

Fuel Oil News

JULY 2022



THE ISSUE OF THE FUTURE

VOICES FROM THE COMMUNITY

HYDROGEN DEVELOPMENTS

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What's in a name?

That which we call energy, by any other name would still produce heat.

Apologies to the Bard for misappropriating one of his more famous lines but, in this forward-looking issue, it sums up nicely the potential for the industry future.

It is a truth becoming more widely embraced that our industry is no longer here to distribute oil but, rather, to meet the energy demands of our customers.

What the sources of that energy will be in the short, medium and longer term remains unclear but one certainty is that people will continue to consume energy and in increasing amounts.

And, for as long as there are energy consumers, there will be producers and distributors.

Only relatively recently the industry was clouded by a sense of unavoidable decline. Yet, with an infrastructure and workforce agile to adapt to evolving technologies, products and skill requirements, it is uniquely placed to continue to meet energy demand – even as that demand evolves.

The oft-quoted Charles Darwin suggested that the ability of a species to survive is not determined by its

strength or intelligence but by its ability to adapt to change. Or, as Brad Pitt alternatively expressed it in the film Moneyball, "Adapt or die".

It is abundantly clear this industry is not one ready to write its epitaph.

Producers have been recognised for 'outstanding achievement in the development of sustainable fuels' (p5) and a report published as we go to press offers a huge boost to the industry (p4)

Finally putting to bed concerns over availability of liquid biofuel to replace kerosene in home heating the report supports the industry campaign for the fuel's inclusion in the decarbonisation of the sector.

Adding pressure to calls for the extension of the RTFO to remove the financial barrier to wider adoption of liquid biofuel, the report is a major boost to the UKIFDA / OFTEC led Future Ready Fuel campaign.

Our industry may be meeting customers energy needs by delivering liquid fuels for many years to come.



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Fuel Oil News

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

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On the cover

A dramatic image of a Convery Oils tanker. Read about this distributor's unique set up in 'Irish Focus' on pages 12 & 13 with more community figures sharing experiences, opinions and their typical day throughout this issue.



In this issue

A focus on the future with a look at future fuel on pages 9 & 10 and pages 24 & 25, future industry skills on pages 18 & 19 with page 15 featuring our latest red diesel update with a product launched specifically to deter fuel theft.

Renewable liquid fuel availability report supports future use in home heating

A major new report by Portland Analytics commissioned by UKIFDA on behalf of the Future Ready Fuel campaign, has found that the potential availability of Renewable Liquid Fuels (RLFs) in Europe and North America, based on projected feedstocks, will far outweigh potential demand by 2030.

The gap created means that there will be more than enough RLF to heat the 1.7m off-grid homes in the UK using heating oil, replacing the current fossil fuel and achieving a carbon saving of up to 88%.

Ken Cronin UKIFDA CEO comments: "The industry has invested heavily in showing that HVO, the leading RLF currently available in this country, can replace the incumbent fossil fuel, kerosene, in domestic home heating systems with a small upfront investment by the householder of around £500. The conversion process takes less than one hour and results in a massive carbon saving of up to 88%.

"To complement technical work, UKIFDA set about demonstrating that there would be enough renewable liquid fuel from sustainable

sources to cover the total demand – this report firmly confirms that to be the case."

Feedstock availability versus consumption requirements

The report analyses the projected potential feedstock availability in Europe and North America along with the projected biofuels demand and concludes that there is more than enough projected feedstock availability to meet renewable liquid fuel consumption requirements in Europe and North America.

Importantly, fuels considered to conflict with demands for food and feed crop feedstock were excluded from the analysis.

By projecting the growth in both production and demand, the report concludes that the UK heating oil replacement requirement would be between 0.4% and 0.5% of renewable liquid fuel production in Europe and North America indicating that this requirement can easily be accommodated within the overall requirement for renewable liquid fuels.

Some of the technologies covered in the

report require further development, however, the rapid growth in the HVO market is highly reassuring. HVO production from 2013 to 2020 increased from 2.2m metric tonnes to 6.2m and forecasts suggest that European production of HVO is expected to increase to 11.30m tonnes by 2025 and in the USA to 12.6m tonnes. Total world production is expected to reach almost 30m tonnes by 2025 – 14 times that in 2013.

Reduce cost by extending rebates

With the report removing one of the two key concerns over the inclusion of liquid biofuel in the decarbonisation of heating the only barrier remaining now is the high cost to consumers.

Paul Rose OFTEC CEO comments: "We are now calling on government to urgently work with the industry to remove the remaining barrier to allow up to 1.7m 'hard to treat' oil heated homes in the UK to decarbonise by extending the current (RTFO) system that reduces consumer prices for RLFs in transport and aviation to rural home heating."

Retail fuel market to face competition watchdog price probe

Last month saw the UK competition watchdog step in to investigate record high prices and local price disparity at pumps in response to a government request. As forecourt prices continued to soar, the average cost of filling a 55-litre family car with a tank of petrol or diesel hit £100 during June, up from £71 a year ago, according to breakdown assistance group the RAC.

The regulatory body is conducting a 'swift and urgent review' into petrol station pricing following a call from Business Secretary, Kwasi Kwarteng, for an investigation.

In a letter to the Competition and Markets Authority, Mr Kwarteng highlighted concerns that petrol and diesel prices are higher than they should be after the 5p fuel duty cut in the budget.

Fair deal for fuel

The letter suggested duty cuts may not be being passed on with Mr Kwarteng noting that "The British people are rightly frustrated that the £5 billion package does not always appear

to have been passed through to forecourt prices' and that, despite introducing a fuel duty cut, "there remains widespread concern about the pace of the increase in prices at the forecourt and that prices may not fall as much or as fast as they rise".

The review comes as the CBI warned households will go into recession later this year.

As well as looking at whether the duty cut is being passed on to consumers, Mr Kwarteng has also asked the CMA to examine "whether the retail fuel market has adversely affected consumer interests" broadening the investigations to include price variations for petrol and diesel at local forecourts.

"Drivers should be getting a fair deal for fuel across the UK," Mr Kwarteng commented. "Healthy competition between forecourts is key to achieving this, with competition working to keep pressure on prices."

Fuel retailers facing unfair criticism

The Petrol Retailers Association, which represents independent fuel retailers, said it "welcomed transparency regarding fuel



pricing" and would co-operate with the CMA's investigation.

Meanwhile, both the RAC and the AA called for another fuel duty cut.

The PRA says its members passed on the 5p fuel duty cut, but wholesale fuel prices have continued to rise since then which, it says, has left retailers "operating on extremely tight margins".

Boss Gordon Balmer said the association had requested several meetings with Mr Kwarteng "to explain how the fuel market works" but had not heard back.

"Our members have had to endure several [unfair] headlines in the press," he added. "Therefore, the news that the minister has contacted the CMA to conduct an urgent review of the fuel market is timely."

Special accolade recognises Humber refinery's innovation in sustainable aviation fuel from waste

Phillips 66 Humber Refinery has been awarded a special accolade by the director general of the British Chambers of Commerce, Shevaun Haviland, for its innovation in sustainable aviation fuel (SAF) produced from sustainable waste feedstock.

The award was presented at the Northern Lincolnshire Business Awards, where Shevaun expressed the importance of achieving net zero and how this is an area of focus for the Chambers.

"I am pleased to hear about Phillips 66 Humber Refinery and their work at the forefront of creating an economy of the future, driving sustainable growth.

"Seizing opportunities now makes the UK a global leader, and it is Chamber members like Phillips 66 Limited that drive this. This is a special award for outstanding achievement," Haviland said.

Investing in advanced fuels

The Humber-based refinery is the first in the UK to produce SAF at scale, which is currently being supplied to British Airways to help power a number of flights.

The airline will purchase enough sustainable fuel to reduce lifecycle CO2 emissions by almost 100,000 tonnes, the equivalent of powering 700 net zero CO2 emissions flights between London and New York on its fuel-efficient Boeing 787 aircraft.

Mike Wailes, manager of European strategy for Phillips 66 Limited, said: "It was an honour to receive the special award from Shevaun Haviland, on behalf of the British Chambers of Commerce, in recognition for our work on sustainable aviation fuel. The team



has worked incredibly hard and it's great to see their achievements and efforts recognised."

Darren Cunningham, general manager of Humber Refinery and Phillips 66's lead executive in the UK, said: "This is an exciting time for Phillips 66 Humber Refinery and all the carbon reduction projects the team is currently working on. We are proud to receive this acknowledgement for our work on SAF and have been working with the government for the last couple of years on these advanced fuels. It is a fantastic opportunity to help lower air travel carbon emissions.

"There is so much to talk about in terms of our current projects, including Humber Zero, incorporating carbon capture technology and

the Gigastack renewable hydrogen project as we look to progress toward the refinery of the future."



Alongside producing SAF, the refinery is also the only producer of specialty graphite coke in Europe, an essential component used in the electric vehicle supply chain, helping to substantially lower the transport sector's carbon emissions.

The refinery continues to gain recognition for its achievement in SAF and has also been shortlisted at the Humber Renewables Awards.

We will hear more about Phillips progress towards being the refinery of the future in our 'In Conversation' with Renee Semiz, managing director UK marketing, in our August issue.

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New MD for UM Terminals

UM Terminals, one of the UK's leading bulk liquid storage specialists, has announced a new interim managing director.

Vic Brodrick steps up to the role at Liverpool-headquartered UM Terminals, which he will combine with his existing responsibilities as the company's commercial director.

Replacing Bryan Davies in the MD role, with Bryan moving to a new position with Associated British Ports, Vic commented: "I am delighted to have been asked to combine the roles of MD and commercial director at UM Terminals.

Expansion plans

"I will be looking to continue to execute the strategic growth plan that we launched in September 2020 maximising our UK capability, harnessing the assets of the wider UM Group, and looking for potential acquisition targets."

