

Fuel Oil News

DECEMBER 2024



COMMUNITY AT CHRISTMAS

THE NEXT GENERATION SPEAKS

TALKING TERMINALS: GOALS, AMBITIONS & PLANS

fastexocet[®]
FUEL ADDITIVE SCIENCE TECHNOLOGIES LTD



**WISHING ALL OUR FRIENDS,
CUSTOMERS AND PARTNERS
A MERRY CHRISTMAS AND A
PROSPEROUS NEW YEAR!**

Thank you!

As the year draws to a close, we look back over the array of challenges and opportunities presented by 2024 and hope that, within these pages, you will find support as you address the challenges, seize the opportunities and prepare for the year ahead.

Supply resilience has been a focal point this year, with geopolitical tensions and global market fluctuations testing the industry's adaptability. With challenging margins, acquisition and diversification, and the ongoing transition, the landscape for liquid fuel distributors has been anything but easy.

Net zero ambition continues to drive change, creating pressure to innovate while also continuing to meet energy needs of homes and businesses today. We feature insights and experiences from those navigating these twin demands, highlighting strategies for profitability and progress as we look to 2025 and beyond.

But December isn't all about planning; it is also a time to acknowledge the extraordinary efforts of those who keep the tractors and generators running, the boilers burning and the wheels turning. As in

every issue, we celebrate the people, companies, resilience and innovation that define our sector.

We also acknowledge emerging technologies. From logistics software to future fuel innovations, we consider developments that are reshaping the industry and redefining what is possible in liquid fuel distribution.

Looking ahead to 2025, let's embrace the opportunities with determination and optimism and a little fun – for what is Christmas without a bit of festive fun? Look out for the special features, sprinkled like a dusting of snow through these pages, featuring those in our wonderful community.

For your continued readership, your supreme efforts in delivering energy throughout the UK and Ireland, and your commitment to shaping the future of this industry, all of us at Fuel Oil News say a heartfelt 'thank you'.

We wish you, and yours, a joyful Christmas and a happy new year!



Margaret Major, Publishing Director
✉ margaret@fueloilnews.co.uk
🌐 www.fueloilnews.co.uk
☎ 07786 267527

Fuel Oil News

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

4-10 INDUSTRY NEWS

11 IRISH FOCUS

12-13 DISTRIBUTOR DIARIES

15 PEOPLE MOVES

16 & 17 IN CONVERSATION

Goals, ambition and transition for bulk liquid storage.

18 A DAY IN THE LIFE

A business implementation analyst shares her day and a nice surprise...

19 KEN'S CORNER

21, 23 & 25 COMMUNITY AT CHRISTMAS

26 & 27 SPECIAL FEATURE

10 years of Sodbury Fuels.

28 & 29 INDUSTRY ANALYSIS

We hear from the generation ambitious to fuel the future.

30 PORTLAND REPORT

The much-anticipated seasonal special!

31 & 32 INDUSTRY KNOWLEDGE

Why site decommissioning needs careful consideration.

33 2024: A YEAR TO REMEMBER

34 & 35 TRANSITION TALK

Can the UK be a global leader in clean energy?

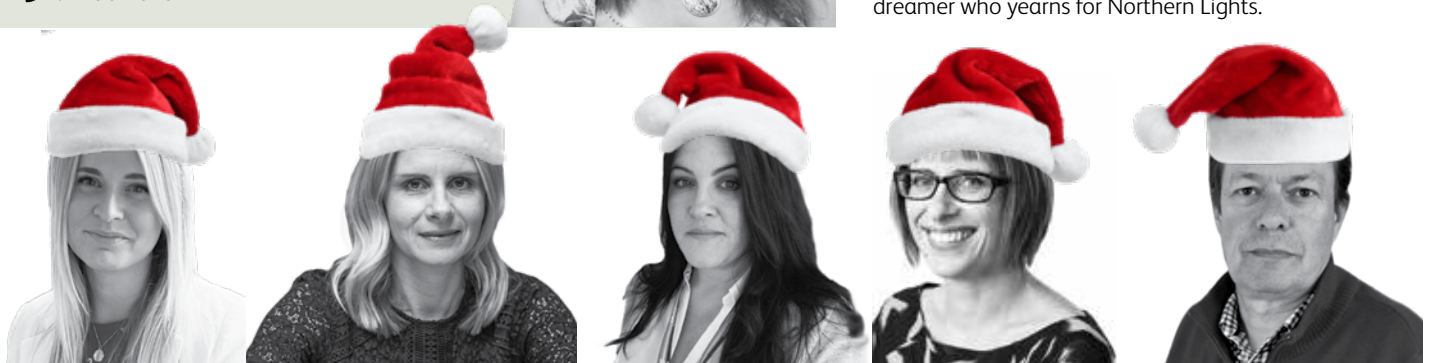
36 & 37 INDUSTRY INSIGHT

In defence of talent.

38 PRICING PAGE

39 IN PROFILE

A Christmas special featuring a well-known industry dreamer who yearns for Northern Lights.



Claudia Weeks

Community Content Lead

✉ claudia@fueloilnews.co.uk
☎ 07436 338241

Liz Boardman

Digital Content Editor

✉ liz@fueloilnews.co.uk
☎ 07970 802999

Natalie Persoglio

Social Media Executive

✉ natalie@fueloilnews.co.uk
☎ 07485 372627

Rhian Burge

Marketing Director

✉ rhian@fueloilnews.co.uk
☎ 07485 372626

Adrian Major

Commercial Manager

✉ adrian@fueloilnews.co.uk
☎ 07909 968982

On the cover

From images submitted for consideration, we chose this beautifully seasonal shot. Taken in the Shetland Islands last winter, by Raymond, a FoxInsights customer, the photo is of a FoxRadar telemetry unit on a tank, barely visible under the snow.

In this issue

Festive fun and Christmas content is scattered throughout this issue. Cracking Christmas jokes, favourite festive foods, memorable seasonal songs and the all-important snow question. Who are the humbugs? Find out on pages 19, 24 & 25.

HVO switch saves RNLI lifeboat six tonnes of carbon emissions

A Royal National Lifeboat Institution (RNLI) lifeboat has saved six tonnes of carbon emissions on its first voyage using Scania-endorsed HVO.

The lifeboat embarked on a 200 nautical mile journey from Fleetwood, Lancashire, to Salford Quays using HVO supplied by Certas Energy during its RNLI 200 'Coast To Cobbles' event, which took place in October.

Following 200 years of RNLI lifesaving across the North West, the event was a celebration of the lifeboat crew and the communities that they support. Thanks to the 2,500 litre fill that took place in Fleetwood in preparation, the lifeboat will save approximately six tonnes of carbon emissions compared to using gas oil.

Against a backdrop of growing demand for renewable alternative diesels, across the transport and haulage, construction, and agriculture and farming sectors, the current cost of HVO has never been closer than it is now to diesel.

The fuel performs well in cold conditions, making it optimal for fuelling marine crafts.

Proud of the move to sustainability

Kevin Latcham, Operations Manager at Certas Energy and crew member of the RNLI at Hoylake, said: "The shift we've seen towards HVO use this past year has been outstanding.

"It's been wonderful to see companies of all sizes actively working to reduce their carbon footprint.

"Fuelling the RNLI vessel for this historic celebration not only commemorates 200 years of service but also signals a shift towards a more sustainable future in marine operations.

"As a member of the crew

I was lucky enough to be onboard the Coast To Cobbles lifeboat for this historic moment. And as a member of the Certas Energy team, I am especially proud to be part of this move towards sustainability."

RNLI



RAC

RAC trials HVO in recovery trucks

As part of its strategy to reduce carbon emissions, the RAC is trialling 100% HVO to power its recovery trucks.

The RAC has installed a storage tank at its Walsall headquarters for the fuel, which can generate a reduction of up to 85% in CO2 emissions. It will be used to run the seven recovery trucks based there and is hoped could save up to 300,000kg of CO2 per year*.

The RAC has chosen Certas Energy as its HVO supplier.

Commenting on the partnership, Steve Little, Managing Director at Certas Energy, said: "Our collaboration with the RAC marks a significant milestone in actively reducing carbon emissions across the UK's roadside assistance fleet.

"Transitioning to HVO is a great short- and medium-term solution to drastically reduce carbon emissions as the transport sector continues to transition to electric vehicles. This trial with the RAC demonstrates our shared commitment to sustainable mobility solutions.

"Building on the remarkable market momentum we've been a part of in the last two years, with increasing demand for renewable diesel/HVO, we're delighted that our partnerships are showcasing how renewable fuels play a vital role in the UK's journey to net zero."

RAC Fleet Manager Matt Hilliar said: "This is an exciting project which will deliver both environmental and business benefits. If the trial continues to be as successful as the early indications show, we will explore using HVO more widely."

Unite calls for Grangemouth to transition to biofuels hub

The plan suggests that a Grangemouth transition to SAF production would deliver a vital strategic asset and be a huge net zero achievement for Britain.

Unite, the union which represents the workforce at Grangemouth, has written to energy secretary Ed Miliband demanding action on Grangemouth.

In September, Grangemouth owner Petroineos announced its intention to close the refinery, with the loss of over 400 jobs, in the second quarter of 2025. The closure would also risk thousands more jobs in the company's supply chain.

Committed to a just transition

In the letter to Ed Miliband, Unite General Secretary Sharon Graham said: "A Labour government not putting together a serious plan for the future of the site and the thousands of jobs which depend on it, would be a huge dereliction of duty.

"How this government deals with the threatened closure at Grangemouth will be the key test of your commitment to a just transition for workers and communities, and to our future energy security."

Unite has produced a detailed plan which demonstrates how Grangemouth can be

initially converted into a Sustainable Aviation Fuel facility, before further developing into a full bio-fuels outlet and highlights that the plan is entirely in line with government policies.

The report also highlights concerns around the justifications for closing the refinery as well as the Project Willow research plan, describing the latter as "jam tomorrow".

Unite general secretary Sharon Graham said: "Unite has established a clear pathway for the future of Grangemouth, which is totally in line with the government's own support for sustainable fuels. To close Grangemouth now is madness."

Avioxx completes design milestone for first-of-a-kind SAF plant

Avioxx, a company with the desire to transform waste hydrocarbons, destined for incineration or landfill, into high grade, sustainable aviation fuel, has proudly announced completion of a key process design milestone for its SAF plant.

Emily Fung, Operations Manager, explained: "Avioxx has successfully completed a detailed design study of the novel Avioxx process for manufacturing sustainable aviation fuel from household waste. This in-depth analysis not only confirms the technical feasibility of the process but also provides an initial indication of the economic viability of commercial production."

An essential step towards full-scale commercial production

"As part of the study, equipment sizing and capital cost estimates were also delivered for our 5,000 tonne-per-annum (TPA) large demonstration plant currently under development. The detailed design is an essential step towards realising a full-scale commercial production facility that will supply

the aviation industry with sustainable fuel," Emily continued.

"Process simulation tools enable engineers to digitally simulate real-world chemical processes under various conditions, which in turn helps to optimise production systems, assess economic viability, and reduce risk before committing to full-scale manufacturing. This initial study forms the basis for our engineers to further optimise their process for technical feasibility and economic viability at commercial scale.

"The process modelling also provides an important template for the analysis of the impact of market pricing and evolving regulatory measures around SAF. This helps ensure that Avioxx's future production facility remains competitive and resilient in an evolving market for waste feedstock and sustainable jet fuel."

An important breakthrough

Chris Hancock, CEO of Avioxx, highlighted the significance of the engineering milestone, stating, "This represents an important breakthrough and will give our investors added



confidence that we will be amongst the first globally to supply SAF at scale. We will be using wastes which are currently incinerated or sent to landfill, releasing vast amounts of damaging carbon into the atmosphere."

"The Avioxx process converts household waste into clean, sustainable fuels including SAF and renewable diesel. This is done via gasification and Fischer-Tropsch with a unique integration of solid oxide fuel cells (SOFCs) and electrolyzers to increase efficiency and cost-effectiveness. The process design study is being conducted by our in-house team of experienced process engineers and is currently being re-configured for different production capacities."

A commitment to the transition toward green travel

Emily continued: "Our plans begin with the construction of a 5,000 TPA SAF manufacturing plant near Cheshire, UK, followed soon after by the first commercial unit, designed to supply 40 million litres of SAF per year to the aviation sector. We are targeting a sector that is under increasing pressure to decarbonise, and the ability to turn waste into a high-value product such as Jet A1 fuel could be a game-changer for aviation. The company is currently backed by Trailfinders, the UK's largest independent travel company, which sees the green transformation of air travel as an urgent mission."



Choose SBZ for quality fuel additive solutions.

SBZ CORPORATION
The major alternative

SBZ CORPORATION supplies a wide range of **Fuel Performance Additive Packages** that deliver multiple benefits across the transport, power generation and home heating industries.

- ✓ Hassle-free global stock management.
- ✓ Strategic storage for timely deliveries and a secure supply chain.
- ✓ Unparalleled reliability - meeting stringent legislation, testing, regulations and approvals.
- ✓ Access to expert technical advice.
- ✓ Dedicated world-class customer service / fleet.

Wishing you and your teams a Merry Christmas.

+44 (0) 1268 761504

E: sales@sbzcorporation.com

New strategic partnership for Firefly Green Fuels

Firefly Green Fuels has signed a Memorandum of Understanding (MOU) with Sanepar, one of Brazil's largest water and sanitation companies.

Firefly was founded with a desire to decarbonise aviation by transforming a wholly biogenic waste – sewage – into a truly sustainable aviation fuel (SAF). This strategic partnership enhances Firefly's access to sustainable feedstock, while expanding its footprint into the growing Brazilian and Latin American markets.



A new collaboration

A spokesperson for the business said: "Through this new collaboration, Firefly Green Fuels and Sanepar will jointly explore opportunities to convert locally aggregated biosolids (sewage)

into advanced biofuels, including SAF. Sanepar's well-established infrastructure network positions it as a critical partner for securing the reliable supply of feedstock needed to meet the growing global demand for SAF.

"Firefly has developed an innovative pathway to sustainable fuels that uses a process known as hydrothermal liquefaction. This process allows the company to chemically alter sewage waste, breaking it down into materials known as biocrude and biochar. Biocrude is then upgraded into SAF and other fuels, whilst biochar can be utilised in a range of other applications."

Securing global feedstock and market expansion

"The partnership with Sanepar is a key milestone for Firefly, ensuring a stable and diverse feedstock supply for its SAF production. By utilising Brazil's extensive waste resources, Firefly is poised to strengthen its global reach and to support aviation companies in their mission to decarbonise their operations.

"Brazil has emerged as a global leader in biofuels, and this partnership with Sanepar solidifies Firefly's position in this rapidly growing market," said James Hygate, CEO of Firefly Green Fuels.

"The MOU reflects our commitment to our mission – decarbonising aviation and tackling climate change. With Brazil's government actively promoting biofuels through recent legislation and incentives, we are excited about the opportunities this partnership will unlock for both our company and our future customers."

Brazil's biofuels momentum

"Brazil has been a player in the biofuels industry for decades, and the country's recent policy announcements further strengthen its position as a renewable energy leader. In 2024, the Brazilian government announced a series of new measures aimed at expanding biofuel production, including a mandate for increasing the percentage of biofuels in transportation fuels and investing in new technologies for SAF production.

"With its vast urban population, Brazil is well-positioned to scale up Firefly's unique sewage-fed production pathway. The Brazilian government are investing heavily in modernising Brazil's waste treatment infrastructure which will provide Firefly with access to a significant, continuous quantity of waste feedstock."



FoxInsights and Slicker Recycling partner to innovate waste oil collections

FoxInsights, provider of advanced telemetry solutions, has formed a partnership with the UK's largest waste oil collector, Slicker Recycling.

Together, they are launching an innovative tank telemetry programme aimed at transforming Slicker's waste oil collecting. By leveraging FoxInsights' real-time monitoring and data-driven solutions, the partnership aims to improve operational efficiency, enhance service quality, reduce environmental impact, and boost customer satisfaction.

