

Fuel Oil News

MAY 2022

THE ISSUE OF INDUSTRY AUTOMATION

LATEST UPDATES FROM IRELAND

TANKERS ON TOUR



WHAT DO YOU REALLY WANT FROM YOUR FUEL?

- **Reliability**
- **Cleanliness**
- **Performance**
- **Cost-effectiveness**
- **Optimised emissions**
- **Longevity**



FAST has realistic, readily available solutions. Industry proven technology.

When you run out of superlatives

A strange time to write in more ways than one, with the industry EXPO still a week away as I pen this but a past event when you read it. We are also in, arguably, the most difficult times the industry has ever faced.

The usual challenges of fuel distribution are compounded by multiple concurrent impacts including a crisis that, while mainly limited, geographically, to two countries, has significant global implications, an unprecedented fuel price volatility – discussed on page 22, continuing impacts of the pandemic, labour shortages, escalating inflation and supply shortages driven, in part, by the protests of anti-industry activists.

How many times have you commented ‘when things get back to normal’ or ‘when it all settles down’? I have certainly been guilty of both in the past, but with age comes wisdom and, as John Lennon famously observed: “Life is what happens to you when you’re busy making other plans.”

A quote from the most famous Beatle seems particularly apt with Liverpool the place of choice for the industry to reunite and it does serve to

highlight an important truth – things have a tendency to not settle down and who’s to say what normal is anyway?

I have no doubt that, despite the intense current demands, many will have been glad of the oasis of the EXPO and the opportunity to spend time with long-standing colleagues as well as to make valuable new contacts and receive fresh inspiration.

We may have run out of superlatives to describe the various challenges faced in the day-to-day, but I am sure that, in our June issue EXPO coverage, many superlatives will be used to describe the experience, interaction, insight and inspiration.

The industry has always enjoyed coming together and, in times like this, it is vital that we do.

I would like to take this opportunity to thank you all for your continued, unwavering dedication, hardwork and commitment to overcoming adversity and to delivering excellence in fuel distribution.



Margaret Major, Managing Editor
✉ margaret@fueloilnews.co.uk
🌐 www.fueloilnews.co.uk
☎ 07786 267527

Fuel Oil News

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

4-7 INDUSTRY NEWS

9-10 IRISH NEWS

11 IRISH FOCUS

The latest energy strategy developments

12-13 PRODUCT FOCUS

A free app that’s helping users avoid high prices and surcharges at the pumps

13 PEOPLE MOVES

15 INDUSTRY VOICE

The value of a multi-disciplinary energy team

16-17 A DAY IN THE LIFE

A managing director’s typical day in fuel distribution

18-19 INDUSTRY ANALYSIS

Developments in, and benefits of, automation

20-21 IN CONVERSATION

A distributor trip offers guests the opportunity to see their tankers being built

22 PORTLAND REPORT

A sobering look behind current pricing headlines

24-25 INDUSTRY INSIGHT

The changing landscape of downstream Ireland

26 PRICING PAGE

27 IN PROFILE

A lover of humility with no time for perfectionism who enjoys throwing a few shapes



Claudia Weeks
Content creator
✉ claudia@fueloilnews.co.uk
🌐 www.fueloilnews.co.uk
☎ 07436 338241



Liz Boardman
Content creator
✉ liz@fueloilnews.co.uk
🌐 www.fueloilnews.co.uk
☎ 07970 802999



Natalie Persoglio
Social media executive
✉ natalie@fueloilnews.co.uk
🌐 www.fueloilnews.co.uk
☎ 07485 372627



Rhian Burge
Subscriptions
✉ rhian@fueloilnews.co.uk
🌐 www.fueloilnews.co.uk
☎ 07485 372626



Adrian Major
Sales manager
✉ adrian@fueloilnews.co.uk
🌐 www.fueloilnews.co.uk
☎ 07909 968982

On the cover

A Highland Fuels tanker in the new livery rolled out as part of the company’s rebrand. We will be ‘In Conversation’ with this Scottish distributor in June, as they celebrate 65 years, to hear how the rebrand reflects their future focus.

In this issue

The success of Greener HGV funding and a fuelling exercise report bring us up to date with Irish News on pages 9 & 10 with the latest developments in Ireland’s Energy Strategy (page 11) and downstream landscape (pages 24 & 25) also covered.

Protests result in supply shortages

In the run-up to Easter the industry moved to quell suggestions of fuel shortages in a bid to avert potential panic-buying as activists blocked access to terminals and ports, preventing tankers leaving.

The group Fair Fuel UK temporarily exacerbated the concerns before backtracking on earlier claims that 1 in 3 forecourts in the South were without fuel, with the group's founder, Howard Cox, issuing an update saying: "I am convinced that the fuel supply shortage is minimal and patchy."

A UKPIA spokesperson said: "There have been protests at fuel depots that have interrupted delivery, but fuels continue to be delivered, meaning stocks are being replenished. The ongoing protest activity is affecting some deliveries, but disruptions are localised and short-term only. The industry is working hard to ensure fuels are being delivered as quickly as possible."

Multiple arrests

The protests by anti-fossil fuel groups Just Stop Oil and Extinction Rebellion, which began on April 1, saw police officers in Essex make more than 356 arrests with the cost to the force 'in excess of £1m' and Warwickshire Police

reporting a further 29 arrests in connection with protests at Kingsbury Oil Terminal taking the total number of arrests to at least 180.

Those in custody have been arrested for offences including criminal damage, conspiracy to cause criminal damage and conspiracy to commit public nuisance in what Ben Smith, assistant chief constable, described as 'another busy weekend' for the force.

Potentially catastrophic behaviour

The assistant chief constable for Essex Police, Glen Pavelin, said: "We cannot stand by while criminal acts are being committed, and lives are being put at risk, in the name of protest.

Rachel Nolan, also assistant chief constable for the force, added: "I and my colleagues, want to reiterate that we are not anti-protest.

"But we have been dealing with people who are trespassing into restricted areas holding flammable chemicals, posing dangers to themselves and others and its totally unacceptable.

"Their risky behaviour cannot be allowed to take place in such critical locations which could be catastrophic if there were accidental or deliberate actions causing leakage or fire.



The PRA's executive director Gordon Balmer said that, despite the action at depots such as Kingsbury, Grays and Buncefield, he didn't believe there were a lot of shortages on forecourts, as everyone was focused on minimising any disruption to supplies: "We are aware of protests at several fuel supply sites; however, the majority are unaffected.

"Fuel suppliers are working hard to ensure fuels are being delivered as quickly as possible and our members are working closely with them and following their advice."

Were you impacted by the action? Contact margaret@fueloilnews.co.uk

OFTEC and UKIFDA response to the British Energy Security Strategy

"The government must urgently revisit the Energy Strategy, focusing more attention on measures to help households reduce their energy usage now, and on supporting cost-effective and practical low carbon energy solutions. For the 1.7 million UK households that currently use oil, renewable liquid fuels such as HVO should be prioritised as HVO immediately reduces carbon emissions by 88%. It can also be used in an existing oil boiler following a simple, low-cost conversion that takes one hour and costs around £500.

"With the increasing cost and uncertainty over energy, the publication of a robust and practical plan is an important step as we look to transition away from fossil fuels to low carbon alternatives."

The best energy is the energy you don't use

"But while the focus of the document looks

to the infrastructure needed to meet Britain's future energy generation and consumption, there is very little on how the government intends to help households and businesses to reduce their energy requirements NOW. Given the current situation, we think this is a very serious omission. The best energy is the energy you don't use, so this is where the new strategy should have started.

"We are particularly concerned about off-gas grid households that use oil heating. The government has stated that 65% of these homes are in EPC Bands E to G (a much higher proportion than homes that use mains gas heating), making them some of the least energy efficient in Britain.

"The government has proposed that, from 2026, these households will be expected to install a heat pump should they need to replace their existing boiler. It makes no sense to install a heat pump in an energy inefficient building, yet that is exactly what these households will,



in most cases, be forced to do. We estimate that the average cost of a heat pump, and the necessary energy efficient improvements, will be around £20,000 – which for most is completely unaffordable. Yet there is nothing in the new strategy to help these households.

"This is completely at odds with the statements in this new Energy Strategy and recent Heat and Buildings Strategy that the government is committed to choice, and to a fair transition. Where off-gas grid homes are concerned, they are doing the opposite – offering no choice and treating them extremely unfairly.

"The industry has already demonstrated the viability of an HVO solution after sponsoring the conversion and running cost of nearly 150 oil homes to the fossil-free fuel. We urge the government so support a wider rollout."

UK's first in-land HVO fuel terminal launches with Gd+

Businesses and other fuel suppliers across the country can now access over half a million litres of drop-in diesel replacement fuel from Craggs Energy's Head Office in Hebden Bridge, and its largest fuel terminal in Padiham, Lancashire. Craggs Energy has selected Green Biofuels' Gd+ HVO to provide B2B suppliers, customers and businesses with as a renewable alternative to both red and white diesel.

Reliable supply

Matthew Crockett, managing director at Craggs Energy comments: "This is a huge achievement for Craggs Energy, and we are delighted to be working with GBF as an authorised distributor to supply this drop-in, renewable diesel that reduces carbon (CO₂e) emissions by up to ninety percent.

"We have already had a big uptake from our existing customers and businesses such as Queen Ethelburga's Collegiate and Pavertec who have made the commitment to reducing their CO₂e output.

Now that a number of industries are no longer entitled to use rebated red diesel it's



more important than ever that businesses have a reliable source of an alternative diesel to keep their fleet and operations running smoothly. From our hubs within the heart of the UK, we are looking to considerably grow our coverage and supply of Gd+ HVO Fuel."

Demand resilience

Magnus Hammick, chief operating officer at GBF said: "This is another step forward in the switch to alternative fuels and we are happy to be working with a highly reputable and innovative fuel supplier such as Craggs Energy to grow our network and engage businesses to

convert to this cleaner and renewable fuel.

"GBF and Craggs have invested heavily in infrastructures, including storage tanks and state of the art pumps at their depots in the North of England to be able to store large quantities of our Gd+ HVO fuel for businesses and suppliers across the country. This is the first in-land HVO distribution hub in the UK which means we have greater resilience for capacity and demand.

"The response we have seen so far since working with Craggs has been very positive and we are excited about what the next twelve months will bring for this partnership and renewable fuels."

