacket would, at first glance, fill you with confidence, but the whole team worked incredibly hard to not only complete the course but to excel at it."

James concluded: "The First Responder course is incredibly valuable for several reasons. Beyond the fact that any team member could intervene or assist in an incident, either at work or in the community, continued development is critical in providing professional nourishment to our incredible workforce".



Huge milestone for Trevor Banks and CTS

Centre Tank Services Ltd was founded in 1987 rapidly becoming a leading trade distributor of fuel dispensing, storage tank, AdBlue™ and lubrication equipment. Having recently celebrated its 35th year in business, CTS had another cause for celebrating this month as employee Trevor Banks notched up 30 years working for the company.

Managing director, Matthew Terry, said: "From a chance knock on the door at CTS looking for a position, Trevor has now just celebrated his 30th anniversary at CTS. Trevor is recognised throughout the industry for his strong technical and product support. He has been an excellent team member, and I have thoroughly enjoyed the last 20 plus years working alongside him. This is a huge milestone for both Trevor and the business."

The man of the hour, Trevor, commented: "When you love what you do, you don't work a day in your life. I love my job and I can see myself being here until the day I retire."

He then laughed and said: "I've actually been at the company more years than I've been with my wife!"

Whopper is clear winner in pumpkin competition

There was no doubt about the winner of this year's pumpkin-growing competition held annually by Compass Environmental Consultancy.

Back in March, each member of the team was given a packet of seeds with the challenge to go away and grow the biggest pumpkin with the results of their labours presented back at the office 7 months later, on Halloween. The winner was clear as soon as Matt Thomas, of Oilshield, the insurance and risk management solution for fuel oil distributors, walked through the door with his monster squash in his arms. The giant pumpkin he produced eclipsed all the other entries, weighing in at an incredible 42kg.

Challenge on!

With such a clearly outstanding pedigree, the seeds from the winning pumpkin will be harvested and distributed among the team for next year's challenge and we look forward to seeing if this massive winner will be beaten by its next generation.



Asked for the secret of his success Matthew, from Telford, said: "It must be something in the local soil!"

However, it's Hampshire that holds the record for producing the largest ever pumpkin in the UK – a 1,205kg one was grown by twin brothers Ian and Stuart Peyton in Sunnyfields this year, beating their own record set back in 2020. And even that fell short of beating the world record by some 21kg so perhaps Matt, or another member of the Oilshield team, can set their sights on that next year – we'll wait to hear!

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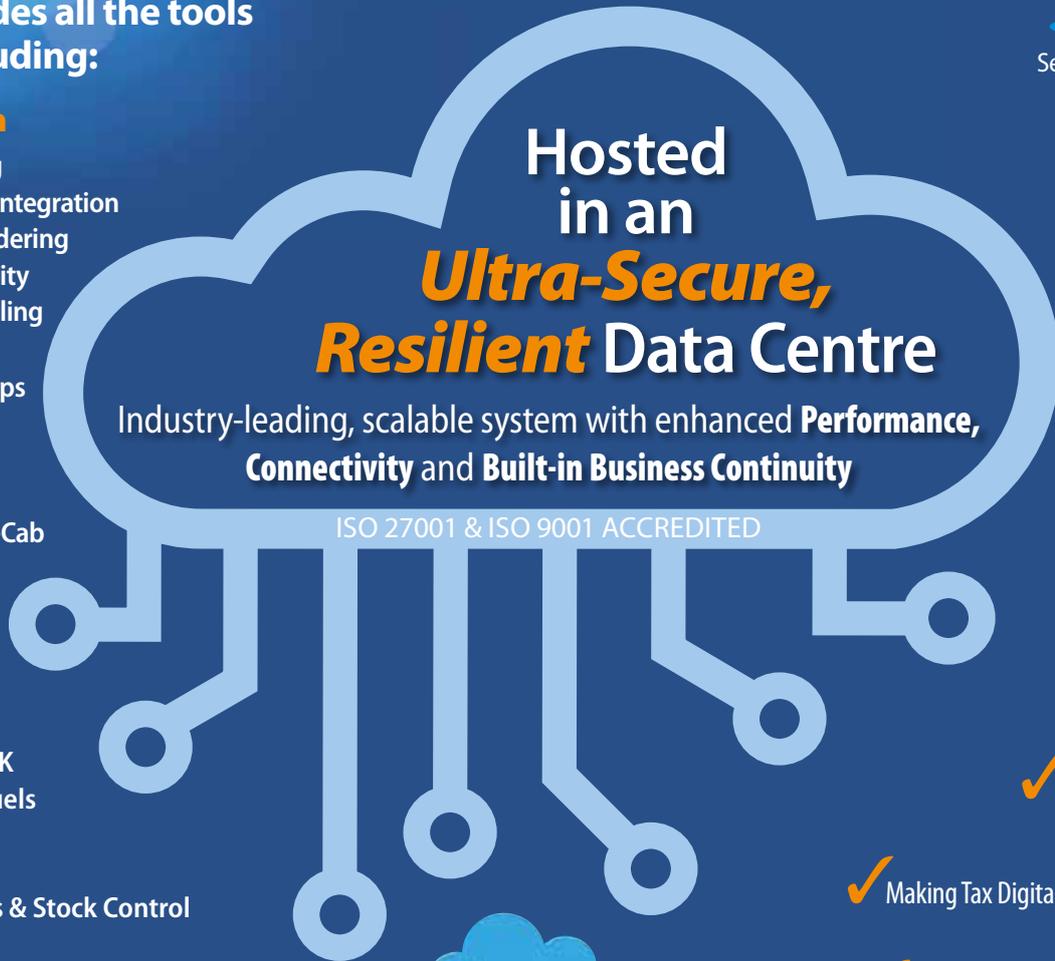
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It's customers that matter

THE FIRST OF OUR NEW REGULAR COLUMN, WHERE UKIFDA CEO KEN CRONIN SHARES HIS LATEST THOUGHTS ON THE LIQUID FUEL DISTRIBUTION SECTOR.

"We live in interesting times" is an overused cliché these days. If you look up the phrase, you find it may have come from a Chinese curse. Cursed or not, we live in interesting times in terms of energy policy in this country – the number of U-turns on technologies such as shale gas and onshore wind in the last two months has been breathtaking in the context of modern political history.

Political turmoil, post pandemic woes and a war involving one of the world's largest energy producers aside, we mustn't lose sight of the real issues and the tremendous impact these are having on our customers, not only right now but also into the future. This is what is focusing minds at UKIFDA.

The government, having accepted our advice earlier this year that a price capping mechanism in our industry was undesirable, unworkable and counterproductive, announced in September that it was giving £100 to each domestic off-the-gas grid customer and equivalent support to businesses.

This announcement was made without any fundamental understanding of how it would be achieved. Simply, our market is one of the country's most competitive energy supply markets; for years, it has delivered fuel to customers at prices as close to the current market as possible. A consequence of this high level of competition is customers have accounts with multiple distributors because of their ability and willingness to shop around. So, giving £100 to each account holder is not possible.

UKIFDA took a pragmatic view – it is not our place to comment on the help being provided, but on behalf of our members' customers, we should help the government to find a pathway to put the money into customers' hands as quickly as possible. This situation has highlighted, and I make no apologies for repeating myself, the lack of centralised data in this sector. The reality should be that giving £100 to every one of our

customers should not be this difficult – something UKIFDA will explore more in 2023.

Just before the clocks changed, we issued our customary advice to customers to start thinking about winter and urging the more vulnerable to contact their distributors. This activity is probably more important this year than ever before. Our advice called "5 Ways" explored not just the pragmatic things customers can do but also provided information about the guidance and support that is available to help them pay their bills.

While waiting for the £100, it is clear customers are taking longer than usual to fill their tanks. I believe this will bring strains on the system later in the winter – we are talking to government about both supply and demand because we can't blindly accept that the market will deliver – we should by now be *once bitten*...

Alongside the current cost of living situation, we are urging the new government to look again at how it can realistically give rural customers a choice in how they decarbonise. We know from our customer surveys there is overwhelming support for renewable liquid fuels because they are easy and non-disruptive and require a limited upfront investment. By creating a sector-wide renewable fuel obligation and a duty system that favours lower carbon fuels, the government could achieve these goals with limited cost to the treasury. Through the work done by UKIFDA and OFTEC and supporting organisations, we have demonstrated this can work and that the sector is ready to go.

Stay up to date with the Future Ready Fuel news here <https://futurereadyfuel.info/latest-news/>

Whether *interesting times* is a curse or not, I favour the view of President Kennedy in the 60s when he said the times were "more open to the creative energy of men than any other time in history" – as true today as it was then.

UKIFDA highlights 5 ways to help heating oil users get through winter

With distributors already working hard, across the UK and Ireland, to ensure customers needs are met this winter, UKIFDA has compiled a checklist of five ways people who use heating oil can prepare for the colder weather to ensure they stay warm and buy efficiently.

The five steps cover:

ONE: Boiler and tank maintenance

TWO: Ordering in good time to avoid the need for emergency deliveries

THREE: The Cold Weather Priority scheme for those aged 75+ to prioritise those most at risk

FOUR: Advice for those struggling financially

UKIFDA 5 ways to help heating oil users get through winter



FIVE: Establishing a regular local distributor

With many of your customers likely to struggle one way or another this winter, the full guidance to enable you to help them can be found here: <https://ukifda.org/5-ways-to-help-uk-heating-oil-users-get-through-winter/>

Sodbury Fuels: Christmas, community and charity

BASED IN CHIPPING SODBURY, AND COVERING SOUTH GLOUCESTERSHIRE, GLOUCESTER, SOMERSET, AND WILTSHIRE, SODBURY FUELS FORMED IN 2014 WHEN **ANDY WELCH** PARTNERED WITH **MARK NOLAN**, OF NOLAN OILS, TO FORM A NEW FUEL DISTRIBUTION BUSINESS. THE BUSINESS HAS BEEN A HUGE SUCCESS, BECOMING A LIMITED COMPANY IN ITS OWN RIGHT IN 2016. CLAUDIA WEEKS, CONTENT WRITER FOR FUEL OIL NEWS, SPOKE WITH ANDY AND HIS WIFE LISA TO FIND OUT MORE ABOUT THE BUSINESS AND WHAT THEY HAVE PLANNED FOR CHRISTMAS!

A family-run business

Sodbury Fuels proudly follows the same ethos as Nolan Oils as an independent, family-owned and run business. Andy runs Sodbury Fuels along with his wife Lisa.

Andy has been working within the oil industry for over 20 years, both as a driver and as a trainer for OAMPS. During his career, he has qualified in many fields including LGV, CPC and ADR training and is proud to have also been the FPS (now UKIFDA) Driver of the Year.

Born in Chipping Sodbury, Andy has lived there all his life so is familiar with the area and the people who live there and was always excited by the potential in the area.

Community and charity

The passion and enthusiasm that Andy and Lisa have for their community is evident to all that know them. As Andy explained: "Lisa and I have lived locally all our lives and we love where we live. It's our home. We see ourselves

as a big part of the local community and are really keen to give back."

We asked what charities Sodbury Fuels supports and there are a surprising number that benefit from the company's fundraising activities:

- Wallace and Gromit Appeal – Children's Hospital Bristol
- Hawkesbury Upton School Charity Run
- Chipping Sodbury Lions Club
- Chipping Sodbury Victorian Evening



Lisa explained a little more: "We support additional events too. Andy and I feel so lucky, we have three happy, healthy children and feel strongly that we want to support others that are less fortunate than ourselves.

