

Fuel Oil News

JULY 2019

STORAGE MATTERS
20TH ANNIVERSARY
CLEAN GROWTH





MANAGING FUEL QUALITY

**TESTING.
TRAINING.
SUPPORTING.
ADVISING.
DELIVERING.**

**WITH INTEGRITY. WITH VALUE.
WITH EXPERTISE.**

Reaching a milestone

On 4th May, I reached a personal milestone; having joined Fuel Oil News on Tuesday 4th May 1999, 20 years has passed since I took my first tentative steps into the world of fuel oil distribution.

Time has certainly flown since my arrival as a complete novice; armed only with the fact that my parents had oil-fired heating and my car needed filling up with petrol, there was a whole new world to explore.

Apprehensive at first, I wondered how I would ever fill in all the knowledge gaps, and more importantly, would I actually find it interesting enough to hold my attention? The answer to this question can be found in this issue, as to mark the occasion, Liz Boardman, former deputy editor of Fuel Oil News, interviewed me, a rather strange process when I am normally the one doing the interviews...



Speaking of interviews, one in *The Times* magazine

Andrew Goddard of Morris Lubricants donating heavy duty engine and gear oils to customer Ben Kaye (left) who restores military vehicles. Ben took part in the D-Day commemorations. www.fueloilnews.co.uk

20
years

recently caught my attention – the subject being 63-year old Ian Taylor, CEO of energy and commodities company, Vitol

which trades some 7.4 million barrels of oil products a day.

The grandson of a docker in Glasgow, this Cheshire multi-millionaire has had cancer four times, most recently throat. When told that palliative care was his only option, he sought proton beam therapy (PBT) treatment in Switzerland at a cost of £24,000.

Dismayed by the UK's woeful PBT provision, the Taylor Family Foundation has just donated £4.5 million to the Christie cancer hospital in Manchester to support a clinical trial for patients with mouth and throat cancer.

Whilst seeing the need for change, Ian says 'the UK's emissions are a pinprick.' Reflecting on oil's role, he believes 'bringing oil to people and making it cleaner, cheaper, better and more efficient has on balance been a good thing', something no doubt endorsed by Fuel Oil News' readers.

Fuel Oil News

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

4-7 NEWS

A compelling solution for off-grid homes; strategic investments; D-Day; new tankers; a very valuable opportunity and fund-raising

9 PORTLAND MARKET REPORT

The trade war between the US and China has clearly spooked the markets...and a blockade of the Straits of Hormuz by Iran would send prices sky rocketing

11 ANALYSIS

A seismic shift in the way we do business

12 KNOWLEDGE

On the road to efficient fuel distribution

13-14 IRISH NEWS

Valero Marketing Ireland

15, 18 FPS EXPO 2019

The top attractions

19-20 INSIDE OUT

Understanding the Clean Growth Strategy

21, 23, 25 STORAGE MATTERS

26 PRICING PAGE

Contact us

01565 653283
www.fueloilnews.co.uk

Managing director
Nick Smith

News desk / Editor
Jane Raphael
jane@fueloilnews.co.uk

Commercial manager
Margaret Major
margaret@fueloilnews.co.uk

Irish News
Aine Faherty
aine@fueloilnews.co.uk

Accounts & copy chasing
Berni Chetham
berni@fueloilnews.co.uk

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.

Credit card payments
01565 653283

Founded in 1977 by James Smith

Published by
Ashley & Dumville Publishing,
Caledonian House, Tatton Street,
Knutsford, Cheshire
WA16 6AG

AD
PUBLISHING



Fuel Oil News
THE 2019 DIRECTORY – OUT NOW!

Looking for new storage
– see your new 2019
Directory

01565 653283
www.fueloilnews.co.uk/category/directory



FOR VIEWS
AND NEWS
ON THE
STORAGE
INDUSTRY
GO TO PAGES
21, 23 AND
25

www.oilterminalmap.co.uk

**WALK, JOG, RUN,
CLIMB, CYCLE!**

Over the years, we've supported some brilliant fundraising efforts for many fantastic causes.

If you are raising money for charity, we'd like to help you.

Please email:
berni@andpublishing.co.uk

**ASHLEY & DUMVILLE LTD
COMMUNITY & CHARITY FUND**

A compelling solution for off-grid homes

NEW RESEARCH THAT SUPPORTS LIQUID BIOFUELS AS A LOW COST, HIGHEST IMPACT CARBON REDUCTION SOLUTION FOR OIL-HEATED HOMES WAS UNVEILED AT OFTEC'S ANNUAL CONFERENCE WHERE INDUSTRY LEADERS GATHERED TO HEAR THE OUTCOMES OF IN PERPETUUM'S SIX-MONTH STUDY

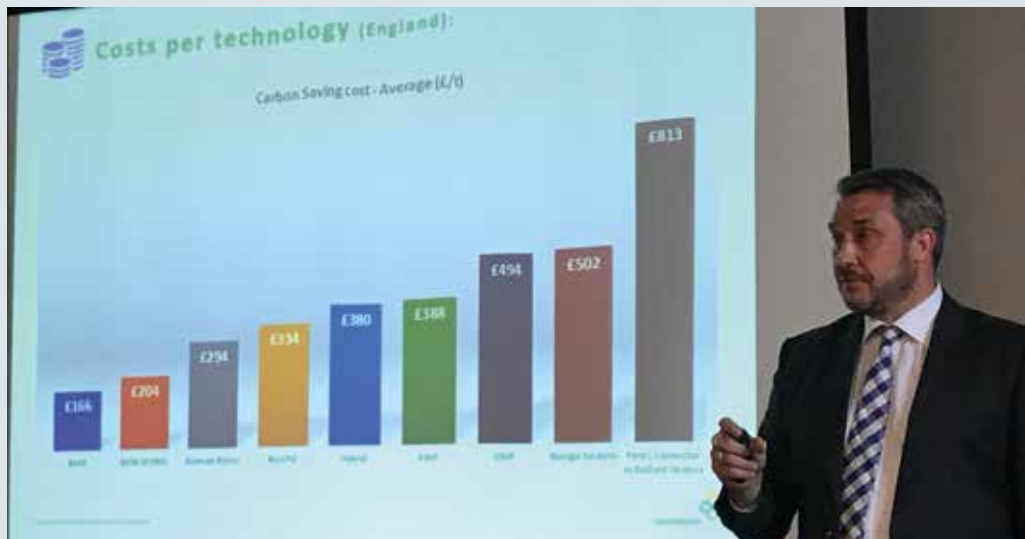
The study findings were presented at the conference by Jason Woods, (pictured below) founding partner of energy consultancy group In Perpetuum Partners who conducted the research.

Using a detailed analysis of oil-heated housing stock in England to help inform extensive modelling, the report compares biofuels with other low carbon heating options available today. The research findings revealed that biofuels, both a 100% pure biofuel and a 30% blend of FAME and kerosene, provide the best carbon reducing routes for the least financial outlay.

The housing stock research highlighted how oil-heated properties tend to be older, detached and often poorly insulated. This means there is considerable scope to reduce heat demand from these homes by carrying out fabric improvements.

Modelling showed that making 'reasonable' upgrades, such as installing double glazing, cavity wall and loft insulation, would reduce heat demand by 15% at an average cost of approx. £6,350 – £9,150 per home. 'Deep' improvements i.e. floor and solid wall insulation would cost more, on average approx. £10,100 – £14,350 but reduce heat demand by a substantial 42.5%.

Following analysis of the cost of fabric improvements, how many homes could be upgraded, and the operating and capital cost of



each low carbon heating option currently available, the research ranked all solutions by Carbon Saving Cost (£/t) – a metric measuring both decarbonisation and cost to the end consumer.

The results show that a 100% biofuel offers the lowest cost and highest impact solution compared to all other options, costing an average £166 per tonne of carbon saved (£/t). This is followed by 30% blend of biofuel and kerosene at £204/t.

Playing a pivotal role with the most cost-effective solution

"This year's conference couldn't be more timely," said OFTEC CEO Paul Rose.

"Just last week, the UK became the first major nation to commit to net zero greenhouse gas emissions by 2050, replacing the original target of an 80% reduction on 1990 levels. The result is we must all now push harder to meet this new, tougher goal.

"The liquid fuel heating industry has the potential to play a pivotal role in decarbonising rural homes," added Paul.

"These research findings show that biofuels offer the most cost-effective solution for this hard-to-treat sector. Government and all sector players must now get behind biofuels and make this option a reality to secure a sustainable future for off-grid consumers and industry alike.

"With so many rural properties currently 'leaking' heat, stemming this energy loss must be an essential step in any decarbonisation strategy, where financially and practically possible. There is no way around the fact that this is going to be a vast and costly exercise so government support will be vital to encourage consumer action.

"This is particularly true for those on lower incomes and given the higher rates of fuel poverty in rural areas, we must all ensure the transition to low carbon heat is fair, practical and as affordable as possible."

"Now we are in no doubt that biofuels provide the future path for oil heating, the next step will be to develop 'pathway options' for government, detailing how and when industry will develop and roll out low carbon liquid fuels. Field trials will also begin to confirm the performance of biofuels and we will further step up our communication with government and stakeholders to secure recognition and support for this compelling solution."

