

# Fuel Oil News

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April 2024

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## I called it.

A phrase you have probably heard many times, and may even have found escaping your own lips after predicting exactly how an event will unfold.

You watch a friend, colleague or loved one enter a situation and you just know how it is all going to play out. And, when it does, you find yourself acknowledging your ability to predict the future as you mutter: "I called it".

More frequently we argue the exact opposite. I get regular calls asking for my thoughts on the future fuel mix and how the energy transition will play out. 'Unfortunately I can't predict the future,' I note, before adding that: "If I could, I would be a lottery winner many times over and, rather than sat here, I'd be snorkelling wondrous coral reefs in the crystal clear waters of the Maldives, living on seafood and cocktails and crocheting to my heart's content as the sun sets over the Indian ocean."

We all have a dream, right? You just didn't guess mine involves crochet...

For that alone, having the ability to forecast the future would be very welcome. And yet, there's a part of me that knows we can. When we know enough about our world and our

industry and the people in it and those influencing it, we can prepare for what is likely to happen in most scenarios.

The present presents a challenge (as does the English language!), with uncertainty over future government, future policy and future energy, and it is always harder to pick the next step when your current footing is on shifting sand. But plan we can, and plan we must, and where better to do so than at this month's industry gathering?

For full disclosure, I cannot predict the future; I can predict, however, that, at EXPO, significant meetings will be had, deals done, understandings shared and essential plans made.

It was famously noted: "There are the few who make things happen, the many more who watch things happen and the overwhelming majority who have no idea what happened."

We have a window of opportunity to create the future; let's ensure we can count ourselves among those who made things happen.

See you there!



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## On the cover

The unmistakable skyline of the Humber Refinery, owned by Phillips 66 Limited, headline sponsor of EXPO 2024. They work to deliver competitively priced, reliable energy whilst supporting UK efforts to achieve a lower-carbon future.



## In this issue

Everything you need to know about the upcoming industry EXPO is on pages 21 to 32, while we speak with George Eustice MP on pages 37 to 39 and attempt, with some success, to find out what Ken Cronin gets up to on a typical day on pages 34 & 35.



## Certa price matches HVO to press for fuel switch

**Škoda Ireland and Certa have launched a new joint campaign aimed at encouraging owners and would-be buyers of new diesel cars to use HVO biofuel to lower their motoring carbon emissions by up to 90%.**

The initiative from the leading car brand and one of Ireland's largest fuel suppliers aims to create awareness of the benefits of using HVO as a replacement for diesel.

As part of the campaign, Škoda is providing buyers of diesel Škoda models with a Certa HVO biofuel voucher for either €250 or €500 depending on the model purchased.

With the price of HVO usually slightly higher than diesel, Certa introduced an offer that matches the price of HVO with that of diesel. The company, which is part of DCC plc, also announced plans to introduce new HVO pumps at more forecourts throughout the country.

Certa is in the process of upgrading its network of 41 unmanned, pay@pump forecourts to offer HVO at all fuel pumps alongside other fuels. With three Certa forecourts already offering HVO, the supplier is planning to have seven more HVO-ready by the end of this year.

Škoda is running radio, social and outdoor ads to alert diesel motorists to the availability and benefits of HVO as an alternative fuel to diesel.

### A vital step in the transition

In Ireland, HVO is expected to meet a large proportion of the increase in biofuel supply to decarbonise the transport sector and is considered a vital transition fuel.

With sales of diesel and petrol-powered cars scheduled to end in 2035 Škoda regards pure electric cars as the best, and most sustainable option, for new car buyers and already sells hybrid and plug-in hybrid vehicles as well as two electric-only models, with plans to offer six electric-only models by 2026.

Recognising the potentially important role of HVO as a transition fuel and a cleaner alternative to diesel, Škoda is seeking to encourage both existing owners of diesel cars and any buyers of new diesel cars to consider HVO as an alternative.

Škoda has confirmed that all new Škoda diesel models will be HVO-ready and all diesel models manufactured from mid-2021 are HVO-ready. The manufacturer has also launched an online vehicle checker where owners of diesel Škoda models can enter their registrations to confirm their car's HVO-readiness.

John Donegan, Brand Director at Škoda Ireland, said: "We are excited to partner with Certa on this campaign, which aims to encourage existing owners or buyers of new diesel cars to use HVO as an alternative to diesel.

"At Škoda, we recognise the importance of switching to electric cars, but we also recognise that many buyers are still choosing diesel models for a variety of reasons. They may not have access to a home charger, for example, or they may want a car with an extensive range. For these motorists, it makes sense to switch to HVO as the fuel becomes more widely available.

"We believe diesel car owners will consider this switch if they are made aware of the

benefits of HVO and we hope our promotional and marketing campaign will increase awareness among not just Škoda owners, but all owners of diesel cars."

### A small price to pay

Andrew Graham, Managing Director of Certa said: "We are delighted to work with Škoda on this campaign. At Certa, our goal is to make it easy for motorists to transition to HVO as a renewable alternative to diesel.

"HVO's benefits are well established, so we believe drivers of diesel cars will switch to HVO if they are encouraged to do so and if they understand that it works as a drop-in replacement without the need for modifications. By switching, these motorists will reduce their own carbon footprint, but they will also help to lower the emissions of the country's transport sector.

"Most modern diesel cars are HVO-ready, but we would advise all owners to check with the manufacturer of their car to make sure this is the case. Once this is confirmed, all they have to do is fill up their car using our HVO pumps, which we are now installing alongside existing petrol and diesel pumps at a growing number of our forecourts.

"As part of the campaign, we have announced our plans to widen the availability of HVO by increasing the number of HVO-ready forecourts from three to ten by year end.

"As it is a new fuel, HVO is usually sold at a slightly higher price than diesel. This is a small price to pay, given the benefits, but at Certa we are currently matching the price of HVO to the price of diesel."

# Trafigura set to expand into biofuels sector with Greenergy acquisition

Trafigura has reached an agreement to acquire the biodiesel producer and major road fuel supplier for an undisclosed sum and subject to customary conditions and approvals.

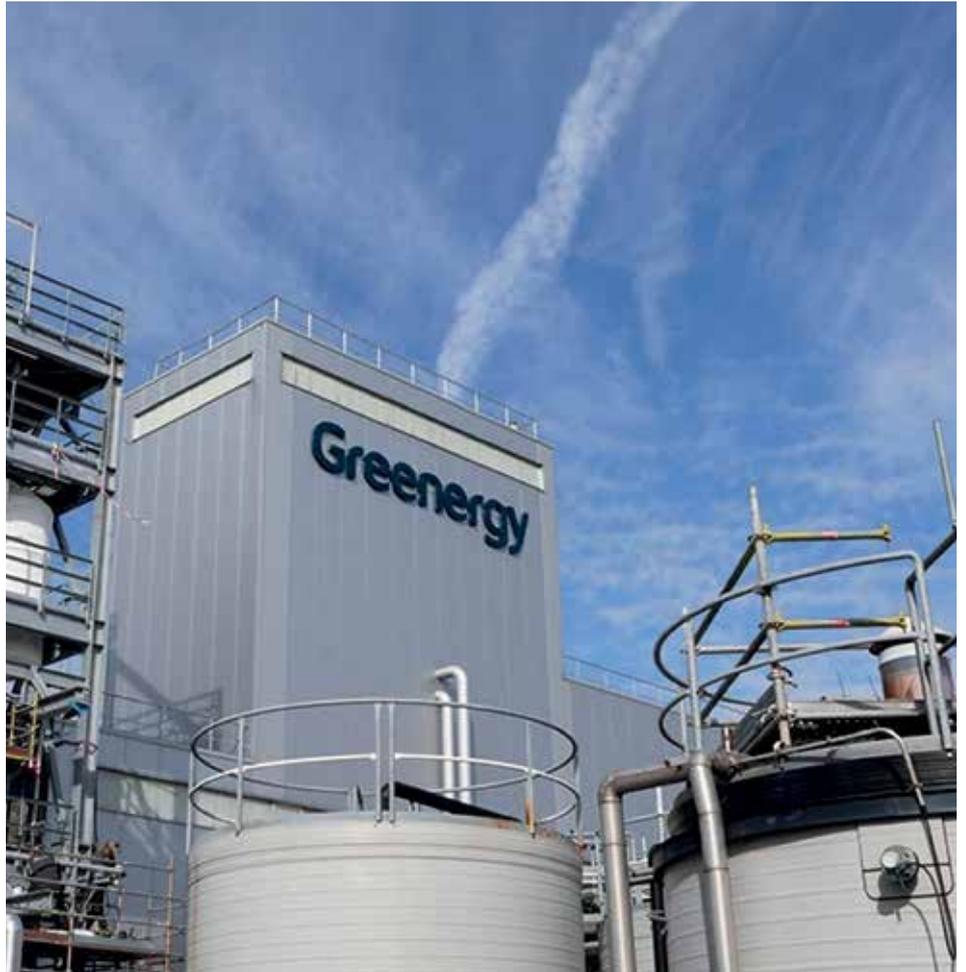
Initially founded in 1992 to supply diesel with lower emissions, Greenergy is today one of Europe's largest suppliers of biofuels, with manufacturing plants in the UK and the Netherlands, and a leading distributor of road fuels in the UK.

The acquisition of Greenergy presents a unique opportunity for Trafigura to strengthen its fuel supply operations in Europe and to add the physical production and distribution of renewable fuels to its growing biofuels business. Post acquisition, the company will continue to be led by its current management team.

Combining the commercial and market expertise of the two businesses will add value to existing operations, and enable the company to explore opportunities for expansion into new markets and products.

## Increasing demand for alternative fuels

In addition, Trafigura's financial strength will provide a robust platform for growth, helping to drive Greenergy's strategic initiatives and its decarbonisation plan. The acquisition will significantly expand Trafigura's biofuels and fuel supply capabilities and position the company to capitalise on increasing demand



for alternative energy sources.

Trafigura's diversification into the biofuels sector marks a notable shift from its traditional operations in crude oil and oil products. While the company transported over a million tons of biofuels in 2023, its crude oil shipments exceeded 136 million tons.

Ben Luckock, Global Head of Oil at Trafigura, said: "As Europe transitions to a lower carbon future and the refining industry adapts to changing market dynamics, companies like Greenergy become increasingly important.

This acquisition represents a major expansion of our existing biofuels and fuel supply capabilities, adding Greenergy's production and distribution expertise and supporting customers' transition to cleaner, more sustainable fuel options."

Christian Flach, Chief Executive of Greenergy, said: "Trafigura brings additional understanding of global supply chains and energy markets and a track record of investing in renewables. This will further enhance our offer to customers through the energy transition and beyond."

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# Major investment from travel company supports delivery of SAF vision

**Avioxx, a company born from the desire to transform waste hydrocarbons, destined for incineration or landfill, into high grade, sustainable aviation fuel, is proud to announce that they have secured major investment from Trailfinders.**

A spokesperson from Avioxx said: "This investment underscores Avioxx's commitment to revolutionising production of sustainable aviation fuel and accelerating their mission to become leaders in harnessing the circular economy to achieve net-zero aviation.

"The investment was led by Trailfinders, one of the UK's leading independent travel companies, and saw enthusiastic interest from private investors and institutions worldwide, demonstrating widespread confidence in Avioxx's vision, technology, and potential."

## Exciting development

"The infusion of capital will be instrumental in bolstering Avioxx's research and development efforts," the spokesperson added, "expanding their market reach, design, and regulatory approval of their first 5,000 tonne-per-year sustainable aviation fuel (SAF) production plant. The company aims to deliver a full scale 32,000 tonne-per-year plant by 2027."

Co-Founder and CEO of Avioxx, Chris Hancock, expressed profound gratitude for the unwavering support from Trailfinders and other investors: "We've rapidly prepared Avioxx for a pre-series A round and our partnership with Trailfinders is ideal to support the delivery of our vision. Trailfinders can offer much more



than capital, with access to their established networks within the travel community and experience. We're thrilled to accelerate the development of the business, and delivery of our initial operational SAF plant is now much closer."

## Commitment to green travel

"Avioxx's highly innovative approach to production of sustainable aviation fuel has garnered significant attention, leading to the development of partnerships across the travel, environmental and chemical engineering industries within the UK. The patented and novel system aims to deliver high quality sustainable aviation fuel at price parity to fossil-based aviation fuel and greater emissions reduction with the unique incorporation of Solid Oxide Fuel Cells (SOFCs) to their manufacturing process.

"The new partnership with Trailfinders, founded in 1970 by Sir Michael Gooley CBE, will boost Avioxx's presence within the travel sector and open doors to new market opportunities. This strategic alliance cements both parties' commitment to the transition toward green travel."

Sir Michael Gooley CBE, Founder and Executive Chairman of Trailfinders, added: "Trailfinders is proud to lead the way and partner with Avioxx to invest in the development of this crucial new technology.

Science has always been ingenious in solving our own man-made problems. The creation of sustainable energy will be developed to control emissions and I am pleased to be part of this initiative.

"Avioxx's plan for SAF is innovative and the prospect of producing a SAF in the UK with a comparable price to current aviation fuel can only help accelerate adoption."

## Engineering ambition

Avioxx Co-Founder and Executive Chairman Dr Mike Hancock concluded: "We are absolutely delighted to be working with Trailfinders who share our belief that we can engineer better ways of doing things to benefit the planet. Our ambition is to be the number one supplier of high quality and economical sustainable aviation fuel and this investment sets us on course to achieve this.

"With this round of funding, Avioxx is poised to establish its position as a global leader in jet fuel innovation to drive positive environmental change. The firm is now focused on the detailed design of its 5,000 tonne per year SAF plant and achieving regulatory approval for its high-quality jet fuel.

"Further rounds of funding will be announced later in the year for the development and construction phase the initial plant which is planned for the northwest of the UK."

# Be a Fuel Oil News cover star!

**To celebrate 'National Take Your Dog to Work Day' on June 21st 2024, Fuel Oil News will be dedicating the June front cover of the magazine to our furry friends.**

We would like you to submit your favourite images of your pets (dogs, cats, hamsters, horses!) that you've taken into work, either at the office, the depot or out on the road.

We will feature as many of your images as we can in 'Gallery pages – pets at work' in our June issue, but the best three images will go to a final public vote with the winning image taking pride of place and featuring on our June front cover!

This fantastic cover image, from August 2022, is from LCM Environmental who operate a 'dog-friendly' policy to improve mental health and well-being at work. It's a brilliant example of what we are looking for in a cover – the image is portrait, high quality and leaves space for our title and headlines.

We look forward to seeing your photos. Please send them to: [claudia@fueloilnews.co.uk](mailto:claudia@fueloilnews.co.uk)





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# Charging network offers petrol station owners support to join the EV revolution

**Fastned will cover the costs of site decommissioning to build an EV charging hub.**

European fast charging company Fastned is offering to work with British and Irish independent petrol station owners to cover the costs of decommissioning and remediating their forecourts.

In exchange, Fastned will lease the land from the owners and build an ultra-rapid electric vehicle (EV) charging hub. This will help scale up the UK and Ireland's ultra-rapid charging network and get more EV drivers on the road.

## Removing the risk

Petrol station owners who want to use their land for any other commercial purpose usually need to safely decommission the large underground fuel tanks located on their site, and remove the contaminated soil from decades of leakage. This can make the

transition to EV charging an expensive, and therefore risky, endeavour.

Fastned is expanding its charging network in the UK and is looking for sites for charging hubs in busy locations that make it easy for EV drivers to charge. Independent petrol station owners with sites that meet the criteria can access Fastned's "A Clean Start" offer to help with the costs of cleaning up their sites.