An immediate priority is to identify and onboard customers for a small number of opportunities at its Liverpool sites at Gladstone Dock and Regent Road. There are three tanks available at Gladstone Dock, each 13,200m³, while Regent Road has two tanks available, each 10,750m³.

UM Terminals operates out of 8 terminals, strategically located across the UK, handling over 40 different products including vegetable oils, industrial, food and feed, chemical, fertiliser, fuels, biofuels and base oils.

The bulk liquid specialist currently has a capacity of over 300,000 cubic metres of storage, but the plan is to grow this to over 400,000 cubic metres.

Vic said: "I am excited to be taking on this additional leadership role at UM Terminals, further building our reputation for having a flexible, can-do, customer-centric approach to meeting the supply chain requirements of our customers."

New offsetting service helps fuel card users to carbon neutrality

Burnley-based Greenarc Fuel Cards has introduced a new carbon offsetting service in an initiative to support the drive to carbon neutrality.

The new service will enable Greenarc customers and other commercial fuel users to make a positive contribution to the environment by funding several CO₂e prevention and reduction projects across the world.

Balancing carbon emissions caused by actions such as using fossil fuels in vehicles by investing in carbon reduction or carbon prevention projects to an equal level, carbon offsetting projects can include forestry restoration schemes, hydroelectric power stations and solar and wind farms.

A vital reduction in carbon impacts

Matthew Crockett, managing director said: "This is the next crucial step for our company and it's important to us that we are able to educate and support our customers with methods to reduce their carbon footprint and look into alternative ways in which they can power their fleet.

"Owing to the Government net zero target, the increased social spotlight on climate-change and the importance of legitimate green credibility for tenders and commercial contracts, it's now more important than ever that businesses look to their own organisations

carbon impact. Embracing a carbon offsetting scheme like this doesn't just balance the CO₂e output from an organisations fuel but also increases funding for green projects which can have a positive impact on many lives by bringing economic and social improvements to entire communities."

Kevin Jackson, sales manager comments: "We've spent the last year putting the foundations in place, researching the process, and working with verified carbon developers to ensure we can deliver and support our customers with our brand-new carbon offsetting service.

"From speaking to businesses and our large customer base we know that there is already a huge appetite in the market for this service and we can't wait to work with companies around the UK as a trusted partner to help them start their decarbonisation journey."

Verified projects

Greenarc Fuel Cards has partnered with leading carbon offset verification organisations such as Gold Standard, Verified Carbon Standard and the Climate Action Reserve to ensure the projects they fund are both legitimate and available for investment and provide their customers with details on a monthly basis of the amount of carbon which has been offset and the green projects which were supported.

Nicholl Oils – The greener fuel of choice for Ed Sheeran

Nicholl Fuel Oils, Northern Ireland's largest independent oil distributor, has a new claim to fame as a supporting act for Ed Sheeran!

Gary Nicholl, sales director, told Fuel Oil News: "Ed Sheeran recently performed a number of concerts in Belfast and Dublin and we at Nicholl Oils were absolutely delighted when we received a call to supply the fuel for the Belfast dates and, as you can see, our driver couldn't resist taking a photo of his tanker with the stage backdrop."

Ed Sheeran is passionate about reducing his carbon footprint and was involved in all the decisions to make greener choices to reduce the environmental impact his tour would have.

Gary Nicholl continued: "We recently introduced our new fuel grade, Clean Air Renewable Diesel, which produces up to 90% less emissions making it a cleaner choice and better for our environment and we believe this



is why it was the fuel of choice for Ed and the organisers at the outdoor arena in Belfast."

Nicholl Fuel Oils is proud to have played a part in such a fantastic show in Belfast. Many of the team from around the company's 13 depots and offices had tickets to the event and gave rave reviews – even the rain didn't dampen spirits!

Cheshire primary schools reconnect with wildlife through Essar sponsorship

Essar recently sponsored the Cheshire Wildlife Trust to organise woodland experiences for a number of local schools at its Holly Bank Woodland. More than 130 children aged between four and nine visited the local woodland and took part in a range of activities aimed at connecting with nature and appreciating the life that can be found in the local environment.

Activities included a mini-beast hunt, den building, fire lighting and willow weaving. Each was linked to either the science or PSHCE curriculum for the relevant year group, making it a fun and educational day out for all the children.

Follow on visits have since been scheduled for later in the year and will enable the Cheshire Wildlife Trust to continue their work educating local children about the importance of environmental protection.

Safeguarding a sustainable future

Jonathan Mason, communications manager at Essar UK, said: "As we move towards a carbon neutral world, it's now more important than ever to protect our local environments and safeguard a sustainable future. Over the past few years, we've taken steps to support and



encourage the habitation of many different wildlife species in decommissioned areas around the refinery, while we also have our own beehives on site which are managed by an Essar employee with the honey produced sold and the money donated to charity.

"Our sponsorship of the Cheshire Wildlife Trust is incredibly important for us here at Essar, with the organisation playing such a vital role in educating local children and people to protect the environment. These experience days have been so successful that we will be sponsoring further exciting environmental projects later this year and we look forward to continue our great partnership with the Cheshire Wildlife Trust."



Commemorative Platinum Jubilee livery unveiled by Suttons Tankers

'Thrilled' to mark the momentous occasion, Suttons Tankers unveiled a commemorative livery in celebration of the Queen's Platinum Jubilee with Union Jacks emblazoned across the front and sides of one of the new Volvo FH Globetrotter units, which were recently introduced to the fleet.

In response to driver feedback, Suttons Tankers invested £15 million in new Volvo FH units with the goal of improving driver well-being, to ensure that long distance and overnight drivers remain comfortable and well rested throughout their shifts. The chosen model, the Volvo FH Globetrotter, features a



number of upgrades to improve driver comfort such as LED headlamps, adaptive cruise control, a large fridge/freezer, an integrated microwave, comfortable bed, and upgraded seat.

Commenting on the livery, John Sutton, CEO, said: "I am delighted to reveal our tribute to the Royal Platinum Jubilee. Suttons have a long history of paying respect to previous Royal Jubilees, most recently in 2012 for the Diamond Jubilee, where we liveried a number of our units with a similar Union Jack effect. I'm proud to see the tradition continue into the modern era

with the newest model in our fleet."

Bob Marshall, who will be driving the Jubilee liveried truck said: "I am very proud to be behind the wheel of the Jubilee cab to represent Suttons on the roads and pay my respects to Her Majesty's 70 years of service.

"I'll be making deliveries across the North West, so please keep an eye out and give me a wave if you see me."

We would love to see photos of this special Jubilee cab out on its rounds – if you manage to take one send it to margaret@fueloilnews.co.uk



Introducing renewable diesel.*

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

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



**PROVIDING ENERGY.
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Government urged to act now on nuclear-enabled hydrogen

In our June issue we considered the role for nuclear energy in the transition. The country's leading hydrogen trade association has now called for 'decisive and early government action' to embrace the power of Nuclear Enabled Hydrogen (NEH) in delivering net zero.

A positioning paper, released by UK HFCA, urges the Government to support the potential of NEH with legislation, financial backing and more nuclear sites, to allow it to become a future energy player in the race to net zero.

In the report, entitled 'The Role for Nuclear Enabled Hydrogen in Delivering Net Zero', the valuable attributes of NEH are outlined – including that it is zero carbon, has low-cost energy input, is large scale and offers co-location synergy and energy system connectivity.

The Nuclear Enabled Hydrogen Working Group, set up by the UK HFCA, concludes that investment is necessary – and urgent – to get projects off the ground.

An underpinning role

Marcus Newborough, of ITM Power, a member of the UK HFCA, said: "Net zero solutions require hydrogen to be produced with a zero GHG footprint, which means electrolyser operators will need to source their electricity from renewables and/or nuclear power.

"Unfortunately, it's difficult for an electricity grid to match supply and demand by integrating a substantial capacity of base-load nuclear generation, while at the same time integrating a substantial capacity of variable renewables.

"Electrolysis can provide the flexibility required to solve this challenge by absorbing nuclear electricity at times of low renewables generation – or vice versa. In addition, it can provide the means for matching nuclear power

generation to the steady-state demand for hydrogen that characterises several of our essential chemical processes, such as ammonia and methanol production.

"Nuclear-enabled hydrogen can therefore play an underpinning role in achieving net zero, both for the electricity grid and for industrial clusters."

In the UK HFCA positioning paper, the association reveals how one nuclear power plant has the potential to generate enough hydrogen to decarbonise the heating of one million homes, or 40,000 hydrogen buses, from a site no more than a few square miles in size, with technology that is available today.

It also stressed that NEH could play a key role in meeting the new UK production target for low carbon hydrogen – which has risen from 5GW to 10GW by 2030.

Celia Greaves, CEO and founder of the UK HFCA, said: "3GW of nuclear power with today's technology could produce enough hydrogen to meet 22.5% of this new target.

"And in light of the recently updated targets for UK nuclear power – with plans now for 24GW to be online by 2050 – decisive early action is key. With projects reaching final investment decision each year until 2030, the role of NEH in these proposed plant operations must be considered today and decided on in the near future."

Key recommendations for bringing NEH into the energy mix by 2030 and enabling future growth of the energy vector encompass accelerating the roll-out of new nuclear plants to produce NEH, building on synergies between industrial clusters and NEH, and providing incentives for NEH.

The Government's recently published British Energy Security Strategy includes increased ambitions across nuclear and



hydrogen, highlighting their growing importance in the UK's energy system.

But Ms Greaves said the NEH also offers benefits and roles across the energy system that are not currently recognised in the key energy system models used by the UK Government.

"These include coupling large scale nuclear power stations with electrolysers to generate high purity hydrogen required for fuel cell vehicles, decarbonising the gas grid, decarbonising marine transport with ammonia and decarbonising flights with synthetic aviation fuels," she said.

This was supported by Allan Simpson, Senior Research Technologist at the National Nuclear Laboratory, and chair of the UK HFCA's Nuclear Enabled Hydrogen Working Group. He said: "The report highlights the potential for NEH to provide 40GW of hydrogen generating capacity to support decarbonisation by 2050, based on a range of flexible operation of planned capacity and increased demand from alternative applications currently unrecognised in energy system models.