“A significant competitive advantage”

FOLLOWING THE COMPLETION OF ITS DEEP-WATER JETTY, OIKOS STORAGE HAS BERTHED THE FIRST MAJOR SHIP ON THE THAMES ESTUARY; THE BW SEINE BERTHED LAST MONTH WEIGHING 74,998 METRIC TONNES

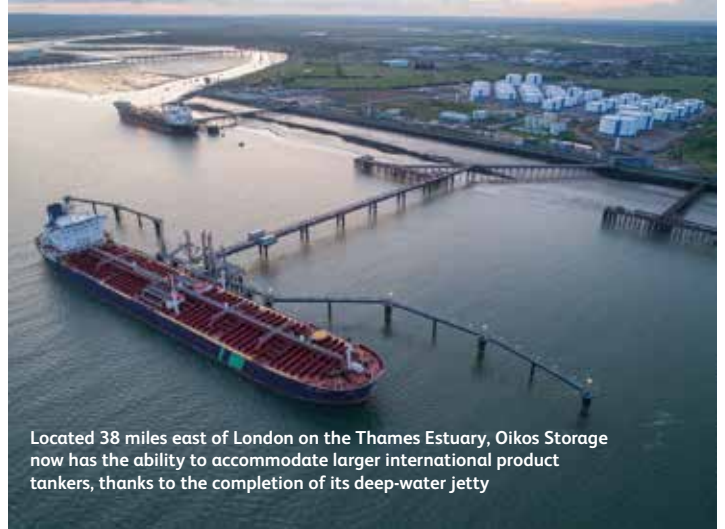
The new jetty, which is part of a continuous upgrade, has a 14.5 metre draft accommodating larger international product tankers – LR2 up to 120,000 metric tonnes deadweight, giving Oikos and its clients a significant competitive advantage.

The construction of the new jetty is part of a strategic expansion designed to meet growing customer demand following refinery closures and an increasing reliance on fuel imports to the UK. The demand for jet fuel in south east England alone represents 75% of the UK jet fuel market.

Other infrastructure investment includes the refurbishment of all tankage, approximately 285,000 m³ to post-Buncefield compliance standards. There is also a fully automated road loading rack dedicated to aviation fuel operating on a 24/7/364 basis with access to a new high-grade road link to the major trunk routes – A13, A12.

Located 38 miles east of London on the Thames Estuary, Oikos provides a convenient ingress point into the UK from the Antwerp-Rotterdam-Amsterdam region, with access to both UK Oil Pipelines and CLH-PS pipelines, as well as strategic access points to deliver fuel to Heathrow, Gatwick and Stansted.

“This is a proud moment for the company,” said Tony Woodward, general manager, Oikos Storage.



Located 38 miles east of London on the Thames Estuary, Oikos Storage now has the ability to accommodate larger international product tankers, thanks to the completion of its deep-water jetty

“It’s the result of nearly a decade of investment which has ensured that Oikos is one of the safest and most advanced storage terminals in Europe.”

Marking D-Day

Many thanks to Peter Clayton, deputy editor of *Oil Installer* magazine, who took this wonderful photograph of a previously liberated Frenchman saluting a Canadian soldier by the Utah Beach memorial.

In Normandy on 6th June, Peter said: “I’ve never seen so many old Jeeps and tanks in one place at the same time. Everywhere was busy with thousands of people from the States, Canada, the UK and, of course, France, and going home there were at least 40 old Jeeps on our ferry!”



Oikos Jetty 2 is capable of receiving vessels to the following specification:

Maximum Deadweight 120,000 mt

Max Displacement -153,000 mt

Max Draft – 14.5m

Max LOA – 277m

Max Beam – 49.5m

2 x new 16“MLAs

2 x 24” new pipelines. Each pipeline is capable of the receipt of product at a maximum rate of 3000m³/hr per line per tank

“JANE HAS A UNIQUE UNDERSTANDING OF THE OIL INDUSTRY WHICH COVERS EVERY ASPECT OF THE BUSINESS.



“I FEEL THAT HER GRASP OF THE KEY ISSUES, COUPLED WITH HER ABILITY TO PORTRAY THESE WITHIN THE TEXT AND BODY OF FUEL OIL NEWS, MAKES THE MAGAZINE A MUST READ FOR EVERYONE IN THE INDUSTRY.

“I HAVE NOTHING BUT RESPECT AND ADMIRATION FOR HER AS THE EDITOR OF FUEL OIL NEWS.”

KEVIN POWELL, LEDBURY WELDING & ENGINEERING

Great addition to Scotland's strategic road network

Certas Energy welcomed local dignitaries, lorry drivers and members of the community to the official opening of its new HGV refuelling facility at the popular 'fechan Truckstop in Ecclefechan (Eardley International)

Promising increased speed, efficiency and convenience for HGV drivers the ribbon cutting ceremony was overseen by MP for Dumfriesshire, Clydesdale and Tweeddale, David Mundell who said:

"The new refuelling facility is a great addition to Scotland's strategic road network that will support both HGV drivers and transport businesses. Eardley International Truckstop is such an important fixture in this community, so it's fantastic to see companies like Certas Energy investing in the area."



A truly local event, the bunker opening also saw pupils from the local primary school design road safety posters for display at the 'fechan site to encourage drivers and pedestrians alike to be mindful on the roads



"I really appreciate any support given," said Rory. To donate please visit www.justgiving.com/fundraising/rory-clarke7

Off to a flying start

In his words, Rory Clarke of Rix Petroleum recently 'put his knackered old body on the line to raise a bit of money for a worthy cause'.

Running the Hull half marathon for Child Dynamix, Rory got off to 'a flying start on the warmest day of the year so far'. With the second half being tough going, Rory was happy to finish in one hour and 53 minutes.

Child Dynamix works with children and young people growing up in challenging and difficult circumstances; they might be living in families with issues like addiction to alcohol and/or drugs, domestic and other forms of abuse, a parent or sibling in prison.

Through the Ashley & Dumville Community and Charity Fund (see page 3), Fuel Oil News was pleased to support Rory's fundraising efforts.



"I FIRST HAD THE PRIVILEGE OF BEING INTRODUCED TO JANE IN 2014 AT THE FUEL DISTRIBUTION FORUM IN BARCELONA. A YEAR LATER WE SHARED A TABLE AT A WORCESTER RACE DAY CORPORATE EVENT, ORGANISED BY SUCKLING TRANSPORT.

"IT WAS CLEAR AT THIS EVENT THAT JANE'S TRUSTED PROFESSIONAL REPUTATION PRECEDES HER IN THE UK OIL INDUSTRY, WHERE SHE IS WELL-KNOWN FOR HER COURTEOUS COMMUNICATION SKILLS AND FRIENDLY SMILE. "CONGRATULATIONS JANE FOR ACHIEVING YOUR 20-YEAR MARK WITH A&D PUBLISHING!"

JESUS CIRIA, SUCKLING TRANSPORT

A very valuable opportunity

"This year marked another very successful FPS EXPO event," commented Mark Todd, wholesale business manager at Phillips 66.

"The event continues to be a very valuable opportunity for Phillips 66 to meet with customers, suppliers and other industry contacts. Our customers were keen to talk to us about our current support and future developments – both within the business and in the wider industry. Despite the mild winter, the general mood among exhibitors and visitors was upbeat.

"The award ceremony was a particular highlight and we're optimistic about the future value of the seminar format. It was also reassuring to see a greater commitment to Renewable Transport Fuel Obligation compliant fuels among exhibitors."

FOR MORE HIGHLIGHTS FROM FPS EXPO 2019, PLEASE SEE PAGES 15 AND 18

Looking refreshed

WITH THE HELP OF ONE OF ITS LONGEST STANDING CUSTOMERS, VALERO HAS ROLLED OUT A REFRESH OF TEXACO-BRANDED TANKERS IN ITS BRANDED DISTRIBUTOR MARKET

Family-run business WR Kennedy has been supplying Texaco-branded fuel in Northern Ireland since 1962. With its high standards of customer service, the Ballymena-based business was a natural fit as the forerunner for the brand refresh.

“The changes are subtle, but it gives a cleaner, more contemporary feel to the brand that we know our customers in Northern Ireland will appreciate,” said managing director, Terence Kennedy who is pleased with the look of the refreshed tanker branding.

“We’re always ready to embrace new ideas, so working with Valero to roll out the refreshed tanker branding was easy. Texaco is an iconic brand and we both benefit from the arrangement, keeping us competitive in the market.”

“After a commercial business reorganisation in 2018, we decided a refresh of the tanker branding was long overdue,” added Valero’s manager of commercial sales in Europe, John Davis.

“We also wanted to demonstrate our long-term commitment to the branded distributor market by delivering a modern, contemporary look that was still distinctively Texaco.

“We’ve worked with WR Kennedy’s for many years. Their professional and customer-focused approach is very much in line with our own.”

FOR MORE NEWS FROM VALERO IN IRELAND SEE PAGE 13



Supplying the agricultural, commercial and domestic heating markets in County Antrim from Valero’s Belfast terminal, WR Kennedy operates 12 tankers. The Kennedy family – (l-r) Terence, Niall and Bertie – are very pleased with the brand’s ‘cleaner, more contemporary feel’



An exciting period of change

Watson Fuels has begun the replacement of its 350-strong fleet of trucks with newer, more efficient and more environmentally sensitive vehicles. The company already has 58 new DAF rigid trucks, ranging from 12 to 32 tonne, a further 30 were due to be added last month.

Featuring one of the most efficient engines available on the market, the DAF vehicles boast lower fuel consumption and drastically reduced NOx and particulate emissions, particularly important as Watson strives to further increase fleet reliability, reduce down-time, lower running costs and minimise environmental impact.

Covering nearly 25 million kilometers annually, the roll-out of the new fleet will deliver efficiency improvements, improve customer service levels and give even greater reliability as the firm adopts a sector-leading automation programme.

Automation will form the next phase of the firm’s ambitious drive to further enhance service levels, improve efficiency and refine the customer journey.

“This is a huge investment for the business which heralds a period of transformation for the brand,” said operations and logistics director, Scott Roberts.

“Having always been seen as a trustworthy and reliable partner to our customers, we want to build on those qualities, while leading the way in the fuels sector with fleet renewal and the adoption of an ambitious automation programme – this step is part of a phased approach to what is an exciting period of change for Watson.

“We have vast experience in the supply of fuels and lubricants to fleets of all sizes; getting this element right can have a dramatic impact on fleet costs and reliability. Recently teaming up with Esso, we can now offer the latest Esso Diesel Efficient fuel to help businesses maximise their vehicle fleets.”

