

# Fuel Oil News

SEPTEMBER 2020



**THE SUPPLY ISSUE**  
**WATSON FUELS TALKS OF EXPANSION**  
**OIL SPILLS – THE LEGAL IMPLICATIONS**

# SUPPLYING FUEL ADDITIVES TO KEEP YOU GOING WHATEVER THE WEATHER (OR CIRCUMSTANCES)...





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

## 4-9 NEWS

## 9 PEOPLE MOVES

## 11-13 INDUSTRY ANALYSIS

How does the industry ensure supply security?

## 13 DIVERSIFICATION CORNER

Why diversification was a natural progression for Arnold Diggle & Co

## 15-17 IN CONVERSATION

Watson Fuels talks investment and expansion

## 18 PORTLAND MARKET REPORT

The impact of staycations on the kerosene market

## 19 IRISH FOCUS

Gerry McManus on liquid fuel heating in Northern Ireland

## 20-21 INDUSTRY KNOWLEDGE

The legal implications of a spill

## 22-25 INDUSTRY INSIGHT

The downstream oil sector in Spain

## 26 PRICING PAGE

## 27 IN PROFILE

“Get honest feedback on what you do well and become a specialist in that area”

The role of technology in our lives has certainly been at the forefront of everyone’s thoughts over the last few months, as family members jostle with each other for their share of time on the household laptops, chargers, screens and headsets. Negotiation skills have been finely honed in the process of persuading your teenage child that the lagging in their online gaming is of less consequence than you ‘freezing’ in the midst of an essential Zoom meet, inevitably with the most unfortunate look captured on your frozen face.

New ways of communicating with family, friends, colleagues, customers, students, and others have been tried, tested and refined in an attempt to meet the demands that our ‘new normal’ requires. The strength of each of our personal and professional networks has been tested for its ability to withstand the pressure of unfamiliar interactions and, it seems, they have largely held strong.

Despite all the challenges of this time – most of them ‘unprecedented’ as we are frequently reminded – much has continued.

In our own industry, fuel has been produced, transported, stored

and delivered. Businesses have opened, closed, diversified, expanded and rationalised and people have taken up new roles. Awards have been given, certifications accredited, new partnerships forged, tanker fleets expanded, depots and retail sites opened, exciting new products launched, and key appointments made. And, in the pages of this issue, there are examples of all of these.

We also hear from the supply side of the industry with regard to the measures that have been put in place to ensure both quality and security through these uncertain times and, as always, come away impressed and reassured by the calm efficiency with which this industry continues to adapt to both the longer term and immediate challenges.

As September rolls around, we hope it also brings with it a continuing and increasing recovery. We look forward to a time when we can, once again, meet face-to-face. Until such time we look forward to continuing to engage with you and all the industry developments in all the ways technology makes possible – frozen faces notwithstanding.



## On the cover

Oikos tank storage units stand tall on Canvey Island.  
Image credit: Terry Kent Photography.

There is an in-depth look at how the industry ensures supply security in ‘Industry Analysis’ on pages 11 to 13



## In this issue

Hot on the heels of the latest expansion, we enjoy hearing more from Watson Fuels about its growth from humble beginnings to the company it is today in our ‘In Conversation’ on pages 15 to 17

## Contact us

**Managing director**  
Nick Smith

**Managing editor**  
Margaret Major  
margaret@fueloilnews.co.uk

**Content / social media executive**  
Stephanie Samuel  
stephanie@fueloilnews.co.uk

**Irish news**  
Aine Faherty  
aine@fueloilnews.co.uk

**Accounts & subscriptions**  
Berni Chetham  
berni@fueloilnews.co.uk

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.

**01565 653283**  
**www.fueloilnews.co.uk**

**Founded in 1977 by James Smith**  
**Published by**  
Ashley & Dumville 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



## Essar's exemplary safety performance awarded gold

**Essar Oil UK's Stanlow Manufacturing Complex has achieved Gold in the internationally-renowned RoSPA Health and Safety Awards, which offer a prime opportunity to benchmark safety performance year on year and ensure consistent performance between sites. They also provide an effective route to demonstrate an ongoing commitment to raising health and safety standards.**

Established in 1956, the longest-running industry awards scheme in the UK, which receives over 2,000 entries from organisations around the world, recognises achievement in health and safety management systems, including practices such as leadership and workforce involvement.

Julia Small, RoSPA's head of qualifications, awards and events, said:

"The RoSPA Awards scheme is the longest-running of its kind in the UK, but it receives entries from organisations around the world, making it one of the most sought-

after global accolades in health and safety.

"RoSPA wants every employee, wherever they are, to work safe in the knowledge that they will be going home unharmed and healthy at the end of every day. The RoSPA Award winners are vital to help achieve this goal, as by entering they are driving up standards and setting new benchmarks for organisations everywhere. Currently, around seven million people are directly impacted by the RoSPA Awards, but the scheme's influence is even wider."

Jon Barden, chief operating officer at Essar, commented;

"Health and Safety is a continuous focus for everyone at Essar. We are pleased to once again receive the Gold RoSPA award, recognising our commitment to maintaining the highest health and safety standards and safe working environment which ensures our staff and business partners get home safely to their families at the end of every working day."

## Community benefits from the generosity of Phillips 66

**No stranger to giving back to the community, Phillips 66 Limited has gone the extra mile to thank NHS staff and key workers through generous charitable donations.**

The company helped out locally in Humber, donating 12,000 gloves, 1,500 waterproof gowns and 100 goggles to Grimsby Hospital in support of first responders.

Phillips 66 has also been on hand helping those who have been isolating at home. A spokesperson from Phillips 66 said;

"In partnership with Sodexo, the on-site catering team, we helped deliver food and essential supplies to neighbours of the



refinery who were shielding."

In addition to this, over £40,000 has been raised for the domestic abuse charities Blue Door and Hull Women's

Refuge and £1,000 has been donated to support an additional first responders van on the road.

The company also donated 1,000 acetates to support staff volunteers making 3D printed face visors and, in a move to help the elderly stay connected with their families, an iPad has been donated to a local nursing home to assist with video calls and remote communications.

## Clugston expand fleet with Cobo tankers

**Clugston Distribution Services Ltd is adding 15 new Cobo 42,000 litre fuel tankers to its growing and expanding fleet with the manufacturer equipping Clugston with new tankers for bulk fuel transportation.**

Providing road tanker transport solutions to the bulk powder and bulk fuel sectors, Clugston has already received some of the new tankers which are ready to have their familiar blue liveries added in the paint shop

before hitting the road.

Specialising in aluminium tanks for transport of hydrocarbons, as well as stainless steel vehicles for transportation of other products, Cobo vehicles merge experience, technology and quality. Product capabilities include motor spirit, diesel, ethanol, bio diesel, bio ethanol, aviation fuel (kerosene), gas oil, marine gas oil, fuel oils and other liquid chemicals.



# UKIFDA begins search for new CEO

UKIFDA has commenced its search for a new CEO and is seeking “a dynamic candidate with experience or a strong working knowledge within the renewable sector and a good understanding of the UK fuel distribution industry, operating and influencing at government level with established industry and government contacts and relationships.”

Posting on LinkedIn, UKIFDA outlined the high-profile role and its desire to find an inspiring leader to drive a culture of collaboration and engagement, whilst continuing to deliver UKIFDA’s strategy and future vision to steer the transition to renewable fuels in future energy policy in the UK and Ireland.

Having taken on the role in February

2018 and worked tirelessly in support of the membership to keep liquid fuels on the future energy agenda, current CEO Guy Pulham commented;

“I look forward to handing over to my successor. Someone with renewables experience who can help ensure that bio liquid fuels are included in consumer’s decarbonisation choices in the UK and Ireland.”

## Gardner Garages praises Valero support

Family business, Gardner Garages Limited, has recently opened another Texaco site, City Service Station in Hereford. This will bring the current number of Gardner Garages sites under the Texaco brand to four, with their first site joining over 20 years ago. The three existing sites have recently signed long term renewals with the Texaco brand as well.

Clive Gardner, chairman of Gardner Garages, speaks of the strong relationship with Valero;

“The ability to have open dialogue and excellent communication with decision makers within the Valero organisation has proven invaluable over the years as has the reliability of their fuel ordering and delivery service. It’s reassuring to know the level of support and service we will receive on signing up another site to the Texaco brand.”

City Service Station is, already, a well serviced site however Clive, who thrives on transforming sites, has a strong vision of how he wants the business to take shape and is



looking forward to developing it to create a future-proof forecourt with all grades of fuel and better community focused facilities.

The business is also committed to the community and, for many years, has undertaken fundraising activities to support the Pied Piper Appeal, a local charity that helps sick and disabled children. During the current COVID-19 crisis the business has also donated £2,500 to a local primary school and cat rescue centre after seeking nominations from the local community.

Andrew Cox, Valero’s director sales and marketing, said;

“Our relationship with Gardner Garages goes back many years and we’re delighted to have teamed up with Clive again as their fuel supplier for their latest location. I’ve no doubt the site will be successful and Clive’s plans for the future will be well supported under the Texaco brand.”

## Who will take the title – Fuel Oil News Tanker of the Year 2020?

Fuel Oil News welcomes your nominations for the prestigious 2020 tanker of the year award.

To enter, send a high resolution image of your new tanker together with full details of the vehicle’s chassis/tanker manufacturer, type, size, capacity, compartments and on board equipment, paying particular attention to anything that is new, innovative or different to other vehicles in your fleet to [stephanie@fueloilnews.co.uk](mailto:stephanie@fueloilnews.co.uk).

Entries for the award will be accepted up to 31 October 2020.



Hylands Fuels Northern Ireland were “delighted and very proud” to be last year’s winners



**LAKELAND  
TANKERS**

Road Tankers Northern are able to provide a flexible, competitive hire scheme. Offering both long term, and short term hire solutions, we have a variety of vehicles readily available including:

- Aviation
- Rigid
- Trailers

All vehicles are maintained prior to departure and undergo extensive health checks to satisfy the customer. Road Tankers Northern can tailor vehicles to suit the customer.



For more information call 01226 352828 or e-mail us at [hire@rtnltd.co.uk](mailto:hire@rtnltd.co.uk)



## Watson Fuels opens state-of-the-art Kent depot

Keen to reach more homes and businesses across the South East, Watson Fuels has opened a new depot in Headcorn, Kent. It joins Watson Fuels' network of nearly 35 depots across the UK which, together, offer national reach combined with the friendly local service Watson Fuels customers have come to expect for over 60 years.

The Headcorn depot replaces an existing facility in Hawkhurst, Kent, and brings with it greater capacity to serve more customers. Through this new purpose-built depot, Watson Fuels is now able to take on new customers in the area and can serve homes and businesses in even the most rural locations across the South East.

