

# Fuel Oil News

OCTOBER 2022

**50 GOLDEN YEARS FOR PEAK OIL**

**THE ISSUE OF SECTOR SOFTWARE**

**INDUSTRY VOICES**





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## Not unexpected but still a shock

How is it that October always manages to surprise us? Creeping up on us, like a Halloween ghoul, and with the same accompanying chills, it somehow seems to catch us unaware every year.

It was the summer only just now and, in many ways, it was an idyllic one. Bringing much-needed sunshine, warm days and rare balmy nights sat out with a glass of wine long into the evening without the need to fetch a jumper.

Yet here we are suddenly in full-blown autumn. Can I still get away with bare-footin' or is it time to put away the toes for their winter hibernation?

For those that enjoy the lighter evenings and sun-filled days it's always hard to let go of the summer but this one, perhaps, more than most.

The September we leave behind also took with it a figure who has been a constant in most of our lives – Her Majesty Queen Elizabeth II. As with the passage of the seasons, the death of a monarch is entirely foreseeable, particularly one aged 96 who has graced the throne for 70 years. Yet, as with the arrival of autumn, however anticipated, it still surprises us.

Regardless of personal feelings

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

towards monarchy, it seems there are few who don't regard the death of the UK's longest serving monarch as a great loss. The Queen's life was one of commitment, service and duty, lived for others. Both example and inspiration. For 70 years the rock of society through a time of enormous social change, it is no surprise that many feel a sense of profound loss, almost certainly deepened by the unsettled country the Queen leaves behind.

From Brexit and the pandemic to climate change and the scandals that drove Boris Johnson from office, the end of the second Elizabethan age has been a time of turmoil which shows no sign of ceasing. Elizabeth II was a universally respected head of state and I leave you with her own interpretation of what that means from her COP26 speech in 2021: "It has sometimes been observed that what leaders do for their people today is government and politics. But what they do for the people of tomorrow – that is statesmanship."



# Fuel Oil News

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

Founded in 1977 by James Smith

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**Claudia Weeks**

Content creator

✉ [claudia@fueloilnews.co.uk](mailto:claudia@fueloilnews.co.uk)  
☎ 07436 338241



**Liz Boardman**

Content creator

✉ [liz@fueloilnews.co.uk](mailto:liz@fueloilnews.co.uk)  
☎ 07970 802999



**Natalie Persoglio**

Social media executive

✉ [natalie@fueloilnews.co.uk](mailto:natalie@fueloilnews.co.uk)  
☎ 07485 372627



**Rhian Burge**

Subscriptions

✉ [rhian@fueloilnews.co.uk](mailto:rhian@fueloilnews.co.uk)  
☎ 07485 372626



**Adrian Major**

Sales manager

✉ [adrian@fueloilnews.co.uk](mailto:adrian@fueloilnews.co.uk)  
☎ 07909 968982

## On the cover

Tom Pearson, founder of Peak Oil, with wife Rachel, daughter Helen, and son Neil, during celebrations to mark an impressive 50 years since it all began. Read about 5 decades of this special family business on pages 13 to 15.

## In this issue

We hear about recent developments at Stanlow Terminals on pages 17 to 19, look at more products contributing to a greener sector on pages 22 & 23 and unpack the warnings in the latest BP Energy Outlook on pages 28 & 29.



## Activists adopt new tactics in oil terminal protests

Following demonstrations in August in Kingsbury, Grays and Thurrock, at which protesters claimed to have ‘totally blocked’ the Navigator, Inter and Kingsbury oil terminals, this month has seen activists adopt a new tactic.

Regular action has been taken by Just Stop Oil throughout this year, with several weeks of coordinated protest at oil terminals and other oil infrastructure from April. Pausing oil terminal protests over the summer, actions continued with pitch invasions at football matches, trespassing on the track at the British Grand Prix, and gluing themselves to famous artworks in galleries.

With late summer seeing the resumption of protests at oil terminals, oil companies and local government responded by obtaining high court injunctions banning protest activity around a number of sites in order to protect the supply chain and ensure the safety of workers and the public in and around this critical infrastructure.

### ‘Ordinary’ protesting has not worked

However, in a change of tactic, protesters are now deliberately breaking these injunctions in a bid to “fill up the police and court time” with those arrested confirming the new action is “part of a strategy, because ordinary protesting had not worked.”

On Wednesday 14 September, 51 protesters took part in a mass civil resistance protest outside the Kingsbury depot, were arrested and then jailed as they failed to comply with the resultant court proceedings. When they appeared in court on Thursday, September 15, some stood on court furniture while others turned their backs on the judge.

Holly Exley, one of those remanded to prison for at least a week, explained the change of approach: “By breaking the law, by getting arrested, by going through the courts, by spending time in prison, we’re putting pressure on the pillars of support, such as the police and the judiciary, which prop-up the current system which is doing us harm,” she said.

“What I say next might sound a bit harsh,

but I just want to remind people that the people who have the power to stop this, and the power to change this, and the people that are allowing this to continue, are not looking at your cardboard sign,” she added. “They are not threatened by it, they are not convinced by it.”

### Government ‘doubling down’ on fossil fuel

The action comes as new Prime Minister Liz Truss has ended the moratorium on fracking, and, in a speech, has also said the UK should return to extracting more North Sea oil and gas.

Holly continued: “In the UK it feels like things have got a bit worse, politically at least, as we have a new right-wing PM who seems to view a habitable future through the lens of the culture wars. She used to work for Shell and she’s promised that she will issue 130 new oil and gas licences, which is really brilliant news for BP and Shell, but really terrible news for everyone else.

“It’s decisions like this that lock us into fossil fuel dependency for decades to come and that’s really scary. The international Energy Agency has said there can be no new fossil fuel extraction, the General Secretary of the UN has said there can be no new fossil fuel extraction. Climate scientists around the world are saying there can be no new fossil fuel extraction in increasingly grave terms. And yet all around the world in the global north, in the rich nations, we are planning for extracting even more – and the emissions are still rising.”

In a statement, the group said: “As the government doubles down on fossil fuel energy by “ramping up supply” and breaks its manifesto commitment on fracking, Just Stop Oil supporters will continue to take nonviolent direct action.”

Since April, when the group began blocking oil terminals, there have been more than 1,350 arrests as well as reports of fuel shortages around the region and there are now 54 Just Stop Oil protesters in prison.

The government recently stated that the group’s protests had cost police £5.9m already so far in 2022.

## Unexpectedly high demand saw NI oil run low

Trade association NIOF has confirmed that the temporarily low levels of oil stocks in NI, after an unexpectedly high uplift of product, have started to recover. Spokesperson David Blevings previously explained how unprecedented demand for home heating oil during August saw demand outstrip supply with low levels of stock reported in early September.”

“Distributors must forecast expected demand months in advance and this unprecedented uplift in August has left us short of product,” David explained. “In normal circumstances, the ‘just in time’ delivery service from Milford Haven has worked well for NI consumers’ but this year we are seeing products arriving from all over the world due to the ban on imports of Russian products and this has put a stretch on local stocks.

### A constantly changing situation.

“Following this most recent event, we have asked the Department for Economy to review the Compulsory Stock Obligation (CSO) and its application to NI as given the high number of oil users here (over 60%) there is clearly a requirement for an emergency stock of kerosene to be held locally,” David shared.

Distributors confirmed at the time that product was extremely hard to source. With no product available from their usual providers, distributors seeking alternatives reported that fuel suppliers had withdrawn spot sales to ‘ensure supply to their committed customers’.

“The good news is that the shortage has turned out to be a short-term issue and product has been arriving in Belfast and Derry in recent weeks to replenish stocks,” David added.

Distributors have also confirmed that the situation, while still not great, is improving, with one commenting that, having been unable to source any kerosene earlier this month, they are now able to from some suppliers.



## Richard Huxley

**It is with great sadness that NWF Fuels announces the passing of Managing Director, Richard Huxley, on 22nd August 2022 following a period of illness.**

After achieving business success in countries around the world for global companies including Hitachi, Samsung and Arrow Electronics Inc., Richard joined NWF Fuels in 2018 and brought with him a wealth of experience and success as a respected and admired leader.

### Strong foundations

Under Richard's leadership, NWF Fuels has pursued an ambitious growth strategy as he maintained the company's position as one of the UK's leading distributors of fuels.

He has also laid strong foundations for continued growth as NWF Fuels continues to expand its depot network throughout the UK.

As well as his international business experience, Richard was always keen to develop and invest in people at home. Serving actively as a mentor for The Prince's Trust and for Virgin StartUp, he was also the Chairman of the Cheshire branch of the Institute of Directors, where he was helping companies across Cheshire to rebuild, recover, and prosper in the wake of the pandemic.

Richard Whiting, CEO of NWF Group, issued the following statement:

"Richard was a committed leader, much to the admiration of colleagues at NWF Fuels and across the NWF Group.

"He will be deeply missed by colleagues and friends both within NWF Fuels and further afield.

"Our thoughts are with his wife Helen and their two sons at this difficult time."

## 50th anniversary celebrations continue for Barton

**With Barton Petroleum, the Northamptonshire based fuel distributor, celebrating 50 years in business this year they have lots of exciting events planned to mark this special anniversary.**

In August, they celebrated with a special golf day to thank their customers and suppliers. Forty golfers took to the course at Wellingborough Golf Club in Northamptonshire under glorious sunshine, and Barton assured Fuel Oil News that the golf on show was almost as sublime as the weather!

Organiser Lawrence Burton, the 3rd generation of the Burton family to help run



the business, was very pleased with how the day went: "It's been fantastic to be able to show our appreciation to our customers and suppliers, to whom we owe a great deal. Everyone seems to have enjoyed themselves so we couldn't be happier."

Congratulations to all at Barton Petroleum. Fuel Oil News looks forward to hearing more about your ongoing celebrations.

## Conquering the Dark Peak Sportive

**On Sunday 18th September, Brad Wilkie, managing director of Mechtronic Ltd, along with twin brother Ben, the company's production manager, took on the Dark Peak 75-mile sportive, a challenging cycle ride that sees participants climb just over 8000ft around Wakefield taking on hills such as Holme Moss.**

In the days leading up to the ride, Brad shared his reason for taking on the challenge: "This Sunday my twin brother and I will be taking part in a sportive bike ride to help raise as much money as possible for The Miscarriage Association charity.

"We have chosen this ride as the charity we are raising money for is close to my brothers heart and the work The Miscarriage Association do to help and support families that go through such a difficult time is just extraordinary."

### Nonstop climbing

We are delighted to confirm that their motivation for entering carried them through the climbs and they did complete the challenge in just under 5 hours. A fantastic achievement and in doing so, they have already raised £329 for the Miscarriage Association.