“JANE IS SUCH A FIGUREHEAD WITHIN OUR INDUSTRY BEING VERY WELL-KNOWN AND RESPECTED. “YOU ALWAYS SEE HER AT THE FPS EXPO SHOW – EVEN IN THE YEAR SHE WAS ON CRUTCHES! “JANE IS ALWAYS KEEN TO LISTEN TO ANY IDEAS FOR STORIES AND ACTIVELY TAKES AN INTEREST IN ENSURING HER PUBLICATIONS ARE PACKED WITH NEW AND INTERESTING ARTICLES. “WE WISH HER MANY CONGRATULATIONS ON HER 20 YEARS IN THE ROLE AND LOOK FORWARD TO SEEING HER IN THE YEARS TO COME.”



WENDI WHITTLE, J SEED



Celebrating



of our Humber Refinery

Providing Energy. Improving Lives.

FOR 50 YEARS AT OUR HUMBER REFINERY

www.phillips66.co.uk |  @Phillips66uk



PORTLAND MARKET REPORT

“OIL MARKETS ARE ONCE AGAIN
TEETERING ON THE EDGE OF A
MAJOR PRICE SURGE”

July update

As we reach the mid-year point of 2019, let's consider how oil markets have fared since the beginning of the year and let's also see how Portland's 2019 prediction of a \$65 per barrel oil price is looking.

When we put together our January 2019 report, we were fairly confident that having crashed massively in Q4 2018 (down \$30 per barrel), oil prices were unlikely to fall any further. In fact, prices didn't just stabilise, they seriously bounced back the other way. At the start of the year, Brent Crude was trading at \$53 per barrel and by the end of the first quarter (March 31st), oil had reached \$68 per barrel. However since that point, markets have struggled for direction either way and have largely remained around the mid \$60's mark.

The reasons for the rapid correction upwards in Q1 were fairly obvious. Ongoing demand growth from India and the Far-East created a largely bullish air (prices up) and this demand-driven backdrop was coupled with 2 key factors on the supply side; continued discipline from OPEC in maintaining production cuts and Venezuela's worsening (if that were possible) economic situation.

Historically, production cuts by OPEC have been poorly maintained, with public declarations (“we will now cut production”) not matching operational reality (“let's maximise production to take advantage of rising oil prices”). But this time around, OPEC's restraint has been impressive and almost all members of the cartel have stuck firmly to their allocated quotas. In addition, the biggest player of all has actually constrained production below targeted levels, with Saudi Arabia producing only 9.8m barrels per day (bpd) in April, even though the country is permitted to produce 10.3m bpd.

Venezuela's production woes are calamitous and probably worthy of an update since the last time we looked at this country (see Fuel Oil News April 2013 edition). The South American oil giant is the world's longest established oil producer, has 20% of proven global oil reserves and is an OPEC member. Despite having a production quota of 2m bpd,

such is the desperate state of the economy (and the oil industry within in), that volumes this year have dropped to below 400,000 bpd. Frequent electricity power outages are shutting down production facilities on a daily basis, whilst refineries stand idle waiting for maintenance and new parts, that can no longer be afforded. Product embargoes prevent export flows, whilst those ships that are permitted to trade with Venezuela are struggling to get alongside silted-up jetties that have not been dredged for months on end.

“ANY DISPUTE BETWEEN
IRAN AND THE USA
WOULD HAVE SEISMIC
CONSEQUENCES ON OIL
PRICES”

These then were the clear bullish factors in the market, that made a Q1 price recovery inevitable. Holding things back once the price got to around the \$65 mark, was the steady return of US shale oil and the on-off US-Sino trade war. Shale oil production has certainly been rising steadily in the USA and previous over-capacity in this area has generated massive price crashes (2014). But as our January report pointed out, many shale operators remain heavily in debt and struggling to meet operational costs, which is naturally curtailing the scale and speed of production growth. As for the trade war between the USA and China, this clearly has spooked oil markets, because any downturn in global trade would obviously reduce oil consumption. But it does remain almost impossible to make firm predictions on this one, because so much depends on the individual and often erratic actions of US President Trump. Probably the safest conclusion is that neither the USA nor China want a fully-fledged trade conflagration and therefore once symbolic penal tariffs have been placed (and counter-placed) on flagship industries, then business as usual for the vast majority of “under the radar” trade will continue as normal.

If that was the case then there would be few downward drivers of prices left, just as one massive upward factor is now rearing its very ugly head. Surprisingly few column inches have been taken up by the looming potential conflict between Iran and the USA (such is our obsession with Brexit), but any dispute between these two countries would have seismic consequences on oil prices. The main reason for this is the Straits of Hormuz, which has a full fifth of the world's oil consumption (not to mention around 30% of the global Liquefied Natural Gas trade) travelling through it.

This bum-squeakingly tight shipping lane provides only 6 miles of navigational width for vessels, which is pretty narrow when you are captaining one of the 30 ships that navigate the straits daily – some of which are over 400m in length. A blockade of the straits by Iran would send prices sky-rocketing and as a comparative example to illustrate this point, 2011 civil unrest in Libya removed 2m bpd from global oil markets. The result was a spike in oil prices from an already inflated \$90 per barrel to an incredible \$126. Removing 20m bpd from global markets isn't even worth thinking about, but suffice to say that oil markets are once again teetering on the edge of a major price surge. For the moment, there is just about balance between signals of a bearish (trade war) and bullish (actual war) kind. But as the prospect of one recedes, the prospect of the other is advancing and until tensions are eased in the Middle East, an eye-watering price escalation remains a distinct possibility.

For more pricing
information, see
page 26

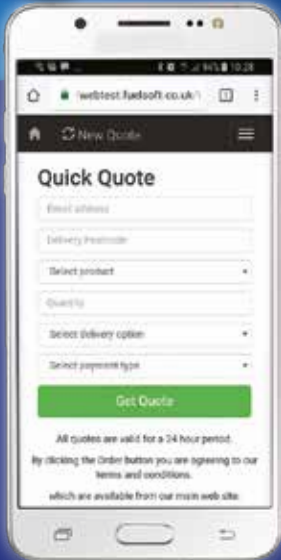
Portland Fuel Price Protection
www.portland-fuel-price-protection.com

Fuelsoft

The user-friendly solution
**Everything your Customers want...
 ...everything the Distributor needs**

Customer Step 1

Get a Quote



Customer Step 2

Choose Delivery Window



Customer Step 3

Confirm Order



Customer Step 4

Make Payment



The Fuelsoft App will seamlessly carry out the following tasks:

- Postcode check
- Define Product & Quantity Availability
- Specify Vehicle Types

- Define Delivery Windows
- Prices Calculated in Real Time based on current Costs & Margins
- Upsell Opportunities

- Customers Details / Quote Emailed & Stored for Quote/ Order Stats
- Voucher Redemption
- Customer Details used to Auto create Account

- Order Confirmation Sent
- Order Added to Fuelsoft
- Payment Authorised for Future Settlement

Step 5 the Fuelsoft Order Processing

Review Web Order • Schedule Delivery • Confirm Delivery • Auto Update Financial Ledgers & Stock Levels

Fuelsoft is the industry leader providing the total software solution for Fuel Distributors. All your requirements for smooth, efficient and profitable transactions are provided in a user-friendly App that you AND your Customers will love.



CALL US NOW ON 03300 583 900

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

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



A seismic shift in the way we do business

“IF WE’RE TO KEEP OUR INDUSTRY RELEVANT AND WORKING, IT’S TIME TO THINK DIFFERENTLY,” SAYS MARK WADDINGTON, ASSOCIATE DIRECTOR AT CHANNOIL CONSULTING

The UK fuel distribution industry has weathered many changes over the past four decades and is used to adapting to new rules and regulations but, there’s no doubt that we’re now in the midst of a seismic shift affecting how we’ll do business in the future. Technology, consumer behaviour and regulation are changing the way goods are moved around, and the question is no longer if or why we should be making changes but when and how we embrace them. And this calls for a long, hard and maybe painful look at the way some of our suppliers and distributors maintain a customer base, grow their business and survive the advancing change.

New horizons

Currently, deliveries to the domestic energy market account for 30-40% of fuel distribution journeys with the remaining 60-70% servicing agricultural and commercial needs. But with new directives coming from government and global organisations alike, and the fossil fuels we’ve been supplying for decades being phased out over time, this could change drastically in the coming years.

Let’s remind ourselves of a few facts:

- Gas boilers will be banned in new homes from 2025. Chancellor Philip Hammond has said that a ‘*future homes standard*’ would be introduced “*mandating the end of fossil fuel heating systems*”.
- Over time, gasoil, kerosene and LPG are likely to be replaced by new fuels including biokerosene, biogas, biomass, heat pumps, solar panels and wind energy.
- In May, the Committee on Climate Change (CCC) recommended net zero greenhouse gas emissions in the UK by 2050 and the Energy and Climate Intelligence Unit (ECIU) added that it should be affordable.
- Through recent global action, environmental groups such as Extinction Rebellion have demonstrated that they’re demanding more ambitious targets.

“NOW IS THE TIME FOR FUEL OIL DISTRIBUTORS TO IDENTIFY NEW REVENUE STREAMS AND FIND ALTERNATIVE WAYS OF KEEPING THEIR MARGINS AND THEIR CUSTOMERS”

We need more than just good customer service and robust logistics

Many firms have come to realise that good customer service and sound logistics are helpful, but much more needs to be done. They are looking to open-up their thinking and focus on ways to improve performance. Some have transformed the product offer and repackaged services. Some have already supplemented traditional fuels with alternatives to keep customers who’ve switched to decarbonisation initiatives. It’s less expensive to keep an existing customer than to acquire a new one.

But these new initiatives take time and investment. Expanding and developing product ranges means extra tanks, extra space and extra storage costs. Making fundamental change to the way we work brings unwelcome expense but whilst change is costly, the cost of doing nothing is deadly.