EXPO 2022 sees the launch of a new delivery technology solution that puts service at the forefront of truck technology

A new company that launched at this year's UKIFDA EXPO, D.T.S. Ltd, has taken the industry leading Deliver UP, Digital Delivery Solution, and added the language and functionality needed to shake up the status quo in the UK energy delivery technology market.

Mike Smith, D.T.S. Ltd managing director, highlights that in-cab solutions are no longer simply about converting paper tickets to a digital instruction for the driver: "To be successful the solution must integrate robustly with the back office, the driver, the vehicle, and the customer," Mike explains. "The new delivery technology solution – D.T.S. Mobile and D.T.S. Online – gives each user simple access to relevant data at a time and format appropriate and convenient to them, in real time.

Delivering greater productivity and increased profit

Digital solutions can modernise the operational control and costs associated with the energy



delivery process.

D.T.S. makes those dreams a reality by not only offering increased operational data and controls but, more importantly, increased support to each of the key interfaces in the digital data supply chain.

"With our unrivalled expertise, best in breed partners and a one call solution philosophy, D.T.S. will take care of the technology so you can take care of your business and customers," Mike comments, explaining how D.T.S. offers 24 x 7 x 365 support online and has a national network of expert engineers.

There are over 4,600 vehicles currently live on the D.T.S. platform giving the company an understanding of the demands of the energy market that has enabled them to gear the product to deliver a tailored solution that the company expects to "revolutionize service levels, accountability, and associated value".

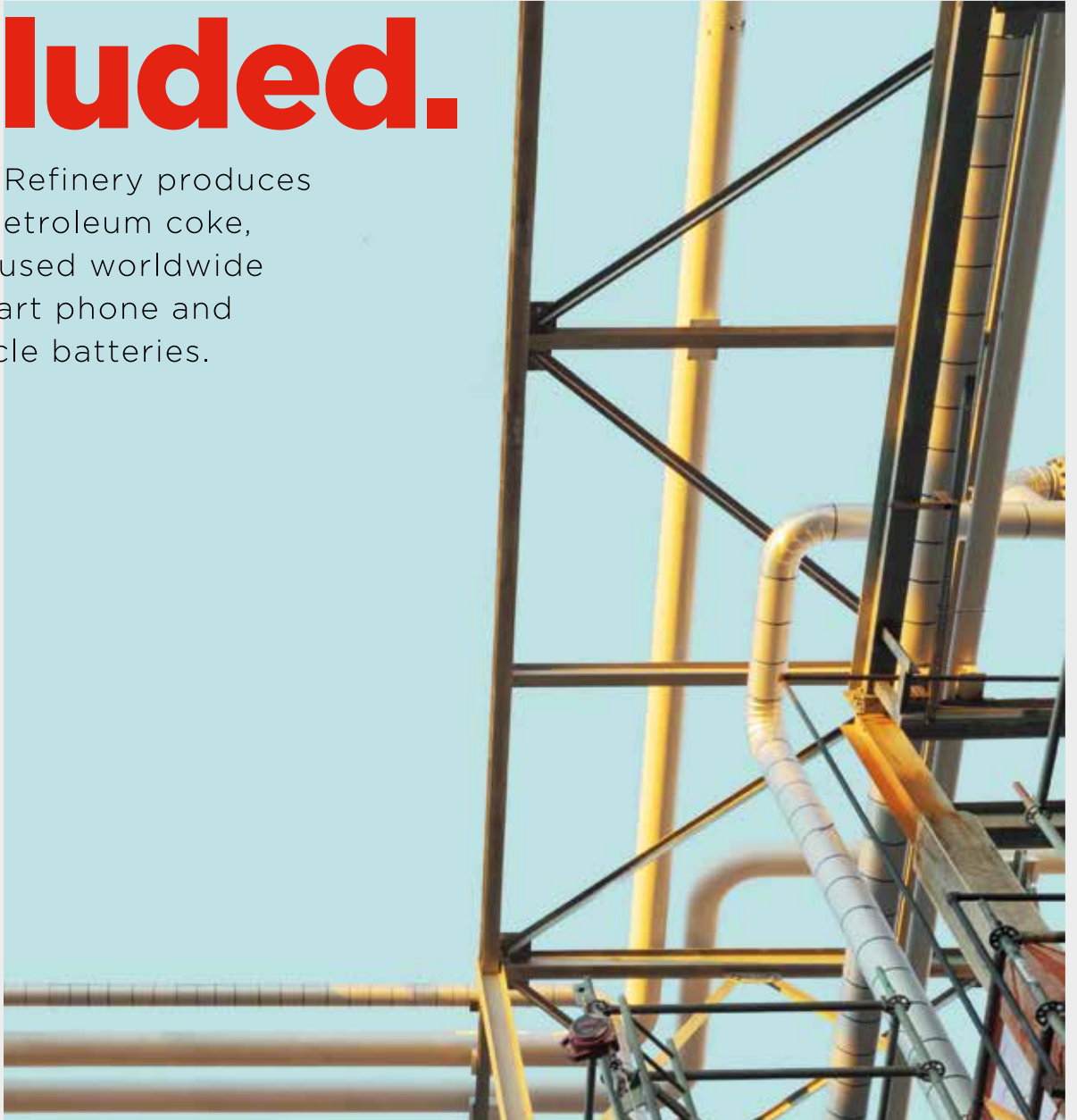
D.T.S. delivers cost saving benefits for businesses and offers a flexible approach to pricing, with a choice to pay per delivery, per vehicle per month or annually upfront, in order to best align with a customer's cash flow and seasonal fluctuations in volume.

Mike states: "The need to consolidate complex interfaces and user needs into a simple, robust product will enable our customers to finally realise the benefits of technology. The constant search for improvements we can deliver to our customers is a commitment that is written into the DNA of D.T.S. with 20% of revenue ring fenced for continual re-investment into new functionality."

Exciting times ahead.

The future. Batteries included.

Our Humber Refinery produces high-grade petroleum coke, increasingly used worldwide to power smart phone and electric vehicle batteries.



PROVIDING ENERGY.
IMPROVING LIVES.

Is it time to update your data systems?

Research carried out by Intoware, the digital workflow leader, into data systems has found that over three quarters of oil and gas companies, post-pandemic, are relying on legacy systems and spreadsheets to get tasks done, with 80% believing that this, often out-of-date, disconnected data, is sufficient to support corporate decision making.

This independent survey of 1,030 UK based industrial firms also showed that the vast majority of those working in oil and gas (92%) claimed to be data-informed with 76% saying that they trust their data enough to complete tasks, despite most of them relying still on disparate legacy systems.

Hindering business

Intoware's CEO, Keith Tilley, said: "The research shows that most of those surveyed believe they are data-driven, when in reality they could be relying on old, out-of-date data. This disconnected data acts like a ball and chain, tying down staff as they spend a huge amount of time trying to unlock data trapped in spreadsheets and legacy systems to meet the demands of businesses, customers, and regulators.



"A reliance on siloed data severely hinders business operations with accountability and visibility issues, as each department has their own interpretation of data, which is a problem for businesses that are increasingly under pressure to evolve how they manage resources and communicate data insights.

"If paper-processes are digitised with work-instruction tools that integrate with connected smart devices and third-party systems, this information can be more easily shared, providing staff with access to quality data, and a 'single source of truth' right across the business, for more proactive and rapid, real-time insights to improve productivity and satisfy compliance."

Indicating an awareness of the need to evolve their current systems, 80% of those surveyed intend to invest in data skills, training, and development in 2022 to help meet this challenge.

B.D. Fuels fuelling support efforts for Ukraine

Tyson Barker, managing director at Staffordshire-based B.D. Fuels Ltd, spoke with us about the company's contribution to a recent plan of action to support the people fleeing Ukraine.

A group was set up called 'The Ukraine Equestrian Relief' and their plan to drive 8 or 9 horse boxes from the UK straight to the Polish/Ukrainian border came to Tyson's attention. The horseboxes were packed full of essential supplies for the refugees such as medicine, food, and clothing.

Tyson and the team at B.D. Fuels Ltd filled up all the horseboxes with fuel and also provided fuel cards for them to refill their tanks later in the journey – all generously funded by the distributor. Tyson is also keen to provide further assistance at a later stage.

Tyson explained: "I wanted to do something to help the situation personally. The situation in Ukraine is heart-breaking and I wanted to help in some small way. My father was a Rotarian and did much to help others."

In an industry known for its support of local communities it is good to be able to report on this generous support being directed even further afield where it is providing vital lifelines to those who need it most. If your business has contributed to efforts supporting the current crisis in Ukraine, then please get in touch with Claudia Weeks – claudia@fueloilnews.co.uk

Tuffa Tanks sponsors local Rugby Club

Tuffa Tanks, the Uttoxeter-based bulk liquid storage tank manufacturer, has always been keen to support the local community and is now the proud sponsor of local team Uttoxeter Rugby Club.

The club has gained a fantastic reputation since it was formed, 40 years ago, from the old JCB Rugby Club. Just two years ago Uttoxeter Rugby Club was promoted to level 2 of the Midlands League, and the club train a vibrant youth section with the under 16s group winning Staffordshire's League Pool 2 this year.

Tuffa's managing director James Shenton said: "We are heavily invested in supporting the local community and delighted to begin a new partnership with our local rugby club.

"Our HQ and tank manufacturing workshop is based in Uttoxeter, and the vast majority of our staff live in the town or surrounding villages, so the partnership is very close to home and personal to the Tuffa team.

"We look forward to a continued relationship with Uttoxeter Rugby Club and trust our investment will help to maintain the club's momentum."



Uttoxeter Rugby Club's Chairman Steve Woolley (left) and Safeguarding Officer (right) with sponsors Tuffa Tanks represented by Directors James Shenton (mid left), Dan Shenton (middle) and Jackie Shenton (mid right)



MABALIVE

Real-time, end-to-end deal administration

Mabalive provides an instant overview of your account and detailed real-time reporting of purchased orders, daily movements, balances to lift, invoice history and more.

Live pricing
Online ordering
Real-time reporting
Deal administration

Having accurate real-time, end-to-end visibility of your trading account saves you time and makes your deal administration far more efficient.

Contact us to find out more

0207 802 3300 | www.mabanaft.co.uk



M A B A N A F T



NI Oil takes to the high road to Kinloss with the Royal Logistics Corps 152 (North Irish) Regiment

David Blevings of the Northern Ireland Oil Federation (NIOF) was delighted to be invited to be part of a recent Reserve Force exercise in Kinloss, Scotland and shared his experiences with Margaret Major, managing editor Fuel Oil News.