Ben said: "This event was challenging in a different way to some of the other rides we have

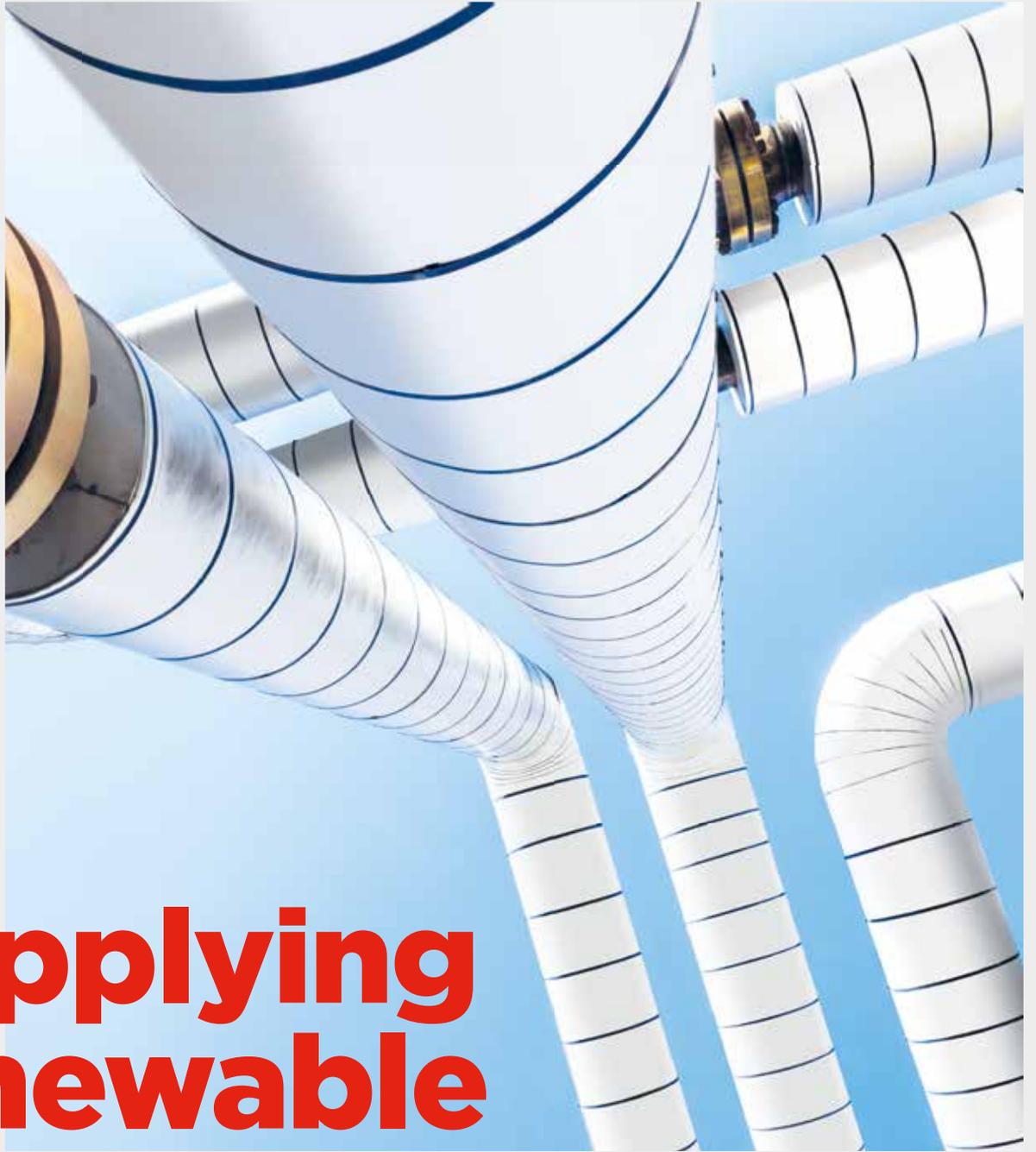


completed. The hills were much longer than we are used to – on rides we have completed previously the hills have been shorter and steeper. As part of the ride, we climbed Snake Pass, which is 3.85 miles long, with an average of 7% incline, this meant we were climbing for 24 minutes nonstop!

"It was great to do something different though and to be able to raise so much money for our chosen charity too. Thank you to everyone who sponsored us and cheered us on!"

Congratulations to Brad and Ben and well done on such a fantastic achievement!

If you would like to support the vital work of this important charity by sponsoring Brad and Ben, there is still time to do so here: [www.justgiving.com/fundraising/ben-wilkie3](http://www.justgiving.com/fundraising/ben-wilkie3)



# Supplying renewable diesel.\*

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

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



**PROVIDING ENERGY.  
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# Oil price recovery fuels growth for J.R. Rix & Sons

**High oil prices combined with a growing demand for holiday homes and lodges saw East Yorkshire family-owned business J.R. Rix & Sons Ltd increase turnover by 42 per cent last year.**

The company saw Group revenue rise by £129m in the 12 months to December 31st, 2021, compared to the same period the year before, to reach £525.4m.

Group profit, before tax, also rose to £11.8m, up from £6.3m in 2020.

## New factory serves recovering sector

Victory Leisure Homes, the Rix Group's holiday home and lodge manufacturing business, posted a growth in turnover of 136%.

The business's performance was hampered by the COVID pandemic but, with UK leisure and tourism now back in full swing, Victory Leisure Homes ramped up production last year with the opening of a second factory leading to the impressive hike in revenue and market share.

## Increased market share for fuel

Fuel supplier, Rix Petroleum – the largest business in the Group – also reported a



**Tim Rix CBE (front, seated). Back row (left to right) James Doyle, Harry Rix, Robbie Rix, and Rory Clarke.**

significant increase in revenue, up from £304.4m in 2020 to £385.8m last year as oil prices returned to more normal levels from a very low base created by COVID in the previous year.

The revenue growth was driven by a combination of increased volumes and market share (up 11 percent) and the year-on-year underlying oil price increase (up 68 per cent).

## Attributable to the higher oil price

Maritime Bunkering, which supplies marine fuels to shipping vessels, saw revenue almost double, up from £32.1m in 2020 to £55.6m last year but, as with Rix Petroleum, this is

largely attributable to the higher oil price.

Elsewhere, the business performed in line with expectations given the financial turbulence of recent years.

## Diversification delivers

The Rix Group's ongoing strategy of diversification is also continuing to pay dividends with Rix Renewables making significant progress in 2021, growing revenue by more than 80%.

Commenting on the results, Group managing director Rory Clarke, described them as 'a good performance'.

"Throughout 2021, all our businesses performed well and have contributed to an increase in profitability with a total of £11.9m achieved, which was a good result for the Group," he said.

"This was achieved despite some operations being affected by the ongoing turbulence of almost unprecedented commodity prices and the Covid-19 pandemic.

"The Group's strategy continues to be one of reinvesting into the opportunities it identifies through new business development, along with targeted acquisitions."

# DCC Oil Ireland rebrands to Certa Ireland

**DCC Oil Ireland has announced a rebrand to Certa Ireland with all its consumer-facing brands adopting the new Certa brand.**

The company has grown through acquisition over the past three decades and the new branding, which came into effect on the 1st September 2022, pulls each of its leading Irish consumer brands – Emo Oil, Campus Oil Ltd, Jones Oil Ltd, and CCLubricants – under one umbrella brand in Certa.

The move will also see 18 home heating depots nationwide rebranded to Certa over the next number of weeks.

## Increased efficiencies

Andrew Graham, Certa Ireland's managing director, said the move marked a very exciting day in the next step in the evolution of the business as it brings its 332 colleagues and six brands under the same umbrella.

The company said it expects the consolidated brand will provide it with the opportunity to deliver enhanced commercial performance through improved pricing power, a stronger distribution model, and a broadening of its customer base.

In addition, the centralised customer service



will deliver a personal touch that also allows Clubcard holders to be awarded points on both home heating and fuel at the forecourts, it added.

"While our brand is now nationwide, we look forward to continuing to engage with our customers locally and provide them with a more seamless service than ever before," Mr Graham said before adding: "In the current environment the increased efficiencies that come with one combined identity will enable us to meet the needs of our customers across all home and business segments."

## Different look. Same spirit

Announcing the rebrand the company was quick to assure its customers: "Our commitment to our customers remains our number one

priority, and together we believe we're stronger – delivering better value backed by bigger reach and distribution muscle throughout Ireland."

The message of continuity is very much borne out in the official launch of the new brand roll out where a series of billboards throughout Ireland carry the same messages of 'Different look. Same spirit.'

With the billboards featuring members of the Certa teams in uniforms displaying the new brand, a company spokesperson commented: "We are proud to have our own dedicated people as the face of our business, operating as one team, and serving our customers nationwide.

"They look great in their new colours, and are amazing ambassadors for Team Certa!"

Susan Pratt, marketing campaign manager for Certa Ireland added: "I'm extremely proud to announce the official launch of Certa Ireland to the market.

"A truly monumental effort was put in to the planning of this campaign.

"The strategy and execution behind each and every media channel is truly best in class, and we're really excited to see it unfold over the coming weeks."

## New GM is the first step in a new direction for energy distributor

Newly-appointed David Damary-Thompson joins Craggs Energy Ltd and its sister company Moorland Fuels Ltd as general manager, bringing with him a wealth of experience from some of the UK's leading fuel and distribution companies such as Watsons, Eddie Stobart and DHL.

When speaking about his new role David said: "I'm very happy to be joining Craggs Energy and Moorland Fuels at such an exciting time for the businesses. I have watched Craggs and Moorland progress over the years and I am delighted to become a part of their ambitious growth plans.

"I've worked in the industry previously and I'm looking forward to growing the businesses with such experienced and dynamic teams. Both companies are at the forefront of renewable fuels and their product range and expertise are second to none."

### Well respected

"They have fantastic, well-established relationships with their customers and partners which I believe demonstrates the trustworthiness and resilience of the businesses," David continues. "Not only this, but



I also know just how well respected the Craggs and Moorland teams are and I'm proud to be joining such thriving businesses."

Matthew Crockett, managing director comments: "I've worked

with David for many years and I'm confident and optimistic about the new and energetic approach he will bring to the teams as general manager.

"As employee-owned businesses our teams are at the forefront of our successes, and I believe David will bring with him unique qualities to motivate and empower our teams even further."

### Big plans in a changing landscape

Matthew also adds: "The future landscape of fossil fuels is changing, and we have already implemented a range of renewable options for our customers such as HVO fuel and carbon offsetting. As we look to the future of energy, we've got big plans for Craggs and Moorlands. David's appointment is the first step in a new direction for the companies."

## New managing director for UK Marketing appointed at Phillips 66

Rupert Turner has been announced as the new managing director, UK marketing, Phillips 66 Limited.

Originally from the UK, Rupert has been working out of the Houston office as part of the US marketing team and has been with Phillips 66 since 1989.

"Rupert is an experienced marketer and I know that I am passing the baton to safe and experienced hands" says Renee Semiz, who is leaving the role of managing director to take up the post of manager, Base Oils in the Global Lubricants organisation, back in the US.



"I have had the privilege to lead an exceptional team in London and I am proud of the work we have achieved together and the challenges we have overcome."

Rupert joins at an exciting and progressive time for Phillips 66 and the JET brand with an ever-increasing focus on emerging energies and a continuation of the lauded customer-first approach.

### A tangible buzz

"What a time to be returning to London and joining the UK Marketing team!" Rupert enthuses. "The work around emerging energies is exceptional, and there is a tangible buzz around the JET brand which goes from strength-to-strength. I can't wait to get started and am looking forward to meeting our customers throughout the UK."

Rupert will take up the role with immediate effect, with Renee remaining in the UK until early October to ensure a smooth and seamless handover.

# PEOPLE MOVES

In further developments to the OilMaxx team, James Hughes has joined as the company's newest Business Development Manager, after 5 years at Certas. James will be working across all sectors and brings a strong work ethic and real value to OilMaxx.

After being out of the industry for a few years, David Paterson also joined the business development team at OilMaxx earlier this year. David adds real strength to the business on not only core fuels but with his vast Marine & Lubricants knowledge.

Growth sees Slicker Recycling expand its team with the leading lubricating oil recycling specialists announcing a series of appointments within its interceptor support team.

In a role expansion, Commercial Manager Leanne Tillson, who has been with the company for 13 years, will now lead the team's sales and administrative functions.

On the operations side, Lennie Hamilton has been appointed as Operations Manager. With over 20 years' experience in the industry, he will lead a variety of operational and innovation projects, recruitment, training and driver development across all of Slicker's sites in the UK.

Meanwhile, Noemi Kedves is promoted to the role of interceptor planner and Nicola Stocks takes up the role of interceptor customer advisor. Emily Knight has also been recruited into a sales administration role and four drivers have also joined the team.

Laura Carter, Joint Managing Director of Slicker Recycling said: "We have an exceptional team here and our ambition is to grow our current and future customer base in a range of industries. I am looking forward to overseeing our growing interceptor team which is made up of experts from vastly different backgrounds. With a huge range of talent and skill sets we are well positioned to underline our strong reputation ever further in the months and years ahead."



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# A DAY IN THE LIFE...

Peter Davidson

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 **PETER DAVIDSON**, EXECUTIVE DIRECTOR AT THE TANK STORAGE ASSOCIATION (TSA), TO DISCOVER HOW PETER SPENDS A TYPICAL DAY.



## MY ALARM GOES OFF AT...

During the week it's at 5:30am ready for an early morning dog walk (though the dogs do object to an early start in the winter!). Prior to the recent pandemic, it could also be much earlier, travelling to meetings across the UK and overseas. Fortunately, everyone is far more pragmatic now about when meetings can be face to face and when they can be remote so I will get a couple of days each week in the office.

## THE FIRST THING I DO IS...

Coffee! The day can't start without caffeine!

## I PREPARE FOR THE DAY AHEAD BY...

I am guilty of continually checking emails on my mobile phone – and first thing in the morning is no exception, a quick review of anything that has been received helps me think and prioritise any urgent matters for day.

## I CAN'T LEAVE THE HOUSE WITHOUT...

The security pass for the TSA office. I tend to get in early at 7am, when no one else is in the building – there have been many times when I have turned up, dug in my bag for the pass only to realise I left it at home and had to drive back to get it!