At Channoil we believe now is the time for fuel oil distributors to identify new revenue streams and find alternative ways of keeping their margins and their customers. We work successfully with firms who are making decisions and choices about what they do in the fuel supply chain. As the current situation goes into decline, we’re here to help teams plan the role their businesses need to play in this new energy supply chain. www.channoil.com

(See also page 27)



Fuel Oil News very much welcomes reader’s views and opinions on the industry’s transition to a low carbon future – email jane@fueloilnews.co.uk

On the road to efficient fuel distribution

“GROWING FUEL PRICE INCREASES AND CHANGING PURCHASING STRATEGIES, MEANS THE ONUS IS ON PROFESSIONALS IN THE UK’S FUEL SUPPLY CHAIN TO PLAN AND IMPLEMENT FLEXIBLE DISTRIBUTION MODELS TO MEET FLUCTUATIONS IN DEMAND,” SAYS TIM DOGGETT, DISTRIBUTION DIRECTOR, CLUGSTON DISTRIBUTION



“Clugston Distribution offers adaptable distribution solutions which are tailored to fit customers’ needs,” says Tim Doggett, distribution director

Oil prices continue to seesaw, with Brent crude futures surging 3.42% to \$62.02 a barrel and U.S. West Texas Intermediate (WTI) crude futures soaring 3.17% to \$52.76 at the time of writing.¹

And with prices expected to continue to fluctuate, fuelled by rising Middle East tension and anticipated stronger sanctions on Iran, having a robust supply chain strategy in place to tackle these dramatic market changes must be

a priority.

As instabilities in fuel prices continue to affect the long-term visibility on company order books, many businesses are adopting a more reactive approach to purchasing. This means a more proactive distribution provider with the ability to be flexible is essential.

To capitalise on market opportunities and better control the inevitable market

peaks and troughs in the best manner, businesses are seeking increased options and greater risk management when it comes to purchasing.

By combining both fixed price and spot price purchasing strategies, and by acquiring fuel from different refineries located throughout the UK, businesses can obtain the best overall market rates. The logistical challenges posed by the need for fuel

collection at various locations, often paired with tight collection time frames, present their own trials for the supply chain.

Clugston Distribution, a leading UK logistics company, is well placed to fulfil these needs, with its strategic locations across the UK having multiple operational capabilities. The fuel fleet is closely integrated into the wider Clugston network, with drivers trained to match the requirements from a cross-section of sectors, be that full loads of steel or bulk powder loads such as flour or cement, often at short notice.

By offering adaptable distribution solutions tailored to fit customers’ needs, the company’s highly trained drivers can deliver from the refineries straight to forecourts, marine vessels, distributors, commercial customers and airport bunkering facilities.

www.clugston.co.uk/logistics/

¹ <https://uk.reuters.com/article/global-oil/oil-prices-rise-on-rising-middle-east-tension-ongoing-opecc-supply-cut-idUKL4N22X050>



**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

A solid brand presence in Ireland

VALERO MARKETING IRELAND LIMITED, TRADING UNDER THE TEXOIL BRAND, IS A LEADING OIL DISTRIBUTOR IN THE REPUBLIC OF IRELAND. SERVING THE COMMERCIAL, INDUSTRIAL, DOMESTIC, AGRICULTURAL, TRANSPORT AND MARINE MARKETS, 40 PEOPLE ARE CURRENTLY EMPLOYED WITHIN THE TEXOIL BUSINESS WHICH OPERATES FROM 13 STORAGE LOCATIONS ACROSS THE COUNTRY.

Fuel Oil News Irish correspondent, Aine Faherty asked marketing manager, Bronagh Carron about the business.

Valero has now been in Ireland since 2011 – what have been the highlights of your 8-year journey, and do you still intend to keep the Texoil name?

We reorganised the business in 2013 to refocus on our core distribution business – the supply of oil to commercial, industrial, domestic, agricultural, transport and marine markets. Since then, we have also increased our sales staff and expanded our presence across the country, while upgrading our delivery fleet and investing in our storage locations to bring them to modern, safe and fit for purpose operations.

The Texoil brand is a strong household name in Ireland and is a real strength to our business. It sits perfectly alongside its parent brand ‘Texaco’ which enjoys a long and distinguished history and has a very solid brand presence across the country too. Both brands work perfectly in tandem with each other in their respective markets.

How was this last winter with respect to the kerosene market and how do you see the business performing over the coming summer months?

The winter of 2018/2019 was milder than the previous year and subsequently quieter in terms of kerosene sales. With regard to the summer months ahead, we’re obviously conscious that our kerosene sales are seasonal and are adept at managing this cycle by focusing our business activity on the other market sectors that we supply.

Texoil driver, John Quinn, beside an easily recognisable fleet

Valero supplies fuels to many sectors including domestic, commercial, agricultural, marine, transport, construction and quarrying – have you seen much change in any of these important business sectors recently?

The main change relates to the use of kerosene in the domestic sector with homes now being better insulated, the growth of alternative heat sources and the environmental efforts to reduce carbon emissions all having an input. Those that are using kerosene are also enjoying reduced consumption levels due to more efficient boilers and better insulated housing stock in the market. In future, we expect new build houses not to have an oil boiler installed and this will obviously have an impact on the sector. So, in summary, we see the domestic sector as having experienced the most significant change to date with more impactful changes forecast in the future.

What other issues is the company facing today?

- Heightened competition
- Increasing and more stringent depot infrastructure and transport legislation
- Labour shortage of available tanker drivers

The main challenge in the labour market currently relates to the availability of suitably qualified and experienced tanker drivers. The younger generation are not entering the industry, so as older drivers are retiring there hasn’t been the availability of new drivers to replace them. We are acutely aware of this issue and work hard to attract younger drivers to our business.

Have recent technological advances made much impact on the business, and, if so how?

Technological advances within our fleet and

Continued on page 14



A brief history of Texaco, Texoil and Valero in Ireland

Texaco’s presence in Ireland goes back over 90 years. The company first came to the country as the Galena-Salena Oil Company (of Ireland) in 1924. Following the formation of the Texas Corporation in 1926, the company changed its name to The Texas Company of Ireland in 1929 and then to Caltex in 1951. In 1967 the company became Texaco (Ireland) Ltd.

The merger between Chevron and Texaco in 2001 created the ChevronTexaco Corporation, which became Chevron Corporation in 2007. In 2011, Valero Energy Corporation acquired Chevron Corporation’s Ireland and UK refining and marketing businesses, and the Texaco brand was licensed to Valero in these markets.

Specifically, in relation to Texoil, this company was set up as a branded equity distributor in 1995 and the Texoil brand is now an integral part of Valero’s business in Ireland and is the trading name for Valero Marketing Ireland Limited.

Continued from page 13



Naoise Hennessy, a 16-year old student from Craanford, near Gorey, was the overall winner of this year's 65th Texaco Children's Art Competition

depot infrastructure, such as the installation of temperature controls on our delivery fleet and depot gantry meters, have enabled us to manage and control our stocks more efficiently.

This year marked the 65th Texaco Children's Art Competition in Ireland – does Valero remain happy to sponsor this long-running competition?

Now in its 65th year, the Texaco Children's Art Competition is the longest running arts sponsorship in Ireland. We are honoured to manage and support this much loved sponsorship, particularly as its focus is simply on supporting and encouraging children through art across the island of Ireland. The positivity associated with the sponsorship and the effect that it has had on many thousands of young artists, parents, teachers, schools and local communities throughout the course of its long history is renowned and something of which we in Valero are particularly proud.




NEW LAG ARTIC & RIGID FUEL TANKERS AVAILABLE TO PURCHASE OR LEASE FROM EARLY 2019



Tel: 0113 289 7990

Email: sales@williamsts.com

www: www.williamsts.com



MANUFACTURED IN GREAT BRITAIN

Syntec4 heating oil additives clean up combustion in boilers, AGAs and furnaces.

- boosts efficiency
- cleans up combustion
- protects components
- reduces smoking
- extends fuel life



www.syntec4.com

info@syntec4.com

01744 830 306

Representing the best in liquid fuels

THE 39TH FPS EXPO MARKED A TURNING POINT IN THE HISTORY OF BOTH THE FEDERATION OF PETROLEUM SUPPLIERS AND THE FPS EXPO ITSELF, WRITES FUEL OIL NEWS EDITOR, JANE RAPHAEL

One of the first actions taken at this year's event was to vote on a change of name – with the Federation of Petroleum Suppliers (FPS) rebranding to become the UK and Ireland Fuel Distributors Association (UKIFDA) and introducing the new strapline – *representing the best in liquid fuels*.



The transition to UKIFDA will be completed as FPS members celebrate the association's 40th anniversary at a dinner on 31st October.

Pledging to contribute to '*the long-term decarbonisation of the energy mix*', the FPS also launched its **Clean Growth Future Vision** document with members agreeing and supporting '*the principle of decarbonisation, clean growth and clean air.*'

Whilst '*members can provide consumers with transitional support and low carbon fuels that can be easily dropped into existing networks*'...it is imperative that action starts now...all that is required for this vision to be implemented is for government to agree that low-carbon fuels should be part of the future energy mix'.

Among the new attractions at this year's two-day event was the introduction of panel sessions – see page 18 for a report on the UK supply chain seminar.

Armed with a new FPS EXPO App, delegates and exhibitors were also able to create their own personal agenda, take notes, store documents and find out about special offers and giveaways.

FPS EXPO will be back in Liverpool in 2020 on Wednesday 10th and Thursday 11th June.

New products

Following the announcement earlier this year that **Cameron Forecourt** is now under the ownership of TSG (formerly Tokheim Services Group), FPS EXPO welcomed the '*the new power couple*'. Now serving both domestic retail forecourts and commercial fuelling operations in rail, aggregate and fleet, Barry Jenner, former MD at Cameron Forecourt is now its business development manager, within TSG.

With annual sales of €550m, French company TSG which has a presence in 30 countries, has a UK head office in Dundee plus other regional offices.

Increasing its offering to the fuel distribution market with the **ProGauge** tank gauging system in addition to the TLS, OLE and Normand ranges, FPS EXPO visitors were able to see live demonstrations given by TSG technical service manager, Paul Hill.