"The hydrogen sector recognises the unique role that NEH can play to support decarbonisation, alongside all other technologies. With the right combination of government support and industry action, delivering these ambitious goals will help deliver net zero and secure energy supplies for the future."

Zero-emission hydrogen buses travel 1 million miles

With hydrogen expected to make a significant contribution to the decarbonisation of the heavy transport sector a significant landmark was reached as Wrightbus zero-emission hydrogen double deckers recently clocked up one million miles since first entering service last year.

The impressive milestone – the equivalent

of driving around the world 40 times – means the fleet of world-first hydrogen-powered buses has prevented 1,700 tonnes of harmful carbon dioxide (CO₂) emissions entering the atmosphere when compared to journeys made by an equivalent diesel bus.

The resultant emissions reduction is the equivalent to taking almost 400 cars off the roads for a whole year.

Relentless press for support

"Hitting one million miles is an incredible landmark for our buses," said Wrightbus executive chairman Jo Bamford. "To be talking about such figures and the impact on emissions they have made is incredibly powerful and seeing these numbers spelled out really puts our efforts into context.

"At Wrightbus we have been relentless in ►

Our commitment to zero-emissions transport thanks to our constant innovations – but, although these figures are impressive, we cannot let up.

“We will continue to press the case for more support for zero-emissions transport, both in the UK and around the globe, to ensure vital net zero targets are not missed.”

Increased employment and production

When Mr Bamford took over Wrightbus, in October 2019, just 56 staff remained in the business. Largely thanks to its new zero-emission products, which include battery-electric and hydrogen double and single deck buses, it now employs more than 900 people.

Demand for its zero emission buses has been so great that output from its Ballymena factory this year will be double that achieved last year. And an impressive 70 per cent of all vehicles leaving the factory will be zero-emission models in 2022 – up from just 30 per cent in 2021.

The Wrightbus Streetdeck Hydroliner was launched in Aberdeen in 2020, with the fleet entering passenger service in January 2021. The Hydroliner bus emits only water vapour from its tailpipe, with no harmful emissions.

When questioned with regard to the nature of the hydrogen fuel currently used Jo Bamford commented: “The type of hydrogen used to fill our buses is determined by the fleet operators, rather than by Wrightbus. Our ultimate ambition would be to see all of our buses running on green hydrogen, as the UK transitions towards a zero-emission future.”

In addition to the Aberdeen fleet, the company’s zero-emission hydrogen buses are currently in operation in London, Birmingham, Dublin and Belfast, with several other local authorities looking to introduce them to their town and city streets to improve local air quality.



£6.7m Government backing for UK project is huge boost for hydrogen

Tyseley Energy Park will host a world-leading ammonia to hydrogen project after securing Government backing. Around £6.7 million has been awarded to a consortium, led by Gemserv, to deliver the Tyseley Ammonia to Green Hydrogen Project, through the Net Zero Innovation Portfolio Low Carbon Hydrogen Supply 2 Competition.

The project aims to design, build, commission, and operate the world’s largest and most efficient ammonia to hydrogen conversion unit of its kind. The demonstration unit is based on innovative technology developed by H2SITE and is located at Tyseley Energy Park, a strategic energy and resource hub in the West Midlands.

Addressing the challenge of hydrogen transportation

The backing by BEIS forms part of the UK Government’s commitment to enable 10GW of hydrogen production capacity by 2030, with projections indicating that hydrogen will form up to 35 per cent of UK final energy consumption by 2050. The ability to both effectively store large quantities of energy under a dispatchable form, and make use of cost-effective hydrogen generation located far from end users, will be key to delivering the security and flexibility required by the future energy system. However, at present, the economics and efficiency limitations of transporting hydrogen over long distances present barriers for widespread adoption.

The project aims to address these challenges by harnessing technology innovation and well-established ammonia supply chains, and, in doing so, position the UK at the forefront of an emerging global market. The demonstration unit will deliver 200kg/day of transport-grade hydrogen to an existing and co-located hydrogen refuelling station, equipped to service buses, goods vehicles and passenger cars.

The consortium estimates that over 97,000 jobs and £16bn GVA could be delivered in

the UK through early investment in cracking technologies that enable the use of ammonia as a hydrogen carrier. The consortium is actively pursuing opportunities for investment in order to roll out further sites in the UK.

World-leading innovation

Energy Minister, Greg Hands said: “The UK is truly leading the world in hydrogen innovation thanks to the exciting efforts of companies such as those delivering the Tyseley Ammonia to Green Hydrogen project.

“The government support which they have received today will help to boost the development of hydrogen as the clean, affordable, homegrown superfuel of the future.”

Alex Goody, CEO at Gemserv, said: “Gemserv is thrilled to be leading the Tyseley Ammonia to Green Hydrogen consortium to deliver this ground-breaking innovative project. As a company, we strive to be at the heart of the energy transition, supporting our partners to deliver the technologies and solutions required for net zero. Hydrogen is a key solution for decarbonising the energy sector and we are excited to be a part of this project which will help to deliver low cost, low carbon hydrogen for the future energy system.”

Committed to decarbonisation

David Horsfall, director at Tyseley Energy Park said: “We are delighted that our low and zero carbon refuelling station will be the base of a first-of-a-kind green ammonia to hydrogen facility. At Tyseley Energy Park (TEP) we are committed to working with partners, to find solutions that will underpin the transition to low or zero carbon future and this project will put Birmingham and the West Midlands at the forefront of the next green industrial revolution.”

You can read more about ongoing developments in hydrogen strategy in ‘Industry Insight’ on pages 24 and 25 of this issue.



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In Conversation with Convery Oils

EAMON CONVERY IS THE OWNER AND MANAGER OF CONVERY OILS, A MODERN FUEL DISTRIBUTION BUSINESS BASED JUST OUTSIDE KILREA IN NORTHERN IRELAND. CONVERY OILS DELIVERS FUEL PRODUCTS THROUGHOUT CO. DERRY, SOUTH WEST ANTRIM AND EAST TYRONE.



Alongside this fuel distribution depot, in what is surely a unique industry set up, Eamon's brother Donal Convery manages an engineering company, Convery Engineering. The engineering business manufactures a wide range of fuel storage equipment including fuel bowsers and static bowsers for on-site refuelling and bundled fuel storage tanks with

up to 90,000ltr capacity.

Convery Oils originally began as a Shell service station back in 1964, alongside the engineering works and, since that time, the Convery family has built an impressive reputation for providing quality products and services to the local area. Fuel Oil News spoke with Eamon to learn more about these

complementary family businesses.

"The business was founded by John Convery (Eamon and Donal's father) in 1964, and John, who sadly passed, is survived by his wife (Eamon and Donal's mother) Mary who is now 95 years old!" Eamon begins, explaining the origins of the family business. "Mary, my mother, is still passionate about the business and likes to enquire regularly to see how everything is going, she is definitely the matriarch of Convery Oils!"

Filling a gap

Eamon continues: "It was initially a Shell service station with an attached light engineering works servicing the local community. In 1976, Convery Oils added fuel distribution to its services, filling a gap in the local fuel market.

"Penetration into the fuel market was gradual at first but, as we began to promote our brand, the pace quickened. The growth was helped by the ever-increasing number of homes switching to oil as their preferred fuel for home heating at this time. In the early days of the business there were probably only two other fuel suppliers within a 15-mile radius of our location – nowadays this number has



swelled to eight.

“Since 2002, the business has continued to grow. We discontinued petrol retailing in 2012, using the forecourt space to expand the engineering factory space.”

Convery Oils is now a well-established and highly-respected brand in its catchment area. Very proud to be an integral part of the surrounding community, Eamon commented: “We like to support our local community where we can by sponsoring local sporting organisations and giving back to the community who support us.”

Eamon is still keen to grow and to welcome new customers to Convery Oils: “We are always seeking to expand, and new customers often find us through our website converyoils.co.uk or through our social media channels.”

A Maxol partnership

Continuous expansion over the years resulted in Convery Oils being awarded the prestigious Maxol Authorised Distributorship in 1996 – a partnership Eamon speaks very positively about as he looks back on the excellent working relationship Convery had with Maxol: “We enjoyed our period as a Maxol Authorised Distributor from 1996 up until Maxol departed the home heat sector to focus on their core all-Ireland service station network.

“This period with Maxol coincided with sustained growth in the fuel business, and we were rewarded with receipt of their All-Ireland Distributor of the year 2003.”

Those involved in fuel oil distribution have always formed a close-knit community and Eamon added: “We still have many friends at Maxol and enjoy catching up with them to hear how they and their families are.”

The importance of family

From its beginnings, Convery Oils has always been a family run business and Eamon’s brother, Donal Convery, manages a complementary business, Convery Engineering, which is sited alongside the depot, manufacturing large scale fuel storage tanks. Convery Engineering has also grown alongside the fuel business.

Explaining the set-up Eamon commented: “The two businesses operate independently from each other but, from time to time, we do find areas which require a joint approach, so it is a flexible arrangement that works for us both.”

The next generation of the Convery family is already involved in the business too as Eamon proudly explained: “We currently have



two members of the next generation of our family involved in the business. Pearse drives one of the fuel delivery lorries and Peter is an OFTEC trained engineer who oversees all boiler maintenance for our customers and tank and boiler installs.”

Looking to the future

The industry is changing rapidly, but both Convery businesses are ready to meet those challenges. “Looking to the future Convery engineering has lots of potential to grow further and diversify into other areas of engineering,” Eamon explains. “And, in the future, Convery Oils will maintain a strong

presence in the liquid fuel market and encompass all the upcoming changes to fossil fuels.

“Recent global events have made life much more challenging for fuel distributors, as well as causing pain and hardship for the end user, due to the dramatic increase in prices. Hopefully, when I talk to Fuel Oil News again in a few years’ time, things will be better for all of us.”