As a leader in hazardous waste management, Slicker Recycling, is always looking for opportunities to improve operations. This latest initiative will allow Slicker to track tank levels in real-time and tailor collections based on actual demand. This not only optimises collection routes but also enhances customer service.

A significant step towards sustainability

Fewer trips means reduced fuel consumption, lower carbon emissions and significant cost savings contributing to both Slicker's sustainability goals and its bottom line. Real-time monitoring and data analytics also help the company meet stringent environmental regulations, supporting its long-term commitment to reducing its environmental footprint.

"We are excited to partner with Slicker Recycling to bring our advanced telemetry solutions into the waste oil management sector, comments Sven Munk, VP of Sales and Marketing at FoxInsights.

"By integrating our reliable and scalable technology, Slicker will be able to optimise their operations, improve sustainability, and deliver enhanced service to their customers. It's partnerships like these that show the true potential of data-driven solutions, and we're proud to bring our extended experience to this transformation."

The initial phase will see deployment across 250 of Slicker's customer sites, with plans for further expansion.

"At Slicker, we're always striving to improve operational efficiency and reduce our environmental impact," shares Laura Carter, Joint Managing Director for Slicker.

"After exploring various options, we chose FoxInsights not only for their innovative telemetry technology but also for their proven track record across Europe. Their system is reliable and robust, and their experience in successfully implementing these solutions gave us confidence that they're the right partner to support our long-term goals.

"With FoxInsights, we can now take a more dynamic, data-driven approach to waste oil collections, improving our service and sustainability efforts."



HARVEST OUR ENERGY

**Keep your customers out of the cold this Winter
with the partnership and power of Harvest Energy.**

As one of the most dynamic and fastest-growing independent fuel suppliers in the UK, we know what it takes to keep your business moving forward. With our flexible and competitive pricing and nationwide supply, you will never have to worry about running out of fuel. Together, we will take your business to the next level.

Kerosene available at: Grays / Jarrow / Grangemouth / Immingham / Kingsbury

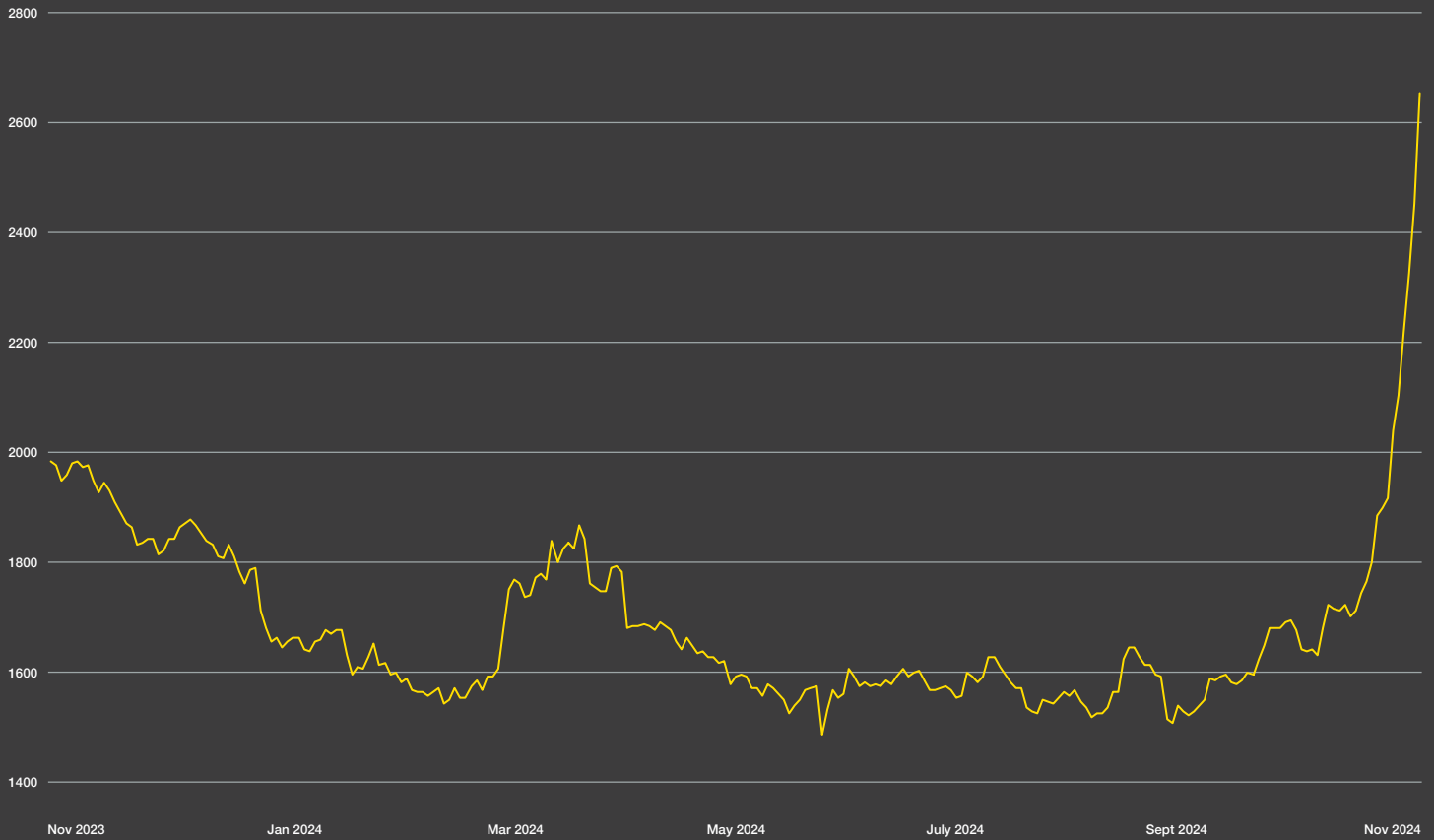
Sales Hotline:
+44 (0)1932 843 354

harvestenergy.com



\$/t. **HVO Class II**

Source: Argus



Follow the action on HVO markets with OMJ

OMJ provides a wide range of HVO prices from Argus and S&P Global Commodity Insights (Platts) enabling clients to track daily price movements.

OMJ also provides:

- HVO prices in Sterling pence per litre and Euros per litre
- HVO prices in Sterling pence per litre less the value of 2x RTFCs
- HVO prices compared to B7 prices
- HVO forward prices in US Dollars per tonne and Sterling pence per litre
- HVO news

For more information:

Telephone

+44 (0) 28 6632 9999

Email

support@the-omj.com

New Era Energy acquires Commercial Fuel Solutions

New Era Energy, the Essex-based fuel distributor, has announced the acquisition of Commercial Fuel Solutions (CFS) Limited, a leading, UK-based provider of refuelling infrastructure. New Era Energy's broad fuelling and lubricants product and service offering will be enhanced by the addition of industry-leading hydrogen and low carbon AdBlue® expertise from CFS.

A spokesperson for New Era Energy said: "The deal significantly boosts New Era Energy's offering, creating a UK powerhouse of fuelling and lubricant solutions focused on delivering world-class customer service, sustainability and growth. New Era Energy already has the UK's largest distribution network of renewable fuels and customers of both companies will benefit from access to a wider range of products and services from the newly formed organisation.

"Commercial Fuel Solutions was founded in 2007 and has quickly established itself as the leading independent supplier of AdBlue®, with 1 in 50 HGVs on the road benefitting from its ultra-high quality and lower carbon intensity products. In recent years it has developed significant expertise in the use of hydrogen as a sustainable fuel, with its innovative



hydrogen bowser concept for refuelling mobile equipment and a hydrogen combustion generator, which can provide sustainable electricity at remote and temporary work sites."

An exciting development

James Hunt, CEO of New Era Energy, said: "Acquiring Commercial Fuel Solutions is an exciting development for New Era Energy and a key ingredient of our ongoing transition to a more sustainable future. We will benefit hugely from CFS's world-class expertise in handling hydrogen as a fuel and its experience as the UK's leading independent distributor of AdBlue®.

"New Era Energy has constantly innovated and adapted to ever changing market

conditions during its 105-year history and we intend to continue our growth. This latest development complements our leadership position in sustainable HVO fuel, giving the customers of both companies an enhanced offering to assist them in meeting their sustainability targets and goals. Customers for both brands will have continuity, continuing to work with the same team, but with access to a broader range of products and services."

Robin Fatcher, Founder of Commercial Fuel Solutions, said: "We are delighted to have found the right partner in New Era Energy, a company with a long history of innovation and world-leading expertise. We were impressed from the first meeting by its commitment to emissions reduction and sustainability and felt that the Commercial Fuel Solutions business is the perfect fit for them.

"Our customers will benefit from a wider range of products and services, as well as the enhanced delivery network that comes from working with an organisation the size of New Era Energy. The future of more sustainable fuelling solutions is bright with Commercial Fuel Solutions as part of the New Era Energy family."

Acquisition completes Rix Petroleum's domestic energy provision

Rix Petroleum has extended its services to domestic customers with the acquisition of a gas heating engineering business.

Rix, part of J.R. Rix & Sons Ltd, acquired Preston-based Phoenix Heating Specialists, for an undisclosed sum.

The move follows two other acquisitions in the domestic energy sector and completes the family company's heating and plumbing services to residential customers across the region.

Phoenix Heating Services will be rebranded as Rix Gas Services as part of the deal, and will join stablemates Rix Heating Services, Rix Electrical Services, and Rix Plumbing Services at their base in Bank Side, central Hull.

Duncan Lambert, Managing Director of Rix Petroleum, said the acquisition would 'future-proof' the company's domestic energy services, enabling the Group to install, service, and maintain oil, gas, electrical, and renewable-based heating systems.

He said: "As a business with a 150-year heritage in Hull and East Yorkshire, we have



always taken great pride in being able to offer the products and services our customers need to keep their houses warm and dry.

"But as technologies develop, and the variety of heating systems available expands, we needed to update our skills and services to ensure we can continue to do this.

Phoenix Heating Services was set up by owner-manager Matt Dixon and employs four staff, all of whom will move across to the Rix Group.

Suttons celebrates sale

The Sutton and Broadhurst families have completed the sale of their interest in Suttons Tankers Limited, to Schenk Tanktransport, a tank transport company based in the Netherlands.

This does not affect the European and global ISO-tank operations of Suttons International Limited, which remains fully owned by the family to maintain an undivided focus on its continued growth and expansion, under the stewardship of the existing management team led by CEO, John Sutton.

John commented, "After nearly a century in the road transport industry, originally founded by our grandfather Alf Sutton, we are immensely proud to see Suttons Tankers positioned to grow further under Schenk's ownership. Schenk's values and heritage align closely with ours, making them the right choice to lead the Tankers business into its next phase."

He added, "We extend our deepest gratitude to the entire Tankers team for their dedication over the years. We are confident they will thrive within the Schenk family, while we concentrate our efforts on further expanding and strengthening Suttons International to better serve our global customers."

UKIFDA CEO Ken Cronin features in the Wolfe Power Club Podcast

Hosted by Alex Wolfe, well-known to many in the industry, the increasingly popular Wolfe Power Club Podcast has released an episode featuring an interview with Ken Cronin, CEO of UKFIDA.

The Wolfe Power Club Podcast is an exciting platform for exploring crucial topics in the energy sector. Available to listen to on all major platforms, you can now tune in and listen to Alex and Ken discuss the latest industry topics.

Another recently released episode is a budget special in which Alex is joined by special guests Steve Gooding (Director of the RAC Foundation), Dr Jan Rosenow (Vice President and Director at Regulatory Assistance Project), and Rachel Solomon Williams (Executive Director of The Aldersgate Group).

Alex commented: "The podcast started at



the beginning of 2024, and it's been a great journey since then! We have now had guests including the Prime Minister of Norway, Lord John Browne of Madingley (former CEO of BP), George Eustice, and leading voices from energy, industry and politics.

"In September, we broke into the Top 10 of the Apple Podcasts Business Sector. It was such a thrill to be alongside the likes of Steven Bartlett (Diary of a CEO), Martin Lewis and the



Financial Times. We have now been listened to in over 14 countries.

"It is always a pleasure going back to the downstream energy industry, so it was great to get UKIFDA's CEO Ken Cronin onto the Wolfe Power Club Podcast!

"In the New Year, we hope to be bringing on more energy board directors, and industry heavyweights, building on from Boeing coming on the podcast and in politics, we are hoping to get the new government on soon too. We also can't wait to get Fuel Oil News on!

"Finally, I'd like to thank our sponsor Aim Recruit, Managing Director, Noz Miah."

PEOPLE MOVES

Mabanaft welcomes undergraduate interns

Mabanaft has recently welcomed Sophie Evans and Faris Khedr from the University of Bath to the Mabanaft UK team as part of their undergraduate internship, offering them the opportunity to apply their academic knowledge in the fast-paced world of energy and commodities.

Sophie is currently pursuing a BSc in Economics, studying a broad range of topics such as microeconomics, macroeconomics, econometrics, and international trade. These areas are helping Sophie sharpen her analytical thinking, quantitative analysis, and problem-solving skills—key strengths she is keen to apply during her time at Mabanaft.

"I am learning how economic principles drive decision-making in industries like energy and commodities, making this internship at Mabanaft an incredible opportunity to apply my academic insights in a global business environment," Sophie shared.

With a long-term goal of working in financial services, Sophie is excited to deepen her understanding of risk management and sustainability, particularly regarding Mabanaft's commitment to sustainable energy solutions.



She added: "I am excited to learn more about how sustainability influences decision-making at Mabanaft."

Sophie eagerly anticipates enhancing her strategic thinking while gaining firsthand experience in risk management and supply operations, which will better prepare her for a future career in finance.

Faris is currently studying Accounting and Finance, a course that allows him to focus on both fields while also exploring areas such as economics and computing. His studies so far have provided a solid foundation in financial and accounting principles, equipping him for a career in investment banking or financial markets. Faris is particularly drawn to the energy and natural resources sectors, where financial markets are closely tied to global movements.

"I aim to work in banking, particularly in financial markets, and this internship at Mabanaft gives me the chance to understand the financial and operational dynamics of a global industry," Faris explained.



Faris is eager to enhance his operational knowledge and gain a deeper understanding of risk management and forecasting, all of which will be invaluable for his career aspirations.

He added: "This experience will help me bridge the gap between my academic studies and real-world application, preparing me for a future in banking."

Mabanaft aims to provide these talented undergraduates with practical industry experience and to gain fresh perspectives and innovative ideas from the next generation of professionals. A spokesperson commented: "We are excited to support their development and look forward to seeing the contributions they will make during their time with us."

It is always exciting to hear the thoughts and experiences of the next generation entering the energy sector and you can hear more from those already in the sector in our Industry Analysis on pages 28 and 29.

More People Moves can be found on page 15

Firebird highlights HVO opportunity during Minister's visit

Firebird Heating Solutions took the opportunity to raise the profile of HVO as a sustainable alternative for home heating when Minister for Finance Jack Chambers met with the organisation's 100-plus employees on a flying visit to Cork. During his visit to the Baile Mhic Íre factory, Minister Chambers also met representatives from UKIFDA as well as local home heating installers and service engineers.

During the Minister's visit, Mark Doyle, Managing Director of Firebird, gave a presentation on HVO and why biofuels need to be part of the solution for home heating for the thousands of homes in Ireland, where retrofitting is problematic.

The visit to Firebird's factory comes at a critical time, as Ireland faces the challenge of potentially missing its EU Effort Sharing Regulation target of 42% emissions reduction by 2030. Businesses, such as Firebird, want to play their part in reaching emission targets.

"The Government's recognition of biofuels is a crucial step toward closing this emissions gap," Mark offered, explaining its potential to "protect thousands of jobs in the heating

industry and ensure that Ireland meets its climate commitments".

With Government recognition of biofuels, over 700k homeowners with existing oil fired boiler homes, would have access to financially viable technology choices that meet their unique needs and allow them to support Ireland to achieve its climate action targets.