"We like to do as much to support local charities as we can."

Christmas spirit

Andy takes part in the annual Santa Tractor Run in Chipping Sodbury which normally takes place on the second week of December. The event is incredibly popular and has even made the front page of the local newspaper!

With nothing happening during Covid, a group of Andy's friends came up with the idea to create a Santa float and it proved to be so popular in 2020 and 2021 that 2022 will be its third year.

Now, every Christmas Eve, Andy dresses as Father Christmas and drives the Santa float to the local children's hospital. The police even close the roads to ensure that nothing can stop Father Christmas reaching his destination.

Andy loves dressing up as Father

Christmas in what has now become an annual tradition for Sodbury Fuels. "We are back out again for Christmas 2022 with a newly-designed Christmas Float, we can't wait to see all the children's excited faces!"

Andy and Lisa are huge fans of Christmas and are very much looking forward to all the festive fun planned at Sodbury Fuels so we joined them in the Christmas Spirit with a series of quick-fire questions:

- **What's your best Christmas joke?**

Andy: "What do you get if you cross Santa with a duck? A Christmas Quacker!"

Lisa: "Who is never hungry at Christmas? The turkey – he's always stuffed!"

- **What's your favourite Christmas song?**

Andy: "The Jive Bunny Christmas song."

Lisa: "A proper classic – I wish it could be Christmas every day!"

- **What's for Christmas lunch in the Welch house?**

Andy: "Hopefully a turkey with all the trimmings, chocolate and lots of alcohol (Carling for me – lol!)"

- **What's your favourite Christmas film?**

Andy and Lisa: "We both love Elf!"

- **What's your favourite Christmas thing?**

Lisa: "We really love Christmas in our house, it's all about spending quality family time together and, obviously, the presents!"

We also asked Andy for the best advice that he's ever received, and his brilliant response of "Don't eat yellow snow!" is wise advice for us all to follow!

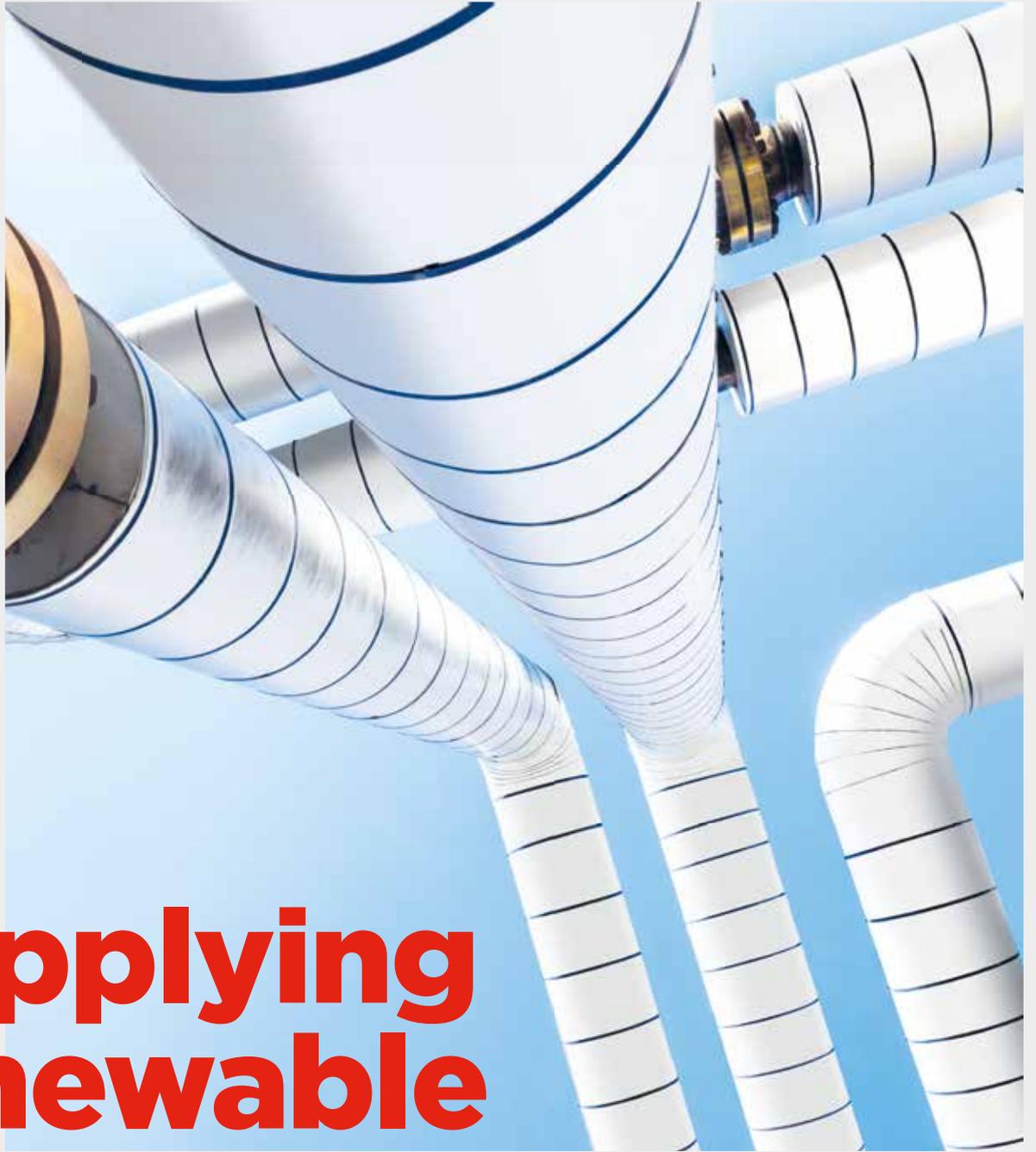
And, as Andy added: "There is a serious side to the job, but we have a good sense of humour with our staff and customers.

"We are a caring, friendly, honest, and respectable family-run business that will go that extra mile to help people.

"It means a lot to us to help local people to keep warm and safe and we take pride in our role in the community. It's a challenging job at times but it is fun and rewarding."

Fuel Oil News wishes Andy, Lisa, and the team at Sodbury Fuels a very happy Christmas and New Year and looks forward to catching up again with them in 2023.





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Downstream: bringing in the next generation

WITH THE NEXT GENERATION INTEGRAL TO THE FUTURE SUCCESS OF THE DOWNSTREAM INDUSTRY, CLAUDIA WEEKS SPOKE WITH BOTH THE YOUNG PEOPLE IN OUR SECTOR AND KEY INDUSTRY FIGURES TO FIND OUT HOW THE INDUSTRY CAN ENSURE THAT THE NEXT GENERATION WILL PLAY A KEY ROLE IN FUELLING THE FUTURE.

Highlighting importance

Ken Cronin, chief executive at UKIFDA, acknowledges the challenges of attracting the next generation: "As a mature sector, fuel distribution can be overlooked by many young people, especially in a period of high employment."

With Ken and the team at UKIFDA keen to highlight the importance of young people in our industry, the Young Person of the Year Award was launched in 2021.

The award is given to the most outstanding employee aged 25 or under, who UKIFDA believes has gone above and beyond the call of duty and is fast on their way to becoming one of the industry's rising stars. The inaugural award was won by Emily Yates at Craggs Energy with this year's awarded to Hannah Ward at Certas.

Ken continued: "The introduction of the UKIFDA young person of the year award enables us to shine a light on the amazing work the next generation is involved in and highlight to others that the industry, while steeped in

history, is firmly looking to the future.

"Our first two winners, Emily and Hannah, started as apprentices and they and their employers are brilliant examples of what we wish to convey. It is a great place to grow and start careers and where young people are valued and taken seriously."

Sharing the boost that even being nominated brings, Young Person of the Year 2022 nominee, Flynn Abbot, from Allan Stobart said that: "It was an honour to be nominated for the award. Being recognised by my managers for the work that I do is a great feeling. I love what I do and the industry I work in. I find that people are pleased to see a young person doing the job that I do. This proves that age should not be a barrier to stop young people joining the fuel industry or becoming a HGV driver in general."

Taking on the challenge

The role young people play in the sector is invaluable, as Matthew Crockett, managing director at Craggs Energy Ltd, confirms: "As

someone who has worked in this industry for nearly three decades, I know first-hand how important it is to support and engage the next generation into this unique industry. I myself have mentored and coached a number of young people who are now in senior roles across leading fuel companies, which includes Craggs Energy.

"The fresh approach and generational experiences they bring to industry is invaluable."

With so much negative attention in the media Claudia spoke with some of our sector's young people to discover what inspires them to enter this industry.

Dan Lynch, a 19-year-old, data technician apprentice at Craggs Energy, explained: "I wanted to be a part of this industry due to the future path of fuel distribution. People still require diesel, heating oil etc. meaning this business is still required and it feels good to help people in need. Furthermore, the industry has a bright future ahead of it as we make the move towards a greener and more renewable climate. I want to be a part of this change and create a good name in the distribution of energy."

Also sharing why she was keen to join the industry, Abbey Eames, depot manager at NWF Fuels commented: "The main reason I wanted to enter the fuel industry was to work in a fast-paced environment where one day is never the same as the next. Although it may have bad press, the fuel industry forms a key part of the UK's infrastructure and I love providing a service which is vital to both domestic and commercial customers."

The variety of the role is also important to Morgan Webb, assistant depot supervisor at Barton Petroleum: "Being in the oil and fuel industry isn't your everyday job. Every day is different and comes with different challenges and who doesn't love a challenge? I believe every industry has its grey areas which causes bad press, but this is a great industry to get into and learn about."



Dan Lynch of Craggs Energy

Danny Locker, assistant depot manager at NWF, is another relishing the challenge: "Since leaving events, I wanted a career that I could really get stuck into that had a competitive work environment as well as a clear progression ladder. I hadn't originally thought of the fuel industry but when my recruitment agency put me in touch with Abbey and NWF, I knew this was an industry I could see myself working in for a long time."

The journey to fuel distribution

With clear enthusiasm for the sector, Abbey, Danny, Morgan and Dan talked about how long they have worked in the industry and what their route in had been.

- Morgan: "I joined from another industry. I worked at my dad's plumbing and heating company, but I didn't think that career was right for me. I saw the job at Barton Petroleum being advertised and thought this is completely different and not an everyday job you hear about. I joined Barton in September 2021."
- Dan: "I have worked in this industry since July 2022. I joined after having a gap year after sixth form whilst trying to figure out my route in life. I've had part-time jobs in the past, as a barman, but this felt like a huge step in the right direction onto a solid career path."
- Danny: "I joined NWF Fuels just before Christmas 2019. Prior to this I had worked as a senior event manager comparing commercial events up and down the country for 3 years whilst also completing a Criminology degree from Leeds Beckett University."
- Abbey: "I have worked in the fuel industry for 6.5 years, and I am now the depot manager of both the Nottingham and Immingham depot. I came into the business from working as an assistant manager at McDonalds. I started as a business development executive at NWF then became depot manager in 2020. I have completed two apprenticeships during my time and NWF Fuels and I have just started my level 6 top-up apprenticeship in September."

A typical day

Although every day in the fuel distribution business varies hugely, we wanted to get a feel for what a usual day might be like for young people in the industry and Dan described his day at Craggs: "I will start the day by checking my emails and catching up with colleagues for any tasks I may need to complete throughout the day. I will then complete any daily tasks I may have such as completing call stats for



Abbey Eames of NWF

sales managers through pulling the data into excel.