With a long-term commercial lease in place, Fastned will then use its in-house design and construction teams to develop the site into an ultra-rapid charging hub as part of its growing network. Former petrol station owners may get a cut of the annual turnover from the hub in addition to guaranteed rental income, depending on the commercial agreement.

## Beat the rush

Additionally, with the number of EVs on UK roads predicted to grow to two million vehicles over the next two years, and EV sales up 45%



in Ireland in 2023 compared to 2022, more public charging hubs will be needed to meet demand. This is likely to cause a rush to secure power connections across the UK and Ireland.

Fastned's offer allows independent petrol station owners to take action now and get ahead of their competitors to meet this growing demand, establishing their locations as the go-to sites for local and regional charging needs.

Tom Hurst, UK Country Manager, Fastned said: "With this offer we're putting our money where our mouth is. We're serious about ramping up the roll-out of the UK and Ireland's charging network, and we're excited to work with petrol station owners."

# Mobile fuel and AdBlue delivery service launches



**Oilfast Express has launched a new mobile fuel and AdBlue delivery service to provide convenient and seamless fuel delivery services to sites and businesses across the central belt of Scotland.**

With a focus on small-volume fuel and AdBlue deliveries, Oilfast Express aims to keep businesses running smoothly 24/7. By offering on-site fuel deliveries, the company ensures that plant machinery, vehicles, generators, and other equipment remain fuelled and operational.

## Addressing fuel theft

"As a specialist supplier, Oilfast Express understands the unique requirements of various industries," explains Joe Carroll, Head of Oilfast Express. "We offer secure and efficient diesel deliveries for construction sites, direct fuelling for generators and plant equipment within the rail industry, and swift delivery to outdoor events and facility management sectors."

"With fuel theft ever-present, and on the rise, we recognised that frequent small-volume fuel deliveries direct to plant, machinery and kit can avoid the need to install bulk fuel tanks onsite, drastically reducing the risk of losing large amounts of money tied up in fuel as well as avoiding the damage or costly spills often associated with theft."

The mobile service offers a range of fuels, including diesel and HVO, with flexible delivery vehicle options.

# Approval granted for Teesworks SAF refinery

**Redcar and Cleveland Borough Council has approved the plans for Willis Sustainable Fuels (UK) Limited's Carbonshift PtL SAF refinery project at Teesworks.**



The approval is a critical step in the development of the refinery project, estimated to have annual production capacity of 14 kilotons (approximately five million gallons) of power-to-liquid (PtL) SAF when it enters into operations.

## £4 million grant awarded

Recently, the project was awarded a £4.721m grant from the UK Department for Transport (DFT) Advanced Fuels Fund competition in support of its commitment to meet the growing demand for sustainable aviation solutions.

"We're thrilled to have the Reserved Matters Planning Application approved, marking a pivotal step in our project and our commitment to contribute to the reduction of greenhouse gas emissions within the UK and global aviation sector," expressed Austin Willis, CEO of WLFC. "We're poised to dive into action, collaborating closely with our partners at Teesworks to bolster the UK's SAF pipeline."

The company's Carbonshift PtL process is targeted to produce SAF that can be seamlessly blended with conventional jet fuel for immediate use with existing commercial aircraft engines.

Aligned with the UK Government's vision of having a minimum of five commercial-scale SAF plants under construction by 2025, this project also bolsters the international aviation community's ambitious pursuit of net-zero emissions by 2050.



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# The final shortlists for this year's prestigious industry awards

All the shortlists for this year's highly regarded annual industry Awards have now been shared by event organiser, UKIFDA.

The winners and runners-up of the prestigious UKIFDA Awards will be announced at the EXPO 2024 Awards Dinner, sponsored by Mabanaft, on the evening of April 10 at the Exhibition Centre Liverpool.

The shortlists consist of exceptional individuals and companies that have demonstrated remarkable performance over the past year.



## Driver of the Year – “hardworking”

Three outstanding individuals have been shortlisted for the UKIFDA Driver of the Year 2024 award, sponsored by OAMPS.

The finalists are James Casey (Barton Petroleum), Leah Snow (NWF Fuels Group) and Mircea-Daniel Petreus (Watson Fuels). They were chosen from an especially strong selection of nominees this year.

UKIFDA CEO Ken Cronin comments: “We can't wait to celebrate these hardworking drivers who make a difference in our communities and are looking forward to sharing their achievements at the prestigious Awards Dinner. We wish all the nominees the best of luck!”



## Depot of the Year – “A tough decision”

The shortlist for the UKIFDA Depot of the Year 2024 award, sponsored by Pen Underwriting, is always eagerly anticipated.

This year's finalists for the best fuel distribution depot for 2024 are Barton Petroleum (Oakley Depot), Certas Energy (Three Cocks Depot) and Par Petroleum.

In the past 12 months, all depots have been audited and passed by UKIFDA Technical Manager Tony Brown as part of the

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

association's Depot Certification Scheme, and are entered automatically.

Commenting on the high standard of the depots this year, Tony said: “It's always a tough decision, even choosing the shortlist, but these three distributor depots scored particularly highly and are exemplary examples of driving the standard of depots forward. Good luck to all involved.”



## Green Award – “close contest”

The shortlist for the UKIFDA Green Award 2024, sponsored by Oilshield, has been revealed, signalling the hunt for the liquid fuel distribution industry's ‘green leader’ is almost over.

This year's Green Award will be a tight-run contest between finalists Certa and Eliminox.

UKIFDA CEO Ken Cronin said: “These two entries stood out from the rest. We've reviewed applications from businesses of all sizes, learning about everything from innovative carbon emission-reducing technologies as well as alternative fuels and additives, to companies implementing strategies to minimise harm to the environment. It's been an interesting process.

“Best of luck to the two finalists from all of us at UKIFDA!”



## Young Person of the Year – “exceptional”

Announcing the shortlist for the Young Person of the Year 2024 Award, sponsored by Just Tankers, UKIFDA reveals the three young people who are in the final running for the accolade.

The shortlist includes Jack Popplewell (Dice Fuels), Harry Boxall (NWF Fuels) and James Pulling (WCF Chandlers).

Commenting on the shortlist, Ken Cronin said: “The search for the liquid fuel distribution



industry's emerging talent has been fascinating. There are some exceptional young people in the final line-up. We look forward to announcing the winner on the night!”



## Innovation Award – “one to watch”

The shortlist for the UKIFDA Innovation Award 2024, sponsored by Fuel Oil News, has been announced, and it includes three industry trailblazers – Fuel Additive Science Technologies, Magnus Monitors and MechTronic.

“For those on the lookout for industry innovation, this is one of the awards to watch,” adds Ken Cronin.

“Innovation in liquid fuel distribution is driving the sector forward, and we look forward to sharing more on the night about these three pioneering businesses.”



## Customer Service Award – “exciting news”

This special award, the Customer Service Award sponsored by Worldpay, will be revealed on the night of the UKIFDA EXPO 2024 Awards Dinner.

Looking ahead to the event, Ken Cronin commented: “This industry customer service superstar, who consistently delivers outstanding service, will be deservedly recognised at this prestigious event in front of their peers.”

**We look forward to sharing all the details of the winners in our May issue.**



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### Jo Ritzema – celebrating 20 years with WCF!



Jo Ritzema, Managing Director at **WCF**, is proud to be celebrating 20 years working for the business.

Jo reflected on the last 20 years with the company: “It would not be an exaggeration to say the past 20 years have flown by.

“No two weeks are ever the same at WCF, and I have been lucky enough to be part of a period of considerable change, not only in terms of the businesses we own and run, but the culture and engagement of our team.

“Witnessing them embrace the concept of being employee-owners, with their own voice to benefit both their working environment and their own personal influence on our success, has been one of my proudest achievements, as well as diversifying into new income streams that will hopefully help sustain the legacy of WCF for another 110 years.

“It’s an honour and a privilege to work here.”

### Inspirational

Phil Murray, Deputy Managing Director for WCF, added: “Jo has been such an inspirational leader to everyone here at WCF and her selfless dedication to the business is clear for all to see. She embodies our employee-owned culture, putting others before herself, and takes a genuine interest in the welfare and well-being of everyone who works at WCF. Her passion for the business is only surpassed by her passion for visiting remote spots around the world, and she’s never short of an incredible story or two from her travels!

“On behalf of everyone who knows Jo, we want to pass on our congratulations on reaching this incredible milestone. She’s made WCF bigger and stronger than it was when she took over as MD, and we’ve absolutely no doubt she’ll continue to achieve great success in the future. Thank you, Jo!”

*Congratulations to Jo from Fuel Oil News!*

### Firefly Green Fuels and Wizz Air win award at first ever SAF Investor Awards

**Firefly Green Fuels** is thrilled to be part of the ‘Strategic Investment of the Year – Europe’ award won by Wizz Air at the first ever SAF Investor Conference in London.

Firefly and Wizz Air have been recognised for the significant investment package they brokered together last year. The deal, which contained a £5 million equity investment, also contained an offtake agreement for up to 525,000 tonnes of SAF over 15 years.

### A significant deal

This substantial offtake deal was crucial to supporting Firefly’s development, and will allow Wizz Air to supply SAF to its UK operations from 2029. The supplied SAF will also carry the potential to save as much as 1.5 million tonnes of CO<sub>2</sub>-eq.

This award comes as the company currently seeks to secure a further £40 million investment through Series B funding. This next round of funding will finance the development of Firefly’s pilot facility – an important step towards planned commercialisation of their innovative SAF pathway.

Firefly CEO James Hygate said: “We’re absolutely thrilled to see Wizz Air receive this award today. Wizz has been a fantastic partner and we’re excited that we get to work with a company that is completely aligned with our decarbonisation goals.”



Read all these stories and more in full at [www.fueloilnews.co.uk](http://www.fueloilnews.co.uk)



### Darrell Stuart of Craggs Energy – going above and beyond

**Craggs Energy**, the West Yorkshire-based distributor, would like to say an extra big ‘thank you’ to employee Darrell Stuart, Senior Fuel Consultant.

Volunteering to help during busy periods, Darrell will happily go out and complete emergency fuel deliveries for customers in need.

Darrell said: “I did my Ranger training last year in preparation for the busy winter season. It’s great to know I can help get emergency deliveries out, especially to our cold weather priority customers.

“Teamwork is the key to success, and we are lucky to have a fantastic team. My colleagues help to cover my work in the sales department whilst I help our transport and operations team.

“It’s nice to get out of the office occasionally and to visit different locations. My favourite so far has been Bolton-by-Bowland in the beautiful Ribbles Valley!”

*If you have an employee who goes above and beyond then please do let Fuel Oil News know: [claudia@fueloilnews.co.uk](mailto:claudia@fueloilnews.co.uk)*

## New Era Energy – new CEO as James Hunt is promoted

**New Era Energy**, the Essex-based fuel distributor, is proud to announce that James Hunt has been promoted to CEO after 26 years of dedicated service at the business.

James said: "I feel privileged to witness the remarkable evolution of New Era. From our humble beginnings in oils and lubricants, to our current commitment to providing essential fuel solutions, it's been a journey marked by innovation and dedication.

"Today, as we continue to meet the evolving needs of our customers, we're also deeply invested in sustainability, ensuring a brighter future for generations to come. I am honoured to lead our team forward as we embrace this next chapter of growth and impact."

*Congratulations to James from all of us at Fuel Oil News! You can find out more about the industry's newest CEO 'In Profile' on page 51 of this issue.*



## WCF Chandlers – quizzing for charity

**WCF Chandlers**, the Lincolnshire-based distributor, is proudly raising money for the Lincolnshire and Nottinghamshire Air Ambulance (LNAA) service. In March, the team organised a charity quiz night to raise money for the charity.

Charlotte Carratt, Head of Sales and Marketing at WCF Chandlers, said: "WCF Chandlers is honoured to stand behind the lifesaving efforts of Lincs and Notts Air Ambulance, delivering critical Helicopter Emergency Medical Services (HEMS) across Lincolnshire and Nottinghamshire. With an average of four missions per day, every day of the year, this charity relies entirely on public donations to sustain its vital operations, each mission costing approximately £3,500."

### A night of heartfelt generosity

"On Friday, March 1st, quiz enthusiasts and charity champions gathered for a night of heartfelt generosity. Belton Park Golf Club graciously opened its doors to host the event organised by WCF Chandlers.

"Teams of up to eight competed for victory and prizes were generously donated by local businesses. The victorious team, named "The Magnificent Seven", won an exclusive tour of the Lincs and Notts Air Ambulance Headquarters, as well as receiving a bottle of wine for each member, courtesy of The Oil Tank Company and North Shoes.

"We are overjoyed to report that the event exceeded all expectations, with every ticket sold and a staggering £3700 raised through ticket sales and the raffle. This significant sum holds the power to save lives, thanks to the unwavering support and generosity of our local community.

"A profound thank you extends to the businesses that donated raffle prizes, the dedicated staff of Lincs and Notts Air Ambulance for their invaluable assistance, and Belton Park Golf Club for their warm hospitality. Together, we have made an impact in championing this important charity and its lifesaving mission."

### Proud

WCF Manager, Lynn Casson, added: "I am incredibly proud of the team for hosting such a successful event. We have been working with Lincs and Notts Air Ambulance since 2021, and it is incredible to see how dedicated our team is to fundraise on their behalf. What makes this truly special is that our team are fundraising within our community for a charity that many of our customers have benefited from."

We would love to hear from you if you are also proudly sponsoring charities, teams, or individuals this year. Please contact [claudia@andpublishing.co.uk](mailto:claudia@andpublishing.co.uk)



## The IPU Group – raising dough in more ways than one

**The IPU Group**, the West Bromwich-based design and manufacturing company, held a charity bake sale in aid of Red Nose Day last month. Sundas Salim was crowned Red Nose Day Baking Champion and won the coveted IPU apron!

Melissa Payne, Marketing Manager, said: "Fundraising through bake sales is a big part of the office culture here at IPU and Red Nose Day is a fantastic cause.

"There were some amazing bakes, but after a blind-judging, Sundas Salim was crowned the winner with her macarons. The mango ones were divine and were very worthy of the coveted IPU apron! Our JustGiving page is still active for anyone wishing to donate – thank you!"

<https://www.justgiving.com/fundraising/rnd24-ipu-group>  
*Congratulations to Sundas!*



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# Just Tankers: a story of evolution, innovation and growth

NORTHERN IRELAND-BASED JUST TANKERS IS ONE OF THE UK'S LARGEST SUPPLIERS OF ROAD TANKERS FOR SALE AND HIRE AS WELL AS A MULTI-PRODUCT RETAIL BUSINESS.

CLAUDIA WEEKS, COMMUNITY CONTENT LEAD, SPOKE WITH **MATTHEW GILMORE**, MANAGING DIRECTOR AT JUST TANKERS, ABOUT THE BUSINESS, ITS HISTORY AND PLANS FOR THE FUTURE.

## The history of Just Tankers

Just Tankers began as Gilmore Fuels Ltd in the Ards Peninsula, Co. Down, Northern Ireland with just one tanker. Matthew explained the beginnings of the business: "My father (Sidney Gilmore) established Gilmore Fuels Ltd in the 1950s with a single tanker and by the 1980s Gilmore Fuels operated with a fleet of ten tankers, establishing itself as a leader in a relatively new and crucial sector of the economy.

"Gilmore Fuels was an appointed Northern Ireland distributor for PetroFina which was a relationship my father much enjoyed. He was very proud of the Fina Brand.