Leading the charge in innovation, Firebird has trialled and tested HVO in Ireland and the UK to prove that it can be implemented almost immediately. The conversion requires no modification to existing home heating systems at the 20% blend proposed.

"The Government's commitment to retrofitting Irish homes and installing renewable energy solutions has always been crucial in supporting our national emissions targets for 2030," Mark continued. "However, many homeowners have struggled with the high costs associated with these retrofits.

"Minister Chambers' visit, and his keen interest in meeting with the industry first hand to learn more about the opportunities for Ireland around HVO, marks a turning point for our industry. Hopefully we are within sight

of the Government's formal recognition of biofuels including HVO, and with that we will have a clear path for widespread consumer adoption."

Accessible and affordable

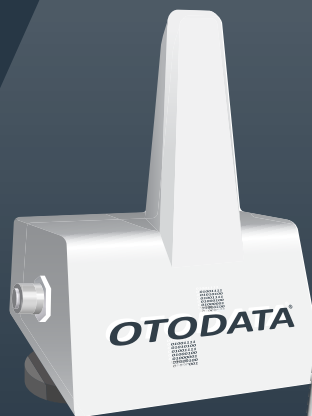
"Recognition of biofuels would not only secure the jobs of our dedicated team at Firebird but would also protect thousands of jobs across the heating industry. It's a crucial step toward making sustainable home heating solutions more accessible and affordable for Irish homeowners, while also supporting the Government's climate action targets," Mark concluded.

For years, Firebird has been working closely with oil distributors, service engineers, and home heating solution manufacturers to tackle this issue, to convince the Government to officially recognise biofuels for heating and to remove obstacles to its use.

This collective effort shows a strong commitment to helping homeowners meet Ireland's ambitious emissions reduction targets and to advancing towards a more sustainable future.

Otodata's Nee-Vo App

Peace of mind for your customers



Customise with your logo.

Your colours.

Free.

Watch the video!



otodata.eu/nee-vo



Find out more. Contact us today!

+48 32 721 39 51

customercare.eu@otodata.com

otodata.eu



THE LATEST UPDATES FROM OUR DISTRIBUTOR COMMUNITY

Send your latest news to claudia@fueloilnews.co.uk

NWF Fuels – celebrating Abbey

NWF Fuels, the Crewe-based distributor, is incredibly proud of Depot Manager, Abbey Eames. Abbey has recently graduated with a First-Class Honours Degree in Professional Management – whilst also managing a depot at the same time!



Abbey reflected: "This has been an incredible journey for me over the last four years. I graduated in summer 2022, with a Diploma in Leadership and Management. I then spent a further two years studying to complete my degree.

"This course has been one of three courses I have completed back-to-back since 2018. All the hard work has been worth it after graduating. I am grateful for the opportunity and thankful to everyone who has supported me along the way. I have met some great people, whose friendships have been invaluable during the tough times. The course has allowed me to learn a lot about myself. I am proud of overcoming challenges, and it's been rewarding pursuing personal growth.

"I would encourage others to keep pursuing personal development and enrol in an apprenticeship if an opportunity is available. Apprenticeships are a great way to learn on the job and to meet new people. I am very much looking forward to using everything I have learnt as part of my career, and I am excited for the future!"

Congratulations Abbey from the Fuel Oil News team!



Centre Tank Services – Lauren celebrates 10 years

This month, **Centre Tank Services (CTS)** is celebrating Lauren Cordelle, the CTS Group Creative Marketing Executive, who has now been with the business for ten years!

Michelle Jackson, CTS Group Marketing Manager, said: "I can't believe it was ten years ago that Lauren, fresh from university, came to her interview and immediately impressed me with her portfolio of past design work and creative writing she had put together!

"To this day, I am so glad she walked through the door, as her loyalty to our team, hard work, and commitment to providing the best work she can has never wavered! She has grown immensely as a person over the last decade, and her marketing and design capabilities continue to get better and better!"

Lauren added: "In 2014 I graduated from university and started my first full time job at CTS – something which was both exciting and daunting! Here I am ten years later, and I can honestly say that I truly found my calling with the CTS Group Marketing Department.

"For the last five years I have focussed solely on creative marketing, which I absolutely love, working on anything from designing infographics, adverts and mailings, to large scale projects, like putting together product catalogues and organising exhibitions in the UK and overseas. Time really does fly when you're having a good time – and ten years at CTS has absolutely flown by!"

Congratulations to Lauren from the Fuel Oil News team!



Prince Energy supporting The Poppy Appeal

Prince Energy, the Leicestershire-based fuel distributor, is proud to once again have supported The Royal British Legion with their Poppy Appeal for 2024. The Poppy Appeal is the Royal British Legion's biggest fundraising campaign held every year in November, during the period of Remembrance.

Aaron (Mitch) Mitchell, Transport Director at Prince Energy and Veteran, said: "At Prince we strive to do our bit for both local and national charities. With several of our employees having a military background, the Royal British Legion Poppy Appeal is one close to our hearts.

"It's a time to not only reflect on those that lost their lives in the first and second world wars, but also to remember those that have been killed or injured in more recent wars and conflicts."



Santa's elves get a tech upgrade for Christmas with MechTronic's OptiMate!

MechTronic has had a busy year and Emma Allinson, Marketing Coordinator at MechTronic, had a festive update from the MechTronic team: "This festive season, Santa's workshop is buzzing with excitement, and it's not just about the toys! MechTronic's innovative OptiMate system is bringing some major upgrades to the North Pole's delivery operations.

"Forget the days of messy fuel spills and imprecise deliveries. OptiMate ensures Santa's sleigh runs like a dream, with precise fuel management for a smooth and efficient Christmas Eve! Our first glimpse into the workshop shows a team of elves excitedly putting their skills to good use, meticulously calibrating the OptiMate control panel with tiny tools. They're ensuring every drop of fuel is accurately measured, maximising efficiency and minimising waste.

"Speaking of efficiency, even the elves have their Christmas wish list this year. With OptiMate automating fuel deliveries, they've got their sights set on some well-deserved upgrades. OptiMate's automatic processes free up the elves' time, allowing them to relax with a cup of tea while the system takes care of business."

Happy elves

Emma continued: "OptiMate has transformed the North Pole's delivery team into an award-winning crew. Their efficiency and speed have earned them the "Fuel Delivery Efficiency Award," proudly held by our happy elves Mech and Tronic!

"With OptiMate on board, Santa's workshop is a picture of festive cheer and technological innovation. MechTronic's elves are tinkering their way to a smoother, faster, and more efficient Christmas for everyone. So, get ready world – Santa's sleigh is about to take flight, fuelled by the magic of OptiMate!

"These adventures wouldn't have been possible without the support of Craggs Energy – thank you, you have certainly made it onto Santa's good list!"



Crown Oil – Wear it Pink Day

Crown Oil, the Greater Manchester-based distributor, has been busy supporting the charity Breast Cancer Now.

The charity organised 'Wear It Pink Day' in October. Taking place during Breast Cancer Awareness Month, thousands of people wore pink in their communities, schools or workplaces to show support for the UK's largest breast cancer charity, Breast Cancer Now.

Breast cancer is the most common cancer in the UK with 1 woman diagnosed every 10 minutes. Breast Cancer Now is on a mission to make sure that, by 2050, everyone diagnosed with breast cancer lives and is supported to live well.

The Crown Oil team came to work in their pink glad rags on Friday 18th October and raised over £265.



Tankquip

Call Dave Stanley on
01636 816151
07803 618944

FUELS & ENERGY

ROAD TANKERS

Or e-mail
dave@tankquip.co.uk

Find us at www.tankquip.co.uk

Powered by great connections.

We believe it's the relationships that strengthen our network. That's why we put so much care and focus into the people behind the infrastructure.



**PROVIDING ENERGY.
IMPROVING LIVES.**

PEOPLE MOVES



Andrew Mochrie has joined **WCF Ltd** as Chief Operating Officer.

Jo Ritzema, Executive Chair for WCF Ltd commented: "We love promoting people into new roles, but sometimes the stars are perfectly aligned to bring in a fresh mindset and set of skills. We are all really excited to have Andy on our team."

"To facilitate Andy's succession onto the Board, **Phil Murray** has moved into the role of Chief Executive, and I am moving to the full time role of Executive Chair of the Board with responsibility for strategic development and re-building our acquisition pipeline."

Lynn Casson has started a new role as Senior Business Implementation Analyst at **C.D.S. COMPUTER DESIGN SYSTEMS LIMITED** and thanked the team for a warm welcome.



Gordon Wallis has started a new position as Head of Marketing & Communications at **Your NRG** and commented: "I'm grateful for the continued support of my colleagues and the leadership team, and I look forward to taking on this new role and contributing to the ongoing success of the company."



Oliver Nightingale-Smith has started a new position as Consultant at **Portland Analytics**



Chris Barton has been promoted to **Hytek (GB) Ltd** Technical Office Manager. This decision enables Andrew Olive, Technical & Projects Director, to concentrate on leading projects and product research and development. Chris will manage a team of five, supported by Andrew.

Chris has been with Hytek 16 years, having joined in a product support role in Jan 2008. Andrew commented: "Chris has worked his way up in various product and technical roles and we are delighted to have Chris in a more senior position, sharing his knowledge and passion to the Hytek team."



Mabanaft has welcomed **Saskia Weis** as Head of B2B. With over a decade of experience at Shell, Saskia brings to her new role a wealth of knowledge and expertise in strategy, sales, and marketing across various sectors.

In her most recent role at Shell, Saskia consulted the executive committee on critical issues such as sectoral decarbonisation, hydrogen and ammonia, and trading. She also has extensive experience in key account management in north-western Europe.

Saskia will be responsible for leading B2B sales activities in the Marine, Aviation, and Wholesale sectors.



Stanlow Terminals has appointed **Timothy Suenson-Thorp** as New Energies Project Development Manager.

Tim has 14 years of experience in the energy transition and oil and gas industries and will be accountable for developing the energy transition infrastructure projects at the Stanlow and Tranmere sites, with a focus on expanding the carbon capture, utilisation and storage (CCUS) services, low carbon transition fuels and sustainable aviation fuels vital infrastructure.



Jim Williams has shared his excitement at starting a new job at **Otodata Inc.** as UK & Ireland Country Manager. Managing distributor relationships,

utilising tank monitor technology to optimise fuel deliveries, Jim will be implementing strategies to drive business growth.

Kevin Jackson has moved to a new position as Fuel Card Director for **Greenarc**

Paul Boulton has moved to the role of

Fuel Card Sales Manager at **Certas Energy** At **Watson Fuels**, **Vincenzo Aguda** has a new role as Head of Domestic and Heating Services UK and **Ami Fulbrook** has started a new position as Business Development Manager.



Essar Energy Transition (EET) has appointed **Ruth Herbert** as Managing Director, Business Development and Strategic

Initiatives. Ruth will lead the development and execution of strategic initiatives to support EET's long-term growth objectives.

Ruth brings with her over 15 years of energy industry experience, most recently as Chief Executive of the Carbon Capture and Storage Association, and has extensive UK Government experience.



EET Fuels has also welcomed **Naresh Nayyar**, a seasoned expert in oil and gas market development, back to the Company's Board of Directors as Non-Executive Director.



Leading low-carbon hydrogen developer **Hygen** has made two new senior hires as it looks to expand its portfolio of green hydrogen facilities.



Kevin Selleslags was recently appointed as Hygen's new CEO, while **Nick Bradford** has been named as the firm's Chief

Operating Officer.

Jordan Townsend has joined **OilMaxx** as Business Development Manager



Layth Shaw has been promoted to Sales Director at **Rock Oil**

UM Group: Goals, ambitions and plans for the energy transition

PHIL MCEVOY, UM GROUP TERMINALS MANAGING DIRECTOR, TALKS WITH **CLAUDIA WEEKS**, COMMUNITY CONTENT LEAD, ABOUT THE BUSINESS, ITS GOALS, AMBITIONS AND PLANS FOR THE ENERGY TRANSITION.

The United Molasses (UM) Group and its subsidiaries are focused on the global trading and marketing of molasses, molasses related products, and the provision of bulk liquid storage services to third party customers.

UM Terminals owns all its storage assets in Great Britain and has over 265,000 cubic metres located in Liverpool, Hull, Portbury and Hamburg. It is a niche supplier of bulk liquid storage facilities to the food, industrial, feed and energy sectors in the UK.

What is the ambition for the UM Group?

The UM Group is a diverse business, with its main interests in the marketing, sales and trading of Molasses in a global market. In addition to this we have a terminals business that integrates with our molasses operations and provides bulk liquid storage to third parties globally with significant operations in the UK and Ireland.

Regarding the terminals business, the area of the business on which I lead, our ambition is to add value to bulk liquid supply chains by driving innovation and being easy to do business with.

Our team of technical experts are proactive, providing solutions to our customers in a quick and efficient way which enables them to build their business and reduce their operating cost. We want to build on these simple values to help us grow our business and become the best in the industry. We are not the largest terminal operator, but we are certainly the best, when it comes to service.

What is your current role at the UM Group?

I have been with the UM Group for two years, having joined the business as Managing Director for the GB Terminals Business. I recently took on a broader role as Group Terminals Director, overseeing business operations at all our terminals globally as well as creating a centralised function for asset management and health and safety.

We are currently, and very actively, looking to grow our storage offering commercially across all our global locations, and I'm driving



the strategy behind delivering this plan.

Prior to joining the UM Group, I worked for Univar Solutions, as its Operations Director for Northern Europe. The role was centred around production, logistics and supply chain for an extensive portfolio of chemicals and ingredients. Prior to Univar I worked in the fuel distribution industry, as well as in biofuel production and infrastructure businesses.

How has the UM Group changed in your time with the company?

Speaking specifically for the terminals business, we have driven revenues by adapting our asset base to other sectors, specifically within biofuels and its associated feedstocks.

We have driven a best-in-class asset management and safety management system and have restructured our business around this. By driving better technical expertise within the business we can react quickly to customer enquiries and deliver solutions in a cost-effective and time-efficient manner.

This approach has helped us to drive growth and cement our reputation as a leading provider of bulk storage solutions. We are now in the process of delivering the same strategy across all our terminals globally.

UM Terminals has recently made a multi-million-pound investment in one of its key strategic terminals – the company's Regent Road terminal in Liverpool – which is also home to its head office. What is the reason for that investment and how are developments so far?

Regent Road was an aged site steeped in UM history. However, due to the age and



infrastructure constraints at the site, our ability to market real value-add solutions was limited.

We recognised the need to invest and upgrade the site and the investment we made allowed us to convert Regent Road into a flexible storage facility that could store a variety of products with a heavy emphasis on renewable fuels.

This investment programme is completed, and the terminal is now at 100% occupancy with a large throughput of HVO going through the terminal. This has been one of many success stories over the last two years.

With the Regent Road terminal development clearly a significant one for the business, what else is happening, both strategically and in terms of physical developments, as you adapt to the fuels of the future?

We have maximised our current position in terms of capability of storing fuels of the future and are currently storing a variety of renewable fuels for leading UK distributors and oil majors.

Our investments have been across our site network and are paying dividend as we have significantly increased our occupancy at all UK sites – particularly in the biofuels space.





Our asset base lends itself well to HVO, Biodiesel, ethanol and the like and we expect that customers in this sector will continue to come to us for bulk biofuel storage solutions.

Are the most significant changes in the fuel and energy sector, as it transitions to future fuel? Are there significant changes and challenges in other sectors or are they more stable?

The energy transition from hydrocarbons to renewable sources is by far the most prevalent we have seen over the past two years regarding demand for storage, both in terms of finished fuels and biofuel feedstocks.

Other markets appear to be currently more stable, however our commercial activity levels have increased as we have diversified how we do business and strengthened our organisational capability.

As an example, we are building a large new storage footprint on an existing site in Southern Ireland, working closely with the customer to understand its unique challenges and providing a time and cost-effective way to support their business growth through a strengthened supply chain.