“Recently I was fortunate enough to be invited by 152 (North Irish) Regiment, Royal Logistic Corps to attend Exercise AUSTERE CRUSADER in Kinloss, Scotland. I was invited by the regional director from the MoD Defence Relationship Management (DRM) within Northern Ireland as part of a select group of employers. This was a great opportunity, as an employer, to gain a better understanding of the Reserve Forces and to observe first-hand some of the training for future tasks as well as the wide range of roles the reservists undertake when they are deployed on operations.”

Arduous challenge

“The main role of the unit is to provide Reserve UK military deployable bulk petroleum and fuel transport capability at readiness in order to enable operational success. This is achieved by setting up a Bulk Fuel Installation from which the fuel is then distributed using military Close Support Tankers and Unit Support Tankers which can be a difficult, arduous and technical challenge.

“During the exercise, the Reservists demonstrated how quickly and safely they identified and established a Bulk Fuel Installation where fuel would be stored prior to onward transportation as required. From this Bulk Fuel



Installation, fuel (diesel) was moved to various locations within the site using the large, Close Support, and small, Unit Support, tankers to test the Regiment’s skills, capability and readiness.

“Fuel testing is paramount as fuel quality is obviously a big issue for army vehicles and it was interesting to see that the fuel testing technician that we met tested fuel for a living in his day job!”



Enhancing skills and experience

“We were taken for a drive in the 20,000 litre Oshkosh Close Support tanker and the troops on the exercise explained the various roles they undertake in the Regiment and how the skills they acquire in their ‘day’ jobs assist their army service and vice versa.

“It was both a privilege and a pleasure to attend this exercise as an observer. The skills demonstrated by the Regiment’s Reservists were excellent and I have no doubt many could, and will, undertake the role of handling an oil tanker for domestic and commercial fuel deliveries across the country in the future.

“I am aware that many Reservists are employed by fuel distributors and logistics companies, both here in NI and across the UK, and I have little doubt that their employers benefit from the skills and qualifications they gain as a Reservist as this exercise clearly demonstrated.”



Greener HGV programme reaches halfway funding point with the addition of the 500th fleet vehicle

Having secured €1.4m funding under the Irish Government's Climate Action Fund, The Greener HGV Programme launched in Summer 2021 with the aim of fitting 1,000 fleet vehicles across Ireland with technology to help reduce carbon emissions by targeting 10 per cent savings on fuel. Irish Fleet companies can apply to avail of a 30% technology software & hardware grant. Cubo has partnered with 3 Counties Energy Agency to deliver the programme on behalf of the Irish Government as part of their target for Project Ireland 2040.

The programme has reached fleet companies across Ireland, with a significant proportion of those vehicles, over 300 to date, in oil distribution who are benefitting from the scheme funding.

Save fuel. Reduce emissions

The addition of East Cork Oils' 186 vehicles marks the halfway point in grant allocations and takes the number of participant companies to 13, with fleet sizes ranging from 5 to almost 200. Robert Steele from Cubo comments: "We are delighted with how popular the scheme has been and would urge companies who want to save fuel and reduce their CO2 emissions to apply ASAP. We have funding for 1,000 vehicles and have already assigned 50% of that."

Full details of how to apply for the 30 per

cent technology software and hardware grant can be found at www.greenerhgv.ie.

Smart telematics including tracking, fuel, remote tachograph downloads and compliance software, live footage cameras and driver awareness panels are all part of the technology that will be used to deliver these sustainable measures.

Participants are coming to the driver training stage, which is currently being delivered online, via an app, to allow for the additional pressures the industry is facing around Covid-19 and driver shortages. Cubo and 3CEA have welcomed the positive feedback from the first cohort of participants.

A huge benefit

John O'Callaghan, financial controller at East Cork Oils comments: "We have a very dynamic operation. When you run a fleet of almost 200 vehicles it makes sense to introduce technology that can take over some of those more mundane & time-consuming tasks. The ease of accessing camera footage was a huge benefit to us, as well as the obvious environmental improvements from being able to measure – and take steps to reduce – our carbon footprint.

"We previously used multiple systems for tracking, monitoring fuel usage and downloading the driver's cards and tachographs and were in the market for cameras. It was an obvious choice to move to a supplier

that could meet all our requirements on one platform – with the added incentive of the 30% government grant."

Bryan Hynes, distribution manager at DCC Oil Group explains why they joined the programme.

"DCC Oil Group were in the process of merging 3 oil companies – Jones Oils, Campus Oils and Emo Oils. We were looking for a complete transport solution to manage the newly-merged large fleet, and we were interested in live camera technology. The time was right to find a system that ticked all the boxes – which the Cubo solution does.

"For DCC, one of its main attractions is the ability to remotely download our tachographs which means we don't need our drivers to return to base – saving time, fuel, and emissions – before our drivers even get to the professional driver training. We are committed to developing a conscious driving culture which will undoubtedly result in a reduction of our carbon footprint and fuel costs."

To find out more about the programme visit the website at greenerhgv.ie. Some terms apply.

The Greener HGV Programme is funded by Project Ireland 2040, the government's long-term overarching strategy to make Ireland a better country for all of its people.

See: <https://www.gov.ie/en/campaigns/09022006-project-ireland-2040/> for more details.

Northern Ireland Government urged to avoid 'one size fits all approach' to decarbonising the heating sector

WITH NORTHERN IRELAND SET TO FACE A SURGE IN THE NUMBER OF HOUSEHOLDS IN EXTREME POVERTY, ACCORDING TO THE NATIONAL INSTITUTE OF ECONOMIC AND SOCIAL RESEARCH (NIESR), WE HEAR FROM DAVID BLEVINGS, NORTHERN IRELAND OIL FEDERATION (NIOF) AND OFTEC IRELAND REPRESENTATIVE, ON THE LATEST DEVELOPMENTS IN THE NI ENERGY STRATEGY.

The NIESR predicts that all regions in the UK will see extreme poverty rise by more than 10% in the coming year. According to the BBC, poverty levels in Northern Ireland are estimated to rise by a staggering 67% in the year ahead, bringing 'the total number of destitute households to about 25,000.'

With this context, it is even more important that the Government in Northern Ireland avoids a one size fits all approach when the 'Decarbonising Heat' consultation arrives next year.

The consultation will seek opinions on how people should heat their homes going forward. The Department of Enterprise Minister and civil servants will then distil these into firm policies, creating a new energy plan that will assist in efforts to reach net zero targets by 2050.

An open mind

In Northern Ireland, energy policy is devolved, and we have the benefit of being in a position that allows us to review and reflect on the approaches to the sector that are being actioned in England and the Republic of Ireland.

In ROI, the Government is pushing electrification as the best option and is offering a grant of up to 50% off the cost of a deep retrofit and installation of a heat pump. However, the average cost of these works is €56,000, which still leaves a large bill for the homeowner to finance and adds a significant burden on the taxpayer.

Similarly, England has offered a £5,000 grant towards an air-source heat pump, however, the total bill (including installation costs and any extra insulation works) is expected to be around £20,000.

At a time when Northern Ireland households are feeling the pressures of rising costs, the liquid fuel sector does not believe that a mixture of grants and loans will incentivise homeowners to make the switch to a heat pump.

OFTEC and the NI Oil Federation (NIOF)



have been lobbying the local energy department and our message is simple, whilst heat pumps and retrofitting will be the right choice for many living in a new, thermally efficient, or recently built house, for those facing financial difficulties and living in an older, colder home, the cost is just prohibitive and there must be options considered that won't leave them behind on the road to net zero.

Heating oil is currently used in over 500,000 homes in Northern Ireland. A recent analysis by the AECOM engineering company showed that biofuels in home heating could achieve similar emission reductions to retrofitting and heat pump install, quickly and at a much lower cost.

The current biofuel being promoted as the replacement for kerosene is HVO that offers

an immediate c.88% reduction in carbon emissions.

Our message to Stormont would be to examine every option available and, as their strategy document states, "to keep low carbon options and no regret pathways" on the new Assembly's agenda when considering the heating consultation next year. In the wake of the covid crisis, with public finances stretched, and the need to invest in the NHS, we need a pragmatic balance between support for cost-effective energy efficiency measures like loft insulation, and low cost, low carbon solutions like HVO.

A one size fits all approach must be avoided at all costs. For more information, visit: <https://www.oftec.org/>

As fuel costs rise rapidly, a new service is ‘appy to save you money

WHATSFUEL IS A BRAND-NEW, FREE-TO-USE SERVICE RECENTLY LAUNCHED BY BYTESTRYPE, A PAYMENT CARD PLATFORM, THAT HELPS PEOPLE AVOID PAYING EXCESS FEES OR SURCHARGES AT PETROL STATIONS THROUGH THE USE OF A WHATSAPP CHATBOT.

CLAUDIA WEEKS, CONTENT EDITOR, SPOKE WITH **NIK SHERWOOD**, CHIEF INFORMATION OFFICER AT BYTESTRYPE, TO FIND OUT MORE ABOUT THE NEW SERVICE.



Founding the business

“WhatsFuel is a service provided by ByteStrype, a company founded in 2017 by 5 fuel industry professionals with over 100 years experience, ranging from running large fuel card portfolios to developing global fuel card processing systems for major oil companies like Shell.”

Fuel Oil News was interested in finding out who was behind the creation of this exciting new service and Nik shared more about the team of industry experts involved who have worked at the highest levels within payment card businesses and the IT enterprises that enabled them:

Jonathan Bennett – chief executive officer

“Jon is one of the co-founders of ByteStrype and has been our CEO since our inception in February 2017. Before this he spent 25 years with Keyfuels, then FleetCor in a variety of roles including development manager, IT manager, IT director, and a short period as acting managing director post the FleetCor acquisition.”

Paul Draycott – chief commercial officer

“Paul has been ByteStrype’s chief commercial officer since May 2017. Before this, he was group sales & marketing director for WEX Europe Services and, between 2009 and 2015, held executive roles with FleetCor Europe as managing director of the UK and then the International Reseller Business. From 2004 to 2008 Paul served as managing director of First Data’s Merchant Acquiring Joint Venture with the Bank of Scotland and as managing director of their Electronic Banking Services Division (Active). Previously Paul had 18 years with Lloyds TSB, with his final role as sales & marketing director of the Europe Wealth Management Division.”

Jim Hyde – chief operating officer

“Jim is one of the co-founders of ByteStrype and has been our COO since our inception in February 2017. After an extensive career in software development with both software houses and his own company, his first introduction to the fuel card world was as MD of CompuServe (Now FuelSoft). With the acquisition of Keyfuels by FleetCor he then spent 10 years in a variety of roles including as European CTO leading the build of their industry-leading GFN Platform.”

