

Fuel Oil News

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Still loyal to oil

Our present situation was not quite what I had in mind as I approached the end of my time with Fuel Oil News.

Having received some lovely invitations from colleagues and friends made over the past 21 years, I was looking forward to leisurely lunches chatting over old times and recalling the many adventures I've experienced whilst working in the industry.

At the start of this new decade, it was very much business as usual with no clue as to the unprecedented challenge which continues to change our lives on a daily basis.

Over my years in the industry, one thing that has always struck me has been the unfailing positivity and resilience of its members whether they be fuel oil distributors, refiners, suppliers, importers, storage terminals or businesses keeping it equipped with products and services.

This is an industry with a fantastic network, an industry which helps one another out in times of need, such as during the recent floods.

Whilst this may not be quite so easy in our present circumstances, kindness and thoughtful actions will



always be appreciated even at a distance.

Looking for something to mark my time in the fuel industry, I spotted this oil drum at an artisan market. Now residing in my garden, it is a reminder of happy days being loyal to oil!

KEEP SAFE!

Fuel Oil News

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

4-5, 7, 9, 13 NEWS

Record growth in Wales; IP Week dinner; People Moves; Mike Scott obituary; New facility for marine fuels supplier; Tankers past and present; Oiling the wheels of growth; News in Brief and a big thank you!

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On the cover

Certas Energy has opened a centralised refuelling hub at Hinkley Point C, supplying the site with the fuel it needs to construct one of the UK's largest infrastructure projects.

www.fueloilnews.co.uk



In this issue

Fuel Oil News editor Jane Raphael, who stepped down last month after 21 years, says a big thank you to the fuel oil distribution industry which has shared its news, views and stories. over the last 21 years.

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AD
PUBLISHING



A year of record growth

The last 10 years have ‘*flown by*’ for Colin Owens who set up family-run Oil4Wales in 2010. The company, which enjoyed its best year of trading in 2019, saw turnover rise from £114 million to £121 million and customer numbers increase from 70,000 to 90,000 with fuel volumes reaching 160 million litres per annum.

Recent acquisitions include Rix Petroleum’s Pwllheli depot and Thomas Silvey’s Llantrisant operation which have further expanded the brand’s presence and logistics capabilities across Wales.

Investing a further £450,000 in these new depots, with a truck stop now added at Llantrisant, has opened up more opportunities in local commercial markets.

With nine depots across Wales, the company which also owns three filling stations, now operates a fleet of 36 tankers.

A national fuel supplier for the community

“Oil 4 Wales’s mantra is to be Wales’s national fuel supplier, working with the community, for the community and as we continue to grow, we continue to fulfil our ambitions,” said Colin, who is understandably proud of the business he has built up over the past 10 years which will ‘never be sold’.

“Not only have customer numbers increased, our profit has risen too, and most importantly we’ve been able to invest in expanding our portfolio and enhancing facilities to support communities across Wales.”

Taking part in charitable events across the country, Oil4Wales



Just one of the 36 Oil4Wales fuel tankers which help keep customers across Wales supplied. The company delivered 160 million litres of fuel last year

has added further to its growing list of brand ambassadors – with the addition of Welsh international rugby players Aaron Shingler and Rhys Webb and Go Compare’s Wynne Evans. Among other ambassadors are comedian Max Boyce and Welsh farmer Gareth Wyn Jones, a former Fuel Oil News cover star.

“I would like to take this opportunity to thank my family and my staff, working right across Wales, without whom we couldn’t achieve half as much as we do.”

IP Week dinner



Hosting the event, Mark Todd, wholesale business manager at Phillips 66, welcomed guests



An excellent evening was enjoyed in the company of Phillips 66 which chose the Salter’s Hall at London’s Barbican for its annual IP Week dinner in late February.

First licensed in 1394, the Salter’s Company has its origins in medieval London’s salt trade. Today’s company is a diverse organisation responsible for several charitable foundations and important philanthropic work in science education

Pictured in the main hall with its impressive ash panelling and portraits are (l-r) Ian Taylor, AID Fuels, Richard Burton, Barton Petroleum, Jane Raphael, editor of Fuel Oil News, Clive Morin, Barton Petroleum and Jo Ritzema, WCF Fuels.

PEOPLE MOVES

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ESSAR OIL UK

- **Mark Wilson** is now Essar Oil UK's **chief executive officer**. Based at the Stanlow Manufacturing Complex, Mark succeeded S. Thangapandian who has returned to India. Mark, who has 'international experience at the highest levels in both the downstream and petrochemical industries', has a degree in electronic engineering and is a member of the Chartered Institute of Management Accountants, said. *'I am looking forward to leading the highly capable team in the next stage of the company's development to ensure that we secure our future as a key supplier of the energy and petrochemicals products the UK needs*
- **Byron Barker** has joined the **retail team** to support the company's rapidly growing network of stations in the UK. "This appointment strengthens our team in terms of capability, as well as in experience of the UK retail market," said Ramsay Macdonald, the driving force behind the retail team.
- Also recently joining **Essar Oil UK** is marketing manager, **Michelle Holmes**.



Mark Wilson



Byron Barker

BP

- Keen to 'engage directly with society, especially younger people and those who disagree with BP', the company's **new chief executive, Bernard Looney**, has joined Instagram.
- BP's **chief financial officer, Brian Gilvary** will retire from the company and the board on 30th June 2020 after a 34-year career with BP. He will be succeeded by **Murray Auchincloss**, currently CFO of BP's upstream segment