"My father decided to sell Gilmore Fuels, in 2000, to Tedcastle Oil Products / Top Oils – a decision he instantly regretted, as he missed the daily interaction with all his customers. Given the chance, he would have bought the business back in a heartbeat. With the oil business gone, he formed a new company called Gilmore Services Ltd."

## Racing to success

As a family business, Matthew was always keen to be part of Gilmore Services, but he was driven to succeed before joining the company as he explains: "From a young age, I had set my sights on a career in motorsport, I was karting from the age of 8 and progressed to single seaters aged 16.

"I competed across Europe in Formula Ford, and then the British and European Formula 3 Championships. My talent was recognised during my career as I was twice nominated



for the prestigious McLaren Autosport Award 'Young Driver of the Year Award!'

"The nomination helped me to become a Williams F1 Test Driver in 2002, helping to test the FW24's latest aerodynamic upgrades during the season, alongside Ralph Schumacher, Juan Pablo Montoya, and Marc Gene.

"However, in 2003, I made the difficult decision to leave the sport. It marked the end of one chapter and the beginning of another, and in 2004 I joined the family business."

## A new beginning

As the racing chapter closed for Matthew, he joined the business and took over the running of Gilmore Services Ltd. After Sidney retired, Matthew became Managing Director, having worked alongside his father for many years.

"In 2006 I established the Just Tankers brand, helping to modernise the business with a significant online presence," Matthew shared, explaining how the Just Tankers brand was

created. “This included launching a website, to market new and used tankers globally, and creating JustTankersSpares.com to supply parts to the broader fuel trade.

“2006 was a busy year as we also acquired Maine Tankers, an agent for Tasca Tankers in Ireland, and in 2010 introduced the TruFlow pumping and metering system, an in-house development with full MID Approval.

“At the same time, we also launched our depot in Stratford Upon Avon which marked our expansion into Great Britain, providing a strategic base for UK, Ireland, and international operations.”

## A partnership with G Magyar

“In 2015 I began a partnership with G Magyar, Europe’s leading tanker manufacturer, to distribute their products in the UK and Ireland. This helped us to develop the ‘New Tankers Always in Stock’ program and the eventual combination of Gilmore Services and Maine Tankers under the Just Tankers brand.

“Our partnership with G Magyar plays a crucial role in offering an extensive selection of both new and used tankers. We cater to a wide array of industry needs. We find that demand can vary based on the current market trends and the specific requirements of our clients.

“Some of our most in-demand tankers are the 19 and 20,000 LTR G Magyar Tankers fitted on 26 Ton DAF and Scania chassis.

“One of G Magyar’s slogans is “A Passion for Quality” and this is one of the reasons my relationship with G Magyar works so well. I have a passion for quality tankers, and I believe the G Magyar tankers we sell are industry-leading.

“I remember going to my first FPS Show in 2004 with my father. I walked around the G Magyar stand and I said to myself, these guys set the standard, they were the best tankers I had ever seen. I thought they were miles better than anything else on show! I am proud to represent G Magyar in the UK and Ireland, and I think our customers appreciate the superior quality of the G Magyar build.”

## To buy or to hire

Just Tankers both sells and hires tankers and in this continually evolving industry, I wondered which proves to be the most popular option.

“For some clients, investing in a tanker is a strategic move that aligns with their long-term operational goals and capacity needs. These clients typically engage with us for the purchase of tankers, looking for the reliability, customisation, and sense of ownership that comes with buying.



“On the other hand, the hire option appeals to clients seeking flexibility, reduced upfront investment, and the ability to adapt quickly to changing business volumes or project-specific requirements.

“Hiring also offers the advantage of accessing the latest models with updated technology without the long-term commitment, which can be particularly attractive for projects with a defined timeline, or for companies in growth phases evaluating their long-term needs.”

## A significant milestone for our company

“As a company we’ve continued to grow and, in January 2023, we opened our flagship site in Petersfield, Hampshire, underscoring this continuous growth. This new site features extensive facilities for PDI, calibration, repairs, and tank testing, highlighting our commitment to excellence and customer service.

“The site opening represents a significant milestone for our company as we aim to fill a crucial gap in the market by providing specialised repair and maintenance services to the tanker industry.

“Our range of services include tank weld repairs, tanker testing, safe load passes and meter system calibration. These offerings are designed to meet the critical needs of our clients, ensuring their operations run smoothly and efficiently.

“Settling into our new site has been an exciting phase. The extensive yard, workshop, and offices allow us to deliver our services more effectively and efficiently. They provide a one-stop solution for our clients. Our large staff presence at the site is a testament to our commitment to maintaining high quality standards. Each team member plays a vital role in ensuring that our services meet, and exceed, the expectations of our clients.”

## The importance of team

Reflecting on the development of the team at Just Tankers, Matthew commented: “When we were founded in the 1950s, we were a much smaller operation, starting with just a handful of dedicated staff members. Since those early days, the company has experienced significant growth and evolution.

“We are proud to say that we have grown to over 25 staff members across our four sites. This expansion reflects not only the increase in demand for our tankers but also our commitment to providing exceptional service and expertise in our field.

“As for family involvement, we have always valued the sense of community and continuity that comes with a family business. While the company has professionalised over the years, embracing industry best practices, and bringing in experts from outside, we still cherish the involvement of family members in the business.

“In all seriousness, we have a great team here. All of them are hardworking and experienced within the industry. We’ve also got Richard who makes us all laugh and, I have to say, Eileen makes a really good cup of tea. Thanks Eileen!”

## The customer

Matthew explained how Just Tankers connects with customers: “We actively engage with our audience through social media platforms such as Facebook, Instagram, and LinkedIn. These platforms allow us to showcase our range of tankers, share industry insights, and highlight customer testimonials. We also have our website that showcases our new and used stock to a global market.

“In addition to our digital presence, we also recognise the value of print media. Publications like Fuel Oil News have been instrumental in reaching industry professionals and potential

customers who prefer traditional media. These print media placements not only lend credibility but also enable us to reach a targeted audience deeply embedded within the fuel and oil sector.

"Business-to-business (B2B) referrals have also played a crucial role in our growth. By establishing strong relationships within the industry and delivering exceptional service and products, we've built a network of satisfied customers and partners who readily recommend us to others. These referrals are a testament to the quality of our tankers and the excellence of our service."

### Major challenges for the industry

The industry is changing at pace, and I asked Matthew how he sees the long-term future of liquid fuels: "I believe we will continue to need and deliver liquid fuels in my lifetime. I do believe we will see a growth of HVO and sustainable fuels.

"One of the most pressing challenges for the tanker industry is the scarcity of service providers equipped to meet the specific needs of this sector.

"This issue is compounded by the difficulty in hiring and retaining new staff, which is a critical factor for maintaining and enhancing

service quality. As the industry evolves, the demand for skilled professionals who can manage the complexities of tanker operations, from maintenance to compliance with evolving environmental regulations, continues to grow. Finding and nurturing talent, therefore, becomes a strategic necessity."

### The future for Just Tankers

Matthew was keen to share what the future holds for the business: "We are focused on continued and sustainable growth.

"Our vision for the company encompasses a broad spectrum of strategic objectives designed to solidify our position as a leader in the tanker industry while exploring new horizons.

"A core priority is to enhance our product offering. This involves not only refining our existing range of products to meet and exceed current market demands but also innovating and introducing new solutions that cater to emerging needs within the industry.

"Diversification is a key strategic pillar for our future growth. We want to enter new markets, and broaden our customer base, reduce dependence on traditional sectors, and capitalise on opportunities in emerging

industries.

"The Magyar range of products has already played a significant role in our success, and will continue to be a focus for development. The aim is to expand this range, ensuring that these products remain competitive and relevant. This will involve leveraging the latest technologies and engineering practices to meet the evolving needs of the industry.

"Our contract hire business represents a significant growth opportunity. By expanding this aspect of the business, we plan to meet the growing demand for flexible, cost-effective solutions for acquiring and utilising tanker vehicles. This expansion will be supported by strategic investments in fleet diversity, maintenance capabilities, and customer service excellence.

"We also want to cast our net further with the spare parts arm of the business. Recognising the critical role that timely and reliable access to quality spare parts plays in the operational efficiency of its clients, the company is committed to expanding its spare parts distribution network."

Fuel Oil News wishes Matthew and all the team at Just Tankers the best for 2024. We look forward to catching up with them again soon.



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## Working together in changing times

I remember my Dad saying to me on more than one occasion, “When I was your age,” and thinking I would never say that to my kids. All these years later, I am probably worse. “When I was your age, I had to get up to change the TV or answer the telephone” is my new favourite, as they moan that the batteries in the remote have died or they have no charge.

I suspect that you notice more change as you get older. Indeed, the last few years have certainly made me older, wiser and more acutely aware of the enormous changes in our industry that are happening right now. Whilst our industry’s fundamental principles have not changed much over the years, the **way, how, when, and what** are all beginning to change.

Most recently, we have seen the start of potentially different buying patterns, with consumers buying based on need and affordability rather than habit. The products we sell have also started to change. Who would have predicted 20 years ago that construction vehicles and bin lorries would now be running around full of used cooking oil? Even the **how** is changing, as customers transition from telephone ordering to the internet, apps and remote monitoring.

### How can we deal with this change?

There are many ways to answer this question, but one of the simplest is to improve the things we have always done. For instance, we could provide better customer service, offer more information, be even more flexible, or practice safety protocols with more consideration. However, other options are more transformative, like innovation. Innovation is all about doing things differently, and it has been a cornerstone of our industry in recent years.

### This year’s EXPO focuses partly on acknowledging the changing times.

One of the more important aspects is “*working together*”. Industries that fail to react when change happens die. More often than not, this is because their business models were flawed, and there was a lack of collective understanding that they were in a period of change, which they needed to embrace together rather than compete for what was left. A good example of this is retail.

I cannot help but feel depressed at the state of some of our high streets. But it’s

encouraging to see local communities and remaining businesses responding by working together to collectively understand what has changed and what reaction is needed.

I’m sure you’ll agree the next few days in Liverpool are vital for us to work together towards achieving our common goals. Whether at the EXPO stands, conference, or over a drink or dinner, this is our opportunity to celebrate our achievements and recognise the people who have already made progress towards finding the solutions we need. Let’s make the most of this time and come together to make a positive impact.

Talking of positive impacts, it has been a great privilege to be on the judging panel for our annual awards. This year, I have been taken aback by the many nominations and the quality we have received. Some customer service stories are genuinely awe-inspiring, including going beyond the limits and, in some

cases, just sheer bravery. These stories underpin why many have told me that our industry serves our customers far better than any other energy provider.

The nominations for the Young Person Award have been most gratifying. We instigated this award three years ago because we were keen to increase the number of young people in the industry and provide an outlet to recognise our young talent. I was most impressed to see nominations from customer service, sales, drivers and finance, all below the age of 26. They are all well-deserved, and all the nominees have a bright future in our industry.

### But I wonder what their “when I was your age” comment will be.

I look forward to meeting many of you in Liverpool as we continue to discover and develop our answers.

## UKIFDA EXPO & Future Opportunities Conference 2024

### WEDNESDAY 10TH APRIL

9:30am	Day One – Exhibition Opens
11:15am – 11:30am	Welcome from Ken Cronin, UKIFDA, CEO
11:30am – 11:45am	Keynote Speech: Rupert Turner, Phillips 66, Managing Director, UK Marketing
11:45am – 12:30pm	Decarbonising Ireland Roundtable: Progress made and the future trajectory for a greener Ireland
12:30pm – 1:15pm	Data Geeks Panel Session: Harness the power of data for industry transformation
1:15pm – 2:00pm	What next for the Markets?
5:00pm	Day One -Exhibition Ends
6:30pm – 7:30pm	President’s Drinks Reception sponsored by FoxInsights
7:30pm – 10:00pm	UKIFDA Awards Dinner 2024 sponsored by Mabanaft

### THURSDAY 11TH APRIL

9:30am	Day Two – Exhibition Opens
11:00am – 11:15am	Opening Remarks from Ken Cronin, UKIFDA, CEO
11:15am – 11:45am	Keynote Speech: George Eustice MP The politics of decarbonisation.
11:45am – 12:30pm	Update on the UKIFDA & OFTEC Future Fuels Project
12:30pm – 1:00pm	Future Role for Hydrogen
1:00pm – 2:00pm	What is the future of liquid fuels in Net Zero? – Latest views from refiners and suppliers
2:00pm	Conference Close – UKIFDA President Rory Clarke
4:00pm	Day Two – Exhibition Ends
3:30pm – 5:00pm	After Show Drinks Reception sponsored by Kingspan



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# UKIFDA: reasons to join the growing membership

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## Anton Paar (UK) Ltd 102

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## Berrys Technologies Limited 101

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## CDS 56

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## Close Brothers Vehicle Hire 39

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## Cobo 76 & 74

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## Collins Youldon 38

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## Concrete Canvas 41

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## Designed for safety 87

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complex supply chains worldwide.

## Dunraven Systems, A Rochester Sensors Company 103

<https://dunravensystems.com/>

## Econoprint 53

<https://www.econoprintgroup.co.uk/>

## EET Fuels 15 & 15A

Essar is a leading player in the decarbonisation of the UK economy through its delivery of the UK's first low carbon refinery and energy transition hub at Stanlow, England. Supplying 16% of the UK's road transport fuels, Essar is transforming for tomorrow, investing US\$2.4 billion in to low carbon energy transition projects over the next five years.

## Elaflex 32

<https://elaflex.co.uk/>

## Emco Wheaton 99

EMCO Wheaton – Pioneering Fuel Systems for a Sustainable Tomorrow. With a rich history of innovation, EMCO Wheaton is your go-to provider for advanced, eco-friendly fuel systems that drive efficiency, reliability, and sustainability in the ever-evolving world of energy.

## Exolum 49

<https://exolum.com/>

## Fast Forward Fuel 17

<https://fastforwardfuel.com>

## FoxInsights 97

FoxInsights enables more than 220 Partner companies across Europe to optimise their business processes and resource efficiency using intelligent tank data analysis. FoxInsights develops data-driven, customer-oriented, and measurably successful solutions that create real added value for sales, marketing, and logistics. This makes them one of the leaders in remote monitoring intelligence for heating oil, diesel, lubricants, LPG, and waste oil.

## Fuel Additive Science Technologies Ltd 77

Fuel Additive Science Technology (Fast) trades under the name Fast Exocet. We are a fuel additive company based in the West Midlands, accredited under ISO 9001 for the formulation, manufacture, and distribution

of our additives, which are used in gas oil, heating oil, diesel, and petrol. Our additive range is used by approximately 500 UK and Ireland fuel distributors and many thousands of end users.

## Fuel Oil News 47

At the heart of the industry for over 45 years, Fuel Oil News is the only independent monthly magazine dedicated to the storage, distribution and marketing of liquid fuels in the UK and Ireland. With a strong focus on the current energy sector transition and future fuels, Fuel Oil News is on the same journey as its community, offering updates and insight as the route for the industry to an alternatively fuelled future is established.

## Fuelsoft 54

<http://www.fuelsoft.co.uk/fuelsoft/>

## Greenarc 26

Greenarc, driven by its mission to ease the world's journey to clean energy, guides individuals and organisations through their transition to clean energy, offering expertise in carbon reporting, solar technology, charging infrastructure, electric vehicles, low-carbon electrical services, EV charging cards, heating systems, fuels, and carbon offset fuel cards.