Please tell us about your drive for sustainability. Clearly you are considering this at a corporate level, but how much are you encouraging the transition down the supply chain through your distributors?

Like most businesses we are very focused on our scope 1 emission reduction targets and, for the short to medium term, this will be our primary focus as it is well within our control

and will make a deep impact on reducing our greenhouse gas emissions.

We have some ambitious targets, and we are close to finalising a strategy to reduce our scope 1 emissions by 50% by 2030, which I expect we will deliver on way ahead of time.

Is the UM Group involved with influencing legislative changes or lobbying government?

UM Terminals is an active member of the TSA (Tank Storage Association) which lobbies on behalf of the tank storage industry. The TSA is an industry-based organisation whose members are engaged in bulk storage and energy infrastructure and in the provision of products and services to the sector.

In the coming years, what do you see as major challenges to the industry and what will be the positives?

One of our greatest challenges currently, and for what looks like the medium term at least, is managing high operating costs.

The effects of having high inflation and a large increase in energy costs is increasing our cost base. In one way, it challenges us as an organisation to be more efficient, however, with a high cost of capital, it makes investing in new plant and equipment much more difficult.

Like most businesses we are transitioning to low carbon technology to reduce our carbon footprint.

What are the things that keep you awake at night?

Other than our new puppy Vinni, who is a three-month-old Chihuahua, probably like most

people that are responsible for a significant operation in a high hazard industry, keeping people safe and injury free is at the forefront of every idea, decision or strategy I want to develop.

Ensuring UM has the right risk control measures in place across all our operations in the UK and globally is the highest on my agenda and always at the back of my mind.

What do you enjoy most about operating in the industry?

I very much consider myself as a problem solver. I started work life as an apprentice, became a chartered mechanical engineer and then went on to leadership roles.

Having provided engineered solutions, bringing the same thought processes into the commercial and organisational world works well for me. It allows me to cut through bureaucracy and unblock blockers, which gets things done quickly, efficiently and cost effectively.

Delivering solutions for new and existing storage customers in a very efficient and cost-effective way really sets UM apart from our competitors and this is what I enjoy the most about working in this industry.

What is the best piece of advice you have been given in this industry?

I have been fortunate enough to have had the opportunity to work for some exceptional industry leaders over the years. There are too many golden nuggets of advice to choose one, but here are a few that have stuck with me:

- “If we don’t have a safe organisation, one day we won’t have an organisation.”
- ““Good culture is more important than good numbers – achieve the first and the second will come.”
- ““Enjoy the journey rather than getting stressed about reaching the destination on time.”
- ““Don’t ask anyone to do anything you’re not prepared to do yourself.”
- “When on a night out.... “Nothing interesting ever happens after midnight!”

Looking to the future what is the vision for the company?

Our vision is simple – to stick to what we do best and provide a premier level of service in the storage tank industry. We are not the biggest player in the UK storage market, but by providing a best-in-class service, we can manage our margins well and deliver incremental growth in both our storage business and in our additional value-add services.

A DAY IN THE LIFE...

Carly McNaughton

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 **CARLY MCNAUGHTON**, SENIOR BUSINESS IMPLEMENTATION ANALYST AT CDS COMPUTER DESIGN SYSTEMS LTD, TO DISCOVER HOW CARLY SPENDS A TYPICAL DAY.



MY ALARM GOES OFF AT... 6:30am but my little girl usually wakes me up well before then!

THE FIRST THING I DO IS... make a cup of tea.

I PREPARE FOR THE DAY AHEAD BY... having lunch ready the night before for everyone so it's not too rushed in the mornings! For work, I always keep a written to-do list of the tasks I need to complete for the day ahead.

I CAN'T LEAVE THE HOUSE WITHOUT... my phone! I'm forever writing lists on notes and setting reminders for everything. And, no matter what I am doing, there will always be a work thought that pops into my mind.

It's so handy being able to access notes, emails and Teams to write something down for when I am next at work!

MY TYPICAL DAY – The first thing I do each day, is catch up on any Teams notifications and check through my emails to see if there's anything I need to add to my to do list, or action straight away.

When working on a new customer implementation, the project team will have a daily internal call to discuss any important items and use this as a chance to raise anything we need help/support with.

Depending on the phase of the project, I would also have a couple of customer calls scheduled in throughout the day covering a variety of topics. This can range from high level project status updates to more specific process related items, or even conducting training sessions.

Other daily tasks can include supporting customers who are currently testing new areas of CODAS or supporting new customers who have just gone live with CODAS.

Obviously throughout the day, I'll also be keeping an eye on my emails and hopefully marking items off my to-do list as they are complete- although sometimes, I end up adding to it!

Like most jobs, there will always be unexpected items that pop up during the day that we must prioritise over our original plans.



MY MOST MEMORABLE WORK MOMENT... Recently reaching my 10-year work anniversary at CDS!

THE WORST PART OF MY JOB... is not having enough hours in the day to complete everything I want to! Once I get stuck into something I want to keep going to finish the task (sometimes doing more than I originally intended to do), but it's hard when you have other priorities to work on too!

THE BEST PART OF MY JOB... is the people I work with! Every day is different at CDS and there's always new/different challenges we are faced with, but you can guarantee my colleagues will always be around to help and support when needed, and vice versa.

I'm always happy to help anyone. I love that I'm always learning something new every day too!

I RELAX AFTER WORK BY... spending time with my family. Once my daughter has gone to bed my husband and I like to chill out and get stuck into a good series on tele!

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

ON MY BEDSIDE TABLE IS... nothing exciting – usually just my phone, iPad and a coaster for my morning cuppa!

THE LAST THING I DO EACH DAY IS... set my wake-up alarm for the next day.

I'M NORMALLY IN BED BY... 10:30pm.

Carly also has some exciting news to share with the Fuel Oil News community – her second daughter, Mia-Rose, was born at 09.58am on the 28th October. Millie-Mae is now a very proud big sister, and the family are all doing well.

A huge congratulations from all of us at Fuel Oil News!





Unintended Consequences

THE LAST FEW WEEKS OF THIS YEAR HAVE BEEN EVENTFUL, TO SAY THE LEAST, WITH THREE SIGNIFICANT ANNOUNCEMENTS, INCLUDING A NEW BUDGET, MAJOR DECISIONS ON HEATING IN SCOTLAND AND THE ELECTION OF A NEW U.S. PRESIDENT.

Inheritance Tax and Energy Security – a Potent Cocktail?

The law of unintended consequences states that actions, especially those taken by governments, can have unforeseen results. These results can be beneficial, harmful, or neutral and may not be directly related to the original goal of the action.

There were many announcements in the budget that certain sectors of the business community may complain about. However, we must acknowledge that running a country is not easy, and it is impossible to always satisfy everyone all the time. I believe that the announcement on inheritance tax is one of those areas where the government may have created some unintended consequences. In light of this, shortly after the budget was released, UKIFDA wrote to the Chancellor to express our concerns.

As many will know, fuel distribution involves many companies, unlike the supply of oil and gas to consumers. It has been recognised by government and other authorities that the presence of many small family-run businesses positively impacts the prices consumers pay for fuel.

The large number of smaller businesses provides consumers with more choices and constrains unjustifiable profits, as consumers typically have the opportunity to purchase from at least four different distributors within a 25-mile radius of their homes. This competition has proven effective, as prices for consumers have reduced by nearly 50% since the big market reaction to the invasion of Ukraine. This reduction is unique in the energy markets.

Currently, there are over 500 distribution depots across the country. Of these, 68% of UKIFDA distributors own just one depot; these are often family-run businesses that have been passed down through multiple generations and typically employ between 30 and 40 people. Many owners reinvest their profits to grow and diversify their businesses for the next generation, including investments in renewable energy and products.

Unfortunately, many of these companies

now face a significant potential inheritance liability due to the new proposals in the recent budget. This could hinder their ability to pass the businesses on to the next generation. A material reduction in the number of these businesses will not only impact competitiveness but also have a detrimental impact on consumers in terms of choice and cost.

I am sure that within the difficult decisions made by the Government recently, this was not an 'intended consequence'.

“REMOVING A MASSIVE BARRIER TO THE DEPLOYMENT OF HVO IN SCOTLAND.”

I also expressed to the Chancellor my concern that the attractiveness of this industry to the next generation will diminish significantly, and these family businesses will now reduce or stop their further investment, which will have a negative impact on the Government's clean power ambitions.

As such, I have strongly advocated that businesses that are clearly there to provide not only a fuel service to remote areas of the country, ensuring energy security and resilience, and competitiveness, but also a future pathway to new investment, are exempt from the new inheritance changes. Without this exemption the industry will become dominated by fewer companies.

Removal of an Unintended Consequence in Scotland

In April this year, the Scottish Government enacted legislation prohibiting housebuilders from using bioenergy heating systems in new homes. This ban included systems that use wood and Hydrotreated Vegetable Oil (HVO). The Government's reasoning behind this decision was that any system producing carbon dioxide at the point of use should be classified as a polluting heating system. The legislation would have also had a negative impact on

existing homes, too.

UKIFDA worked exceptionally hard over the intervening months to ensure that the Scottish Government understood the implications of such action, especially for rural communities in Northern Scotland. We were pleased to see that in September, the Minister issued a directive to planning authorities, allowing the use of bioenergy in new builds. Additionally, in November, new legislation was laid in the Scottish Parliament.

Probably more importantly, the new regulation comes with a policy note for parliament which states, *“We recognise that bioenergy may represent the best option to help decarbonise some homes for which there may be challenges in installing a clean heating system – due to grid constraints or other reasons”* and in associated documents clarification regarding how the government will treat bioenergy *“it is important to acknowledge that how we consider the emissions and treatment of bioenergy has evolved. While combustion of biomass does physically produce CO2 emissions at the point of use, these emissions are balanced out against CO2 that was absorbed from the atmosphere when the biomass feedstock grew. As a result, for the purposes of reporting on emissions, and in line with international carbon accounting practice, the Scottish Government considers the combustion of biomass to produce net zero CO2 emissions at the point of use.”*

This is a major change and should mean that bioenergy will not be treated as a polluting fuel, removing a massive barrier to the deployment of HVO in Scotland.

Thank You!

As we conclude another busy year, I want to take a moment to express my heartfelt gratitude to all our UKIFDA members and the companies that support us throughout the year and at our annual events. I would also like to give a special shout-out to my incredible small team, who always greet challenges with a smile, regardless of the workload. I look forward to 2025 and wish you all season's greetings.

Make It Happen.

Deliver more for you,
more for your customers.

We're making it happen by equipping fuel distribution companies with cutting-edge digital tools that supercharge efficiency, champion sustainability, and create outstanding value for their customers.

Our technology is not just reliable and scalable – it's the heartbeat of a more efficient, greener future for fuel distribution.



DreamTec

For more info: enquiries@dreamtecsystems.com
www.dreamtecsystems.com

IRL: +353 1 257 0400
UK: +44 161 210 2129
USA: +1 437 887 1443



We asked the following questions:

1. What's your best Christmas cracker joke?
2. What's your favourite Christmas song?
3. What will you be eating on Christmas Day? (Turkey, Chicken, Beef, Chocolate?!)
4. What's your favourite thing that is associated with Christmas?
5. What's your favourite Christmas film?
6. Are you a snow lover or a snow hater?

And our community said...

Aaron 'Mitch' Mitchell
Transport Manager
Prince Energy

1. There really isn't one!
2. Fairytale of New York – The Pogues!
3. Christmas food – a chocolate roast!
4. We have a family tradition of a Boxing Day gift on the tree.
5. Miracle on 34th Street.
6. Snow lover if I'm not on the road and it's affecting our deliveries!

Adrian Mason
Sales Executive
RTN

1. What was the snowman doing in the vegetable patch? Picking his nose!
2. Fairytale of New York
3. Usually, we have turkey and ham but this year it's going to be a buffet style dinner, and I love a mince pie or two!
4. Just spending quality time with my family and the odd fishing trip!
5. Elf
6. It's great when you are at home in front of the fire but if you are away from home and trying to get home then it's horrible!

Alex Wolfe
Director of Energy at Blend
The Wolfe Power Club Podcast

1. What did the cheese say in the mirror? Halloumi!
2. Chris Rea Driving Home for Christmas. It always felt very appropriate in fuel distribution when you're working until the last moment.
3. Turkey! Also, this year Hanukkah is on the same day so chocolate coins.
4. Cigar Time.

5. Home Alone.
6. Snow lover – ski time!

Howard Marriott
Group Transport Manager
Barton Petroleum

1. What did Santa do when he went speed dating? He pulled a cracker!
2. Fairytale of New York by The Pogues.
3. Turkey, chocolate and perhaps a small wine or two!
4. Meeting the same friends for a drink on Christmas Eve for the last 30 odd years, spending time with the family.
5. Polar Express.
6. Snow Lover until it turns to slush!

Morgan Webb
Depot Assistant
Barton Petroleum

1. Who is Santa's favourite singer? Elf-is Presley!
2. Driving Home for Christmas – Chris Rea.
3. Cup of tea at 8am – bacon sarnie or salmon! Turkey and gammon for the Christmas lunch with the top tier pigs in blankets. Then half-baked baguette in the evening with the left-over trimmings.
4. Going out every Christmas Eve! I hit the pubs with my family and friends – that's been a tradition for years! About 4 years ago I ended up sleeping on the kitchen floor with the dog!
5. Mine has to be Elf!
6. Snow lover!

Ben Duckworth
Director
Craggs Energy Group

1. How much did Santa pay for his sleigh? Nothing, it was on the house!

2. Christmas music isn't my thing, but I do enjoy Driving Home for Christmas by Chris Rea when the depot has been locked up and the festivities are about to begin.
3. Turkey! It has to be!
4. I can't say no to pigs in blankets. An absolute staple of Christmasness!
5. I know it's a cliché but for me it has to be Die Hard or, at a push, The Nightmare Before Christmas.
6. Love the snow, but in the fields not on the roads!

Zoe Blackhall
Head of Group Supply Chain
BoilerJuice

1. What do you call a blind reindeer? No eye deer!
2. Last Christmas by Wham, it's such a classic.
3. Everything in sight!
4. Christmas jumpers, I have a different one for every day of December.
5. Tim Burton's The Nightmare before Christmas.
6. Love, love, love the snow! (As long as it's on holiday and in a different country!)

James Taylor
Commercial Manager
CDS Ltd

1. Why don't you ever see Santa in a hospital? Because he has private elf care.
2. Wizzard – I Wish It Could Be Christmas Everyday.
3. Praying for beef, I've never been a fan of the Christmas turkey hype.
4. Watching people open gifts you've bought them and seeing



their face light up. Spending time with family and that true feeling of peace and relaxation you don't get any other time of year.

5. Dr. Seuss' How the Grinch Stole Christmas.
6. Up until the age of about 14, it was the most exciting thing ever. Then practicality becomes the most important thing in life and I find it incredibly inconvenient now.

Emma Osborn-Wilkes
Managing Director
Halso Fuels UK and EL-Oils.

1. Who hides in the bakery at Christmas? A Mince Spy.
2. Mariah Carey, All I Want for Christmas... I feel I sing it well on the karaoke!
3. Everything I can get my hands on; I leave the cooking to my Mom!
4. I personally love the build up to Christmas rather than the actual day, Christmas lights, Christmas parties, Santa, wearing sparkly outfits, eating mince pies.
5. My absolute favourite tradition is putting the Christmas tree up on my Mom's birthday on 2nd December, drinking Baileys and then watching Love Actually!
5. Love Actually or Elf.
6. I am not really a winter babe but I do love the snow to make snow angels!



JUST TANKERS

Wishing all our valued customers & suppliers a Merry Christmas and a prosperous New Year.