- **First Marine Solutions (FMS)** has strengthened its marine and engineering services with the appointments of **Darren Rendell** as technical director and **Marc Petty** as marine manager. The company was recently awarded a contract to provide mooring equipment for BP within the North Sea.
- **Puma Energy** has appointed **Réne Médori**, who holds dual French and British nationality, as non-executive chairman of Puma Energy Holdings Pte. *"Responding to changing energy needs will be central to achieving sustainable profitable growth and I look forward to supporting Emma and her team to deliver their strategic initiatives,"* commented Réne.
- **World Fuel Services Corporation** has appointed **Sharda Cherwoo** to its board of directors. Welcoming Sharda, Michael J. Kasbar, chairman and chief executive officer said: *"We believe her experience in advising companies on digital transformation initiatives and automation strategies will be invaluable in helping us further advance our initiatives to enhance our value proposition and drive greater scalability and operating leverage."*
- Following her election as chair of **FTA's Road Freight Council**, **Alison Kemp**, managing director of A.I.M Commercial Services, will be leading the debate on the future of the UK's road transport sector. This will include determining the organisation's approach to pressing issues such as air quality, road infrastructure and driver shortages.
- Port and logistics specialist, **AV Dawson** has strengthened its team with the appointment of **Charlie Nettle** as commercial and marketing director. *"Charlie has played a major role in the management of tenders and large contracts, as well as building our reputation in key growth areas such as energy from waste, renewable energy markets, aggregates and minerals,"* said MD Gary Dawson.



Marc Petty and Darren Rendell



Alison Kemp



Charlie Nettle

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Mike Scott

"I am deeply saddened that Mike is no longer with us and I miss his company daily," said Tim Yeates who shared an office with Mike over a 28-year period at Caldo Oils.

"Mike had respect for all his staff, and I knew that he always had our backs when necessary.

"Our early Monday morning reviews of weekend family life set me up for the week ahead – as did Mike's regular Friday rants on one subject or another. Not limited to Fridays in reality; these rants often resulted from a recent tranche of tanker/driver regulations or some political occurrence.

"We all know about fuel distribution's peaks and troughs in demand – over one cold spell we were receiving orders for 70,000L of paraffin per day – all of which had to go into plastic bottles – that was fun!

"With his eye always open to a sales opportunity, Fuel Oil News readers may recall Mike's regular early morning BBC interviews during the fuel crisis of 2000 when he cleverly managed to engineer that our fleet of newly-liveried tankers were always in the background!

"A family man, the arrival of Mike and Wendy's son nearly 15 years ago was very special. Watching his son growing up and gaining his own personal accomplishments was a source of much pride.

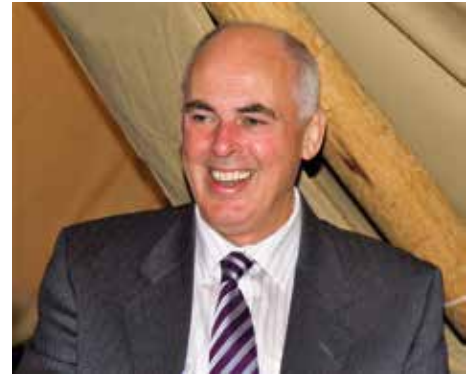
"Mike was probably the most positive person that I have ever known, and that positivity was evident even through his illness."

More than just an oil man

Fuel Oil News editor Jane Raphael had the pleasure of interviewing Mike back in 2003.

Proud of his family's Scottish roots, it was back in the 19th century that the Scott family moved to St Helens to start an iron foundry to make bridge beams, castings for the chemical industry and lamp posts for the Victorians.

With its long history, Mike reported that '*the company has always evolved with the times.*' At the time of the interview the company was running a nationwide lubricants operation, a printing business, and forecourts as well as delivering heating oil to domestic and commercial customers over a



30-mile radius.

"I live to work and don't switch off easily," said Mike who was also kept busy with some big projects at home.

"I am a bit of an environmentalist at heart and have spent the last two years clearing an old stone quarry which I have lined, flooded and stocked with fish. I keep fit in the woodland that surrounds the quarry by felling some of the less desirable trees and replacing with native hardwoods such as sweet chestnut, oak and ash."

Our thoughts are with the Scott family at this difficult time.



Always open to a sales opportunity, Mike was keen to ensure that the company's new tankers also made the BBC News when he was being interviewed during the 2002 fuel crisis

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New facility for marine fuel supplier

Having received an invoice finance facility from HSBC UK to enable it to trade in multi-currencies for the first time, Propeller Fuels now has the ability to meet customer requirements irrespective of their port location, local supplier or currency.

Supported by HSBC UK's foreign exchange and global cash management team, the Hartlepool-based company, which has built up strong relations with suppliers, is now in a position to operate more widely on the international market.

Assisted by one of these, Oil NRG, which handles the physical deliveries in the UK, the company has a strong tanker network with other suppliers physically delivering fuel to all types of marine vessels here and overseas.

"Before this support, we were very restricted in terms of how we could operate internationally," said Robert Davison, finance director at Propeller Fuels.

"Since receiving the invoice finance facility, we've moved rapidly into global trading and are now trading with almost every continent."



An Oil NRG tanker assists fuelling operations with Propeller Fuels

Renewable energy

Compare the Market has analysed the energy consumption of 21 countries to reveal which are using the most and least renewable energy sources in their total consumption.

The countries with the highest proportion of renewable energy include:

Rank	Country	% of renewable energy used
1	Germany	12.74
2	UK	11.95
3	Sweden	10.96
4	Spain	10.17
5	Italy	8.80
6	Brazil	7.35
7	Japan	5.30
8	Turkey	5.25
9	Australia	4.75
10	USA	4.32

You can view the graphic at <https://www.comparethemarket.com/energy/content/24-hours-of-energy/>

Tankers – past and present

When Fuel Oil News spotted a newly-liveried Knutsford Oils tanker featured on Facebook recently, editor Jane Raphael was quick to contact NWF Fuels to ask for an image.

The Knutsford Oils brand has a very special significance to Fuel Oil News as this was formerly the brand started by James Smith, the founder of Fuel Oil News, which was subsequently sold to NWF Fuels.

Built by RTN, this 18,000 litre capacity tanker has a DAF chassis and features MechTronic pumping equipment.

It was so good to see the Knutsford Oils name continuing, we took a look in the archives and discovered a photograph of Gerald Wilmer, who worked for the original company between 1976 and 1994, proudly standing beside his Knutsford Oils tanker.