## Greenery 57 & 64

Greenery is the UK's only national fuel supplier and a leading European manufacturer of biodiesel from waste, helping customers through the energy transition. Supported by an in-house haulage fleet, Greenery Flexigrid, a 24/7 customer care team and dedicated account managers, Greenery's highly responsive team is available when you need them most. Flexigrid also provide flexible haulage solutions for third parties across the country.

## Handsfree Group 104

<http://handsfree.co.uk>

## Harvest Energy 35

<https://www.harvestenergy.com/>

## Hazchem 29

Supplying quality workwear, PPE and safety equipment to the Fuel Distribution Industry.

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Close Brothers Vehicle Hire	39
Cobo	76 & 74
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# EXPO Floorplan



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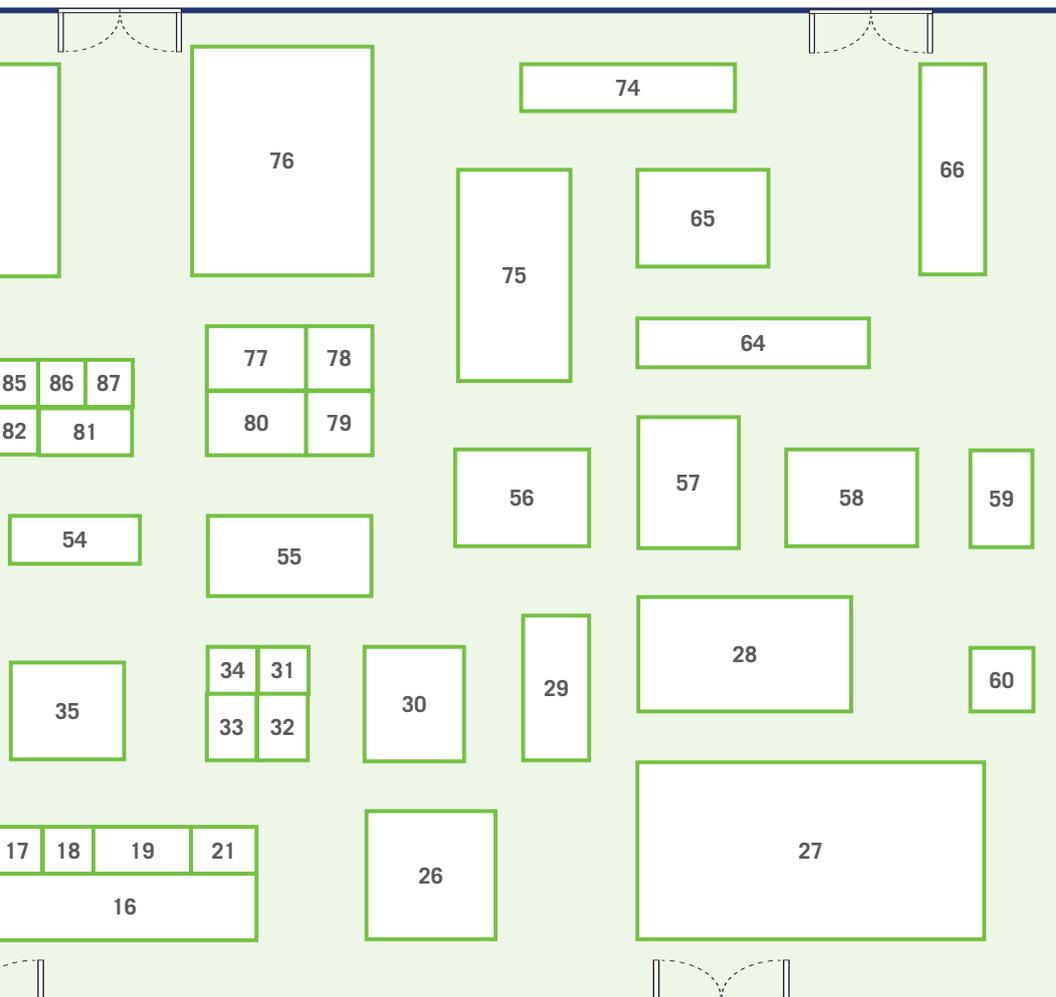
+ Streamline Logistics

+ Drive Operational Efficiency



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## **HMRC Mobile Enforcement Team 65**

### **Huba Control AG 85**

Huba Control develops, manufactures and markets components designed exclusively for Fuel Management Systems which includes the measurement of Level, pressure and flow. With its clear focus on pressure measurement technology Huba Control is able to develop innovative products across a very broad spectrum, covering an extensive range of applications for the optimisation of machine, system and plant processes.

### **Hytek (GB) Ltd 40**

We've supplied fuel dispensing equipment to a wide range of industries for almost 40 years. Through our own Hytek Engineered products, and our Pumptronics and O.L.E. brands, we are both one of the UK's leading commercial pump manufacturers and tank gauge manufacturers.

### **Industrial Flow Control Ltd 37**

<https://ifcinf.com/>

### **Informed Sources 106**

### **Integer Micro Systems 91**

<http://www.ims-integer.com/>

### **Intertek 36**

Caleb Brett in the UK provides inspection and laboratory testing services to measure quality and quantity of crude oil, gas, petroleum, petrochemical and chemicals products.

### **Just Tankers 10**

<https://justtankers.com/>

### **Kalymnos Fuel Engineering 94**

<https://www.kalymnos-fuel.com/>

### **Kässbohrer UK (MM Acquisitions) 28**

<https://www.kaessbohrer.com/en>

### **Kingspan Water & Energy 60**

<https://www.kingspan.com/gb/en/business-groups/Kingspan-Water-Energy/>

### **Ledbury Welding 79**

<https://www.lweld.co.uk/>

### **Magnus Monitors 93**

<http://www.magnusmonitors.com/>

### **Magyar 27**

<http://www.gmagyar.com/>

### **Mechtronic Ltd 14**

MechTronic is proud to be celebrating 20 years in the industry. With OptiMate, we continue to be the market leader,

delivering efficiency for our customers across the UK and Ireland.

### **Meller Flow Trans 55**

<http://melleruk.com/>

### **Mitchell & Webber Industrial services 95**

<https://www.mitwebservices.co.uk/>

### **Navigator Terminals 96**

<http://www.navigatorterminals.com/>

### **Nursan 13**

Nursan started to produce semi-trailers in 1997. Now exporting to 72 countries with high tech robotic welding technology.

### **Oamps 78**

<https://www.oamps.co.uk/>

### **Oil Recoveries Ltd 66**

<https://oilrecoveries.co.uk/FAQ.html>

### **Oilshield 81**

<https://oilshield.co.uk/>

### **ORTEC 18**

<https://ortec.com/en-us>

### **Otodata Tank Monitors 90**

Otodata has been a key player in the tank monitoring industry for over ten years. Our goal has always been to produce a monitor with very low cost of ownership – making large-scale implementation affordable for all fuel resellers.

### **PEIMF 3 & 4**

<http://www.peimf.uk>

### **Petroineos 42**

<https://www.petroineos.com/>

### **Petroleum Driver Passport Scheme 6**

<http://www.pdpassport.com>

### **Phillips 66 89**

<https://www.phillips66.com/>

### **Precision Products Enterprises 82**

PPE is a plastic injection moulding expert with years of experience working with a multitude of plastic resins, products and assemblies.

### **Re Fuels 86**

<https://www.refuels.co.uk/>

### **Road Tank Rental 108**

A friendly knowledgeable company with over 70 years experience within the fuel industry. Our modern fleet comprises of fuel tankers, skeletal trailers and GP tankers.

### **Road Tankers Armagh 75**

At Road Tankers Armagh we have an enviable reputation for

the manufacture of high quality truck-mounted fuel tanks since the inception of our company in 2001. Road Tankers Armagh specialises in the manufacture of high quality fuel tanks, most notably for rigid trucks, from its base at Armagh Business Park.

The company is also equally well known for its refurbishment and remounting services.

### **RTN Lakeland 100**

<http://www.rtnltd.co.uk/>

### **Scully UK LTD 92**

Scully Signal Company was established in 1936 and pioneered dynamic self-checking and failsafe overflow prevention, point level detection, and static grounding controls for the safe and efficient transfer and storage of hazardous and volatile liquid products.

### **Sensotech Ltd 84**

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### **SOS Sales 16**

SOS Sales Ltd is a privately owned business and a non-franchised vehicle dealer that has 20 years experience in the commercial vehicle sales markets to the UK and Ireland including the exports of vehicles Worldwide.

### **Suttons Tankers 21**

Suttons is an innovative logistics and supply chain company delivering high quality and cost effective solutions.

With one of the largest road tanker networks at its disposal, Suttons Tankers is able to create a competitive advantage for its customers while ensuring industry-leading levels of compliance and safety.

### **Tanker Equipment/Inbox Trailer 107**

<https://tankquip.co.uk/>

### **Tanker Rent UK 109**

Tanker Rent UK is a leading commercial vehicle rental company that provides services across the UK and Ireland. We specialise in the short and long-term rental of a wide range of road tankers, including petroleum, bulk

powder, food-grade, chemical, and bitumen tankers, along with other specialist equipment. Additionally, we offer petroleum-regulated and ADR tractor units for hire.

### **Tasca Tankers 1**

<http://tascatankers.ltd.uk/>

### **TEC 19 & 20**

<https://tec.ie/>

### **The Oil Market Journal 80**

<https://www.the-omj.com/>

### **Touchstar 33**

Touchstar's FuelStar planning, optimisation and delivery software partners with the ATEX-approved TS3300 in-cab mobile computer to improve efficiency in the transportation of bulk goods. Back-office job scheduling and management software allows jobs and routes to be planned with ease.

### **Trident Metering Systems 1**

<https://tridenttechnics.com/trident-metering-system/>

### **UM Terminals 34**

UM Terminals is a leading bulk liquid storage specialist with eight strategically located sites across the UK all with easy access to major road networks. We are customer-centric, flexible, innovative and provide a diverse range of solutions and locations including deep-water ports.

### **Valero Energy Ltd 11**

<https://www.valero.com>

### **Western Global 7**

Western Global is a world leader in fuel storage and has a 60-year history of helping customers store, move, and dispense every fuel type – from diesel to renewables and biofuels.

### **Wheely-Safe Ltd 8**

Wheely-Safe has developed a number of Internationally patented fleet safety technologies, which have now been certified to ATEX/ADR/SLP/FCS1364:2019 standards.

These technologies are the first in the world to combine an in-motion driver alert detection system for wheel loss, with rim/hub temperature monitoring (the biggest area for tanker/trailer fires, after the engine).

### **White Cross Ring 31**

<https://whitcrossring.co.uk/>

### **Williams Tanker Services/ Tip Tankers 44**

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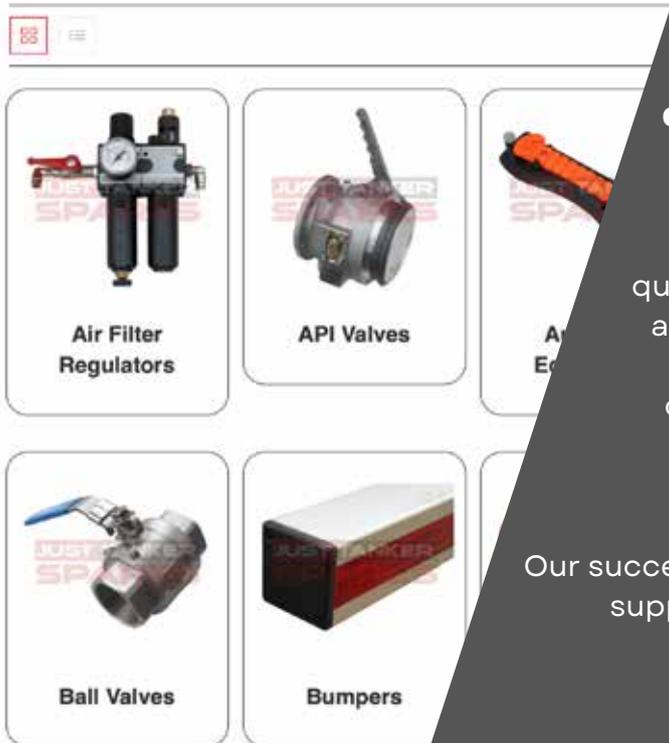
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# UKIFDA EXPO 2024 – speakers

DISCOVER MORE ABOUT THIS YEAR'S SPEAKERS HERE.

**Tom Beamish**  
**Principal Engineer -Executive Support**  
**JCB**

Tom graduated from the University of Bath in 2014 with a Masters degree in Mechanical Engineering, before joining JCB as a Graduate Engineer.

Since 2020, in the role of Principal Engineer, Tom has worked to develop and support JCB's Net Zero Strategy initiative, by providing key research and analysis into future fuel technologies, including battery-electric, hydrogen fuel cells and the development of JCB's hydrogen combustion engine technology.

Tom is a Chartered Engineer and became a Member of the Institution of Mechanical Engineers in 2018.

**Angus Blundell**  
**Director of Domestic Energy Solutions & Corporate Affairs**  
**Certas Energy**

Angus heads up the consumer energy solutions division of Certas including domestic heating oil, heating services and energy transition for the residential market.

He also leads Corporate Affairs for Certas Energy as a whole. Prior to Certas Energy, Angus worked in diverse marketing roles with a career spanning 25 years.

**Tim Buckman**  
**CEO**  
**BoilerJuice**

Tim is an experienced company leader and has been with Boilerjuice since 2022 helping to evolve customer relationships from transactional to more service-driven, and to deliver a much more consultative, supporting role on the supply side

**Laura Byrne**  
**Head of Sustainable Fuels**  
**DCC Certa**

Laura is Head of Sustainable Fuels at Certa Ireland.

**Rory Clarke**  
**Non-Executive Director**  
**J. R Rix & Sons Ltd**

Rory has been involved in the petroleum

industry for over 30 years with Rix.

Rory has been instrumental in growing the fuel distribution and fuel card business through a combination of natural growth, new start-ups and acquisition. He became MD of Rix Petroleum in 2003 and was appointed to the main board of the parent company in 2006, becoming MD in 2017. He has recently stepped down as MD and is currently a non-executive director.

The Rix Group's interests include inland and marine fuel distribution, fuel cards, property, manufacturing holiday homes, vehicle conversions, servicing on and off-shore wind turbines, installing solar and EV charging, storage and management of agricultural products.

Rory earned his MBA in 2011 and is member of the advisory board of Hull University Business School. He was selected as one of Business Week's Top 20 Most Inspirational Business Leaders in 2022 in Hull and the East Riding and is the current president of UKIFDA and will complete his 2 year term this year.

**Ken Cronin**  
**CEO UKIFDA**

Ken is the Chief Executive of UKIFDA the trade association for fuel distribution across the UK and Ireland.

Ken has more than 30 years' global experience in media, investor and government relations in the energy industry and has worked in and with many companies across the nuclear, renewables, oil and gas and power sectors. During this time Ken has taken a keen interest in the impact of climate change policy and public perception.

Prior to his role at UKIFDA Ken worked in the onshore oil and gas sector and spent 10 years at worldwide communication agency Kream Gavin Anderson as Head of Global Energy.

**Mark Doyle**  
**Managing Director**  
**Firebird**

Mark is the Managing Director of Firebird, a manufacturer with a clear focus on renewables and sustainability.

Investing heavily in developing products with increased fuel efficiency, reduced emissions and products that use more renewable and sustainable fuel sources, Firebird manufactures the most efficient condensing oil boiler on the market which is also HVO ready.