Nik Sherwood – chief information officer

Nik was head of software engineering at FleetCor developing their fuel card platforms. He also previously held positions of development director at Epyx and development manager at Compuserve (now Fuelsoft).

Kevin Lloyd – chief technology officer

“Kevin was lead architect at FleetCor developing their fuel card platforms.”

Launched to navigate the fuel card minefield

Launched in March this year, WhatsFuel is a new and unique service, and Nik explained how it came about: “Whatsfuel was launched initially to help fuel card users navigate the

minefield of fuel card acceptance and to help them avoid surcharges.

“While most fuel cards are great at reducing fuel costs many people are unaware of the number of sites, outside of the core issuer network, that are surcharged. We wanted to help drivers identify these sites in a simple-to-use way, particularly when they are outside their local areas. We later extended the service, due to the fuel price volatility, to help non-fuel card users find petrol stations based on their location and the station’s historical ‘expensiveness’”.

It’s all in the data

“ByteStrype is the UK’s fastest-growing fuel card processing platform, site information is acquired directly from the fuel card issuers and ByteStrype’s Forecourt Intelligence makes sense of it from a holistic point of view.

“ByteStrype receives retail price information every time a transaction is processed. Retail price information has a short shelf life (especially in a volatile market), so the historical price of a location is ranked against its peers in the area to give a more meaningful comparison and presented to the user.

“We process 10s of thousands of transactions per day, from all the card issuers networks in the UK, so the data is being constantly updated.”

Well received by customers

Nik was keen to talk about the feedback that the team have had so far: “For cash payers the feedback has been very positive, and we have had many messages expressing gratitude for pointing people towards a cheaper forecourt and saving them money for travelling just a few minutes further, in some cases.

“The feedback from fuel card users is that they finally have a service that allows them to avoid costly surcharges, that is easy to access





from a mobile device in a familiar way. We are having very positive feedback about the fact that users don't have to download yet another app and sign up for another account. Everybody has WhatsApp so everybody already has WhatsFuel."

When asked how many people are currently using the service, Nik responded: "It's still very early days, but we are seeing healthy organic growth and more importantly people returning to use the system. The service is completely free from ByteStrype, and we do not have any plans to charge or promote anything using it. The intention was to use our forecourt intelligence and wealth of data to help people save money."

Future plans

As WhatsFuel is so new to the industry, Nik emphasised that the team at ByteStrype are keen for input and ideas from people using WhatsFuel: "We are open to ideas on the free service, in fact if you send the message "/idea" (without the quotes) you can leave feedback and feature requests to make it better."

For ByteStrype customers (fuelcard resellers) they will receive an advanced version of the bot to support their customers with advanced features such as

- price notifications,
- stopping cards,
- invoices
- pre-pay top-ups
- balance and account enquiries."

To talk to the bot, visit <https://whatsfuel.com> click the WhatsApp icon and say Hi.

Fuel Oil News looks forward to following the development of WhatsFuel with interest and wishes Bytestrype the best of luck with its new endeavour. If your company has plans for a new product or service, then please get in touch with Claudia at: claudia@andpublishing.co.uk



Phillips 66 Limited has announced several new roles in Emerging Energy to support the company's key focus. **Simon Holt**



is promoted to the role of manager, Emerging Energy (Europe) responsible for advancing the Phillips 66 European business in the areas of renewable fuels, batteries, hydrogen and carbon capture.



Pezhmon Nassiri, promoted to

innovation lead, will now lead strategy and business development for lower carbon products within the marketing group including renewable fuels, EV charging and hydrogen.

Callan Tree joins the business from UKPIA as lead on Government engagement and advocacy for Emerging Energy in the UK and Europe.

Renee Semiz, managing director, UK Marketing, Phillips 66 Limited commented: "Emerging energy and innovation is a key focus – not only for Phillips 66 but for the entire industry. In Simon and Pez, we have two exceptional experts who richly deserve their promotions and we are delighted to welcome communications expert Callan to the business. I am confident that together, they will help steer us towards a lower-carbon future."



Brian Donovan has taken over as vice president of Valero Energy's Commercial Operations in the UK having

previously worked as an executive director in Product Supply at Valero's head office in San Antonio, Texas as well as in Valero's Public Policy & Strategic Planning, developing Valero's position on key policy issues and executing long-term strategic planning efforts.

Brian said: "I am incredibly excited about being in the UK and taking on this new challenge. In the ten years Valero has been in this market, we have built on our global reputation as a best-in-class fuel supplier, consistently providing quality fuels and service to our UK customers. Our team will continue to build on that legacy and strengthen Valero's competitive position in this dynamic market."



The Prax Group has appointed **Vladimir Langhamer**, an energy specialist with 20 years' experience of

building business in the energy and oil commodities sector and leading global high-performing teams, as managing director – Europe & Africa, following the decision by **Don Camillo** to retire from the Group's day-to-day business activities and assume a non-executive role on the company's Board of Directors.

Commenting on his appointment, Sanjeev Kumar Soosaipillai said: "We are delighted to welcome Vladimir to the Prax Group. His vast experience and comprehensive knowledge of our business make him the ideal candidate to lead our teams in Europe and Africa. Coupled with his analytical, intercultural and strong management skills, Vladimir will no doubt be a very valuable asset to the Prax Group, as we continue to embrace our company growth trajectory."



Leading logistics provider, Suttons Tankers, has appointed **Nigel Hughes** as head of fuels as part of its growth strategy.



XL Global Group, the Aberdeen-based provider of technology and engineering services, has

appointed a new UK business development manager, **Graeme Simpson**, who is promoted to the position after three years with the Group's sales operation.



Prepare for Harvest.

Be prepared for one of the busiest times of the year.

Harvest Energy is one of the largest and fastest growing independent fuel suppliers in the UK. As a supplier of Gas Oil we can be flexible, competitive and you can be confident of delivery. With Gas Oil supply available at Grangemouth, Jarrow, Immingham, Kingsbury, Grays, Dagenham and Westerleigh you can rest assured your customers won't miss their Harvest.

**Gas Oil available at: Grangemouth | Jarrow | Immingham
Kingsbury | Grays | Dagenham | Westerleigh**

Sales Hotline:

+44 (0)1932 843 354

harvestenergy.com



A member of the Prax Group

Energy transition:

Could a multidisciplinary approach be the key to effective environmental consultancy?

THE UK GOVERNMENT NORTH SEA TRANSITION AUTHORITY (NSTA) INTENDS TO INTRODUCE A NEW CLIMATE COMPATIBILITY CHECKPOINT BEFORE EACH FUTURE OIL AND GAS LICENSING ROUND TO ENSURE LICENCES AWARDED ARE ALIGNED WITH NATIONAL CLIMATE OBJECTIVES.

The expectation is for the Climate Compatibility Checkpoint to enable assessment of the ongoing domestic need for oil and gas, while expecting concrete action from the sector on decarbonisation. If the evidence suggests a future licensing round would undermine UK climate goals, it will not go ahead.

Meeting these requirements will involve understanding the broad range of complexities in a modern energy development and, here, Ian Thomas and Nick Low, of technical consultancy Vysus Group, explore how, in the midst of an energy transition, the complementary expertise of an established multidisciplinary energy team may be the most efficient way forward.

Background

The NSTA Climate Compatibility Checkpoint builds on the North Sea Transition Deal which introduces annual targets for the sector to reduce GHG emissions from upstream oil and gas activities through Supply Decarbonisation. The Deal sets out the joint government and industry sector commitment to achieving a 50% reduction in emissions by 2030, compared with a 2018 baseline (as well as milestone targets of 10% by 2025 and 25% by 2027). In the longer term, it is proposed that the sector achieves 90% emissions reductions by 2040 and 100% reductions by 2050.

The expectation of the NSTA strategy is for the upstream oil and gas industry to reduce from all aspects of their upstream operations. This includes: the development of new hydrocarbon projects; existing producing assets; the abandonment and decommissioning of fields; and the progression of potential energy integration/net zero solutions.

The complexities of a modern energy development

Achieving such objectives requires the input of a multidisciplinary team of technical specialists. Typically, requiring operators to build coalitions and alliances to access the skills necessary to develop an Energy Management strategy capable of reducing yoy emissions. Such skills are likely to include subsea engineering, well engineering, logistics, asset integrity, environmental assessment and

energy management which must be considered through all phases of a project life cycle covering project delivery, operations, late life and eventual decommissioning.

The complementary expertise of an established multidisciplinary energy team can be the perfect fit for both energy operators and the environment, without compromising quality or financial requirements. So, is this multi-company approach the most efficient way forward?

Quantifying CO₂ emissions to form a baseline for yoy emissions reduction is relatively straightforward: activity data x emission factor. However, the application of specific regulations and standards, when combined with differing emission factors from various fuels used and the complexities surrounding calculation boundaries, poses unique challenges to quantification and reporting.

Data reliability

Historically speaking, collecting, storing and analysing financial, operational and environmental performance data from energy assets such as wells or rigs has been the norm. However, for various reasons, data capture has been fragmented and disjointed to the extent that there are data gaps, multiple reporting of data sets, and or the certainty of the data cannot be relied upon.

Now, with the ability to make use of data already captured and monitored during the well delivery process or P&A decommissioning project an experienced multidisciplinary team can apply data captured to optimise the economic performance of a campaign, or reliability of equipment to minimise the emission profile of a selected delivery plan covering Scope, 1, 2 and 3 emissions. Scope 3 covers supply chain services such as vessels, MODUs, supply bases etc. However, making sense of this data can be a complex activity often involving the support multiple organisations each providing expertise on projects such as offshore oil and gas developments, CCUS, hydrogen and the more traditional renewable projects.

A comprehensive and integrated solution

A multi-disciplinary approach to emissions management within complex engineering

projects provides a more comprehensive solution. It also adds a layer of accountability and traceability throughout project delivery, thereby improving overall effectiveness.

Yet, despite the importance of environmental permits and legislations, particularly in today's more eco-aware society and the introduction of standards such as ISO 50001, to support Energy Management, and ISO 16530-1, to support Well Life Cycle Integrity, the full value of an integrated approach to emissions management is yet to be fully realised by many. The principles embodied in the Vysus multidisciplinary approach to emissions management can be applied across the full asset lifecycle and is just as applicable to the decommissioning of a well or production asset as it is to drilling for hydrocarbons, carbon, capture and storage and or for geothermal energy.