"Kent has excellent road links, one of the UK's busiest ports in Dover, and hundreds of fantastic rural businesses," Scott Roberts – operations & logistics director at Watson Fuels explains. "It makes sense for us to invest in the area – a location that remains key to both national and local industry. Our new depot enables us to reach more customers across the region, helping businesses and families in the South East to manage their fuel supply easily and cost-effectively."

"I am delighted to be in a position to confirm the new site at Headcorn, Kent is now fully operational. The new site further supports our desire to be our customers' number one choice in Kent. And, for our colleagues, the new site investment demonstrates our commitment to them ensuring they have the facilities to operate safely and efficiently as we grow our business further."

The new Headcorn depot marks the latest in a series of operational investments by Watson Fuels. In the last 18 months,



Malcolm Atkins (operations manager – Physical Operations) (L) and Craig Hallam (regional commercial manager) (R)



Scott Roberts (operations & logistics senior director) (L) and Mark Saunders (driver) (R)

the distributor has opened a new facility in Grangemouth – the first Watson depot in Scotland – and a new operational location in East London, as well as improving the tank infrastructure and capacity within a number of existing depot and office locations. Watson has also been modernising its 350-strong fleet of tankers and will have replaced over 30% of the fleet with brand-new vehicles before the end of 2021.

The investments are key steps in making sure that, as Watson Fuels' services grow, it continues to stay reliable, offering customers a cost-effective, efficient and dependable service.

*Read more about developments at Watson Fuels in our 'In Conversation' on pages 15 – 17*

## OptiMate: Now with gravity metering

**The introduction of gravity metering to the latest release of Mechtronic's OptiMate gives fuel oil operatives greater confidence that all deliveries are accounted for and efficient delivery schedules can be maintained. OptiMate also enables pre-set gravity deliveries allowing split loads from each compartment.**

An electronic metering system for the fuel oil distributor, OptiMate incorporates a turbine meter that delivers on accuracy and repeatability. The latest release of OptiMate offers gravity metering along with hose and



bulk through the same class leading turbine meter. Regardless of the delivery method, it's now metered, ensuring every litre is delivered, and a ticket is printed.

OptiMate incorporates a self-draining manifold that prevents contamination and enhances a cleaner line change, protecting fuel oil distributors against contamination. This industry first ensures that the manifold is cleared every time, leaving the driver free to continue with their next delivery without the threat of a possible contamination. OptiMate also supports automatic compartment follow-on and pre-determined line changes at the end of the delivery, without the need to return to the vehicle – saving drivers time and increasing efficiency.

# Qualification milestone for Reynolds Training Services

TSA associate member Reynolds Training Services has had its sector leading Bulk Storage Operator Technician qualification approved by the Institution of Chemical Engineers (IChemE) – the first level 3 diploma to be approved by IChemE.

Part of a two-year apprenticeship offering a wider focus on process and occupational safety, human factors and emergency response and aligning these elements with technical operations, the programme is a mix of vocational and academic learning.

John Reynolds, managing director at Reynolds Training Services, said;

“This is a huge milestone in the progression of this qualification and embedding it into the apprenticeship programme and offers a real career pathway for those entering the industry, or for those currently employed within the sector and looking for a wider progression route.

“It was brought about through excellent teamwork and coordination with IChemE, the Tank Storage Association and the wider team at Reynolds Training Services Ltd. I am

extremely proud of the work undertaken and the achievement gained.”

The IChemE assessors commended Reynolds Training Services for their outstanding simulation facility of a full-scale tank farm that offers a realistic, professional environment and which provides trainee engineers ample work-based experience in real-world problem-solving and risk assessment for major accident hazards. The assessors also praised the course leaders for teaching the process safety fundamentals at an exceptionally high standard.

Peter Davidson, executive director of the Tank Storage Association, commented;

“The bulk liquid storage sector is and will continue to be an important source of career opportunities. With a new wave of innovation and extensive demand for skilled and qualified specialists, we are delighted that this Level 3 Qualification that is embedded into the sector leading apprenticeship programme has received IChemE recognition, a testament to Reynolds Training Services’ commitment to the development of the next generation of talent in the UK.”



## Adler and Allan partners with Hoyer Petrolog UK Ltd for road tanker testing

Adler and Allan has agreed a three-year partnership with Hoyer Petrolog UK Ltd to carry out road tanker testing across its road fuel tanker fleet in a contract which includes holding their fleet details on a secure database, to ensure that all tests are carried out on schedule. Clients have password-protected database access to view their fleet information, including test results and certificates.

The integrity of the barrel and tank on road tankers should be tested every two years according to the Road Traffic (Carriage of Dangerous Substances in Road Tankers and Tank Containers) Regulations 1992.

Adler and Allan is approved by the Department for Transport to provide road tanker testing across the UK and issue Safe Loading Passes as well as meeting strict UKAS standards. The company is also approved and accredited for testing general purpose and bitumen tanks as well as meter and fire extinguisher testing which is required annually.

Andrew Clarke, Forecourt Services managing director, Adler and Allan, said;

“We are delighted that Hoyer Petrolog UK Ltd has trusted us with their road tanker testing in the UK. As well as road tanker testing we are accredited to perform vapour tightness testing, intermediate and periodic inspection and testing.

“We are also experts in chemical compliance and have a 24/7 hazardous materials advice line. If you are transporting any bulk liquid in the UK, we can ensure you remain compliant and safe.”

## Oilfast’s Local Hero Scheme

Scottish fuel distribution business Oilfast is running a Local Hero Scheme aimed at recognising and rewarding the efforts of both key workers and members of the public, who have supported their local communities during the pandemic.

Joe Carroll, sales director at Oilfast, said; “Our Local Hero scheme is a great way of supporting those who support us, and their local community. In total, we have had seven winners in Scotland and one in Wales – each

will receive 500 litres of heating oil when they require it.”

Mark Robinson (pictured) was the winner from Oilfast’s Inch depot.

Another winner, Carl Stewart from Cromdale, was called ‘selfless’ for his positive contributions in his local community, including fundraising for local causes, helping locals with shopping and prescription deliveries and arranging activities to bring the community together.





# Ford Fuel Oils looks to 2021

Content editor **Stephanie Samuel** caught up with fourth generation family member and director of Ford Fuel Oils, **John Ford**, ahead of their 50th anniversary next year.

In a year that has been especially challenging for the oil industry, John talks growth, acquisitions and upcoming celebrations.

## Overcoming challenges

“Compared to when we first moved into oil in 1971, the environment is very different and more difficult now. Luckily, the rise of technology has helped to counterbalance this – we have in-cab computers that aid deliveries and software packages reducing paperwork.



The efficiency this provides is well worth the investment.

“This year has presented additional challenges with customers panic buying as we went into lockdown and many taking advantage of the oil price crash to fill their tanks, but we were fortunate to be able to accommodate a surge of orders and have drivers that we can rely on.

“Mutual trust and respect in our employees and customers is incredibly important to us, and helped us to overcome what has been a challenging year so far.”

## Family driven, customer focused

Commenting on the importance of upholding Ford Fuel Oils’ values, John said;

“Whilst there have been many changes in fifty years, our ethos has always remained – we are family driven and customer focused. Being independent, we have no external shareholders influencing the decisions we make. Our focus is keeping family, employees and customers happy, and this is reflected in the decisions we make.



(L to R) **John Ford** (Director), **Michael Ford** (Director), **David Ford** (Sales Representative), **Jack Ford** (Founder), **Adrian Ford** (Director), **Richard Ford** (Director).

“When we first moved into oil, almost five decades ago, we grew from one to two tankers in our first year, and now we run a fleet of over 70, acquiring 10 new tankers this year alone,” John told Stephanie. “We are looking forward to celebrating that anniversary next year, in what capacity yet we are undecided, but it will be a celebration of both the business and the people that make Ford Fuel Oils what it is today.”

We look forward to catching up with John and Ford Fuel Oils next year.

## LAKELAND TANKERS

RIGID / TRAILER MANUFACTURE • PARTS, SERVICE & RENTAL

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

<b>Lakeland Tankers Ltd</b> West Midlands	<b>Road Tankers Northern</b> South Yorkshire
Doug Watts 07770 837 829 doug@lakeland2k.co.uk	Brian Edwards 07831 617 616 brianedwards@rtnltd.co.uk Richard Bulmer 07584 239 297 richardbulmer@rtnltd.co.uk Adrian Mason 07703 715701 adrianmason@rtnltd.co.uk
<b>Tel: 01384 421 199</b> <b>Fax: 01384 894 091</b>	<b>Tel: 01226 350 650</b> <b>Fax: 01226 360 528</b>
<a href="http://www.lakelandtankers.co.uk" style="color: white;">www.lakelandtankers.co.uk</a>	<a href="http://www.rtnltd.co.uk" style="color: white;">www.rtnltd.co.uk</a>

## ARNOLD DIGGLE & CO LTD

PETROLEUM & DIESEL SOLUTIONS

Qualified Approved Professional

- Tank & Vessel Cleaning/Degassing on above and below ground tanks.
- Grit Blasting - Internal & External.
- Tank Inspection to EEMUA 159 by Qualified Independent Tank Inspector.
- Comprehensive repair work undertaken on storage tanks following inspection.
- Site decommissioning and removal of oil tanks.
- Site remediation of contaminated ground spills.
- Civils Work.
- Installation of petrol forecourt equipment & fuel management systems.
- Domestic heating oil tanks and installation work.

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

**Tel: 01229 582769**  
scott@arnolddiggleandco.co.uk



# Acquisition funding secured as Craggs welcomes new CFO

With the appointment of Jason Sharp as chief financial officer, the Craggs Energy Group is actively seeking acquisitions across the North of England.

Jason, who was formerly CFO and co-founder of Vapour Cloud, a private equity technology company, has a 20-year plus career across a variety of sectors and takes up the board level role across the Group.

Talking about his new role, Jason said;

“From the moment I met Chris and Richard I knew I wanted to be part of the Craggs team and work with them in delivering the next phase of growth through a combination of their innovative organic growth, such as the ‘Naked Fuel Card’ and through acquiring companies who deliver a similar high level of customer service.

“The Craggs Energy Group has huge potential across its four businesses and my experience in fast growth technology

led companies was a perfect fit.”

Chris Bingham, CEO Craggs, said; “Since we launched Craggs Energy nearly 10 years ago, we have created four companies within the group through a combination of significant organic growth and some smaller acquisitions.

“With the group of companies all reaching a level of maturity, now is the time for us to look at the next phase of growth and development which will involve further organic growth, but also potentially a number of larger and more complex acquisitions.

“We have a very strong operational team to deliver this growth, but I needed a strong and experienced CFO to help us manage the next phase and I am delighted that Jason has decided to join us on our journey.

“His background in merger and acquisitions is exactly what we need, along with his personal style which is very open and direct – that fits well in our senior management team.”



Picture shows (Left to Right) CFO Jason Sharp with CEO Chris Bingham and MD Richard Wallace on location at the company head office in Cragg Vale, West Yorkshire.