## MY TYPICAL DAY...

To be honest there is no 'typical' day working for a trade association – every day is different with different challenges, and with such a small team

(trade associations are always very lean!) there are many admin jobs that keep popping up.

However – I would usually start the day with (another) cup of coffee. Then it's time to check the accounts, reconcile payments, raise invoices, and chase late payers. Then it's all the other admin jobs that need doing. I always find that if you keep on top of admin and accounts, they are so much easier to manage.

The next job is to trawl through emails, which I scanned through before leaving the house, any that can be quickly dealt with are, others are flagged to make sure I address them in good time. As the TSA team will know, one thing that we pride ourselves on is replying to queries and questions from our members quickly and efficiently – there is nothing worse than asking a question and not receiving at least an acknowledgement.

Then it's time to check diaries for meetings – of course if the meeting is face to face, then the morning will be spent on a train, plane or in the car getting to where I need to be – a typical week could involve London, then Brussels, followed by Liverpool, with only one or two days in the office.

Preparing for meetings is essential – the TSA is representing the bulk liquid storage sector on behalf of its members. One day could be meeting with the UK Government, the next the HSE or Environment Agency, and then with European colleagues with our European Association. There is such a wide range of topics that need to be covered so to be well briefed is critical.

The time between travelling, meetings, and admin, is spent on actions

and other commitments to the numerous working groups and committees that TSA are represented on. We have never been afraid of stepping forward to take on projects that benefit the wider community – particularly those that are related to technical, safety and environmental matters. We often find ourselves chairing, writing, reviewing, and commenting on new guidance or knowledge pieces.

The TSA is incredibly lucky to have an excellent communications specialist and technical specialist working with us. Nunzia and Jamie are invaluable to everything that we do. It is their professionalism and commitment which makes us the success we are. As a team we always try to make time to speak, discuss any issues, successes, forward plans, and most importantly make sure that we are all happy and comfortable with what we are doing.

## MY MOST MEMORABLE WORK MOMENT...

There are many things that I am proud of –



being part of the team which developed the revised Safe Loading Pass Scheme and the Petroleum Driver Passport, and involved from the very start of the Process Safety Leadership Group final report to the Buncefield explosions and fires in 2005.

But, all that said, working with such an incredible team at the TSA is the most important. The team have known each other for many years, through many careers, and are friends as much as colleagues.

### **THE WORST PART OF MY JOB...**

Back to those accounts – chasing late payers – the additional administrative burden that brings with it, especially to a small team, is a real pain!

### **THE BEST PART OF MY JOB...**

The variety – every day is different, and I have met some incredible people.

### **I RELAX AFTER WORK BY...**

I tend to cook during the week, and that acts as a transition between work and home, allowing me to concentrate on something different. After that its relaxing, playing with the dogs or watching something on TV or listening to music. Of course, if it's a Friday it's off to the pub to meet friends!

### **MY FAVOURITE MEAL IS...**

I am terrible at making sure I eat something for breakfast, so when I am staying away somewhere overnight, I always enjoy a big breakfast in the hotel in the morning!



### **ON MY BEDSIDE TABLE IS...**

Phone charger and alarm clock.

### **THE LAST THING I DO EACH DAY IS...**

Let the dogs out and get them in again (sometimes a struggle) and get them off to bed.

### **I'M NORMALLY IN BED BY...**

During the week it's 10:00pm, I must be getting old!



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## Getting your vehicles winter ready

WITH TEMPERATURES DROPPING, MANY MOTORISTS, PROFESSIONAL DRIVERS AND FLEET OPERATORS WILL BE THINKING ABOUT THE NEED TO GET VEHICLES WINTER READY. BATTERIES, TYRES, LIGHTS AND WIPERS WILL ALL BE IN FOCUS, BUT OTHER AREAS SUCH AS FUEL, OIL AND ANTIFREEZE SOMETIMES GET OVERLOOKED. WE HEAR FROM DANIEL DE BRITO MENDONCA OF MANNOL – A GERMAN LUBRICANT SPECIALIST – WHO REMINDS US OF THE IMPORTANCE AND BENEFITS OF ENSURING YOUR VEHICLE FLEET IS PREPARED FOR THE WINTER SEASON.

This winter more than ever, it is vital that vehicles are performing at optimum efficiency to ensure you are not paying any more than is necessary on fuel bills. There are many products that have been developed to help vehicle operators and owners to ensure they are achieving optimum economy and reliability over the colder months and here we highlight some important considerations as you get prepared.

### Specific solutions

In modern vehicles, antifreeze and coolants play a vital role and are crucial to efficient engine operation. Sophisticated engines now use a vast array of materials in their cooling systems such as silicon, copper, nylon, magnesium and aluminium. This means that different vehicles require specific types of antifreeze to function correctly and use of the wrong product can negatively impact on vehicle performance, or even, in extreme cases, cause damage to the cooling system.

An antifreeze specification recommended by the vehicle manufacturer will achieve the best outcome so, to facilitate this, suppliers have a wide range of antifreeze and coolant products suitable for all vehicles, formulated to meet manufacturer requirements and deliver excellent performance and value.

Highlighting how the product range is designed to meet very specific needs, Daniel gives the example of MANNOL Antifreeze AG13+ 4014 which is a Hybrid Organic Acid Technology (HOAT) ready-to-use advanced solution for all year-round use, that protects the cooling system down to -40°C. It has exceptional thermal stability and resistance to hard water which means that it protects for up to 5 years while a similar product, Antifreeze AG13 (-40) Hightec 4013 which is also HOAT and ready to use, provides up to 3 years protection down to -40°C.

For long life and enhanced performance



requirements, the MANNOL range also includes Antifreeze AF12+ Longlife 4012 with a highly effective additive package that ensures exceptional stability and an extended service life in cooling systems of up to 250,000 km, or 500,000 km in trucks. This product would be especially recommended for engines requiring enhanced heat dissipation such as highly accelerated engines, engines with a turbocharger and cooling systems of modern commercial vehicles.

### Forgetting the oil could cost you in more ways than one

Distracted by the need to review tyres, batteries etc., it is easy for drivers and vehicle owners to forget to consider engine oil when it comes to winter readiness, and this can be a major mistake.

Oil that is past its recommended change interval, or oil that is the wrong specification for a particular engine, can have a major detrimental impact on cold start performance and will also mean the engine runs far less efficiently. In some cases it can also mean engine damage.

By offering a range of oils manufactured to meet specific manufacturer requirements, with many formally approved by the vehicle makers, MANNOL again ensures that the right specification of oil is available.

These oils also have sophisticated additive packages to ensure excellent lubrication and improved combustion, while keeping internal components clean.

Using oils with these additional benefits will result in improved starting, especially at low temperatures, better fuel economy, reduced emissions and longer service life.



### Reducing financial and environmental cost

With many fleet operators looking to achieve better fuel economy while, at the same time, reducing harmful emissions, MANNOL has developed a comprehensive range of engine and fuel system additives which can play a vital role in delivering these desired results.

These are simple to use products that can make a big difference to vehicle running costs and reliability while boosting vehicle performance and lowering emissions. Many also feature highly advanced ester technology, that was originally developed for aerospace applications, which can also make a dramatic impact on engine performance and efficiency.



### Avoiding winter breakdowns

For those whose fleets are essential for commercial, construction, plant and agricultural activities, vehicle breakdowns are more than just a winter morning inconvenience. As temperatures drop and roads become icy, reliable brake performance and safety is more essential than ever.

To deliver the required level of consistent brake performance, whatever the conditions, MANNOL developed a special antifreeze for pneumatic brake systems based on aliphatic alcohols and anti-corrosion additives. The resultant product, Air Brake Antifreeze 9894, works to prevent the formulation of ice crystals in a pneumatic brake system and prevents corrosion. Its formulation means it actively lubricates valves and prevents rubber seals from becoming hard and brittle.

Another problem that can appear with the lower temperatures of the winter season, is congealed diesel fuel which can create starting and running problems and result in the cost and inconvenience of vehicle downtime. To combat this costly issue, MANNOL Diesel Ester De-Icer 9992 was developed to dissolve crystals formed at low temperature, meaning the fuel can be more easily pumped allowing for reliable starting. It also contains ester additives that have a significant anti-wear and cleaning effect and is especially effective in systems with high pressure fuel pumps, extending the service life of expensive components.

The long hot days of summer are only just behind us, but colder winter days are moving in swiftly. With many products to help offset these temperatures, don't let them catch you unprepared!



# Peak Oil: 50 golden years

PEAK OIL IS A FAMILY-OPERATED DISTRIBUTION BUSINESS COVERING DERBYSHIRE, SOUTH YORKSHIRE, AND NOTTINGHAMSHIRE. FORMED IN 1972 BY **TOM PEARSON**, PEAK OIL HAS JUST CELEBRATED ITS 50TH ANNIVERSARY IN BUSINESS. CLAUDIA WEEKS, CONTENT WRITER FOR FUEL OIL NEWS, SPOKE WITH TOM ABOUT THE HISTORY OF PEAK OIL AND WHAT MAKES IT SUCH A SPECIAL FAMILY RUN BUSINESS.

## The history of Peak Oil

Tom Pearson founded Peak Oil from his home address in Dronfield in 1972 and explains how it all began: “I started Tom Pearson Oils with my wife Rachel in 1972, largely because I didn’t want to move away from the area where we were living. My then employer, Castrol, had offered me a promotion, which would have meant moving away.

“The business was initially based at our home address running one tanker from Callywhite Lane (Dronfield), which I rented from Trent Oil Nottingham. In these early days the pressure was on to secure one order a day so that the driver had a delivery to do!

“Early in 1973 I signed a contract of supply with Chevron, bought my first (second-hand) tanker and on 30th March, I incorporated Tom Pearson (Oils) Limited. However, it was later that year when the business really found its feet. In October 1973, an oil crisis hit the UK because of the Yom Kippur War and the

country was at the mercy of an oil embargo. Tom Pearson Oils, with its contract of supply with Chevron, did not suffer the same supply restrictions as other local businesses and this proved to be a pivotal moment in Peak Oil’s history.

“As the business expanded, I bought my first new tanker in 1974 and was granted planning permission to build a depot at Sheepbridge Industrial Estate and the business relocated there in 1977. On 1st January 1978, I changed the name of the business to Peak Oil Products (Northern) Limited. Further expansion occurred in 1983 when I bought Shottle Station (Belper), making Peak Oil the only family oil company based in Derbyshire.

Peak Oil’s main depot is still based at Sheepbridge in Chesterfield and, as Tom observed: “Aside from updating our loading infrastructures, the depot itself hasn’t altered much. The main change would be the addition of a self-service forecourt, which we opened in

the 1990s, and more recently it has become the home of the UK’s first retail pump of HVO (a renewable diesel).”

## Milestones along the way

Tom reflected on the main milestones of growth and change that have been part of the Peak Oil journey through the last 50 years.

“The loan of the tanker enabled me to get going,” Tom replied. “But, as I mentioned earlier, the contract that I signed with Chevron was a pivotal point for the business. The other main factors for growth and change have been driven by investment in depots, modern vehicles, and computer systems relevant to the industry.

“I have always been keen to support new business and embrace innovation within the sector. We were one of the first clients of Coda Computers back in 1974 and computerisation has made a huge contribution to improved efficiency. Similarly, we were one of the first



businesses to purchase a tanker from Tasca Tankers back in 1995. These strong working relationships with our suppliers have been fundamental to our ability to grow and adapt over the past five decades.

“More recently we have launched our renewable diesel in response to the changing environmental and political needs of the sector.

“My proudest accomplishment in business has been expanding Peak Oil to the position it is in today.

“My most memorable day at work must be the day that we bought Shottle Station in Belper – it was a big day! I also vividly remember the day that I employed my own children, these were very special times.”

### The best industry advice

After 50 years’ experience in the fuel distribution business, we asked Tom what the best advice was he had ever received. Tom ponders, then replies: “The advice that comes to mind was given to me by a friend, Frank Lownsbrough, who was a car salesman, and he quite simply told me to “Never give up!”

“This has stuck with me over the past 50 years, during which time Peak Oil has quite literally weathered storms... you may recall the ‘Big Freeze’ of December 2010, during which time we couldn’t get a truck in or out of the depots for 3 days and were inundated with people running out of fuel.