"I will assist people with any general IT and data queries – this could range from help with excel to computer issues. I usually spend around an hour a day or a day a week (It's flexible) on apprenticeship work (off-the-job work). This may include research, completing documents or catch-up meetings with the apprenticeship group to check my progress. Finally, I will analyse any data warehouses and summarise these for anyone who may require it."

Danny, from NWF, added: "No two days are the same in fuel industry, however on an average day I work towards hitting my sales targets as well as handling the transport for our Nottingham and Immingham depots. This means I currently oversee 13 fuel tankers

which I book in for services and testing whilst also being a main point of contact for our team of drivers.

"This supports us to build that bridge between the office staff who sell the fuel and the drivers who deliver, thus benefiting the entire depot's performance."

The most enjoyable aspects of the job

With the days being so varied, some days are more enjoyable than others, and we asked the next generation to share what they enjoy most about their current roles.

"Every day is different in this industry, and everything changes so fast!" Dan exclaimed. "I love that every day is different, especially working for a company like Craggs Energy that has so many different products and service offerings."



Danny Locker of NWF

Danny agreed: "I enjoy working in the fuel industry as I relish new challenges and love the competition of working towards monthly sales targets. Alongside this, I have been given the opportunity to learn a completely new field in dealing with the transport side of the business and obtaining my HGV license. This is something I never imagined doing when leaving university, but it is now the aspect of my role that I love the most!"

Abbey added: "My favourite time of year is during the busy winter period. I enjoy the challenge of handling the influx of domestic customers we receive alongside keeping our loyal commercial customers happy. This has helped our depots to remain customer-focussed through these times and grow our overall profits.

"I also enjoy the challenge of overseeing one of the larger depots of NWF Fuels which accounts for 10% of the overall business. We recently won the UKIFDA depot of the year 2021 so I'm extremely proud to see my team be recognised for their hard work."

The power of words

Entering an established industry can be a daunting experience, but the young people we heard from had all been well supported with great advice. Asked what the best advice was that had been given, Abbey Eames at NWF replied: "'Who dares wins' – my manager Will Merrick has always encouraged me to be daring and to push myself to be the best I can within my role."

Danny, also at NWF, said that his best advice was actually from Abbey: "The best piece of advice I've been given at NWF was from my manager Abbey. When I joined, she explained to me how she became manager within four years and if I worked hard one day it could be me! Three years on and I'm the assistant manager so I'm not far behind!"

"Someone once said 'a dream doesn't become reality through magic; it takes sweat, determination, learning and hard work.' I believe anything is achievable you just have to put the hard work in it and make sure you are willing to learn and expand your knowledge!" shared Morgan at Barton.

The future of fuel

The fuel distribution industry is evolving and changing towards a greener future and young people coming into the sector will play a huge part in the development and advancement of the industry as Abbey agrees: "I feel the market is moving towards greener fuels such as HVO. I'm confident this will gradually



Morgan Webb of Barton Petroleum

become the most prevalent fuel in the UK over the next decade as the UK government works towards reducing carbon emissions."

Morgan shares similar views: "I expect demand for HVO to increase, and hopefully supply will increase with it. It would be great if HVO really takes off as a substitute fuel in home heating, and hopefully the government decides to get behind it. It really needs to move with the times and we need to expect online ordering to increase over the years to come."

What are the next career steps?

With Abbey, Danny, Morgan, and Dan at the start of their careers in this sector, we wanted to know what they had planned next:

- **Dan:** "To complete my apprenticeship. I will then investigate what other higher qualifications I can gain alongside my full-time job. In a role like mine the learning never stops!"
- **Abbey:** "My short-term plan is to continue to grow the Nottingham and Immingham depot by supporting my team to increase their personal volume. Long term, my goal is to further progress within the company by taking on further regions and expand the team I oversee."
- **Danny:** "There are two different routes I can head towards. I would either like to run my own depot or pass my manager CPC and become an operations manager within NWF. I don't have any real preference at the moment as I enjoy both sides of my role. My plan is just to take any opportunity that comes my way and see what happens!"
- **Morgan:** "To keep working hard, extending my knowledge in the industry and keep

dreaming big and learning from everyone at Barton Petroleum and hopefully this will take me a long way."

Industry inspiration

Asked who, within the industry, is inspiring this next generation, Dan responded: "My colleagues and especially the other apprentices I work with. It's great to be a part of the next generation of talent across the Craggs group of businesses. I can see the progression of opportunities available to me as so many previous apprentices have been promoted internally."

Abbey highlighted the importance of inspirational leadership: "Kevin Kennerley was MD when I first joined NWF Fuels. Even when I was completely new to the business, he always took time to get to know me not only as an employee but as a person as well. I found this really inspiring to know that he cared for his employees."

Morgan is taking his lead from the hard-working ethos at Barton Petroleum: "Who inspires me? It must be all the managers I work with, from Charles the depot manager, to Mark our general manager, and Clive the managing director, these guys show you if you work hard, put your head down you can achieve anything in this company."

The next generation are our future

Jeremy Royle, managing director, at Your NRG, shared his views on the challenges of bringing the next generation within the sector.

"I am proud to say that Your NRG has been built through the character of each and every one of the Your NRG Team, and it will be that same character that will be fundamental

to driving and delivering our future ambition and continued success.

“As a growing business we are continually challenged with capacity planning for the future, and whilst Your NRG endeavours to build from within, we also have a desire to bring the NextGen into the business to take advantage of the wealth of experience and knowledge that the Your NRG Team have.

“However, there are a number of challenges faced when trying to employ young people in an industry such as ours, the first being how to be visible in their ‘environment’, with traditional routes to market sometimes struggling to reach them.

“This, whilst overcoming the occasionally traditional mindsets of the same ‘experience and knowledge’, educating them to embrace the enthusiasm and ambition of the NextGen and being open to how their ideas and modern-day skillsets can benefit the business and industry at large.”

They challenge us

“Increasingly the interviewee becomes the interviewer, taking us to task to convince them that Your NRG is right for them, whilst satisfying their curiosity as to what we are

doing to achieve a lower carbon future and the part that they can play in this.

“Pleasingly we have managed to overcome these hurdles and are now reaping the benefits, having employed a number of younger people and NextGen apprentices. We are seeing at first-hand how the broader demographic is lifting the vibrancy and culture within the business whilst also helping to further the supportive, nurturing, family feel. Indeed, the mutual learning experiences are providing new perspectives on traditional processes, with one of our apprentices recently securing the Your NRG Award for ‘Agility’ at our recent Summer Gathering and Awards Party.

“The NextGen are most certainly our future, and our children’s future, and the old adage of “I taught you everything that you know but not everything that I know” may not necessarily apply.”

Who better to have the last word?

Having received plenty of good advice from those already in the industry, Abbey, Danny and Morgan also had their own excellent advice for the next generation of young people coming in:

• **Abbey** – “My advice would be to throw yourself into every opportunity you get. The scope for success in this industry is endless and therefore the more effort you put in, the more you are rewarded.”

• **Danny** – “The best advice I could give for anyone joining the fuel industry starting out in sales is dive in headfirst! The country needs fuel so you’re not trying to sell something that people don’t want. This means the more you put in, the more you’ll get out, so I’d encourage anyone to get stuck in as soon as possible when starting a new job in fuels.”

• **Morgan** – “It’s a great industry to work within, it’s very competitive and if you love a challenge, it’s definitely for you!”

You won’t find better endorsements than that!

There may be challenges in attracting the next generation to the industry but there are also clear benefits to their involvement.

Fuel Oil News will continue to champion and support the young people entering our industry and if you’d like to highlight a young person or apprentice who is making a difference at your company, please contact claudia@andpublishing.co.uk



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Industry welcomes roll out of E10 petrol in Northern Ireland

New laws requiring the introduction of E10 petrol at filling stations in Northern Ireland came into operation on November 1. However, to minimise the impact on small businesses, the requirement only applies to filling stations with an annual fuel throughput of more than 1mpa.

The introduction of the higher ethanol content E10 fuel, bringing Northern Ireland in line with the rest of the UK, has been welcomed by the industry as a further step towards reducing transport carbon emissions with minimal impact on drivers, filling station operators, or the wider community.

An important step

Elizabeth de Jong, UKPIA chief executive officer, said: "UKPIA is clear that transport will need low carbon fuels if the UK is to

meet its net zero target by 2050 and today's change is an important step in the UK's broader energy transition journey.

"Petrol and diesel engines will continue to be a large part of the vehicle fleet, as will hybrids, beyond the 2030 phase out of new combustion engine vehicle sales which are not zero emission at the tailpipe.

"E10 can reduce emissions of such vehicles and deliver greenhouse gas savings early. This move will also support the development of low carbon fuels that will be required over the longer-term for aviation and heavy goods vehicles."

Significant emission reduction

Transport minister Trudy Harrison set the process in motion in May when she explained: "Following the successful

introduction of E10 in Great Britain in September 2021, this subsequent amendment will bring the ethanol content of standard grade petrol in Northern Ireland in line with rest of the UK. The regulations also ensure the ongoing availability of E5 petrol (petrol with 5% or less ethanol) for those with vehicles and equipment unsuitable for use with E10."

She said that increasing the renewable ethanol content to up to 10% (E10) can reduce the CO2 emissions from a petrol vehicle by the equivalent of around 2% per mile travelled. This, combined with increases to overall renewable fuel targets could cut overall transport CO2 emissions by a further 750,000 tonnes a year – the equivalent of taking around 350,000 cars off the road.

LCM Group launched through acquisition of PIS (Ireland)

A second acquisition in the past month sees Padiham-headquartered LCM Environmental expand to Irish soil with the purchase of PIS (Ireland) in a seven-figure deal.

Providing the fuel quality and tank infrastructure business with an opportunity to further increase its forecourt focus the addition of PIS (Ireland) also expands its scope to other public and private organisations.

Marking the foundation of the LCM Environmental Group of businesses this landmark deal provides a new gateway to a wider European marketplace.

LCM Environmental has delivered unprecedented growth in the past two years, Turnover has doubled as service offerings have significantly increased and staff numbers have grown accordingly.

Mutually beneficial

Following the acquisition of South Midland Installations (SMI) in October, this latest acquisition establishes a new geographical base and increases the Groups' offering in both the UK and Ireland.

A fuel management and forecourt installation market leader, PIS (Ireland) will benefit from LCM's experience in tank management, fuel risk mitigation and other maintenance services.

Richard Wallace, CEO of LCM

Environmental comments: 'It has been a long-term goal of LCM Environmental to acquire an Irish base and expand overseas. We are happy to announce that this is now a reality, and we look forward to integrating PIS (Ireland) capabilities within the company.

"The start of the LCM Group marks a new beginning for us, as a business – we are more determined than ever to keep growing within the industry and reach new heights in the coming months!"

Colin Doyle, general manager of PIS Ireland, shares: 'We are thrilled to become a part of the LCM Group. With our combined in-house capabilities, extensive fleets and trained experts, LCM and PIS complement each other on all levels.

"Over the years that followed PIS Ireland's foundation in 2012, the company has established a prominent reputation within its sector and has formed strong relationships with a multitude of clients across the UK. As such, it is now in an excellent position from which to achieve considerable further expansion alongside LCM.'

Seamless transition

With over 60 years of combined experience, the two companies will benefit from each other's established customer bases as well as further efficiencies through the expanded UK and Ireland footprint. PIS (Ireland), now

operating as part of the LCM Group, will continue to trade under its own name, ensuring a seamless transition and significant expansion in in-house services for its current clients

The additional resources LCM Environmental has acquired in petrol forecourt installations and further site commissioning technical expertise will benefit its current client base.