How times and tankers have changed...



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PORTLAND MARKET REPORT

ONE MIGHT WONDER THEN,
WHETHER THE SAUDIS ARE
NOW HEAVILY REGRETTING
OPENING THIS PARTICULAR
PANDORA'S BOX?

April update

At the beginning of this year, we put together our annual prediction for oil prices and those who read it will remember that it was largely bearish in tone. Our thinking was that just as oil production was increasing, the global economy was showing sure signs of a slow-down. We also pointed out that OPEC's surprisingly steadfast cohesion, was now under threat, with certain member states (along with Russia) increasingly fed-up with the continued production cut regime.

What we didn't fully appreciate when we wrote the report was that these factors would be background noise, once the impact of Coronavirus (then it is early stages and pretty-well confined to China) started to take a grip. To put it mildly, the Coronavirus has hit oil (and stock) markets like a whirlwind and all at a rather inconvenient time for the global oil industry. We discussed the impact on demand last month, with consumption down by about 2-3m barrels per day (bpd) in February alone, but worse was soon to come when Saudi Arabia and Russia became embroiled in a spectacular supply side spat.

**CUE ONE OF THE MOST
BAD-TEMPERED OPEC
MEETINGS IN RECENT
HISTORY AS TEMPER
ROSE AND HARMONY
VANISHED IN A MORASS
OF NAME CALLING,
FINGER POINTING AND
GENERAL THROWING OF
TOYS OUT OF PRAMS.**

Relationships within OPEC have been increasingly discordant for several years now, but they reached breaking point at March's OPEC meeting in Vienna. Saudi Arabia basically accused fellow OPEC members (and Russia) of playing a duplicitous game when it came

to production cuts. The Saudis believe that only they have fully cut production (and thus pushed up prices), whilst their OPEC colleagues have simply paid lip-service to the idea and in fact have aimed to increase production, whilst "filling their boots" at the higher prices. Russia's counterview was that not only had they been diligent in enforcing their own production cuts, but more significantly, further cuts would have little effect anyway in the face of mass demand drop-off caused by the Coronavirus.

Cue one of the most bad-tempered OPEC meetings in recent history as tempers rose and harmony vanished in a morass of name calling, finger pointing and general throwing of toys out of prams. As the meeting broke asunder, Saudi Arabia didn't just confirm that the production cut regime was over, they went on to announce that the kingdom would be increasing their production by 45% (ie, from 9m bpd to 13m bpd). The result on oil markets was as electrifying as it was catastrophic. On the day of the announcement, oil prices fell by \$8 per barrel and the following Monday, by a similar amount.

So where next for oil prices? In the short-term, we can safely discount any recovery in consumer demand pushing prices back upwards quickly. Clearly, as long as Coronavirus has its grip on Government policy across the world, then lock-downs remain the order of the day, which in turn means consumption is severely constrained. At a macro level however, there could be support for oil prices from the large, strategic buyers, who are now looking at attractively low oil prices. The two biggest strategic buyers of oil in the world are the oil reserve companies of the USA and China respectively, both of whom are currently holding less stock than they are legislatively obliged to hold. Therefore, they need to boost stocks and what better time to do that than now, with prices much lower than at any point in the last 10 years?

However, even a major buying spree based on the above scenario will be less important to the market's direction than the behaviour of the world's major oil producing nations over the next few weeks. Saudi Arabia's decision

to increase production remains the key factor. Even if the markets have already "priced in" this excess volume (this was the reason for the huge price drops), when the extra oil actually starts to flow and the market literally becomes flooded with oil (tankage full to the brim, tankers full of oil and anchored outside ports with nowhere to discharge) it seems impossible to predict anything other than a continued bearish market.

One might wonder then, whether the Saudis are now heavily regretting opening this particular Pandora's box? After all, the drop in oil prices has now gone way beyond simply punishing Russia and putting US producers out of business. It is now drastically hurting Saudi Arabia itself and remember, it was only in December that Saudi Aramco became the biggest IPO in history. It's fair to say that recent private investors in the company will not be enjoying these low, low prices. So one possible outcome which will not be reported, might be for the Saudis to quietly walk away from their threat to increase production and simply keep things as they were. That won't be enough to get prices rising again, but it would be the only thing that could stop prices falling much further.

Visit www.fueloilnews.co.uk where this article complete with graphs can be found showing the biggest single day drops since at least 1990 and (if we had the records) probably way before that...

For more pricing
information, see
page 22

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Oiling the wheels of growth for Rix Petroleum

To help the business achieve its ambitious growth targets, Rix Petroleum has appointed Harrogate-based Zelst to deliver its SEO and content.

Over the last year Zelst has worked with J.R Rix & Sons on the company's Fuelmate brand with organic traffic increasing significantly.

"Working with Zelst over these past 12 months has been great. We developed a sound strategy early on; they listened to my requirements, challenged me where necessary

and collaborated effectively to put a plan in place," said Luke McMullen, senior marketing executive at Rix Petroleum.

"The work they've done has helped grow our organic traffic by 50% year on year, and in the last few weeks has seen us rank number one on Google for our target keyword for the first time! My time is limited, so I needed an agency that I can trust to just get on with it, which I can confidently say they do."

"We are delighted to have won the Rix

account and are so excited about what we can help this great company achieve," added Peter Van Zelst, managing director of Zelst,

"We are proud Rix has chosen us to help them be seen and get found by the people that matter to them. Over the last year, the hard work we've put into helping the Rix Fuelmate brand achieve its amazing growth, and the strong ongoing relationship we have developed with the Rix team have definitely contributed to this success."



Looking for further digital growth in its heating oil business, Rix Petroleum has appointed Zelst

A big thank you!

Leaving Fuel Oil News at the end of March, Fuel Oil News editor Jane Raphael was delighted to have the chance to catch up with some of the many friends made over 21 years in the fuel distribution industry, seen here at the Phillips 66 IP Week dinner.