“We have also kept afloat when wars have sent the markets into turmoil, and we have continued to deliver to our faithful customers when fuel crises have hit (most notably in the Septembers of 2000 and 2021).”

### The Peak Oil team

Peak Oil is very much a family-run business and still run by family members day-to-day as Tom explains: “The business is now run by Neil, our eldest son, who has worked in the

business since 1987. Neil works with Helen, our eldest daughter, and together they manage a great team of employees, many of whom have worked for the business for over 30 years.”

When the business first started back in 1972, there were three employees – Tom, Rachel, and a driver. Now, there are over 30.

Wondering about the various colleagues Tom has met and worked with through his 50 years in business, we asked a series of quick-fire questions:

• **Who has been the funniest person you’ve worked with?**

Alan Clark aka. Tango, who worked for us as a driver for 14 years. He never failed to make me smile.

• **Who has had the best ideas?**

Neil, he continues to support innovation and isn’t afraid to try new things.

• **Who has surprised you?**

I can’t single any one person out as so many have joined the team and flourished.

• **Who made the best cup of tea?**

I’m always a grateful recipient of a cup of tea, but the first cup of the day is always the best and it’s usually made by my wife, Rachel.



When asked what makes customers choose Peak Oil as a supplier, Tom replied: “I would say our prompt, competitive service. I also think that because of increasing corporate consolidation over the last half century, there are now fewer local fuel distributors than ever before and customers wish to support local companies that delivery quality goods with an exceptional service.”

### Celebrating this golden milestone

Tom was keen to share Peak Oil’s plans for its 50th anniversary celebrations: “We’ve had a new logo designed and we’ve plans to mark the occasion with our employees, suppliers, and customers. I will enjoy spending time at both depots, I still love to be in the thick of it and I wish to thank our loyal customers, staff and suppliers for their business, service, and support over the past 50 years.

“Peak Oil is a local business that supports local businesses and I would like to thank Peak Ales for producing some commemorative beer bottles of their Chatsworth Gold and the ladies at Cake Corner in Bakewell for the splendid cake and cupcakes, which they made to mark the occasion. I’d also like to thank the wonderful photographer for taking such memorable photographs of our celebrations – <https://www.alwingreysonphotography.co.uk>”

Asked what he has enjoyed most in his time in fuel distribution, Tom said: “The challenge of a competitive industry coupled with the people that I have had the pleasure of knowing and working with.”

### The future of Peak Oil

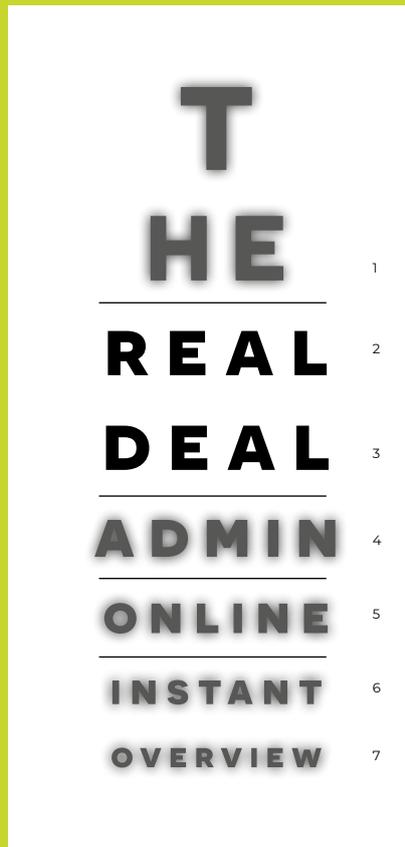
After such a successful first 50 years, what will the next 50 years hold for Peak Oil? “We need to ensure that our customers continue to receive excellent service. We also need to continue to evolve and respond to the ever changing environmental and political needs of the sector. We’ve got to clean up the environment and reduce our emissions – we all have a part to play in this and Peak Oil will further explore low carbon alternatives in addition to our Renewable Diesel, which we launched in 2020.”

Asked how he likes to spend his free time, when he isn’t at the depot Tom replied: “I have always loved playing cricket for my local village team. I have played there with my sons and now my grandchildren are playing there. I’ve become more of a supporter than a player these days but it still brings me a lot of joy.”

Fuel Oil News wishes Tom and the Peak Oil Team a very happy 50th anniversary and look forward to covering the centenary!

# 50 years of Peak Oil: a celebration in pictures





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# Mike Gaynon, Stanlow Terminals: a sustainable energy hub for the future

FOLLOWING ON FROM OUR INTERVIEW WITH ESSAR OIL UK IN THE SEPTEMBER ISSUE, CLAUDIA WEEKS, CONTENT WRITER FOR FUEL OIL NEWS, SPOKE WITH **MICHAEL GAYNON**, CEO OF STANLOW TERMINALS, TO FIND OUT MORE ABOUT THE PLANS FOR THIS STORAGE FACILITY. COMPLEMENTING THE AMBITIOUS ENERGY TRANSITION PLANS OF ESSAR OIL UK, STANLOW TERMINALS IS COMMITTED TO A STRATEGY THAT WILL SEE THE MANUFACTURING COMPLEX BECOME A SUSTAINABLE ENERGY HUB FOR FUTURE GENERATIONS THAT WILL MEET BULK LIQUID STORAGE NEEDS FOR YEARS TO COME.



Established as an independent company in December 2019, Stanlow Terminals Ltd is now the largest independent bulk liquid storage facility in the UK, supporting not just the refinery but also third-party customers.

The new business is rapidly expanding its storage options to attract customers and strategic partners through targeted investment in the development of assets for the import, export, storage and transport of future fuels.

## Critical national infrastructure

“There was a clear opportunity to establish Stanlow Terminals because of the huge amount of critical national infrastructure here. Stanlow Terminals was created back in 2019 and is basically an internal carve out of all the assets that were formerly part of the whole refinery,” begins Mike. “The infrastructure assets, such as the terminal at Tranmere, all of the marine facilities here at Stanlow, the road terminal distribution facilities, the pipeline

distribution facilities, and the storage tanks in particular (we have approximately three million cubic metres of storage space), mean we are well placed to not only be the largest bulk liquid storage asset in the UK, but also a world scale storage terminal.

“The infrastructure in place at Stanlow and Tranmere is very interesting. We are a critical national infrastructure because of the refinery asset and because of the throughput (we are handling in excess of ten million tonnes of refinery feedstock and energy products through the Tranmere facility to Stanlow and then back out into the market.) All that infrastructure is a great baseline for all the new energy products that are going to come into the market whether that’s hydrogen related molecules, green ammonia, methanol, or liquid organic hydrogen carriers.

“Stanlow Terminals has three million cubic metres of storage capacity under our control. The two sites – Tranmere and Stanlow – are

the largest independent bulk liquid storage terminals in the UK. In terms of the TSA, we’ve got the largest capacity of all the members. Of course, part of the reason we’re the largest is that we’ve come out of the refinery business and other refineries are still integrated. They will have similar sized storage, but they haven’t created a separate storage business to generate growth. That’s what we’ve been working on over the last couple of years.

“Our core business is storage. We want to provide storage capacity for people to bring their products here. We’re not just focussed on fuels or biofuels, we’re focussed on petrochemicals, or any bulk liquids across all the sectors.”

## The parent company and new storage partners

Mike went on to explain the relationship between Essar and Stanlow Terminals: “Essar Oil UK is 100% shareholder of Stanlow Terminals at this stage. We’ve been working through the pandemic and Covid situation with them to support wherever we could. This was particularly important in terms of storing transport fuels whilst there was little demand for the product nationally during lockdown. We have a fantastic relationship with Essar, but we are now focussed on our future growth.

“In the last 12 months we’ve signed multiple heads of terms and MoUs with potential customers across a variety of products that we could store here. None of them are officially announced as yet but we are at final commercial negotiations. We are incredibly excited about these future partnerships.

“From a capital perspective, Essar likes to have 100% equity in its investments, but



I think the scale of investment that is needed for energy transition means that partnerships and joint ventures will become an interesting and exciting option. The Vertex Hydrogen Plant and the new Fulcrum SAF Plant – these two projects alone are almost \$2 billion in terms of investments on this site. Do we see an opportunity for more investment? Absolutely! There is huge opportunity here. We've got all the ingredients here to allow us to expand. We've got land available with development rights to build new infrastructure. There is a high level of confidence that future new energies will expand and develop here.

This site will still be doing what it does in 60 years' time – supplying energy products into the UK market. It should be completely decarbonised by then, and it may be different low carbon fuels, but there will always be an energy production and storage facility here."

Carlos Rojas, head of commercial at Essar Oil, added: "The common denominator is providing an integrated low carbon energy solution. Having Stanlow Terminals as an independent business allows the refinery to be able to monetise, and to capture opportunities and bring interested parties together such as the case with Fulcrum. We are keen to partner with other players to bring those sustainable solutions. We have the infrastructure to do that. It makes perfect sense."

## The importance of investment

Mike continued to explain the importance of investment in future fuels: "Most of our assets will require a high level of investment. The creation of the Stanlow Biofuels Hub is costing about fifty million pounds in investment over three years and we're on track with that investment. All the other things I mentioned, whether that be LNG, CO<sub>2</sub>, hydrogen, ammonia, etc., will have their own investment timescales and lead times.

"The UK is going to be one of the first globally to establish blue hydrogen production facilities, but the rest of the world isn't going to be far behind. Green hydrogen production is going to go to locations where renewable power is cheapest. Wind and solar power will be key, so projects for green hydrogen will go to locations like North Africa, the Middle East and India. The green hydrogen produced will need to be transported to markets like the UK so will have to be converted into a product such as green ammonia to transport the ammonia to the UK where it will be converted back to hydrogen. I think that supply chain – green ammonia from outside of Europe, coming into Europe and the UK – is going to be a significant



driver of the hydrogen economy."

## Future fuel and future growth

"Our future growth is centred around the transition to lower carbon fuels and sustainable fuels," Mike emphasises. "We have plans to get three hundred thousand cubic metres of additional capacity online – that is new capacity that isn't online today. We can provide storage for a whole raft of biofuels – the traditional ones that are in the market today, like bioethanol, biomethanol, and biodiesel – but also future biofuels that aren't in the market today such as sustainable aviation fuel which is going to be produced in conjunction with Fulcrum BioEnergy.

"Fulcrum is going to build a plant here at Stanlow and there are future ambitions to also build a plant here to manufacture HVO. This would mean we would need to deal with the feedstock side of the vegetable oils that are going to go into that HVO plant. The country is moving towards biofuels and sustainable, low carbon, alternative fuels and that's the direction that we are moving with too.

"The benefit is that a lot of these future fuels will have a correlated fossil fuel requirement. If you take jet fuel for example, the sustainable aviation fuel that Fulcrum will manufacture has to be blended at least 50% with fossil jet fuel from the refinery so Fulcrum will need separate storage facilities for its manufactured product that it produces, and Essar will continue to have its jet fuel storage for its distribution up to Manchester Airport, Liverpool Airport, etc. Stanlow will be able to bring those two things together, as well as do all the blending with the right infrastructure

to blend the molecules together in the right proportions to be ready for distribution.

"It will be the same whether it's gasoline, diesel, or jet fuel; all those products will be required, under the RTFO, to decarbonise. The more optionality coming into the marketplace with regards to biofuels and sustainable liquid fuel replacements, the more storage will be required as part of the transition."

## Hydrogen and HyNet

HyNet North West is the UK's leading industrial decarbonisation project that plans to unlock a low carbon future for the region. By 2030, HyNet will help create the UK's hydrogen economy and plans to reduce carbon dioxide emissions by 10 million tonnes every year. Essar Oil UK, Vertex Hydrogen and Stanlow Terminals will play a key role in supporting the plans for HyNet.

Mike explains: "Our sister company, Vertex Hydrogen, will create a low carbon hydrogen production plant here which will form a core part of the HyNet low carbon cluster. We are also looking at building a hydrogen transportation hub at Stanlow. Anything related to the hydrogen economy, in terms of liquid fuel handling, will be able to come in or go out via our infrastructure and be distributed from us whether by road, rail, or marine.

"In conjunction with HyNet, we're looking at the storage infrastructure for CO<sub>2</sub> handling and shipping. Stanlow is going to be, effectively, an entry point to a pipeline that can then transport CO<sub>2</sub> out into Liverpool Bay to store. There will be lots of industrial clusters around the UK, like South Wales, the Thames, Ireland, where they can do carbon

capture from industrial processes but, without a pipeline connection to a reservoir to store that CO2, they will need to ship it and have it stored. There will be a market developing around CO2 shipping and we're going to build the infrastructure associated with that at Tranmere and Stanlow so we can capture that volume that's going to come into the market.