WE STOCK THE LARGEST SELECTION OF NEW AND USED TANKERS NATIONWIDE

COUNTY ANTRIM
BT4 1JX

SANDBACH
CW11 3HT

PETERSFIELD
GU32 1BZ

WWW.JUSTTANKERS.COM
CONTACT@JUSTTANKERS.COM

UK & IRELAND DISTRIBUTOR FOR G.MAGYAR

 **MAGYAR**
A PASSION FOR QUALITY

WWW.JUSTTANKERSPARES.COM

JUST TANKER
SPARES

Hytek

Team Responses

What's your best Christmas cracker joke?

Aaron Fribbens: If you have a snowball in your left hand and one in your right what do you have? Frosty's full attention.

Laura Taylor: Why did the Turkey cross the road? To prove it wasn't chicken.

Liz Tisseyre: PG one – What did one snowman say to another? Can you smell carrots?

Jack Tickner: What do you call a kid who doesn't believe in Santa? A rebel without a Claus.

Orla Griffin: What's the best Christmas Present in the world? A broken drum, you just can't beat it! AND... One year Santa lost his underwear, that how he got the name Saint knicker- less!

Gareth Hall: What does Santa do when his elves misbehave? He gives them the sack.

What's your favourite Christmas song?

Aaron Fribbens: Grandma got run over by a reindeer.

Laura Taylor: Carol of the Bells Version by August Burns Red – Heavy Metal!

Liz Tisseyre: Fairytale of New York by The Pogues.

James Canning: Not traditional... Pennies from Heaven by Louis Prima.

Jack Tickner: Last Christmas – Wham.

Orla Griffin: One More Sleep – Leona Lewis and Underneath the Tree – Kelly Clarkson.

Zac Thompson: Last Christmas – Wham!

Gareth Hall: Spaceman Came Travelling – Chris de Burgh.

What will you be eating?

Aaron Fribbens: All of the above!

Laura Taylor: Beef and turkey and plenty of Choccy-Woccy!

Liz Tisseyre: Quorn roast (don't knock it 'till you try it!)

James Canning: All of the above!

Jack Tickner: Turkey.

Orla Griffin: Turkey and a mountainous amount of potatoes.

Zac Thompson: Seagull.

Gareth Hall: Richmond Vegetarian Sausages with my Christmas dinner yummmmmmmmmmm!

What's your favourite thing?

Aaron Fribbens: Food and giving people gifts.

Laura Taylor: We play Grinch Raffle every year, like a normal raffle but you can steal others presents when all the raffle prizes are gone!

Liz Tisseyre: Carols on Fair Green on Christmas Eve – most of the village turns up to sing at full volume.

James Canning: Cold cuts.

Jack Tickner: Buying my wife a rude present and watching her open it in front of the whole family has become a tradition.

Orla Griffin: All the festive treats, matchmakers, treeslets etc.

Zac Thompson: Being blind drunk at 8am.

Gareth Hall: I really enjoy the overall vibe of the season, and then I'm just as happy when it's over and everything's back to normal

What's your favourite Christmas film?

Aaron Fribbens: Elf

Laura Taylor: Used to be – Santa Clause the Movie but more recently – Violent Night!

Liz Tisseyre: Die Hard (contentious?)

James Canning: Gremlins.

Jack Tickner: Jingle all the way.

Orla Griffin: The Grinch (original)

Zac Thompson: Die Hard or Elf

Gareth Hall: Home Alone

Snow lover or hater?

Aaron Fribbens: Snow lover.

Laura Taylor: Deffo a snow lover, it looks so pretty when it snows!

Liz Tesseyre: Hate it – unless it's for one day only, a Sunday, and is gone for the drive into work on Monday morning.

James Canning: Don't care.

Jack Tickner: Lover.

Orla Griffin: Snow hater now that I drive ahah!

Zac Thompson: Bring on the snow.

Gareth Hall: Snow hater, unless

I've intentionally put myself in that environment with a snowboard on a mountain!

Emmy Krishna Marketing Coordinator IFC Inflow

1. How did Darth Vader know what Luke Skywalker got for Christmas? He felt his presents.

2. The Fairytale of New York by The Pogues.

3. It has to be turkey. I can definitely skip the Christmas pudding though, I much prefer something full of sugar and covered in chocolate!

4. 24/7 Christmas music on the radio really makes this time of year special for better or worse!

5. Controversial choice- Die Hard

6. Snow lover! Until about day 3 when everything goes a bit grey and wet...

Kiran Shaw Operations Director IFC Inflow

1. What did Santa get when he was stuck in a chimney? Claustrophobia!

2. Fairytale of New York by The Pogues.

3. Turkey with all the trimmings. Bread sauce is the best part of a Christmas dinner in my opinion.

4. Decorating the Christmas tree with the whole family.

5. Love Actually and I'm not ashamed to say it.

6. Snow lover! I've got everything crossed for a White Christmas in 2024.

Ken Cronin CEO UKIFDA

1. Why are there no accidents in Santa's workshop? It has an elf and safety policy.

2. I Wish It Could Be Christmas Everyday Wizzard · 1985.

3. Turkey for me, and nut roast for my vegan children.



4. Getting up first on Christmas day and shouting very loudly Santa has been!

5. Has to be Home Alone!

6. Living in Scotland it has to be a snow lover.

Richard Wallace CEO LCM

1. What do you call a deer with no eyes? No idea...

2. Fairytale of New York by The Pogues.

3. Wine with a side of turkey.

4. Die Hard.

5. I would happily spend 4 months of the year in the snow!

Matthew Gilmore Director Just Tankers

1. Why did the truck driver bring a ladder to the Christmas party? Because they heard the drinks were on the house!

2. "Driving Home for Christmas" by Chris Rea – it's practically our anthem!

3. Turkey with all the trimmings, followed by an extra helping of Christmas pudding to fuel up for the festive season!

4. Decorating the Christmas tree while enjoying a mince pie and a cup of mulled wine—nothing beats that cozy feeling.

5. The Polar Express—we're all about keeping the engines running, even during the holidays!

6. Snow lover! Especially when we're watching it fall from a warm cab with a hot drink in hand.

Chris Wilkie Head of Commercial MechTronic

1. How does Good King Wenceslas like his pizzas? Deep pan, crisp and even!

2. Sorry, I just cringed at myself but... 'All I want for Christmas' by Mariah Carey.

3. This year we are breaking tradition and going out for an Indian but usually Turkey!

4. Having two young children, it



ENERGY FOR THE FESTIVE SEASON



Renewable Diesel (HVO)
Fuelling this Festive Season

sales@mabanaft.co.uk

mabanaft.co.uk

Call us at +44 (0) 207 802 3305



got to be seeing their faces on Christmas morning...

5. Got to be Home Alone 1 and 2 – still classics!
6. I pretend to love it for the kids but actually it's just a massive inconvenience.

Emma Allinson
Marketing Coordinator
MechTronic

1. Which of Santa's reindeer has the best moves? Dancer!
2. Fairytale of New York, by The Pogues, an absolute classic!
3. I am cooking for 12 this year, and there will be turkey and beef, complete with Yorkshire puddings too!
4. I love the build-up, and time with family but having two young boys, there is nothing better than seeing their excitement and their faces on Christmas morning.
5. The Polar Express.
6. I love it, although it doesn't snow much in York!

Ben Firth
Sales Engineer
MechTronic

1. Why did the Turkey join the rock band? Because it had drumsticks.
2. Shakin' Stevens – Merry Christmas Everyone
3. Turkey and plenty of chocolate!
4. I love watching the kids open their presents on Christmas day and then getting together for a Boxing Day drink with my brother, sister, and all our partners.
5. Elf
6. Snow lover.... it's good for business!

Brad Wilkie
Managing Director
MechTronic

1. How does Santa keep track of all the fireplaces he's visited? He keeps a logbook!
2. Driving home for Christmas by Chris Rea.
3. Turkey, chicken and lots of chocolate!
4. Spending time with my family

and playing games.

5. Home Alone 1.
6. Snow lover.

Melissa Lancaster
Brand Manager
New Era Energy

1. What do you call an obnoxious reindeer? Rude-olph!
2. It's got to be 'All I Want for Christmas is You' by Mariah Carey – probably predictable!
3. Champagne for breakfast then turkey and homemade mince pies.
4. Ice skating, it's a tradition every year for us all to go. It really makes us feel festive.
5. Love Actually.
6. Love it, I hope we have enough to sledge this year!

Amber Geggus
Director of Renewables
New Era Energy

1. Why did the turkey join the rock band? Because it had drumsticks.
2. All I want for Christmas by Mariah.
3. Lots and lots of chocolate.
4. Putting up the Christmas tree.
5. Elf.
6. Lover!

James Hunt
CEO
New Era Energy

1. Where do you weigh whales? In a whale weigh station.
2. Pogues – Fairytale of New York.
3. Turkey!
4. Watching my kids opening their presents.
5. Elf.
6. Lover!

Noz Miah
Founder and Managing Director
Aim Recruit

1. A lorry carrying Vicks vapor rub has overturned on the M6. There will be no congestion for 8 hours!
2. Fairytale of New York by The Pogues.
3. Chicken/beef and chocolate – but not all together!
4. Christmas spirit – The

shopping malls and supermarkets, the carol singing, strangers saying Merry Christmas, giving tips to your local service people, and giving those who have less something you have in excess.

5. It has to be Home Alone!
6. I loooooove snow!

Gemma Wakefield
Marketing Director
NWF

1. What did Santa say when he stepped into a big puddle? It must have reindeer.
2. Traditional all the way. Turkey, trimmings and many, many pigs in blankets!
3. I LOVE everything Christmas, it is my favourite time of the year, I have so many traditions! I love Christmas Eve night where all the family are in matching pyjamas, preparing the Christmas dinner with songs in the background and Santa always remembers to leave an early prezzie for us all!
4. Muppet Christmas Carol

Erick Baron
Marketing Coordinator
Otodata

1. What do you get if you cross a snowman and a vampire? Frostbite!
2. Cool Yule – Louis Armstrong.
3. Glazed ham and all the fixings.
4. Gift exchange games.
5. Home Alone. It has it all – warmth, humour, slapstick comedy, and suspense!
6. A snow lover – from indoors.

James Robinson
Owner/Director
Penshurst Fuels

1. What do you get if you eat Christmas decorations? Tinsilitis.
2. Jingle bell rock for me, a classic! Although I know my drivers will all say Driving Home for Christmas!
3. Everything! I've even been

known to order an Indian takeaway! That was a total winner.

4. I'm a bit of a softy, so I love the tradition of a proper family Christmas. We are very lucky in Penshurst and the surrounding villages. We have a wealth of traditional events most weekends in December. Just magical.
5. National Lampoon's Christmas for the daytime and Die Hard for the evening!
6. I love a bit of snow! Although the slush fills me full of dread as it does for all of us in this industry!

Phil Murray
UKIFDA President
CEO at WCF Ltd

1. Why has Santa been banned from sooty chimneys? Carbon footprints!
2. Fairytale of New York by The Pogues.
3. All of the above...and possibly more!
4. Visiting Christmas markets and sampling "fancy" cheeses.
5. Has to be Elf (and also Die Hard)!
6. Snow lover! It's great for business!

Tammy Coates
Business Manager – Fuel
Additives
SBZ Corporation

1. Er. None...better things to waste my money on than crackers!
2. Have Yourself a Merry Little Christmas–Judy Garland version from Meet Me in St Louis.
3. Roast potatoes, veggies and Yorkshire pudding. And enough cheese (all varieties) to keep a lifelong vegetarian happy!
4. Christmas lights and a good ole Christmas concert.
5. White Christmas (but I always put my tree up to Carousel-weird I know!)
6. I like cold dry weather... any form of precipitation spoils a good dog walk.



Sodbury Fuels: celebrating 10 years in business

SODBURY FUELS IS A FUEL DISTRIBUTION BUSINESS BASED IN CHIPPING SODBURY, COVERING SOUTH GLOUCESTERSHIRE, GLOUCESTER, SOMERSET, AND WILTSHIRE. FORMED IN 2014, SODBURY FUELS BEGAN WHEN ANDY WELCH PARTNERED WITH MARK NOLAN, OF NOLAN OILS, TO FORM A NEW FUEL DISTRIBUTION BUSINESS.

THE BUSINESS HAS BEEN A HUGE SUCCESS, AND WAS SET UP AS A LIMITED COMPANY IN ITS OWN RIGHT IN 2016. CLAUDIA WEEKS, COMMUNITY CONTENT LEAD FOR FUEL OIL NEWS, SPOKE WITH **ANDY** AND HIS WIFE **LISA**, TO FIND OUT MORE ABOUT THE BUSINESS AS THEY CELEBRATE 10 YEARS OF BUSINESS AS SODBURY FUELS.

A family-run business

Sodbury Fuels proudly follows the same ethos as Nolan Oils and is an independent, family-owned and run business.

Andy has been working within the oil industry for over 30 years, both as a driver and as a trainer for OAMPS. During his oil industry career, he has qualified in many fields including LGV CPC and ADR training and was the FPS Driver of the Year.

Lisa began by explaining the development of the business since its inception: "We started with one small depot and one tanker in 2014. Now, we have moved to a larger depot and have six tankers. In 2014, Andy and I were the only members of staff, we now have a staff team of eight. Our staff are like family to us, in fact some even are family – my son, Owen, works for Sodbury Fuels too!

Owen Cantle, Lisa's son, has been working for Sodbury Fuels for the last four years since he was sixteen. Lisa said: "I am so incredibly proud of Owen. I think he must be one of the youngest tanker drivers in the whole industry! He's worked so hard over the last few years; he

passed his ADR and his class 2 HGV test. The only challenge has been getting his insurance for the tanker – it's been expensive as he's so young!"

Customer service

Andy was keen to explain how important customer service is to Sodbury Fuels: "We pride ourselves on our customer service, our excellent drivers, and how reliable we are. We don't let people down. I think that's why people come back to us, time and time again.

"We might not always be the cheapest, but our service is always the best. I think that

customers like that we're small and family-run. When you ring the office, it's always going to be one of three people answering the phones. Our regular customers know us and care about us, and we care about them.

"We received the following email recently from a new customer and we think it shows our high level of customer service and how supportive we are:

I moved to a new property here in the Cotswolds recently. My cottage is heated by LPG gas. This was a first for me and a complete unknown. My neighbour recommended I used Sodbury Fuels for my gas. They said they were a small local company, who pride themselves on offering a friendly and professional service.

The first delivery was all a blur to me. I was a little concerned about the look of these brute size canisters! This week I organised my second delivery and felt slightly more in control. Andy delivered today and it was perfect. He explained again to me what to do. He



did explain the first time, but I didn't take in a single word! Today, I feel that hopefully I've understood far more. Did he make me feel like an idiot? No, he did not! The pride he has with Lisa, and in his business just shone through. Excellent service.

Thank you to you both.

The importance of community

Born in Chipping Sodbury, Andy has lived there all his life and so is familiar with the area and the people who live there. Lisa commented: "We love our community. It really matters to us. We've have lived here all our lives, we know the people, we know the community and we want to provide the best service possible to those in our community. We don't want to get too big. We love it here!"

Andy added: "As we see ourselves as a big part of the local community, we are really keen to give back and want to support local charities. We support the Wallace and Gromit Appeal – Children's Hospital Bristol, Hawkesbury Upton School Charity Run, Chipping Sodbury Lions



Club, Yate Town Football Club, Time is Precious, Castle Combe Steam Rally, Jessie May and obviously the Santa run!

Andy takes part in the annual Santa Tractor Run in Chipping Sodbury and the surrounding areas which normally takes place throughout December. The event is incredibly

popular and has made the front page of the local newspaper! Now, every Christmas Eve, Andy dresses as Father Christmas and the Santa float goes to the local children's hospital. The police even close the roads to ensure that nothing can stop Father Christmas reaching his destination.

Industry highlights

Claudia asked Lisa and Andy what their favourite part of working in the industry is. Lisa laughed and said: "Well it's definitely not the smell of oil! It gets everywhere – even my washing machine smells of oil!"