Thank you once again to everyone who has shared their news, views and stories with me over those years, it has been an absolute pleasure.



David Fairchild, consultant, WP Group, our guide at Salter's Hall, Paul Kingdon, Heltor and Jane Raphael



Stuart and Leanne Hardy, Par Petroleum



Richard Huxley, NWF Fuels and Mark Nolan, Nolan Oils Group



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Continued growth and coming full circle, as Standard

When Fuel Oil News last spoke with Nick Goodwin back in 2015, Standard Fuel Oils was running eight vehicles, delivering around 32 million litres of fuel per year and had started to look for a second location.

As of March this year, the company has operations out of Manchester Fuels Terminal (MFT) in Trafford Park, its fleet has expanded to 15 vehicles and last year the company delivered 92 million litres of fuel. Alongside this, Standard Fuel Oils has also partnered with Millers Oils, expanding its offering to include lubricants as well.

“Moving into the lubricants sector adds another string to our bow. We have a huge commercial customer base which require lubricants, so partnering with Millers Oils, who share many similar values to ourselves as a company, was a natural progression”, says managing director, Nick.

Vicki Campion, who previously worked for Shell, was tasked with getting the lubricants

division off the ground with much success already achieved.

“MOVING INTO THE LUBRICANTS SECTOR ADDS ANOTHER STRING TO OUR BOW.”

Coming full circle

Nick’s story, like many in the fuel industry, is a family affair.

“I never thought I’d end up working for my dad’s company, Carlton Fuels, or indeed in the fuel industry at all. I answered calls and worked in credit control for a while but was predominantly in sales-based roles. For a guy that didn’t expect to work there, I began the day after sitting my last university exam and stayed for two years,” said Nick.

Carlton Fuels was latterly acquired by GB

Oils, later to become part of Certas Energy.

Nick, alongside his brothers Michael and Greg, took the opportunity to begin their own venture in 2011, opening Standard Fuel Oils on the same industrial estate on which their father had previously worked.

A sense of history repeating itself can also be said for Standard Fuel Oils’ new location at Trafford Park with it being just a stone’s throw from the old location where Nick worked for five years.

“Our new location at Trafford Park allows us to facilitate coverage further along the M62 corridor, meaning further expansion and increased customer reach,” explained Nick.

The three-strong fleet residing in the Trafford Park terminal, is fitted with ‘in-cab’ software from DreamTec allowing the trucks to operate remotely.

“Our investment in DreamTec helps to automate the ordering process to the new unmanned terminal. Orders are sent directly

Continued on page 16

‘In-cab’ software from DreamTec is fitted within Standard Fuel Oils’ new trucks, allowing them to operate remotely.



Continued from page 15

to the tanker's in-cab system, creating a more efficient workflow process."

When asked about embracing technological advances and the potential for electric trucks in the future, Nick said:

"To grow, we must continue to embrace new products in the market, whether that's new technology to increase efficiency or through trialling more environmentally friendly products. Our fuel business is growing, but we still need to do our bit for decarbonisation. As for electric trucks, we are open to it, but I can't see it happening any time soon."

Challenges

Whilst Nick is an advocate of change in order to grow, he still holds concerns over new legislation in the market, such as the introduction of FAME into gas oil.

"We haven't seen an obvious impact from FAME in the North West, but fellow distributors in other areas of the country have had issues. We absolutely need to address this and as an industry, UKIDFA is keen for us to be as open as possible with information, experiences and advice. I haven't witnessed any trouble with FAME up to now, but I remain cautious about it being in gas oil.

Perks of the job

"After nine years in the industry, the best part of the job has always been the same – getting a new customer! This is not only great for the business, but also for the member of the sales team whose hard work has come to fruition. Aside from that, it's definitely getting a new vehicle and we all take great pride in our fleet."

Recognition

"We were delighted to be recognised as one of 1000 companies to inspire Britain and to



Nick and the team look forward to continuing to supply Liverpool's growing construction industry

think that we almost missed the fact that we had won! We get a lot of magazines delivered to us, and the London Stock Exchange Group's almost made it to the bin before we realised what it was – thank goodness we did."

This honour was awarded to Standard Fuel Oils last year, along with a glass trophy which sits proudly amongst several other awards and accreditations at the company's Merseyside headquarters.

Speaking about this accolade, Nick said: "Including drivers, we now have 28 members of staff with some staff having been with us since day one – our achievements and successes are down to them."

Looking ahead

Aged 36, Nick has no plans to exit the fuel oil distribution industry.

"My grandad grew up in a home smelling of kerosene, as did my dad, and likewise my

brothers and myself. It would be good if the tradition continued, and the business remained within the family in years to come, and maybe in another twenty years we will know.

"We are in it for the long haul and can't wait to see what's around the corner. We've enjoyed supplying various construction works in and around Liverpool and can see the potential for much more growth as Liverpool continues to improve and grow its infrastructure."

"Prepared for further growth this year, we're actively looking at acquiring companies of a similar nature to ourselves," added Nick.

In the meantime, Nick and the team are looking forward to UKIFDA 2020, which is once again on the company's home turf before the event goes north to Glasgow in 2021.

Fuel Oil News very much looks forward to catching up with Nick and the Standard Fuel Oils team next year, as the company celebrates its 10-year anniversary.