"If you think about HyNet and the big picture of building a production plant here, it's about having hydrogen pipes that go out to North Wales, to Liverpool and to Manchester, across the North West. There's also a more localised hydrogen network onsite here as our customers, like Fulcrum, who are going to build a plant, will want access to hydrogen and they will want to take CO2 away. We are going to have the infrastructure to do that and will have the ability to distribute hydrogen like we distribute gasoline and diesel today, whether it's by road, pipeline, rail or marine transport.

"We're working with the UK Catapult organisation on a project called Mersey Green Shipping Corridor looking at how to achieve net zero shipping on the river Mersey and the Manchester Ship Canal. The Manchester Ship Canal is from here all the way up to central Manchester with freight movements up and



down. Stanlow and Tranmere were, historically, bunkering facilities for the ships that called at our ports but the bunker fuel business is not something that we've participated in recently. There is new energy required for shipping, with new propulsion fuels such as methanol, hydrogen or ammonia. We are working on a

feasibility study to see how we can provide bunkering infrastructure to support that marine decarbonisation too."

### Leading the way to a greener future

The energy industry is changing dramatically. With more innovative ways of generating sustainable energy being conceived and developed, the supporting storage and transportation infrastructure for energy needs to evolve and adapt as well.

Stanlow Terminals is incredibly well positioned to lead a national charge in the development of changing energy infrastructure, and to create what will ultimately become the UK's first sustainable energy hub.

In summary, Mike concludes: "I feel that nobody has really been able to build up supply chains that utilise the infrastructure and the assets that we have here. We have a great opportunity with the energy transition to develop new supply chains with our customers and strategic partners and to differentiate ourselves as a storage terminal with our focus on decarbonisation.

"We really will provide a sustainable energy hub of the future."



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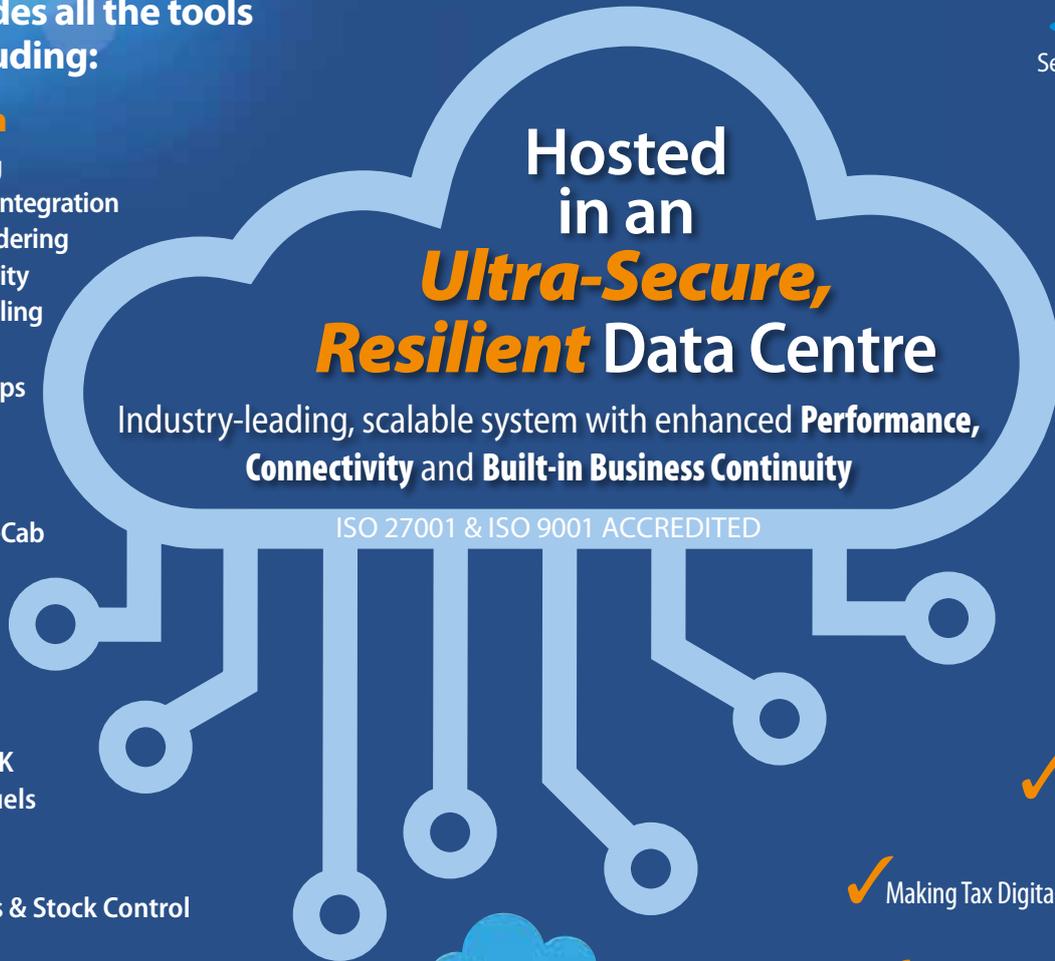
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# Software developments

WITH OUR COMMUNITY OF DISTRIBUTORS FOCUSED ON ENSURING THAT FUEL IS DELIVERED WHERE AND WHEN NEEDED, WE LOOK AT RECENT DEVELOPMENTS IN SOFTWARE THAT ADDRESS CHALLENGES FACED IN THE SECTOR.

## Identifying challenges

Launched at the UKIFDA EXPO earlier this year, D.T.S Ltd is a company that continually looks for ways to enhance the fuel delivery data system it offers to deliver even greater benefits to its customers. The new system, comprising of a more flexible mobile app and a web portal with a deeper level of operational data, was launched to keep wheels turning and fuel flowing in the energy distribution sector.

Through constant communication with the 4,600 drivers live on the system, distributors and with attendance at industry forums such as the UKIFDA regional meetings, D.T.S. has been able to identify and address key sector challenges.

## Driver engagement and enhanced data from the field

One challenge facing the industry is attracting and retaining drivers and, in a bid to address this, D.T.S has looked at ways of improving the interface between the driver and the delivery system technology. Driver engagement with available technology is critical to realising the benefits it can offer in terms of both efficiency and safety, so D.T.S. has developed its system to achieve this in various ways.

Being able to select the most suitable hardware on a delivery-by-delivery basis reduces resistance to the technology and avoids having to compromise on user preference or health and safety.

Advanced camera options support drivers with addressing challenges they may face in the field. Enabling the driver to highlight key areas of concern and transfer the information quickly back to the office ensures that any resulting customer contact is able to be addressed with relevant visual and data evidence.

The driver is also provided with a map view of the day's deliveries enabling the identification of any possible route improvements. The in-cab computer is also a phone, which reduces the equipment in the cab and further software enhancements enable the driver to initiate a call from the customer record.

## Robust system integration and issue resolution

Automating data exchange between equipment such as tacho and meters provides the user with numerous benefits



in both operational controls and efficiency. The associated commercial benefits would be compromised if these connections were to fail in the field. To address this, D.T.S. has developed a more robust and deeper level of data sharing which delivers reduced down time, enhanced remote diagnostics in the field and a preventative maintenance alert system.

A consolidated operational view avoids hunting for data or interrupting the driver during the delivery schedule. By collating all key delivery data in one portal, D.T.S. can provide transport staff with the necessary data to support problem resolution. Information such as vehicle location, delivery updates, stock status and available driving hours are combined in one portal to give easy and efficient data access.

## New developments

Mike Smith, managing director at D.T.S. explains the importance of this ongoing development: "We are continually investing in the software to ensure that it is not only futureproof but also delivers what our customers need now.

"For example, new levels of data from the meter operation during the delivery enables better diagnostics for both the operator and maintenance teams and using remote tacho data collection improves operational decision making and legal compliance as well as increasing efficiency.

"D.T.S. launched at this year's industry EXPO and since then we have been receiving positive feedback from across the industry. With new customers going live all the time we are excited to convert that feedback and confidence into practical benefits for our clients."

## A simple and economical solution

Another company using software to simplify an industry challenge is Submëtrika. Having developed its own economical tank monitoring solution, this Spanish technology-based company has now entered the UK market with its intelligent fuel tank stopper known as TrackGas.

Combining the stopper with ordering software delivers a telemetry solution that gives real-time information on tank status allowing distributors to optimise logistics and prevent customers running out.

Luis Tejados, founder and CEO of Submëtrika, tells us more: "We have just arrived in the UK to offer our measurement and control service for diesel and adblue deposits. The 'TrackGas' solution enables greater distribution efficiency by giving detailed knowledge of customers' tank levels and avoiding unexpected, emergency orders."

## An economical solution

With TrackGas being simply a stopper that replaces the original tank stopper and sends tank level information to the distributor, one of its key attractions is a low price point making mass deployment very economical.

Luis explains how Submëtrika has developed a low-cost solution: "The classic telemetry solutions are expensive because all the intelligence is in the measurement deposit itself, so we make stoppers. You can put this stopper in any tank, and it sends very simple but very valuable data.

"Thanks to the use of various parameters, like temperature, the deposit shape and the type of product, our software is able to monitor and communicate the tank level in real-time."

## Simple to deploy

"Our solution costs £89 pounds to purchase the stopper then £29 per year for the communication and management software," Luis explains.

"Emphasising how simple it is to set up Luis continues: "Our stoppers communicate via IOT (Internet of Things) and are 'Plug and Play'. Setting it up is as simple as switching the existing tank stopper for the TrackGas stopper and adding the required information on the type of deposit etc.

"Once this simple set up is completed, the distributor will receive all the data from that deposit including the level at any time as well as valuable insights such as consumption curves, low level warnings, notifications of fill ups, consumption frequency, the customer purchase cycle and even customer loyalty."

# Products for a greener sector

GOING GREEN IS NO MEAN FEAT, ESPECIALLY FOR BUSINESSES OPERATING TODAY IN THE FUEL DISTRIBUTION INDUSTRY. AS DISTRIBUTORS SEEK NEW WAYS TO REDUCE THE CARBON IMPACT OF THEIR DAY-TO-DAY ACTIVITIES, WE CONTINUE OUR SERIES TAKING A LOOK AT THE PRODUCTS AND INITIATIVES WHICH ARE ACTIVELY IMPROVING THE ENVIRONMENTAL IMPACT OF THE SECTOR.

## Reducing carbon emissions

One initiative which is making a big difference in Ireland is The Greener HGV Programme. It launched in August 2021, with the aim of fitting 1,000 fleet vehicles across Ireland with technology to help reduce carbon emissions by targeting 10% savings on fuel.

The programme has now reached its halfway point and is getting good take-up from the fuel distributor sector. The recent addition of 186 vehicles from Irish distributor, East Cork Oils, takes the programme's participants to 13, with fleet sizes ranging from five to almost 200.

Having secured €1.4m funding under the Irish Government's Climate Action Fund, The Greener HGV Programme is being delivered by Cubo, in partnership with 3 Counties Energy Agency. Irish Fleet companies can apply for a 30% technology software and hardware grant as part of the programme.

Smart telematics including tracking, fuel, remote tachograph downloads and compliance software as well as live footage cameras and driver awareness panels, are all part of the technology being used to deliver these sustainable measures, as Cubo's Robert Steele highlights: "We use the hardware to gather real-time data which allows us to record baseline driver and vehicle information. After approximately six weeks, the data is analysed and we arrange the professional driver training and activate the in-cab Driver Awareness Panel, which is a driver aid.

"The new technology with gained knowledge from the driver training helps drivers to achieve more efficient driving and long-term sustainable energy practices. Techniques that reduce engine

revolutions can have a major impact on the vehicles' fuel consumption and therefore its CO2 emissions."

Talking about the uptake of the programme, Robert says: "We are delighted with how popular the scheme has been and would urge companies who want to save fuel and reduce their CO2 emissions to apply asap. We have funding for 1,000 vehicles and have already assigned 50% of that."