This acquisition was facilitated by Mills Selig Solicitors, Clarion Solicitors, and O'Reilly Stewart Solicitors. Tax advice was provided by BHP Chartered Accountants and funding by Barclays Bank.



PIS (Ireland) General Manager Colin Doyle (left), LCM Environmental CEO Rich Wallace (centre) and PIS (Ireland) Operations Manager David Wright (right)

A DAY IN THE LIFE...

Jenny Sweatman

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 **JENNY SWEATMAN**, HEAD OF UK SALES AND SUPPLY AT GREENERGY, TO DISCOVER HOW JENNY SPENDS A TYPICAL DAY.



MY ALARM GOES OFF AT...

5:45am. However, I'm normally woken up by my husband's alarm anywhere between 4:00am to 5:00am. There follows me kicking him out of bed as quickly as possible so that I can try and get back to sleep.

I am not one of these people who can exist on no sleep but, as others in my team are night owls, it works quite well, as they can pick up operational issues after I have gone to bed and then I pick up anything new early morning.

THE FIRST THING I DO IS...

Deny that it can possibly be time to get up and then open the bedroom door to let the cats in while I get back under the duvet for 10 minutes to enjoy a cup of coffee and catch up on emails that have come in overnight, check there are no operational issues that need to be dealt with and see what's on my calendar for the day.

As soon as I have made it downstairs, the first order of the day is a second coffee and then to feed the cats, as they are normally shouting at me by that point.

I PREPARE FOR THE DAY AHEAD BY...

Since Covid we have had the benefit of being able to work a couple of days a week from home. So, depending on whether I am in the office or not, my mornings are either rushing to get out the door, or are lovely and luxurious and allow a more sedate, but productive, start to the day.

In either event, I do have to entice one of the cats to use an inhaler every morning – which is either super easy or involves chasing him round the house, depending on what mood he has woken up in!

I CAN'T LEAVE THE HOUSE WITHOUT...

My phone and my wallet. I have not yet progressed to the stage of paying with my phone, as a) I am naturally suspicious of all technology, and b) my battery always runs out quickly due to high phone usage so I can't rely on it to be able to pay.

MY TYPICAL DAY

I don't really have a typical day – but each day can involve my own tenders and negotiations, assisting the team with theirs, approving offers, getting involved with terminal operations and supply issues, general account management, dealing with haulage challenges, talking to customers and suppliers, picking up projects internally that could be anything related to UK supply and sales – IT, governmental, operational.

My role is quite wide, and hence anything that falls into, and could impact, either a delivery to a specific site, or a much wider supply issue, falls within my remit.

I am very lucky – my working weeks do get broken up by some work events to attend which if I wasn't in this industry or this role would not be achievable – whether it's a nice restaurant or being invited to the rugby at Twickenham – there is a lot to be appreciative of!

MY MOST MEMORABLE WORK MOMENT...

I was doing some much-needed personal admin the other day, clearing and sorting old emails on my personal account, and I ended up spending way too much time reading very old emails from customers, suppliers and colleagues from each of my various roles, sent when I (or they) left or transitioned out of each role and company.



All the emails were kind, and thoughtful, and reminded me of people long forgotten – but they prompted the memories of my interactions with all of them and brought a smile to my face. This job and industry are about relationships. The most memorable moments are the ones created with the people we spend so much time with – they may frustrate you some of the time, but genuinely all the people I have dealt with (and continue to deal with now) have been a joy. And some of the most memorable moments aren't printable!

THE BEST PART OF MY JOB...

The variety – no day is ever the same, and I am still constantly learning and being challenged.

I RELAX AFTER WORK BY...

Depends on the day. Sometimes it's chilling on the sofa catching up on a series with my husband and cuddles with the cats to try and switch off. Sometimes if I have had a day of back-to-back calls, I just want some quiet time and hence will curl up and read.

Sometimes its drinks with friends. By the time I get home (usually after 7pm if I am in London) and my husband is home and we have cooked and cleaned up there are normally only a couple of hours of the evening left before bed – so we tend to just do as little as possible, catch up on each other's days and wind down.

MY FAVOURITE MEAL IS (Breakfast, lunch, or evening meal)...

All meals are my favourite – I love food. The kids consistently ask for toad in the hole for all three meals of the day on their birthdays, so it has been known that I will whip up a sausage and Yorkshire wrap with a gravy



dipping pot for special birthday breakfasts...and I can't say I don't love it!

ON MY BEDSIDE TABLE IS...

A coffee machine – so I can have my aforementioned coffee in bed in the morning. Just a little bit of luxury in my bedroom to help the morning start in the best possible way.

THE LAST THING I DO EACH DAY IS...

Catch Merlin the cat for his second inhaler of the day, check I haven't missed any emails that need actioning, and pop off to bed.

I'M NORMALLY IN BED BY...

10pm on a school night. Gone are the days where I can go out all night and function the next day with no sleep at all. I have a sneaking suspicion it's old age creeping up on me.

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Portland Xmas News

Wholly unreliable updates from around the world

Issue 1

SANTA TOP STORY

Reindeer Food Prices through the roof and not coming down soon according to experts

Eliser Fert - Economics Reporter

Greenland, Dec 1st; Reindeer food prices have gone absolutely crackers according to RBC (Royal Bank of Christmas) and are threatening to interrupt deliveries of toys to good girls and boys. "Unprecedented increases in the price of gas, as a result of another small man with anger issues, have driven fertiliser prices through the roof, which in turn have driven the basic cost of reindeer food as high as Santa's sleigh" said Pixie Boot, RBC Chief Economist.

One analyst that we spoke to said that there is a general misconception that Santa's Reindeers can fly on the back of good wishes and fairy dust. "The reality is that those bad boys get through enormous amounts of food and Santa has been struggling to keep up with the high prices".

"Take Blitzen for example. The lad's an absolute monster and gets through 8 sacks of reindeer grub every day. Without that, he just can't generate the power to get the sleigh off the ground."

Santa's Press Office acknowledged that there were some issues, although highlighted that "Big Red Nose" has been a liquid diet for many years. As a result, gift distribution to well-behaved children would not be affected. However, girls and boys who have demonstrated borderline good / bad behaviour in 2022 should probably be a bit worried.



Rudolph in familiar pose. According to insiders, the self-proclaimed "leader of the pack" hasn't touched reindeer food since the 1950's. Instead he has survived on liquid lunhes, comprising a half bottle of Pol Roger, 2 sherries, 3 pints of mild, a half-carafe of claret and a quart of brandy.

King Charles III to drive tanker in 2023

Balthazar - Royal Correspondent

Rumours were circulating last night that the new King will be swapping his robes, crown and all that other stuff for a job transporting supermarket petrol. Charles insists on only driving a Scania and...P3



Krampus Claus (above) tormenting children and generally revelling in the fact that 2022 has been such a rubbish year

Noel the First - Business Correspondent

Krampus Claus expecting best ever year in 2022

Kramazon Inc. on schedule to deliver record amount of misery

South Pole, December 2022;

Santa's errant cousin Krampus Claus was in buoyant mood yesterday evening as he presented bumper 2022 year-end figures.

"Quite frankly, everything that could have gone wrong has gone wrong this year" said Krampus, before kicking a small-boy's football over the fence. "We've had a war, little meaningful environmental progress and now, nobody can afford to buy anything. In fact, you could say we have had a Christmas Cracker of a year. Ha-ha"

When pressed further, Krampus was happy to explore the success of Kramazon Inc beyond the obvious advantages of ignoring environmental rules, not paying taxes and wantonly exploiting their workforce. "There are now 2.675bn children of present receiving age in the world" said the malign one as he picked his teeth "and the reality is that many of those girls and boys are growing up in areas a long way from the North Pole."

"Old white beard just doesn't have the resources any more to make all these deliveries and for all his efforts on loyalty and retention, he has no other choice but to pass customers on to me. The bottom line is that we can flout the rules, whilst Santa can't. More fool him I say"

Once he had readjusted his crotch area, Krampus went on "The key is to keep posting on social media with phrases like '@bekind', 'thoughts and prayers' and '#mindfulness' and then everyone thinks you're OK". The Kramp then leaned over, grabbed a sausage from a journalist's plate and flatulated loudly into his micro-phone.

Chief Marketing Officer Bozo Johnson then took over to launch Kramazon's "2023 Shower", with Vladimir Putin as the keynote speaker. He will present on "The lost art of taking things that aren't yours".

Activists throw some soup at a soup factory

Extraordinary broth scoop

The Soup & Bisque Terror Squad was responding to reports in Barnsley of Just Stop Oil protestors throwing soup at a soup factory. Nobody has any idea why. Full story cont. page 12

New Book Launch

"Diary of a Misunderstood King"

Jericho; All round bad-guy and Judean King Herod, is seeking to redress the "balance", with his new book. Portland arts critic Donnie Trump reviews the rewriting of history on Page 8.



Yuletide Hammerblow!

Christmas Trees to go on strike

“Everyone else is on strike, so why can’t we”?

Story by Noddy Holder

Christmas Trees around the world are to go on strike and are refusing to partake in Christmas celebrations.

Citing zero career development opportunities and a complete lack of appreciation of just how important they are to Christmas celebrations, the Local & Global Tree Collective (LGBTC) is calling on all Christmas Trees to stop growing, refuse to be cut-down and boycott Eddie Stobart - who are accused of transporting Christmas trees under the most inhumane conditions.

“We refuse to be patronised and objectified any longer”, said Leader of the Global Christmas Tree Solidarity Union, Fearnie T Ree (they / them / it).

“Besides everyone is on strike now, so

why can’t we?” it continued. “We propose that with immediate effect, all Xmas trees down tools and walk-out (although clearly we recognize that with roots in the ground, this last bit will be difficult)”. Ree added.

The OFT (Office of Festive Trading) has promised to look into the treatment of Christmas Trees, just when it becomes clear that the relevant Government Minister has been in the job for longer than 8 minutes.

However, the OFT also confirmed that the controversial issue of “butt rot” will not form part of their investigation.

A spokesman said via Zoom “can you hear me? Am I muted? Hold-on”. Another spokesman with a better connection said “we appreciate that the spraying of tree stumps with aqueous

urea solutions to stop the spread of fungus is controversial for the Tree+ community, but to be frank, no-one in the office can say “butt rot” without laughing.

It seems though that the LGBTC may have the last laugh. “Let’s see how Christmas goes without us” said Fearnie T Ree.



An angry Christmas Tree yesterday



A tearful Mrs Claus announces her resignation. Critics said she was never up to the job, looked like a rabbit in the headlights for most of her 3 hours in charge and that power had made her a complete mentalist.

Polar Leadership Chaos! **Santa replaced by Mrs Claus** But she only lasts 4 hours in-situ before resigning

Liz Claus’s radical approach to the festive economy - nicknamed Clausonomics by precisely nobody - was over only 4 hours after she took over as CEO of North Pole Inc, from previous boss St Nicholas.

Having pushed Chief Reindeer Rudolph “under the bus” for his nativity budget, there was really nowhere to go for Mrs C, other than straight down the chimney.

HMRC (Her Majesty’s Revenue for Christmas) had already warned that the

North Pole would go bust even before the children had unwrapped presents, whilst the Bank of Lapland bail-out meant that Boxing Day was to be renamed Boxing Hour.