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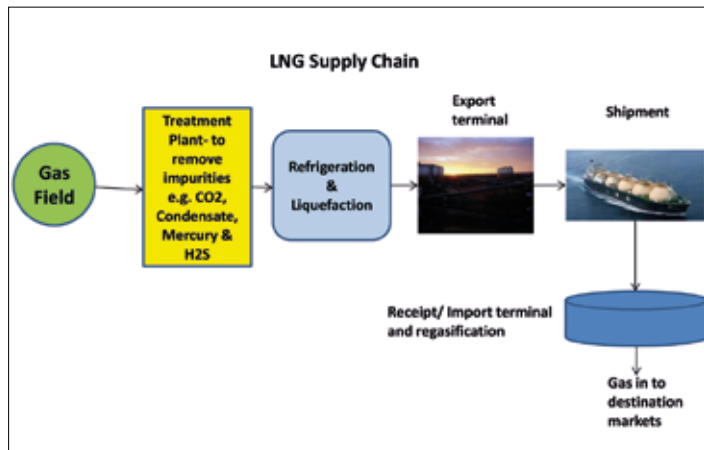
The growing trade in LNG

PROJECTIONS RELATING TO THE FUTURE GLOBAL DEMAND FOR FOSSIL FUELS ARE IN GENERAL AGREEMENT THAT WHILST THE OUTLOOK FOR GAS POINTS TO CONTINUED GROWTH FOR AT LEAST ANOTHER 15 YEARS, OIL IS EXPECTED TO PLATEAU SOMETIME IN THE NEXT 5-10 YEARS WITH COAL DECLINING IN USE

'Bridge fuel' is a widely used term to describe the role of gas. Being the fossil fuel with the lowest GHG emissions, gas can facilitate the energy transition to renewable sources.

The lion's share of the projected growth in demand for gas will come from an expansion in the international trade in liquefied natural gas (LNG).

Gas in liquefied form is created by refrigeration to -162 Degr. C which reduces its volume by a factor of 600, facilitating its storage and bulk transportation with a simple LNG supply chain looking as follows:



Modern LNG carriers typically have a capacity in the 125,000-175,000 cubic range – the world's largest vessel, which is Korean, has a 266,000 cubic metre capacity.

What are the global perspectives for LNG?

Since the start of the current millennium, the volume of LNG trade has more than trebled. 2019 showed the largest ever year-on-year tonnage increase and a record 40 million MT/year of new capacity coming on stream. The table below highlights the growth trend since 2000

	2000	2005	2010	2015	2018	2019
(Million Tonnes)	100	130	215	240	317	359

Two key drivers

- JAPAN** which following the 2011 Fukushima nuclear power plant explosion, decided to shut down its nuclear generating capacity, necessitating a switch to gas as a power source
- CHINA** which is seeking to reduce harmful emissions by switching from coal-fired generating plants to gas fired electricity generation. China is projected to overtake Japan as the largest importer of LNG in the next couple of years and along with India, will contribute to the lion's share of the projected future increase in LNG trade. Last year, six countries accounted for just **over 70% of total LNG exports** with a different group of six countries accounting for **70% of LNG imports**.

AUSTRALIA is expected to overtake Qatar as this year's largest exporter, although the latter has plans to increase its total capacity to 110 million Mt/year by the mid-2020s. Based on current plans and FID's, the US is expected to join these two countries as one of the big three exporters in the next few years.

Last year **EUROPE** saw a sharp (74%) rise in imported LNG to almost 76 million MT, accounting for 21% of the global total. LNG sellers used the European market to absorb the global oversupply, with a rise in both spot sales and portfolio sellers bringing more cargoes into their own European terminal positions. This overhang drove prices down by 50% through 2019 to decade low levels. Further afield, the global LNG surplus has recently driven spot prices in Asia to all-time lows, at just under \$3 per million Btu (equivalent to around \$20 per barrel for oil).

Closer to home, since 2004, when the UK ceased to be able to satisfy indigenous gas demand from the UKCS (UK Continental Shelf), the country has had to import the shortfall. This has principally been by pipeline from the Norwegian sector of the North Sea.

Volumes of LNG are accommodated at three facilities detailed below, all of which have been commissioned in the current millennium.

- ISLE OF GRAIN, KENT** – the largest LNG terminal in Europe is owned by National Grid. Originally commissioned in 2005, the facility's total storage has expanded to one million cubic metres and is capable of processing 15 million mt/year which is 20% of UK demand
- SOUTH HOOK, MILFORD HAVEN** – owned jointly by Qatar Petroleum Int. (67.5%), Esso (24.15%) and Total (8.35%)

Continued on page 18

EXPORTERS	Quantity (Million MT) & Share (%)	IMPORTERS	Quantity (Million MT) & Share (%)
QATAR	78 (25%)	JAPAN	83 (25%)
AUSTRALIA	68 (22%)	CHINA	62 (17%)
MALAYSIA	25 (8%)	SOUTH KOREA	45 (14%)
USA	21 (6%)	INDIA	23 (7%)
NIGERIA	20 (6%)	TAIWAN	17 (5%)
RUSSIA	19 (5%)	FRANCE	16 (5%)

Inside Out

Continued from page 17

Commissioned in 2009 it has a total storage of 755,000 cubic metres and is capable of processing 15.6 million mt/year. Built on the site of the former Esso Oil refinery, this facility is closely integrated in to the Qatargas2 supply chain.

- **DRAGON, MILFORD HAVEN** – owned jointly by BG Group and Petronas, this facility was also commissioned in 2009. It has a total storage of 320,000 cubic metres and is capable of processing 2.7 million mt/year. The facility was built on the site of the former Gulf Oil refinery

Last year saw a sharp rise in LNG imports which increased by two and a half times vs 2018, accounting for around 22% of the total gas supply, with wide monthly fluctuations sometimes peaking at 30% of the total.

This mirrored the sharp rise in wider European LNG imports. Up to 2017 Qatar was the main source of LNG imports at over 80%, but this declined to 39% in 2018 and 35% in 2019 mainly due to increasing imports from the US, and some material out of the Yamal complex in Siberia.

Recent developments and prospects for the future of LNG

- The LNG market is expected to be restored to a balanced position sometime within the next 3-4 years, as the current surplus is absorbed by rising demand, particularly from Asia.
- Europe is also expected to increase LNG imports to help offset declining domestic supply sources and establish alternatives to pipeline supplies from Russia.

Two recent developments are likely to be reinforced and become of greater significance in the future:

1. As market liquidity becomes greater, there has been a move away from the traditional 15-20 year supply contracts to shorter terms of up to 5 years, with spot supplies playing an increasing role and now accounting for circa 20% of product supply
2. Associated with the above, there has also been a move away

from oil indexation in contract pricing. This has been replaced by local 'hub' pricing with the three key reference price points being the Japan-Korea Marker (JKM- for Asian trade), Henry Hub (for US trading) and the National Balancing Point (North Sea – for European trading).