Rawmat®HDB Type PJ has been added to **Rawell Environmental's** environmental protection secondary containment liners range. Used by major oil companies across the world including BP, Valero, Shell and ExxonMobil, the liners are also widely used by storage terminals such as Inter Terminals, Stolt & Oikos and distribution companies.

The Type PJ product utilises a PE upper layer and a non-woven geotextile lower layer to sandwich its unique prehydrated high density sodium bentonite clay core. The addition of a plastic sheet offers greater resistance from the weather to the swellable bentonite core, allowing the membrane

to be left uncovered for longer periods of inclement weather during the civil works.

In recent projects conducted in winter months with high rainfall, the product's flexibility allowed for easy sealing around pipe supports, staircases and tank bases. Both projects were completed on time, providing the client with compliant bunds and the concrete pavement required.

Introduced at FPS EXPO by **TECALEMIT** – '**mytecalemmit**' is a cloud-based software system developed by parent company HORNGROUP in Germany. A natural progression from the company's fluid management HD Manager 8 software, the new package is customisable to meet the needs of different applications and users.

Enhanced features include the ability to instantly view key information in real time on any device from any location, and the capability to connect directly with the dispenser to change vehicle, driver and dispensing details. Access can also be given to fluid suppliers to monitor tank levels and allow automatic notifications for delivery with service providers able to monitor dispensers for maintenance programmes.

"Connecting products, devices, users and businesses, using 'mytecalemmit' is smart and flexible, enabling the whole supply chain to optimise the workflow for greater efficiency all-round," reports Brian Mosley, national product sales manager.



Editor Extraordinaire

FORMER DEPUTY EDITOR OF FUEL OIL NEWS, LIZ BOARDMAN, TALKS TO JANE RAPHAEL ABOUT HER 20 YEARS AT FUEL OIL NEWS

When Jane Raphael (formerly Hughes) joined Fuel Oil News in May 1999, she never thought that 20 years on she would still be there to celebrate a landmark anniversary, having produced over 240 issues of Fuel Oil News.

"I saw an advert in the *Knutsford Guardian* for a writer and decided to give it a shot," said Jane, who had a background in marketing, fashion retail and education.

"The company wanted someone who could spell and pick up mistakes, so it was definitely the job for me!" she laughs.

The Fuel Oil News team was a small one, consisting of owner, James Smith, son Nick and editor, Margaret Boydell. A week after Jane started, Ann Butler also joined the company, bringing its tally to five.

Taking the reins

When Margaret moved over to sister company, Oil Recruitment, now Eleven Recruitment, Jane took over as editor.

"Little did I know when I first interviewed Jane to come and join the editorial team in the last year of the 20th century, that she would develop into such a talented editor who would be able to take over the reins within just a couple of years and lead the team herself for such a long and successful time," said Margaret.

"She has always been a most loyal and dedicated colleague who has given 110% to make Fuel Oil News the respected publication of the downstream industry that it is today.

"I know she would not forgive me if I did not mention her colleague and friend, Ann Butler, who has worked quietly and imaginatively in the office to bring all the ideas and stories into print and more recently online. What a fantastic team they make, supported by those responsible for advertising and marketing as well."

Jane's first outside assignment was to speak to Frank Hunter of Carlton Fuels, who had just won an award, and this proved pivotal for her career. She explains:

"Fascinated by what Frank told me, it really sparked my interest in the oil industry which I very soon discovered was full of great characters.

A changing industry

During the last 20 years, this mature sector, which has had a long and remarkable history, has seen some big changes as Jane describes:

"When I first joined Fuel Oil News, the vast majority of fuel oil distributors were allied to major oil companies, whereas now most are in the hands of independents, both large and small. The last two decades have certainly witnessed much consolidation with the number of fuel oil distributors falling, which in turn has led to larger concerns controlling a bigger proportion of the industry."

Jane has also witnessed significant changes in publishing since the millennium.

"In those early days when email was in its infancy, all correspondence had to be done over the phone or in person with the magazine's content being physically transferred to the printers. In today's digital publishing world, the speed of communication means it's so much easier to get information out to our readers."

The Fuel Oil News family

Producing a magazine requires teamwork so in the beginning Margaret, Jane and Ann collectively sold advertising space, sourced and wrote editorial as well as organising page-setting and looking after subscriptions. Jane considers herself lucky to have worked alongside several excellent colleagues.

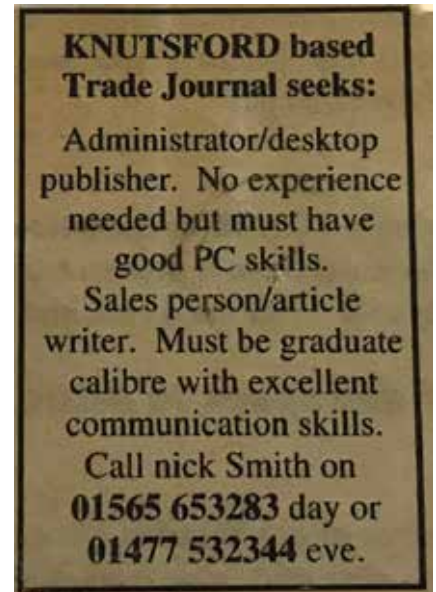
"Many readers will remember Liz Boardman who worked alongside me as deputy editor from 2009-2014. Over those years, I very much appreciated Liz's assistance – great at talking to people, Liz has the ability to get a good story. Now freelance, Liz still helps with the bigger issues of Fuel Oil News.

Without doubt the most influential person in Jane's experience was Fuel Oil News founder, James Smith who passed away in 2013.

"Fuel Oil News was his creation and the first collective communication for the fuel oil distribution industry," Jane reminisces.

"Jim always issued extremely good guidelines, he was quick to pick up on news stories and gave excellent writing advice. Over the years, I have not only kept to his high standards, but also sought to keep the magazine close to his original ethos."

Production manager Ann Butler, who is



also celebrating her 20th anniversary, has been a constant source of support to Jane.

"Ann's ability to interpret my ideas and bring to life all the articles, facts and images on the printed page is amazing," says Jane.

For 14 years Jane and Ann have also worked alongside Berni Chetham.

"Berni joined us in 2005 and very quickly earned her Rottweiler nickname with Ann and I both admiring her dogged determination to resolve problems."

Although Margaret Boydell moved across to Oil Recruitment in 2001, her early advice proved invaluable.

"Margaret laid solid foundations on which to build my experience and was always on hand to help guide me in those early days as editor.

"I have also been delighted by the many colleagues who have embraced the world of fuel oil distribution including Anne Brindley who famously stopped to photograph a tanker refuelling an air ambulance whilst on her way to a wedding! Indeed, I've often found myself taking photos of tankers and tanks in the strangest of places."

In addition to Fuel Oil News, Jane is also the editor of Oil Installer. Produced in association with OFTEC, the first issue was published in July 2007. Having worked on almost 50 issues, Jane is "very ably assisted by deputy editor Peter Clayton who remains a most reliable long-standing colleague and a fantastic support."

Interesting experiences

In the course of her work Jane has travelled extensively across the UK and Ireland in pursuit of interesting news with visits to France, Spain, Portugal and China.

“I’ve had so many interesting and unusual experiences,” she recalls.

“Whilst attending a Fuel Distribution Forum in Portugal, a very inebriated man broke into my room in the middle of the night and lay down on the bed next to me – luckily he was English and responded to my request to leave immediately! I was also nearly arrested in the line of duty on another trip...”

On show

Jane experienced her first FPS EXPO in 1999 with the event quickly proving to be an annual favourite. From that very first event at the Norbreck Castle in Blackpool, where she was introduced to the world of tankers by Brian Edwards of Road Tankers Northern, the networking and camaraderie at such events remains exactly the same.

“I’ve always found people in the fuel oil distribution industry to be extremely friendly, willing to talk about their experiences and to share their stories.”

Jane, who celebrated her milestone anniversary at a special lunch with colleagues and friends, said:

“Oil is a global product, one which touches everyday life for almost everyone on the planet and there’s always a story to tell.

“The UK’s fuel oil distribution industry runs very efficiently and smoothly, and while there have been incidents such as Buncefield in 2005, they are few and far between. Over the past 20 years, it has been an absolute privilege to meet so many interesting people who work in this fascinating industry, to build relationships and to share their news with Fuel Oil News readers.”

Nick Smith, managing director of A&D Publishing, added:

“James Smith, the founder of Fuel Oil News, always felt we were very lucky to have Jane as editor. She has been the face and heart of the title for half of its 41 years in existence. I too, am full of admiration and appreciation for all her passion and commitment in telling the story of the fuel distribution business. Along with her trusty colleague, Ann, who has organised the production of 240 issues over 20 years, they make an awesome team.”



Celebrating the 25th anniversary of Fuel Oil News on HMS Belfast in 2003 – Jane with Geoff Hall, Hall Fuels and Susan Hancock, Federation of Petroleum Suppliers



On their 10th anniversary in 2009, Jane and Ann were presented with special editions of Fuel Oil News



Toasting Margaret Boydell's 20th anniversary in 2011

The UK supply chain

WITH THE IMPORTANCE OF A ROBUST UK SUPPLY CHAIN VITAL FOR THOSE SUPPLYING FUEL, THE FPS EXPO SEMINAR ON THIS TOPIC ATTRACTED A GOOD-SIZED AUDIENCE

On the panel were James Spencer, Portland Fuel, Peter Davidson, Tank Storage Association and Stephen Marcos Jones, UKPIA.

Whilst the UK's six refineries and 300 terminals are supported by an excellent network supplied by rail, road, pipeline and coastal vessels, they have HSE scrutiny and a plethora of legislation to contend with.

A high cost / low margin business, fuel distribution relies on substantial product throughput for its survival; the industry still generates £36 billion per annum accounting for 5% of government's total tax receipts.

Like many other heavy industries, fuel production and its distribution make a vital contribution to several local economies with its inland terminals well-positioned to serve local markets.

More and more dependent on imports, the UK is increasingly short on indigenous diesel and kerosene.