With his infectious enthusiasm for the industry, Fuel Oil News is looking forward to the next conversation with Eamon and Convery Oils and wishes them all the best in the meantime.

Kelly Mcloughlin – Barton Petroleum’s first female depot manager

The fuel oil distribution sector is heavily male dominated with noticeably few women in a depot manager role. Claudia Weeks, content editor for Fuel Oil News, was delighted to meet Kelly Mcloughlin, Barton Petroleum’s first female depot manager, at the UKIFDA Expo in Liverpool in April, and was fascinated to hear about Kelly’s journey from joining the distributor in a part-time capacity back in 2013 to her current role in depot management.

“I have worked for Barton Petroleum for over nine years. Initially joining the company as a part-time administrator, the role expanded over time into a full-time administrator role, and I was recently promoted to depot manager in October 2021.”

Kelly explained how her previous experience had been part of her route into depot management: “I gained a variety of valuable sales and administration skills in previous roles I had with other well-known companies, and I feel that you can take these skills with you anywhere.”

The organisation and administrative skills gained along the way have proved extremely advantageous in Kelly’s role of depot manager for Barton – a company that sets extremely high standards for the role.

Reputation speaks for itself

Barton Petroleum is a successful independent distributor celebrating 50 years in business in 2022. Operating 5 depots, the distributor prides itself on having experienced, customer-focussed

staff and drivers, with all depots having been awarded the prestigious Platinum status by UKIFDA.

Claudia asked Kelly what initially attracted her to a role in the business 9 years ago and Kelly answered enthusiastically: “What attracted me to Barton Petroleum specifically is that it is a successful and respectful family-run business that has been operating for 50 years. Barton maintains a good customer base and always looks after its customers and employees. It isn’t a ‘faceless’ corporate company at the end of the telephone and we are regularly praised for our customer service, which speaks volumes.”

Interestingly, Kelly isn’t the only member of her family working at Barton: “My husband originally started as a driver and has been with the company for almost 16 years. He has always spoken very highly of the company which inspired me to consider taking a role within the business too!”

“What is a typical day like for you in the depot?” Claudia asked Kelly.

“The depot I manage is based in Oakley, just outside Bedford, and was established in 1989. I feel that the skills and experience that I have developed over the last nine years have contributed to me running the depot successfully and maintaining its excellent reputation for delivering a wide range of oils and lubricants to industrial, agricultural, and domestic customers alike.

“I am proud to say that I work with a great team who are extremely experienced in the oil industry, and we are all keen to see our depot



continue its growth, and to continue with our excellent customer service and commitment to our customers.”

Best practice in diversity

Despite the low numbers of female depot managers, women are more than capable of fulfilling the job requirements and thriving in the role, as Kelly has proven in the Oakley depot. Kelly was keen to explain how Barton helped her to find her feet in a traditionally male-dominated industry.

“Barton has always been very supportive of its employees and has, on many occasions, promoted from within its organisation. Always operating best practice in diversity, Barton includes and involves people from a broad range of background and gender.”

Despite her own evident success and enjoyment in the role Kelly did note that she hasn’t yet come across other women in the industry in depot management.

“I think it’s still quite rare, but hopefully that will continue to change.”

Asked whether she had experienced any negative reactions to taking on this job from friends, those in the industry, or customers, Kelly commented without hesitation: “No, not at all. Everyone has been very supportive!”

Indeed, Kelly would highly recommend the industry to anyone considering coming into the sector: “It is an exciting business to be in. It is rewarding and at the same time it’s challenging – but in a great way!”

The fuel distribution sector is changing in many ways, including the diversity of its community, but it remains an industry where there is still a lack of gender diversity. As the sector considers how it best attracts the next generation, there is a real opportunity to bring more women into key industry roles.

If you are a woman working in this industry, then we would love to hear from you. Please share more about your own experience and any thoughts you have that may help companies operating in the sector to more successfully attract women into fuel distribution.

Contact claudia@andpublishing.co.uk



Making a marked impact on fuel theft

THE REFORM OF THE RED DIESEL REBATE MEANT THAT IT BECAME IMPOSSIBLE TO DIFFERENTIATE VISUALLY BETWEEN THE FUEL STORED ON CONSTRUCTION SITES, OR IN MANY FUEL DEPOTS, AND THAT USED IN WORKERS' VEHICLES. WITH THE RESULTANT POTENTIAL FOR INCREASED FUEL THEFT, SPECIALIST FUEL ADDITIVE COMPANY, FAST LTD, FOUND CUSTOMERS LOOKING FOR A DETERRENT.

JULIA MANSFIELD, TECHNICAL MANAGER, SPOKE WITH MARGARET MAJOR TO EXPLAIN HOW THIS LED TO THE LAUNCH OF A NEW PRODUCT: EXOCET® DIESEL DEFENDER (XO1922BD) AND HOW THIS MARKER SOLVES THE PROBLEM.

Background

"When the reform of red diesel and other rebated fuels entitlement was announced by the UK Government in late 2021, many of our fuel distributor customers and construction site owners began to contact FAST asking for an anti-theft marker for white diesel," Julia explains. "As the fuel on most construction sites would soon look just like the fuel in most workers' vehicle tanks and the industry wanted an anti-theft deterrent.

"We had 4 months to market a product, which sounds straight forward and, according to the fuel standards, BS2869 and BS EN590, commonly used in the UK, 'fuels can be dyed' and 'The use of dyes or markers is allowed'. But the Statutory Instrument – The Hydrocarbon Oil (Marking) Regulations 2002, section 14, item 3 states, 'No substance calculated to impede the identification of any marker may be added to any oil or bioblend'. It gets complicated.

"Most people think that rebated fuel, red diesel, is just that, diesel with a red dye, but it is much more complex. Each time a new marker is developed for rebated fuels, instead of replacing the previous one, the UK has chosen to add the new one. Therefore, at my last count, UK red diesel currently contains (I may have missed one or two):

- Solvent red 24 – dye
- quinizarine – chemical marker
- Euromarker – solvent yellow 124 marker dye, turns purple in roadside marker test
- Accutrace S10 – chemical marker

"So, to satisfy the Hydrocarbon Oil (Marking) Regulations 2002, 14 (3), any new anti-theft marker dye may not impede detection & identification of quite a lot of different chemicals. FAST was dutiful to ensure that our product met the regulation because failure to do so would put the end user, not FAST or the supplier, at risk of prosecution by HMRC, and we don't want to compromise any of our business values.

"FAST worked patiently with our supplier who tried and tested a number of contenders to satisfy the regulation. The complexity of the mixture of dyes and markers meant that a few candidates were tried and shelved.

After many tests and report writing, we had a suitable anti-theft marker dye that met the criteria of the marking regulations and was finally manufactured, bottled, and delivered to customers on 16th April."

The product that met all the requirements was launched as exocet® Diesel Defender and is a liquid anti-theft marker dye for UK non-rebated fuel, typically known as white diesel, road diesel or DERV. So how does it alleviate the concerns raised?

Benefits

Billions of litres of fuel are stored all over the UK at numerous commercial sites. This fuel has a value of millions of pounds and is therefore extremely vulnerable to theft. It can be stolen from outside the organisation or, more shockingly and more commonly, from within the organisation.

Julia highlights the concerns: "Since 1st April 2022 many businesses are no longer able to use rebated fuel, known as red diesel or marked gas oil, for their operations and so the stored fuel now appears identical to that bought for personal use and puts stocks of white diesel at a higher risk of theft.

"exocet® Diesel Defender is a liquid blue dye that will colour white diesel to produce a green fuel and act as a deterrent to thieves.

"Tank stickers can be supplied on request to advertise that the fuel has been dyed to prevent theft."

Features

exocet® Diesel Defender contains Dyeguard®673K technology which has been notified to HMRC with a technical report of compliance to satisfy Regulation 14(3) of the Hydrocarbon Oil (marking) Regulations 2002 which states:

"No substance calculated to impede the identification of any marker may be added to oil"

Therefore, the marker:

- causes no issues with identification, quantification, and classification of marked rebated fuels within mainland UK
- is notified with HMRC

- does not cause interference with statutory markers
- has a unique chromatic profile which is distinct from statutory markers and does not impede their measurement

And fuel containing the product:

- although visually similar to the Republic of Ireland tax rebated fuel, can be readily tested, using the roadside (Euromarker) test, to confirm that it is not ROI tax rebated fuel
- will not give false positive results on any roadside tests used in the determination of statutory markers applied to tax rebated fuels in the UK
- and any statutory markers applied to tax rebated fuels in the UK will provide correct results when tested by law enforcement agencies

exocet® Diesel Defender has been demonstrated to comply with Regulation 14(3) of the Hydrocarbon Oil (marking) Regulations 2002 and is permitted for use in non-rebated UK DERV.

The treatment ratio is 200ml of additive to treat 2,000 litres of fuel.

Where and when is the product used?

Typical applications are white diesel for use in construction equipment, cooling or heating units in road and rail transport, airport vehicles, forklift trucks, electricity generation and heating for commercial premises to deter theft of fuel and prevent significant financial loss of operational investment.

It can be used:

- To demonstrate importance of operational investment on site
- To demonstrate that fuel use is being closely monitored and can be traced
- If there is a fear or suspicion of theft by external persons or internal staff
- With each fuel delivery

With stored fuel already an increasingly valuable asset and the added impact of the removal of the red diesel rebate, it is good to hear how FAST, a specialist supplier to the community has worked quickly to offer distributors a way to help customers protect this valuable commodity.

A DAY IN THE LIFE...

Dave Willcox

WELCOME TO OUR NEW 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 **DAVE WILLCOX**, TANKER DRIVER AT THE WP GROUP AND WINNER OF THE UKIFDA DRIVER OF THE YEAR AWARD, TO DISCOVER HOW DAVE SPENDS A TYPICAL DAY.



MY ALARM GOES OFF AT...

03.15am!