"Building on the UK Government's commitment for the UK to become the first G20 country to require mandatory climate-related financial disclosures, we are now pleased to add to our portfolio of services to offer clients the benefit of our AccountAbility AA1000 license," Ian comments. "Being an AccountAbility AA1000AS licensed provider allows us to offer independent verification of non-financial disclosures and GHG emission statements to our clients. Regulations governing climate-related non-financial disclosures came into force on 6 April 2022, and are applicable for accounting periods starting on or after that date."

Nick continues: "Being able to draw on the combined experience of the Vysus Group puts us in a prime position to provide a fully integrated, holistic approach that meets the exact specifications of our clients."



IAN THOMAS and **NICK LOW** are consultants for the Vysus Group which was created by the sale of the Energy division of Lloyd's Register and has grown by acquisition since 2005 to cover the full energy value chain and life cycle, from reservoir to refinery and beyond.

A DAY IN THE LIFE...

Matthew Crockett

WELCOME TO THE FIRST EDITION OF OUR NEW FEATURE WHERE PEOPLE FROM MANY DIFFERENT ROLES IN THIS INDUSTRY WILL TAKE YOU THROUGH A TYPICAL DAY IN THEIR WORKING LIFE.

FIRST UP, FUEL OIL NEWS SPEAKS WITH **MATTHEW CROCKETT**, MANAGING DIRECTOR AT CRAGGS ENERGY LTD, MOORLANDS FUELS LTD, GREENARC ENERGY LTD AND GREENARC FUEL CARDS LTD TO DISCOVER HOW MATTHEW SPENDS A TYPICAL DAY.



MY ALARM GOES OFF AT...

Well, that depends, I guess, living in Warwickshire and working in our offices in Yorkshire, and Lancashire I drive up a few days of the week to the offices, so the alarm is getting me up and ready at 3.30am for my drive, and the nights staying up there I look to brace the day at 5.30am. The trouble is that at the weekends I am up at 5.30am too!

THE FIRST THING I DO IS...

Nothing like fuelling myself up first thing, yoghurts, juice, coffee, and a long shower all of which are necessary for my system to function.

I CAN'T LEAVE THE HOUSE WITHOUT...

Haribo for my journey into the office, not forgetting my laptop and phone of course.

MY TYPICAL DAY...

I think all my colleagues would agree that there is no such thing as a typical day in our businesses but the pace of each day and the challenges and the buzz that it creates make the fuel industry so appealing to be involved in. I could never see myself not being involved in the industry in some form or another, and I genuinely pinch myself as I have had and still have the opportunity to work with great people.

I have now been working within the industry for some 3 decades, as I am kindly reminded by my fellow directors, but I think the grey hair

coming through may remind me I actually have.

I am a very structured person with regards to seeing that all goals, targets, and budgets are achieved, so each day I have several activities and processes that I see get done, whatever the challenges are in front of me. I usually arrive at the office at 7am most days, and I will immediately see that the two main levers, Operations and Sales, are reviewed and analysed for the prior day's performance, including volumes, orders, quotes, products, supplies, market, competitor landscapes and performance MTD with the requirements for each area of the businesses readdressed to ensure they are all realigned each day to reflect our expectations and all wrapped up with daily communications to my teams for the start of their working day.

I like to create a dynamic energy, and intensity within our teams and not being complacent is a real key driver for myself in order to be best in class and ensure we have good repute.

My primary function is to steer the ship and create a one team culture, and I am very much involved in seeing all the foundations are in place to see that my teams can deliver the expectations that are set, so relationships, partnerships, suppliers, and partners form a big part of my working day and week, and also seeing that we build a resilient team to take us forwards and beyond.

The pace of the business can be dictated in many ways that can take me away into the unknown – from the weather, the demands, allocations, operational support, and guidance and more recently, in the last few





weeks, orchestrating pricing in line with national stock issues and the extraordinary spike in costs vs. delivery windows. However, I tend to thrive off the chaos and find overcoming challenges like this quite addictive.

As managing director, I do not wish to be faceless and I like to ensure that I see and communicate with my teams as frequently as possible, therefore, over businesses that I am running I like to see I visit all the offices, which include:

- Our head office for Craggs Energy is located in a beautiful setting in Cragg Vale, some 1300ft up, bringing its own microclimate.
- We've just recently relocated to central Halifax in a mill next to the infamous Piece Hall for our Greenarc Energy team (which includes The Oil Depot and Tank Topper)
- Visits to the Moorland Fuels team based in Oakhampton in Devon, sometimes referred to as 'Soakhampton' as appears to get a lot of rain
- Our newly opened office in Padiham, Burnley for our rebranded Greenarc Fuel Card business

MY MOST MEMORABLE WORK MOMENT...

A little hard to say the most memorable moment as I have been privileged to have worked FOR some great people, worked WITH great people, and been involved in some great companies too. Whilst working in various roles and companies I have be lucky enough to have had some great mentors too and am really pleased to call them friends as well as the mentors they were to me.

THE WORST PART OF MY JOB...

5.30pm!... I am not quite that sad regarding the finishing time being the worst part of the job but, in truth, I enjoy everything about the business I work within, including the good and bad and the energy it gives me to start each day.

THE BEST PART OF MY JOB...

It is rewarding to me seeing teams and staff develop, whilst at the same time seeing each of the businesses mature, develop, and grow with repute.

I RELAX AFTER WORK BY...

No time for the gym – if only! However, I like to wind down by cooking. I may not be good, but I love to cook when returning after work, it totally relaxes me and channels my focus and energy out of work.

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

Without doubt an evening meal for myself after a long hard but fun day,



as nothing better than to enjoy it and reflect on the day, however, it is hard decision as I am a real foodie.

THE LAST THING I DO EACH DAY IS...

Prepare clothes out for next day for my early starts, I always like to have my armour in good shape.

I'M NORMALLY IN BED BY...

Weekdays, I would normally be in bed by 11.00pm, as I am lucky enough that I do not require too much sleep.

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.

Save money.
Save fuel.

Total
synthesis
Ltd



f @Syntec4

t @Syntec4Ltd

hello@totalsynthesis.org

+44 (0) 1606 836897

+44 (0) 1244 300811

Cyber Love

THE INDUSTRY HAS MADE HUGE ADVANCES IN INNOVATION OVER THE LAST FEW YEARS, MASSIVELY ACCELERATED BY THE CHALLENGES OF THE PANDEMIC. TECHNOLOGY IS ON THE UP, WITH NEW AND EXCITING SYSTEMS APPEARING ON THE MARKET TO HELP BUSINESSES MANAGE THEIR WORKLOAD AND STREAMLINE DAILY PROCESSES.

As automation increases across the industry, Liz Boardman talks with suppliers to the sector, as well as their customers, to hear more about what products have come into play over the last year and how they are helping distributors and their customers to save time and money and also enhance safety.

Back-office bliss

Back-office systems, specifically designed for fuel distribution companies to facilitate order receipt, stock allocation, trip planning, reconciliation and invoicing, are big news according to Gordon Hyland, sales director, TouchStar Technologies. The company provides data collection, mobile computing, access control and onboard retail solutions to the industry, including its flagship mobile application, Fuelstar.

“Often companies will have developed paper-based systems for this, but over many years, we’re finding that the majority of fuel distributors are using some kind of driver application and ruggedised tablet device. This is always a significant investment, but it clearly offers good pay back from an efficiency, accuracy and safety perspective. Some companies with larger fleets will also use a dedicated route optimisation tool. This helps ensure minimum distances are driven while the fleet is delivering.

“Fleet size/cost is one of the most expensive elements of fuel oil distribution so anything that can be done to enforce standards and add efficiencies, creates savings. Since most operators now have systems like this, it’s seen as necessary to keep up with the competition, particularly where end-customers have a choice of provider.”

Darren Priddey, Fuelsoft’s national sales manager agrees: “The uptake of fully integrated web ordering systems has continued to see major growth over the past 18 months, and we’re in the process of upgrading all our web customers on to the latest release of our web integration. With our integrated solution, customers can place an order on a distributor’s website, and this will feed into the back-office

software, be scheduled and transferred to the in-cab computer. No tickets need to change hands and drivers don’t need to go back to the office to pick up orders. As well as saving time and money, this has helped keep valuable social distancing measures in place.”

The company recently completed the second phase of a development project with Lightyear, an accounts payable (AP) automation tool which automates the data-entry from supplier invoices and puts them into a digital approvals workflow, saving AP teams up to 80% of their time.

“This second phase links into our stock reconciliation program allowing the automation of stock receipts with supplier invoices,” explains Darren. “Integrating Fuelsoft with Lightyear provides real-time, accurate accounting data within the Fuelsoft platform, and means that users can collaborate with team members, accountants, bookkeepers and suppliers with the digital approvals process.”

“Distributors are looking to eliminate paper, respond to customers quicker, get paid faster, optimise driver time and retention and gain total control of the delivery process,” adds Paul Foley, one of the founders of Dreamtec, a software company that’s already seen huge demand for on-truck computing and meter tracking technologies in 2022. “There’s plenty of turmoil in this industry so having transparency on the business system and making every drop count, is key for growth and profitability.”

Driving diversification

At WCF, advanced technology is changing the way the company works, as general manager, Gemma Hogg describes: “Digitalisation is what makes diversification possible. The fundamental change to our business has been the introduction of CODAS and TouchStar.

“TouchStar is known for practical and effective business solutions, using mobile computing technology to eliminate paperwork and streamline the flow of information between drivers and back-office teams. Since implementing the system, we’ve seen a number



of benefits including better visibility on what, when and where fuel has been delivered. Our processes have become more efficient and automated, including back-office stock reconciliation, driver paperwork and safety checks. We’ve been able to plan better and improve our service to the customer with a greater degree of accuracy and compliance.

“CODAS is modular, so you start with the core product and add options which bring the most value to your business, from prospecting, customer and sales activities, fuel card management, scheduling and routing, purchasing and stock control, to a full financial suite, supported by a variety of mechanisms. It’s fully integrated, data needs only to be entered once to be available for all subsequent processing, and financial information can be traced back to source transactions with drill-down facilities and integral analytical tools. The two together have revolutionised our business.”

Fleet maintenance solutions

It’s not just back-office systems that are being transformed by the introduction of digital technology, tanker fleet maintenance has also benefitted.

“A move away from paper records with an asset management system synchronised with mobile devices provides a completely new level of visibility on the status of each vehicle,” says Patrick Tandy, managing director, Freeway Fleet Systems. “This provides fleet managers with a much greater insight into the status of individual vehicles.