The fact that a third of the UK's fuel reserves are held outside the UK and tied into EU rules is a concern to James Spencer who asked – *what happens if we need to move this storage to the UK – will we actually get planning permission?*

"There will need to be a transition from traditional fossil fuels to newer grades and there will be a fragmentation of the supply chain but there will also be opportunities," said James who views the present pathway as King

Canutesque.

"To some degree the industry has a PR crisis – there are still long-term careers to be had and it remains an exciting place to work. I've been in this industry for 25 years and this is the most exciting time ever – there are big opportunities – the majors are reinventing themselves as energy companies and even smaller guys are taking advantage too.

Ageing assets

With recent years being difficult for those needing to make financial decisions, investments have been postponed as private equity groups have held back.

"Our ageing assets need investment to allow us to expand," said Peter Davidson who sees *'unintended consequences'* if the industry is not properly consulted by government.

Should import terminals lose hydrocarbons, the need to import and store other products for chemical and agricultural purposes will remain – *but at what point will viability be in question?*

"2050 is not that far away – we can produce and store different liquid fuels for diesel, kerosene and petrol but if this is to be achieved, we must plan for lots more tanks now.

"We need to shake-up our image and think of ourselves as a downstream energy provider switching the current infrastructure to low

carbon alternatives," added Peter who regards Brexit as a huge distraction from far more important matters.

Feeling the government is going down the electrification route too fast, Stephen Marcos Jones is adamant that the industry needs *'a seat at the government's decarbonisation table'*.

"Having demonstrated over many years that our sector copes with constant change, we are far more innovative than many others. Calling for more support from government and the need for an EU deal, Stephen said:

"If we leave without a deal, we fall out of the REACH system which could create supply chain disruption and administrative burdens."

Are you concerned about potential issues in the fuel supply chain?

Fuel Oil News always welcomes your views –
jane@fueloilnews.co.uk
 or call 01565 653283



Understanding the UK's Clean Growth Strategy

Inside Out



THE UK WAS THE FIRST COUNTRY IN THE WORLD TO SELF-IMPOSE A LEGALLY BINDING CARBON REDUCTION TARGET

The UK's 2008 Climate Change Act sets a framework for legally binding five-year carbon budgets. This constitutes a series of staging posts towards a long-term goal of cutting greenhouse emissions to 80% below 1990 levels by 2050.

In the period from 1990 to 2017, emissions reductions of 42% were achieved vs. total economic growth of 66% – this was a better emissions' reduction record than any other G7 nation and also the best overall economic growth rate of the group over this period.

The UK outperformed the target emissions reductions of the first carbon budget (2008 to 2012) by 1%, while projecting to outperform against the second and third budgets, covering the years 2013 to 2022, by almost 5% and 4% respectively – set against expected economic growth of 12% over that time.

Published in November 2017, the Clean Growth Strategy covers the fourth and fifth carbon budgets, spanning 2023-2027 and 2028-2032, by when the UK must cut its greenhouse gas emissions to 57% below 1990 levels.

Key features of the UK's Clean Growth Strategy

Looking to accelerate the pace of clean growth by decreasing emissions while, at the same time, boosting economic growth, there are two guiding objectives underpinning the Clean Growth Strategy.

- ✓ To meet domestic commitments at the lowest possible net cost to UK taxpayers, consumers and businesses.
- ✓ To maximise the social and economic benefits for the UK from this transition.

For this vision to become a reality, the government has committed to rolling out lower-carbon processes, systems and technologies, doing so in the most cost-effective way possible for businesses and homes alike. The strategy's focus is on **SIX KEY AREAS** which account for the totality of the UK's carbon emissions.



IMPROVE BUSINESS AND INDUSTRY EFFICIENCY (25% OF UK EMISSIONS)

The focus of this initiative is the development of a package of measures to support businesses to improve their energy productivity, by at least 20% by 2030.

Following the outcome of the independent review of building regulations and fire safety, and subject to its conclusions, to consult on improving the energy efficiency of new and existing commercial buildings

- Consulting on raising minimum standards of energy efficiency for rented commercial buildings
- Exploring how voluntary building standards can support improvements in the energy efficiency performance of business buildings, and how to improve the provision of information and advice on energy efficiency to SMEs
- Simplifying the requirements for businesses to measure and report on energy use, to help identify where bills can be cut

Other measures include demonstrating international leadership in **carbon capture**

usage and storage (CCUS), by collaborating with global partners and investing up to £100 million in leading edge CCUS and industrial innovation to drive down costs.

Working in partnership with industry, through a new CCUS Council, so as to be on a path to meet the ambition of having the option of deploying CCUS at scale in the UK, and to maximise its industrial opportunity. Phasing out the installation of high carbon forms of fossil fuel heating in new and existing businesses off the gas grid during the 2020s, starting with new builds.



IMPROVE THE ENERGY EFFICIENCY OF OUR HOMES (13% OF UK EMISSIONS)

Key initiatives will be to support a **£3.6 billion of investment to upgrade around a million homes through the Energy Company Obligation (ECO)**, and extend support for home energy efficiency improvements until 2028 at the current level of ECO funding, and to offer all households the opportunity to have a smart meter to help save energy by the end of 2020.



ACCELERATE THE SHIFT TO LOW-CARBON TRANSPORT (24% OF UK EMISSIONS)

Key transport initiatives

- Ending sales of new conventional petrol and diesel cars and vans by 2040/2030
- Spending £1 billion to support the take-up of ultra-low emission vehicles and helping consumers to overcome the upfront cost of an electric car
- Developing one of the best electric vehicle charging networks in the world by investing an additional £80 million, alongside £15 million from Highways England for charging infrastructure deployment
- Accelerating the uptake of low emission taxis and buses
- Investing £1.2 billion to make cycling/walking the natural choice for shorter journeys with around £841 million of public funds invested in innovation in low carbon transport technologies and fuels

Continued on page 20

Inside Out

Understanding the UK's Clean Growth Strategy

Continued from page 19



DELIVER CLEAN, SMART, FLEXIBLE POWER (21% OF UK EMISSIONS)

Measures will focus on reducing power costs for households/businesses by implementing the **smart systems plan**, which will help consumers to use energy more flexibly and could unlock savings of up to £40 billion to 2050.

Phasing out the use of unabated coal to produce electricity by 2025

Delivering **new nuclear power** through Hinkley Point C and progress discussions with developers to secure a competitive price for future projects in the pipeline

Improving the route to market for renewable technologies such as offshore wind

Targeting **a total carbon price in the power sector** to give businesses greater clarity on the total price paid for each tonne of emissions

Investing around **£900 million of public funds** in innovation in the areas of smart systems, new nuclear technologies and reducing the cost of renewables



ENHANCE THE BENEFITS AND VALUE OF OUR NATURAL RESOURCES (15% OF UK EMISSIONS)

Measures will include designing **a post EU exit system of agricultural support** to focus on delivering better environmental outcomes

Establishing **a new network of forests** in England including new woodland on farmland, and fund larger-scale woodland and forest creation, in support of the commitment to plant 11 million trees, and increase the amount



of UK timber used in construction

Working towards the ambition **for zero avoidable waste by 2050** and publishing a new Resources and Waste Strategy to make the UK a world leader in terms of competitiveness and resource productivity/efficiency



LEAD THE PUBLIC SECTOR (2% OF UK EMISSIONS)

Initiatives to be pursued will include **introducing a voluntary public sector target of a 30% reduction in carbon emissions by 2021**

Providing **£255 million of funding for energy efficiency improvements in England** with help for public bodies to access funding sources

Agreeing **tighter targets for 2020 for central government** and actions to further reduce GHG emissions beyond this date

Energy sector under pressure to demonstrate green credentials

While the strategy detailed here is not lacking in ambition and scope, there is now a growing realisation that the world is not on track to achieve the key COP21 Paris Agreement goals for containing expected temperature rises.

Manifestations in public opinion have been very evident recently with Extinction Rebellion seeking far more radical carbon reduction measures in order to achieve net carbon neutrality by 2025 vs. 2050. There is also a growing activism by certain shareholder groups pressurising companies. This is especially evident in the energy sector where there is pressure to demonstrate **'green credentials'** as both a key strategic intent, with on-going adherence measurable in published metrics e.g. BP, Shell and, more recently, ExxonMobil.

Additionally, there is pressure from a number of bodies to bring forward the ending of the sale of ICE vehicles to 2030 as opposed to 2040.

In June the government revised its 2050 target for an 80% cut in GHG emissions vs 1990 levels, to one of **'net zero emissions'**, following a recommendation by its advisory Committee on Climate Change (CCC), to be enacted by statutory instrument. To help achieve this goal, the CCC has recommended that all new car sales be electric by 2035.

The next Inside Out will look at the government's Road to Zero strategy where the ambition is to see at least half of new cars being ultra-low emission by 2030. This strategy is part of plans to make **the UK – the best place in the world to build and own an electric vehicle.**

"I FIRST MET JANE WHILE STILL WORKING IN THE CORPORATE WORLD WITH CONOCO, WHICH WAS NOT LONG AFTER SHE HAD TAKEN OVER THE EDITORIAL RESPONSIBILITIES FOR FUEL OIL NEWS. I IMMEDIATELY FOUND HER TO BE BOTH INTERESTED AND HIGHLY ENGAGED ABOUT DEVELOPMENTS IN THE BROADER DOWNSTREAM OIL SECTOR.



"SHE HAS BEEN ABLE TO BUILD UP AN EXTRAORDINARILY LARGE NETWORK OF CONTACTS, NOT ONLY IN THE OIL DISTRIBUTOR SECTOR, BUT ALSO IN RELATED SECTORS SUCH AS LOGISTICS, STORAGE, REFINING AND FUELS' WHOLESALING, AS WELL AS IN REGULATORY BODIES AND RELEVANT TRADE ASSOCIATIONS. SHE HAS USED THESE TO GREAT EFFECT IN ENSURING THAT SHE IS BOTH WELL-INFORMED ON AN EXTRAORDINARILY BROAD SPECTRUM OF SUBJECTS AND UP TO DATE WITH THE LATEST, RELEVANT DEVELOPMENTS, NEWS AND TRENDS.