THE FIRST THING I DO IS...

Have a coffee.

I PREPARE FOR THE DAY AHEAD BY...

I tend to plan my day by checking the weather, checking for any road closures, and expected areas of high traffic and organising my work around these factors.

I CAN'T LEAVE THE HOUSE WITHOUT...

My phone and licences. As tanker drivers we are required to carry photo ID, a CPC card, an ADR card, PDP for the terminals and then access cards for the various terminals that we load from.

MY TYPICAL DAY...

The day usually starts at the yard with a brief catchup with the other drivers discussing each other's work and sharing previous experiences and knowledge e.g. 'The tank is in the barn on the left with a green door' or 'make sure you use the correct postcode for the satnav'.

In the main, most days are filled with a variety of different types of delivery, depending on the truck size I am driving that day. I could be going to rural estates delivering heating oil to 15 residential addresses or I could be going to 3 industrial sites with 36000 litres of diesel. Every delivery is different and requires a good level of versatility and understanding of the different risks around you.

Carrying out dynamic risk assessments all day is crucial; you could be on a farm with moving tractors around you who may not have seen your hose on the floor, or you could be approaching a domestic property with a guard dog on site. You may be the 1st person a customer has spoken to for a few days and need to be prepared to be an agony aunt, or you may have to deal with a challenging customer and listen to their concerns.

MY MOST MEMORABLE WORK MOMENT...

While entering a roundabout, in a fully loaded artic, a cyclist got knocked off his bike in front of me by a car driver who was desperate to make sure he wasn't stuck behind me. I then blocked the road and made the area safe to give first aid to the cyclist. A nurse arrived moments later to take over. I then took the car driver away from the situation and calmed him down until the paramedics arrived to check him over, as he was elderly and clearly suffering from shock.





THE WORST PART OF MY JOB...

Telling an elderly domestic customer that I am unable to deliver their fuel as the tank they have is no longer suitable for storing oil. It may be cracked or sun damaged or been damaged by trees and wildlife, leaving the tank unsafe to fill and potentially a cold house. When this happens, I will always try to educate the customer on preventative maintenance and offer tips that I have seen work for other people to help prolong the life of their new tank when they get it.

THE BEST PART OF MY JOB...

Driving out on the open road enjoying the best office view nature has to offer.

I RELAX AFTER WORK BY...

Enjoying time with my family.

MY FAVOURITE MEAL IS...

Any evening meal spent with my family! Sometimes working late and long hours means I don't always make it home in time for a meal with them, so any meal I get to enjoy with my family is treasured.

ON MY BEDSIDE TABLE IS...

Personal phone, work phone and yesterday's coffee!



THE LAST THING I DO EACH DAY IS...

Put my son to bed.

I'M NORMALLY IN BED BY...

21:00 to watch some tv with my partner but I fall asleep halfway through the 2nd episode!

Don't Catch the "Diesel Bug"

With ATAK and ATAK+, you can protect your fuel in storage from algal contamination for up to 2 years - and effectively clean up existing algae issues.

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Planning for the future: Nextgen skills

AS WE TRAVEL TOWARDS NET ZERO, LIZ BOARDMAN TAKES A CLOSER LOOK AT THE CHANGING SKILLS REQUIREMENT OF THE FUELS SECTOR AND TALKS TO SOME OF THE INDUSTRY'S MAIN PLAYERS. WHAT IS DRIVING THE CHANGES, WHAT WILL BE DIFFERENT ABOUT FUTURE ROLES AND WHAT MUST BE PUT IN PLACE TO SUPPORT THE FUTURE SKILLING OF THE INDUSTRY?

UKPIA review

In readiness for 2050, UKPIA recently published a review of the future skills needs of the fuels sector. Working in partnership with Cogent Skills, the UK strategic body for skills in the science industries, the review, which came out in May, assessed current workforce recruitment and retention, as well as considering the future needs of the transitioning sector.

In addition to providing evidence to help employers further develop their skills strategies, the extensive report also focuses on the skills essential to current and future industry roles, predominantly in refining, manufacturing and production.

Reflecting on the review, Elizabeth de Jong, chief executive of UKPIA commented: "The focus of the sector remains ensuring that the UK's fuel supply network continues to operate while we build a stronger, sustainable industry capable of lasting growth and prosperity. This will only happen if employers have access to the skills they need as the sector evolves."

Justine Fosh, CEO of Cogent Skills, agreed, adding: "The ability of the downstream sector to attract, retain and develop the talent it needs is not only a fundamental requirement for the stable operation of the nation's fuel supply network, it's a prerequisite for delivering our net zero ambitions."

"This report highlights the need for collaborative skills action across the fuels sector, from expanding the use of apprenticeships at all levels, to promoting the various attractive and rewarding career pathways available."

Recruiting the right people

Recruitment is a challenge right now, especially in the current climate, as Elizabeth points out: "We're still attracting great people, but we are beginning to see concerns about other career paths being more attractive, as well as some difficulties arising post-Brexit. What we are hearing from members in our recent survey is that more than three-quarters (77%) of employers are getting 'low numbers of



Elizabeth de Jong

applicants with job-specific knowledge and/or industry experience'. The same percentage felt there were 'low numbers of applicants with the required level of skills and/or qualifications.' Clearly if these continue, then we could see some bigger issues down the line."

STEM (science, technology, engineering, and mathematics) recruitment in particular, has been a UK-wide weakness for some time: "We see difficulties in finding good STEM recruits, whether that be graduate level or later on. In line with that, the survey found shortages are most keenly experienced among the more technical roles, with 69% of respondents saying they were facing either a 'moderate or severe' skills shortage among 'engineering professionals.'"

The survey also found that the sector is struggling to recruit enough 'operations / maintenance technicians and operatives' with 54% of respondents saying they have skills shortages in that role.

"This is really important," explains Elizabeth. "Because those are the roles that deliver new projects and essential maintenance, so we need them for our sector to fully benefit from the new technologies it is going to need in the future."

New skills

Although it's inevitable that the sector will require new skills in the future, it's also important to recognise the value of existing skills and the role that current employees have to play.

"We know there will be a growing demand for staff with new specialisms as new technologies emerge – that might be in digital roles, using big data, or alternative fuels production," says Elizabeth. "However, the sector needs to harness the experience of the current workforce as well as new recruits if it is to make the most of opportunities presented by net zero."

This was something highlighted by Elizabeth's predecessor, Stephen Marcos Jones, in the November issue of Fuel Oil News: "Within the downstream sector we have a highly skilled, dedicated workforce of over 300,000 people and a big opportunity to use them to solve some of the net zero conundrums; we just need to capitalise on this."

"The job opportunities are there, and the industry offers great career prospects. The skills used today in the production of crude oil are exactly the skills we need for the refineries of the future. Net zero does not mean an end to their careers, but instead is a wonderful opportunity to open up new avenues."

Are apprenticeships the answer?

When it comes to attracting new people into the sector, apprenticeships are a big part of the solution according to Elizabeth: "Member companies can – and do – use the Government apprenticeship programme to train staff. Apprenticeships are the backbone for downstream training programmes and will continue to be important in future, so we are glad to hear the Chancellor say that they are looking for ways to improve the apprenticeship levy."

"We also think the lifelong learning commitments from government will be helpful to augment what companies already do to

retain and retrain the workforce.

“The UK Government recently announced it will ‘consider whether the current tax system, including the operation of the apprenticeship levy, is doing enough to incentivise businesses to invest in the right kinds of training’”.

Apprenticeships are also working well on the distributor side, as Rob Young of Oil 4 Wales reports: “We’ve been successful taking on employees with no qualifications or experience and have put them through our apprentice programmes, where they learn everything about the fuel distribution industry from stock reconciliation and taking orders on the phone, to actually delivering the product to our customers.”

At Greenergy, staff training – including apprenticeships – is a key part of its nextgen strategy. The company commented:

“Greenergy is committed to developing people through learning and development opportunities. These not only equip our people with the knowledge to do their jobs, but also help us ensure we have the skills and capabilities we need to continue delivering change through innovation in transportation fuels.

“With our apprenticeship programme, we continue to focus on developing technical skills within our plants and terminals and supporting career progression through training underpinned by recognised qualifications delivered through the Apprenticeship Standards. This year we also began an apprenticeship pilot that supports the upskilling of staff in office-based roles.

“Every year, staff from across the business have access to training courses with direct business relevance and that supports them in their roles. Everyone at Greenergy is also required to participate in regular safety training.

“As a business committed to driving the decarbonisation of transport, we believe innovation is vital for the energy transition, and STEM education is key to sustaining the future of our industry and technical workforce.”

Driving recruitment

And it’s not just production that will be affected by the impending changes, fuel logistics is another area facing huge challenges with recruitment and staff shortages.

Lynn Brown, vice president, human resources – UK and Ireland for XPO Logistics, spoke to Fuel Oil News about how the company is tackling these issues.

“Within our fuel operation at XPO, we have seen increased regional challenges in driver recruitment and retention in line with the rest



Lynn Brown

of the industry,” Lynn stated. “Still, we have been able to navigate through this without affecting service levels. Our focus is on ensuring that our overall package of benefits is robust, and our training initiatives differentiate XPO as a quality employer.”

The company offers a medical insurance provision, life insurance, attendance bonus schemes, a cycle to work scheme and mental health support.

“These are all meaningful ways to retain employees alongside the more traditional remuneration,” explains Lynn. “We are currently offering mental health awareness training to our training team, as we have noticed an increase in drivers seeking support, exacerbated in part by the recent pressures of fuel protests.”

As part of XPO’s training and development, its drivers receive all required regulatory training, including ADR initial training and refreshers for the transport of dangerous goods, and petroleum driver passport (PDP) levels 21, 22 and 25.

“We also upskill qualified drivers to driver trainer status and provide drivers with the necessary instruction to receive their certificate of professional competence (CPC) and driver qualification card (DQC),” adds Lynn.