The 'global gas outlook to 2035' report

In September 2019, Mc Kinsey & Co. produced the above report which identified five developments to watch:

- The continuing convergence in global LNG price indicators for Asia, Europe and the USA, differentials now being at all-time lows
- The largest market, Asia, is following the liberalisation already seen in the USA and Europe, which is likely to bring fundamental changes thereto
- Contract pricing mechanisms are evolving as gas and oil markets increasingly diverge, with knock-on effects on buyers and the need to re-shape their contract portfolios
- Substantial new investment will be required in the infrastructure to meet projected demand growth
- The traditional bilateral (country-to-country) business model, dominated by established, integrated physical suppliers, is being challenged by an increased focus on commercial and trading capabilities – and the accompanying greater participation by traders, such as Vitol and Trafigura.

The report projects continuing expansion of LNG demand through to 2035 averaging 3.6% per year, most of the expansion emanating from Asia which would result in an annual trade in LNG approaching 600 million MT by then.

This projected increase explains the need for additional processing capacity which, on the basis of the report's demand forecast, is assessed to be circa 185 million MT/year.

In a similar vein, Shell's recent '**LNG Outlook 2020**' envisages global demand doubling to 700 million Mt, by 2040. That's a lot more fossil fuel material on the move!

Aberdeen – a hydrogen pioneer

The world's first hydrogen-powered double decker buses are expected to be working in Aberdeen this summer.

First Aberdeen, part of the multinational First Group which originated in the city, is to run the 15 buses along one of its most popular service routes and the new vehicles will further underline the city's role as a pioneer in hydrogen.

The new £8.3million project has been funded by Aberdeen City Council, the Scottish Government, and the European Union (FCH JU), with an investment of about £500,000 per vehicle.

Produced by Wrightbus, a Northern Ireland-based company, the buses are as efficient as electric equivalents, with refuelling taking less than 10 minutes and offering a greater range. Water is the only emission from the vehicles which reduces carbon emissions and the new buses continue to contribute to the city's commitment to tackling air pollution.

"Scotland has some of the most ambitious emission reduction targets in the world. In the years to come, I expect we will begin to see many more 'greener and cleaner' transport solutions like this begin to emerge," said energy minister, Paul Wheelhouse.

"We are currently undertaking a wide-ranging project to assess the



Aberdeen City Council's Jenny Laing with Douglas Lumsden (I) and David Phillips, First Aberdeen operations director, at the hydrogen refuelling station in Cove, Aberdeen

potential for hydrogen, and hydrogen fuel cells for use in transport and heating across Scotland, with hydrogen potentially playing an important role in Scotland's energy transition."

Reinforcing Valero's commitment to Northern Ireland

Three new sites have recently been added to Valero's list of Texaco branded sites.

Having raised the number of sites in Northern Ireland by over 30% in the last 12 months, these new sites further strengthen the company's position in the region.

Looking to strengthen their supply position back in 2018, Valero acquired DCC's Belfast fuel terminal which enabled the company to offer a more competitive service for the region's fuel retailers.

Last year, the appointment of Samantha Passi as a new sales manager to oversee Texaco's development and to reinforce Valero's commitment to Northern Ireland gave further support.

"My aim when I started, was to show retailers how committed Valero is to the region and how we want to work with retailers to help them deliver a reliable and more competitive service for their customers," said Samantha.

"I'm thoroughly pleased we've been able to achieve this and it's fantastic so many retailers have switched over to the Texaco brand," added Samantha.

Henderson's Seagoe filling station in Portadown, County Armagh is one of the latest sites to sign up with Texaco. Owned by Henderson Retail, one of Northern Ireland's largest independent fuel site operators, this filling station was under the BP brand for a number of years. Henderson Retail's Saintfield Road site in Lisburn has sold Texaco fuel since 2014.

Also new to the Texaco brand are the Woods Supermarket owned sites, Tandragee service station and Dobbin Road service station, both in County Armagh which were previously Topaz-branded.

"We wanted to offer our customers a strong forecourt image and a rewarding loyalty programme," said owner Philip Woods.

Energy Strategy in Northern Ireland

With the consultation into the development of a new **Energy Strategy** to replace the existing Strategy Energy Framework having closed last month, the outcome will be eagerly awaited by fuel oil distributors.

The call for evidence was part of an on-going public engagement process to inform and shape this strategy. The aim is to have a draft strategy for presentation to a future minister for the economy by the end of 2020.

The Department of the Economy held five regional workshops in February to address the main topics of **energy consumers, energy efficiency, heat, power and transport**.

In June 2019, the UK became the first major economy to commit to a 100% reduction in greenhouse gas emissions by 2050. This 'net zero' target represents a significant step-change in the commitment to addressing the climate crisis.

There are undoubtedly, challenges ahead with formulating and delivering a new strategic direction for energy. It will only be achieved through collaboration across government departments, the energy sector and other key stakeholders.

Checking fuel tanks

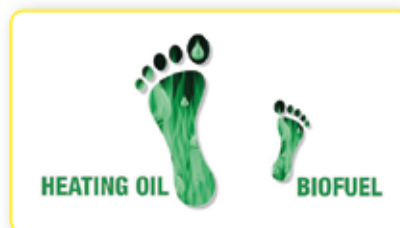
To encourage fuel tank storage checks, two leaflets are being distributed with the support of the oil distribution network across the Republic of Ireland.

The leaflets, which are designed to reinforce the message that liquid fuel has a future in the Republic, also outline the ongoing work to rolling out a 100% sustainable liquid fuel by 2035.

The leaflet also recommends upgrading older (15 years+) boilers to a modern condensing appliance to help reduce fuel bills.

Oil fired heating? – You can still use your oil fired boiler and reduce your carbon footprint with a Biofuel Blend...