"AS A HIGHLY EFFECTIVE EDITOR SHE IS ALWAYS RECEPTIVE TO NEW IDEAS, THOUGHTS AND SUGGESTIONS AND HER REPUTATION IN THIS CAPACITY COULD HARDLY BE HIGHER AND SO IS A CREDIT TO A&D PUBLISHING. FOR ME PERSONALLY, SHE IS A PLEASURE TO WORK WITH."

ROD PROWSE, MARATHON ASSOCIATES

Tank storage matters

- 1. Does the tank market remain buoyant and what type of work is currently in demand?*
- 2. Do you see the introduction of more environmentally friendly fuel grades being good news for the tank storage industry and is the industry willing to invest?*
- 3. Are you aware of any innovations with respect to tank construction, safety, monitoring and/or management?*

Fuel Oil News recently posed the above questions to a selection of tank manufacturers with the first responses detailed below.

Phil Doughty, director – Allied Storage Tanks

1 Presently the tank market seems to be in a strange mode in that whilst some of us are busier than we've ever been, some well-established manufacturers have gone into liquidation. The loss of well-known names would lead you to think that the market is slow but this not what we find at Allied. In the last three months we've taken on additional welders and fabricators with a couple of additions to the office team too. We're currently in sales negotiations with potential clients which leads us to believe that the market is still buoyant.

A major problem is finding new young blood to come into fabrication and welding as there's a big gap in the market for such skills. Looking to encourage people into the industry, Allied has ventured into apprenticeships for the first time. We do struggle to find the academic back up for these trades – back in the 70s/80's specialist courses were readily available in industrial cities.

2 With movements around the world already recognising and acting on real concerns regarding our planet, we do have to also consider what remaining reserves we have and how long they will last. It is therefore only right that significant moves and investments are made to clean up and secure more longer-term products to fuel our energy.

Allied Storage Tanks already appreciates that some new fuel grades demand storage tanks that are made from other materials. Over the last few years, we've experienced an increasing demand for stainless steel storage tanks and, as a result we've sourced information, gained experience and geared up to accommodate this change. Even regular customers are looking to use stainless steel where possible. Compared to carbon steel tanks with any special treatment & coating, the costs are more comparative, maintenance costs are much reduced and life expectancy extends considerably.

3 Previous major incidents within tanks/tank farms resulted in far more responsibility having to be taken with respect to storage tanks, especially those holding hazardous products.

Raising the demands of the COMAH regulations, this also brought about the need for tanks to be inspected on a regular basis with "life expectancy" being a key issue, with storage tanks recognised as an asset with responsibilities. EEMUA inspections are trusted and respected reports that once obtained give assurances or confirm if any remedial activity is necessary. Allied has experienced a considerable shift in orders received for tank repairs with a regular demand having been established for some time. The need to keep up to date with health, safety and environmental matters, along with methods, equipment and best practice is essential.



Continued on page 23



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, Westerleigh and Cardiff you can rest assured your customers won't miss their Harvest.

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

Sales Hotline:

+44 (0)1932 843 354

harvestenergy.com



A member of the Prax Group

Continued from page 21

Jill Turner, sales manager

1 Despite wider market uncertainty, Carbery has continued to enjoy solid sales across Ireland, the UK, together with key continental European markets. Present sales levels are as a result of both geographic expansion and an increase in existing market share.



The market for new heating oil installations in particular has declined. However, this is being somewhat offset by an increase in demand in the replacement sector. We're also beginning to see first generation diesel tanks being upgraded too which has created additional opportunities for us within the commercial sector.

We are also benefitting from recent product-led investments, including our range of Fuel Caddy and Mobi Point mobile refueling tanks and have significant and ambitious product-led investment plans moving forward.

2 In a word – yes. At a time when sustainability has never been higher on the agenda, we believe liquid fuels can play a central role as we transition to a low and ultimately zero carbon economy.

As a business we've seen how AdBlue in particular has created green growth opportunities for forward thinking manufacturers and distributors alike – as well of course, as reducing GHG emissions and improving air quality. We believe the transition to low and zero carbon liquid fuels can benefit the environment and the industry. We're supportive of efforts by both OFTEC and FPS to lead in this area. We're working with other partners, to assist in the development of future fuels.

However, key to maximising industry's contribution is the adoption of a technologically agnostic approach by government, to solving the climate challenge. Otherwise, there is a real danger that industry and the wider environment, could be jeopardised by unnecessarily prescriptive regulations, which focus upon promoting specific, existing technologies at the expense of the environment. Let's face it, some of the technologies which will define the future of the energy industry have almost certainly yet to be invented!"

3 To minimise emissions, you first have to be able to manage them. Looking forward we see remote monitoring in particular, as critical in allowing businesses and consumers to make informed decisions. We see significant opportunities as these systems are integrated into wider process management and control technologies.

With regard to storage tank construction and safety, obviously significant progress has been made with regard to bunding. However, bunding can only ever be a part of the solution. We are therefore supportive of storage tank inspection initiatives, which monitor the tank throughout its life and with a focus of avoiding environmental incidents in the first instance."

Bruce Woodall, chairman – OTS Group

1 The tank market for OTS Group is very buoyant and we have a lot of projects underway with major oil companies as well as some very interesting and specialist pieces of work. For example, we've just started a major project with Plymouth Fisheries to replace the fishing fleet's bulk fuel storage system.

Additionally, we have supplied two of our patented OTS Multiserv™ systems to the Tyseley Energy Park in Birmingham. This is an exciting, high profile project because it is the first commercial energy park in the country and will have CNG, LNG, hydrogen and biofuels alongside fossil fuels.

Our primary work is large 100,000+ litre bulk storage tanks for fuel distribution, and we're increasingly working on Truck Stop projects, with several currently in the pipeline. Our Multiserv™ fuel system is becoming well-recognised in the Truck Stop sector because it ticks all the boxes in terms of compliance, with minimum management required as it's effectively self-service and can be managed remotely.

2 It is still early days for alternative liquid fuels. There are new fuels, such as gas to liquid (GTL) and hydrogenated vegetable oil (HVO), which are still in the development stage and I'm sure there will be a number of other liquid biofuels emerging. For example, Exxon Mobil is reportedly working on one based on seaweed, and there will be others. These new alternative fuels will probably require slightly different storage tanks from the point of view of internal lining and filtration systems, so it is an opportunity for new product development or for enhancing existing products.

Fuel quality has become a much bigger issue, mainly because the government is focusing on tailpipe emissions and it's well proven that the cleaner the fuel, the lower the tailpipe emissions. At OTS Group we've been employing sophisticated filtration systems to SAE J1488_2010 for several years to considerably clean up derv and gas oils which delivers greater mpg and 10-20% reduction in tailpipe emissions.

So, there are things the industry can do to clean up fossil fuel which is still the cheapest primary energy source for industry and logistics; it is therefore important that we focus on fuel quality. OTS Group is very much at the forefront of that and we put our cutting-edge filtration systems on our Multiserv™ installations, if the client requests.

3 There's a lot more 'smart monitoring' going on with modern storage tank systems with the Multiserv™ being the flagship due to the fact that its designed to be very simple to deliver, install, refuel and use. The whole system can be managed remotely from the HQ or from a smart phone with any problems easily addressed.

Systems are becoming much smarter than they were 10 years ago and I'm sure there will be more innovations coming along. One of the smartest things we are now able to do is to have automatic fuel checking for quality – if the fuel isn't right up to the good fuel standards based on The World Fuel Charter 18=16=13, the polishing system within the tank will automatically switch on and refilter the fuel to get it back down to the correct cleanliness. That is certainly becoming a very attractive option for people who operate truck stops and remote fueling sites.



You can't predict
the weather
but you could
predict when
your customer
will run out of oil

Kingspan
Intelligence
Inside



To check the weather forecast see the
Met Office or to find out more about
our telemetry options call us on

+44 (0) 28 3836 4415

kingspansensor.com



Engineered to perform

Following FPS EXPO 2019 Stuart Bratt of Specific Oil Solutions (SOS) reports 'much interest in all three of the company's filter products' which are designed to suit all budgets.

Launched at the event, **Premium OFV** now 'boasts significant upgrades against current offerings due to little having changed over the past 20 years', says Stuart.

"As the biofuel element of gasoil rises our unit has been specifically designed to safely handle today's biofuel blends.

"The filter bowl, operating lever and retaining bolt are stainless steel giving less deterioration out in the field, plus there are green Viton rubber seals throughout and a green fifty-micron strainer.

"This new product is assembled and tested by our valve manufacturing partner Cottam & Preedy, an ISO 9001 accredited company based on the outskirts of Birmingham. Competitively priced, the Premium OFV is a direct service replacement for everything else currently out there."

Also launched was the **Ultra Compact Spin-on filter system** which 'significantly raises the bar with its ten-micron filtration rate'. With Viton seals, it has the added advantage of "speed of fitting" and a significant "reduction in risk" of leakage, especially post servicing. This product range is available with bespoke client branding at no extra cost.

Our **Ultra Compact filter system** has also undergone a few subtle changes with filter bowl and retaining bolt now stainless steel. The client branding service is becoming very popular, as fuel distributors appreciate



Among those on the competition podium was Scottish fuel distributor Graeme Bryce, pictured 2nd from left with Paul Flanigan also of Bryce Oils on his left, Stuart Bratt and Marie Southall of SOS

the benefits of personalised branding in their quest to retain regular customers, especially following a new fuel tank installation.

A competition was held to see who could swap the black production filter cartridge with a pre-production white cartridge in the least time, with SOS producing a Top Gear style leader board. Quite a few visitors got very competitive.

Kingspan powers behind double-skinned bunded tanks

Created to advise homeowners to replace their single skin oil tanks with the superior quality and safety of double-skinned bunded tanks, Kingspan is fully behind OFTEC's bunded campaign.