## PEOPLE MOVES

sponsored by eleven recruitment

**Jodie Allan**, assistant manager for Scottish oil distributor James D Bisland has completed her 3 year tenure as **UKIFDA** President. Jodie was the first female president of the then named FPS. Jodie’s successor, and the 33rd president, is **Janet Kettlewell**, owner and director at independent fuel oil supplier, Kettlewell Fuels.



**Jason Sharp** has joined **Craggs Energy Group** as CFO and expressed his aim to bring his finance and technology experience to support the next phase of the Group’s growth and innovation.

**UKIFDA** has appointed **Adrian Hancox**, regional manager at NWF Fuels, as its Midlands Representative.



**Ian Carr** has been appointed president of ExxonMobil Fuels & Lubricants Company following the announcement of the retirement of **Bryan Milton**, from the role.

In July, **Paul Muncey** was appointed as the director of business development at **The Bayford Group**.

Building on five years’ experience as aviation marketer at **Mabanaft**, **Will Wilson** started a new role within the company as aviation marketing manager this year.

Following over five years as vice president at S&P Global Platts, **Stuart Wood** began his role as head of energy strategy at **ICIS** in June.

**Christian Coolsaet** has been appointed as managing director of **Volvo Trucks UK & Ireland**. The company has also appointed **Hannah Burgess** to the newly created position of director of new vehicle sales, based in the company’s head office in Warwick.

Working for **John Hogg** since 2017 as account executive Europe and customer manager, **Rebecca May** began her new role as senior customer manager for Europe in June.

Bringing balance to the senior leadership team, with every area of the business now represented at board level, **Jonathan Bishop** has been appointed as operations director at **C.D.S Computer Design Systems Limited**.



**Isabelle Nourry** has joined **Hytek** as international sales manager, handling the company’s export markets.

**Paul Bray** retired as director of **Valero** at the end of June this year.

**Gillian King** has joined the board of **The Oil & Gas Technology Centre (OGTC)**. Commenting on her new position, Gillian said;

“It’s a huge honour for me to join the OGTC board and to be given the opportunity to contribute to such an integral part of the energy transition.”

# MABASUPPLY

ensuring complete supply resilience  
throughout lockdown and beyond

Maintaining a reliable supply of fuel, both during lockdown and beyond, has played a fundamental role in keeping the UK running. Mabanaft has remained open for business, ensuring customers complete supply resilience, throughout.

With storage terminals located across the UK, we can guarantee convenient, cost effective access to fuel whenever and wherever you need it as well as highly competitive pricing and very flexible payment terms.

Big enough to depend on, small enough to care  
**0207 802 3300 | [www.mabalive.co.uk](http://www.mabalive.co.uk)**

*Wholesale fuel  
available when  
you need it*







# How does the industry ensure supply security?

THE UNEXPECTEDLY TURBULENT START TO THE YEAR IMPACTED SIGNIFICANTLY ON SUPPLY AND DEMAND, RESULTING IN INCREASED UNCERTAINTY FOR MANY WITH REGARD TO THE SECURITY OF SUPPLY. ALONGSIDE THIS, RECENT ANNOUNCEMENTS, SUCH AS THE CLOSURE OF ISLE OF WIGHT FUELS, RESULTING IN THE LOSS OF THE ONLY STORAGE DEPOT ON THE ISLAND, HAVE CREATED YET MORE CONCERN FOR DISTRIBUTORS AND HIGHLIGHT HOW IMPORTANT CONFIDENCE IN BOTH THE QUALITY AND SECURITY OF SUPPLY IS TO THOSE OPERATING IN THE SECTOR.

FUEL OIL NEWS HEARS THE LATEST UPDATES FROM THOSE INVOLVED IN THE SUPPLY CHAIN, TO UNDERSTAND HOW THE INDUSTRY IS ENSURING SUPPLY SECURITY ACROSS THE UK AND IRELAND.

## Facing challenges head on

When it comes to business, it could be tempting to seek to downplay the stresses of a challenging year, but, with something as unprecedented as a worldwide pandemic, it is reassuring to see this issue addressed.

As **Mabanaft** highlighted; "2020 will forever be remembered as the year COVID-19 changed the world. Maintaining a reliable supply of fuel, both during lockdown and beyond, has played a fundamental role in keeping the UK running. Mabanaft has remained open for business, ensuring customers complete supply resilience throughout."

**Valero** also commented on the importance of maintaining the supply chain through this time and explained why they were well-placed to do so;

"Valero has a strong business continuity plan, so we were able to put contingency plans in place quickly to ensure disruptions in our supply chain as a result of the COVID-19 pandemic would be kept to a minimum. We also instigated robust health and safety procedures to protect everyone working at or entering our facilities – our employees, contractors, customers and drivers – and to keep illness to a minimum. As a result, our terminals and refinery kept working throughout and we had no significant delays or issues supplying our customers. As a company, we acted quickly to ensure our financial stability and the commitment of our workforce has meant we've delivered better than expected results in Q2."

Tony Woodward, general manager at Oikos commented on the role that the company plays in keeping supply secure, even during

challenging times;

"Oikos' role is one of receipt, storage and safe dispatch. We must continue to provide a seamless and safe transition of product, from vessel to tank to pipeline and vehicle."

The terminal itself ensures its own resilience of supply through comprehensive maintenance procedures and staff shift cover.

## Putting customers first

With all the challenges, putting customers first and ensuring strong, reliable communications were top priority for many.

**Valero** articulated this; "What has been crucial for **Valero** throughout is remaining in regular contact with our customers. It meant we were able to understand their needs better and more quickly, helping them adjust to meet the changing demands of their customers. We spoke or video-called with them regularly to keep abreast of developments, adjusting our own forecasting to meet the challenges of a situation that changed daily. This flexibility was made easier by having a robust supply network."



**Greenery** also highlighted their focus on customer care;

"We operate infrastructure assets around the UK that strengthen our supply chain security. Our national footprint has ensured cost effective and competitive supply resilience for our customers, particularly over recent months, all supported by a responsive 24/7 customer service team that gives industry leading supply flexibility and service," said Caroline Lombard, UK trading director at Greenery.

A Greenery customer Roger Peart, of Oil NRG, explained;

"Greenery has always been keen to help, but their flexibility and agility over the past few months has been of great support to us."



Helen Thurtle, commercial sales manager at **World Fuel Services**, said; "We are continuing to deliver

dedicated account support, providing expertise and advice for customers on the right time to buy for their business. We have also focussed on building our environmental credentials, joining the "Getting to Zero Coalition" in September to help support lower emissions in the maritime industry.

"In 2020, we are working with our customers to provide the supply solutions they need. Our unique flexible credit offering helps customers with cash flow and, with continued investment in technology we are able to deliver a more streamlined purchasing process.

"This year has already seen vast market fluctuation, and with little sign of this changing, we are continuing to provide tailored support with flexible contracts that offer stability throughout the uncertainty."

With **Mabanaft** systems designed to add value for customers, one online service, Mabalive, really came into its own during lockdown, giving customers access to view live fuel prices, place orders and manage their account online. The company commented;

"Mabalive also aided a smooth transition to remote working, allowing staff working from home to continue supporting customers, ensuring them an uninterrupted supply of fuel."

Customer service runs throughout the business with Mabanaft reporting;

"Staff at our truck stops – essential fuelling stations for drivers distributing much needed goods around the country – have also gone

above and beyond to ensure drivers safe access to essential facilities and good home-cooked food during their stay.”

## The Earth continues to turn

At the same time as maintaining a constant and reliable supply, companies have also continued with strategic business plans.

**World Fuel Services** explained the growth it has seen through this time:

“**World Fuel Services Wholesale Division** has continued to deliver for more customers, reporting increased volumes last year. Through a personal approach to contracting, making hedging and live marketing prices options available, the division has achieved sustained growth throughout a challenging time in the market.”



**Mabanaft** confirmed the continuation of planned projects; “These are unprecedented

times, nonetheless **Mabanaft** will continue to build resilience through careful, strategic investment. While we have seen delays on some projects as a result of COVID-19, others are striving ahead, including the continued development of a UK-wide network of truck stops. Recent acquisitions, J29 in Chesterfield and Avon Lodge near Bristol, are both strategic locations for the commercial fuel network, more new acquisitions will be announced in the near future.”



**Harvest Energy**, a member of the **Prax Group** of companies, spoke of its continued support of the needs

of the sector with a dynamic and forward-thinking strategy;

“The Group has recently announced the signing of an agreement with major energy player Total, to purchase Lindsey Oil Refinery and its associated logistic assets. The refinery is situated near Immingham in the Humber estuary. The acquisition reflects the Prax Group’s strategic objective to move into a new stage of accelerated investment, growth and development.

“Over the course of the past year, the Group has continued its acquisition of retail forecourts to develop its nationwide network of fuel stations. This is further strengthened by the Group’s Fuel Network Agreement with Total, utilising their support and expertise, and security of fuel supply.”



**Total** added; “In July 2020, the Prax Group signed an agreement with Total to purchase

Lindsey Oil Refinery and its associated logistic assets, with the deal subject to the conditions of the sale being met. With a strong track record of integrating acquisitions and managing assets in the oil value chain, the Prax Group is a long-standing and trusted partner of Total. The acquisition will bring new investment to the refinery and underlines the Prax Group’s determination to support the local economy and the wider community.

“Since selling our British retail network in 2011, the Lindsey Oil Refinery has not been part of Total’s downstream system. With this agreement to sell, the refinery will be at the heart of the Prax Group’s UK network and it will be able to add value more easily”, said Thomas Behrends, general manager of Lindsey Oil Refinery. “We are proud of the team and the work we have accomplished together.”

The completion date of the acquisition is expected before the end of 2020.

## Security of alternative fuel supply

Commenting on sourcing and supplying advanced fuels, **Mabanaft** said;

“2021 sees the RTFO (Renewable Transport Fuel Obligation) target increase to 11.235%, which includes a further increase in the development fuel target. As a result, Mabanaft will be further exploring ways to source and supply other advanced fuels.

“We can only be successful in the long term if we meet the needs of our customers today without compromising the environment and quality of life of future generations.”

**Prax Group** is looking at supply of renewable alternative fuels;

“In order to support consumers in tackling the fundamental requirement to reduce harmful emissions, demonstrable efforts have been made by the Prax Group to introduce renewable and sustainable fuel products, including hydrotreated vegetable oil (HVO) as a drop-in alternative to diesel and gasoil. HVO is a second-generation premium biofuel made from renewable and sustainable sources, which reduces greenhouse gas emissions by up to 90% when compared to regular diesel fuels. As a result of the UK government’s 2050 net zero target and Corporate Social Responsibility (CSR), which play an increasingly important part of business, Harvest Energy is well placed to cater to the demand for alternative fuels.”