Also unpopular was Mrs C’s proposal to set tinsel tariffs according to the marginal cost of baubles. “That suggestion was nuts”, said Elf Union Leader Red Dwarf. “The only place with a comparative system is the UK, where they price electricity off the price of gas not used to make electricity” Full story Page 3 (alongside a robin with a sizzling red breast)

Polar blast exclusive! **Present pipeline blown up**

KC suspected - he accuses Santa

The main arctic present pipeline was blown up last night according to GCHQ (Gnome Communications HQ), who are blaming South Pole agitators. But Krampus himself has accused Santa. “It’s obvious that the pipeline was blown up by Santa and his decadent Elf followers” said a Spokesthing. Santa was unavailable for comment on account of being very busy at the moment.

Earl’s Court, London **Lubricants Industry to sponsor New Year Festival of Erotica**

“Ill-judged decision” says UK Trade Assoc

Several lube companies are opposing the sponsorship of next year’s Festival of Erotica. German company Fuchs have been particularly hostile to the idea: “This is a major setback”, said a spokesman. “We’ve spent years trying to stop clients mispronouncing our name and this event will not help” (Editor Note: Fuchs rhymes with “Dukes”, rather than “Ducks”)



A Duke and a Duck yesterday.

How would you summarise 2022?

THE DISTRIBUTOR COMMUNITY LOOKS BACK OVER THE YEAR

ASKED FOR 3 WORDS OR PHRASES THAT DESCRIBE YOUR EXPERIENCE
IN THE SECTOR IN 2022 OUR COMMUNITY OF DISTRIBUTORS SAID

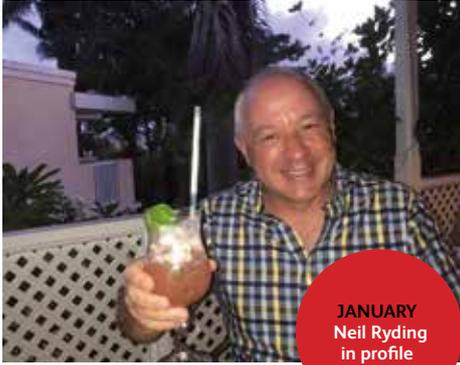
Challenging, shortages, and uncertainty
Turbulent, challenging, and educational
Challenging, necessity, and resourceful
Demanding, satisfying, and exceeding
Challenging, exciting, and successful

What are your hopes for 2023?

LOOKING AHEAD TO THE NEW YEAR WE ASKED OUR COMMUNITY WHAT
3 THINGS THEY ARE HOPING 2023 WILL BRING AND THEY SAID

*Peace and the hope we can end the Ukraine crisis and allow people
democracy and freedom across the world*
Price stability
Arsenal to win the premiership
Peace
Windfall Tax
Diversity
Growth
Political stability
Peace in Ukraine
Peace
Prosperity
Parties
An ending to the Ukraine/Russian war and peace throughout
Health for us all
A successful year of business

2022 – A YEAR TO REMEMBER



JANUARY
Neil Ryding
in profile



FEBRUARY
Victory for
Kettlewell Fuels



MARCH
Northern Energy
celebrates
milestone



APRIL
Eddie O'Brien
in conversation



MAY
David Blevings
on HVO



JUNE
Mark Nolan
with Howard
Illingworth at
'That Party'



JULY
Suttons Jubilee
tanker



AUGUST
Dog days
at LCM



SEPTEMBER
FON on tour



OCTOBER
50 years
for Peak



NOVEMBER
Par's charity
tanker



DECEMBER
Christmas with
Sodbury

Send us your photos and feature in the January issue of FON!

This is just a small selection of the many memorable moments we have been privileged to share with our community through 2022. In a year full of challenges we would love to see your own highlights, so please send us a photo from 2022 along with a few lines as to why it was a special moment in the year for you or your company to margaret@fueloilnews.co.uk by December 8th.

The North Sea's strategic oil and gas stronghold must address its challenges to mitigate future energy crises

CONCRETE PATHWAYS, CREATED BY A PARTNERSHIP OF ACTORS EITHER AFFECTED BY, IN A POSITION TO LEAD, OR CONSTRUCTIVELY CHALLENGING, THE OIL AND GAS PHASE-OUT, ARE VITAL TO ENSURING THE NORTH SEA FOSSIL FUEL ECONOMIES OF THE UK, NORWAY AND DENMARK CAN TRANSITION TO DELIVER ON ENERGY SECURITY, JUST TRANSITION AND CLIMATE GOALS, WRITES **DR KIRSTEN JENKINS**, CO-AUTHOR OF A NEW REPORT SERIES FROM THE OIL AND GAS TRANSITIONS (OGT) INITIATIVE.

Long a strategically important reservoir for oil and gas, the North Sea is now a pivotal ground zero for net zero, with regional oil and gas producers in Denmark, Norway and the UK deliberating over oil and gas transition pathways that will be vital to national, regional and global climate goals. With the energy and climate crises at the forefront of people's minds, decisions taken in the North Sea now will have lasting global impacts and could offer a blueprint for clean and just fossil fuel transitions.

To me, it is clear that, without bold and stable pathways towards such an energy transition in the region, Paris Agreement climate goals are at risk worldwide. The North Sea-dependent economies are blessed with the resources, knowledge and skills to lead the way on a transition that delivers both clean energy and justice for the individuals, communities, regions and organisations impacted by the phase-out.

Each country faces unique challenges to deliver on the region's potential. Norway's oil and gas sector employs 6% of its workforce, Denmark is the EU's largest oil producer, while a politically embattled UK aims to expand oil and gas exploration in the misplaced hope it will help solve the energy price and supply crisis.

Each must tackle its circumstances with bold solutions and concrete roadmaps, outlined in recent Oil and Gas Transitions (OGT) initiative reports, to ensure decarbonisation commitments are met, and met in a just way.

Devolution and faster decision-making are vital for the UK to meet its net zero targets

The UK has a clear climate vision and a legally binding net zero target of 2050. But its climate goals are currently at risk in the face of the energy crisis – exacerbated by a backdrop of economic turmoil and political chaos. The short-lived Truss government's plan to announce over 100 new North Sea oil and gas licenses is entirely incompatible with decarbonisation

targets. Those communities that rely on oil and gas, such as large areas of Scotland – where geographic share of the UK's oil and gas production is 84% and the sector supports around 196,000 jobs – are concerned about how an eventual clean transition will impact their economic security, particularly when the country is soon expected to enter recession, and need political certainty.

Here, the challenge lies largely with the new government, which must be unwavering on climate-aligned policy. Our OGT report recommends that the UK could benefit from further devolution in decision-making powers to speed up regional governance and deliver faster action – opening opportunities to reskill oil and gas sector workers to transition to clean energy jobs, or jobs in other sectors.

Our report also advises that the UK needs a unified roadmap and climate targets to encourage political commitment and accountability. Together with reskilling programmes, and innovation to establish carbon capture and storage (CCS) at scale, this could help form a long-term clean energy strategy that reduces the current market volatility that, ironically, is pushing the government towards North Sea oil and gas.

Government-led attitude change is key to decarbonising Norway's economy

The oil and gas sector is a significant contributor to Norway's economy, providing 40% exports and 14% of GDP, supporting up to 200,000 jobs and generating a predicted US\$131bn in revenues next year. Perhaps because of this (and despite oil and gas contributing a quarter of its annual CO2 emissions), Norway has not yet set a clear net zero vision to match its alliance to the Paris Agreement.

The focus here should be on changing attitudes: led by the government, the public must switch support from oil and gas to proven net zero technologies, including offshore wind,

and future ones, including CCS.

If such a behavioural transition takes place, the groundswell of support could lead to a new decarbonised economy for Norway, based on installation of up to 50GW wind power by 2050, and storage of 35 mega tonnes of CO2 by 2035. But this will only happen with a rock-solid pathway and a determined sea change from the government.

EU's largest oil producer Denmark is just 20 years from net zero – if it follows the right roadmap

Denmark has a clear vision to phase out fossil fuel extraction, taking it from the EU's largest oil producer to decarbonisation in two decades. But to get there requires a concrete roadmap – currently lacking – and vital fiscal answers. Given how significant the oil and gas sector is to the Danish economy and welfare state – contributing \$1bn in state revenue in 2019 – this transition can only be just if this lost state revenue is replaced by a green economy, and the workforce is comprehensively supported into roles within it.

The OGT report shows that, theoretically, Denmark could reach net zero by 2042, or as early as 2034. Vivaly soon in net zero terms; perhaps too soon for the 4,000 workers in the sector reliant on oil and gas-based salaries and, consequently, the economy those salaries support. But the timeline could be kept on track by readying the workforce to transfer their skills into clean technologies: mostly renewables, with some CCS and energy storage, or indeed other sectors, which would also compensate for any lost state revenue.

What Denmark needs to get to 2042 this way is an independent committee, which would co-create the roadmap it currently lacks, while simultaneously holding to account those in power, creating policies to build markets in renewable power and reskill its workforce, and supporting innovation.

Helping construction customers to tackle the rising wave of fuel thefts

Since the ban on using red diesel at construction sites was introduced in April 2022, the industry has been experiencing a crime wave. Police forces all over the UK are reporting dramatic rises in fuel thefts from building sites as criminals identify easy pickings to steal white diesel. Soaring oil prices have added fuel to the fire and, as winter sets in, with darker evenings ahead, the opportunities for theft are only increasing.

Construction sites are notoriously hard to secure at the best of times and plant and metal thefts have long been a problem for the industry. CCTV, more secure bowsers and telemetry systems all have their part to play but one of the simplest and most effective deterrents is for fuel to be dyed.

UK consultancy, Fuel Theft Solutions™ has been advising businesses how best to tackle fuel theft and Chris Day, managing director, explains here how using fuel dyes can help customers avoid this problem.

Why colour is important

“Fuel can be dyed in a range of colours but construction businesses who have chosen green dyes to secure their fuels have run into unexpected problems. Since the new regulations came into force, the authorities have been checking sites across the UK for compliance. Green fuel can be mistaken for rebated diesel sold in the Republic of Ireland, and sites run the risk of being shut down until the fuel can be tested and approved as compliant with UK duties.

“Our own product, DieselDye, uses a distinctive blue colour,” Chris explains. “Dyed fuels are much harder for criminals to sell on and much easier to detect if fuel is being stolen on site by contractors or workers.

“It is manufactured to ISO9000 quality standards so it’s completely safe for all engines and it conforms to the B7 EN590 diesel specifications. Compatible with all diesel and biodiesel fuels, DieselDye has been in use for many years, protecting fuel for a huge range of organisations, including the armed forces who used it to secure fuel supplies in Afghanistan.”

Be seen to be safer

Chris is clear about the most effective anti-theft strategy: “It’s not enough simply to dye your fuel, you need to advertise the fact that your fuel is dye-protected. We produce a range of on-site signage and stickers spelling out that fuel is dyed to deter criminals from trying to steal it. It costs less than a penny to protect 5 litres of fuel, so it’s a highly cost-effective deterrent which can be deployed almost immediately.”

Fuel theft solutions are partners with NAVCIS – The National Vehicle Crime Intelligence Service – and have spent over 20 years developing their expertise in tackling fuel thefts for the transport industry. They are now keen to help the construction industry and their fuel suppliers to tackle this growing threat.



Sustainable motorsports fuel range launched

Following years of research and development work, Coryton, a leading supplier of specialist and renewable fuel solutions, has launched SUSTAIN Racing, a new sustainable fuel range dedicated to the motorsport sector.

SUSTAIN Racing will provide the industry with access to a range of off-the-shelf sustainable fuels and the opportunity to create bespoke blends using Coryton’s extensive expertise in this field.

