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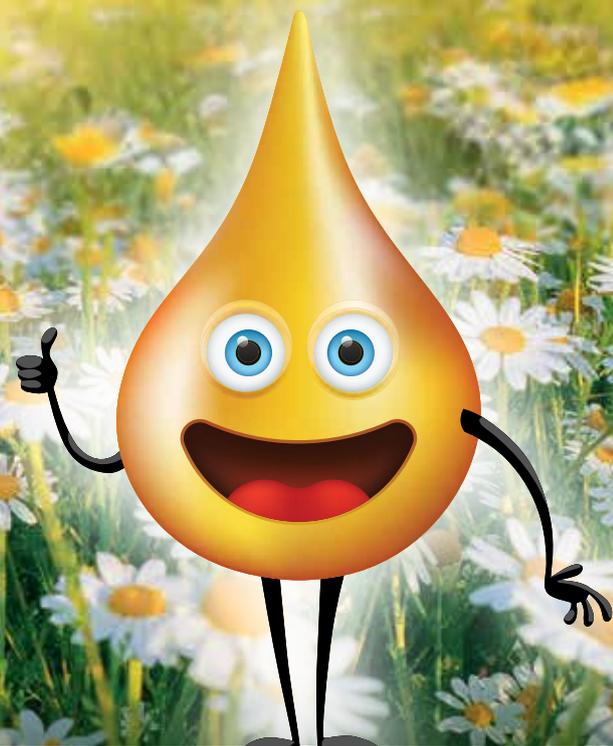
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What have the Romans ever done for us?

Satire tends to have a habit of hitting uncomfortably close to home.

This week I stumbled across a recent Private Eye piece, 'Can't we just not do net zero now?', purporting to be a representative letter from those dismissing decarbonisation as 'all a bit of a faff' and a problem best ignored in the hope that 'something else will probably turn up and it will all be fine.'

While it rightly highlights a level of ignorance and wishful thinking amongst those it claims to represent, it overlooks an equally problematic mindset on the other side. Many net zero advocates, detached from reality, cling to ideological purity and push solutions that disregard feasibility, cost, or public buy-in.

It is this polarisation that leaves the vast majority – those who sit somewhere in the middle – alienated by a debate that appears to be more about dogma than solutions.

Neither inertia nor ideological rigidity will get us to net zero. What is needed is a pragmatic, problem-solving mindset – one that engineers, taking into account all the requirements and all the variables, have applied for

centuries in order to deliver real-world solutions.

The Romans didn't wait for perfect conditions; they built aqueducts, sanitation systems, and roads using the best available methods. Their work wasn't driven by ideology – it was about getting things done.

We need the same approach for decarbonisation. Rather than waiting for flawless solutions, we must implement the best-fit options available now – whether that is rolling out renewable tech, upgrading infrastructure, or deploying alternative fuels. Delays in pursuit of perfection achieve nothing.

The longer we remain trapped between ideology and complacent inaction, the more time we waste. The challenge is complex, but history shows that pragmatic problem-solving drives progress. If we want a sustainable future, we need less rhetoric and more action.

After all, that's what the Romans did for us.



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Fuel Oil News

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

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An industry leader who never stands still but would relish the chance to go even faster.



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On the cover

Family-owned Lisburn Fuels has over 70 years' industry experience. Ensuring the best for both customers and environment, Lisburn has a modern, low-emission fleet with this recent addition built by Road Tankers Armagh.



In this issue

We are 'In Conversation' with an industry newcomer on pages 12 & 13 with a long-standing industry figure 'In Profile' on page 31. Electrification of transport is considered on pages 22 & 23 with the role of hydrogen subject to insightful analysis on page 29.

myAutomate acquires Portland Pricing to enhance its fuel data services

myAutomate has announced the acquisition of Portland Pricing from Portland Fuel, saying that the move is a significant step forward in its mission to provide cutting-edge fuel data and services, expanding the company's offerings to deliver:

- Comprehensive insights into the wholesale fuel market
- Bulk delivery and haulage surcharge calculations
- Detailed fuel card data
- Renewable fuel insights, including HVO

Since its founding in 2019, myAutomate has been at the forefront of innovation in the fuel industry. With over 65 years of combined industry experience, the team brings unparalleled expertise in fuel data, pricing analytics, and forecourt insights.