The Irish Government has announced very ambitious plans in their **Climate Action Plan 2019** to reduce carbon emissions. The oil heating industry fully supports Ireland's transition to low carbon heat and is committed to playing an active role in helping the Government achieve its goals for off-grid homes.



"A sustainable biofuel blend can significantly reduce the current carbon footprint of oil fired homes".

One of the biggest challenges is gaining consumer support. When central heating became widely available in the 1970's, there was an obvious benefit and therefore people were prepared to invest. However, the cost for off-grid homeowners to move to air source heat pumps (ASHP), which is the Government's preferred option, is expensive. Most people want to tackle 'climate change' but at an affordable cost.

So what is the answer?

The simplest solution is to **decarbonise** the fuel and upgrade your existing boiler & tank at a fraction of the cost of moving to a heat pump.

SEARCHING FOR SOME OF THE BEST PRODUCTS TO ASSIST WITH SAFER OPERATIONS, WE HIGHLIGHT BELOW A FEW RECENT DEVELOPMENTS IN SAFETY CLOTHING AND EQUIPMENT

Products from ARCO – experts in safety

- 1. Roots Flamebuster Flame – Retardant Overalls**
These overalls offer excellent flame retardancy with an additional limited chemical splash protection. az
- 2. Arco S82 Drill Black High- Zip S3 Safety Boots**
Designed for heavy duty environments, Arco's antistatic safety boots have slip-resistant soles, a side-zip for ease of getting on and off, waterproof membrane, steel toecap, a penetration-resistant midsole for safety and an outsole that is resistant to fuel oil.
- 3. Ansell ActivArmr 80-813 Flame- Resistant Gloves**
These Ansell flame-resistant gloves provide all-round protection and a secure grip in wet, dry or oily conditions.
- 4. Arco Granite Safety Glasses w/ Clear Lenses**
Treated with a special coating to protect against scratches and to prevent from fogging up, these safety glasses give nearly 100% protection from UV rays and are suitable for use in extreme temperatures between -5°C and +55°C.



See the Arco guidance document on the COVID-19 outbreak which has seen 'an international surge in demand for specific health & safety products' at www.arco.co.uk

GripHero – here to help

Tests have already shown that 'the fuel pump handle is one of the most highly contaminated surfaces of contagious and dangerous organisms in the world. With the increasing spread of COVID-19 declared a global pandemic, the importance of protecting your customers on your sites has never been so important'.

With a passion for continuing to improve HSE on forecourts, GripHero is offering 'ALL sites, forecourts and gas stations across the globe our multi-award-winning highly-efficient dispensers. **FREE OF CHARGE**, alongside the purchase of our Anti-Static eco-friendly hand-protection'.

"The most effective way of preventing contraction of the virus, is to prevent contact in the first place. And the most effective way of preventing contact with a fuel-pump handle, is to provide hand-protection at the exact point of delivery.

"To encourage action sooner than later, our non-profit offer will end **30th April 2020**. All orders must be confirmed by this date."

The ideal solution

Dialight Group's SafeSite® Glass Reinforced Polyester (GRP) linear light is certified for use in both Zone 1 and 2 hazardous areas making it the ideal solution for long-life performance in downstream and upstream oil & gas, petrochemical, chemical processing, mining and heavy manufacturing sectors.

The rugged new fitting has been designed as a highly durable and reliable low maintenance solution with triple the lifespan of fluorescents. The GRP SafeSite® Linear is available in 764mm and 1244mm lengths, has a lumen output range of 2,785 – 5,750 lumens and can withstand ambient temperatures between -40°C up to +65°C.

The durable, corrosion resistant GRP housing material has excellent structural, thermal and chemical resistance properties, is impact resistant and rated IK08. It is also IP66/67 rated making it impervious to water and dust.

As well as emergency backup modes, additional safety features include stainless steel retention tabs, an optional wire guard accessory, a wildlife, eco-friendly amber solution and a green shower safe and eye wash station option.



The GRP SafeSite® Linear gives long-life performance in downstream/upstream oil & gas, petrochemical, chemical processing, mining and heavy manufacturing sectors

Making oil & gas workers safer

Wearable Technologies (WTL) and Wipro have signed a teaming agreement to deliver the ELEKSEN Connected Worker Platform globally in the oil & gas sector.

“The Internet of Things is affecting all our lives – small sensors sending data via the internet to and from connected homes, connected cars and connected factories. It is inevitable that most industrial workers in the developed world will, in years to come, wear sensor devices to monitor their health, safety and efficiency,” comments WTL CEO Mark Bernstein.

“WTL was set up to use this new technology to make industrial workers safer, by delivering data-led, actionable insights in real time to site managers, health & safety managers and other corporate executives involved in the digital transformation of their workplaces.

The ELEKSEN platform links smart garments to a wide choice of personal sensor devices from leading device manufacturers (e.g. gas, noise, physiological), to a robust reporting dashboard. This enables customers to monitor the working conditions of their industrial workforce in the field and on-site in real time.

With additional financial support from across the UK oil & gas industry, led by the Oil & Gas Technology Centre (OGTC) and BP, Wood and Stork, WTL is developing an intrinsically safe solution for use onshore and offshore



Carl Morris, Global ENU lead Wipro and Mark Bernstein, CEO Wearable Technologies celebrate the new teaming agreement between the companies

New tech for trucks

Partnering with Vision Systems, Brigade Electronics is offering mirror replacement systems that out-perform conventional mirrors thanks to the anti-glare glass used on the monitors, low luminosity functionality and improved visibility in wet conditions, making this a much safer option.

Replacing mirrors with cameras also contributes to lower fuel consumption and the Vision System is R46, ISO 16505 and ISO 26262 compliant. Brigade's new range of high definition camera monitors will also be on display.

“We have listened to the market and responded with our highest number of product releases to date and we plan to launch further exciting new developments throughout the year,” said marketing manager, Emily Hardy.

Also launching is the HD Backeye®360 system. With its ease of setup and calibration, this system offers unrivalled performance and boasts a new software interface.