“Freeway is an end-to-end solution which automates everything from driver safety checks and all workshop activity to compliance, stores, purchasing and fleet management analytics. It’s ultimately about improving the management and competitiveness of the business.



“As well as computer automation in the workshop, operators want greater connectivity. This applies to the interchange of data from internal systems, such as fleet operations and accounts, but also external suppliers, such as dealerships, the DVSA, vehicle and parts suppliers. More recently there has been demand for connectivity with vehicles, with links to telematics and onboard sensors.”

Preventing fuel contamination

Electronic metering systems that protect and prevent against fuel contamination when delivering multiple products are another advance in automation that is proving popular with distributors, as Mechtronic’s commercial director, Brad Wilkie explains: “As new fuel products arrive on the market, there are more variants within the line change procedure. Moving towards an electronic metering system that automatically controls and performs the procedure, removes the onus from the driver.”

The company’s OptiMate electronic metering system, which celebrated its fifth anniversary this year, continues to revolutionise the industry. The system features a self-draining manifold and automatic processes so that drivers do not have to return to their vehicles.

The system has been enhanced by the arrival of OptiConnect – a new wireless remote control which supports and enables the complete management of the OptiMate delivery process. Drivers can manage the delivery process while remaining at the point of delivery.

“No other system is proven to deliver more,” comments Brad. “OptiMate can offer metered hose, bulk and fixed gravity deliveries via one metering control system, ensuring the complete protection of your valuable fuel load.”

Kettlewell Fuels uses OptiMate across its

fleet. Co-owner and director, Janet Kettlewell is clear about its advantages: “We know that the OptiMate system can accommodate all fuel types. It supports and automatically performs a line change during the fuel delivery process and removes the need for the driver to calculate a line change manually, particularly beneficial when carrying mixed fuel loads. Drivers can continue with their deliveries safe in the knowledge that they are supplying clean fuel to customers.”

Distributor-led digitalisation

One distributor that’s not just reaping the benefits of technology but also taking the lead when it comes to innovation is Rory Clarke, managing director, J.R. Rix & Son. “Something that’s been on my agenda for a while is automated routing. With the technology available today, satellite navigation etc, it should be possible to make routing quicker, easier and more efficient with a computerised solution (although you do still hear some horror stories).”

The company is working with CODAS to develop the next generation of routing software.

Tank technology

At EA Projects, managing director, Simon Whibberley, is continuing to see growth in sales of automated tanker loading and electronic tank gauging systems. “Fuel price increases have made products a valuable commodity and this has created a surge in thefts. It’s a natural progression to use technology to try and measure, meter and monitor, fuel stocks to combat this. The systems we sell do exactly that. Our anti-theft systems for fuel tanks have been extremely popular in the last year or so and very successful at catching people in the act. We’ve now rolled out our iSentinel Theft Alert System across several customer depot networks.”

It’s the same at Kingspan Energy Management Systems. The company believes distributors can drive improvements in operational efficiency and increase profitability by encouraging customers to install telemetry monitoring on their tanks e.g., the Watchman range.

“Data from smart telemetry devices is now being used by FOD customers to reduce their delivery frequency and optimise routing,” says Nick Hawkins, Kingspan’s commercial director UK & Ireland. “It cuts travel time and left-on-boards and also improves vehicle fleet efficiencies, helps with customer retention, and lowers the company’s carbon footprint.”

Boilerjuice introduced the Hastel Smart Guard fuel monitoring probe in 2019 to facilitate the remote monitoring of heating

oil. “The device is provided by Hastel Limited, and a proprietary system integrates the data into our ordering processes and customer communication,” says CMO, Tim Buckman. “We wanted to fully automate life on heating oil for customers by tracking fuel levels and sending them a delivery when they’re low, as well as providing them with useful data such as their live fuel level and consumption on a simple-to-use app.”

Fuel ordering without fuss

Automation is making it easy for customers to order fuel and proved invaluable at the height of the pandemic.

Distributors are loving Mabalive, an online service from Mabanft, which allows them to view live ex-rack fuel prices, place orders and track deals. It works seamlessly across all devices allowing customers to manage their account even when away from their desk.

“The number of customers using Mabalive has increased year-on-year since its inception,” says Clare Charlton, inland sales manager. “Last year 250m litres of fuel were purchased online. We know that customers like using Mabalive because it saves them time and makes it quick and easy for them to buy fuel. It also enables them to proactively manage their trading account – with real-time reporting – from lifting at the terminal through to final invoicing.

Over the pandemic Mabalive came into its own. “People working from home found it helpful to buy fuel and manage deal administration online, without having to call or email.

“This continues to be relevant as hybrid working is becoming standard business practice. Having access to their account details at the touch of a button is a huge advantage for customers.”

One customer commented: “Mabalive is a market leading system. It is simple to use and saves so much time. With regards to physical deliveries into our network, our operations team can see all confirmed deliveries and volumes at the touch of a button, which is really useful. I’m more interested in seeing a snapshot of activity, and the dashboard gives me just that. It gets a big ‘thumbs up’ from us.”

Collaborative working

As we move into an age of digitalisation, it’s good to see how suppliers are actively working with distributors to produce new solutions and deliver greater time and financial efficiencies.

We’d love to hear from distributors who have adopted new technology and would like to share their experiences – whether positive or negative. Get in touch with liz@fueloilnews.co.uk

In Conversation with Cobo Tankers

Spanish distributor trips successfully reinstated

Considered one of the leaders in the production of tankers for the transport of petroleum products, Cobo Tankers & Services Ltd is a company dedicated to the manufacture, repair and sale of tanker trucks and semi-trailers.

As part of a Spanish company, with its headquarters based close to the port of Santander, Cobo recently organised a highly successful trip for fuel oil distributors to tour the factory and see tankers in the various stages of production.

Claudia Weeks, content creator for Fuel Oil News, caught up with Joby Clark, sales and project engineer at Cobo, to hear all about the visit.

“On the 24th March this year a contingent of existing and potential customers headed to the Cobo factory near Santander for a factory

visit. This has been the first opportunity since the start of Covid that this has been able to happen and, through this time, new customers have been gracious enough to put their trust in the product without seeing the factory and how the tankers are put together.

“We had hoped for more guests to join us but, with the atrocities in Ukraine affecting the UK markets and creating additional challenges for distributors, we understandably had people drop out. This “Cobo Conference” is something that we will look at organising at least once a year as we feel it is a good way to let people gain confidence in the company by seeing the quality and organisation of the facility in Spain.

“A total of 19 existing or potential customers visited on this trip, and it was possible for some of these to see their own units in build. We even had tankers that were

displayed in the UKIFDA Expo this year in production during the visit!

“We had organised flights out of Stansted on Thursday morning which obviously meant that some of us stayed at the airport on Wednesday night, proving a good way to start introductions for people in a relaxed environment.

“After landing in Spain, we headed straight to the factory for an introduction and short presentation on the design of the tankers and some of the technologies we use in production. We feel that this gives a good insight into the quality of the product.

“After that we split into smaller groups for the factory tour so our guests could get a better understanding of how the units are built and could see for themselves the quality and the modern technologies employed.”



A work in progress

"We were able to get Barton Petroleum, Your NRG, Suckling Transport and Tanker Consultancy Service pictured next to their tankers that were being readied to be put into the Expo. These were mid-build and people were amazed that these would be completed, and in the show, just 7 weeks later which also included transporting them to the UK.

"The Barton Petroleum tanker is rather special as it is their 50th anniversary and to celebrate this they have had a copy made of their very first tanker livery which was unveiled at the Expo.

"Once the tours were complete, a lunch was provided for all with typical Spanish fare provided in the spring sunshine. Our visitors were able to have a good look around Santander during the afternoon before meeting up for a few refreshments and an evening meal.

"The trip proved to be a great success and it's fantastic for people to see the facility and gain confidence in the product and the company. Not only that, but the format of having a group of customers works. Whilst it is slightly harder to organise than individual trips, the benefits of having a large group are that people are able to network, and any potential

customers can get an honest answer from existing customers about their experiences of buying a Cobo tanker."

Investment reflected in quality

Claudia spoke with Howard Marriott, group transport manager at Barton Petroleum and a guest on the trip, about his visit to Spain:

"The factory visit was extremely informative," Howard commented. "And you really appreciate the expertise and professionalism that goes into this kind of operation when you see how these tankers are made.

"From the design stage to the tanker being painted and ready for delivery, the process is carried out with a very impressive attention to detail. It is also nice to see some of our tankers in various stages of the build process.

"The investment Cobo make in this facility and their employees is reflected in the quality of their products. As usual, Cobo were the perfect hosts during our visit to Santander."

Amazing production capability

Claudia also spoke with Peter Kitchen, operations manager at YourNRG: "This was my second visit to COBO's impressive trailer and tanker building facility. I first saw the site

two years ago when YourNRG had a couple of trailers in build, and we were at that time looking to place an order for ten rigid tankers.

"Now I am back, this time to see the progress of the first chassis of our current build. After a thorough look over the fabrication facility, guided by Fernando Gomis (MD), I stood for a moment in what is a large well-ordered building, and the thing that amazed me the most was how obvious it is that this is a production facility that can build a tanker in a very short space of time.

Peter also appreciated the opportunity to spend time in the company of fellow distributors – a pleasure that has been denied through the last couple of years. "Later, the sun shone brightly as the group enjoyed COBO's hospitality in a pleasant corner of their compound," he recalls. "Picture the scene, vehicle chassis on one side, completed tankers to the other side, and a group of rival distributors enjoying each other's company for the first time since you know when.

"If all goes according to plan, by the close of this year YourNRG will have taken delivery of its 50th Cobo-built tanker."

We look forward to sharing photos of the new Cobo tankers, proudly displayed at the UKIFDA EXPO in our next issue.