Offering the potential for significant CO2 emissions savings, when compared to traditional fossil fuels, the new products are set to make a considerable impact on the industry’s net zero initiatives and are already proving popular with some of the major racing players.

The move follows a string of successes for Coryton in the motorsport sector, as the company’s fuels continue to prove their performance for partner Prodrive in races such as Dakar 2022 and the recent FIA World Rally Raid Championships. It also cements the fuel specialist’s position as one of the leading driving forces for sustainable racing, having invested more than a decade to advancing sustainable solutions for this sector.

The world is watching

David Richardson, business development director at Coryton, said: “We’ve worked with the industry for many years and see that sustainable fuel has a huge role to play in the future of motorsports and motoring in general. The ICE engine is going to be here for many years to come so it makes sense to do what we can now to reduce the carbon emissions from those vehicles.

“With the work we’re doing with teams such as Prodrive and Bremotion, as well as others behind the scenes, and with F1 moving to 100% sustainable fuel from 2026, the world is watching. That’s why it’s vital that sustainable fuels are backed up by expertise and rigorous testing. We need these fuels to demonstrate that they can perform as well – if not better – than fossil fuels.

“Our second place in Dakar 2022 showed how there need be no drop in performance with SUSTAIN Racing and we’re going for gold in 2023. If four cars can save 85 tonnes of carbon by using our fuels – imagine what a whole series run on them could do?”

The company uses second-generation biofuel derived from agricultural waste to create the fuels, along with efuels created using CO2 captured directly from the atmosphere.

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Marsh Fuels: two significant milestones

THIS YEAR MARSH FUELS CELEBRATED TWO HUGE LANDMARKS. AS WELL AS MARKING ITS 120TH ANNIVERSARY, MANAGING DIRECTOR AND MASTER OF THE WORSHIPFUL COMPANY OF FUELLERS, **CARRIE MARSH**, CHALKED UP 25 YEARS WITH THE COMPANY. LIZ BOARDMAN CHATS TO CARRIE ABOUT HER TIME IN THE INDUSTRY, AS WELL AS REFLECTING BACK OVER THE COMPANY'S LONG AND FASCINATING HISTORY.

A brief history

The company was founded in 1902 when Henry Marsh came to Ball Hill from London, fell in love with the daughter of the local landlord and settled in the village.

Collecting coal from the railway station by horse and cart, they delivered by the bucket to local homes. Henrietta sat up front with her little black book, keeping note of payments. They kept the locals warm through two World Wars but, during the Second World War, there was an accident with a load of coal in the yard and Frederick (Fred) Marsh, Henry's son, was drafted back from the war to run the essential service.

He later found his place taking on the Coal Board for the right to haul his own coal supplies.

Years later Frederick's son, Bert Marsh, joined the business after learning the trade. It was around this time in the late 1960s that oil arrived and would later become the firm's main source of income. Fred Marsh also started the building of small industrial units, and the company became landlords too.

Carrie joined the company in 1997 as a boiler engineer and progressed through the various departments, from gas and coal delivery,

driving the tankers to deliver oil and eventually to the office, before becoming managing director.

What have been the main company milestones of growth and change during the last 120 years?

The arrival of the telephone... In the early 1900s we were 'Highclere 3', then 253, before eventually becoming 01635 253253.

The 1980s saw the old carbon copy ledgers and cash books swapped for new-fangled computers; very basic in their day, but now all singing and dancing versions with social media to boot! Horse and cart transport was replaced by the horsepower of various trucks over the years, to the latest in oil tankers with digital display. The arrival of our own oil storage in the late 1960s has been invaluable. World wars, a pandemic, freak weather events and drifts of snow, have all been overcome one way or another.

Although there have been changes over the years, from the bigger companies supplying us, to then supplying the customer direct, we have stood our ground and remained focused on

traditional service and customer care. In recent years we have built a wider customer base on the simple fact that we are small enough to be adaptable and always answer the phone, while large enough to be able to deliver as promised.

What was the best piece of advice you have been given in this industry?

Check twice, cut once – admittedly this was referring to a piece of wood at the time – but has since applied throughout the entire business, from adding up figures to making big decisions. That and to always 'sleep on it'.

What's your favourite way to spend time when you're not working in the business?

I have to admit, I've forgotten, after the last three years! But it used to be staying at the coast in West Sussex and watching musical theatre!

Marsh Fuels is a family-run business. Please introduce us to the next generation.

The next generation are 11-year-old twin girls, so I am the most recent full-time generation.

However, during lockdown and throughout home schooling, they did brush up on their maths by doing the stock take and came in very handy with a mop and bucket washing the trucks, so we are definitely building up their fuel distribution skills.

Carrie, I know you started out as a boiler engineer, then a truck driver and now you're mostly office based. Can you tell me more about your role and what you enjoy most?

My role encompasses everything in some shape or form, from problem solving in the office or yard and keeping up with legislation, to seeing what's next. I'm also a landlord to our tenants so I wear that hat too. I miss driving the tanker, which I still occasionally get to do, though now I have the added advantage of being able to give myself the nice loads!

How many members of staff were there when the company was founded in 1902 and how many people are involved with Marsh Fuels now?

There was a much bigger staff in the 'old days' of coal bulking, bagging and delivery but you don't need all that manpower for delivering and handling heating oil, so we are smaller in number but still mighty!

What do you think makes your customers choose you as their supplier?

We answer the phone (a surprisingly rare thing in our area around February-March 2022) and we know many of our customers by phone or in person. They like the care and attention they receive from our drivers, which reflects our overall high standards. We treat other people's property as we would our own and are always ready to offer advice to anyone in need. We offer a traditional service – still fairly manual – so we often say 'yes' when another firm's computer says 'no'.

What have you enjoyed most about working in fuel distribution?

Driving the trucks and seeing the end customer with their tank filled.

What has been your proudest accomplishment in the business?

Different things spring to mind, from keeping our staff and customers safe during Covid, to running the business completely and, of course, becoming the Master of the Worshipful Company of Fuellers, a London City livery company, representing all energy companies and working towards a net zero future.



Congratulations on becoming a master fueller! How did it happen and what have been the highlights of the last year?

It was a very special opportunity and once-in-a-lifetime experience for me as I supported and took the reins from the immediate past master, HRH The Earl of Wessex. Promoting the journey to zero carbon and encompassing all types of fuel generation from fossil to renewable, I feel as though I'm following in the footsteps of my grandfather, Frederick Marsh, who was a founding member of the modern livery company when it was re-formed in 1984.

I'm one of the few fuellers who actually delivers to the end consumer. Lots of the other members are involved in different areas, such as shipping, or represent global fuel companies.

Earlier this year I hosted a Masters Weekend in Newbury and Ball Hill. The Fuellers came to the yard to see how we run the business, to get a glimpse of the trucks up close and personal and to help us to kick off our 120th anniversary celebrations with a specially commissioned cake.

I'm also a trustee of the Fuellers Charitable Trust fund and am involved with the Livery's philanthropic work.

Tell us about your most memorable day at work.

How to choose?...

There was the day I came into the yard to find a cow loose, which had to be caught and put back in the field. Another day it was a field of sheep! Or maybe the day I delivered gas oil to the Newbury Bypass construction team, and they thought it hilarious to drop a huge chain in a chalk puddle just behind me, covering me in thick chalk water which dried like concrete. Possibly the training course I went on for my ADR, when the chap running it advised us to elevate the limb, adding that men might use their toolboxes whereas I could use my handbag! Then there was the day I was chased

by an ex-police dog and had to sit on top of an oil tank up on bricks until he got bored. The almost total eclipse in the yard when the light faded, and the birds stopped singing. Watching 9-11 on a portable TV with the postman and a customer, who had come in as the news was breaking about the Twin Towers. Also, digging a route in the snow from our gate and up the hill to help get traffic moving, only to be told by some neighbours that I should've started earlier so they could get to school! My favourite days, however, were simply working alongside my dad in the office, learning how to schedule efficient loads and just sharing a cup of tea.

Tell us about your colleagues. Who do you love working with?

Bill has been with us for over 50 years. He taught me to drive trucks and has a wicked sense of humour. His broad Berkshire accent is unusual and a delight to hear, while his dedication to the business is rare.

What is it like working with your husband, Dave? Did you meet at work?

In actual fact, I'm in the office while he's out on the truck or in the yard, so we actually see more of each other at home! Dave used to work at Lloyds Bank under strip lights with very little fresh air, so he came to join the business just before we got married and is now much healthier. Fun fact, Dave took my surname as he has two brothers and I was the last to have our family name...only to then have twin girls!

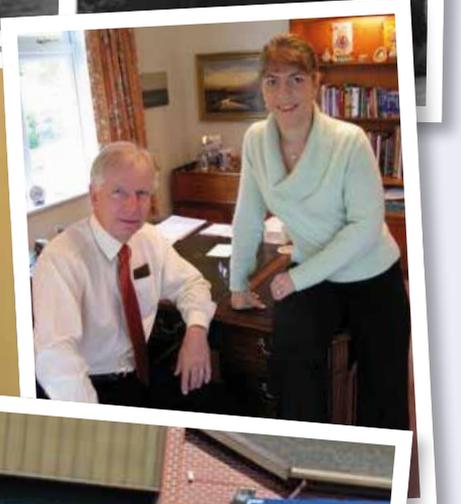
How have you celebrated your various anniversaries? Or are the celebrations still ongoing?

The Fuellers Company came to celebrate our anniversary back in May and we have enjoyed letting our customers and local press know. Standing in London addressing the Fuellers in our 120th anniversary year and my 25th anniversary was quite a 'pinch me' moment.

Looking to the future, what's the vision for the company as it moves forward and plans ahead for the next 120 years?

Hopefully I will be retired long before then, but we will evolve the family business to suit the current climate at the time. I hope that our own children will follow their own interests and we may well end up reverting back to being landlords, with Dave cutting the hedges and me on the ride-on lawnmower enjoying a quiet life in our twilight years but, whatever happens, I plan on the yard and the business still being here in some form or another for many years to come.

120 years of Marsh Fuels a celebration in pictures



The chemical supply chain: addressing ongoing challenges

ONGOING DISRUPTIONS CONTINUE TO IMPACT NOT ONLY COMPANIES WITHIN THE CHEMICAL SUPPLY CHAIN, BUT THEIR CUSTOMERS, DOWNSTREAM USERS, AND THE BROADER SECTOR ALIKE. **TIM DOGGETT**, CEO OF THE CHEMICAL BUSINESS ASSOCIATION (CBA), OUTLINES THE FAR-REACHING IMPACT OF THESE CHALLENGES AND HOW THE CBA IS ADDRESSING THEM TO CONTINUE DRIVING THE INDUSTRY FORWARDS.



The chemical industry is one of the most important and diverse industries in the world, spanning from chemical manufacturing to distribution and beyond. A large and complex global chemical supply chain – requiring a wide range of skills, job functions and ancillary industries – is in place to effectively maintain and support such a vital industry which underpins economies and societies across the world.

In recent years, several factors, including Brexit, Covid-19, and the shortage of HGV drivers, have acted together to destabilise the chemical supply chain. These issues have been further exacerbated by the conflict in Ukraine.

The impact of these disruptions has been sweeping, with not only the chemical industry but all sectors having to contend with huge price increases in the cost of moving freight, raw material shortages, rapidly rising energy costs, and even the closure of manufacturing plants. In particular, it has highlighted our dependence and reliance on efficient and economic supply chains, and exposed vulnerabilities in both security and supply as a result of globalisation.