**George Eustice MP**  
**MP**  
**Parliamentary Minister**

George Eustice has been the conservative MP for Camborne & Redruth since 2010 and has recently announced he will stand down at the next election. During his time in Parliament, George served as a Minister and then Secretary of State in the Department for the Environment, Food and Rural Affairs for the best part of 10 years.

Prior to parliament George worked in a number of communications roles as press secretary/head of communications for two conservative leaders (David Cameron and Michael Howard) and for a leading PR consultancy. Ahead of standing down, George has set up his own consultancy Penbroath maintaining his interest in the environment and energy sectors.

**Niall Fay**  
**CEO**  
**Grant Engineering**

Niall is CEO of Grant Group of Companies (a Heating Solutions Provider) responsible for Commercial and Operations of the Group in Ireland, UK and France. Chairman of the board of Turmec (a Recycling Engineering Solutions provider), former chairman of the board of OFTEC (a Heating Trade Association for UK and Ireland), former Chairman of Engineering Industries Ireland (IBEC Trade Association)

**Glyn Highfield**  
**Technical Director**  
**Fuelsoft**

An experienced Technical Director, specialising in private cloud, Azure, Modern Workplace and Dynamics CRM.

**Simon Holt**  
**Value Chain Strategy & Optimisation Manager for Europe**  
**Phillips 66**

Simon is responsible for optimising Phillips 66's integrated strategy across the value chain, and is also responsible for developing the Phillips 66 UK decarbonisation agenda. A chemical engineer with a refining and commercial background, he has 22 years of experience with the company.

Before moving into his current role in 2018, Simon served as manager, Crude Oil Trading Europe. Prior to that he was Crude Scheduling Manager in Houston following two years of crude oil supply directing for our mid-continent and gulf coast refineries. Simon joined Conoco



in 1999 as a Process Engineer at Humber Refinery. In that role he worked on the coking and FCC areas for 6 years before moving into Production Planning for 2 years. Simon relocated to London Commercial in 2007 working in operations and market analysis roles before becoming a trader in Heavy Oils. In 2014, Simon relocated to Houston to work in the Crude Oil Supply organisation before progressing into management. Simon holds a Master of Engineering degree in Chemical Engineering from the University of Manchester, graduating in 1999.

---

**Gordon Hyland**  
**Sales Director**  
**Touchstar Technologies Ltd**

Gordon (53) has almost thirty years' experience supporting customers with complex, field based, technology solutions. He has been with Touchstar Group for six years and became head of the Fuels Division in 2019. In his spare time he enjoys family life and his main passions are travel and skiing whenever possible.

---

**Caroline Lumbard**  
**UK Trading Director**  
**Greenergy**

Since joining Greenergy over 20 years ago, Caroline has championed rapid sales and customer growth. As UK Trading Director, Caroline is responsible for the Group's UK sales, purchasing and operations strategies and leads complex supply chain activities with major oil companies in the UK.

---

**Rahul Maheshka**  
**International Sales Manager**  
**FoxInsights**

A digital transformation leader with a demonstrated history of success in the software & services industry, as International Sales Manager at FoxInsights, Rahul uses data to help fuel distributors to optimise logistics and sales.

---

**Kevin McPartlan**  
**CEO**  
**Fuels for Ireland**

Kevin is the CEO who led the former Irish Petroleum Industry Association through a transition to Fuels for Ireland. This new brand and vision reflect the sector's commitment to achieve carbon neutrality while powering Ireland's today and tomorrow. Fuels for Ireland's core position is that fossil fuels cannot be the basis of Ireland's long-term energy plans or the sectors' long-term business strategies. Kevin was educated at University College Cork and the Honorable Society of Kings Inns. He previously led industry associations in the food sector and gave public affairs and communications counsel to start-ups, multinationals, NGOs and Governments.

---

**Pat Murnane**  
**Group Operations Manager**  
**Tria Oil**

Tria Green are a legacy fossil fuel business who have diversified dramatically, and led the way in the Irish Market to move to a "HVO First" model.

Pat entered the company 3 years ago as Head of Sales and quickly moved into an operational role. This encompassed growing the HVO business, and educating government, business customers and consumers on the need for HVO as direct replacement for fossil fuel. Living in West Cork, where Tria holds its HQ, he is passionate about continued use of liquid fuels in a way that is sustainable and offers realistic alternatives to the consumer that will not require huge cap ex.

---

**Chris Parker**  
**Conference host**

Chris is, once again, host for this year's conference. Chris has worked closely with UKIFDA for a number of years, both as an editor of industry publications as well as providing media support at UKIFDA EXPO.

---

**Stephen Rhodes**  
**Managing Director**  
**Highland Fuels**

Stephen has 25 years' experience in the downstream petroleum industry covering the breadth of the value chain from refining and product importation, primary logistics, tank storage, secondary distribution, product sales, forecourt retailing and brand marketing.

---

**Mark J Richards**  
**Principal Engineer -Executive Support**  
**JCB**

Mark graduated from the Coventry University in 2015 with a Bachelors degree in Aerospace Engineering, before joining JCB. Since 2020, in the role of Principal Engineer, Mark has worked to develop and support JCB's Net Zero Strategy initiative, by providing key research and analysis into future fuel technologies, including battery-electric, hydrogen fuel cells and the development of JCB's hydrogen combustion engine technology.

---

**Carlos Rojas**  
**Chief Marketing Officer**  
**EET Fuels**

Carlos Rojas has over 25 years' experience, the last 20 of which has been within the Downstream Oil Industry in a variety of Commercial, Supply, Retail and Strategy roles both in the UK and Latin America. He joined Essar from Puma Energy, where he was Commercial Director for Honduras, General Manager for Panama & Colombia and led value chain optimisation for the Americas. Prior to this, he had worked for Shell UK and Essar in the UK in a number of Commercial,

Supply and Strategy positions. He has an Industrial Engineering background from Universidad Javeriana in Colombia and an MBA from Manchester Business School.

---

**Paul Rose**  
**CEO**  
**OFTEC**

OFTEC is a trade association active in the UK and Republic of Ireland whose members include manufacturers of liquid fuel heating equipment.

A mechanical engineer by training, Paul has been involved in the liquid fuel heating sector for over 20 years and his current role focuses on OFTEC's strategic direction and lobbying for renewable liquid fuels to be part of the home energy mix.

---

**James Spencer**  
**Managing Director**  
**Portland Fuel**

James has headed up Portland since establishing the business in 2009. Portland is a specialist trading company offering fuel price hedging, fixed price fuel supply, niche energy trading products and downstream advisory services.

---

**Rupert Turner**  
**Managing Director, UK Marketing**  
**Phillips 66**

Rupert became Managing Director, UK Marketing at Phillips 66 in September 2022 after relocating from Houston, US to London. In his most recent role, Rupert was Manager, Unbranded Sales West, US Marketing, responsible for growing sales across the area to the west of the Rockies in support of the associated refinery product offtake. Now, as Managing Director, UK Marketing, Rupert is responsible for the Phillips 66 Wholesale brand & JET retail brand in the UK. He also co-leads the London office which includes Commercial and Corporate staff. Rupert joined the company in 1989 and has held many roles across the marketing and commercial businesses, including UK & Ireland Marketing Manager from 2002-2009 based in the Phillips 66 Warwick Office.

---

**Caroline Watkins**  
**Managing Director**  
**Mabanaft**

Caroline is an accomplished senior oil industry leader with extensive experience spanning three decades.

---

**John Weedon**  
**Managing Director**  
**Mitchell & Webber**

John joined the Family firm in 2002, previously a Corporate Bank Manager for Lloyds bank for 15 years.



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# A DAY IN THE LIFE...

Ken Cronin

WELCOME TO OUR FEATURE WHERE PEOPLE FROM MANY DIFFERENT ROLES IN THIS INDUSTRY WILL TAKE YOU THROUGH A TYPICAL DAY IN THEIR WORKING LIFE. THIS MONTH, FUEL OIL NEWS SPEAKS WITH **KEN CRONIN**, CHIEF EXECUTIVE AT UKIFDA, TO DISCOVER HOW KEN SPENDS A TYPICAL DAY.



**MY ALARM GOES OFF AT...** 6am. It's been the same for 30-odd years, whatever job I do.

**THE FIRST THING I DO IS...** read the news headlines of all the main newspapers and summaries on news that impacts the industry.

Then I have breakfast while doing the Times Crossword (it's a way of getting my brain tuned for the day).

**I PREPARE FOR THE DAY AHEAD BY...** If only every day could be predictable. I usually check what is happening in parliament as a lot of my job is based around what politicians are doing and, with the many different changes in ministers in the last few years, nothing can be taken for granted.

During winter I also check the weather forecasts around the country.

I spend about 25% of my time away from the office and so part of the early morning activities will be making sure I have the right notes and presentations for each meeting I am attending, checking flight and train times. In the last few years, a lot of the job has been talking to MPs and civil servants.

**I CAN'T LEAVE THE HOUSE WITHOUT...** my mobile phone. I once left it on top of the car and when I crossed the Forth Road Bridge all I could see in my rear-view mirror was it flying towards the river. I was inconsolable for months. I still have PTSD.

**MY TYPICAL DAY** – A lot of trade association activity is geared either towards the seasons, geopolitical events, or political activities. You can end up talking to an MP one day and be on telly the next.

Every day is different, and the motto is expect the unexpected. I rely heavily on making sure I have a lot of data to hand. I find it so much easier explaining things through the use of data especially if you are on the spot.

About 25% of the time, I am in some form of transport going

somewhere for a meeting.

During the winter UKIFDA collects data on supply and demand issues from a wide range of distributors in order to speak to government about any problem areas.

The last three years have been punctuated with various government consultations – from future fuels to driver hours – and, because we work across five different countries, we have at least one of these in train at any one point of time.

We start with what data we would like to present and then how to collect and refine it – I have at least ten spreadsheets open at any one point in time and I'm constantly talking to people about what data they have.

In the early stages of the Ukraine war, when prices were rocketing, I spent a lot of time on the TV and radio talking to worried audiences and then in meetings with concerned local MPs.

April and May tends to be EXPO or conference time, with a lot of meetings with my brilliant team ensuring we have the venue filled, speakers arranged and logistics sorted. It is one of the biggest shows of its kind and really takes some organising.

Every day I have a team meeting at 11.30am which is mostly virtual as we are all in different places. It is good to connect, not only for work purposes but just to find out how the team are or if Villa have lost again!

A big part of the job has been our work on future fuels and so I spend a lot of time with colleagues at OFTEC and also with Caroline, our indispensable communications lead, talking through the next leg of the campaign.

**MY MOST MEMORABLE WORK MOMENT...** I seemed to have packed a lot into the three years I have been at UKIFDA. Probably the most rewarding part of the job has been the work we have done on future fuels – sitting in parliament watching a bill being laid that could alter the prosperity of the industry always sends shivers down my spine.



**THE WORST PART OF MY JOB...** Trying to explain to people that UKIFDA is a team of six people and not all full time. Expectations, quite rightly, are always high but sometimes it's a struggle.

We also run a very successful training academy, but the detail and accuracy required every day for regulatory purposes is off the scale – one driver turning up late has immense consequences!

**THE BEST PART OF MY JOB...** I started off my time at UKIFDA in lockdown and didn't meet anyone face to face for six months. So, physically meeting up with the team, which we try to do on average at least once a month, is a real highlight.

It is about connecting as humans more than anything else. I also thoroughly enjoy meeting members at their depots and offices and have been fortunate to travel the length and breadth of all five nations that we cover. The driverless car in Ireland was a real highlight!

**I RELAX AFTER WORK BY...** This has changed recently. Our last set of children (twins) have now flown the nest and so I get more time to spend with my wife. Before we spent our downtime as KenKabs1 & 2 – always on call with no meter running.

We live in a very picturesque part of the world and, during the summer, walking is high on the list.

**MY FAVOURITE MEAL IS...** I enjoy Tapas. It is not only about the food but the fact you can spend several hours chatting and drinking with friends while nibbling away. When Tapas is mentioned clearly Spain comes to mind but I have also partaken in both Scottish and Yorkshire Tapas which were both equally as memorable!



**ON MY BEDSIDE TABLE IS...** Very boring I am afraid – a light and the phone and whatever book I am reading.

**THE LAST THING I DO EACH DAY IS...** If I am home, I thank the spirits I am home – too many times in the last few years I have been marooned in places by our transport system or the weather and it always nice to rest your head somewhere familiar.

**I'M NORMALLY IN BED BY...** 11pm the latest.

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# TRANSITION TALK

**“The smaller and easier you make each step towards decarbonisation; the more likely people are to take it, and take it early.”**

## GEORGE EUSTICE

Ahead of this year’s industry EXPO Margaret Major, Publishing Director for Fuel Oil News, spoke with George Eustice MP, one of the event’s key speakers, to hear more about his involvement with the industry’s Future Ready Fuels campaign. George’s name is familiar to many in the community thanks to his pivotal role in delivering the Government’s Energy Bill amendment, so we took the opportunity to find out how he became so integral to the industry’s efforts and why the campaign was even necessary in the first place.

“It was a big breakthrough,” George acknowledged, referring to the passing of the amendment and the promise of a consultation to consider incentivising the uptake of sustainable liquid fuels for domestic heating. “It was quite the achievement, because the government wasn’t really up for it, but we found the right approach and got it done.”

### **Why did the Government assume a domestic heat strategy tied to electrification and a single technology before the bill even came into place?**

“It goes back to Theresa May and the original strategy document on green energy in domestic settings that concluded that it should be ‘electrification first’ in the context of domestic settings.

“The government interpreted this as meaning heat pumps and, in their mind, it was set in stone. It’s exactly what can go wrong in government or civil service because, whatever comes after that, unless it fits the mantra of electric, it’s considered not the right thing to do.

“In reality, other technologies, such as renewable fuels, progress, meaning that constant reappraisal is needed to ensure the right policy mix. But the principles they believe they have already locked down, and publicly

committed to, create an impossible hurdle.

“That’s what caused the problem – an outdated strategy based around electrification first.”

### **So those involved with heat pump technology believed their job was ‘done’ since everything was held up to the light of ‘electrification first’?**

“Yes. And, in fact, it was worse than that, as nothing was even held up to a light. The policy became a filter that prevented other developments coming through, even where there was a strong intellectual case for them.

“That’s why, when you develop strategies, you must keep the space for new technologies to emerge and for existing ones to be refined. Where we often go wrong with net zero is trying to lock down premature decisions.”

### **Yet you still believed it possible to overcome that extremely opaque filter to get an alternative solution on the table? You must have felt like a modern-day King Canute trying to turn the tide back.**

“Anything you do in politics is an uphill struggle because you have to win a consensus and have the numbers to be able to defeat the Government. There were a few things that were in our favour. Firstly, in the Energy Bill we had what we call a legislative vehicle. That’s crucial, as that enables the introduction of amendments.

“Secondly, it’s about numbers. At the time there are a significant number of Conservative MPs, as well as MPs from Northern Ireland and some Labour MPs from Wales, who were extremely concerned about the impact on rural communities of the proposed early ban on oil boilers.

“You need the vehicle, and you need

MP numbers to, if you like, hijack it, to get a legislative change.

“The government held the line for as long as they could, but the truth was, it was the right thing to do. The impact of the ULEZ charge on the London by-election also made them realise that the decision to prematurely ban boilers in rural areas was a potential ULEZ equivalent for those communities.

“It became a big story – I just joined the dots. It was an expedient thing to do because you need to win the intellectual argument, which we had done, but you need to also win the political argument and that may mean slightly different tactics – our approach certainly worked.”