During 2019, **Total Lindsey Oil Refinery** completed a Turnaround and Inspection to upgrade the units

to produce high quality low sulphur fuels and improve energy efficiency. The company said;

“Lindsey Oil Refinery (LOR) will continue its investments to meet the energy demands of the market; a project to further modify the HDS-3 hydrodesulphurisation unit.

“In response to the IMO Global Cap, LOR has been selling 0.5% sulphur marine fuel oil from December 2019. As we are in control of the quality of our feedstocks, components and blending operations we have the ability to ensure consistently good product quality. Additionally, it allows us the flexibility to respond quickly and efficiently to changing market needs.

Safety, availability and quality remain the cornerstones of the refinery’s operation. The refinery has a comprehensive logistics infrastructure including road and rail loading facilities and high capacity pipeline connection



to the Greater London area.”

**Argent Energy’s** vision to; “reduce the world’s carbon footprint

using sustainable resources,” is front of mind in every aspect of the company’s strategy.

The global challenge to combat climate change is of paramount importance and Argent’s ability to supply the highest quality distilled biodiesel has never been more relevant or necessary.

Apart from enabling the transport sector to significantly reduce its carbon footprint through high-blend biodiesels, Argent is working closely with companies in other sectors in their quest to reduce their own and their clients’ CO2 emissions, with great success. This of course includes fuel distributors.

Investment continues at pace within the Argent Group and with their state of the art biodiesel refinery at Ellesmere Port, the original biodiesel refinery in Motherwell and the newest addition to the Group, Argent Energy NL in Amsterdam, the total capacity has increased to 240,000 MT p.a. of waste-based biodiesel.

The company said;

“Whether your objective is to reduce your greenhouse gas emissions in transport or to reach net zero carbon at the factory gate, including the generation of power or heat, Argent Energy will have a sustainable





renewable energy source to help achieve that.”

### Additional supply capabilities

**Greenergy** operates import infrastructure in key demand locations, in addition to holding lifting rights at a number of inland locations. This provides Greenergy unique national supply capabilities with at least two supply locations in each region, and reduced reliance on other providers. In-house driver and scheduling teams, along with its own tanker fleet also ensures that its haulage operations match Greenergy’s proven reliability and responsive service.

For **Harvest**, other recent innovations include the new Harvest Insight fuel inventory management system, which provides customers with greater accuracy for their fuel inventory management. The system works by automatically monitoring and supplying live metrics of fuel stocks, enabling optimisation of expenditure and delivering greater operating efficiency for customers.

Earlier this year, the Group enhanced its delivery infrastructure by bringing its road tanker logistics operations in-house, under the name “Axis Logistics.” The service streamlines all logistics operations in order to provide an even greater service to the Group’s many and varied customers, delivering bulk supplies of products promptly to any site across the UK.

As a leading player in the global oil market and as part of its natural evolution, the Group’s strategic objective is to move into the next stage of accelerated investment, growth and development to meet the demands of its customers and the expectations of distributors.

### Support and supply security

Following the news of the Isle of Wight depot closure, wholesalers have already stepped up to ensure supply regardless of additional logistic implications.

Always one step ahead of changes and challenges, the overriding message coming from all involved in the supply chain is one of continuing confidence in their ability to deliver exactly what the industry needs.

It is both inspiring and reassuring that, even when faced with a totally unforeseeable event such as the worldwide pandemic, the major companies involved can provide such confidence to customers and distributors in the UK and Ireland who rely on a steady and resilient supply to fulfil demand.

With this reflected in the continuation of growth, acquisitions and strategic planning, we look forward to seeing what the, hopefully, calmer waters of 2021 bring.

# Diversification came naturally for Arnold Diggle and Co

**DIVERSIFICATION CORNER**

**F**ormed in 1974, Arnold Diggle and Co was initially focused on servicing petrol pumps for many local independent garages and local authority sites. The clientele of businesses in the North West continued to build over the following years to include BAE systems, Sellafield Ltd and more, and the remit further expanded during the supermarket price wars, which started the demise of the local independent fuel stations.

It was during this time that Arnold Diggle diversified in order to offer services to fuel oil distributors. Commenting on the evolution of the business, Scott Granville, managing director of Arnold Diggle and Co Ltd, said;

“The diversification came naturally as our customers looked to us to solve their needs on either forecourts or oil depots. As a result, we adapted to offer the broader range of services that we carry out today.”

The range of services now offered by Arnold Diggle and Co include tank and vessel cleaning/degassing on above and below ground tanks, grit blasting (both internal and external), tank inspection to EEMUA 159, comprehensive repair work on storage tanks following inspection, site decommissioning and removal of oil tanks, site remediation of contaminated ground spills, civils work and much more.

The company’s clientele, including many organisations and distributors well known to Fuel Oil News, even grew during lockdown as Scott explained;

“We have built up good working relationships with many organisations over the years including Certas Energy, Trident Engineering Services, WCF Fuels, Sellafield Ltd, BAE systems, National Trust and more recently, during the pandemic, we have carried out tank cleaning, blasting, inspection and repair works for new customers including Ford Fuels and Marsh Fuels.”

Referring to some of their projects, Scott highlighted the long-term relationship Arnold Diggle and Co has enjoyed with WCF Fuels, which was one of the first customers of the company;

“We have carried out works for WCF Fuels on their Carnforth depot for many years. But we started working throughout the UK carrying out installations of top loading safety cages for CPL depots, which was acquired by Certas Energy, and our good working relationship has developed over the years.

“We are delighted to have recently been awarded the mechanical works for one of the newly built Certas Energy depots in Derby, which includes fabrication, supply & installation of pipework and associated valves etc, as well as installation of skids and headers and commissioning of the project. We will be starting another project for Certas Energy shortly after this on the Shetland Islands, for one of Certas Energy’s Gulf forecourts.”

Growth is also on the cards when it comes to further diversification for the company.

“We always strive to keep adding to the range of services we can offer and are more than happy to welcome new clients. We offer very competitive rates which has resulted in us being awarded many projects in an ever increasingly competitive market.”



Installation carried out at a depot in Sandwich. Works included decommissioning and removal of the old tanks and demolish brick piers. Then Installation of new banded tank, pipework and header box.



Setting up equipment on tank top in preparation for Internal tank cleaning operations



Tank jacking operation to aid the installation of compensation plates following an internal inspection





# 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](http://harvestenergy.com)



A member of the Prax Group



# Watson Fuels – growth through investment

AS WATSON FUELS OPENS ITS NEW STATE-OF-THE-ART KENT DEPOT BOB TAYLOR, MANAGING DIRECTOR AND SCOTT ROBERTS, SENIOR OPERATIONS AND LOGISTICS DIRECTOR TALK WITH MARGARET MAJOR, MANAGING EDITOR OF FUEL OIL NEWS, ABOUT THE JOURNEY FROM ITS ORIGINS IN RURAL WILTSHIRE, THROUGH A SERIES OF INVESTMENTS AND EXPANSIONS, TO THE THRIVING BUSINESS IT IS TODAY.

## The beginnings

The Watson business began in the early 1950s when Anthony Watson Sr set up as an agricultural merchant, delivering foodstuffs and lubricants. In 1957, Mr Watson began delivering tractor fuel as an authorised distributor for Regent Oil and Watson Petroleum Limited was born. The business quickly expanded into the home heating market, and later into retail service stations.

Growth has always been part of the business as Bob explains;

“Over the decades, new depots were opened, and other distributors purchased and welcomed into the Watson family. In 2006, the business was rebranded from Watson Petroleum to Watson Fuels. Watson Fuels continued to grow both organically and through acquisition, and in a number of cases we retained the brands names of the local distributors that we acquired including Keltic Fuel Oils, Nigel Collison Fuels, Minster Fuels, Hall Fuels and others, although we retired these local brand names last year to move forwards under the single brand of Watson Fuels.

“In 2014, we became part of World Fuel Services – the global fuel and energy giant, and Fortune 100 company. We’re proud to serve domestic, agricultural, commercial and industrial clients each year. Brinkworth, near Chippenham, Wiltshire, remains our Watson Head Office although as part of World Fuel Services we now have offices in London, Miami,



Scott Roberts



Bob Taylor

Tokyo, Singapore and others. It’s always interesting when our global colleagues come to rural Wiltshire, and see horses riding through the village!”

Always a company with an eye for expansion, the last 18 months have been particularly busy with a first depot in Scotland and the newest depot at Headcorn. We asked Bob about these latest developments.

“We were proud to open our first ever depot in Scotland in early 2019. We already had a presence in Scotland through our National Accounts business. And, while we were partnering – and still do partner – with

some excellent local distributors to fulfil those deliveries, it made sense for us to expand our own footprint. But our launch in Scotland has exceeded expectations and to meet the high demand we’re seeing from our customers we’re now already putting in additional resource to increasing our fleet size by a third. Headcorn is our latest depot investment, and for us it’s about equipping the business for the future, with state-of-the-art technology and a much-improved experience for our drivers.”

## Are there plans for more similar expansions or additions?

“The Headcorn project has been a number of years in the making, but it’s been about finding the optimum centre of gravity for our customers to maximise our efficiency, and making a step-change in facilities for our colleagues,” Scott answers.

“We’re really proud of the end result, and it’s a testament to the fantastic work of our entire team that we were able to get the depot completed and live. Elsewhere, we’ve



also recently opened a new facility in East London, which replaces two of our older depot sites, again with an improved location, better efficiency, and a better driver experience. We're also continuing to improve our depot infrastructure at our other locations and have committed to a multi-million pound investment plan over the next four years, in our drive for continuous improvement and the highest HSE standards."

## What are the advantages of the recently announced and significant investment in upgrading the fleet?

"We've brought new rigid vehicles into the fleet over the past three years, representing a third of our overall fleet size," Scott answers. "This investment is about reducing the age profile of our vehicles, and increasing reliability and on-road time, but it's also been about innovation: some of our newer tankers feature brand new specifications and features that we've helped develop and engineer in, including our new six-wheelers which we've had commissioned with pioneering rear-wheel steering, which means they're easier to manoeuvre than a standard four-wheeler.

"We've also been able to alter the configuration of the tank build to increase capacity, helping us deliver more while reducing our road miles and carbon footprint, as well as improving safety through new features including 360-degree strobe lighting and cameras, close-proximity sensors and electronic braking systems. On top of this, we've also been able to introduce variability into our operations and supply chain through our partnerships with artic hauliers, which allow us to flex capacity to meet increasing demand without excess overheads."

## What are the biggest changes you've seen in the industry in your time?

Bob considers carefully before answering:

"I think there are three key things that I've seen. The first, and a very welcome change, has been the ever-improving HSE standards. As someone who used to drive tankers, I'm so pleased that where we are today is light years ahead of where the industry was a few decades ago. We continue to innovate to drive safety, compliance and rigorous standards. We've also launched the Watson Driver Academy, which is about continuous improvement, and I think that's something we should be proud of."