Warehouse to wheels

XPO is also having success with two other development initiatives, as Lynn explains: “Some of our office staff and wash bay operatives have taken advantage of our in-house ‘warehouse to wheels’ programme. They are now members of our fuel tanker delivery staff, giving them a new development path.

“We are also running training sessions for our ADR pallet network drivers who want to upskill as reserve tanker drivers. This adds

resilience to our ability to meet customer demand.”

It’s a sensible tactic, which is also being used by Oil 4 Wales as a direct response to seeing a change in the skills required in its distribution business.

“Since the pandemic we have found it very difficult to recruit the correct employees with the skills needed and we are pushing for employees to be multi-functional within their roles,” comments Rob. “This might mean office, sales or even depot managers carrying out LGV and ADR training to cover driver absentees, sales representatives covering office roles and office staff covering sales representatives so that our service levels do not get affected. We are also introducing leadership/management courses for administrative staff that will one day be considered for management roles.”

On the recruitment side, XPO is taking an innovative approach by bringing in new faces from different sectors, including the military, as Lynn describes: “We have always been keen to recruit drivers who have served in the armed forces, and we will continue to seek applicants from this sector.”

The forward-thinking company is also running a working party for women drivers in the company to identify proactive ways to improve the gender balance in the sector and further diversify its workforce.

Positive thinking

Looking ahead it’s clear that massive change is on the horizon but it’s reassuring to see the industry facing the challenges head-on and taking steps to plan for the future.

From UKPIA’s perspective, government support is crucial. “Our sector’s products will be vital to achieve the Government’s net zero ambitions and we need to be really clear about that,” believes Elizabeth. “So government acknowledgement of the sector’s importance would help address negative perceptions and make it easier to find and keep the right people to make the energy transition happen.”

For Rob Young, it’s all about looking on the bright side: “There’s a lot of uncertainty long-term for fossil fuels, but with new development products coming along such as bio blends, HVO and hydrogen, there is quite a healthy outlook in future fuels, whether liquid or not. We need to focus on the positives and not the negatives.”

We’d love to hear how your company is upskilling and planning for the future. If you would like to join the nextgen conversation, please email liz@fueloilnews.co.uk.

IFC Inflow: Providing solutions for 35 years

IFC INFLOW WAS FOUNDED, IN 1987, AS INDUSTRIAL FLOW CONTROL TO SELL TANKER LOADING AND PROCESS METERING EQUIPMENT. IN THE YEARS SINCE, THIS INITIAL EMPHASIS ON FLOW METERS AND LOADING ARMS HAS EVOLVED INTO THE PROVISION OF TOTAL PROJECT SOLUTIONS, WHICH INCLUDE DESIGN, FABRICATION, AND INSTALLATION SERVICES. WITH IFC CELEBRATING ITS 35TH YEAR IN BUSINESS IN 2022, CLAUDIA WEEKS, CONTENT EDITOR FOR FUEL OIL NEWS, SPOKE WITH OPERATIONS DIRECTOR, **KIRAN SHAW**, AND TECHNICAL DIRECTOR, **GREG CLARKE**, WHO HEAD UP IFC INFLOW, TO HEAR MORE ABOUT THE COMPANY'S EVOLUTION AND WHERE IT IS HEADED NEXT.

Business Development

"IFC was started by four engineers who all brought different skills and expertise to the business. Their knowledge was centred around liquid metering, hazardous liquid transfer and safe tanker access," Kiran shared, explaining how the business had started 35 years ago. "We distributed a range of products for other manufacturers and provided integrated system solutions for clients.

"In 1987 petroleum fuels were all top loaded into tankers and operator and environmental safety was not necessarily always at the top of the agenda."

Kiran went on to describe key milestones as the business changed and developed through each of the last three decades.

The 1990s

- Bottom loading of tankers. This started in the early 90s and, because we were already one of the major suppliers of top-loading equipment for the industry, we were one of the first companies to develop a bottom-loading system and worked with many UK-based major oil companies to supply bottom-loading racks to terminals up and down the country.
- Tanker fall prevention. Around the same time the focus on this important safety issue increased and, as a result, we also developed a range of safe tanker access and fall prevention solutions for businesses who were not converting to bottom loading.
- Hazardous products. Another area of growth for us was the development of several hazardous product transfer solutions for non-petroleum markets including the chemical sector and its vertical supply chain.

The 2000s

- Increased bottom-loading skid supply into the fuel distribution market as more distributors converted to the increasingly popular bottom-loading system.



Greg and Kiran

- Depot conversion. With the increasing adoption of the new loading systems, we worked closely with major UK authorised distributors to convert all their depots over to bottom-loading equipment.
- Product development. An electronic version of our AD bottom-loading skid system was added to the product range
- New sector. Major train servicing projects in the North East and North West saw us expand into the rail sector

The 2010s

- Range extension. We developed a number of our own products to complement the existing range, including tanker loading arms and fall prevention systems.

Greg added: "As Kiran mentioned, IFC was started by four individuals who all found themselves redundant due to business closures and decided to start a new enterprise together.

"The original company specialised in chemical flow metering and solid handling using screw conveyors but, within 5 years, petroleum, petrochemical and liquid handling had been added to this range, along with safe access equipment.

"For 8 years we operated three delivery vans selling road tanker spares under the banner of Chiltern Products – a name that some older oil distributors may remember.

"The original company was based in Laindon and moved to Grays, Essex in 2001

when the business was incorporated into the Flowmax group. IFC was one of the first companies to offer the bottom-loading skid concept to the oil distribution market with the first unit sold in 1993-94."

The people behind the name

IFC Inflow is jointly run by operations director, Kiran Shaw, and technical director, Greg Clarke and Claudia asked them to tell us more about their own time with the business.

"I have worked for IFC for over 12 years now," Kiran begins. "I started out as the operations manager and, when I joined, there were just four members of staff – including me.

"IFC was in a transition phase back then and since that time Greg and myself have built the company up to where it is now with the business now having 15 members of staff based at our factory in Basildon."

Greg explains his own background: "I joined in 1991, after I had left the Air Force, and my first role was to manage the new Chiltern Products range from a little office set up in the warehouse. After Chiltern was sold to Purfleet Commercial, I took on a sales engineer role and sold tanker loading arms and depot gantry packages."

Projects and Services

Keen to learn about the recent successes, Claudia asked what projects IFC has recently been involved with and Greg responded enthusiastically: "I think the projects I am most proud of are the ones where we get to work with our customers on an ongoing basis.

"We had a series of skid installations we provided for Carrs Billington and, similarly, recently completed a decade-long program for Rix Petroleum. Another example is a depot upgrade program we completed for Certas Energy back in 2019. It's incredibly rewarding to be able to build these relationships and see such extensive development for our customers.

Agreeing that there is great satisfaction

that comes with the longer-term projects, Kiran also enjoys the variety of projects: “The great thing about working at IFC is the variation in the job and the type of projects we work on. At the one end we could be involved in supplying equipment for multi-million pound development projects and at the other we could be working with a start-up business and helping them to put together the equipment for their first depot.”

“I really like the jobs where we can offer a package solution to help customers source their fuel system from one place. As well as our loading skids, we also offer tank gauging, fuel bunkering dispensers, loading and offloading pumps and intake meters.”

Prevention is better than cure

In addition to designing and building integrated solutions, IFC offers a variety of servicing packages to ensure the long life and reliability of new equipment. Servicing packages are becoming increasingly popular as Kiran highlighted: “Our service packages are very popular with our customers, and it is something we are looking to expand in the future.”

“In the past our customers may have viewed their bottom-loading skids as the poor relation to their fleet of road tankers, since, if the tanker is not on the road, then they are not selling their fuel. Now, lots of customers recognise that a skid not working is even worse, as either none of their tankers will be on the road or they will be faced with long return trips to the closest terminal to fill up for the day.”

“This means that preventative maintenance and servicing of our depot loading skids is higher on everyone’s agenda now.”

Solving customers’ challenges

With customers integral to all businesses, Claudia asked IFC Inflow about what makes a business choose IFC as its partner.

“We have worked hard to develop a good reputation over the last 35 years,” Greg replied. “We make sure we do the IFC name proud in every job we do. As a result, we have built strong relationships in the industry and have been lucky enough to stay in touch with many of our customers.”

“Alongside any sales and marketing activity we carry out, lots of our business comes from word-of-mouth recommendations from this network, so the relationships we have built over the last 35 years have been incredibly valuable to us.”

Kiran agreed and added: “Our business



in the AD market has always been good and we have customers across the UK mainland, Northern Ireland and the Republic of Ireland. Customers buy from us for many reasons, including our strong reputation, reliable equipment, and competitive prices.

“But I like to think the main reason is because we do what we say we are going to do.”

Kiran also reflected on the challenges that customers may have: “Most of our customers’ primary focus is selling liquid fuel. Their challenge when developing a depot is that it’s not their main job. So, we help them. By providing advice and support we help ensure they have all the right information to make the right choices for skids and other depot loading equipment.”

Industry challenges

Looking to the broader industry challenges Kiran commented: “The single biggest challenge for the industry is the move to net zero emissions and the decarbonising of the energy sector.” And added: “I don’t think anyone really knows what this looks like yet, but it is fair to say that within 10 years the industry will look markedly different to how it looks today.”

“The positives that I have seen so far are that our customers are embracing the challenge and seeing opportunities to grow and expand their businesses through the challenges they are facing. We have been helping them along the way and will continue to do so.”

Reflecting on the positives and looking to the future

Clearly with a passion for, and belief in, the industry Fuel Oil News asked Kiran and Greg what the most enjoyable elements of their jobs are. Kiran replied: “The variety in my job is fantastic. I love talking to customers and providing them with the advice and knowledge that we have built up over 35 years in the

industry. I also love working with our team to deliver projects for customers, where the whole team can feel achievement in the job.”

Greg was similarly positive: “As market leaders, we have an exciting opportunity to experiment with new technologies and solutions. The process of being able to take an idea and develop on that to create something that helps people and keeps workers safe is very rewarding and enjoyable. I have personally always been engineering driven, so it is this element of the job that excites me the most.”