"The highlight of the industry for both of us must be working with family and staff that are like family to us, the daily laughs with our team (thanks Danny and Brad!) and being such an integral part of the community. It's been a brilliant 10 years (apart from the Beast from the East!) and we are continuing to grow and develop. We'd like to retire one day but for now, we're going to keep doing what we love!"

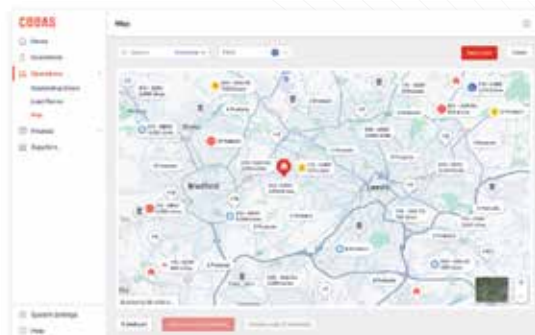
Many congratulations to Sodbury Fuels on their 10th anniversary from all of us at Fuel Oil News.

CODAS shifts your foot from the brake to the accelerator

That's why 14 of the UK's top 20 liquid fuel distributors choose CODAS to boost efficiency, profitability, and customer service, accelerating their business performance.

Deliver more with CODAS

We continuously improve and innovate to ensure CODAS leads the way, driving your business forward today and into the future.



Are you ready to join us?

+44 (0) 161 832 9251 sales@codas.com codas.com

Fuelling the future: The voice of the Next Generation

MANY FUEL BUSINESSES IN OUR INDUSTRY ARE FAMILY-OWNED AND OPERATED. AS THE NEXT GENERATION OF FAMILY MEMBERS BECOMES INCREASINGLY INVOLVED, FUEL OIL NEWS WANTED TO HEAR THEIR VIEWS.

CLAUDIA WEEKS, COMMUNITY CONTENT LEAD AT FUEL OIL NEWS, SPOKE WITH **LUKE NOLAN**, SALES MANAGER AT NOLAN OILS AND **EMMA OSBORN-WILKES**, MANAGING DIRECTOR AT HALSO FUELS UK AND EL-OILS TO DISCUSS HOW THEY FEEL ABOUT WORKING WITH FAMILY, HOW THINGS ARE CHANGING AND THEIR THOUGHTS ON BEING RESPONSIBLE FOR FUELLING THE FUTURE.



Luke Nolan

The family business

“My father, Mark Nolan, formed Nolan Fuel Oils in 1988, following the acquisition of Ultramar Golden Eagle by Kuwait Petroleum,” Luke Nolan shares, explaining the background to the family business. “He had previously been a director of Markim Fuels, which was my grandparents’ business – Margaret and Bert Nolan.

“Markim Fuels started in the early 1970s, in Launton and was the first appointed distributor for Ultramar in the UK. My first role in the business was as a “drivers mate/tea-boy” and my current role is “wearer of many hats/tea-man”!

“Unofficially, I joined the business 34 years ago at birth. I have many fond memories of being out on the tanker with dad. I wanted to get a trade before I officially joined the business so, from leaving school to my mid-twenties, I worked as a carpenter.

“In 2014, I joined an engineering company that provides equipment to oil and gas pipelines globally. This enabled me to travel the world, and I was eventually promoted to Sales Manager for EMEA. However, when I wasn’t working my 9-5 job, I was always helping the family business with weekend deliveries. I officially returned to Nolan Oils in 2022.”

Emma explained the background to Halso Fuels: “Halso was founded by my grandfather, Sid Osborn, in 1967.

“I have always been a part of Halso, immersed in the fuel industry from a young age. My Dad, Paul Osborn, always said that we have oil running through our veins! I started my journey with the company at the

tender age of 16, working as a Saturday girl, filing and answering the phone.

“Over the years, I diligently worked my way up through various roles, and today, I am proud to lead the company as the third generation Managing Director of Halso and EL-Oils.”

The decision to join the family business

Claudia asked whether Luke and Emma always felt certain that they would be a part of the family business, or whether other industries or careers had been seriously considered.

Emma reflected: “I was initially planning to go to college to study Business Studies, and I even applied to be on The Apprentice! However, I found my true passion in the fuel industry.

“Fuel is essential to daily life, powering everything from transportation to heating homes, which gives me a strong sense of



Paul Osborn

purpose. I also appreciate the problem-solving opportunities it presents, whether optimising logistics or exploring new energy sources.

“Building strong relationships with clients and partners is another aspect I value, as is continuing the family legacy started by my grandfather. Working in this industry allows me to honour our traditions while driving the company towards a bright future.”

Luke added: “I always knew I wanted to join the family business, but I wanted to make sure that I had good experiences beforehand. I felt it was important to me, and good for the business if I could bring innovative ideas and a different perspective when I finally joined.”

Family members

“My father, Paul Osborn, part of the second generation, was meant to take a back seat, but he still can’t resist coming by the office and even delivering fuel to customers. His passion for the business is unwavering.” Emma explained that family members are still involved in the running of the business.

“My aunt, Sue, also plays a vital role in our team, specialising in event fuel logistics. My mother, Julie, still plays a role within the business too as part of our finance team and is a continuous support to myself and Paul. I hope my son, Oscar who is 14, will take the business into its fourth generation, he already comes in and helps in the warehouse and goes out on the tanker with my Dad.”

At Nolan Oils, Mark Nolan continues as Managing Director, but Luke commented, “He is now starting to hand over much of the responsibility so he can enjoy some free time. And rightly so when you’ve worked as hard as he has!”



Emma Osborn-Wilkes

Honouring legacy

Luke reflected on the importance of family values within the business: “I believe family is very important. I enjoy working alongside my father and continuing to maintain and grow the business which is a rare opportunity for most people.

“The fact we are a family business means we instinctively care more about our customers and their families. A lot of our customers have dealt with us since my grandparents’ day which is really heartening.”

Emma added: “My grandfather, a man of unwavering integrity, led Halso with a simple yet profound philosophy: customers always come first. This founding value has been the cornerstone of our success, deeply ingrained in our family and our business.

“Today, we not only uphold this principle but also build upon it with a commitment to innovation and expansion. Family values are at the heart of Halso. Our dedication to honesty, hard work, and putting people first has fostered lasting relationships with our clients and partners.

“These values drive us to continually improve, embrace new technologies, and seek opportunities for growth, ensuring we meet and exceed our customers’ needs. This combination of being tradition yet forward-thinking is what makes Halso thrive, allowing us to honour our legacy while steering the company towards a bright future.”

Succession planning

Claudia asked Emma and Luke whether the succession plan was always for the business to stay within the family. “There was never any pressure to join the family business, and my

parents always encouraged and supported us to be whatever we wanted to be,” shared Luke. “However, I always knew I wanted to be part of it eventually. We will see what the future holds.”

Emma shared: “Continuing the family legacy has always been our plan, and as a woman in a predominantly male-oriented industry, I am particularly passionate about shaping the future.

“Leading Halso and EL-Oils, I am not only dedicated to the company’s growth and success but also to paving the way for more women to enter and excel in the fuel industry. My journey is about breaking barriers and creating opportunities, ensuring that our values of integrity, innovation, and customer-centricity continue to drive us forward.”

A typical day in a family business

As we know, a typical day in the fuel distribution industry can vary hugely, but Emma and Luke shared what a usual day might look like for them:

• Emma – Halso and EL Fuels

My alarm goes off at around 5am, I always hit snooze until 5.30am! I often have a gym class at 6.15am, my favourite class is spinning! I’m back home for 7.15am and then wake my teenage son up for school, which can be a challenge!

I walk my four dogs, one rottie and three Frenchies, have a quick shower and do the school run. Then the real fun starts at Halso and I love that every day is different. I like facing the multiple challenges that the oil market brings. I’ll usually finish around 5-5.30pm and then it’s home time to relax with my son and have a wine depending on how the day went!



Luke & Mark

• Luke – Nolan Oils

My usual day starts with speaking to existing and potential customers, checking the market prices, checking the loads to go and driving in the winter when required. There are lots of other duties, too many to list but mainly making the tea!

Blending tradition with innovation

Emma reflected on what her greatest strengths are within the family business: “I think that my greatest strength as the next generation working in the fuel sector is my ability to blend tradition with innovation.

“Growing up in a family deeply rooted in the industry, I have a profound understanding and respect for the core values and principles that have driven our success. At the same time, I bring a fresh perspective and a willingness to embrace new technologies and sustainable practices. This dual approach allows me to honour our legacy while steering the company towards a forward-thinking, innovative future.

“Additionally, as a woman in a predominantly male industry, I am committed to fostering diversity and inclusion, paving the way for more women to excel in the fuel sector. My passion for continuous improvement, combined with a deep commitment to our customers, positions me to lead our company with integrity and vision.”

The best advice

When asked what the best advice was that they had received in the industry, it was clear that family had great advice to pass down to the next generation. Luke said: “My father, Mark, has always reminded me that providing a good service is key to business success.

“I really think it’s important to listen to other’s opinions, to keep an open mind and to accept when you are wrong. My father has spent his whole life in this industry and his experience and opinions are very valuable. However, at the point we can’t agree, a pint in the local usually sorts it out!”

Emma added: “The best piece of advice I’ve received was dare to be different and never give up – that was from my biggest supported, my father.”

Fuel Oil News would like to say a huge thank you to both Luke and Emma for sharing their family history and their experience of life growing up in the fuel industry. If you would like to share your experience as part of a family-run business, or if you feel there are unique strengths to being part of a larger corporate that you would like to share then please do get in touch – claudia@andpublishing.co.uk



PORTLAND CHRISTMAS REPORT



IN THIS RATHER UNUSUAL EDITION OF OUR MONTHLY FEATURE, THOSE ROVING REPORTERS FROM PORTLAND HAVE BEEN BEHIND THE SCENES AT RADIO 4 TO BRING US AN EXCLUSIVE EDITION OF A POPULAR SHOW, FEATURING A MEMBER OF OUR COMMUNITY.

Lauren Laverne: Good Morning everyone and welcome to Radio 4. This week we have got Fuel Distributor Gary (Gaz) Oil with us and he will be choosing his favourite Christmas Songs for this festive edition of Dessert Ireland Disks. Good morning Gaz!

Gaz Oil: Morning Laura – just hold on there, while I deal with this customer... (speaks down the phone);

“That’s just how much HVO costs sunshine. If you don’t like it, don’t buy it. You were the one that said you wanted to go green, not me”

Sorry Loz, bloody customers eh?! Watermelons the lot of them... green on the outside, but red on the inside – particularly when they hear the price!

Lauren Laverne: No problem Gaz. It’s Lauren by the way, but not to worry. Let’s have your first record.

Gaz Oil: First record has to be “Wonderful Christmas Time” by Paul McCartney. Not many people know this, but pre-Beatles, Macca used to sell kerosene from a fuel cart down at the docks. That was the inspiration for this song and in fact, he used to sing it when collecting customer payments. Macca was a crazy guy in his youth, believe me!

Lauren Laverne: Wow, so you knew Paul McCartney?!

Gaz Oil: No, never met him Lara. But a good friend of mine used to go to school with his cousin’s coal merchant, which is how I know.

Talking of coal, my next festive record choice is “In Diesel Jubilo” by Mike Coalfield.

It’s bonkers isn’t it that despite Mike’s surname, he decided to write a song about a different fossil fuel. You can’t legislate for that kind of genius...

Lauren Laverne: I guess not. What about your next record and why is it important to you?

Gaz Oil: The next song reminds me of the time I was having major problems with what was then DECC (Dept. of Eating Christmas Cake), but has now been reinvented (yawn) as DESNZ (Drinking & Eating Sherry with NutZ). Anyhow, they were all over me because I had

put an application in for a fracking well at the bottom of my garden. It was a stressful time, because DESNZ wanted to see an environmental plan, a community evaluation model and the mechanism for drilling royalties. So you can imagine the scene, I’m up to my Christmas nuts in paperwork and then this song comes over the radio and it kind of calmed me down and I just took a spade and started digging for black gold there and then.

Lauren Laverne: Really. Did you find oil in the garden?

Gaz Oil: No. Course not.

Lauren Laverne: Oh. What was the song then?

Gaz Oil: “A Winter’s Shale” by David Essex

Lauren Laverne: Weird story, but a beautiful song Gaz. What’s next up?

Gaz Oil: Well Lauretta, my next song is Blue Christmas by Elvis, a song he wrote as a tribute to the process of making hydrogen from natural gas via the process of steam methane reforming and where the CO₂ produced is captured and stored, thus making it a form of low-carbon energy.

The King of Rock and Roll was a massive chemistry buff and contrary to popular opinion, he spent more time in his lab than he did in the music studio or chasing girls and taking drugs. This song was to be the first ballad of his Hydrogen Yuletide Trilogy (Grey Christmas and Green Christmas were to be released in subsequent years), but Elvis had a massive falling out with his record company over whether Hydrogen was an energy carrier or an energy vector, so RCA pulled the plug. Massively poor show from the record execs there, depriving the world of what would have been 2 absolutely iconic festive tracks.

Lauren Laverne: Elvis a chemistry boffin – I had no idea. Although it does go some way in explaining the lyrics behind his classic “A Little less Concentration”. It was clearly a solvent joke.

Gaz Oil: I don’t get it...

Lauren Laverne: No, you wouldn’t. Don’t worry, what’s your next choice Gaz?

Gaz Oil: The next one is actually more of a dedication than a personal favourite, but “Driving Home for Christmas” by Chris Rea

is for all my tanker drivers out there at the moment making those last-minute deliveries before Christmas. Keep safe everyone and can one of you drop off 5,000 litres at Ken Groanin’s Winter Wonderland theme park. He’s run-out again.

Lauren Laverne: Happens every year Gaz, despite the warnings from UKIFDA (United Kingdom and Ireland Festive Decoration Association) – an organisation that Groanin knows all too well...

2 more songs to go Gaz – what’s up next?

Gaz Oil: I’m not gonna lie Lana, I’ve never liked HMRC (His Majesty’s Revenue for Christmas) and their busy-body RDCO team (Registered Dealers in Christmas Oils), but their cover of the New York rap classic “Christmas in Hollis”, released as R-D.M.C.O was an absolute banger. Listening to it is like being beaten to death by a marshmallow...

Lauren Laverne: That’s an image Gary for sure! Now before we go to your final record choice, you can take a book and a luxury item to the desert island. What are you going to go for?

Gaz Oil: I’ve never read a book in my life Linda, so how about a road atlas? Just because I’m marooned on an island ain’t gonna stop me doing the routing! I also absolutely love going through Fuel Oil News from cover-to-cover every month, so a subscription to that red-hot publication can be my luxury.

Lauren Laverne: Well Mr Gary Oil, we’ve come to the end of the programme and you haven’t disappointed the listeners so far (mainly because they can’t see you) and you’ve only got my name wrong 6 times. Over to you – let’s make your last festive record choice a good one...

Gaz Oil: Well, initially I thought I’d go for that heartwarming petrochemical masterpiece “Feliz Naphthidad”, but in the end there can only be one song to finish off with and that is...
...“Merry Christmas Everybody”!

For more pricing information, see page 38

Portland
www.stabilityfromvolatility.co.uk

Fuel site decommissioning: a responsible approach

IN AN INDUSTRY IN WHICH DEALING WITH POTENTIAL CONTAMINANTS IS A DAY-TO-DAY ACTIVITY, IT IS ESSENTIAL THAT THOSE INVOLVED ARE COVERED FOR THE POTENTIAL CONSEQUENCES OF ANY UNPLANNED HAPPENING. IN THIS ISSUE WE HEAR FROM **KARL JONES** OF DOWNSTREAM FUEL INDUSTRY INSURANCE SPECIALIST OAMPS, WHO CONSIDERS WHERE THE RESPONSIBILITIES LIE FOR ASSESSING CONTAMINATION AND POLLUTION RISKS RELATED TO SITE DECOMMISSIONING.

Owners / site operators

Having decided to decommission a site used for fuel storage, part of that process will involve an assessment of the existence of any contamination, and in the event that contamination is discovered, someone has to be responsible for pollution clean up.