PORTLAND MARKET REPORT

APRIL
IN VIEW

A SOBERING LOOK AT WHAT LIES BEHIND THE HEADLINES

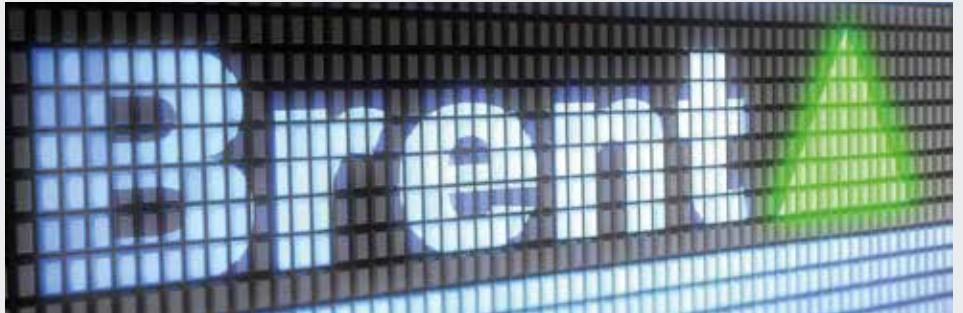
Nothing that is currently happening in the commercial world can ever be compared to the appalling events that continue to unfold in Ukraine. However, this report exists to observe the trials and tribulations of oil and energy markets and the pandemonium experienced since 1st March – across all commodity sectors – is, quite frankly, incomparable to anything that has gone before.

Operating in such a commercial environment is not for the faint-hearted. Providing fixed prices when markets are moving at breakneck speed has been (euphemism alert) “challenging”. Delivering diesel when every loading point in the country has either been on allocation (a form of supply rationing) or overrun by eco-protesters has required “patience”. And manufacturing AdBlue when over 40% of the required raw material (Automotive Urea) comes from Ukraine and Russia, has necessitated “new and inventive ways of working”.

“ONGOING SEISMIC MOVEMENTS IN THE OIL PRICE.”

Such is our world at the moment, but even in the light of these formidable day to day pressures, the real focus remains on the ongoing seismic movements in the oil price. Prior to the 1st March of this year, the biggest historical upward movement in the diesel price was 4.30 pence per litre (ppl) on 16th September 2019 (this after Saudi oil facilities were attacked by Iranian “sponsored” drones). Since the Ukrainian invasion, this hitherto record has now been broken 7 times(!) and the new biggest single day rise (8th March) sits at 8.87ppl!

Conversely, the biggest single diesel price drop in history was (minus) 5.39ppl on 26th November 2021. This coincided with the World Health Organisation announcing the discovery of the new Omicron COVID variant and was, actually, a good indicator as to just how febrile oil markets had become by the end of 2021 and prior to the Ukrainian invasion. Even so, since March 1st, this record historical drop has also been broken – twice – and the new record (10th



March) sits at minus 11.62ppl!

Even when not breaking records, “normal” daily price movements have still been wild, with price volatility (up and down) at unprecedented levels. The average daily movement in the diesel price over the last 5 years (up to 28th Feb 2022) was \$7.44 per tonne or 0.46ppl. This means that from 2017 – 2022, prices moved (up or down) by around half a penny a litre per day – a level of volatility that most buyers and sellers got used to living with. Since March 1st of this year, the new average daily movement has been \$57.04 per tonne or 3.59ppl – that’s a level of volatility that most market players (big or small) struggle to deal with.

Sadly, for UK consumers, the price volatility experienced on global markets is only part of the story as British buyers are also hit when product shortages affect the UK supply chain. For those readers who still prefer to maintain that fuel suppliers, petrol stations and witch doctors are all currently conspiring to profiteer from the Ukrainian situation, consider this stand-out fact. In the last week of February, the UK imported over 350m litres of diesel from Russia, which was around 25% of total UK diesel consumption. Two weeks later, the UK imported precisely zero litres from Russia and, whilst Britain’s fuel supply-chain is famously, and justifiably, quick to adjust to shortages, no level of flexibility and innovation can fill a 350ml hole in 2 weeks. So the UK is short of diesel, oil terminals are rationing availability and the price has risen accordingly.

Finally, we have AdBlue which is no longer an environmental ‘nice to have’, but an essential part of transmitting power in all Euro 6 diesel engines. In short, when a modern diesel engine has no AdBlue, it won’t run. This is now a fairly major concern when you consider how much Prilled Automotive Urea (the raw material that

goes into making AdBlue) previously came from Russia and (you’ve guessed it) Ukraine. Furthermore, as a fertiliser bi-product – another industry dominated by Russian and Ukrainian production and now also facing dire shortages – prices have rocketed. 12 months ago, urea was trading at around \$500 per tonne. Now it trades at \$1,600 per tonne and bulk AdBlue prices have correspondingly soared from around 20ppl to over 60ppl.

“PRICE VOLATILITY AT UNPRECEDENTED LEVELS.”

These are the real-world examples that lie behind headlines predicting rampant inflation over the next 12 months and it is difficult to see how things will improve anytime soon. Even if the Ukrainian war was to end today, it seems highly unlikely that sanctions will be dropped, which means high prices, supply-chain delays and operational challenges are here for a while yet. Our fuel system is currently stretched to the limit and whilst the industry will find solutions – it always does – they will not be straightforward and nor will they be consumer friendly.

For more pricing
information,
see page 26

Portland
www.stabilityfromvolatility.co.uk

The Fuelsoft Cloud Solution

Powered by **Compuserve
Live**

Fuelsoft provides all the tools
you need, including:

Fuel Distribution

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

Fuel Card Management

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

Microsoft Dynamics CRM Integration

- Marketing, Sales, Customer Care
- Custom Dashboards



SaaS

Secure Managed Software



Secure



Resilient



Scalable

✓ **GDPR**
Compliant

✓ **HMRC**
Making Tax Digital Compliant

✓ **SOX**
Compliance with Audit Trail

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



Fuelsoft
Powering your success

Call us on: **03300 583 900**

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

Email: enquiries@fuelsoft.co.uk www.fuelsoft.co.uk

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



The downstream oil market landscape of Ireland in the 2020s

The current millennium has witnessed changes in the downstream oil sector in Ireland of a scale and extent that far exceeded anything that occurred in the 50 or so years prior. Against this backdrop of unprecedented change, we consider how in Ireland, as in many developed economies, the process of change has been characterised by consolidation in the competitive landscape accompanied by rationalisation of logistics arrangements.

The pace of the energy transition will be the major determining factor in the evolving, and future, shape of the competitive landscape, especially given the relatively, and absolutely, large measure of dependency that Ireland has on oil as a primary energy source.

We will begin with a look back at some of the more notable developments that have affected the landscape since the start of the current millennium.

Significant developments:

Republic of Ireland

Competitive landscape

The chart below summarises how the competitive landscape has evolved since 2000:

There have been two major developments in the landscape since the start of the millennium, which are:

- In 2001 the government sold Whitegate refinery, operated by the **Irish Petroleum Company Ltd. (IPCL)** to US company, **Tosco Corporation**, which was acquired shortly after by **Phillips Petroleum** which, in turn, merged with **Conoco** in 2002. **ConocoPhillips** demerged into separate upstream and downstream entities in 2012, when the refinery came under the ownership



of the downstream entity, **Phillips 66**, who sold it, in 2016, to family-owned Canadian oil company, **Irving Oil**. In 2018, **Irving Oil** acquired large independent, **Tedcastle Oil Products (TOP)**, providing it with a distribution terminal in Dublin as well as a substantially expanded market reach.

The refinery supplies around one third of the inland oil products market, predominantly in the South and South West of the country.

- In 2005 a new legal entity, **Topaz Energy**, was set up by private equity interests to acquire firstly the **Shell** business, in 2005, followed, a year later, by **Statoil** and, in 2014, by **Esso**. In 2016, **Topaz** was acquired by Canadian convenience group, **Alimentation Couche Tard**, which has replaced the **Topaz** brand with its own **Circle K** brand. The combined entity constitutes, by far, the largest market participant, with a share in excess of 30%.

Two further noteworthy developments have been:

- In 2017 **Greenergy** acquired **Inver Energy** and, in 2020, bought **Amber Petroleum**

- In 2020 **DCC** acquired **Campus Oil** and **Jones Oil**.

The move towards electrification

There are currently about 1,800 vehicle electric charging points, of which 1,385 are run by the **ESB** (Electricity Supply Board) and it is projected that the country will need close to 30,000 by 2030 if the goals of decarbonising the transport sector are to be met.

Logistics

On the logistics front there have been three developments in the current millennium:

- The commissioning, in 2010, of a new multi-products independent storage facility, with a capacity of 81,000M3, at **Foynes** (nr. Limerick), by the **Atlantic Fuels Storage Company** – a joint venture between **East Cork Oils** and **Greenergy**.
- The commissioning, in 2009, of a new 51,000M3 storage facility in **Galway** by **Enwest**, replacing two former facilities and operated by **Circle K**.
- Sale of the **Whiddy Island** ‘entrepot’ facility in 2014 by **Phillips 66** to US-based **Zenith Energy Management LLC**, with total storage for crude oil and refined oil products of 1.4 million M3 and capability to load/unload tankers from 20,000DWT to 320,000DWT.

Ireland has an unusually high dependency on oil in its total energy mix, with oil accounting for 50% of primary energy consumption, compared with an EU average of 35%. In addition, even with just under 40% of households relying on oil for central heating, transport is by far the largest oil using sector, at 72% (followed by residential use, at 15%). The supporting retail infrastructure comprises around 1,500 filling stations.

An Evolving Competitive Landscape				
	2000	2010	2020	2030?
Mainline Oil companies	Esso, Shell, Texaco, Statoil, IPCL	Esso, Topaz, Texaco, Conco-Phillips	Circle K, Valero, Irving Oil	
Large Independent/ Re-sellers	Maxol, TOP EMO, Campus Oil, Stafford Fuels, East Cork Oil, Amber Petroleum, Corrib Fuels, Inver Energy, Jones Oil, Estuary Fuel	Maxol, TOP EMO, LCC Oil, Campus Oil, Stafford Fuels, Amber Petroleum, East Cork Oil, Corrib Fuels, Inver Energy, Jones Oil, Applegreen	Maxol, EMO, Stafford Fuels, LCC Oil, East Cork Oil, Greenergy, Corrib Fuels, Applegreen	

Just over half of the country's oil products requirements are routed through the three storage facilities in Dublin port, with the lion's share of these being sourced from the Valero, Pembroke refinery.

Northern Ireland

Competitive landscape

This territory has an even higher dependency on oil as a primary source of energy, at around 60% of the total, with transport again accounting for the largest share of oil use, at 71%, and a supporting filling station network of about 700 sites.

Oil plays an even larger role than in the South as a heating source, being used by just over 60% of households. Consequently, the competitive landscape is dominated by a well-established network of distributors/re-sellers, ranging in size from a few million litres per year to several hundred million litres.