In a rapidly-changing industry, Claudia was keen to know what the future holds for IFC Inflow. Greg commented: “We have enjoyed a thoroughly successful 35 years so far, with that small team of four multiplying and growing into a full-scale business that is expert in our field.”

“I can only hope that the next 35 years provides more of the same and that we can continue to expand our expertise. We have spent the last few years making sure we are educated in, as well as prepared for, future developments in the fuel industry and are ready to support the sector in whatever direction it may take. I see us adapting alongside the industry and continuing to be experts in what we do.”

Kiran added: “It’s a very exciting time for the business, with so much change happening within the liquid fuels sector and the development of new fuels and technologies. As a business we will continue to develop our knowledge to support our customers in making the right choices for their tanker loading equipment in the future.”

“Our vision for the company is to see it continue to grow and expand its range of solutions while still providing an enjoyable and interesting place to work for our staff.”

Fuel Oil News wishes Kiran, Greg, and the whole team at IFC Inflow a very happy 35th anniversary and looks forward to following their progress and development over the next 35 years and beyond!



PORTLAND MARKET REPORT

JUNE
IN VIEW

WHO IS DRIVING THE FUEL PRICE ROLLER COASTER?

We've hit the half-way point of the year and what a 6 months it's been. Memorable... but for all the wrong reasons. Oil and Energy markets at the beginning of the year were already high, getting higher, and were actually already showing all the early signs of overheating. And that was before the Russian invasion of Ukraine! Since that happened, pretty well every commodity market has experienced spectacular price rises and unprecedented volatility. Gas prices went up to the equivalent of \$500 per barrel (\$30 per MMBtu = Metric Million British Thermal Unit) in March, whilst crude oil prices struck \$140 per barrel in one morning, before falling back to \$115 by the afternoon of the same day! Meanwhile, in the non-energy sphere, commodities such as finished metals (up 20%), wheat (40%) and fertilisers (up to 100%) have all experienced economy-shifting movements in price since 1st March.

**“AN ENTIRELY
PREDICTABLE CHASM
BETWEEN SUPPLY AND
DEMAND.”**

We've covered these headlines already this year, so it might be more interesting to look at the less-understood market drivers that are having an impact on the price of fuel. The first factor is the complete (and again unprecedented) dislocation of refined petroleum prices from the crude oil price. Observers often forget that the crude oil market is entirely different to each refined petroleum market. Traditionally there is of course a correlation between (say) petrol prices and crude, but they still each have their own separate supply and demand dynamics. The 'crude market' is made up of oil producers (the suppliers) selling their product to refiners (the demand). This is a very different set-up to the 'products market', which sees refineries making usable products (petrol, diesel) which are then supplied to the end-user (consumer demand).

As Middle Eastern and US producers increase their oil production to fill the gap left by Russian sanctioned oil, the pressure is beginning to come off the crude market. This is why Brent seems to have topped out at the \$115-\$120 per barrel mark. The story could not be more different on the product side of the equation. Here, there are huge gaps in production capacity because so much refined product was coming from Russia pre-invasion. For example, around 40% of European diesel came from Russian refineries in 2021 and that product-flow has now either ceased or has significantly slowed. Simply increasing European refining capacity to produce more diesel (on manufacturing kit that is typically over 50 years old) is no easy task and, as a result, an entirely predictable chasm between supply and demand has opened up. For the moment, Europe is massively reliant on diesel from the likes of India, whose refineries are making both a fortune and a mockery of the western sanctions regime. This is because they are buying heavily discounted crude from Russia and then selling it at record refined prices to the European countries, that are sanctioning the very same product from Russia...

In the UK, we also have the problem of the exchange rate, which is another little understood issue driving the fuel price in the wrong direction. In January, the £ hit a peak of 1.37 to the \$ USD and diesel at the time was trading at circa \$750 per tonne. Divide \$750 by 1.37 and you have January's £ GBP price for diesel (£547 per tonne). Diesel is now trading at around double January's price (\$1,450), but the exchange rate has in the same period, plummeted to £1.21 to the dollar. Do the same maths (1,450 / 1.21) and you now get a £ GBP price for diesel of £1,198, which is way above the doubling of price seen in the actual value of diesel itself. If you prefer your numbers in pence per litre (ppl), the decrease in value of the £-\$ from 1.37 to 1.21, has added 11 ppl to the price of UK fuel.

Such is the pressure that consumers are now under with regard inflation, it is no wonder that the Government is looking for scapegoats and the first step has been to order

the Competition & Markets Authority (CMA) to look into the actions of the petrol retailers. The specific brief is to investigate whether April's 5ppl duty rate cut has been applied but, in reality, it is as much about addressing the accusations of profiteering now commonplace in both mainstream and social media.

**“THE GOVERNMENT
IS LOOKING FOR
SCAPEGOATS.”**

The definition of profiteering is “withholding product in an attempt to push prices up”, so that should be relatively easy to deal with. Petrol retailers are more focussed on where their next load is coming from and besides, why would anyone withhold product, when sanctions are already doing the same thing?! The duty cut is a more complicated situation. Historically, changes to the duty rate have always been applied from midnight on the day of the Chancellor's Budget announcement and that did not happen. Then again, on the day of the Budget itself, the market shot up by 4ppl and since then, prices have risen so much (see above factors) that the cut has now been totally lost in the 'white noise' of the current market situation. It is understandable that a government desperately looking for ways to 'take back control' might be keen on this type of market investigation, but they will soon find out that no-one in the UK is in control of this particular roller-coaster ride.

For more pricing
information,
see page 26

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Hydrogen Strategy: Ongoing developments

In the limelight:

Recent years have seen hydrogen and, specifically, green hydrogen, grab the limelight as a key ‘enabler’ to support and facilitate the energy transition. Hydrogen now features in nearly every strategy of the major oil companies and can be seen in many government plans for industry decarbonisation. Hydrogen is expected to play a prominent role in lowering carbon emissions from energy-intensive industries such as transport, cement manufacture and steelmaking.

Interestingly, existing hydrogen demand scenarios show estimates for future use of the fuel vary between 6% and 25% of final worldwide energy consumption by 2050, or between 150 and 600 million MT by 2050, depending on how hydrogen will compete with other clean solutions, such as battery storage.

Despite the fact that many countries are looking at how to develop a ‘hydrogen economy’—by becoming suppliers, or charting pathways for hydrogen use in domestic industries—the initial challenge is scaling up hydrogen, first and foremost to reduce the production cost of green hydrogen from the current \$5-6/kg to around \$1-2/kg, to be able to compete with other energy sources.

This notwithstanding, a number of countries have already developed strategies for production capacity to be achieved by 2030 – the 3 largest targets being:

- EU – 40 GW
- Netherlands -15GW
- Germany – 14GW

In comparison to the above, the UK’s target is a more modest 10GW, only recently increased from 5GW, and made up of 50/50 green/blue hydrogen.

More progress still needs to be made on the demand side and in the sectors that will play a significant role in the future hydrogen market, but which are not yet ready to accept low carbon hydrogen for decarbonisation.

We will now look more closely at the developments ongoing in the UK.

UK progress with hydrogen strategy:

In August last year, the UK Government unveiled its hydrogen strategy, describing it as ‘a roadmap of future policies, reports,



infrastructure plans, and feasibility studies that will detail exactly how the government will deliver on its ambitions’.

While many of the details are yet to be announced, its broad approach is relatively clear. In particular, there is the ambition to become a global leader on hydrogen by 2030. It is assessed that adoption of the strategy could support over 9,000 UK jobs and unlock £4 billion investment by 2030.

The main thrust is broadly in line with the goals and targets set out in its Sixth Carbon Budget. The government projected that reaching its original goal of 5 gigawatts (GW) of low carbon hydrogen production by 2030 would reduce industrial emissions by 24% by 2050, shipping emissions by 29%, and those in fuel supply production by 7%. In April the gov. doubled this commitment and further aims to have identified two low carbon industrial clusters for deployment by the mid-2020s and four by 2030 which, it hopes, will become significant hubs of hydrogen demand. An early example of these is the East Coast Cluster, which includes the Humber region, source of the UK’s largest industrial emissions.

Other measures supporting the strategy will be:

- outlining a ‘twin track’ approach to supporting multiple technologies including ‘green’ (electrolytic) and ‘blue’ (carbon capture-enabled) hydrogen production, and committing to providing further detail, in 2022, on government’s production strategy
- collaborating with industry to develop a UK standard for low carbon hydrogen, giving certainty to producers and users that the hydrogen the UK produces is consistent with

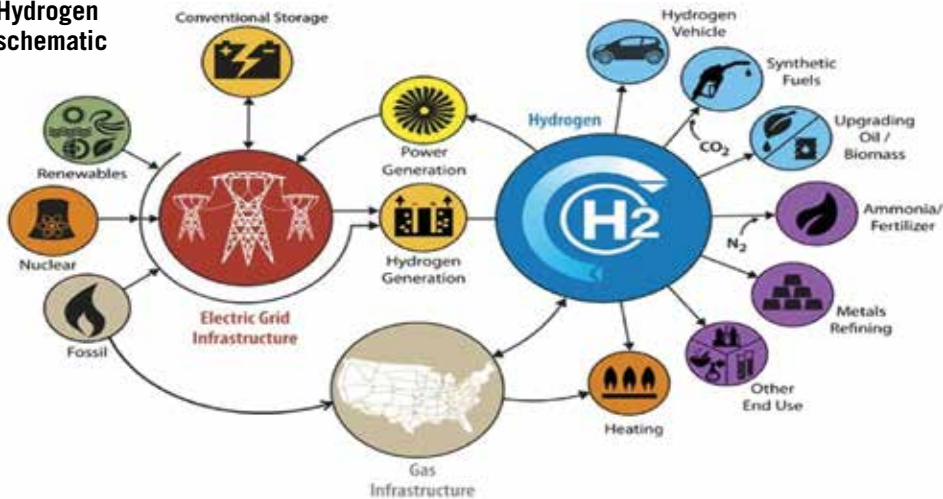
net zero while supporting the deployment of hydrogen across the country

- undertaking a review to support the development of the necessary network and storage infrastructure to underpin a thriving hydrogen sector
- working with industry to assess the safety, technical feasibility, and cost effectiveness of mixing 20% hydrogen into the existing gas supply. Doing so could deliver a 7% emissions reduction on natural gas
- launching a hydrogen sector development action plan in 2022 setting out how the government will support companies to secure supply chain opportunities, skills and jobs in hydrogen

To help drive the strategy, the government launched a public consultation to identify a hydrogen business model best designed to overcome the cost gap between low carbon hydrogen and fossil fuels, helping the costs of low-carbon alternatives to fall quickly, as hydrogen comes to play an increasing role. Its analysis suggests that 20-35% of the UK’s energy consumption by 2050 could be hydrogen-based and this new energy source could be critical to meet the overarching target of net zero emissions by 2050 and cutting emissions by 78% by 2035.