The Environmental Protection Act 1990 (EPA) established the operation of the ‘polluter pays’ principle in the UK.

The EPA states that the responsibility for cleaning up contaminated land falls in the first instance to the person who knowingly caused or allowed polluting substances onto or under the land.

Unfortunately, it is not always clear when the pollution occurred or there may be numerous parties who all could bear responsibility. Even if the responsible party can be identified, it could be impossible to trace them or they may not exist anymore.

If no such party can be found, the responsibility for the clean-up passes onto the current owner or occupier of the land. Regardless of whether or not they caused or were even aware of the pollution.

Even a tenant with a lease term over 21 years could be deemed to be the owner of a contaminated site if their landlord becomes insolvent. The tenant could be liable for any costs associated with cleaning up the contamination by virtue of a covenant in the lease to comply with all statutory requirements that arise during the term of the lease.

So the discovery of pollution probably means contacting your Public Liability insurers to start the claims process.

However, from an insurance perspective, insurer’s definition of ‘pollution’ might not match your own.

Contractors

Construction activities, especially on brownfield sites, have significant potential to cause adverse environmental impacts through pollution and/or release of existing contamination.

Examples of typical causes are:

- Handling and storage of fuels, solvents and other harmful substances at work sites
- Impact on Controlled Waters by surface water run-off into watercourses and soaking of pollutants into groundwater
- Creation of migration pathways for existing contamination by piling or excavating through impermeable ground
- Mobilisation of existing contamination by dewatering
- Disturbance of asbestos or lead paint through demolition/ renovation activities
- Creation of noxious odour or dust by site works migrating offsite and impacting adjacent properties

This could result in responsible parties facing liabilities as a result of:

- Third party claims for bodily injury, property damage, loss of use of assets/ business interruption, common law nuisance etc. (tort liability)
- Regulatory actions to clean up the pollution/contamination and/or abate the resulting statutory/public nuisance (statutory liability)
- Obligations to prevent and remediate serious environmental damage and to restore the environment (especially biodiversity/ natural resources) to its pre-damaged state (environmental damage liability).

Whilst tort liability usually requires fault and/ or foreseeability on the part of the polluter, statutory liability (including environmental damage liability) is mainly strict.

The main responsible party will usually be the contractor (as “the polluter”), but developers and site owners/employers can also potentially face liabilities where construction activities cause environmental impacts – especially if the contractor is no longer in existence when the liabilities arise.

“ORGANISATIONS COULD SUFFER IRREPARABLE DAMAGE TO THEIR REPUTATION.”

Purchasers

Knowing and permitting pollution that you didn’t cause

Classification as a “knowing permitter” – the party that assumes legal liability even though they or their organisation didn’t cause the pollution – requires knowledge of the contamination, the power and opportunity to do something about it and the failure to act.

This means that it is possible for a buyer of a contaminated site to be deemed a ‘knowing permitter’ of contamination if it undertakes environmental investigations on the site that reveal a significant possibility of harm or water pollution, and it fails to take preventative action.

In the event that contamination is discovered during the buyer’s due diligence process, they should ensure that arrangements are made with the seller to apportion or deal with any future clean-up costs and that their liability is limited as far as possible.

And it’s not just the environmental issues they need to consider; organisations could suffer irreparable damage to their reputation through adverse publicity too.

When Is Pollution Not Pollution?

Following the enactment of Environmental Protection Act in 1990, the Association of British Insurers put a standard exclusion in place for

pollution liabilities in public liability policies, but cover is often written back as long as the pollution causes damage to third party property or injury to third parties and is:

- Sudden
- Accidental
- Unforeseeable/Unexpected

The pollution event also needs to take place at a defined place and time.

Pollution and General Public Liability Policy Coverage

	Gradual or Historic pollution	Environmental Damage – biodiversity and natural resources restoration	Statutory pollution liabilities	Own site remediation costs
Covered	No	No	Limited	No

And even if the pollution happens at a defined time and place, if you've not adequately maintained the equipment – whether it's the tank, pipework, interceptors, bunds etc. – then it could hardly be considered unforeseeable, could it?

Leaking Pipe
10 drips a minute = 600l in 6 months!!

In essence, if the pollution cannot be attributed to an identifiable and unforeseeable event at an identifiable place and time, then it's unlikely the costs associated with the pollution will be insured.

What can you do?

For owners, aside from the obvious sound operational risk management

(including suitable protections and regular maintenance of storage systems, bunding and interceptors), monitoring storage volumes closely can help identify any lack of system integrity that might lead to an uninsured claim.

For contractors, being aware of the potential mobilisation of existing contamination and run off whilst being on site, especially if you're the principal contractor.

There are insurance policies available that include own site clean-up costs and mitigation costs, such as the Petrochemical policy available through Pen Underwriting. This policy includes access to a 24/7 spill response helpline and crisis management specialists to help manage any adverse publicity and demonstrate you've done all you can.

Specific Environmental Impairment Liability insurance can cover gradually occurring pollution, or liabilities arising from historic activities on sites you own or occupy.

Directors and senior employees of limited companies are not immune from prosecution following a pollution event either. Most Directors' & Officers' Liability policies now exclude claims relating to pollution. However, some policies will include indemnity for defence costs relating to legal action arising from pollution, such as the Pen Underwriting policy OAMPS Hazardous Industries can provide.

Unfortunately, pollution incidents can and do happen on even the most well managed sites and it is often not until such an incident occurs that businesses come to realise that many of the ensuing costs and losses they incur are not insured.

Speak with your insurance broker to discuss the solutions that would appropriately suit the risks your business is facing.

¹ <https://www.legislation.gov.uk/ukpga/1990/43/contents>



T: 01646 663300
E: ukqueries@pumaenergy.com
Milford Haven / Belfast / Westerleigh /
Theale / London

2024 – A YEAR TO REMEMBER



JANUARY
Our first Christmas jumper photo round up!



FEBRUARY
FON Tanker of the Year announces the first ever joint winners



MARCH
Essar rebrands to EET Fuels to drive energy transition



APRIL
FON talks transition with George Eustice



MAY
Firefly makes progress towards UK biofuel refinery



JUNE
Craggs secures the 'Pets at Work' cover spot



JULY
UKIFDA appoints WCF's Phil Murray as its new President



AUGUST
UKIFDA and OFTEC write to the new Secretary of State



SEPTEMBER
Veterans and the fuel industry – the perfect fit



OCTOBER
Grangemouth refinery to cease operations – confirmed



NOVEMBER
The Energy Act one year on



DECEMBER
acquisition and diversification – the story of 2024

Send us a photo to see your own highlights featured in Fuel Oil News!

This is just a small selection of the many memorable moments we have been privileged to share with you, our community, through 2024. We would love to see your own highlights, so please send us a photo from your most memorable moments of 2024, along with a few lines explaining why it was a special moment in the year for you or your company to claudia@fueloilnews.co.uk.



TRANSITION TALK

Energy sector: prospects and challenges – can the UK be a global leader in clean energy?

DURING THE ENERGY UK ANNUAL CONFERENCE IN SEPTEMBER, CRAIG HOGGETT, PARTNER AT NEWTON, A STRATEGIC CONSULTANCY, POSED THE QUESTION: “IS THERE ANY REASON THE UK COULD NOT LEAD THE WORLD ON CLEAN ENERGY?” FUEL OIL NEWS CONTRIBUTOR **ANDERS LORENZEN** WAS IN ATTENDANCE AND FOUND HIMSELF INSPIRED TO CONSIDER WHETHER THIS IS A REALISTIC PROPOSITION, AND WHAT IT COULD LOOK LIKE.

The opportunity

Since September, we have, of course, had the election of Donald Trump, who will be the 47th President of the US in January. While this paints a pessimistic picture of the world’s ability to overcome the climate crisis and establish a genuine clean energy revolution, it could perhaps create an opening for the UK to take steps toward a clean energy leadership position.

The UK government, which came into office in July, has identified making the UK a global clean energy superpower as one of its key priorities. One of its first actions was to lift the ban on onshore wind in England, and several developers have already submitted applications, many of which have been granted.

The UK is already, at least for now, perceived as a global leader in offshore wind power. The Humber area in Yorkshire is designated one of the leading clean energy hubs in the U. Not only for offshore wind but also for the development of other marine clean energy technologies – green hydrogen, electric vehicles (EV), carbon capture and storage (CCS). It is also recognised for the training centres that have been established to upskill, and re-skill, people to meet the needs created by the surge in new jobs established, by the jobs of tomorrow and by the skills gap.



The challenge

In the Danish port of Hanstholm, six support ships have secured the contract to service Dogger Bank, the UK giant offshore wind farm that is currently the largest in the world. Therein lies one of the key challenges for the UK green economy – currently, many of the skills required in the offshore wind sector are trained professionals who can perform these jobs. As a result, many jobs are carried out by Danish and German workers. If a dedicated training and education strategy had been put in place years ago, there would be less of a need to import workers from abroad.

When it comes to assessing the UK’s leadership position in clean energy overall, it should come down to more than just generating capacity. British jobs should be an important consideration when it comes to measuring success?

What should the priority be?

Establishing clean energy leadership brings other factors into play that would impact more expansive government areas than just the energy sector. Economic diversification is necessary so that, for instance, the economy is focused on more than just the service industry. A balance between manual, creative, and administrative-economic areas is crucial. The trend in many Western economies is to outsource specific industries to Asia or Africa. The result, is to make any given country vulnerable to drastic price increases.

For instance, solar panels, wind turbine blades, batteries, and electric vehicles are not manufactured at volume in the UK. Additionally, steel – a critical material in many clean energy applications, faces an uncertain future in the UK; too often, clean energy developers import cheaper steel from China and other countries, which in turn undercuts the UK’s steel industry. China can undercut UK steel as it does not have the same regulations and worker rights that we enjoy in the UK and Europe; needless to say, this is not something we should eliminate.

But a lot of it comes down to a visionary and dynamic thinking approach. It is not about trying to compete with China on what they already do well, which is a battle doomed to failure due to the reasons mentioned above.

But it is about being ahead of the curve.

Right now, the production of green steel is low. But, anyone studying current trends can see it is only going in one direction in line with Scope 1, 2 and 3 emissions goals and because sustainability in the corporate sector is becoming more critical. Ten years ago, having a sustainability team in a company was a rarity – now it is becoming the norm, and you're an outlier if you do not have one. As a result, there is no doubt that green steel will become a commodity in high demand. Sweden is ahead of the curve in this area, with several green steel initiatives and projects.

Looking at how the UK became a global offshore wind power leader could be an important lesson. Betting hard on an expensive energy technology that few took seriously, the UK took the market lead, set up infrastructure, supply chains, and so on, and is now reaping the benefits, with other left-behind countries wanting to get in on the game.

The brightest minds in the energy space in the UK, including futurists, scientists, and strategists, could, together with key government decision-makers, establish a working group to predict and analyse the future clean energy trends and the direction of travel. For instance, what could certain sector aspects look like in ten years? Could the UK manufacture solar PV? There's a lot of positive buzz around materials that could rival silicone, such as perovskite. The working group could analyse how the UK could get ahead of other countries in catalysing it. Similarly, on the back of all the concerns regarding lithium-ion batteries to do with scarcity, recycling challenges and human rights issues around the mining of the required materials, many studies are looking for the right combination of materials that could replace it; how could the UK get in on that?

The list could go on. We could list a lot of promising technologies, and there's no lack of ideas in the innovation space. For instance, technologies that have been talked about for decades, such as wave and tidal energy and sustainable biofuels such as algae – do they deserve backing? Could they become a major clean energy source like solar and wind, or would they merely be a distraction?

Of course, this is not an easy challenge, and most of these ideas and innovations will not succeed; that is just the reality of the innovative space. So, the challenge for the UK



government and companies, of course, is how to find the right horses to bet on. In a highly selective working group, getting the right combination of experts could be a valuable stepping stone.

While progress has been made in upskilling people and, for instance, helping workers transition from the offshore oil and gas sector, there is undoubtedly more progress that could be made.

It could be wise to think more holistically and wider than just the service industry, project management, and engineering jobs. It would be a mistake not to rapidly scale up manufacturing, realistically look at supply chains, and consider how much of that could be set up in the UK.

What is the UK government doing?

The UK government may be already doing a lot of these things.

When Ed Miliband started to assemble his team in the summer, a deeper level of strategy and thinking went into it.

The Energy Secretary headhunted Chris Stark, who had led the Committee on Climate Change (CCC), the government's independent climate advisory body, to lead the government's clean energy Mission Control. Stark is tasked with exploring all areas and opportunities to deliver on the government's ambitious 2030 clean energy target. He will have a top team of energy experts to break down barriers and accelerate progress on energy projects.

What will it take?

But even the most extensive clean energy revolution would not necessarily make the UK a clean energy superpower. Compared to

China, Russia, India and the US – the UK is a relatively small country. So, internal clean energy dominance will not be enough; it must also become a significant clean energy exporter. This does not mean exporting energy via interconnectors, but exporting models, plans, and technologies. If, for instance, the UK established a system that was significantly ahead of the curve in terms of what other countries were doing and countries wanted to adopt that model, that would showcase genuine clean energy leadership – additionally, having a major clean energy player such as Denmark's Vestas or Orsted, Spain's Iberdrola, Germany's Siemens Energy or the joint venture between Spain's Gamesa and Siemens to establish Siemens Gamesa.

Conclusion

As UK Prime Minister Keir Starmer arrived for the UN climate talks, COP29, and declared that the UK would lead the world in a pro-growth clean energy strategy, was he fully aware of what it would mean to take on such a challenge rather than just throwing it around as a popular buzzword?

With a supercharged strategy, the UK could achieve a stronger leadership position than is currently the case. But as we have explored in this analysis, it comes down to more than just adding new clean energy capacity. It is about rewiring infrastructure, delivering world-beating innovation and dynamic thinking, being ahead of the curve, creating clean energy jobs like never seen before, and exporting clean energy ideas, visions, models, and technologies.

Only time will tell if the UK can rise to such a challenge, and Hoggett will need to be patient before his question can be fully answered.

Danish-born Anders Lorenzen is a freelance writer and the founder of Greener Life, a greener world. A contributor to FON, Anders considers global and UK trends that signal the UK's energy transition pathway.

With a strong passion for action on climate change and the green energy transition, Anders has contributed to various outlets on the topics of lifestyle, politics, climate change, energy and broad environmental as well as sustainability issues. He is a keen runner and lives in London with his partner and daughter.



INDUSTRY INSIGHT

Neil Ryding: In Defence of Talent

NEIL RYDING IS BEST KNOWN TO MANY FOR HIS TIME AS MD AT FAST EXOCET, AFTER WHICH HE TOOK UP A ROLE AS SENIOR TECHNICAL CONSULTANT FOR CERTAS ENERGY. NEIL RETIRED EARLIER THIS YEAR, HAVING SPENT HIS WORKING LIFE IN THE SECTOR, AND WE ASKED FOR HIS VIEW ON CHANGES OVER THAT TIME. IN RESPONSE, NEIL HIGHLIGHTS ONE SIGNIFICANT SHIFT HE HAS OBSERVED, SHARING HIS VIEW THAT IT IS IMPORTANT TO ALIGN AMBITION WITH INTELLIGENCE AND SKILLS.

When I was asked to write a reflective piece for FON on my time in the industry, I was reticent. Who would be interested in my nostalgic ramblings? And time moves on, people change.

So, instead of a trawl through the archives of the last five decades, perhaps I can share something which fascinates and irks me in equal measure. That is, answers to the question posed monthly in FON's *In Profile* feature: what is more important, talent or ambition?

It may seem innocuous, but the fact that a majority of respondents favour ambition over talent seems to me to reflect a fundamental change in both attitudes and recruitment practices over my working life.

What is talent?

The question is, in itself, highly subjective: what even is talent? The dictionary defines it as 'a natural or special skill or faculty, or having a high mental ability'. It is probably worth pausing to consider this.