Scott picks up on the launch of the academy;

"It's about investing in the future, and making sure we have got the right people, in



Stunning new additions to the Watson tanker fleet



the right place, at the right time, and with the right qualities. Our Driving Academy will be a big part of that and helping drive standards to become best-in-class and an employer of choice for years to come."

"The second major change is obviously technology," Bob continues. "It is driving changes in consumer behaviour and expectation, with a rapidly decreasing focus on telephone ordering and a much larger focus online as well as automation of our communications. Technology is also helping drive changes in the back office to enable that shift. That's been a focus for us in the last few years, with deployment of VOIP phone systems, in-cab computing and our operational systems which give us a really strong platform to automate processes and really enhance the customer experience.

"Finally, I think the third key change is the one we're facing now, and that's the need to shift to lower and zero-carbon fuels."

## Having become part of World Fuel Services in 2014, what impact has that had and what are the advantages of being part of a global company?

"Well, clearly, becoming part of a Fortune 100 company gives you scale, and a platform for purposeful investment in the business. We've benefitted from that in the past few years, with

all the investment we've described in our fleet, our depots and our IT systems in particular," Bob explains. "Being part of World Fuel Services also gave us access to speciality products and services for our commercial and industrial customers, such as Furnaceflame and our Price Risk Management products.

"More recently, through our sister company World Kinect Energy Services, we now have access to a wide range of energy procurement and sustainability services, which are hand-in-glove with our liquid fuel offer."

Scott regards the major plus as being 'The Corporate Governance and the rigour around our approach to fuel operations.'

"We're able to take best practice from our liquid fuel operations in the Land, Marine and Aviation markets around the world and really increase the maturity of our operations, driving standards on HSE and colleague engagement."

## The latest depot opening suggests a real faith in the future of diesel, kerosene and gasoil markets. With the increasing imperative to find carbon neutral fuelling solutions what drives this belief?

Bob is quick to acknowledge the future challenges;

"Well, clearly the world will change, and liquid fuel distributors will need to adapt. While we don't know the pace of that change, I think it will certainly be a transition. And our investments in Headcorn and our other locations are about equipping the business for the next 10-20 years to be able to adapt and deliver for our customers. On a global level, we no longer see ourselves as a fuel company – our tagline is Everything Energy, which I think demonstrates our thinking, and commitment to offering power, gas, and renewables, and helping guide businesses on that transition."

“Our investments in facilities, vehicles and technology are about leading the industry in some aspects, but also about being able to react quickly to any legislative and consumer demand,” Scott confirms.

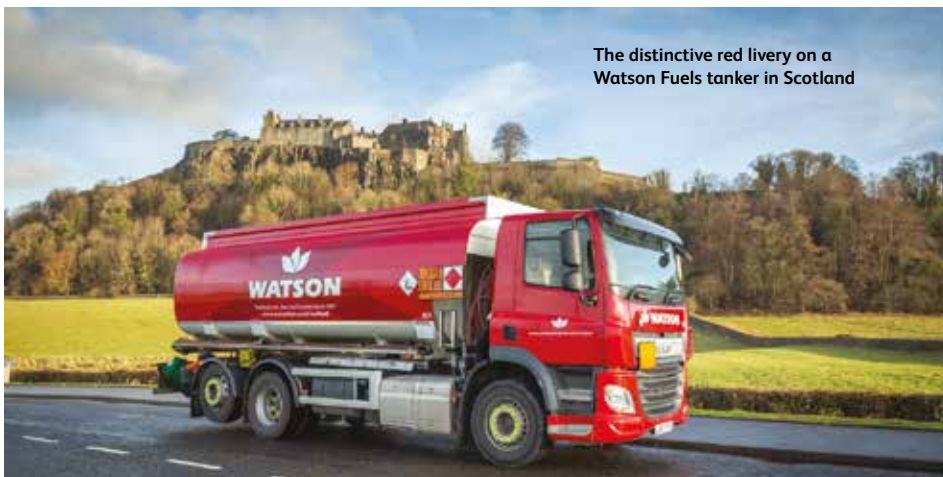
**Are you optimistic about the industry’s fight for a form of liquid fuel heating to be considered by the government?**

“Well firstly, I must commend the work that UKIFDA are doing in working with distributors and wider stakeholders to examine potential future fuels and find a cleaner and greener liquid fuel option,” Bob emphasises. “Again, I think transition is the key word – of course, what we need is legislation to help inform and guide that speed of that transition.”

**Do you foresee Clean Air Zones impacting on your tanker operations and would you consider alternatively fuelled tankers?**

Bob answers emphatically;

“Yes and yes. We’re very aware of the ULEZ regulations, and all of our tankers are Euro 6 compliant, but they all do still currently run on EN590 diesel.



The distinctive red livery on a Watson Fuels tanker in Scotland

“I think, like most fleet operators, we will continue to look at other options, and would absolutely explore tankers powered by alternative fuels or alternative means, although I don’t believe the optimum solution is evident yet.”

**Finally, what would you say is the key to the success of Watson Fuels?**

“Well, it’s about getting the basics right. I know it can sound clichéd, but everything has to be centred around serving the customer

and putting the customer at the heart of everything we do. It’s also about getting the right people in place, and then empowering them to make decisions, and take ownership and accountability for that,” Bob replies with conviction

And Scott agrees wholeheartedly;

“I’d completely agree. It’s about building a team of engaged and expert colleagues who are committed to delivering an optimum customer experience and equipping them to do it.”

# Britain’s biggest fuel management provider

We focus on compliance, so you can focus on your customer. Our range of services include:

- Testing and inspection services
- Hazardous area electrical works
- Sewage treatment plant, pump station and cesspit servicing
- Coatings and linings
- Fuel management
- Separator services
- Environmental risk audit
- Emergency spill response

0800 592 827

Adlerandallan.co.uk





# PORTLAND MARKET REPORT

AUGUST  
IN VIEW

## THE ABSENCE OF THE USUAL AUGUST HOLIDAY SEASON IS MASSIVELY IMPACTING JET FUEL DEMAND

Normally, at this time of the year, we put together a holiday-themed report that discusses how oil and energy are crucial even whilst on vacation. In 2017, we talked about how all the really critical holiday equipment (bucket and spades, sun-cream, wetsuits) were derived from oil and how Mr Whippy Ice Creams were only soft because of the petroleum gelatine they contained.

In the following year, our summer report reported on the potential Armageddon situation of a no-beer holiday, as a shortage of CO<sub>2</sub> (yes, you read that correctly!) was curtailing the sale of fizzy drinks. Then, last year, we stretched things a little too far by considering what it would take to holiday on the moon which was largely a load of nonsense, but still managed to point out that a trip to the moon (and back), would consume somewhere in the region of 7m litres of a kerosene, hydrogen and liquid oxygen mix.

### NO INDUSTRY HAS REALLY EXPERIENCED MORE PAIN THAN AVIATION

So, for this year's holiday report...oh, hold-on, there hasn't really been a holiday season other than staycations. Or, possibly, the new international adventure vacation game known as "arrive in a foreign country and then pack your bags as quickly as possible before rushing back home in a mass exodus to try and beat quarantine rules". Ouch! And double-ouch if you happen to be in the aviation sector for, however much hotels, restaurants and the wider leisure sector have suffered due to the impact of Covid-19, the reality is that no industry has really experienced more pain than aviation.

As things stand, around 35% of the world's 25,000 aircraft are currently parked up, which is, at least, an improvement on

the situation in April, when 65% were out of action. The International Air Transport Association (IATA) has estimated that airline passenger revenues will drop by \$314bn in 2020 (a 55% decline compared to 2019), whilst flagship carriers, such as Lufthansa, have posted eye-watering losses in the billions (€2.12bn in Q1 alone for Lufthansa). Full-year passenger demand for the year is expected to be down 48% compared to 2019, whilst in Q2 that figure was more like 80% down versus Q2 2019. In the Asia-Pacific region figures are even more stark with passenger numbers in May 20 being over 90% lower than in the same month of the previous year.

The impact of all of this on jet fuel (kerosene) demand has been predictably traumatic. In the UK, official figures are only available for Q1 which, considering that January and February were largely normal operational months, still showed a 17% volume reduction versus Q4 of 2019. That alone was the second largest contraction in volume on record, only coming behind Q4 2001, which followed the September 11th terrorist attacks. At Heathrow airport, which supplies a staggering 55% of all UK jet fuel, Portland's man on the ground tells us that daily throughputs are way down and have sometimes been as low as 5m litres per day. That may still sound like a lot, but not if you consider that, in 2019, daily Heathrow throughput averaged an astounding 22.5m litres! This would indicate that the likely drop in jet fuel demand for the UK in Q2 of this year will easily be in excess of 50%. Finally, it is predicted that average jet fuel demand globally will decrease by 3m barrels per day (bpd) for the year, against a total figure for all grades (Inc. jet) of 6m bpd. This only highlights how much jet fuel demand has disproportionately suffered versus other grades of fuel.

For refinery schedulers and planners, this is the stuff of nightmares. Remember that refineries can't just stop producing one product (e.g. jet fuel) if they want to carry on producing another (e.g. diesel). Obviously, total throughputs are down across the board but catering for a reduction in demand for jet fuel that is twice that of other grades is nigh on

impossible. Despite units sometimes operating at 50% capacity, refineries are still producing too much kerosene and, without available storage options, the only real alternative available has been to downgrade the fuel (by blending it into lower value grades), or even hope that other refiners can take the product as feedstock (instead of crude). Inevitably though, in a world where demand has been so comprehensively walloped all round, these opportunities are limited, and jet fuel producers can do little more than count up their mounting losses.

### FOR REFINERY SCHEDULERS AND PLANNERS, THIS IS THE STUFF OF NIGHTMARES

Of course, the impact of all of this on prices won't have gone unnoticed by most readers of Fuel Oil News, as the glut of aviation fuel has pushed wholesale prices of domestic kerosene down to unheard of levels. Less than 10pppl at the "height" of the Covid lockdown and, unlike jet fuel (where buyers are few and far between), at least domestic customers have had the good sense to fill up whilst prices are cheap. That might have knock-on demand effects for the autumn and, possibly, the early winter, but at least it has kept happy those fuel distributors, who have had to stay at home over the summer.

For more pricing  
information,  
see page 26

Portland Fuel Price Protection  
[www.portland-fuel-price-protection.com](http://www.portland-fuel-price-protection.com)

# Liquid fuel heating in Northern Ireland

## A perspective from Gerry McManus

GERRY MCMANUS IS THE TRAINING DIRECTOR FOR COMPLETE CONSTRUCTION TRAINING SERVICES, A TRAINING AND ASSESSMENT CENTRE SERVING THE ENTIRE CONSTRUCTION INDUSTRY IN IRELAND AND SPECIALISTS IN THE DELIVERY OF INDUSTRY-FOCUSED TRAINING AND LEARNING. HERE GERRY TALKS US THROUGH HIS HISTORY IN THE INDUSTRY AND SHARES HIS THOUGHTS ON THE FUTURE OF LIQUID FUEL HEATING IN NORTHERN IRELAND.