Clearly, the outcome of the consultations will help to provide clarity and fill in some of the details around certain policies, in particular the fiscal support offered to the low carbon hydrogen sector. There is optimism that the country is on course to achieve 4.6GW of low carbon hydrogen production by 2030 through projects that have already been proposed c.f. the original 5GW target for that date. However,

Hydrogen schematic



the target itself fell well short of those adopted by certain other European countries and, with that in mind, the Govt. announced, in April, a doubling of the target to 10GW, comprising 50% green hydrogen and 50% blue hydrogen.

The hydrogen 'economy' and business model:

Intrinsic to the success of a 'hydrogen economy' is development of a supporting business model. The above schematic, produced by the US Hydrogen & Fuel Cell

Technologies Office, gives a flavour of its main constituent parts.

This enables identification of what are, probably, the two major challenges to be addressed:

1. Scaling up production of green hydrogen to levels that make it competitive with other energy sources, and
2. Building or developing demand levels in the sectors highlighted in the schematic that will support emission reduction targets associated with decarbonisation goals.

There's still a long way to go, with numerous hurdles to surmount – not least being the stimulation and encouragement of a market and demand from those energy intensive sectors which offer the greatest opportunities for emission reductions, such as steelmaking, cement manufacture and transport.

There is also a substantial resource commitment required. The UK strategy marks a beginning on this journey by providing a roadmap. While its intentions and ambition cannot be faulted, the key to success will lie in the actions that ensue, as well as the timelines and associated urgency, or otherwise, of their implementation.

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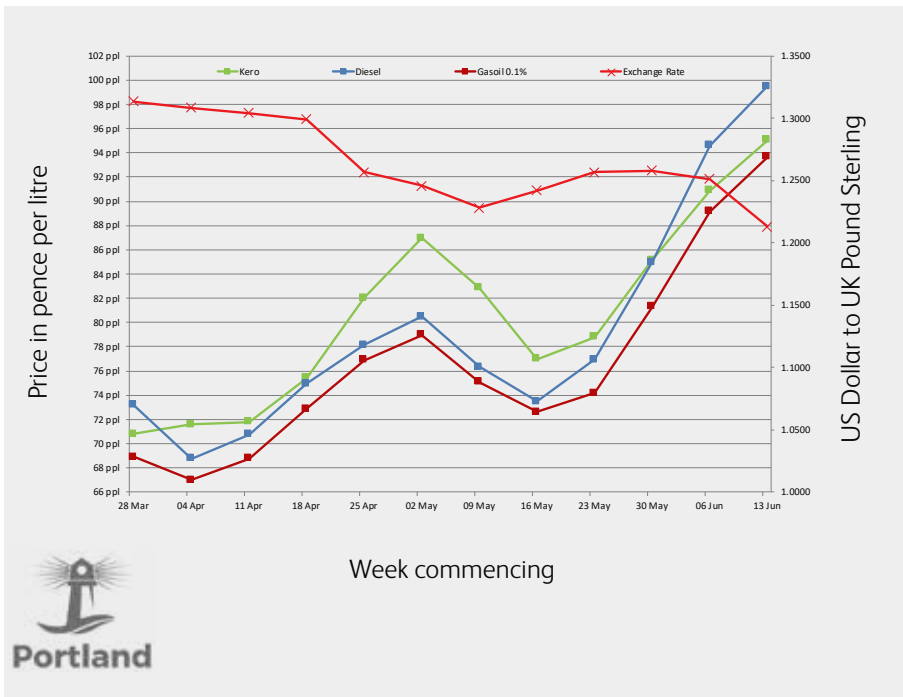
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Wholesale Price Movements: 19th May 2022 – 18th June 2022

	Kerosene	Diesel	Gasoil 0.1%
Average price	85.94	86.92	82.96
Average daily change	1.57	2.04	1.62
Current duty	0.00	52.95	10.18
Total	85.94	139.87	93.14

All prices in pence per litre



Highest price
97.80 ppl
Wed 15 Jun 22

Biggest up day
+3.84 ppl
Mon 06 Jun 22

Kerosene

Lowest price
74.65 ppl
Thu 19 May 22

Biggest down day
-4.05 ppl
Thu 16 Jun 22

Highest price
102.91 ppl
Wed 15 Jun 22

Biggest up day
+4.84 ppl
Mon 06 Jun 22

Diesel

Lowest price
70.94 ppl
Thu 19 May 22

Biggest down day
-4.91 ppl
Thu 16 Jun 22

Highest price
96.18 ppl
Wed 15 Jun 22

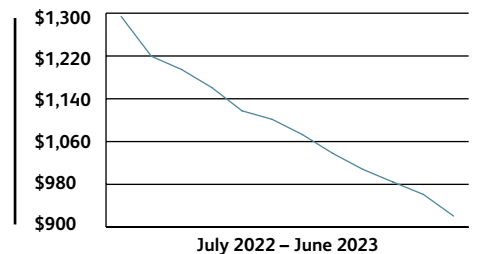
Biggest up day
+3.65 ppl
Mon 06 Jun 22

Gasoil 0.1%

Lowest price
70.16 ppl
Thu 19 May 22

Biggest down day
-3.02 ppl
Thu 16 Jun 22

Gasoil forward price
in US\$ per tonne



The Fuel Oil News Price Totem

	Trade average buying prices			Average selling prices		
	Kerosene	Gasoil	ULSD	Kerosene	Gasoil	ULSD
Scotland	91.81	101.88	149.63	104.67	108.85	155.49
North East	90.76	100.51	148.71	108.81	107.07	153.03
North West	92.33	103.11	151.10	104.63	109.14	154.93
Midlands	90.83	101.04	149.17	103.02	107.48	153.85
South East	90.93	101.00	149.15	116.05	112.22	153.21
South West	91.28	100.84	148.99	107.44	107.27	152.70
Northern Ireland	91.39	102.21	n/a	103.31	110.04	n/a
Republic of Ireland	105.15	107.64	150.57	114.94	114.01	155.34
Portland	89.14	98.56	145.86			

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

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

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

For more information and access to prices, visit www.portlandpricing.co.uk

WELCOME TO JULY'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 **BRUCE WOODALL**, CHAIRMAN OF OTS GROUP LTD, STORAGE TANK SERVICES LTD, TANKCARE LTD, MEADMANOR LTD, FARMLANE LTD AND ALSO TECHNICAL DIRECTOR OF THE FUEL EXPERTS ASSOCIATION WHICH SUPPORTS UKIFDA, OFTEC, EIC, BSI AND ALL FEA MEMBERS.

"IT IS WHAT IT IS, BUT LET'S GET ON WITH IT."

BRUCE WOODALL

Please give your career history in 25 words or fewer

Farmer's son, started at OTS in 1971 (now OTS Group) and developed into filling stations, fuel depots, waste management and fuelling services for end users.

Describe yourself in 3 words

Fun. Sincere. Ethical.

What were your childhood / early ambitions?

Probably to be a farmer, but definitely to work for myself – probably unemployable!

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

Running the country, but with far less bureaucracy and more rare sense.

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

Always make notes and don't be afraid to speak out if you think something is wrong.

Share your top tips for business success.

Integrity, professionalism, and duty of care to the client.

What's your most recent business achievement of note?

Working with the Chairman of the FEA, OFTEC and UKIFDA to get an exemption from the HSE on the storage of derv and gas oil up to 150,000lts when the 'flammable liquid' temperature was increased by the EU from 55C to 60C. If we had not achieved this the cost to UK Plc would have been circa £11 billion to meet the ATEX standards but for virtually no saving of lives.

Tell us your greatest fear

Probably not waking up.

Which is most important – ambition or talent?

Definitely ambition as without that you will not achieve very much.

What's the best thing about your job?

The variety and the people I work with and meet.

Which is the quality that you most admire?

Integrity.

What are you most likely to say?

"It is what it is, but let's get on with it."

What are you least likely to say?

"Cannot do that."

Describe your perfect day

Good night's sleep followed by day with family and/or friends with some good wine.

Do you have a favourite sports team?

Not really but rugby is my game and so I support the 5 Nations.

What's the biggest challenge of our time?

Global warming and cyber security.

Cheese or chocolate?

Definitely chocolate, as I descend from a chocolate family.

Share your greatest personal achievement

Gosh – helping to produce three lovely children.

What's your pet hate or biggest irritant?

Bureaucracy.

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

Low carbon liquid fuels.

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

The support and care of the disabled and mentally ill.

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

Still bags of energy but a lot less hair!

What is number 1 on your bucket list?

A healthy, happy old age.

What 3 things would you take to a desert island?

Fishing rod, solar panel, and compass.

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

I was brought up a Quaker.

Who would you most like to ask these questions of?

The Pope, not that I am a Catholic or even religious, but I would be interested to know how he would deal with the forgiveness of sin and some of the above questions!



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