A significant proportion of those taking part are companies in the fuel distribution sector, including DCC Oil Group. Distribution manager, Bryan Hynes, explains why the company joined the programme: "DCC Oil Group was in the process of merging three oil companies – Jones Oils, Campus Oils and Emo Oils. We were looking for a complete transport solution to manage the newly merged large fleet, and we were interested in live camera technology. The time was right to find a system that ticked all the boxes – which the Cubo solution does. For DCC, one of its main attractions is the ability to remotely download our tachographs, which means we



don't need our drivers to return to base, saving time, fuel, and emissions – before our drivers even get to the professional driver training. We are committed to developing a conscious driving culture which will undoubtedly result in a reduction of our carbon footprint and fuel costs."

John O'Callaghan, financial controller at new recruit, East Cork Oil, adds: "We have a very dynamic operation. When you run a fleet of almost 200 vehicles it makes sense to introduce technology that can take over some of those more mundane and time-consuming tasks. The ease of accessing camera footage was a huge benefit to us, as well as the obvious environmental improvements from being able to measure – and make steps to reduce – our carbon footprint. We previously used multiple systems for tracking, monitoring fuel usage, downloading the driver's cards and tachographs and were in the market for cameras. It was an obvious choice to move to a supplier that could meet all our requirements on one platform – with the added incentive of the 30% government grant."





Participants of the scheme are now coming up to the driver training stage, which is currently being delivered online via an app, to allow for additional pressures the industry is facing due to Covid and driver shortages.

Irish distributors interested in taking part in this innovative programme should visit [www.greenerhgv.ie](http://www.greenerhgv.ie).

### Carbon neutral forecourts

Also in Ireland, Certa Fuel has installed Solar PV panels at three of its forecourts, Clarehall, Ballymount and Ashbourne, in a bid to achieve carbon neutrality.

Due to the unmanned nature of its operation, the company uses significantly less electricity than typical forecourts, making Solar PV an excellent option. A 30kWp Solar PV and LED lighting system has been installed in Clarehall, with 11kWp systems operating in Ballymount and Ashbourne.

These installations have greatly reduced the carbon footprints of these forecourts and all three stations have now achieved carbon neutrality. These facilities are also capable of returning energy to the grid, which is a win-win for the company. Certa now intends to roll out this model across its national network, as part of the Move to Zero initiative, which is good news for distributors.

### Sustainable liquid fuel

Across the water in Birmingham, Tyseley Energy Park (TEP) has partnered with Certas Energy to deliver sustainable liquid fuel at a newly created Shell GTL Refuelling Hub. It's another step forward for the sector.

TEP is a comprehensive project, designed to create commercially viable energy system solutions that positively contribute to local communities and citizens while also reducing CO2 emissions. It is committed to delivering low/zero-carbon transport, alongside other

power, heat, waste and recycling projects.

Working with Certas Energy, TEP designed, manufactured and installed the new Shell GTL refuelling point. This facility is the second of its kind in the UK to dispense Shell GTL, a drop-in alternative to diesel for both on-road and off-road applications.

Shell GLT fuel burns cleaner than traditional crude oil-based diesel as it emits less harmful pollutants, such as nitrogen oxides. It also comes with extra performance benefits for vehicles operating in urban areas, including reduced fuel odours and engine noise – ideal for a busy city like Birmingham.

In addition to the GTL storage and dispensing unit, the refuelling hub includes hydrogen, compressed natural gas and electrical vehicle charging options. The unmanned facility is available 24/7 for refuelling with integrated pay at pump options that accept credit, debit and fuel card payments.

As the UK's first multi-fuel, open access, low and zero-carbon refuelling station, the Refuelling Hub demonstrates that commercial and environmental interests do not have to be mutually exclusive. TEP is now fully up and running and is receiving commercial fleet, public transport fleet and private vehicles.

As we move closer to net zero, an increasing number of companies will choose to add low or zero-carbon fuel and energy options to their truck stops and refuelling stations, and this development at Tyseley, shows just what is possible.

### Fuel conditioners

A product that is helping distributors to go greener is fuel conditioner, EliminoxEco. Described by Eliminox as "green from conception to combustion" it is made from



natural biodegradable ingredients and contains no waste fossil fuel distillates or solvents.

The product has undergone numerous, worldwide, successful trials across various sectors including transport, agriculture and shipping and was the winner of the UKIFDA 2022 Greentech innovation award.

Developed to combat climate change caused by fossil fuel emissions, EliminoxEco reduces harmful engine emissions of CO2 and Nox, as well as PM 2.5 (-61%) and PM 10 (-52%). Additional benefits include an increase of over 30% in lubricity, which reduces friction and protects engine oil integrity, extending engine life and service intervals, and preventing the diesel bug. It also delivers fuel savings of over 8%, as well as a reduction in fuel and maintenance costs – giving companies an added financial incentive to reduce their carbon impact on the environment.

One company already benefitting from the product is Welsh distributor, Banwy Fuels. Managing director, Chris Edwards comments: "We are very pleased with EliminoxEco and since using the product have noticed a reduction in emissions and increased fuel efficiency. I have recommended EliminoxEco to all our customers."

Currently Eliminox is working with carbon offsetting and carbon reduction certification to give customers and clients the proof they need for ESG and carbon reduction claims.

While green fuel conditioners like EliminoxEco could prove to be a game changer in the transition to cleaner fuels, Eliminox chairman, Professor Tony Granger warns against using products from companies that fake their green credentials.

"A number of companies are guilty of 'greenwashing', where they market themselves as green, but their products actually produce increased CO2 – some fuel additives use old fossil fuel technology, petrol distillates or use a paraffin base to give a performance boost but leave the engine dirty with increased toxic emissions. Truly green companies will apply sustainable practices at every decision point throughout their operations. If environmental conservation is important, EliminoxEco is well positioned in the market to ensure green credentials are maintained."

### How green are you?

With so many great initiatives out there, we'd love to find out what your company is currently doing to minimise its impact on the environment? Are there any products out there that are making life easier (and greener) for you? Email [liz@fueloilnews.co.uk](mailto:liz@fueloilnews.co.uk).



# PORTLAND MARKET REPORT

SEPTEMBER  
IN VIEW

## IS IT TIME TO DECOUPLE ELECTRICITY AND GAS PRICES?

Without wanting to either sensationalise or exaggerate current global issues, we have to acknowledge that the world is in the midst of an energy crisis. The reasons behind this have been a hot topic for many months and started with the end of covid stimulating a significant rebound in consumption and a sector that was not ready to meet this increased demand. This situation then blew up into a full-blown crisis, when Putin invaded Ukraine and the western world applied sanctions on Russian oil and gas.

Whilst these issues are largely understood by the general public, what has caught many off-guard has been the eye-watering increase in electricity prices, which now threaten western economies with just as much destructive power as spiralling oil and gas prices. In Europe, the Americas and, not least, the UK, electricity pricing is (euphemism alert) 'complex'. Over many years, power generation and transmission has been nationalised, privatised, renationalised, quasi-privatised, rationalised, taken over, split apart, legislated against, legislated for and in general, morphed (year after year) into extremely complex entities and, if you want evidence of this, just look at your latest electricity bill and try and make any sense of it!

Electricity costs are made up of several different charges (in the UK there are 11!) and, broadly speaking, these can be split into four different categories; generation, transmission, distribution and taxes. This report (and our brains) are too small to satisfactorily explore transmission, distribution and tax charges in detail. Suffice to say that transmission charges cover the cost of operating the grid infrastructure, distribution covers all the bits that take electricity from the grid to the end-user, whilst taxes are set by government and, in recent times, have been used to penalise fossil fuel generation and obligate the generation of renewable energy.

All of these costs may be high or low, but at least they are consistent, which is not a word that can be used to describe the final 'killer' price factor; the cost of power generation. This charge (calculated per kilowatt hour) has now gone so high that many British businesses have faced five or sixfold electricity bill increases, and these are the result of the problematic way

that the cost of power is calculated. Instead of looking at actual generation costs, the electricity price in Britain directly correlates with the marginal cost of gas (i.e., the current global spot price), which, on the surface, seems scandalous. Not only does the majority of gas generation emanate from long-term (non-spot) North Sea contracts, but up to 50% of UK electricity actually comes from nuclear and / or renewables!

However, there are a number of reasons behind gas-indexed prices and the first is to ensure that generators who are having to pay the market price for gas (for whatever reason) have an incentive to produce UK electricity. Otherwise, why would they – as private companies – bother generating power at all?

## “ELECTRICITY PRICING IS ‘COMPLEX’.”

The logical response to this might be to ask why any well-run generator would have to buy gas at spot prices at all – surely that is where competitive long term supply contracts come into play? This should be true, but the nature of electricity generation from gas is that it is not only used for day-to-day capacity, but also as a back-up for when there is no renewable generation. How much gas has to be bought as renewable back-up and for how long, entirely depends on how long the wind doesn't blow and the sun doesn't shine. Which in turn means that no advance gas supply contracts can be entered into and thus, the spot gas price must be paid...

The second reason behind gas-indexed electricity prices is to incentivise and reimburse the nuclear and renewables generators, who incur significant investment costs to build the generation in the first place. Over the last 10 years, gas prices have generally been so low (because of plentiful supply) that nuclear and renewables have all lost money – or, as a minimum, failed to cover their original capital

investment. Now that gas prices are so high, the nuclear and renewable players are finally beginning to make money on their electricity, so it is controversial (to say the least) for the government to turn round and tell them that they must reduce their prices!

This, though, is easily the most logical measure – if we are to take control of spiralling electricity prices. Far better than simply borrowing further billions to reimburse end-users, and also better than windfall taxes, where the money is rarely (if ever) used to directly reduce bills. On the other hand, diminished electricity tariffs on both renewables and domestically produced gas would immediately bring costs down (without borrowing), whilst still generating more than satisfactory returns for the generators. Naysayers will point out that any revised rates will still be higher than anything we have seen over the last 25 years, plus they will have to be fixed for a long period to appease the power generators. But at least today's immediate economic challenge of sky-high power prices will be addressed, as we move away from the stratospherically high cost of gas.

At this juncture, there are no good options, and such is the depth of the current crisis that we have little choice but to deal with the most pressing problems. Over complexity of the generating system, years of cheap energy (lots of it from Russia), a lack of understanding of how fast decarbonisation could take place, the undoubted upheaval of Covid and now the war in Ukraine, have all contributed to the current energy meltdown and, in due course, governments may want to reflect on these issues – many of which have been self-inflicted failures. But, here and now, we have an immediate requirement for a solution, and moving electricity tariffs away from spot gas prices is the logical action.

For more pricing  
information,  
see page 30

Portland  
[www.stabilityfromvolatility.co.uk](http://www.stabilityfromvolatility.co.uk)



## Centre Tank Services celebrates 35 years in business

CENTRE TANK SERVICES LTD WAS FOUNDED IN 1987 AND HAS BEEN A LEADING TRADE DISTRIBUTOR OF FUEL DISPENSING EQUIPMENT, STORAGE TANKS, ADBLUE™ AND LUBRICATION EQUIPMENT SINCE THEN. WITH THE COMPANY CELEBRATING ITS 35TH YEAR IN BUSINESS IN 2022, CLAUDIA WEEKS, CONTENT WRITER FOR FUEL OIL NEWS, SPOKE WITH MANAGING DIRECTOR, **MATTHEW TERRY**, TO HEAR MORE ABOUT THE COMPANY'S HISTORY AND WHAT THE FUTURE HOLDS.



### Business milestones of growth and development

Matthew began by sharing the development of the business over the last 35 years: "Centre Tank Services (CTS) has now been established for 35 years and over those years there have been significant turning points for the company. These points have helped the company grow more and more and resulted in us becoming one of the UK's leading suppliers for fuel dispensing, storage tank, lubrication and AdBlue equipment.

"CTS was established in 1987 by my father, Mike Terry, along with a business partner, initially to sell products such as brass fittings and pipework.

"A key milestone happened for us in 1989. After seeing Piusi at Mostro Convegno in Milan, Italy, CTS became the exclusive distributor for Piusi products in the UK!"

Matthew expands on that initial meeting with Piusi: "Our first involvement with Piusi was a chance meeting at an overseas exhibition. They were leading with a small aluminium trigger nozzle, known in today's market as a Self 2000 nozzle. A couple of years later, CTS was appointed as Piusi's Exclusive UK Agent, and we have worked closely on product developments since then. Funnily enough, we've sold a lot of Self 2000 nozzles since the first chance meeting we had 30 plus years ago!

"We are also a master distributor and

stockist of other industry-leading brands. One being Husky, a manufacturer of fuelling products for both forecourt and commercial, and another, Goldenrod, which is a filtration brand.

"In 1998, we joined the Flowmax Group, the holding group in the fluid handling industry, and we are still part of Flowmax today. We were the third company to join Flowmax and the group now consists of 15 companies in both the UK and overseas."