### **It did indeed, with a significant number of MPs coming on board and doing the right thing for their constituents. But let’s go back – a few years ago, HVO wasn’t on the radar for domestic heating. How did you become involved, and at what point did you believe there to be an alternative solution?**

“I was in the boat of not having heard of HVO as a heating fuel but became aware through the Weedons – owners of Cornwall-based distributor, Mitchell and Webber. One of their early HVO projects involved a school at Gwinear, in my constituency and, during COP26, John and Robert invited me to visit it.

“I remember being quite struck by this interesting idea. Several meetings with them followed and then they rolled out the wider pilot scheme in Kehelland.

“When you have a unique project like that happening in your own constituency, involving a whole village, I just felt it was something that I needed to champion. And when I spotted that there was an energy bill coming up, I knew then that we had a chance.”

## What input did you have in the industry campaign? Were you able to advise on achieving a strong lobbying position?

"The industry shared what would be helpful to them to make this come to fruition and to facilitate a national roll out. From there, I drafted clauses that would create the commitment we were looking for.

"There was already a similar, long-standing, regime under the renewable transport fuel obligation (RTFO), so it was a choice to either seek an extension to the RTFO or to replicate it for heating oils. We chose the latter."

## With the amendment accepted, and a commitment to a consultation, what is the likelihood of that being delivered before a general election?

"It will happen. The commitment given by ministers is for a consultation within a year. In practice that means before the general election. The consultation is being drafted and I expect it to be published maybe sometime in June.

"It's a big breakthrough to get this commitment in the legislation and for it to be happening. The real issue is that it will fall to whoever is in government after the next election to follow through on it and use the powers that we've given them."

## But delivering the proposed policy is not a significant financial decision for the Government?

"It's not really, and it is encouraging that, simultaneously, the government moved the ban on replacement boilers – that's quite significant. The Labour Party has confirmed

they wouldn't change that ban back which pushes it out to 2035.

"The combination of taking the legal power to introduce the measure, and simultaneously moving out the ban means clear space of about 8 years to properly deploy and refine the technology and put in place the measures.

"We'll be lobbying whoever is in power after the election to make sure that they use the powers we've given them."

## The industry has also made it very clear that the push back on the boiler ban is not an excuse to delay domestic decarbonisation but, rather, an opportunity to do it in a more just way.

"Yes. And to make use of other technologies. Renewable fuels have come on in many ways with a whole host of different technologies in that renewable fuel space.

"We just got a bit too hung up 7 or 8 years ago on electrification. There is a role for heat pumps, but we need a range of technologies to tackle this challenge in the most effective way."

## Do you feel some of those may be transitional solutions?

"Absolutely. HVO gives a 90% reduction in greenhouse gases, so why wouldn't you take an easy option to bank 90% early to achieve carbon budget 5 and more? Beyond that, you go further and move to a different technology, but we need to be making use of some of these transitional steps.

"To get widespread uptake of lower carbon technologies you make the step as simple and as easy as possible. If they haven't got to buy a

new boiler, and just need to adapt their current one, it's an easy step to make, and very easy to get people to buy into it.

"If you're asking them to have a completely new system, that's a big step."

## Was that one of the things that convinced you that an alternative solution was needed for some off grid settings?

"Absolutely. I felt that, in all of these things, if you can achieve 90% of what you're trying to aim for by making a very small step, that's easy for people to do, then there is a strong argument for doing that rather than trying to make people do very difficult things just to get the extra 10%."

## What of the concerns around availability and sustainability or aviation fuel demand?

"That was the main argument that was put forward by the Department for Energy and Net Zero. The industry has done quite a bit of research around this and found there was more than sufficient to cover what would be needed for domestic heating fuels.

"There is already an accreditation scheme in place for the RTFO to demonstrate genuine sustainability, and the supply is growing as biowaste recycling improves, so we were able to alleviate those concerns."

## What needs to happen now?

"The most important first step is to establish the RTFO equivalent to deliver cost parity for HVO and kerosene. A significant price difference is going to hamper uptake and the irony is that there isn't much duty on kerosene. We need to change the regime so, at the very

# Timeline of key events

**JOHN WEEDON**, DIRECTOR OF MITCHELL & WEBBER, SHARES THE KEY MOMENTS ALONG THE CAMPAIGN TRAIL.

**19th November 2020** – a Zoom call with George, where we advised him that "The bungalow at Scorrier" (in his constituency) was the first property in the UK to run its boiler on HVO and that perhaps, whilst it was early days, this new fuel should be considered to help rural homes to decarbonise.



**10th June 2021** – In advance of the G7 in Cornwall, George came to visit "Gwinear School", the first School in the UK to run on HVO, evidencing how well oil-fired systems run on this new renewable fuel.



**9th December 2022** – George agreed to meet and took the time to speak with the residents of the first HVO village in the UK, as well as the local school and Church, to hear real world evidence about how well the fuel works.

Ken Cronin, CEO UKIFDA, was also able to join us to give an overview of the extensive national trials taking place.

least, you get parity to make it a no brainer to switch.

“Achieve that and I think you would get rapid uptake of HVO.

“This is a very straightforward solution to make it an obvious and affordable choice for those homes that are off grid. It means available money can be used elsewhere, where there are no other solutions or where support is needed to drive electrification.”

### **It's about finding the right solutions for the right settings and making those as easy and immediate as possible?**

“Absolutely. The smaller and easier you make each step towards decarbonisation, the more likely people are to take it, and take it early.”

### **You spoke to a lot of your constituents involved in the Kehelland project. Were they driven by different motivations?**

“There were certainly residents who didn't like the idea of a heat pump but wanted to do their bit to tackle climate change and then there was the local Chapel – very serious about the climate and with their own climate change spokesman. For the Chapel, they want to be able to turn the heat on for certain events during the week, but they don't want constant heat, so a heat pump isn't right for them.

“For them the motivation was both moral and pragmatic. The HVO route gave them the heat that they needed, and it was renewable.”

### **With the whole 'electric first' drive, it seemed that anyone suggesting there may be settings for which a heat pump is not the best solution was considered the devil**

### **incarnate. Is this changing?**

“I think it's moved. I talk regularly with some of the heat pump manufacturers as I am very supportive of that sector, which has an important role. They would prefer homeowners to adopt their technology because it feels right and works for them not because they feel compelled by a legislative change.

“For that reason, they didn't like the idea of an early ban on replacement boilers for off-grid and quite welcomed it being removed.”

### **Another call from all sides is to decouple the electricity and gas prices.**

“Personally, I feel it does need to happen. A major incentive for adoption of renewables was improved protection from volatile gas prices. With an electricity market that's geared around gas, it clearly doesn't make much sense.”

### **Are you looking forward to speaking with the industry in Liverpool?**

Very much! It'll be a good event and it is great to have the opportunity to be there and to meet the people in the industry.

### **And what of your own future, George, what are your plans beyond Parliament?**

“I have formed my own small consultancy offering advice in agriculture, food and energy sectors, working on projects in the Defra space. Currently I have projects around biodiversity net gain and methane capture and a water conservation project.

“I studied horticulture and worked in the family food producing business. I did nine years in Defra, and it's very unusual for a minister to stay in the same place for more than two

years – often no more than one. Nine years is very unusual. It meant that I built up a detailed knowledge in that time.”

### **Have you had enough of politics?**

“I've been an MP for 15 years and a Senior Minister for 9, and I've been 25 years in politics. I'll be 53 by the time of the next election and I just felt I have time for one more career. I wanted to have a change and do something back in business and I believe that, if you're feeling ready for a change, then you shouldn't idle about. Turn the chapter and move on.”

### **Do you see the Future Fuels campaign one of the more significant that you've been involved with?**

“There's a few of them, but this is definitely the main one I've done since coming out of government. It is something that I prioritised way back at the end of 2022 when I could see that the bill was a chance to do something.

“And do something we did.”

***It's a journey that began in 2019 with the launch of the industry-led Future Ready Fuel campaign and the first oil boiler in the UK converted to run on HVO in Scorrier, Cornwall in 2020. With George coming on board in 2022, the campaign accelerated eventually resulting in the Government putting forward the Energy Bill amendment in September 2023.***

***It has not been an easy road and there is plenty still to be done to deliver the goal of a national roll out, but the seemingly impossible has already been achieved.***

The feedback was so compelling that George could see the potential and promised to raise it in Parliament

**11th January 2023** – George put forward a Ten-minute rule bill to highlight the benefits of this fuel for heating. It proved to be a massive springboard to cross party support. George hosted us at the House of Commons, creating a lot of media interest that enabled George, Ken, myself and Robert Weedon, Director M&W, to all contribute to very positive media coverage.

**9th May 2023** – George made another excellent speech in the House of Commons about HVO at Kehelland, in advance of the upcoming Energy bill.



**10th August 2023** – Following George's piece in the Telegraph likening the Boiler ban to a rural ULEZ, George helped with the BBC filming at Kehelland to highlight the success of the village.



**5th September 2023** – George made a powerful speech presenting an extremely compelling and well-reasoned argument for the use of a sustainable liquid fuel solution in the decarbonisation of domestic heating that successfully ensured the Government put forward amendments to the Energy bill that mirrored the amendments George had proposed. This delivered a commitment to a consultation on the creation of an obligation for the use of this renewable fuel in domestic heating.

# Suttons celebrates growth in fuels sector with 100th petroleum regulation truck on fleet



Suttons Tankers has grown exponentially in the fuels and bitumen sectors in recent years, providing its customers with the highest levels of safety and customer service.

Expanding into new markets is never easy, but with the right team and the right infrastructure, success can be achieved.

With its 100th fuels truck, a Volvo FM, coming into service at the beginning of the year, we spoke to Suttons as they reflected on its journey in the fuels industry and how it has become a leading provider to fuels distributors and retailers in the UK.

## Investing in the highest quality fleet

Investing in the most appropriate specification and highest quality equipment has been instrumental in contributing to the success Suttons has seen in recent years. With increasing demand, and customers being situated across the breadth of the UK, having a state-of-the-art fleet is essential in ensuring high quality service.

The fuels operation at Suttons runs 24 hours a day, 7 days a week, with vehicles often being double shifted. Suttons Tankers has never shied away from investing in the latest equipment in its more mature markets, and that commitment has extended to its fuels operation.

In early 2024, Suttons took delivery of its 100th fuels truck which was a monumental moment for the business. The truck was one of a batch of four low cab Volvo FMs with Gardner Denver discharge equipment and pet reg fit out.

The new Volvo FMs are 10% more fuel efficient than other units, and this contributes to a reduction in CO2 emissions. Sustainability is high on Suttons' agenda, so investing in these units supports its robust ESG policy.

The logistics provider, most commonly known for its presence in the bulk chemicals industry, expanded into the fuels sector in 2017 and has proven to be a real disruptor in the market.

The Volvo FM units that Suttons typically runs on its fuels operation benefit from a lighter weight, enabling increased payload in the tank. Steve Hassall, Fleet Director, commented:

"All fuels trucks are fully fitted with Microlise telematics which monitor driving style, as well as having full outward facing camera systems."

With investment running at £5m over the last two years, ensuring its drivers have the optimum equipment not only provides the best possible working environment, but also delivers efficiency and other benefits to its customers.

Driver comfort is key. "With drivers at the heart of our business, we specify our fleet on the requirements of the customer and product, but also seek feedback from our drivers on how to make their working environment as comfortable as possible", Steve explains.

Reduction in maintenance cost is a key benefit of investing in a modern fleet. Suttons Tankers experiences reduced downtime on its vehicles due to its fleet replacement programme. This ultimately drives customer satisfaction due to improved performance levels, explaining why Suttons has a track record in delivering high service levels to its customers.

As David Heath, Head of Fuels, commented: "Our trucks are run day and night, so ensuring we can deliver our promise to customers is paramount. Having the latest specification of trucks, coupled with high performing in-house workshops, ensures we minimise the potential for service delays."

**"COMPLACENT IS SOMETHING WE WILL NEVER BE. AT SUTTONS WE ARE PASSIONATE ABOUT SUPPORTING OUR CUSTOMERS, HELPING THEM GROW, WHILE ALSO INCREASING OUR MARKET SHARE."**

**DAVID HEATH,**  
HEAD OF FUELS  
AT SUTTONS  
TANKERS



## Cultivating a strong team

While investment in fleet is crucial to delivering success, cultivating a strong team is fundamental.

Suttons has brought in experienced individuals with industry knowledge, experience, and contacts, which has been a key success factor in enabling growth.

With significant recent appointments, the fuels team are growing in numbers and in strength. Between them, its senior leadership team have over 70 years' experience within the fuels industry.

This arms them with the knowledge and capabilities to guide the team of skilled drivers and planners, while supporting loyal customers within this sector.

The fuels leadership team at Suttons work hard to ensure maximum engagement with the driver cohort.

Holding town hall meetings and ensuring regular face-to-face interaction are high on their agenda.

David Heath believes that "having an engaged driver workforce is fundamental to enabling growth and successful partnerships within the bulk fuels industry."

## Growth at the top of its agenda

While Suttons Tankers has seen significant growth in the fuels sector in recent years, the forward-looking company is determined not to stop there.

"Complacent is something we will never be. At Suttons we are passionate about supporting our customers and helping them grow, while also increasing our market share," David Heath tells us.

With Suttons taking delivery of its 100th fuels truck, we are excited to see what's next for this growing business.

**Contact Suttons Tankers for more information on their fuels operation today**  
[suttonsgroup.com/contact-us](https://suttonsgroup.com/contact-us)  
**0151 420 2020**



# INDUSTRY INSIGHT

## CCUS: why the UK needs it for net zero

ELIZABETH DE JONG, CEO FUELS INDUSTRY UK, SETS OUT THE CASE FOR THE VIABILITY OF CARBON CAPTURE UTILISATION AND STORAGE (CCUS) AND ITS ROLE IN NET ZERO.

### The need for CCUS

The Climate Change Committee (CCC), regards CCUS as a ‘necessity not an option’ to achieve the UK’s decarbonisation ambitions because it offers the only means to reduce carbon emissions in certain sectors – such as heavy manufacturing.

The CCC is not alone in this view, and UK Government has backed it by committing to capture a vast 10 million tonnes of carbon dioxide equivalent a year by 2030. That’s roughly the amount produced by a million UK homes.

With the processes and geology involved long understood by the fuels industry, it’s a technology for which the UK has advantages over international rivals. In particular, the North Sea basin, which reached its peak oil production almost 20 years ago, is now primed to play a new role in storing captured carbon where once we extracted oil and gas.

Some experts question whether CCUS is needed at all, saying it is an unproven technology. But we, in the fuels sector, strongly believe it will be required in ‘hard to decarbonise’ sectors. While the technology isn’t easy, it has been shown to work in projects around the world. There are two routes that we are confident can be used for its development on a large scale:

- Capturing and storing CO<sub>2</sub> emissions from the UK’s hard to decarbonise industries such as heavy industry
- Producing low carbon hydrogen as a fuel source to power industry and transport

### Capturing CO<sub>2</sub> from the UK’s hard to decarbonise industries

Large industrial facilities such as power plants that use fossil fuels or biomass can be retrofitted to capture the CO<sub>2</sub> they produce, if it is not going to be used elsewhere. The captured CO<sub>2</sub> can be compressed and transported by pipeline, ship, rail, or truck to be used in a range of applications such as fizzy drinks – the ‘utilisation’ in CCUS – or injected into deep geological formations including depleted oil and gas reservoirs – the ‘storage’. These processes can be used to tackle emissions in hard-to-decarbonise sectors

like cement, steel production from iron ore, and chemicals industries.