**W**hen I started out as an apprentice in Belfast in 1967, coal was the main home heating fuel. Before the changeover to liquid fuel most homes had an open fire and, by the 1970s, a back boiler feeding radiators throughout the home was the norm. Even in 1991, a survey conducted by the Northern Ireland Housing Executive estimated that solid fuel still supplied 61% of the energy needs in the home.

The 1970s was the start of the liquid fuel revolution and the first oil installation I remember consisted of radiators that weighed a ton (as the apprentice, I had to carry them in and hang them) and a Wilson Wall flame boiler. I remember being amazed when my journeyman put the system together and commissioned it. The ability to flick a switch and have instant heat was seen as magical by folk used to setting a fire.

### Vertical firing burner

As my career developed, I was sent on a course at the Construction Industry Training Board (CITB) and learnt how to install, commission and service oil-fired boilers. By then we had moved onto pressure jet appliances and my personal favourite was the ODY3 with its vertical firing burner. Like the appliances, my career moved on and I found myself a role as a plumbing instructor at Craigavon Training Centre on the level 3 oil option course. It always pleased and amazed me to see the new breed of engineers showing so much enthusiasm when it came to working at the burners.

I then moved onto CITB at Nutts Corner, training oil industry engineers to the OFTEC standard and encouraging registration. This completed the circle, from apprentice learning the ropes at CITB to instructor, however,

there was now a huge range of domestic and commercial oil-fired appliances to work with. It was a fantastic, friendly environment and I embraced the wealth of knowledge some of these oil engineers brought to the centre.

My work travels have taken me to training centres in Belfast, Wales, Scotland, England, the Isle of Man and the Republic of Ireland, either to train or assess oil candidates, both technicians starting out in their careers and 'veterans' and I have enjoyed sharing knowledge and skills both ways between us. My goal was always to manage my own training centre and in 2008, Phil Harper and I decided to create a multi-skills training centre in East Belfast. That was the birth of Complete Construction Training Services Ltd (CCTS) which has become a leading training centre in NI for liquid fuel, gas, electrical and renewables training. Our training centre is OFTEC approved and I have also represented the Irish training centres on the OFTEC Scheme Committee.

CCTS has a good mix of all the leading brands of appliances for technicians to work on and, with the current push for energy efficiency, we see technicians showing a keen interest in how to maximise efficiency of the appliances which is pleasing.

The industry has come a long way since the Wilson Wall flame boiler – the introduction of condensing appliances, low NOx burners, Blueflame technology and even liquid fuel/ASHP hybrids is transforming the sector.

### New technology

So, what does the future of home heat look like in Ireland? The jury is out on that one. While many are pushing for an all-electric future, the thermal efficiency of many off-grid homes means they do not lend themselves easily to heat pump technology and, post Covid-19,

many householders will not be in a position to invest in new technology.

I see a mix of fuels being used into the next decade; there will be heat pumps in new build and a mix of biofuel, liquid fuel/ASHP hybrids and even biogas used in existing off-grid areas. Whatever technology is used, the technicians will need to be trained and assessed on that technology and there is an exciting and busy time ahead for training centres involved in home heat training and assessment.

### Getting the strategy right

I am passionate about the liquid fuel sector and firmly believe it has a very positive future in Ireland, with the industry looking to use existing equipment with a decarbonised fuel. I enjoy training technicians to do the job correctly and hopefully this results in great outcomes for the consumer who has their new liquid fuelled appliance installed or serviced by someone I have trained or assessed.

The liquid fuel appliance manufacturers have been a great supporter of training centres here in Ireland and across the UK. I have met many friends and 'characters' throughout my training career and I hope to meet many more as we move forward with biofuels.

My motto in training is simple; "Spend a bit more time doing it right the first time, so you don't have to come back and fix your mistake". Hopefully, the NI Assembly will spend sufficient time researching and developing a new Energy Strategy for Northern Ireland and not promote just one technology to the detriment of off-grid consumers. We need a range of technology solutions for a wide range of different types of housing in Northern Ireland. Hopefully, sense will prevail, and we see a long life ahead for a decarbonised liquid fuel.

# The legal implications of a spill in the fuel oil industry

WITH THE POTENTIAL FOR LONG-TERM DAMAGE CAUSED BY OIL SPILLS BACK IN GLOBAL HEADLINES DUE TO THE OIL LEAKING FROM THE JAPANESE-OWNED SHIP OFF SOUTH-EAST MAURITIUS, WE TAKE A LOOK AT THE IMPLICATIONS OF A SPILL CLOSER TO HOME.

ACCORDING TO THE ENVIRONMENT AGENCY, 2018 SAW A SHARP RISE IN THE NUMBER OF SERIOUS POLLUTION INCIDENTS ACROSS ENGLAND. ENVIRONMENTAL AND HEALTH AND SAFETY LAW IMPOSES CERTAIN DUTIES ON STORAGE AND DISTRIBUTORS OF FUEL OIL WHICH, IF NOT COMPLIED WITH, CAN RESULT IN LEGAL PROCEEDINGS, FINES AND REPUTATIONAL DAMAGE. REUBEN RICHINGS, TECHNICAL RESPONSE MANAGER OF ENVIRONMENTAL RISK REDUCTION SPECIALIST ADLER AND ALLAN AND SIMON TILLING, PARTNER, BURGESS SALMON OUTLINE THE LEGAL OBLIGATIONS FOR THE FUEL OIL INDUSTRY AND THE IMPORTANCE OF HAVING AN ADEQUATE EMERGENCY RESPONSE PLAN IN PLACE

## The consequences of a spill

In addition to the time and expense involved in containment and clean up, a spill into the environment can have several legal implications. These should be considered by businesses responsible for storing, using or transporting potentially polluting materials such as fuel oil.

A spill of a substance capable of harming the environment could result in a criminal prosecution by the relevant regulator under various regulatory regimes, and it could also lead to nuisance or negligence claims from persons affected by the spill. A business responsible for a serious spill could, therefore, be made to answer its case in both criminal and civil courts.

## Legal obligations for fuel oil storage and distribution

Fuel storage tanks should be inspected annually according to the Oil Storage Regulations. Legally, the overall responsibility for all storage facilities falls to the owner, including ensuring that these annual inspections and their subsequent maintenance requirements are adhered to.

Steps should be taken to protect tanks and pipework against corrosion and physical damage. Pipes below ground need visible inspection hatches, while those above ground should be supported, using brackets, for example. Wherever possible, it is advisable to avoid underground pipework, in order to prevent the contamination of groundwater.

Apart from the tanks themselves, the Fuel Storage Regulations cover separators, bunds and associated pipe work, with standards set and enforced by the Environment Agency.

Separators are essential for avoiding

pollution. If left unchecked, they can become blocked and their filters saturated, creating a flooding risk or causing polluted water to contaminate the local environment. Ignoring the state of your separators could result in hefty fines and prosecution. Environment Agency and EN standard EN858-2 states that separators should be serviced at least twice a year.

The Control of Major Accident Hazards (COMAH) regime may also apply to sites handling or storing dangerous substances.

This legal regime imposes certain obligations on site operators, including preparing and retaining a written major accident prevention policy and (in the case of “upper tier” establishments) producing a safety report with arrangements in place to deal with major accident hazards. Time should be invested, ahead of any incident, to think these plans out to make them as detailed, robust and effective as possible should a spillage occur.

## Environmental damage

Under the Environmental Permitting regime, if substances are released into controlled waters as a result of a spill, the person or entity responsible for that spill may be required to comply with enforcement notices served by the regulator and/or be prosecuted for the spillage itself.

Under the Environmental Damage (Prevention and Remediation) Regulations 2015, it is a criminal offence to fail to take all practicable steps to prevent further damage if an activity has caused environmental damage and it is also a criminal offence to fail to comply with a remediation notice requiring certain clean-up steps to be taken.

## Response preparedness audit

It is also a legal requirement for those with fuel on their sites to have an emergency response plan in place. This preparedness audit is a







prescribed, managed procedure for containing and controlling spill incidents and is designed to minimise the harmful ecological effects and limit danger to people, properties and businesses.

As with the other policies and reports, time should be invested, ahead of any incident, to think the plan out to make it as detailed, robust and effective as possible should a spillage occur. It must also be composed so that it can be readily understood by emergency services, regulatory bodies and any other partner organisations involved in a clean-up.

It is, obviously, a very good idea to review this document regularly, so that it anticipates all spill types and is as up to date as possible.

Not having one in place can often be a criminal offence and would certainly hamper and delay effective clean-up and recovery – thus increasing costs of containment, clean-up and remediation costs, fines and other penalties and third-party civil actions.

### Level of sanctions

Environmental offences are also often “strict liability” offences, meaning that offending businesses tend to plead guilty and focus their defence efforts on the level of sanctions proposed by the prosecutor. The nature and level of those sanctions depend on three main factors. First, the courts will consider the level of environmental harm which was caused (or could have been caused). The culpability of the offender will also be assessed, as well as the size of turnover in the case of a corporate offender.

Culpability for environmental offences ranges from deliberate to “low culpability”. Deliberate environmental offences are rare, but businesses who do not take sufficient

care to reduce the risk of spills could be deemed “negligent” or even “reckless” by the courts. Businesses with a good track record of following robust processes to reduce such risks will be in a better position to argue that an offence was not committed deliberately or recklessly and, thereby, reduce the level of sanctions imposed on them for the offence.

There has been a push in recent years to ensure that compliance with environmental protection regimes is taken seriously by businesses of all sizes. Notably, prosecutors are keen that the sanctions imposed on offending businesses are severe enough to be noticed by shareholders. This has resulted in a marked increase in the level of fines over the last decade, especially for large companies. Very large companies have been made to pay fines into the millions of pounds for letting untreated sewage spill into rivers.

In certain circumstances, senior officers of offending businesses can be held personally liable. This can arise where the officers are so closely involved with the day-to-day operations that the offence is attributable to them, or because the offence committed by the company is committed with their “consent, connivance or neglect”. Penalties for senior officers in their personal capacity are rare and usually reserved for repeat or deliberate offending. However, it is worth noting that sanctions are severe, including the possibility of disqualification of directors, fines and (in the most extreme cases) prison sentences lasting several months.

As well as regulatory compliance, site operators should be aware of the civil liabilities that could arise from a spill. For example, if the spill affects neighbouring land there can be claims for clean-up costs under the law of nuisance. Landlords will also demand remediation under tenancy agreements, and if the site is subject to an installation permit, the environmental regulator can demand that the site is brought back to baseline condition (the condition before the spill). In the case of large-scale spills affecting a local community, local businesses and their insurers could face multiple claims and be required to cover the costs of remediation.