The five largest distributors, by tanker numbers, are:

1. Nicholl Oils
2. LCC Oil
3. Bangor Fuels
4. Carlisle Fuels
5. Patterson Oil

Two noteworthy developments in the competitive landscape in this millennium have been:

- The exit of three 'majors', Esso, Shell and Conoco/Jet from the market
- The joint acquisition of the BP Belfast terminal in 2016 by Puma Energy and Nicholl Oils with BP remaining an active market participant.

Electrification

There are currently around 400 vehicle electric charging points, owned and operated by the ESB, plus another 4 at the Tesco, Craigavon store.

Logistics

LCC Group, in a JV with Statoil, commissioned a 110,000M3 storage facility in Derry in 2005, servicing the north west and western parts of the country and also delivering in to the Republic; LCC took over full ownership in 2016.

The principal oil products supply sources are out of the Valero, Pembroke refinery and Petroineos, Grangemouth, via Finnart, delivering products to the Puma Energy/Nicholl Oils, Inter Terminals and Valero facilities in Belfast.

The relatively high degree of dependency on oil as a primary energy source across the island of Ireland will present some serious challenges to the downstream sector through the 2020s as the energy transition unfolds. This process will be a, if not the, primary determinant of its future shape. The progressive decline in oil products demand is likely to create continuing pressure towards further consolidation. With challenges come opportunities to pursue and develop new and different earnings streams – in areas such as, for example, electricity supply, hydrogen and low carbon liquid fuels; there will doubtless be others!

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



RIGID / TRAILER MANUFACTURE • PARTS, SERVICE & RENTAL

**LAKELAND
TANKERS**



**Manufacturer of the Fuel Oil News
Tanker of the Year 2020**



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

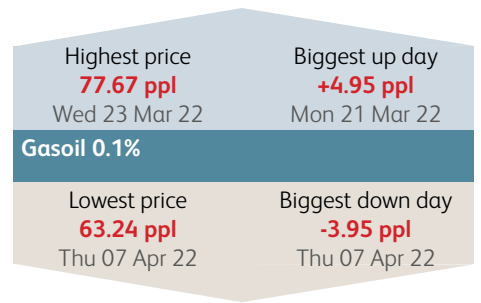
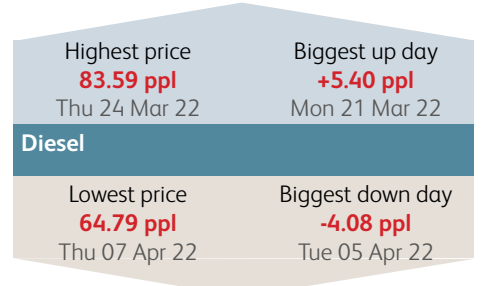
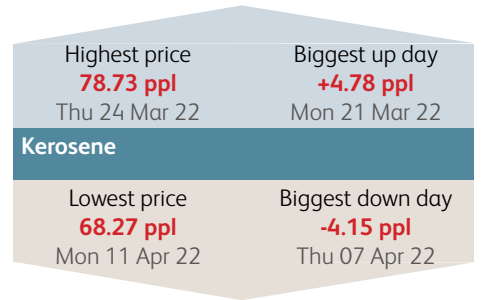
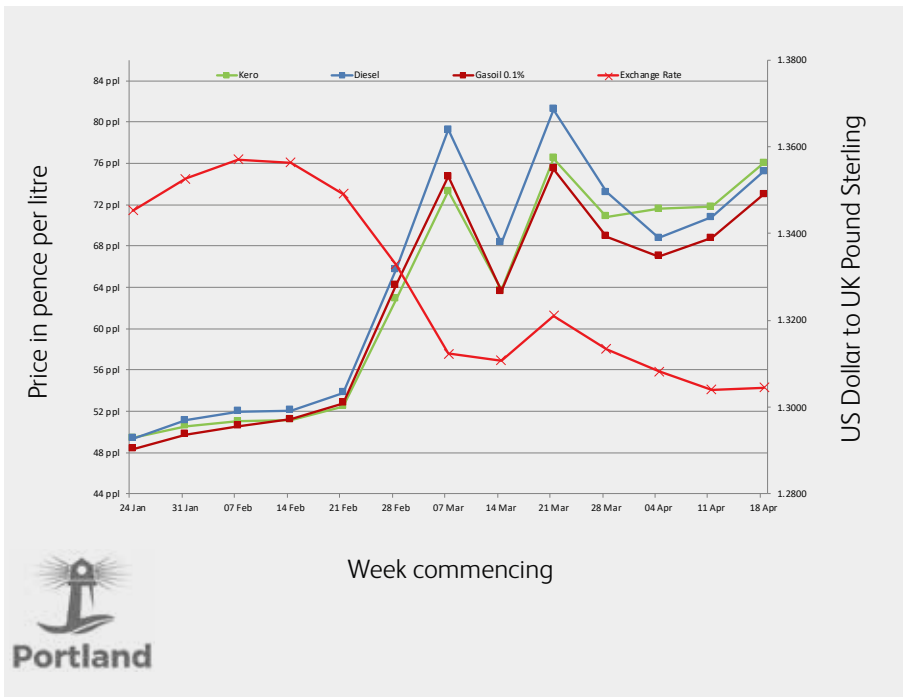
**Road Tankers Northern, South Yorkshire
01226 350 650 www.rtnltd.co.uk**

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

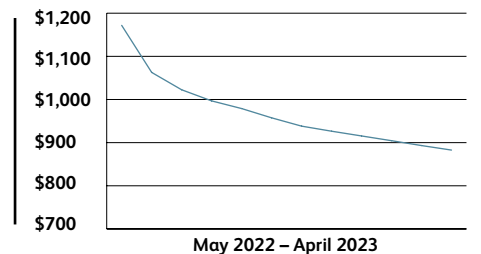
Wholesale Price Movements: 19th March 2022 – 18th April 2022

	Kerosene	Diesel	Gasoil 0.1%
Average price	72.52	73.60	70.01
Average daily change	2.48	2.48	2.35
Current duty	0.00	57.95	11.14
Total	72.52	131.55	81.15

All prices in pence per litre



Gasoil forward price
in US\$ per tonne



The Fuel Oil News Price Totem

	Trade average buying prices			Average selling prices		
	Kerosene	Gasoil	ULSD	Kerosene	Gasoil	ULSD
Scotland	75.18	81.65	130.27	85.71	87.24	135.37
North East	74.13	80.28	129.35	88.87	85.52	133.11
North West	75.70	82.88	131.74	85.79	87.73	135.08
Midlands	74.20	80.81	129.81	84.15	85.96	133.88
South East	74.30	80.77	129.79	94.83	89.74	133.32
South West	74.65	80.61	129.63	87.86	85.75	132.86
Northern Ireland	74.76	81.98	n/a	84.51	88.26	n/a
Republic of Ireland	88.52	87.41	131.21	96.76	92.58	135.37
Portland	72.51	78.33	126.50			

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 MAY'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 **JEREMY ROYLE**, THE MANAGING DIRECTOR OF YOUR NRG.

“AN IMPERFECT STEP TAKEN TODAY IS BETTER THAN A PERFECT STEP NEVER TAKEN.”

JEREMY ROYLE

Please give your career history in 25 words or fewer

3 years with a creative advertising agency in the heady days of long lunches, 14 years brand positioning, 11 years liquid fuelling...

Describe yourself in 3 words

Conscientious. Dependable. Diplomatic.

What were your childhood / early ambitions?

Farmer / Business Owner.

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

Estate Owner in the Scottish Highlands.

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

Drop perfectionism; an imperfect step taken today is better than a perfect step never taken.

Share your top tips for business success

A common goal.

What's your most recent business achievement of note?

Rebranding and repositioning the business as Your NRG.

Which is most important – ambition or talent?

Ambition – it cannot be taught or trained.

What's the best thing about your job?

Receiving, and providing, opportunities to succeed.

Which is the quality that you most admire?

Humility.

What are you most likely to say?

Yes. Go for it.

What are you least likely to say?

It's not possible.

Describe your perfect day

A dawn break walk with the dogs before breakfasting with the family, followed by a day outside listening and supporting friends and family, culminating in a sociable gathering (and a dance floor of course!).

Do you have a favourite sports team?

My children's.

What's the biggest challenge of our time?

Caring for the Planet.

Cheese or chocolate?

Both!

Share your greatest personal achievement

A family.

What's your pet hate or biggest irritant?

Litter.

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

I knew he would work it out / Crikey, he's old enough to be my father!

What is number 1 on your bucket list?

An exceptional family holiday.

What 3 things would you take to a desert island?

Fishing Rod. Flint. Hunting Knife.

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

Relative witchery.



Products & Services Directory

EVERYTHING YOU NEED TO PROTECT YOUR BUSINESS

OAMPS

HAZARDOUS INDUSTRIES
Your insurance partners
in the fuel & oil industry



01372 869762 | www.oamps.co.uk

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



Measurement & Metering Control

Complete liquid management

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

T: +44 (0)1629 815674

F: +44 (0)1629 813426

sales@ea-projects.com

www.ea-projects.com



FUELLING SOLUTIONS

UNIQUE FUEL ADDITIVES GIVING GUARANTEED RESULTS



Tel: 01743 761415

www.fastexocet.co.uk

Cobo Tankers & Services

FUEL OIL NEWS TANKER OF THE YEAR 2021

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

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

FFEW0425173219

Whole Business Insurance Package for
Fuel Oil Distributors

- ▶ One Policy
- ▶ One Insurer
- ▶ One Payment
- ▶ One Renewal Date

Book your appointment now!
020 3907 1361

insured by **oilshield**

oilshield evergreen AVIVA

FUEL & OIL CONTAMINATION, SPILLAGES OR POLLUTION ?

Bespoke investigative chemistry of fuels & oils.
Identification of contaminants.
Determining causes of quality issues.
Characterisation of novel fuels.
Detailed analysis reporting.
Over 40 Years petrochemical experience.

SMS Analytical Ltd
0333 358 0037
www.smsanalytical.com

ALLIED Storage Tanks Limited

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

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

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

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

Fuel Oil News

Founded in 1977 by James Smith

01565 653283

www.fueloilnews.co.uk

Managing director

Nick Smith

Subscriptions

Annual subscription for the UK & Republic of Ireland is priced at £98 or €113 inc. p&p. Overseas: £115 or €134.
Back issues: £8 per copy.

Published by

A&D Publishing,
Caledonian House, Tatton Street,
Knutsford, Cheshire
WA16 6AG
www.ashleyanddumville.co.uk

Fuel Oil News is sold solely on condition that:

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