In 2013, after 15 years of working at CTS as a commercial director, Matthew Terry, took over from his father, Mike Terry, becoming the new managing director and beginning a new chapter for the business.

### The CTS head office

In 2010, CTS purchased the unit next door to the company's existing space resulting in increased office space and the doubling of warehouse capacity to 14,000sq ft. allowing over 2000 product lines to be stocked.

Matthew explained why they are so pleased with their current setup: "The CTS head office is based in a central location in Birmingham, UK. We are close to all major motorway networks, and this enables us to service our UK-wide customer base easily.

"We trade out of two units which total over 14000 square feet. Pre-pandemic, we invested in a 'build, development, test' centre. This

allows us to deal with the ever-growing demand of our OEM customer base. It also gave us the opportunity to further develop our own CTS branded products: the Tank Alarm range and the Recirculation Unit, which we recently exhibited in the Middle East.

"Exhibiting in the Middle East was a new step for us, but we are committed to international trade to try and do as well as we have done in the UK, and we feel well set up for that."

### Investing in the team and growing the business

The team at CTS appreciate the importance and value of staff within a business as Matthew confirms: "We invest in people heavily. One example is Gurdeep Lakharpal, who you may know in the industry. He joined us in 2014 in the technical department and, 8 years on, he is now the CTS sales manager. It shows that the business has a good technical depth in the sales department, and that spans across the whole sales team who have the technical knowledge to support our customer base.

"There are those who may not be aware that CTS is actually a group of companies. In 2012 we acquired a pump company called Castle Pumps, and in 2018 we ventured further into the pump market and acquired a company called Whisper Pumps. Being part of a group also offers opportunities for our current team members.

"Michelle Jackson is an example of this. She's been with us 10 years, starting as a marketing assistant, and is now the CTS group marketing manager and looks after all three companies. Acquisition is still firmly in our minds, as we look to acquire further companies over the next 2 to 5 years, so it's an exciting time for CTS and the CTS group of companies."

### 35 years in business

"I just want to thank our customers; the loyal customers that have been with us from the start, new customers that are joining every day, our principal suppliers who supported us all along this journey and, more important than ever, our brilliant employees from the start of the business in 1987 to the present day," Matthew concluded. "I believe all the way through my time at CTS we have always had an extremely strong team.

"A thank you to all involved, we couldn't be happier to be celebrating our 35th anniversary."

Fuel Oil News wishes Matthew, along with the whole team at Centre Tank Services, a very happy 35th anniversary and looks forward to following their future progress!



# Case study: A new fuel distribution system for Rix Petroleum



## About Rix Petroleum

Rix dates back to 1873 when a sea Captain and merchant adventurer called Robert Rix traded out of the Port of Hull. Robert Rix started in business as a shipbuilder, building small coastal craft on the south bank of the River Tees in Stockton.

The company's first major expansion occurred at the end of the Second World War with the easing of wartime restrictions on the sale of oil and petrol. On the 1st of January 1947 Robert Rix's eldest son, John Robert Rix, the grandfather of the present chairman, formed J. R. Rix and Sons with a working capital of £7,000 and one motor ship. Supplying agricultural and commercial diesel customers throughout Yorkshire's East Riding, 'old man Robert', as he was fondly called, also established petrol filling stations in the Hull area.

Fast forward to the present day and Rix Petroleum is one of the oldest remaining family-owned, independent fuel distributors in the UK. The company distributes and retails petroleum products to homes and businesses from local branches located throughout Yorkshire, Lincolnshire, Mercia, Midlands, North East, East Anglia and Essex. Rix also has three fuel depots throughout Scotland; in Grangemouth, Aberdeen and Montrose.

## Enhancing the customer experience

The fuel distribution system at Rix Petroleum is fundamental in maintaining its high levels of customer service. The previous IT system had served the company well for a number of years but did not provide the flexibility to support future company growth. As a result, Rix was looking to source a new system to optimise the entire fuel delivery process.

## The solution

Designed specifically for the petroleum sector, Rix selected a new system from TouchStar Technologies. The core of TouchStar's 'FuelStar' system is P.O.D. software that is designed to digitise the entire process from loading to delivering and electronic confirmation. The system utilises ATEX-certified in-cab computers which fulfilled Rix's requirement for a device with

a large, driver-friendly touchscreen. The in-cab computers were ideal for the RIX operation as they provided a robust, real-time link between the vehicle and the CODAS back-office system.

Duncan Lambert, managing director for Rix Petroleum, reflects on that period of the company's development: "The benefit of the new system was that it allowed us to provide a single and enhanced means of communication between ourselves and the driver. Our investment meant we had an efficient way of communicating to the driver and the ability to receive communication back, in real time, which was not possible with a manual paper based system".

## The development of the solution

Rix Petroleum worked in partnership with TouchStar and CODAS to ensure that the original system delivery dates were achieved. Sam Stanley, IT project leader for the new system implementation explains: "Considering this was a brand new system for us, we were very impressed with how smoothly it went when the system went live. This was helped significantly by the comprehensive induction that took place, enabling the drivers to fully buy into the new system".

## How the system works

### Pre-shift

Sales orders are taken by phone and entered into the CODAS back office, which allows for the job to be allocated to a specified driver. Building loads is simple. Orders can be rapidly entered then scheduled and sent directly to the driver on the TouchStar in-cab computers. RIX now has the ability to view the deliveries via the FuelStar mapping console which enables them

to consolidate deliveries more effectively.

The driver of the vehicle is required to complete the start of shift procedure before commencing the deliveries for the day. Prior to gaining access to the trip details the driver is required to complete a vehicle safety check. The safety checks are designed around DVSA standards and are configurable on a 'per client' basis.

### Vehicle loading

As part of the log on procedure, a totaliser reading is taken from the meter providing automatic verification data of the truck and stock status. Upon completion, the driver is instructed by the on-board computer what grade and volume of fuel to load onto the vehicle and confirm loading into each compartment of the vehicle. The system also captures the BOL (Bill Of Laden) numbers supplied by the loading gantry system.

### Fuel delivery

On arrival at the customer site, the driver then commences the unloading of the fuel. The flow meter connects with the TouchStar in-cab computer to record the volume of fuel that is being delivered. The connection with the meter provides a confirmation of exactly what has been delivered and the balance of fuel that remains on the vehicle, allowing for a real-time up-to-date stock manifest. At every stage the system guides the driver through a HSE questionnaire to ensure the driver performs the delivery safely.

### Proof of delivery

Upon completion, the delivery information is updated on the TouchStar in-cab computer



producing a delivery confirmation. The driver can hand the device to the customer to confirm the delivered quantities and sign on-screen. Connectivity to the in-cab printer then produces a signed receipt for the customer. Using GPRS communication, the delivery data is transmitted to the back office providing real time proof of delivery.

Speaking about the benefit of the system, Duncan Lambert comments: "Confirming the customer name, capturing the signature and communicating it to the back office in real time significantly speeded up the invoicing procedure. The system enabled us to respond to customer invoicing queries quicker which ultimately benefited our business with improved cash flow."

### Real-time improvements

The system now delivers performance information relating to number of deliveries per day, distance travelled per vehicle and volume of fuel delivered. The real time information that the system provides has been invaluable in allowing Rix to study and compare vehicle performance and overall delivery efficiency.

Duncan continues: "We can physically see the improvements that the system has made

to our operation, and this is a big step forward in the business. We have absolute confidence in the accuracy of the data we receive back from the system".

### What's next?

RIX is continually examining ways in which its systems can provide even more benefits to the company and its customers. Having run the TouchStar system for a lengthy period of time, the company was diligent in re-examining the competitive marketplace. Duncan Lambert comments: "Although we were not dissatisfied with the performance of FuelStar in any way, we were obligated to ensure that our business is operating with the most effective systems that we can acquire. As such, we conducted a thorough re-evaluation exercise which included the trialling of alternative suppliers in certain depots. I'm happy to say that our original decision to adopt the TouchStar solution was fully vindicated, as it is clearly still the market leader."

### Bespoke industry systems

TouchStar hardware and software solutions are specifically designed for the fuel distribution industry. The company has invested heavily in

the development of a new range of terminals based around the Android operating system. This platform offers multiple technical benefits over previous generation Windows CE devices and, as a progressive organisation, RIX readily accepted TouchStar's suggestion to upgrade their fleet hardware.

The new devices will remain integral to the fuel delivery operation but also offer significant additional benefits. For example, the in-cab computers will now operate as phone devices which will preclude RIX having to invest in, and maintain, separate SIM cards. The company will also be able to run additional business applications directly on the in-cab device including HSE and training-related software.

After initial trials of the Android terminal at two depots, RIX now intends to roll them out to its entire fleet of one hundred vehicles. The implementation phase commenced in September 2022.

Duncan concludes: "We expect to avail ourselves of many additional benefits to the business based on the Android OS and the new FuelStar application. The system creates a great opportunity for RIX to expand the connectivity and visibility between the truck, product, driver and the planning office."

# Fuel Logistics Digitisation

## FuelStar: A state-of-the-art logistics system for all fuel delivery scenarios

TouchStar Technologies Ltd have been supplying Mobile Computing solutions to the bulk logistics industries for over three decades, with a particular focus on the oil & gas sector. This innovative software-hardware combination supports a variety of mobile applications, including;

- DRIVER NAVIGATION
- FUEL DELIVERY / METER INTERFACE
- DRIVER COMMUNICATION
- ROUTING AND SCHEDULING
- PROOF OF DELIVERY



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

**touchstar**  
Fuel Logistics Digitisation

Email: [enq@touchstar.co.uk](mailto:enq@touchstar.co.uk) | Tel: +44 (0) 161 874 5050

TouchStar Technologies Ltd, 7 Commerce Way, Trafford Park, Manchester, M17 1HW.

# BP Energy Outlook: 2022 Edition – the outlook to 2050

WITH 'BIG OIL' ONCE AGAIN IN THE SPOTLIGHT OF SCRUTINY AS A US INVESTIGATION INTO THE ROLE OF FOSSIL FUELS IN DRIVING THE CLIMATE CRISIS ACCUSES THE INDUSTRY OF OBFUSCATION OVER THE ISSUES, WE TAKE A LOOK AT BP'S ANNUAL ENERGY OUTLOOK WITH ITS CLEAR WARNING OF THE CONSEQUENCE OF FAILURE TO MEET COP15 TARGETS.

## A different world:

This year marked the 50th anniversary of the first publication of BP's annual Outlook, which takes a look at the global energy sector and how it is expected to evolve. Since 1952, oil consumption has grown from around 11 million bpd to just under 100 million bpd in 2019, since when it fell back to around 91 million bpd in 2020, due to the impact of Covid-19, recovering to around 94 million bpd last year – with the expectation of further recovery to near pre-pandemic levels this year.

The 2022 Outlook was published in March so did not reflect the various impacts expected to result from the Russian invasion of Ukraine which began on 24th February. It did, however, highlight three significant changes to the economic and policy backdrop since the 2020 publication, which are:

- The economic impact of Covid-19 in the near term is less than feared, although the scale of the economic cost and disruption means it is also likely to have a significant and persistent impact on the global economy and energy system.
- There has been a marked strengthening, in the past two years, in the ambitions of governments around the world to increase the pace and extent to which they reduce carbon emissions. Although the extent to which these greater ambitions will be met is uncertain, they do suggest that there might be stronger momentum towards the world reducing carbon emissions than implied by many 'business-as-usual' type scenarios.
- There has been increasing attention over the past few years on achieving a significant fall in global emissions by 2030 to conserve the world's remaining carbon budget.

The Outlook focuses on three main scenarios which explore a wide span of possible outcomes as the world transitions to a lower carbon energy system and, as such, are intended to help shape a strategy which is resilient to the associated range of uncertainty.

## The scenarios:

These consider carbon emissions from energy production and use, most non-energy related

industrial processes, and natural gas flaring plus methane emissions from the production, transmission and distribution of fossil fuels, and are:

- Accelerated
- Net Zero
- New Momentum

**New Momentum** assumes continuation of current progress and trajectory, with demand for crude expected to rise to 101 million bpd in 2025, and to hold steady to 2030. This is later projected to fall to 98 million bpd by 2035 and to 92 million bpd in 2040.

**Net Zero** is related to COP15 global climate ambitions. Demand for oil is seen at 98 million bpd in 2025 and 75 million bpd by 2035. For this scenario to materialize, it is assumed that carbon emissions should be reduced by 95%.