It could be argued that having and managing ambition is a talent. I sense too that, for some, ambition is a retrospective concept based on perceived achievements. Can you have talent without having ambition? Of course! Can you be ambitious without having talent? Clearly! And I'm sure we've all worked with people whose ambition knew no bounds, and who climbed the greasy pole seemingly without having much to offer or by making much of a contribution, no matter how loud their voice.

It seems increasingly commonplace that there are those with ambition who don't remain in place long enough to actually make a difference – good or bad – but who are nonetheless, by dint of presence or contacts book, deemed to be successful.

Context is everything, of course, and let's not confuse talent with academic education – recognisable and useful skills are also talent. Talent should define the 'whole person', encompassing (for example) understanding, competence, values, attitude, behaviour, problem solving ability, clarity of thinking and, above all, credibility.

Whichever way the *In Profile* question is

answered, individual personal success factors will have had an overriding influence. Someone who has exceeded expectations based on traditional benchmarks and their personal environment is likely to believe it is ambition that got them their rewards. Although I would like to hope and believe that there was also an element of 'talent' along the way.

We do, however, live in an age where, as the actor Tom Courtenay observed, a lack of talent doesn't necessarily hold people back, and ignorance is not necessarily a disadvantage. The desire to acquire personal knowledge and the incentive to go out and learn and acquire multiple skills is now much diminished. In short, we have made it easier for people without talent to achieve, driven, perhaps, by the internet and AI, with knowledge 'on tap'. But 'knowledge' is only as good as the person accessing it; for the most part, the internet provides an answer or a shortcut not an education.

Is this good or bad?

It's definitely good for the individual who can succeed and meet their goals with neither effort nor application, nor, perhaps, even a basic education, but what does that mean for businesses and society? In other sectors (e.g. sport) this situation would be laughable. Why is the word 'elite' (for example) encouraged and used widely in sport, and yet in virtually every other walk of life, it is derided as signifying privilege and division. We should not be ashamed to nurture talent.

Regardless, perhaps this is where ambition does trump talent. If talent is devalued and those with it no longer command respect or are even marginalised, then we end up with people who succeed simply by being bothered, by grasping opportunity and by 'playing the game' – a game from which they may previously have felt excluded. And, as they rise through the ranks, it is this mentality that prevails; like begets like and it becomes the cultural norm. This results in those with real talent, competence and perception switching off, becoming cynical and stepping aside to find something more rewarding to do, leaving

behind the enthusiastic amateurs. It becomes a race to the bottom.

Does this stem, I wonder, from the desire to facilitate a wider aspirational pool? By definition, this *always* results in a drop in standards and lowering the attainment bar does nothing for the advancement of society or of business.

How does this effect the type of people we employ, and does it matter?

The chemical company DuPont has a strategy of 'continual re-invention'. This could not be sustained without having talented, innovative people throughout their business over many years. In the same vein, Tom Peters, one of the original management gurus (look him up, he's on YouTube and an entertaining speaker), talks about organisations needing to be in constant readiness to abandon everything they do. To do this, he advocates promoting excellence and hiring interesting and curious people with opinions, who can teach you something and add to the business. In short, educated and talented individuals. Peters even wrote a whole book on just this topic.

So, who is the best person for the job?

I had a long and happy spell with Baker Hughes (BH). At the time when vision statements, mission statements and statements of core values were de rigueur, BH was proud to boast that "we will hire the best people". Sounds good, doesn't it? But what does 'best' mean? It is almost as subjective as 'what is talent'? One of my former VPs defined 'best' as "someone I like", which, of course, led to a degree of sycophancy, which I was actively encouraged to demonstrate. A fine example of knowing what to kiss, whose to kiss and when to kiss it! For the record, I was singularly unsuccessful at managing upwards!

Rory Sutherland, Vice-Chair of Ogilvy, the advertising agency, has a slightly different take on talent, recruitment and promotion:

"Talent has nothing to do with advancement. It is argued that perhaps only 20% of people got their jobs on merit alone. The vast majority are there because: 1. They

are mates or mates of mates of the boss; 2. They improve the demographic (young, ethnic and female trumps old, white and male every time); 3. They have been around the industry for years and we couldn't let them go to the opposition no matter how useless they actually are."

In the incestuous world of the oil industry, how many of us can argue with any of what he says?

Many work environments are now overrun with procedures, protocols and policies – it seems we now have to write down and codify that which should be intuitive, whether day-to-day activities or basic standards of behaviour.

It should concern us that companies are being wrongly judged in terms of their value, output and quality based on their list of accreditations and compliances, no matter how flaky these may be or how little they are understood by those asking for them. There are businesses out there making good money exploiting this ignorance.

There are, of course, policies and

procedures that arise from a need to standardise and ensure continuity, but how have we allowed other less reputable schemes and protocols to proliferate and even become enshrined in law as measures of public policy, competence and high standard? Is it self-protection? Job creation? Commercialism? Or is it the need to legislate for inadequate, inappropriate and transient people? Any fool can complicate matters, but it takes someone special to retain or recapture simplicity and integrity.

As Peter Drucker said: "there is nothing so useless as doing efficiently that which should not be done at all."

The truly aspirational, who have properly applied themselves, perhaps in adversity, are amongst the best of us. We need entrepreneurs and disruptors; we need people with vision and the confidence to challenge the accepted norms; we need people with drive; we need people with the willingness and the ability to make things happen and get things done. What we don't need is people for whom ambition

itself is a *raison d'être*; people looking for short term gain, who chase the money or the title; those seeking to become practitioners and decision makers without the necessary hard or soft skills, or who even see their lack of core competence as a badge of honour. Regrettably, there are plenty of these people around.

This is not an essay decrying ambition. More, I hope, it is a piece that suggests that we, as a society and a business group, need to channel and align ambition with intelligence and skills for the general good.

Noel Coward died in 1973, so I'm guessing this quote comes from the early 1970s:

"I have a core of sadness for England; sadness mixed with an irritation that a country so rich in tradition and achievement should betray itself, submitting to foolish government, woolly thinking and, above all, the new religion of mediocrity"

Who would argue against the same being said 50 years later?

In case you hadn't guessed, I'm firmly in the talent camp!

RTN
RIGID / TRAILER MANUFACTURE • PARTS, SERVICE & RENTAL

LAKELAND TANKERS

Manufacturer of the Fuel Oil News Tanker of the Year 2022

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

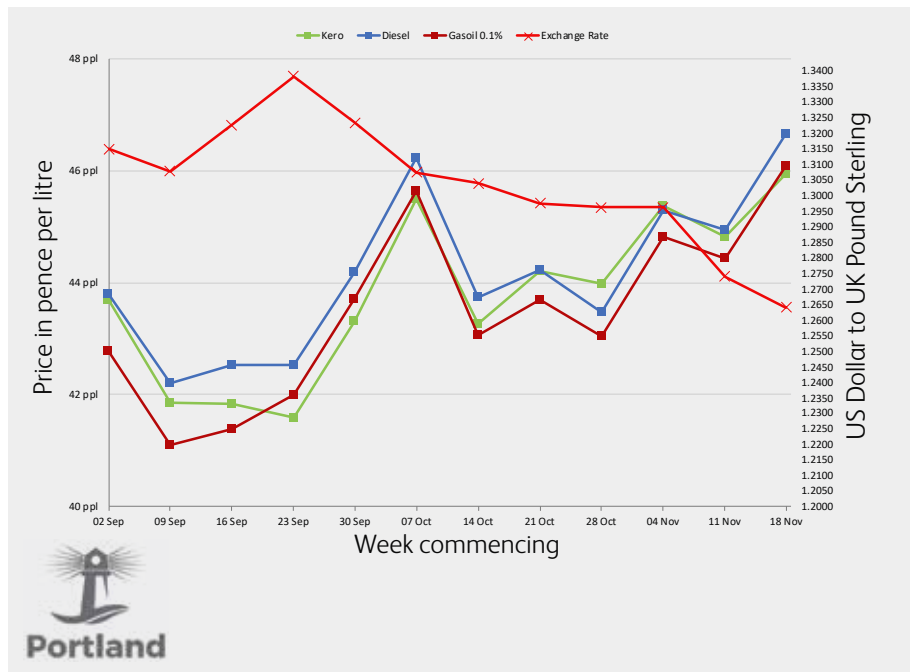
**Road Tankers Northern, South Yorkshire
01226 350 650 www.rtnltd.co.uk**

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

Wholesale Price Movements: 19th October 2024 – 18th November 2024

	Kerosene	Diesel	Gasoil 0.1%
Average price	44.65	44.58	44.10
Average daily change	0.64	0.70	0.68
Current duty	0.00	52.95	10.18
Total	44.65	97.53	54.28

All prices in pence per litre

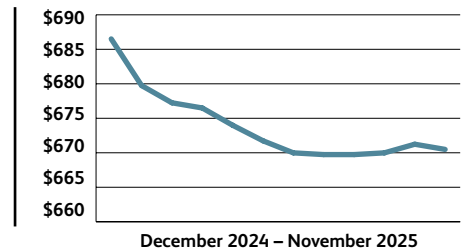


Highest price 46.08 Tue 05 Nov 24	Biggest up day +1.39 Wed 30 Oct 24
Kerosene	
Lowest price 42.58 Tue 29 Oct 24	Biggest down day -1.67 Mon 28 Oct 24

Highest price 46.66 Mon 18 Nov 24	Biggest up day +1.46 Wed 30 Oct 24
Diesel	
Lowest price 42.01 Tue 29 Oct 24	Biggest down day -2.03 Mon 28 Oct 24

Highest price 46.09 Mon 18 Nov 24	Biggest up day +1.43 Wed 30 Oct 24
Gasoil 0.1%	
Lowest price 41.65 Tue 29 Oct 24	Biggest down day -2.02 Tue 08 Oct 24

Gasoil forward price
in US\$ per tonne



The Fuel Oil News Price Totem

	Trade average buying prices			Average selling prices		
	Kerosene	Gasoil	ULSD	Kerosene	Gasoil	ULSD
Scotland	47.54	57.93	101.64	54.20	61.90	105.62
North East	46.49	56.56	100.72	55.73	60.25	103.64
North West	48.06	59.16	103.11	54.46	62.62	105.73
Midlands	46.56	57.09	101.18	52.81	60.73	104.36
South East	46.66	57.05	101.16	59.55	63.39	103.91
South West	47.01	56.89	101.00	55.33	60.52	103.52
N. Ireland	47.12	58.26	n/a	53.27	62.72	n/a
Republic Of Ireland	60.88	63.69	102.58	66.55	67.46	105.83
Portland	44.87	54.61	97.87			

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

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

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

For more information and access to prices, visit www.portlandpricing.co.uk

WELCOME TO A SPECIAL CHRISTMAS EDITION OF OUR 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 **DIXIE PATEL**, PROCUREMENT DIRECTOR AT NEW ERA ENERGY.

Please give your career history in 25 words or fewer.

I started my career in 2006, straight from university, taking the opportunity to start up a sales department for an oil company. Two years ago, I took on a new challenge by jumping from sales to procurement at New Era Energy, which I am absolutely loving!

Describe yourself in 3 words.

Ambitious. Reliable. Dedicated.

What were your childhood / early ambitions?

I always wanted to follow in my dad's footsteps and qualify as an accountant.

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

To own a dessert shop!

Which is most important – ambition or talent?

Ambition, for sure! You obviously need talent, but ambition is what will get you to your goals.

Share your top tips for business success.

Dream big, and always keep in mind the bigger picture.

What's your best Christmas cracker joke?

Not sure if it's the best one I have heard, but this one makes me laugh:

What does Father Christmas do when his elves misbehave?

He gives them the sack!

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

Choose a job you love and enjoy, which, in turn, will mean you won't feel like you're working...

What is your most recent business achievement of note?

Having the opportunity to become a procurement director for New Era Energy.

What's your favourite Christmas song?

It has to be the classic – 'All I Want for Christmas Is You!' (you know when this comes on the radio, Christmas is coming!)

What's the best thing about your job?

Staying in the industry means I have been able to continue building on the relationships I have formed for a long time. I also have a fantastic team that I work with.

Share your greatest personal achievement...

My two amazing girls. I'm a very proud mum!

What are you most likely to say?

Never say never...

What are you least likely to say?

I cannot do this (as I will always work to find a solution!)

Cheese or chocolate?

Love a cheese board!

Describe your perfect day.

Spending quality time with my girls – preferably somewhere hot and by a pool, with a cocktail in my hand!

What will you be eating on Christmas Day?

As I'm a pescatarian, it's no meat for me, but I do enjoy cooking so I normally make chicken for the family and a mushroom Wellington for myself.

Do you have a favourite sports team?

India cricket team and England football team.

What's the biggest challenge of our time?

Climate change...

Which is the quality that you most admire?

Humbleness.

What's your pet hate or biggest irritant?

- People who talk or ask questions during a good TV series or film.
- Those that drive 20mph on a 50mph road – mainly because I am always running late or rushing!

What's your favourite thing that is associated with Christmas?

Watching my youngest in panto – something she has been doing for a few years, always a highlight.



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

She didn't do too bad for herself!

What is number 1 on your bucket list?

To stay in a glass igloo and watch the Northern Lights.

What's your favourite Christmas film?

Absolutely love a chick flick, so has to be 'Love Actually' or watching 'Home Alone' with my girls.

What 3 things would you take to a desert island?

- A big box of matches
 - A net
 - A hammock
- I'm resolutely practical!

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

That I bake celebration cakes, and have an Instagram page for this – it is a hidden talent that I discovered during lockdown.

Are you a snow lover or a snow hater?

Definitely a snow lover, as it looks so pretty – until it goes all icy – and at that point, I absolutely hate it!



Products & Services Directory

EVERYTHING YOU NEED TO PROTECT YOUR BUSINESS

OAMPS
HAZARDOUS INDUSTRIES

Your insurance partners in the fuel & oil industry

01372 869762 | www.oamps.co.uk

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



eaprojects
Measurement & Metering Control

Complete liquid management

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

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

www.ea-projects.com

fastexocet
FUEL ADDITIVE SCIENCE TECHNOLOGIES LTD

UNIQUE FUEL ADDITIVES GIVING GUARANTEED RESULTS

DOMESTIC FUTURE FUELS MARINE INDUSTRIAL AGRI AUTOMOTIVE & TRANSPORT OFF-ROAD & STATIC

Tel: 01743 761415 www.fastexocet.co.uk

cobo
Tankers & Services



MARKET LEADERS IN PETROLEUM ROAD TANKERS

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

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

SIMPLIFY YOUR INSURANCE!

A Whole Business Insurance Package for Liquid Fuel Distributors

- One Product
- One Insurer
- One Payment
- One Renewal Date

Book your appointment - you have nothing to lose!

hello@oilshield.co.uk 020 3907 1361

oilshield EVERS COMBRASS AVIVA


ELIMINOX UKIFDA INNOVATION AWARD WINNERS 2022

Working Towards a Cleaner World

- EN590 / EN16709 / EN228 Compliant
- UK's No. 1 Environmental Fuel Conditioner

Powering Progress for Future Liquid Fuels
WWW.ELIMINOX.CO.UK +44 (0)1743 709930

ALLIED Storage Tanks Limited



- Shop fabricated storage tanks cylindrical or rectangular up to 200,000 litre capacity
- Site built storage tanks up to 5,000,000 litres capacity
- Refurbishment and demolition of existing site storage tanks
- Basement generator fuel tanks
- Self banded tanks cylindrical and rectangular
- Offloading and installation of shop built storage tanks
- Bitumen bases, pipelines, insulation & cladding, access steelwork and ancillary equipment

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

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

PreciCONTROL



PreciMA X-Master PreciNODE Radio PreciNODE 4/3 I/O WIPIT Remote Control

Alfons Haar Ltd.

Call 011 3 252 2663
www.alfonshaar.co.uk
Unit 2, Springwell Park 27
Dark Lane, Birstall, WF27 9LN

Fuel Oil News is sold solely on condition that:

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

Published by

AD
PUBLISHING