Challenging perceptions

While these disruptions have continuously been making headlines, the chemical industry and, in fact, the broader sector, has been plagued by another ongoing threat – skewed public perception. The sector is generally misunderstood, the opportunities it offers are often overlooked, and it is even regarded as an unpopular career choice, meaning that it is increasingly struggling to attract the diverse and inclusive talent pool required to maintain its position as a vital contributor to the UK economy.

Logistics, in particular, is considered an unattractive field. The occupation has generally had a poor perception, including long hours, poor pay, and difficult working conditions and, furthermore, it is often stereotypically seen as only offering driving jobs rather than the actual wide and diverse range of roles available. At the same time, there is an ever-increasing

demand for transport yet the number of drivers has been continually falling; primarily due to an ageing workforce that is not being replaced and younger drivers leaving the industry to work elsewhere.

To fill the skills gap, the negative attitudes for the sector must be addressed and changed. To do this, companies must help combat stereotypes by advocating for their organisations and for the industry. Additionally, employee training and development are crucial elements to bridging the gap and companies in the chemical supply chain must commit to prioritising skills development, either by offering vocational training and skills programmes or by supporting opportunities for continuous learning.

One programme launched specifically to engage young people is Generation Logistics, an industry-led campaign aimed at bringing industry together, shifting perceptions, and encouraging the next generation to optimise opportunities in the logistics industry. It is a great example of boosting awareness and engagement and, as an official partner, the CBA is playing a leading role in promoting the programme.

The association has also launched various initiatives aimed at getting the younger generation interested and involved in the chemical industry. In 2019, it introduced the Young Person's Award with the goal of recognising excellence within the chemical supply chain. It also established a Future Council, which is aimed at engaging the younger generation and showcasing the diverse career opportunities within the sector.

Supporting sustainability

The chemical industry has faced criticism on its environmental record for years. However, contrary to belief, it is heavily involved and instrumental in finding solutions to help solve the problems of climate change and invests heavily in health, safety and environmental initiatives with sustainability at the top of the agenda.

For nearly three decades, the CBA has been actively involved with the Responsible Care Programme, a global, voluntary initiative which provides an ethical framework for the safe use and handling of chemical products and seeks to deliver continual improvements in health, safety, security, and environmental performance across the industry. As a member of the CBA, companies are able to become a part of the programme and, since its adoption in 1993, the association's members have delivered significant annual continual improvements across the board.

In its efforts to help the chemical supply chain become more sustainable, the CBA has produced guidance on climate change in partnership with the Chemical Industries Association (CIA) and the Non-Ferrous Alliance (NFA) and, in association with other organisations, developed new waste packaging supplementary guidance within the scope of the European Waste Framework Directive. This includes a structured approach to developing a climate change risk assessment and action plan for chemical, pharmaceutical, and other businesses.

Additionally, several CBA staff members have been certified as being Carbon Literate, and the association is now offering Carbon Literacy training to its members. The certified training, which provides insight to help individuals and companies make informed choices to reduce their carbon impact, and additionally enables members to roll out Carbon Literacy to their own organisations as well as suppliers and customers alike.

Educating and engaging

The CBA represents distributors, manufacturers, traders, warehouse operators, logistics and transport companies, many of whom are the main industry interface providing products and services to thousands of downstream chemical users. With its own in-house experts covering all aspects of the chemical supply chain, it is extremely proactive in helping its members adjust to ongoing changes and disruptions.

To ensure members are educated and informed, the association provides access to a Members Helpdesk, which offers dedicated, one-to-one advice on a wide range of topics, regular briefings and events, a monthly technical e-bulletin, Member Engagement Days, and training workshops – including bespoke training as part of its Compliance on Demand offering. Recently, it also introduced Online Clinics and Best Practice Workshops on a wide variety of subjects.

Another key focus area for the association is proactively supporting and improving the safety performance of all stakeholders in the chemical supply chain. To this end, it provides on-site compliance checks and training across a wide range of regulatory and compliance matters, including COMAH, Spill Response, Control of Substances Hazardous to Health (COSHH), and the Carriage of Dangerous Goods by Road (ADR).

Additionally, the CBA offers Dangerous Goods Safety Adviser (DGSA) services to members, as well as training through its own in-house DGSAs. Besides being part of the Health and Safety Executive's COMAH Strategic Forum, it also has its own dedicated COMAH Safety Leadership Forum, which shares information,

experiences and best practice with members.

The association also runs various committees and working groups, which focus on technical, operational, trade, and sustainability matters, as well as a specific Health and Safety Committee. These consist of CBA's own staff, along with representatives from member companies who provide specialist expertise, input and evidence, and which further contributes towards achieving the objectives and the overall strategy of the association.

Additionally, the association plays a vital role in ensuring that policies and legislation is continuously revised, that training and development opportunities are accessible, and that best practices for creating more diverse, equitable, and inclusive environments are in place.

The CBA has been the voice of the UK chemical supply chain industry for almost a century, and is a proven and steadfast partner that all companies in the chemical supply chain can rely on for representation, training, guidance and assistance on issues around trade, compliance, regulation, sustainability, and more. It provides expert, hands-on, in-house support to help with current and future challenges and

for the good of the sector, it encourages the broader industry to implement initiatives and activities to do the same.

For more information, visit <https://www.chemical.org.uk/>

Tim Doggett is the CEO of the Chemical Business Association (CBA) – the 'Voice of the UK chemical supply chain' – and has a wealth of experience in supply chain and logistics, having held senior positions in both UK and global companies during a 30-year career.

Now leading the CBA, he has regular engagement throughout government and is an influential member of various key groups as well as working with international bodies and organisations on various matters such as security and regulation, and promoting trade and cooperation.

As an inspirational and persuasive leader, he is a Chartered Fellow of the 'Chartered Institute of Logistics and Transport' and a Fellow of the 'Society of Leadership Fellows' at St George's House, Windsor Castle.

Tim also holds a number of professional qualifications such as 'Dangerous Goods Safety Adviser' (DGSA).

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Downstream: the changing landscape

The 2000s- a period of substantial change:

After a long period (25+ years) when the competitive landscape in the UK remained largely unchanged, the 1990s heralded the beginnings of ‘winds of change’. This saw the disappearance of long established names, as integrated refining and marketing companies, such as **Burmah, Mobil, Gulf Oil, Petrofina and Elf** (the last two being acquired by **Total**). In addition, **Shell** closed two refineries, at Teesport and Shellhaven.

This was a harbinger of a process which has accelerated sharply in the current millennium, resulting in a 2022 landscape which is significantly different compared to that of the mid 1990s, as can be seen in the table at the base of the page.

The landscape of the mid – late 20th century was dominated by a number of integrated refiners / marketers who viewed the inland market as an important, secure outlet for refinery production. The core channels for this production were those which required investment in physical assets i.e., retail filling stations and aviation ‘wingtip’ operations.

Products, predominantly middle distillates, were also sold to wholesalers / resellers, commercial and industrial companies and public authorities, with these sales playing a key



role in optimising refinery products balances.

For several of these players, especially BP, Shell, Texaco and Total, value chain integration, from refinery gate through to end customer, was actively pursued via ownership of retail sites and equity distributors. This was seen as a way of both securing a share of refinery output and underpinning the marketing margin.

The current millennium saw a general reversal of this policy, with large scale divestments of owned filling stations and equity distributors; in the case of the former, these were sold with 5-year products supply agreements and accompanying brand licences. The emphasis now switched to being wholesalers of products i.e. B2B suppliers which, in turn, created opportunities for the emergence and growth of a number of importers / wholesalers.

We will now look at some of the significant trends that have characterised the 21st century landscape.

Significant 21st century developments:

Four particular trends are worth highlighting:

- The three majors, **BP, Esso and Shell**, have lost ground from their former dominant position of nationwide representation in the second half of the 20th century, when they supplied circa 55-60% of the inland market. In the aviation fuel sector, however, they continue to dominate at the country’s two main airports; Heathrow and Gatwick. These companies have extensive worldwide representation, supplying at many of the major airports, with Shell being the global market leader.
- The refinery network has diminished in size from 9 facilities in 1995 to 6 now.
- The middle tier of the landscape (mid-size integrated refiners / marketers) has seen several changes in the identity of, as well as reduction in, the number of participants; from nine 25 years ago to a current five, as a result of withdrawals, take-overs and consolidation.
- As already noted, the market position of the wholesalers / importers has grown substantially from around a 7% share at the start of the millennium to between 35-40% now – and even higher in ground transport fuels (over 40%), with two particularly large players:
 - **Greenery**, which started in 1992, is now market leader, with national distribution coverage and a particularly strong position in the supply of products to supermarkets, especially Tesco & Sainsbury. Greenery is majority (85%) owned by Canadian infrastructure fund, Brookfield Business Partners.
 - **Certas Energy** is a wholly owned subsidiary of Dublin based FTSE100 company, DCC, which entered the UK market in 2001 by buying BP equity distributor, Scottish Oils, and then, over the ensuing 15 years, embarked on an ambitious distributor acquisition programme, which included the equity distributor businesses of **Shell (Shell Direct), Texaco and Total (TotalButler)**.

CHANGING COMPETITIVE LANDSCAPE				
	1995	2010	2022	2030
Major Oil Companies	BP Esso Shell	BP Esso Shell Total	BP Esso Shell	?
Mini Majors/ Mid Size Refiners	Conoco Elf Fina Gulf Mobil Texaco Total Murco Phillips	Conoco Phillips Ineos Petroplus Chevron Murco	Phillips 66 Petroineos Essar Prax Petroleum Valero	?
Re-sellers/ Wholesalers/ Importers	Burmah Q3 Repsol Futura Mabanaft Greenery	GB Oils Greenery Harvest Energy Mabanaft Prax Petroleum World Fuels	Certas Energy Greenery Mabanaft Puma Energy World Fuels	?

Principal market channels:

We will now take a brief look at developments and prospects in the three main channels to market, which are:

- Retail
- Commercial / Industrial / Wholesale fuels
- Aviation fuels

Retail

At the start of the millennium there were just over 13,000 filling stations, which declined to just under 9,000 over the ensuing 10 years and to 8,490 by the end of 2015, since when the network numbers have remained stable – standing at 8,378 at the end of 2021.

The five leading suppliers are Tesco (circa 16% share), BP (15%), Shell (14%), Esso (12%) and Sainsbury (10%).

Recent notable developments are:

- The dominance of the supermarkets, whose market share has more than doubled in the current millennium to around 45%, a level at which it is showing signs of stabilising in the past few years
- The emergence of large dealer groups (those with 100+ outlets), initially prompted by the site divestment programmes of some of the larger integrated oil companies. These groups now comprise around a quarter of the total site network and account for just under a quarter of total forecourt fuel volumes.
- Earnings from non-fuel activities now generally comprise the lion's share of forecourt totals, with around 90% of sites having a shop, of which convenience stores are the dominant format – accounting for about a third of the overall shop estate and circa 60% of total forecourt shop turnover – with Spar being the largest 'symbol group'.
- The dramatic fall in the popularity of diesel cars, which comprised just over 50% of new car sales at peak, in 2016, to a 2021 level of around 14% - and now into single digits.

Current EV charging points (Zap-Map, September 2022) amount to 34,860, at 20,888 locations and, while the charge point numbers have doubled in the past three years, the challenge ahead is formidable if the government's target of having 300,000 charging points in place by 2030 is to be achieved!