A new benchmark in safety standards

Hazchem Safety believes that the Kilmar trouser, an innovative modification to the popular flame-retardant, anti-static trousers that features enhanced visibility, could set a new benchmark in safety standards for the fuel industry.

This trouser builds on all the features of the AS0015 popular trouser with the added benefit of EN20471 class 1 hi-visibility, meaning that the wearer has excellent visibility quantifiable by EN standard.

Other features include an innovative new 285gsm inherent FR/AS twill material, which is hard-wearing, dye-fast and comfortable for summer as well as warm enough for winter. The rugged construction includes triple-stitched seams, multiple pockets, articulated knees and slight waist-elasticity for comfort.

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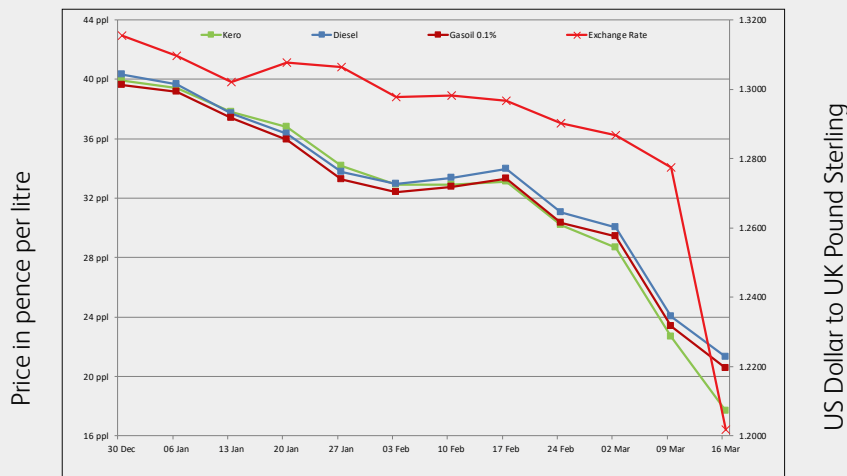


The Kilmar trouser is an innovative modification to the popular flame-retardant, anti-static trouser which now features enhanced visibility

Wholesale Price Movements: 19th February 2020 – 18th March 2020

	Kerosene	Diesel	Gasoil 0.1%
Average price	26.97	28.43	27.77
Average daily change	1.14	1.05	1.03
Current duty	0.00	57.95	11.14
Total	26.97	86.38	38.91

All prices in pence per litre



US Dollar to UK Pound Sterling

Week commencing



Highest price
33.74 ppl
Thu 20 Feb 20

Biggest up day
+1.11 ppl
Wed 19 Feb 20

Kerosene

Lowest price
15.37 ppl
Wed 18 Mar 20

Biggest down day
-3.65 ppl
Mon 9 Mar 20

Highest price
34.70 ppl
Thu 20 Feb 20

Biggest up day
+1.12 ppl
Wed 19 Feb 20

Diesel

Lowest price
20.41 ppl
Wed 18 Mar 20

Biggest down day
-3.66 ppl
Mon 9 Mar 20

Highest price
34.02 ppl
Thu 20 Feb 20

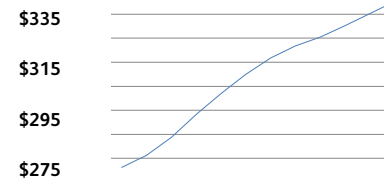
Biggest up day
+3.72 ppl
Wed 19 Feb 20

Gasoil 0.1%

Lowest price
19.49 ppl
Wed 18 Mar 20

Biggest down day
-1.51 ppl
Mon 9 Mar 20

Gasoil forward price
in US\$ per tonne



April 2020 – March 2021

The Fuel Oil News Price Totem

	Trade average buying prices			Average selling prices		
	Kerosene	Gasoil	ULSD	Kerosene	Gasoil	ULSD
Scotland	31.49	44.24	92.14	35.90	47.27	95.75
North East	30.44	42.87	91.22	36.49	45.67	93.87
North West	32.01	45.47	93.61	36.27	48.13	95.99
Midlands	30.51	43.40	91.68	34.60	46.16	94.56
South East	30.61	43.36	91.66	39.07	48.18	94.15
South West	30.96	43.20	91.50	36.44	45.95	93.78
Northern Ireland	31.07	44.57	n/a	35.12	47.98	n/a
Republic of Ireland	44.83	50.00	93.08	49.01	52.96	96.03
Portland	28.22	40.92	88.37			

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>.



Bringing safety to dark places

Brady Corporation's new, highly reflective ISO 7010 safety signs are twice as reflective as signs with standard glassbead retroreflective sheeting, thanks to their retroreflective prismatic sheeting reflecting light.


Available on aluminium boards for outdoor, as well as indoor use, the boards feature double bended sides, eliminating sharp edges. They are available in round, triangular and rectangular shapes to fit any ISO 7010 safety sign shape and have a great outdoor lifespan thanks to Brady's B-7639 UV blocking laminate that protects them.

Sentinel launches 6 channel mobile DVR

Sentinel Systems has introduced a brand new state-of-the-art 6 channel mobile DVR system, a compact recording unit for vans and commercial vehicles as part of the company's range of intelligent surveillance systems.


The new Sentry S60 series has GPS and G-shock recording as standard, bespoke alarm inputs and remote monitoring/download making this a comprehensive package for any vehicle whether belonging to an owner driver or part of a large fleet.

This cost-effective system has up to 2TB hard disk storage space and can be connected to up to six of Sentinel's cameras, including reversing, side and forward-facing cameras for an all-round view of the vehicle. There are two additional channels also available if required. The hard disk memory can be accessed by hard wire, Wi-Fi and 3G/4G download, meaning that Live View can be seen remotely by logging in via the internet to the Sentinel hosted latest Microsoft Azure server.



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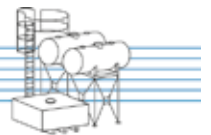
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