### Prevention is better than cure

When all is said and done, the reputational damage from a pollution event and ensuing investigations may be as much a concern for businesses as strictly legal consequences. Considering the high legal and reputational stakes, the adage that “prevention is better than cure” applies acutely to businesses handling potentially polluting substances.

The more those involved in fuel oil storage or distribution can demonstrate that they always acted reasonably and legally; were always on top of permit demands and relevant legislation and had a viable emergency response plan in place, the easier it will be to assure the courts and regulatory bodies that they weren’t reckless, negligent or deliberately harmful.

Working with an environmental risk reduction specialist with a knowledge of environmental law and technical capability gives the peace of mind of knowing your risks and being prepared should an incident occur.





# Flying the flag

6 countries in northern Europe

23 strategically located terminals

5.8 million cubic metres of storage

85+ years of experience

**1st choice in bulk liquid and gas storage**

Call us on +44 (0)1737 778108 | [www.InterTerminals.com](http://www.InterTerminals.com)



Inter Terminals is owned by Inter Pipeline Ltd.  
[www.interpipeline.com](http://www.interpipeline.com)



**inter terminals**





# The downstream oil sector in Spain

IN THIS ISSUE'S INSIGHT PIECE WE TAKE A LOOK INTO THE DETAILS OF THE SPANISH DOWNSTREAM OIL SECTOR.

### Spain's primary energy sources:

Oil continues to be significantly the predominant source of primary energy in Spain, accounting for 44% of the total. This is followed by natural gas at 21%, renewables at 15%, nuclear at 12% and coal at 8%. Since the start of the current millennium, oil's share has fallen slightly, from 51%, while those of natural gas and renewables (particularly solar and wind) have risen sharply, from 13% and 6% respectively in 2000. Coal's share has

more than halved, from 17%, largely due to displacement by gas in power generation.

With only negligible domestic resources, almost all of Spain's crude oil requirements are imported, principally from Mexico, Nigeria, Saudi Arabia, Russia, Iraq, and Angola. These are supplied to the country's network of nine refineries, eight of which are at coastal locations.

Just over 40% of gas requirements are imported from Algeria via two undersea

pipelines, with the balance being in the form of LNG, mainly from Algeria, Qatar and Nigeria, where Spain has Europe's largest infrastructure of LNG import terminals, seven in number, with total regasification capacity of 68 billion cubic metres per year.

We will now look at the downstream oil supply chain and the breakdown of refined oil product demand.

### DETAILS OF THE REFINERY NETWORK ARE AS FOLLOWS:

OWNERSHIP/OPERATION	LOCATION	CAPACITY (000BD)
Repsol	Cartagena	220
	Bilbao	220
	Tarragona	160
	Puertollano	140
	La Coruna	125
	Sub Total, REPSOL	865
CEPSA	Algeciras	240
	Huelva	200
	Tenerife	90
	Sub Total, CEPSA	530
BP	Castellon	100
<b>TOTAL, SPAIN</b>		<b>1,495</b>

Source: Cores

### Supply & Distribution:

The total nameplate capacity of the nine refineries in Spain amounts to 1.5 million BD which is the third largest in Europe after Germany and Italy. Just over 90% of this capacity is owned/operated by the two Spanish companies, Repsol and Cepsa, who own eight of the facilities.

The eight refineries on the mainland are connected to the CLH pipeline network. Compañía Logística de Hidrocarburos SA (CLH) owns the main oil pipeline network and storage facilities in Spain. The CLH integrated logistic system is the country's principal network of oil distribution.

The refinery network is comparatively well endowed with conversion capacity, with 10 million mt/year of catalytic cracking, 13 million mt/year of hydrocracking and 9 million mt/year of coking – accompanying total CDU capacity of 79 million mt/year.

## Supply obligations

Mandatory stocking obligations are managed by Cores, a non-profit public corporation under the aegis of the Ministry for the Ecological Transition and the Demographic Challenge. It is a separate legal entity, operating under private law. There is a minimum requirement to hold 92 days of inland consumption, of which 42 days are held by Cores and 50 days by the oil industry, which includes wholesale operators, retail distribution companies (for the part not supplied by wholesale operators, or other retail distribution) and consumers (for the part not supplied by wholesale operators or retail companies).

The system is fairly close to balance across the middle distillates slate, marginally short on fuel oil and, like most European countries, long on motor spirit, where circa 50% of refinery production is exported, primarily to Africa.

Repsol is investing €60 million in what will be one of the world's largest synthetic fuel plants using, as feedstocks, CO<sub>2</sub> from its Bilbao refinery and green hydrogen from a new plant powered entirely by renewables, to produce a range of e-fuels that can be used in cars, trucks, aviation, etc. The facility is expected to be fully operational in four years.

## Demand:

The 2008-2010 financial crisis hit the Spanish economy particularly hard, resulting in a 25% reduction in demand for refined oil products, from the peak in 2007 to 2015, since when there has been a gradual recovery, as summarised in the following table:

Spain has the most diesel heavy proportion in total ground transport fuels usage across Europe, at 82% of the total; at the forecourt level this translates in to 65%: 35% diesel : motor spirit (vs 55:45 in the UK). Diesel cars account for 57% of the parc. However, as has generally been the case in Europe, the diesel share of new car sales has fallen sharply, from a peak of 66% in 2014 to 27% in 2019.

Spain is home to two key marine bunkering hubs for the Mediterranean, at Algeciras and Ceuta (the latter being a Spanish enclave in north Africa).

The biofuels mandate requires 8.5% by energy content this year (vs. 7% in 2019); double counting for advanced biofuels as well as UCO and animal fats has been allowed since Q2 2019. It is intended to introduce a 2% requirement in aviation fuel by 2025.

## Marketing:

Spain runs counter to the wider European trend of steadily declining filling station numbers,

## THOUSAND TONNES

Product/Year	2007	2015	2016	2016	2016	2016
LPG	2,061	1,956	2,509	2,261	2,621	2,430
Motor Spirit	6,688	4,647	4,754	4,855	5,088	5,375
JetA-1	5,965	5,507	5,889	6,415	6,692	6,926
Diesel	25,827	21,781	22,515	23,089	23,557	23,456
Gasoil-Comm./Agric	7,866	5,990	5,966	6,018	6,170	6,419
Gasoil-Heating	2,888	2,013	1,855	1,724	1,804	1,679
Fuel Oil	11,745	8,240	8,563	8,353	8,542	8,221
Others(1)	11,961	5,942	5,990	5,608	5,464	5,259
<b>TOTAL</b>	<b>75,001</b>	<b>56,076</b>	<b>58,041</b>	<b>58,323</b>	<b>59,938</b>	<b>59,765</b>

(1) Others comprise principally bitumen, naphtha and petroleum coke.

Source: Cores.

with the numbers in Spain increasing by almost 2000 over the past 10 years, from 9,700 to 11,602 at the end of 2019. The main reason for this is the very restrictive regime governing new outlet openings during the growth years of the 1950s / 60s / early 70s in the rest of Europe. In Spain this was controlled and operated entirely through a state owned oil

Average filling station fuel volumes are circa 3.5 million litres/year (vs 4.2 mln in the UK); just over 80% of sites feature a shop (vs 88% in the UK) and there are circa 900 unmanned outlets (8% of the total), where users are limited to a maximum stay of 3 minutes and fill of 75 litres.



*“SPAIN HAS THE MOST ‘DIESEL HEAVY’ PROPORTION IN TOTAL GROUND TRANSPORT FUELS’ USAGE ACROSS EUROPE, AT 82% OF THE TOTAL”*

distribution company, Campsa. Accession to the then EEC in 1986 required market liberalisation and the company was eventually dissolved in 1992, its refining, distribution and marketing assets being distributed among the three main players, Repsol, Cepsa and BP. The brand is still used by Repsol for its unmanned site network, Campsa Express.

The market is unusually concentrated, with the top three – Repsol, with 3,350 sites, Cepsa, with 1,522 sites, and BP, with 747 sites – supplying somewhere between 55% and 60% of the retail fuels market. The other main players are:-

- Disa – a Canary Islands-based independent, with 588 sites (389 on the mainland and 199 across the Canary Islands), which acquired the Shell 338 site network in 2004 and continues to use the Shell logo, by licence, on most of the mainland sites.
- Galp – the market leader in Portugal, has 570 sites.
- Supermarkets, principally Carrefour (the







largest in this sector with 125 sites) and Alcampo and Eroski (each with just over 50 sites), have 375 outlets.

- Other, smaller operators are Avia (186 sites), Meroil (152 sites), Ballenoil (110 sites) and Saras (90 sites). Various co-operatives operate 571 sites and there are numerous small, local independents.

To help address market concentration, there is now a measure in place allowing a company to own/operate no more than 30% of sites in any administrative region.

The tax take as a percentage of pump price is 54% for motor spirit and 49% for diesel (vs 64%/62% in UK).

As might be expected, commercial/

wholesale sales of refined products are entirely dominated by the refiners, especially Repsol and Cepsa.

There are about 5,000 electric vehicle charging points in the country (and a current EV fleet of just over 100,000 on the road), of which the greatest concentration is in Barcelona, with 206 points. This network is considerably smaller than other EU countries e.g. Germany and UK, with around 26,000, France, with 17,000, Netherlands, with 33,000 and Italy, with 9,000. However, two factors are expected to materially increase charge point numbers over the next few years:

1. A measure requiring all sites selling more than 5 million litres of motor fuel per year to install charging facilities.
2. The utility company, Iberdrola, plans to install electric vehicle charging stations in the main motorways and traffic corridors, as well as in the public access spaces of the main cities. The plan, which includes the start-up of at least one rapid recharge station every 50 km, will allow travel throughout the country without concerns about availability of/access to charging. The company also plans to install 150,000

charge points in homes across the country.

Two Spanish companies are well positioned to take advantage of the energy transition; Repsol is pursuing the deployment of technology for the production of synthetic fuels and was also the first oil major to formally commit to achieving net carbon neutrality by 2050. Iberdrola has developed

*“COMMERCIAL/WHOLESALE SALES OF REFINED PRODUCTS ARE ENTIRELY DOMINATED BY THE REFINERS, ESPECIALLY REPSOL AND CEPESA”*

expertise/experience in the installation and management of electric vehicle charge points, not only in Spain but in several other European countries too.

It will be interesting to see what/how/when other Spanish companies elect to avail of the opportunities and rise to the challenges arising from the transition.