A carbon capture pilot started last year in the UK’s glass manufacturing industry with five more trials expected this year. This is a step forward in carbon capture technology which could see millions of tonnes of carbon captured in glass, cement and ‘waste to energy’ industries by 2030.

### Hydrogen

Any discussion of carbon capture will quickly move to hydrogen which also has a large part to play in the UK’s net zero journey.

Low carbon hydrogen can be made using carbon capture in two main ways. When hydrogen is made from fossil fuels, carbon capture can be used to store the CO<sub>2</sub> underground. And when hydrogen is produced from biological material, carbon capture can be used to remove carbon from the atmosphere creating negative emissions – so called Bioenergy with Carbon Capture, and Storage, or BECCS.

This “negative emissions” technology will be vital in helping to balance emissions from sectors that are not possible to fully decarbonise, with the UK’s flagship BECCS project being operated by Drax in the Humber region. Another emerging technology is Direct Air Capture (DAC) which directly takes CO<sub>2</sub> from air. Twenty-seven DAC plants have been commissioned worldwide, mainly in the USA.

Additionally, captured CO<sub>2</sub> can be reacted with low carbon hydrogen to create E-fuels. These ‘drop-in’ fuels can directly replace conventional fuels using existing infrastructure and are a promising alternative to fossil fuels in the transport sector – particularly for long distance shipping and aviation which cannot easily be powered by electric batteries.

### The role of the fuels sector

The fuels sector, which includes the UK’s fuel refining, storage, transport and forecourts infrastructure, will be crucial to delivering the UK Government’s plans because:

- the sector brings knowledge of standards for the design, construction and operation of CCUS facilities from existing projects overseas

- the carbon capture technologies needed are similar to existing processes on refinery sites
- our members have the necessary understanding of UK geology
- member companies can be the anchor first customer for CCUS sites, to help fund their start-up and make them viable for other companies to use

### What Government needs to do

For companies to invest in CCUS, investment conditions need to be attractive relative to other countries. This could be done by:

- including the refining sector in the Carbon Border Adjustment Mechanism (CBAM), to ensure importers face the same carbon costs as UK refiners
- UK Government providing a package of financial support for decarbonisation projects that matches those offered to projects in competitor countries
- creating a more stable policy and fiscal environment that gives investors confidence.
- the North Sea Transition Authority and other agencies helping the development of this new business by providing more clarity around the ownership of land and seabed assets, which have become barriers to securing suitable CCUS sites for projects, although we recognise recent work on the potential introduction of a carbon storage levy.
- delivering a review of shipping or trucking CCUS to storage sites. Not all carbon sources neighbour storage sites, so this needs to be brought forward so that areas further from the CCUS sites can use this method to deliver carbon reductions.

Without this action we risk falling behind and losing our global leadership in large-scale decarbonisation technologies like CCUS. But, if UK Government can deliver the right framework, then the fuels sector is ideally placed to help the UK create the CCUS infrastructure the UK needs to achieve net zero.

We will continue to work with Government to ensure the voice of the sector is understood so the UK can decarbonise with a thriving industrial sector still in place.

# CODAS



# What happens when you release the brakes?

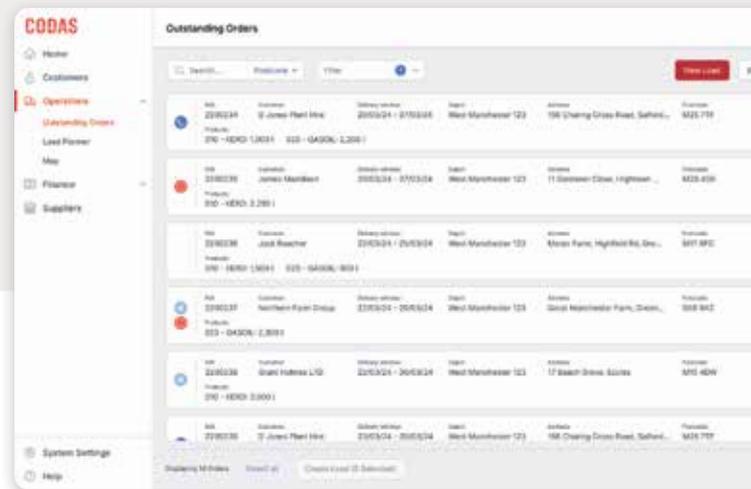
Outdated business management tools are like a foot resting on the brake pedal – a constant drag that limits how far and how fast you can go.

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# Driving progress: getting behind the wheel to break barriers

THE FUEL DISTRIBUTION BUSINESS IS HEAVILY MALE DOMINATED WITH VERY FEW WOMEN DRIVING TANKERS, YET MOORLAND FUELS IS PROUD TO BE BREAKING STEREOTYPES WITH THREE INCREDIBLE WOMEN DRIVERS BEHIND THE WHEELS OF THEIRS.

**KATE BRADLEY, CHARLOTTE JOHN, AND KERRY PARSONS** ARE THE TALENTED TRIO DELIVERING FUEL TO MOORLAND CUSTOMERS IN DEVON AND THE SURROUNDING REGION.

## It's important to keep breaking gender stereotypes

Kerry Parsons, driver of Moorland Fuel's baby tanker, said: "I never dreamed of becoming a lorry driver when I was younger, nor wanted to work in such a male dominated industry, but here I am! The team at Moorland have been so welcoming and I'm really enjoying getting to know everyone.

"I believe in equality, and believe everyone should be treated the same and paid the same for carrying out the same duties in a job role. I think it's important to keep breaking gender stereotypes and to see employment roles as just that, somewhere we can learn and grow and to know that job roles aren't defined by gender.

"As a driver, I love being able to be outside and have a view. I previously spent 15 years working as a chef where there was no scenery to enjoy! I also enjoy being challenged and working at Moorlands, every day is different."

## I love a challenge

Charlotte John, ranger driver, shared her experiences of her role in the industry: "I originally applied for the job because I loved driving, and I fancied a change from food shop deliveries! I wasn't sure if I'd enjoy it at first, but I love working in the fuel industry, it brings such variety to every day.

"I have found you gain a lot of respect from people and our customers are always so thankful when we deliver their fuel. The best part for me is constantly being busy out on the road and being the ranger driver, I go to some amazing places with some awesome challenges and the team know I love a challenge!

"Some days it's tough when it's raining and muddy, but the days spent delivering across Dartmoor in sun or snow with the beautiful views more than makes up for it."

## A more diverse and inclusive industry

Abby Turner, Director of Moorland Fuels, said: "The fuel industry has traditionally been male dominated, but companies like Moorland Fuels are leading the charge in changing that.

"By showcasing the talent and dedication of our female drivers, we hope to inspire other companies to follow suit. Together, we can create a more diverse and inclusive industry that benefits everyone.

"In an industry where women make up less than 25% of the workforce, Moorland Fuels stands out with its commitment to empowering female talent. Charlotte John, Kerry Parsons, and Kate Bradley are more than just delivery drivers; they are role models, defying expectations and proving that skill and dedication know no gender."

## Women belong behind the wheel

Abby continued: "We want to send a powerful message to the industry: women belong behind the wheel, in the boardroom, and at every level of the fuel industry. Their story is an inspiration to young girls everywhere,



Kate Bradley



Charlotte John



Kerry Parsons

demonstrating that no dream is too big.

"Moorland Fuels recognises the invaluable contributions of their female drivers and actively promotes a culture of respect, opportunity, and equal pay."

**If you're a woman in the industry, or have brilliant women in your team, then we would love to hear from you. Please get in touch with [claudia@andpublishing.co.uk](mailto:claudia@andpublishing.co.uk)**

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# PORTLAND MARKET REPORT

MARCH  
IN VIEW

## A SPECTACULAR OWN GOAL OR A PIVOTAL ACT OF UNKNOWN AGENTS?

This time two years ago gas prices went stratospheric, as energy markets grappled with the implications of the Russian invasion of Ukraine. Within a week of the invasion, European gas prices hit \$40 per MMBtu (Metric Million British Thermal Units) – the oil equivalent of around \$675 per barrel – and by the summer of 2022, gas was trading at the unprecedented level of \$70 / MMBtu (~ \$1,250 per barrel). Yet, from that point onwards, the cost of gas has steadily declined to a very comfortable \$8 / MMBtu today, which is an incredible turn of events considering the geo-political backdrop. It is also a testament to the determination of European governments to ensure supply security, the ingenuity of the global Liquefied Natural Gas (LNG) industry and the decline of traditional pipelined gas from Russia.

Having been reliant on cheap and easily available Russian gas for so long, European Governments were jolted into action by the war in Ukraine. At the beginning of 2022, 46% of Europe's gas came from Russia via pipeline, but by the summer of 2022, EU countries had made a 180 degree change in strategic direction. Seaborne cargoes of Liquefied Natural Gas (LNG) were manically snapped up, and tankers bound for Asia diverted into European storage facilities. At the same time, a huge capital programme rapidly built up coastal gasification facilities (often using covid recovery funds), to allow seaborne LNG to directly discharge into natural gas networks. This mass buying spree by the EU obviously kept global gas prices relatively buoyant in 2023, but as we come to the end of Q1 2024, we have a situation where gas stocks are now at record levels. This, coupled with continued muted demand from China, means that the prospect of a supply-shock (and subsequent gas price escalation) has been significantly reduced.

The fact that there was a plentiful supply of LNG available in the first place, says much for the dynamism and foresight shown by the industry since the early 2000s. It was at this time that the idea of replacing piped gas with seaborne gas was first seriously mooted. Countries such as Australia, Qatar and the

USA not only understood the benefit of a product that could literally be sold anywhere in the world, but they also saw that LNG could effectively be used as a bridging fuel towards a lower carbon future (specifically to replace coal). Huge amounts of money were ploughed not only into the development of gas fields, but also into the capacity to liquefy the product and load it onto ships. This coincided with a massive uptick in LNG ship construction, with the rate of new builds for LNG tankers outstripping crude vessels by 2 to 1 by the beginning of the 2020s.

**“THE INVASION OF  
UKRAINE WAS SEEN  
AS AN ECONOMIC  
MASTER-STROKE BY THE  
KREMLIN.”**

The boom in LNG has heavily impacted pipeline gas and diminished its importance to global markets. Back in the day, the “Holy Grail” for gas producers was to supply by pipe. Not only was transportation cheap and reliable, but the nature of supply meant there was a captive consumer at the other end. This neatly summed up the situation in Germany from 2000 onwards, as they became increasingly (over) reliant on Russian gas and its “on-tap” nature. During the volatile days of Spring 2022, the invasion of Ukraine was seen as an economic master-stroke by the Kremlin, pushing the price of the country's biggest export to astronomical levels and thus amply funding the cost of the invasion. At the same time, the presumption was that European powers would soon cease their support for Ukraine, once they saw just how expensive energy had become.

Not for the first time, market commentators got this one wrong and a look at the financial results of Gazprom (Russia's state-owned gas company and the only entity

permitted to export gas) would bear this out. Having made \$11bn of profit in the first six months of 2022, the company saw its earnings halve in 2023 and they now look likely to halve again this year, as both volumes and prices slide. It's true that gas exports to China have risen, but the volumes are nothing compared to the pre-war exports to Europe. In 2023, Russia sent 22bn cubic metres (bcm) of gas to China, but that is a trifling amount compared to the 230 bcm it exported to Europe in the decade before the Ukraine war. Furthermore, having so heavily relied on pipeline gas, Gazprom is years behind when it comes to its LNG export capacity.

The increasing fulfilment of global gas demand by LNG has largely been at the expense of pipelined gas from Russia, such that EU leaders are confidently stating that their commitment to eliminate all imports of Russian gas (and oil) by 2027 will be met. When Gazprom's Nord-Stream pipeline between Russia and Europe was sabotaged, it was almost universally concluded that Russia was responsible. Having hitherto transported up to half of Europe's gas, the “self-destruct” conclusion seemed to make sense when, after the event, gas prices initially rocketed. However, subsequent public investigations (carried out by Sweden, Denmark and Germany) have all failed to identify any perpetrators (including Russia), which begs one final tricky question.

Was the deliberate destruction of Nord-Stream an ill-thought out and spectacular own-goal by Russia, or a rather well-thought out and deliberate moving of the dial to an LNG future in Europe?

For more pricing  
information,  
see page 42



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# More than an upgrade: how advanced smart tank telemetry delivers a strategic business advantage



Magnus Monitors, a provider of smart tank level monitoring solutions, continually innovates technology and services to meet the evolving needs of its customers. Recognising the challenges faced by those in fuel distribution and their need for precise, reliable and cost efficient tank monitoring the company has developed a reimagined next-generation smart telemetry solution.

Driven by innovation, customer feedback, and a desire for operational excellence, Magnus evolves its solutions to meet changing customer needs to ensure their operations are efficient, their costs are reduced, and their tanks are monitored with the highest level of precision and reliability.

We consider here some of the developments introduced by Magnus to deliver the future of tank monitoring.

## Enhanced responsiveness

In terms of tank level monitoring, the ability to quickly respond to level changes is critical. Through customer feedback, Magnus has identified the need for real-time alerts to potential issues such as theft, low fuel levels, or service needs. To address this, Magnus Monitors has introduced advanced AI-driven algorithms that enhance both responsiveness and intelligence through the use of real-time data processing, that enables the accurate detection and notification of anomalous level changes, ensuring immediate action can be taken by stakeholders.

## Enhanced battery saving

A key client requirement for IoT based telemetry solutions is battery longevity, particularly in remote or difficult-to-access locations. The next-gen solution includes innovative intelligent monitoring capabilities that can distinguish between significant and minor level changes. When no change or minimal change is detected, the device records the data but delays transmission, opting instead for periodic updates that aggregate the collected data. This significantly reduces

power consumption, extending battery life and reducing the frequency of service call-outs.

The monitor is also configured to utilise standard, off-the-shelf, alkaline batteries, which can be quickly and easily replaced by the end user, simplifying serviceability.

## Real-time GPS tracking

For customers managing mobile fuel tanks, the ability to track both location and tank levels in real-time is invaluable. GPS-enabled monitors provide precise location asset tracking, coupled with continuous tank level monitoring, allowing for efficient routing and servicing of mobile tanks, avoiding unnecessary delays.

## Range extension

The existing cellular data-based monitors from Magnus provide exceptional network coverage for more than 99% of the population across both the UK & Ireland. There are, however, customers with tanks located in poor signal settings, such as underground or within steel clad structures that block mobile data signals. Magnus Monitors has tackled this issue by adding gateway / repeater technology to its monitors. This next-generation solution can extend the signal range, to ensure reliable communication for monitors on tanks previously considered to be unserviceable.

## Mesh monitoring

For customers, with multiple tanks that require onsite monitoring, mesh monitoring solutions can scale, both technically and commercially. By introducing distributed mesh monitoring, the Magnus system can aggregate data from several tanks, processing and reporting it through a single gateway. This not only simplifies the monitoring process

but also significantly reduces the cost and complexity of deploying monitoring solutions across multiple tanks, offering a streamlined and cost-effective approach to tank level management.