**Accelerated** assumes that the world will be largely in line with COP15 climate goals. CO2 emissions in Accelerated fall by around 75% by 2050 (relative to 2019 levels).

Based on this scenario, oil demand will near 96 million bpd in 2025 and 85 million in the decade later.

**Accelerated** and **Net Zero** explore how different elements of the energy system might change in order to achieve a substantial reduction in carbon emissions. They are conditioned on the assumption that there is a significant tightening of climate policies leading to a pronounced and sustained fall in CO2 emissions.

The fall in emissions in Net Zero is aided by a shift in societal behaviour and preferences which further supports gains in energy efficiency and the adoption of low-carbon energy sources. Both of these scenarios are aligned to the COP15 target of containing the global average temperature rise by 2050 to no more than 1.5°C.

**New Momentum** is designed to capture the broad trajectory along which the global energy system is currently progressing. It places weight both on the marked increase in global ambition for decarbonisation seen in recent years and the likelihood that those aims and ambitions will be achieved, and in the manner and speed of progress seen over the recent past.

CO2 emissions in all three scenarios will increase above pre-Covid-19 levels. Emissions in **Accelerated** and **Net Zero** peak in the early 2020s and by 2050 are around 75% and 95% below 2019 levels respectively. Developed economies decarbonise more quickly than emerging economies – net CO2 emissions in developed economies are negative by 2050 in **Net Zero**. CO2 emissions in **New Momentum** peak in the late 2020s and by 2050 are around 20% below 2019 levels.

A number of themes are highlighted which identify aspects of the energy transition which are common across the scenarios and so may provide a guide as to how the energy system may evolve over the next 30 years. We will now summarise these.

## Key Themes:

1. **The carbon budget is running out;** CO2 emissions have increased every year since COP15, except in 2020. Significant social and economic costs will be incurred if decisive action to reduce emissions sustainably is delayed.
2. **Government ambitions have increased markedly in the past few years,** resulting in added momentum in tackling climate change, but with significant uncertainty around how successful countries / regions will be in achieving pledges.
3. **The structure of energy demand will change** as the importance of fossil fuels declines, to be replaced by renewable energy and electrification; the energy transition will require a range of other sources and technologies, such as low-carbon hydrogen, modern bio-energy and CCS (carbon capture).
4. The transition to a lower carbon energy system will result in **a fundamental restructuring of global energy markets-** with a more diversified mix, increased competition, an expanded role for consumer choice and changing economic rents.
5. Oil demand will initially rise above its pre-Covid level before declining further out, driven by increasing efficiencies and electrification of road transport. Natural

declines in existing oil / gas production will necessitate **continuing investment in new oil & gas production over the next 30 years.**

6. **The use of natural gas will be supported, at least for a period, by increasing demand in fast growing emerging economies** as they continue to industrialise and reduce their reliance on coal. Growth in liquefied natural gas plays a central role in increasing emerging markets' access to natural gas.
7. **Wind and solar power will expand rapidly**, accounting for all, or most of, the increase in global power generation, underpinned by continuing falls in their costs and an increasing ability of power systems to integrate high concentrations of variable power sources. The growth in wind and solar power will require a substantial increase in the pace of investment in both new capacity and enabling technologies and infrastructure.
8. **The use of modern bioenergy will increase substantially**, providing a low-carbon alternative to fossil fuels in hard-to-abate sectors.
9. **The use of low-carbon hydrogen**

**will increase as the energy system progressively decarbonises**, carrying energy to activities and processes which are difficult to electrify, especially in industry and transport. The production of low-carbon hydrogen is dominated by green and blue hydrogen, with green hydrogen growing in importance over time.

10. **CCUS will play a central role** in supporting a low-carbon energy system by capturing emissions from industrial processes, providing a source of CO2 removals and abating emissions from fossil fuels.
11. **A range of CO2 extractions**, including bioenergy combined with carbon capture and storage, natural climate solutions and direct air capture with storage may be needed for the world to achieve a deep and rapid decarbonisation.

The Outlook makes an important contribution in highlighting:

- (a) what could be achieved under various (three) scenarios
- (b) the key issues to be addressed
- (c) scale of challenges to be met
- (d) what needs to be done/ actions to be pursued.

### **Supply security concerns cannot deter from essential action**

The timetable and urgency for the various actions has recently been clouded by concerns around immediate and near-term energy security, resulting from the Russian invasion of Ukraine. This should not be allowed to deflect attention to 'the outcome at stake' i.e. the consequences of failing to address GHG emission levels, and quickly!

As a reminder, the experience of summer 2022 should serve as a possible foretaste of what the future may augur AND a warning of the consequences of failure to meet COP15 climate targets.

**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'.



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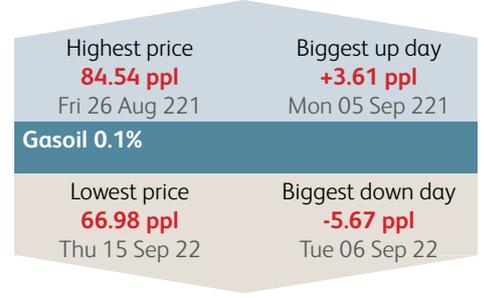
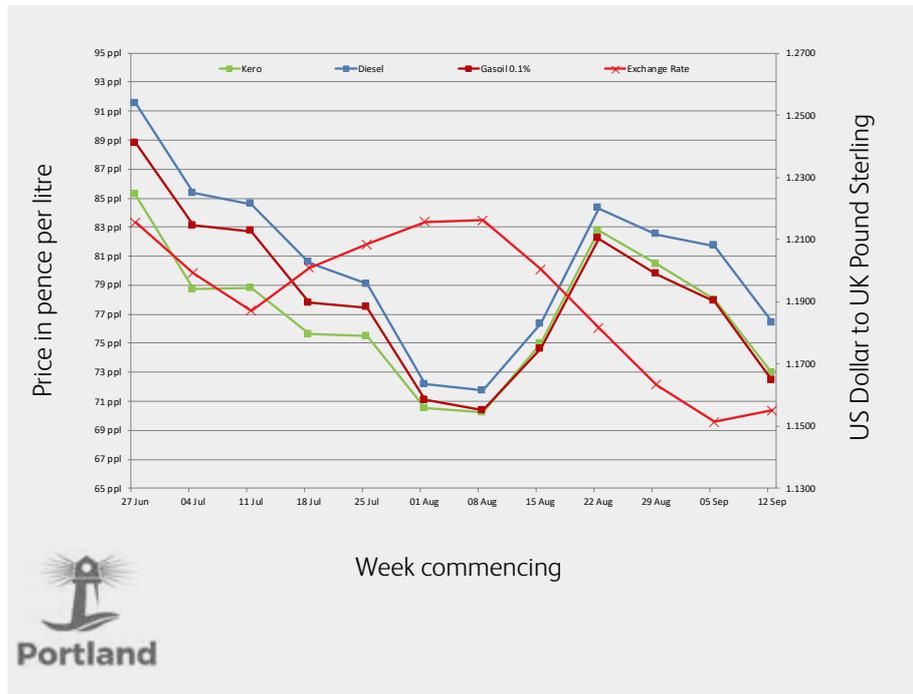
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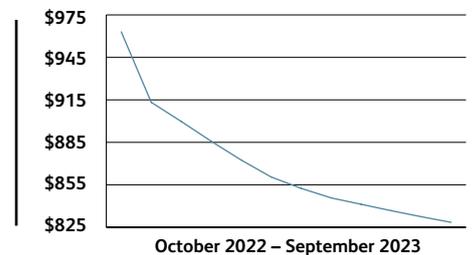
## Wholesale Price Movements: 19th August 2022 – 16th September 2022

	Kerosene	Diesel	Gasoil 0.1%
Average price	78.16	80.78	77.70
Average daily change	2.27	2.25	2.29
Current duty	0.00	52.95	10.18
Total	78.16	133.73	87.88

All prices in pence per litre



Gasoil forward price  
in US\$ per tonne



## The Fuel Oil News Price Totem

	Trade average buying prices			Average selling prices		
	Kerosene	Gasoil	ULSD	Kerosene	Gasoil	ULSD
Scotland	80.76	91.41	138.79	92.07	97.67	144.23
North East	79.71	90.04	137.87	95.56	95.91	141.87
North West	81.28	92.64	140.26	92.11	98.06	143.82
Midlands	79.78	90.57	138.33	90.48	96.34	142.67
South East	79.88	90.53	138.31	101.95	100.59	142.08
South West	80.23	90.37	138.15	94.43	96.13	141.59
Northern Ireland	80.34	91.74	#n/a	90.82	98.76	#n/a
Republic of Ireland	94.10	97.17	139.73	102.86	102.92	144.16
Portland	78.09	88.09	135.02			

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

Buying prices are ex-rack. Selling prices are for 1000 litres of kero, 2500 litres of gas oil and 5000 litres of ULSD (Derv in ROI). Prices in ROI are in €.

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

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

WELCOME TO OCTOBER'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 **JOBY CLARK**, SALES AND PROJECT ENGINEER AT COBO TANKERS AND SERVICES.



## “COMMUNICATION IS KEY TO GETTING IT RIGHT.”

**JOBY CLARK**

### Please give your career history in 25 words or fewer.

Sent to Germany aged 18 to gain experience with compressors – started in a workshop with hydraulic, electrics and pneumatics, then into sales via an engineering degree.

### Describe yourself in 3 words.

Honest. Committed. Driven.

### What were your childhood / early ambitions?

To be a pilot with the RAF.

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

Working outside with different sporting activities probably in the mountains (with a vineyard nearby), skiing, kayaks, walking, etc.

### Share your top tips for business success.

Speak to your customers in person and on the phone – communication is key to getting it right.

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

Putting Cobo Tankers on the UK map for supplying top quality rigid tankers.

### Tell us your greatest fear.

Not seeing my daughters grow up.

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

Ambition.

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

The diversity; I will be selling tanks/ preparing specifications, driving through some lovely parts of the UK and Ireland, occasionally on the spanners and then, of course, the trips to Spain!

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

Kindness.

### What are you most likely to say?

Red or White?

### What are you least likely to say?

It can't be done.

### Describe your perfect day.

Good breakfast with a good coffee and then a day of fresh powder on the slopes for a blue-sky day. Supper with the family (no arguing children) and a nice bottle

of wine with a roaring fire.

### Do you have a favourite sports team?

No favourite really, but I like to watch the England rugby internationals.

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

The use of fossil fuels and replacing them with something else. I don't think that battery is for everything and that we will still need a liquid fuel – it will be how quickly we can start to produce enough of the drop-in replacements.

### Cheese or chocolate?

Cheese.

### Share your greatest personal achievement.

My two daughters – with the help of my wife of course!

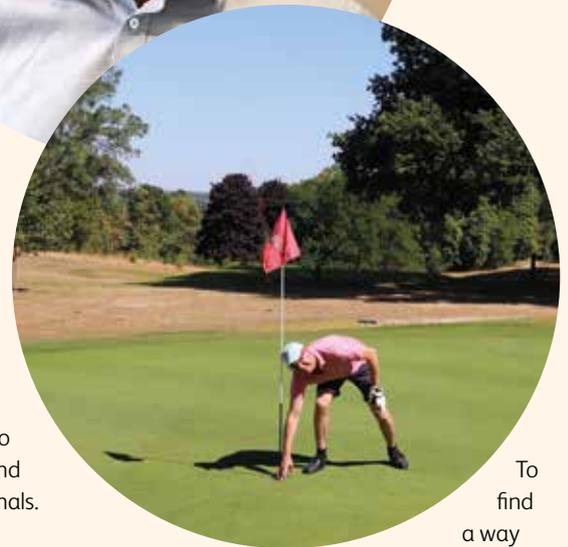
### What's your pet hate or biggest irritant?

Bureaucracy.

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

Service stations of the UK – with my work for the last 20 years I think I've visited them all.

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



To find a way to promote the use of new fuels over 'fossil fuels' so that investment is encouraged in their development and volumes are increased. I think that, in the next few years, we will see synthetic fuels enter the market in a big way.

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

Where's the hair gone?!

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

To see the northern lights- it's something I've been meaning to do for a while.

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

An axe, a fishing rod and my family.

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

I am half German.

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

Liz Truss – let's see what she has in store for the country.



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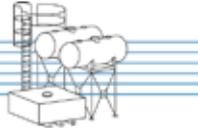


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