Within the existing forecourt sector, it seems that BP, Shell and the largest independent dealer group, MFG (900+ sites), are in the vanguard of EV charging roll-out. In 2018 BP acquired the UK's largest EV charging company, Chargemaster, while, in 2017, Shell acquired Dutch company, New Motion, one of Europe's largest electric vehicle charging



companies. MFG plans to invest circa £400 million to install around 3,000 ultra-rapid chargers (150 kW and 350 kW) across 500 of its sites by the end of 2030.

What will be the size and shape of the forecourt network in 2030, when sales of new ICE cars are due to be banned?

The over-arching determinant will be the pace of the energy transition and the accompanying rate of EV adoption; recent estimates suggest that around 20% of the total fleet will be EVs, which are also projected to represent about a third of used car sales. Given the growth and importance of non-fuel earnings, a major conundrum will be how these are impacted by declining fuel demand i.e. extent of correlation; experience during covid-19 lockdowns provides cause for encouragement.

At site level, two considerations, in particular, will weigh on the decision to install EV chargers:

- (1) local grid capacity
- (2) forecourt size / space available.

Commercial / industrial / wholesale fuels

Traditionally, these sales were viewed primarily as outlets for the disposal of middle distillates in order to optimise refinery balances. However, as the UK has moved increasingly into a deficit position in these grades – with net imports of diesel accounting for around half of inland demand and that for Jet A-1 around two thirds – this has ceased to be the main drive', with the loss of Russian material introducing a new dynamic.

As with the retail sector, the rate of attrition of sales of hydrocarbon fuels for ground transport will be determined by the rate of adoption of sustainable, low carbon energy sources.

Sales of fossil fuels for space heating (commercial and residential) are expected to be increasingly phased out from the mid-2020s.

With the above factors determining the size of the market come 2030, it remains to be seen how many of the existing players can be accommodated – or will be prepared to continue participating in this sector – and how many may pursue new or different earnings opportunities.

Aviation fuel

The current millennium has seen three new entrants to the UK aviation fuel sector – Mabanft, World Fuels and the world's largest oil trading group, Vitol. Demand is not expected to recover to pre-covid levels until around 2024, and, as a result, further changes to the competitive landscape seem improbable in the near future.

It is commonly recognised that this sector will be the most difficult to decarbonise, especially long haul (flights over 6 hours), which accounts for around 60% of global fuel usage. Increasingly, both at EU and member country levels, mandates are in place to promote adoption of sustainable aviation fuel (SAF).

The UK net zero strategy for aviation, published in July, commits UK domestic aviation to achieving net zero emissions by 2040, and for all airports in England to be zero emission by the same year. To create secure and growing SAF uptake there will be mandate requiring at least 10% (c.1.2 million tonnes) of jet fuel to be made from sustainable sources by 2030, with increasing proportions of SAF being blended from 2025. There is also a commitment to have at least 5 commercial scale SAF production plants under construction by 2025.

These are substantial challenges for the sector, given that SAF uptake currently represents circa 0.1% of jet fuel demand, and, as such, has the potential to drive further changes in the competitive landscape, with the entry of specialised SAF suppliers.

A lot of change is in the offing, which will influence the size and shape of the competitive downstream landscape in ways that are as yet unclear. Will there be further consolidation? What about new players?

One thing that is abundantly clear, however, is that those who prosper best will be the ones who most successfully adapt to and navigate the energy transition by positioning themselves to take best advantage of the opportunities it offers; this will likely include pursuit and development of entirely new or different revenue streams.

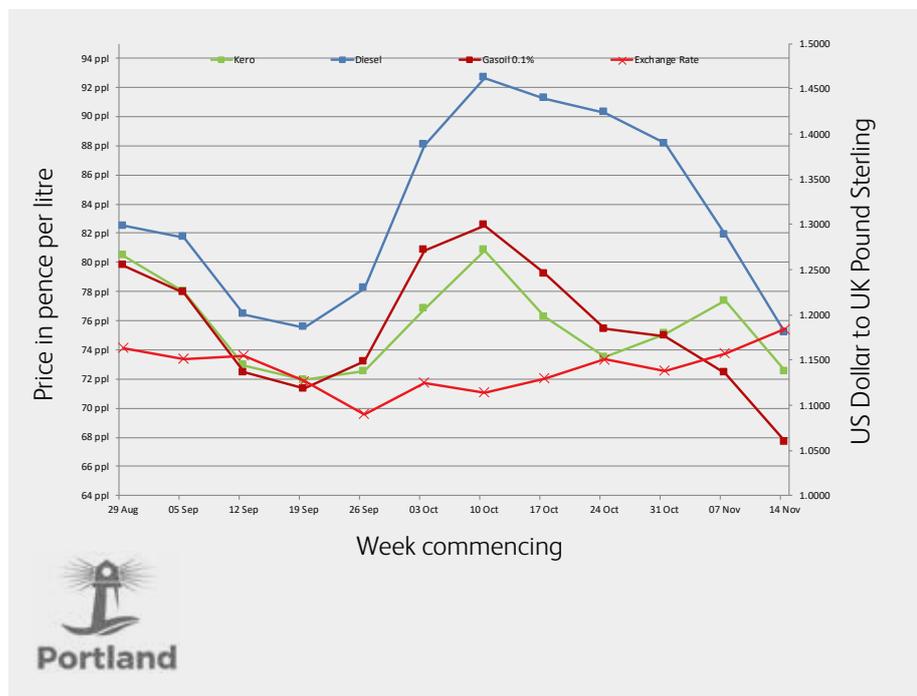
ROD PROWSE, worked for 30 years across the full spectrum of the downstream oil sector, in both the UK and USA, which has included leadership positions in both retail and wholesale fuels businesses. Rod draws on his extensive knowledge of this global industry to bring us 'Industry Insights'.



Wholesale Price Movements: 19th October 2022 – 18th November 2022

	Kerosene	Diesel	Gasoil 0.1%
Average price	74.74	85.09	73.66
Average daily change	1.41	1.65	1.57
Current duty	0.00	52.95	10.18
Total	74.74	138.04	83.84

All prices in pence per litre



Highest price
81.10 ppl
Fri 04 Nov 22

Biggest up day
+5.69 ppl
Thu 03 Nov 22

Kerosene

Lowest price
70.85 ppl
Tue 01 Nov 22

Biggest down day
-2.47 ppl
Wed 19 Oct 22

Highest price
91.62 ppl
Mon 24 Oct 22

Biggest up day
+5.55 ppl
Thu 03 Nov 22

Diesel

Lowest price
72.42 ppl
Fri 18 Nov 22

Biggest down day
-4.28 ppl
Tue 08 Nov 22

Highest price
79.63 ppl
Thu 20 Oct 22

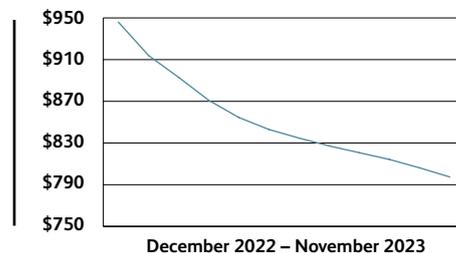
Biggest up day
+5.03 ppl
Thu 03 Nov 22

Gasoil 0.1%

Lowest price
64.80 ppl
Fri 18 Nov 22

Biggest down day
-4.21 ppl
Fri 21 Oct 22

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	81.21	88.32	140.70	92.58	94.36	146.21
North East	80.16	86.95	139.78	96.10	92.62	143.84
North West	81.73	89.55	142.17	92.62	94.79	145.78
Midlands	80.23	87.48	140.24	90.99	93.05	144.64
South East	80.33	87.44	140.22	102.52	97.16	144.04
South West	80.68	87.28	140.06	94.96	92.85	143.55
Northern Ireland	80.79	88.65	n/a	91.33	95.44	n/a
Republic of Ireland	94.55	94.08	141.64	103.35	99.65	146.13
Portland	78.54	85.00	136.93			

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 DECEMBER'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 **BEN DUCKWORTH**, MARKETING DIRECTOR FOR CRAGGS ENERGY, LCM ENVIRONMENTAL, GREENARC, GREENARC FUEL CARDS AND MOORLAND FUELS.



“MAKE A PLAN, GET ON WITH IT, AND DON'T BE AFRAID TO START AGAIN.”

BEN DUCKWORTH

Please give your career history in 25 words or fewer.

Completed MSc/BSc, joined Cooke Fuels in 2010, since 2012 marketing director of our companies: Craggs Energy, LCM Environmental, Greenarc, Greenarc Fuel Cards and Moorland Fuels.

Describe yourself in 3 words

Honest. Driven. Fair.

What were your childhood / early ambitions?

I'm told by my parents that I always said I wanted to be "a scientist." I likely dropped that idea when I found out how important advanced maths skills were.

Describe your dream job?

Something within the film/TV industry. As a bit of a film obsessive, it could be a natural fit to put my currently useless knowledge and trivia to more use than a pub quiz.

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

"It's nice to be important, but it's more important to be nice." Something I heard while at university and it's something I try to live by. Always be kind and always support those around you.

Top tips for business success?

Make a plan, get on with it, and don't be afraid to start again if that first plan doesn't work, as there is every chance it won't. Too many people stick to a plan that's doomed to fail!

What's your most recent business achievement of note?

The recent transfer of ownership of our Craggs Energy and Moorland Fuels businesses to our fabulous team via an Employee Ownership Trust. We've grown those businesses over the past 11 years so this is something I'm immensely proud of – particularly for Craggs Energy which was the business I first joined over a decade ago!

Tell us your greatest fear

Family is the most important thing in my world, so anything negative involving them.

Which is most important – ambition or talent?

Ambition. Talent without ambition can only take you so far.

What's the best thing about your job?

It's very varied. With a wide collection of businesses under my marketing stewardship there's always lots going on and a wide range of products and services we can help our customers with. It's all changing fast and really very interesting.

Which is the quality that you most admire?

Honesty. I think it's so important for successful social interactions. I can't abide lying.

What are you most likely to say?

"Why?"

What are you least likely to say?

"That's not my job!" – which has

resulted in some plate spinning in the past!

Describe your perfect day

A calm Saturday family morning, breakfast around the table, then a fun afternoon activity out followed by an early evening meal at a nice restaurant, a drama-free put-to-bed of the children and a good film and glass of wine with the wife.

Favourite sports team?

Having two young children helped me commit to leaving the days of season tickets behind me, so now I focus my attention mainly on international rugby union where my team is England.

What's the biggest challenge of our time?

Decarbonisation through electrification and adoption of other green technologies at a global scale.

Cheese or chocolate?

Chocolate. Every time.

Share your greatest personal achievement

It would have to be completing my master's and undergraduate degrees. I was the first person in my family to attend university and it was a miracle after my time at college which, unfortunately, was largely misspent.

What's your pet hate?

Clutter. But again, with having two small children I've had to learn to get past this, at least for now.

Specialist subject for 'Mastermind'?

Film trivia from 1980 onwards.

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

Much tougher laws and penalties with regards to animal cruelty.

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

First, I think he would be curious about what happened to my hair. However, after that I hope he'd be proud to see what I've helped shape and build – both at home and at work.

What is number 1 on your bucket list?

Visit every continent at least once.

What 3 things would you take to a desert island?

Satellite phone
Portable water desalination unit
Hammock

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

I used to be a fully trained emergency marine mammal medic, but I've never been called up to duty as, not long after receiving my certification, I moved too far inland to be able to get to the sea in an emergency!

Who would you most like to ask these questions of?

J R R Tolkien or George Lucas, but more to have the chance to meet the creators of two epic stories.

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