## AI enabled dispatch planning

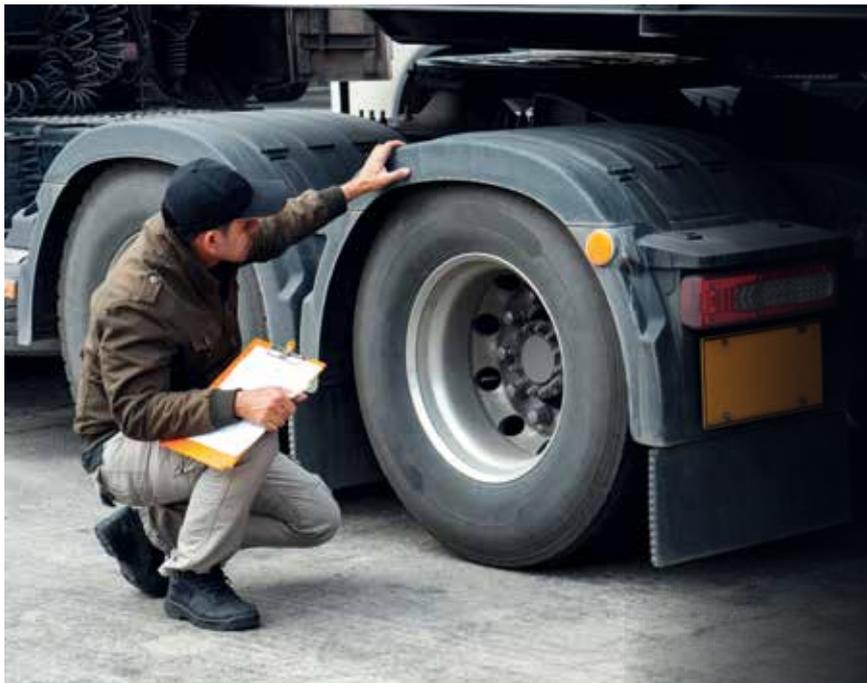
As the scale of tank monitoring operations grows, so does the complexity of managing service schedules and dispatches. Intelligent AI-powered systems analyse data to offer actionable insights for service planning. This allows Magnus customers to optimise their service schedules, increasing efficiency and reducing operational downtime for customers.

## Locally monitored – remotely serviced

Magnus Monitors is planning the launch of a significant innovation in tank level monitoring which utilises a simplified deployment model. Alongside the traditional SIM-based comms, the next-gen monitor will incorporate alternative, cost-effective remote connectivity. This will significantly reduce both capex and opex requirements for fuel distributors. This enables customers to deploy a business intelligence led monitoring service cost effectively.

In conclusion, advanced smart tank telemetry isn't just a technological upgrade; it's a strategic business advantage. By leveraging real-time actionable data, businesses can optimise operations and grow sales, while enhancing customer satisfaction to achieve a strong, measurable return on investment.

**You can learn more about the Future of Remote Monitoring by visiting Magnus Monitors on stand #93 at UKIFDA 2024 on April 10th and 11th.**



IN AN INDUSTRY IN WHICH DEALING WITH DANGEROUS GOODS IS A DAY-TO-DAY ACTIVITY, IT IS ESSENTIAL THAT THOSE INVOLVED UNDERSTAND THE POTENTIAL OUTCOMES OF FAILING TO COMPLY WITH ADR REGULATIONS. MINOR INFRACTIONS MAY SEEM INCONSEQUENTIAL AND EASILY SORTED BUT MULTIPLE FAILINGS CAN AGGREGATE INTO AN IMMEDIATE PROHIBITION AND SUBSEQUENT CRIMINAL PROSECUTION.

IN THIS ISSUE WE HEAR FROM **KARL JONES** OF DOWNSTREAM FUEL INDUSTRY INSURANCE SPECIALIST OAMPS, WHO DISCUSSES HOW A THROUGH REGIME OF ADR EQUIPMENT CHECKS CAN AVOID POTENTIALLY AWKWARD CONVERSATIONS WITH THE REGULATORS.

## Consequences: the importance of daily defect and pre-journey checks

The Road Traffic Acts and Construction & Use Regulations make it law that a vehicle must be roadworthy when used on a public road.

How to comply with these laws is explained in various government guidance booklets, including the Guide to Maintaining Roadworthiness from the DVSA.

The requirements around the movement of dangerous goods are understandably more rigorous, with a raft of requirements relating not only to the appropriate paperwork, but also the provision of suitable PPE and other safety equipment such as fire extinguishers.

Historically, there has been sporadic police interventions (often intelligence-led) but there has been neither the resource nor the breadth of knowledge with dangerous goods to allow a more co-ordinated UK-wide enforcement strategy.

However, as a result of a number of factors, including the discovery of 39 migrants in a trailer in Essex in 2019, the 2023 Home Office Strategic Policing Requirements include an enhanced focus on the effective policing of our roads, with specific mention of the movement of dangerous goods and the need for officers to have the required knowledge and training to enable dangerous goods enforcement.

The 43 Police forces in England & Wales

now have an ever-growing number of specialist Commercial Vehicle Units which are now focusing more on roadside checks, and with both the number of police officers involved in these initiatives growing and the level of knowledge increasing, including qualified Dangerous Goods Safety Advisers (DGSAs), Transport Managers and ADR drivers, it's more increasingly likely that your drivers will be encountering these teams on the road.

According to the team involved in a 2023 DVSA inspection day at Sandbach services on the M1, 48% of the random inspections of vehicles carrying dangerous goods were non-compliant, and immediate prohibition notices were issued to 14% of the vehicles checked.

The DVSA Categorisation of Defects lists three types:

**I** – denotes an immediate prohibition

**D** – denotes a delayed prohibition

**IN** – denotes an inspection notice (which is followed up by the HSE)

In addition to the DVSA defects checklist, goods subject to ADR regulations are assessed using a national form, called 10-500. This form asks for additional information on more administrative areas such as consignment details and compliant transport documentation, as well as any observations that the inspecting officer feels appropriate. A

copy of this form is also sent to the operator/ Transport Manager, as well as the relevant DGSA being informed so that they can then engage with the company and provide support and ongoing advice in order to bring the operation back to being compliant as quickly and cost effectively as possible.

Minor infractions of ADR regulations on their own may well not constitute an immediate prohibition, but if there are multiple failings, these can aggregate into an immediate prohibition and subsequent criminal prosecution, with a follow up visit to the Traffic Commissioners Office. So, whilst a missing eye wash bottle, or an orange board in the wrong orientation may seem insignificant in isolation, these often lead to a more in depth inspection often revealing missing fire extinguishers, insecure loads, no transport documents, even no driving licence.

Whilst making the ADR equipment check part of the daily walk round checks will mean the checks take a bit longer, doing so can save you some potentially awkward conversations with the regulators.

### Consequences

There are a range of issues that could arise from your vehicles and/or drivers failing these checks, including:

- PG9s issued – immediate prohibition of the vehicle and load
- Drivers fined/licence endorsed – fines can be as much as £5,000 or more
- Operator Licence amended or withdrawn
- Tachograph offences – delays or additional costs if substitute driver/vehicles needed
- Time sensitive consignments destroyed or consequential losses for late delivery
- An unlimited fine for breaching the legislation relating to the carriage of dangerous goods

Insurance protection could also be an issue – failure to maintain vehicles is a general condition within most policies, so own damage claims arising from such a failure could be declined. In egregious breaches, the policy could even be cancelled from inception or last renewal if there are non-disclosures of material facts such as operator licence offences.

### What can you do?

The first line of defence is adherence to the

policies and procedures that are in place to ensure vehicles leaving your premises do so in a roadworthy state; so make sure that daily defect checks are carried out effectively, and that all required documentation relating to dangerous goods is present and correct.

Our advice is to have drivers check their ADR equipment every day if they are going to be undertaking the carriage of Dangerous Goods; this becomes really important if your transport operation involves drivers remaining away from their operating centre during the week doing multiple deliveries and collections, as they are away from the replacement equipment if it is missing or defective.

Daily defect checks should take around 15 minutes to complete, and it's vital that employees are given enough time to complete these checks.

Whether you decide to set up competition between drivers to reward compliance or penalise non-compliance (or both), drivers

should be incentivised to conduct these checks diligently and be encouraged to report any areas of concern.

You should also have a policy in place to respond to any 10-500 forms that are received.

You also need to ensure anyone driving has a valid licence to do so (yes, there are still people out there who think they can get away with not disclosing they've lost their licence to their employers) and your driver handbook includes mention of Drug and Alcohol misuse and that you can evidence that they are fit to drive.

Whilst poor driving is a more frequent factor in fatal and serious collisions, it is also important to ensure that your vehicles do not become unsafe and pose a greater risk to public safety.

To find out more about how OAMPS can support and protect your business, please visit [www.oamps.co.uk](http://www.oamps.co.uk) or call 01 372 869 700.

The sole purpose of this article is to provide guidance on the issues covered. This article is not intended to give legal advice, and, accordingly, it should not be relied upon. It should not be regarded as a comprehensive statement of the law and/or market practice in this area. We make no claims as to the completeness or accuracy of the information contained herein or in the links which were live at the date of publication. You should not act upon (or should refrain from acting upon) information in this publication without first seeking specific legal and/or specialist advice. Pen Underwriting Limited and OAMPS, part of Pen Underwriting Limited, accepts no liability for any inaccuracy, omission or mistake in this publication, nor will we be responsible for any loss which may be suffered as a result of any person relying on the information contained herein.

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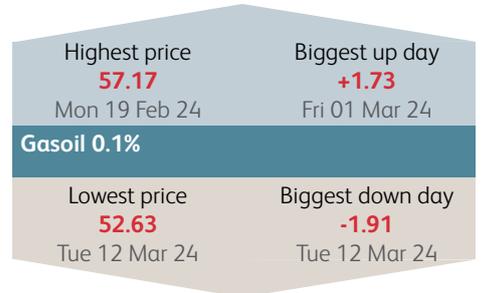
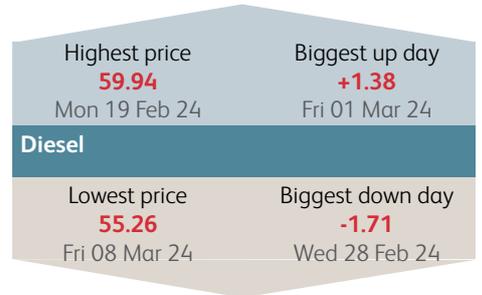
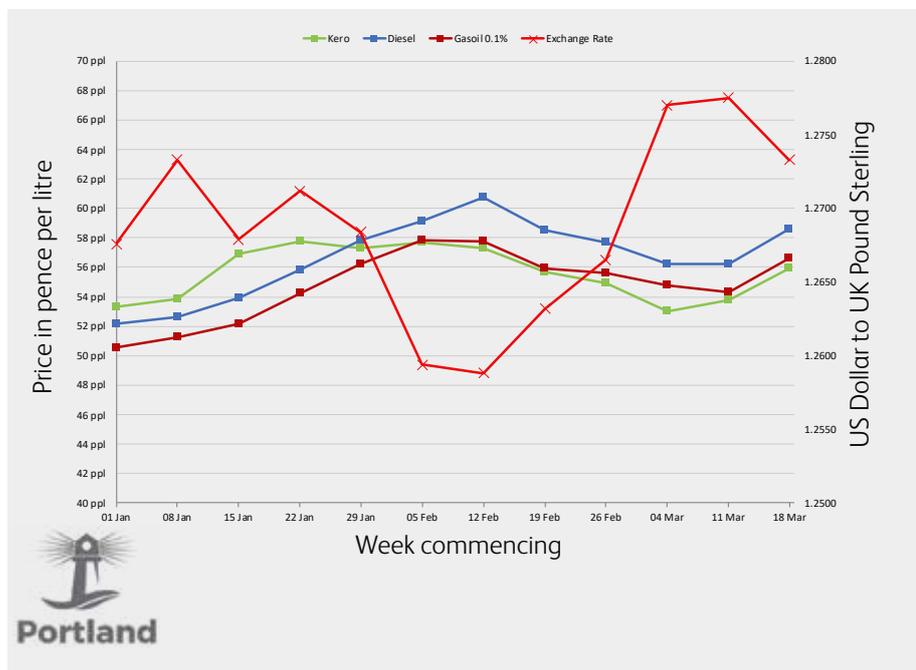
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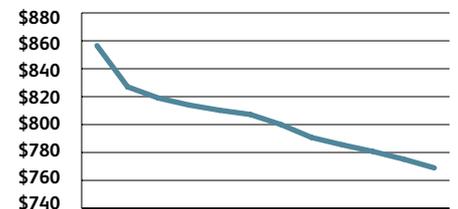
## Wholesale Price Movements: 19th February 2024 – 18th March 2024

	Kerosene	Diesel	Gasoil 0.1%
Average price	54.43	57.23	55.22
Average daily change	0.76	0.74	0.88
Current duty	0.00	52.95	10.18
<b>Total</b>	<b>54.43</b>	<b>110.18</b>	<b>65.40</b>

All prices in pence per litre



Gasoil forward price  
in US\$ per tonne



April 2024 – March 2025

## The Fuel Oil News Price Totem

	Trade average buying prices			Average selling prices		
	Kerosene	Gasoil	ULSD	Kerosene	Gasoil	ULSD
Scotland	54.79	67.57	111.98	62.46	72.20	116.36
North East	53.74	66.20	111.06	64.43	70.52	114.28
North West	55.31	68.80	113.45	62.68	72.82	116.33
Midlands	53.81	66.73	111.52	61.03	70.98	115.02
South East	53.91	66.69	111.50	68.80	74.10	114.53
South West	54.26	66.53	111.34	63.86	70.77	114.12
N. Ireland	54.37	67.90	n/a	61.46	73.10	n/a
Republic Of Ireland	68.13	73.33	112.92	74.47	77.67	116.50
Portland	52.12	64.25	108.21			

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

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

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

For more information and access to prices, visit [www.portlandpricing.co.uk](http://www.portlandpricing.co.uk)

WELCOME TO APRIL'S EDITION OF OUR SPECIAL MONTHLY FEATURE WHICH GIVES YOU THE OPPORTUNITY TO 'MEET' AN INDUSTRY FIGURE AND, HOPEFULLY, TO DISCOVER ANOTHER SIDE TO THEM BEYOND THE WELL-KNOWN FACTS. THIS MONTH WE CHAT WITH **JAMES HUNT**, CEO AT NEW ERA ENERGY.



## “INVEST IN PEOPLE; FOLLOW THROUGH WITH YOUR WORD.”

**JAMES HUNT**

**Please give your career history in 25 words or fewer**

2 years as a labourer, then sold chocolate (Nestle) and double glazing for 2 years, 26 years at New Era!

**Describe yourself in 3 words.**

Honest. Loyal. Driven.

**What were your childhood / early ambitions?**

To be a racing driver, of course.

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

Lobster fisherman.

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

Be a man of your word.

**Share your top tips for business success.**

Invest in people; follow through with your word; have realistic milestones.

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

Representing the company for financial investment – (Our New Partners)

**Tell us your greatest fear.**

Heights.

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

Ambition.

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

Our amazing team.

**Which is the quality that you most admire?**

Honesty.

**What are you most likely to say?**

Get S##% done.

**What are you least likely to say?**

We can't.

**Describe your perfect day**

A lovely lunch with my family at our favourite Italian with a bottle of Gavi Di Gavi.

**Do you have a favourite sports team?**

West Ham.

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

Putin/Climate Change.

**Cheese or chocolate?**

Cheese.

**Share your greatest personal achievement.**

Being with my wife for 30 years and our four children and, of course, also becoming CEO of this amazing organisation!

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

Dishonesty.

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

Norway.

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

Treble MP's income tax then step down.

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

How?

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

To go to Vegas and watch the UFC ringside.

**What 3 things would you take to a desert island?**

Family, fishing rod, lots of flint.

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

I grew up with David Beckham.

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

Richard Branson.



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