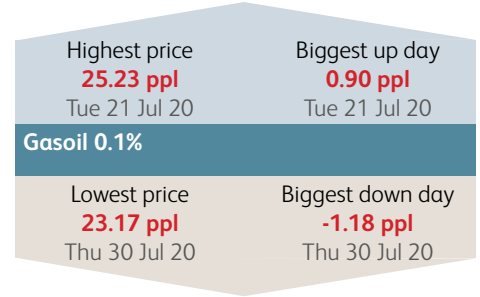
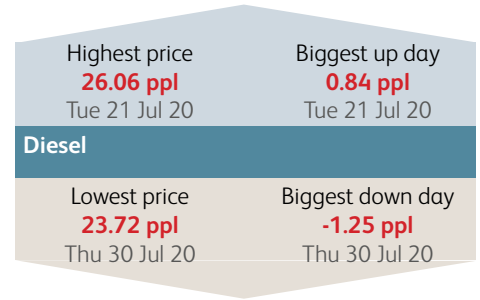
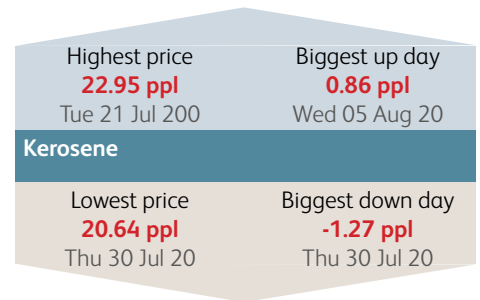
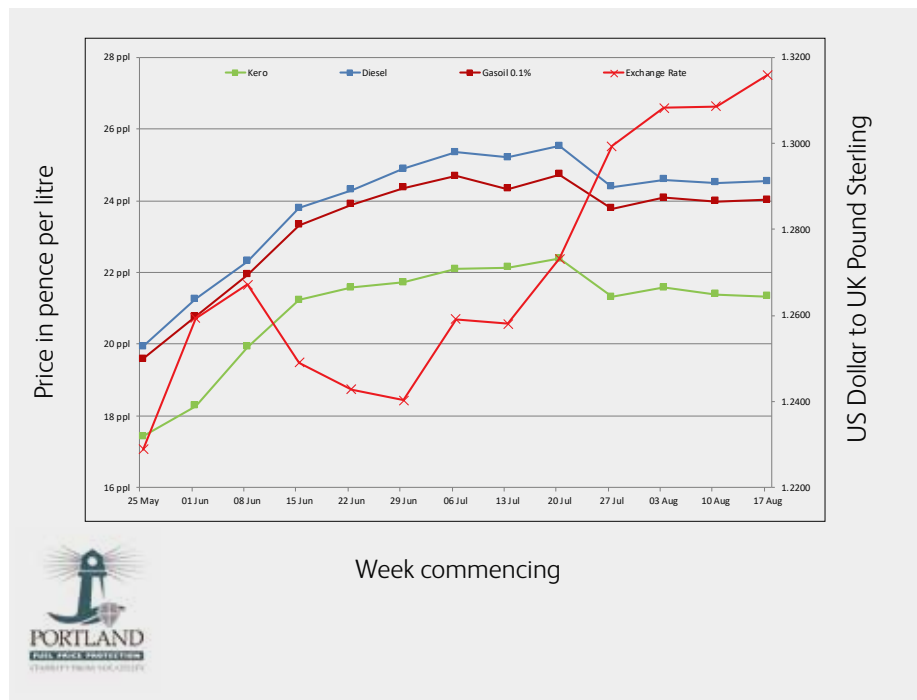


**T: 01646 663300**  
**E: [ukqueries@pumaenergy.com](mailto:ukqueries@pumaenergy.com)**  
 Milford Haven / Belfast / Westerleigh /  
 Theale / Immingham / Newport /  
 Glasgow / London

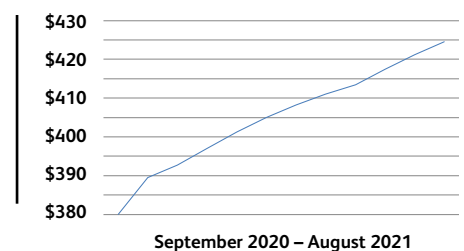
## Wholesale Price Movements: Prices for 19th July – 18th August

	Kerosene	Diesel	Gasoil 0.1%
Average price	21.66	24.75	24.14
Average daily change	0.35	0.35	0.35
Current duty	0.00	57.95	11.14
<b>Total</b>	<b>21.66</b>	<b>82.70</b>	<b>35.28</b>

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
<b>Scotland</b>	24.22	38.42	86.27	27.61	41.05	89.65
<b>North East</b>	23.17	37.05	85.35	27.77	39.47	87.83
<b>North West</b>	24.74	39.65	87.74	28.03	41.97	89.97
<b>Midlands</b>	23.24	37.58	85.81	26.36	39.97	88.50
<b>South East</b>	23.34	37.54	85.79	29.79	41.71	88.12
<b>South West</b>	23.69	37.38	85.63	27.88	39.76	87.76
<b>Northern Ireland</b>	23.80	38.75	n/a	26.91	41.72	n/a
<b>Republic of Ireland</b>	37.56	44.18	87.21	41.06	46.79	89.97
<b>Portland</b>	21.55	35.10	82.50			

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 <https://portland-fuel.co.uk/pricing>.



WELCOME TO OUR SPECIAL MONTHLY FEATURE. WITH THE DEFINITION OF 'IN PROFILE' BEING 'TO SEE FROM THE SIDE' WE HOPE YOU ENJOY THIS OPPORTUNITY TO 'MEET' AN INDUSTRY FIGURE AND DISCOVER ANOTHER SIDE TO THEM BEYOND THE WELL-KNOWN FACTS.

HERE, WE SPEAK WITH MANAGING DIRECTOR OF PORTLAND FUEL, **JAMES SPENCER**, AND LEARN MORE ABOUT HIS ATTITUDES TOWARDS SUCH THINGS AS CRISPS, POLITICS AND SOCIAL MEDIA.



## “WHAT CRISPS HAVE YOU GOT?”

**JAMES SPENCER**

### Give your career history in 25 words or less

I joined the oil industry straight from university and have worked in it ever since. I've loved every moment.

### Describe yourself in 3 words

Would Rather Not

### What were your childhood / early ambitions?

I was interested in politics, but looking at the state of it today, I think I made the right decision in pursuing other things.

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

I'm pretty happy at Portland!

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

Don't be a \*\*\*\*

### Share your top tips for business success

Get honest feedback on what you do well and become a specialist in that area.

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

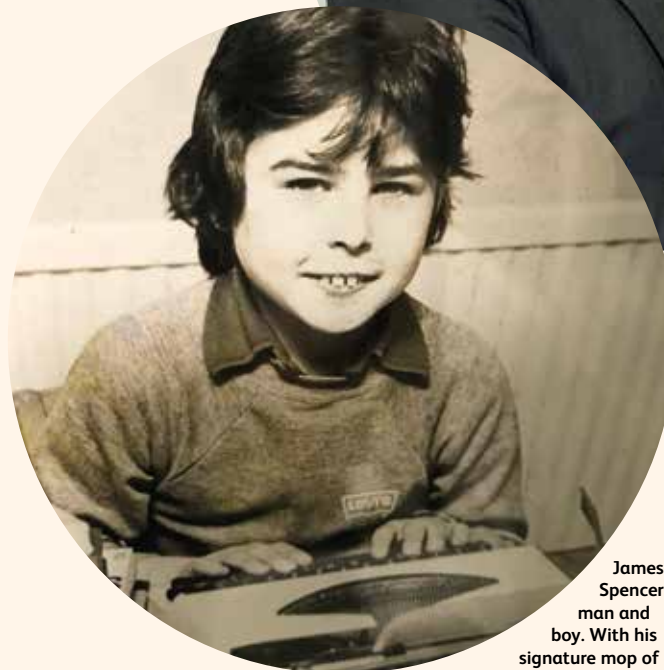
Setting up Portland Canada – although you would have to say that with Covid-19, the timing could have been better!

### Tell us your greatest fear?

Over-promising, whilst under-achieving.

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

Ambition – by a country mile.



James Spencer, man and boy. With his signature mop of tousled hair and engaging grin there is no mistaking James in the young lad poised over his typewriter – awaiting inspiration for his first Portland Market Report?

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

Being able to make decisions quickly and then seeing plans through from start to finish.

### Is there a quality you most admire?

Hard work.

### What are you most likely to say?

What crisps have you got?

### What are you least likely to say?

Ready Salted please.

### Describe your perfect day

Messing around in a boat.

### Do you have a favourite sports team?

Yes – Sunderland AFC / All England sports teams / Team GB

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

Well clearly Covid-19 presents quite a few challenges at the moment, but aside from that, I would say dealing with climate change in a rational and practical way.

### Share your greatest personal achievement

Going to university

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

Oh dear. Impossible to only have one; faux online sympathy, virtue signalling, keyboard warriors, words rather than action, people feeling the need to share their opinion (irrespective of their

qualification to do so), the gross simplification of debate, the new puritans vis-a-vis humour and comedy. Oh...I've just thought, all of that comes under "social media"!

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

See above. A complete ban on social media. Everyone to be given a book to read instead.

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

20 year olds rarely give 50 year olds much thought.

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

England winning the World Cup and being there to enjoy it.

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

A boat, a map and some water

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

I ran the bulls in Pamplona in 1994

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

Donald Trump – just to see how off the scale the responses are!

# 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](http://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](mailto:sales@ea-projects.com)

[www.ea-projects.com](http://www.ea-projects.com)



**UNIQUE FUEL ADDITIVES GIVING GUARANTEED RESULTS**



Tel: 01743 761415  
[www.fastexocet.co.uk](http://www.fastexocet.co.uk)

**cobo**  
Tankers & Services



**MARKET LEADERS IN PETROLEUM ROAD TANKERS**

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](mailto:fgomis@cobotankersandservices.co.uk)  
Terry Morgan : 07712 871 786  
[tmorgan@cobotankersandservices.co.uk](mailto:tmorgan@cobotankersandservices.co.uk)  
Joby Clark: 07592 519 349  
[jclark@cobotankersandservices.co.uk](mailto:jclark@cobotankersandservices.co.uk)

Whole Business Insurance Package for  
**Fuel Oil Distributors**

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

Book your appointment now!

020 3907 1361



oilshield evergreen AVIVA

**Fuel Oil News**

2020 DIRECTORY COMING SOON

To ensure you are featured contact us now  
**01565 653283**  
[margaret@fueloilnews.co.uk](mailto:margaret@fueloilnews.co.uk)



[www.fueloilnews.co.uk/category/directory](http://www.fueloilnews.co.uk/category/directory)



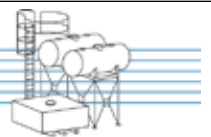
**ALLIED**  
Storage Tanks Limited

- 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

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

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



**Road Tanker Inspection & Testing Services**



Covering all locations in the UK, using fully trained and experienced inspectors, our services include:

- Vapour Tightness Testing (VTT)
- Intermediate Tanker Testing
- Periodic Testing using Gas or Water
- Industry-leading EPRV Testing

**0800 592 827**

[adlerandallan.co.uk](http://adlerandallan.co.uk)