OFTEC's campaign highlights important messages including just how costly accidental oil spillages can be, how they're often not covered by insurance, are extremely harmful to the environment and are the homeowner's responsibility.

Published in 2018, the **OFTEC technical evaluation of the oil tank market in Ireland report** drew attention to the potential remedial costs of an oil spill, with insurance expert Arachas giving cost predictions ranging from €400 for a very minor spill to multiple 000's for an extensive oil spill at a domestic home. Not forgetting the environmental impact and potential for oil pollution within the water environment, and the costly loss of expensive home heating oil.

"With approximately 700,000 homes fuelled by oil heating, it's essential to treat oil tanks with the same care and attention as you



Homeowners are #BetterOffBunded with Kingspan

would treat your heating system, commented David McDonagh, Ireland national sales manager, Kingspan Water & Energy.

"We are fully in support of OFTEC's call for a warranty passport scheme to protect the end user from potential cracks or leaks from their oil storage."

Kingspan, which offers a ten-year guarantee on all bunded tanks, encourages homeowners to ensure their warranty is

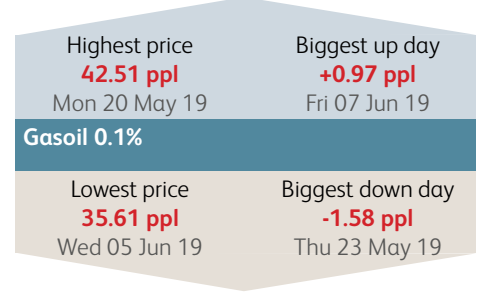
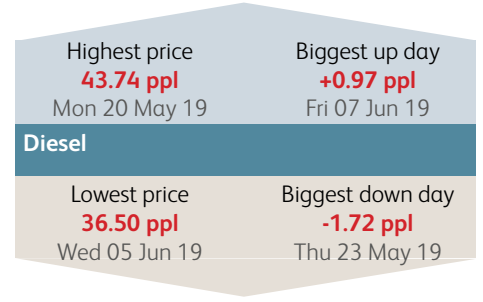
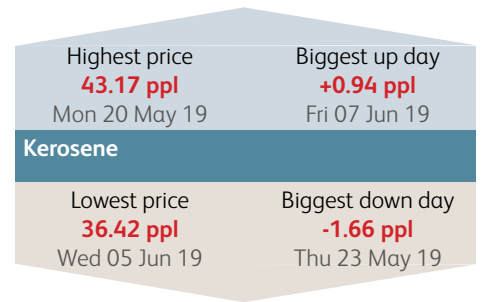
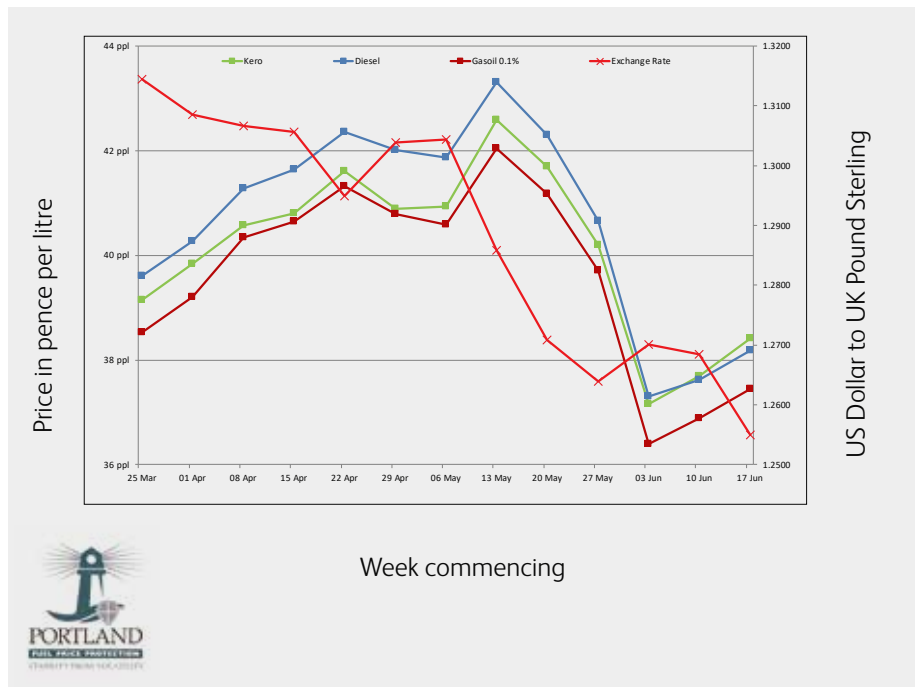
registered.

A free downloadable **Tank Health Check Pack** is also available from Kingspan – www.kingspanenergymanagement.ie/tankhealthcheck – providing a simple guide for homeowners to assess the current health of their oil tank and make informed decisions if a replacement tank is necessary with Kingspan's expert team always on hand to offer guidance.

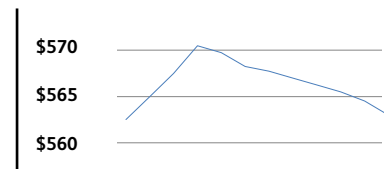
Wholesale Price Movements: 19th May 2019 – 18th June 2019

	Kerosene	Diesel	Gasoil 0.1%
Average price	39.26	39.50	38.58
Average daily change	0.59	0.63	0.62
Current duty	0.00	57.95	11.14
Total	39.26	97.45	49.72

All prices in pence per litre



Gasoil forward price
in US\$ per tonne



The Fuel Oil News Price Totem

July 2019 – June 2020

	Trade average buying prices			Average selling prices		
	Kerosene	Gasoil	ULSD	Kerosene	Gasoil	ULSD
Scotland	39.49	52.13	98.72	47.38	56.35	103.95
North East	38.68	51.28	98.14	47.56	55.25	101.41
North West	41.36	55.33	101.83	45.95	58.95	103.95
Midlands	38.91	51.87	98.75	45.46	55.45	102.47
South East	40.02	52.72	99.85	51.47	59.99	101.86
South West	39.13	51.60	98.32	47.95	55.98	102.22
Northern Ireland	38.03	51.33	98.07	44.27	55.87	n/a
Republic of Ireland	46.33	55.52	99.30	57.96	61.35	103.00
Portland	36.44	46.81	94.57			

The price totem figures are compiled from the results of a telephone survey of distributors carried out on 06/06/2019.

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>.

Tankquip

Call Dave Stanley on
01636 816151
07803 618944



FUELS & ENERGY

ROAD TANKERS



Or e-mail
dave@tankquip.co.uk

Find us at www.tankquip.co.uk

A Whole Business Insurance Package for Fuel Oil Distributors

Our key components include:

- ◆ One Policy
- ◆ One Payment
- ◆ One Annual Renewal Date
- ◆ One Insurer
- ◆ Risk Management Support
- ◆ 24/7 Spillage Response
- ◆ Dedicated Account Manager
- ◆ Peace of mind

We would be delighted to discuss your exact insurance needs. Contact us to arrange your appointment today.

☎ **020 3907 1361**

✉ **hello@oilshield.co.uk**

🌐 **oilshield.co.uk**



Evergreen is a trading name of Surrey Independent Advisers Limited which is authorised and regulated by the Financial Conduct Authority (FCA) under firm reference number 228148. You may check this on the Financial Services Register by visiting the FCA's website, www.fsa.gov.uk/register or by contacting the FCA on 0800 111 6768. Aviva Insurance Limited. Registered in Scotland No. 2116 Registered Office: Pitheavlis, Perth PH2 0NH. Authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority.

FPEV0049150419

Market leading downstream oil industry specialists

Market studies
Business strategy
M&A / investments
Oil, gas, LPG and biofuels
Retail, commercial, aviation, marine

Get in touch for an introductory discussion



www.channoil.com
+44 (0) 20 7583 7873
consult@channoil.com
m.waddington@channoil.com



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

**Lakeland Tankers Ltd
West Midlands**

**Road Tankers Northern
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**

**Tel: 01384 421 199
Fax: 01384 894 091**

**Tel: 01226 350 650
Fax: 01226 360 528**

www.lakelandtankers.co.uk

www.rtnltd.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

Products & Services Directory

EVERYTHING YOU NEED TO PROTECT YOUR BUSINESS

OAMPS
HAZARDOUS INDUSTRIES

Your insurance partners in the fuel & oil industry

01372 869762 | www.oamps.co.uk

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



eaprojects
Measurement & Metering Control

Complete liquid management

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

T: +44 (0) 1629 815674
F: +44 (0) 1629 813426
sales@ea-projects.com

www.ea-projects.com



econoprintgroup.

The oil delivery ticket specialists

+44 (0)1376 349955
sales@econoprintgroup.co.uk
www.econoprintgroup.co.uk

DIXON BAYCO - Petroleum Tanker Equipment

DIXON
The Right Connection®

- Petroleum Products
- Overfill Prevention & Testing
- Hose & Fittings
- Fuel Tanker Loading Equipment
- Mobile Spare Parts & Service

NEW DIXON LOADING ARM NOW AVAILABLE

Call us to find out more +44 (0)1772 323529
dixoneurope.co.uk



exocet
FUELLING SOLUTIONS

UNIQUE FUEL ADDITIVES GIVING GUARANTEED RESULTS

Automotive Marine Off Road & Static Domestic Industrial

Tel: 01743 761415
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

WWW.CISTERNASCOBO.COM

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




HUGHES
SALVAGE & SALES

Tank Recycling & Depot Decommissioning

We Buy AND Sell
All types of salvage


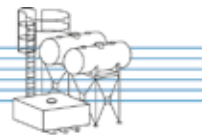
Tel: 07894850487
E: paddy_hughes@ymail.com

ALLIED
Storage Tanks Limited

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

Give your next recruitment experience more than **10 out of 10**

To find your next superstar hire, chat to us on **01565 626755**

eleven
recruitment

www.elevenrecruitment.com