Its previous acquisition of PetrolPrices in 2021, positioned myAutomate as the provider of the UK's largest and most comprehensive

consumer retail fuel pricing app.

Founded in 2005, PetrolPrices is a trusted resource for UK motorists, offering:

- Fuel prices for all UK station brands
- A free iOS and Android app for easy price comparison
- An average annual saving of £200 per user
- 2.75 million drivers relying on the service, with over 100 price searches every minute

In March 2023, following the discontinuation of Experian Catalyst's PriceViewer service, myAutomate partnered with Allstar Fuelcard Solutions to ensure the continued delivery of essential pricing services for forecourt operators across the UK.

Over the years, myAutomate has expanded its offerings to become a leading provider of forecourt data, delivering:

- Comprehensive forecourt data covering brand, ownership, onsite facilities, and key operational details across UK fuel stations
- Detailed historical pricing trends and market insights to track fluctuations and identify

industry patterns

- Consumer behaviour analytics, including search trends and motorist reviews, providing valuable market intelligence
- Targeted promotional opportunities for fuel retailers to engage consumers at key decision-making moments before purchase

Jon Rosenthal, Portland Group Marketing Director, commented: "It has been a pleasure handing Portland Pricing over to the professional and talented team at myAutomate. We know the service is in great hands and are excited to see where it goes in the future.

"Portland Analytics will continue its range of fuel advisory services aimed at optimising fuel purchasing and helping with the transition to alternative fuels, as well as our bespoke fuel market reporting."

"This acquisition represents an exciting milestone for myAutomate," said Andrew Watson, Managing Director. "By integrating Portland Pricing's online service, we can offer even more robust and reliable fuel data, ensuring our customers have the tools they need to make smarter decisions in a rapidly evolving market."

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Ports play their part in the switch to sustainable fuels

The Port of Inverness has recently taken delivery of its first batch of Hydrotreated Vegetable Oil (HVO) to use as a replacement for marine gas oil to fuel the Port's pilot boats.

The low carbon alternative came from the port's local fuel distributor, Inverness-based Highland Fuels.

We spoke with Dan McDermott, Sales Manager for Highland Fuels who highlighted the key role that ports are playing in delivering a more sustainable future by switching to renewable fuels alongside construction companies and hauliers.

"We're dedicated to helping our customers transition to a more sustainable future," Dan explained. "The introduction of HVO at the Port of Inverness is a key step in our mission to provide low-carbon liquid fuels offering up to a 90% reduction in CO2 emissions compared to standard marine gasoil and road diesel.

"We're proud to support the Port of Inverness in achieving its net zero goals."



Image shows: David Muirden, Depot Manager Highland Fuels Inverness, and Sinclair Browne, Chief Executive Port of Inverness.

Net zero ambition

Commenting on the port's decision to make the switch, port CEO Sinclair Browne said: "We currently run two pilot boats, and this will significantly reduce their CO2 emissions whilst improving the area's air quality.

"Two years ago, we announced our ambition to become a net zero business by 2038, and this change will put us well on the way to achieving this goal."

The decision by the Port of Inverness to make the switch follows a similar transition made by Montrose Port Authority in April 2024.

With Montrose also supplied by Highland Fuels, Dan shares: "We converted one of our storage tanks at the harbour to renewable fuel to serve the Port and port users, making it, we believe, the first Port in Scotland to be able to offer 100% renewable fuel quayside to port users."

Biffa extends HVO adoption, strengthening the case for low carbon liquid fuels

Biffa, a leader in sustainable waste management, has expanded its green fleet by converting an additional 25 vehicles in its Industrial & Commercial (I&C) division to run on Hydrotreated Vegetable Oil (HVO).

The move is part of Biffa's broader commitment to cut emissions by 50% by 2030 and underscores the growing role of HVO as a practical, low-carbon alternative in sectors where full electrification remains challenging.

Made possible through its partnership with Certas Energy, this latest round of conversions takes Biffa's alternatively fuelled fleet to more than 150 vehicles, spanning HVO and electric. The company has a target to transition 10% of its fleet to alternative fuels by the end of the year.

HVO, produced from 100% renewable and sustainable waste materials, offers an immediate and scalable 90% reduction in carbon emissions compared to traditional diesel. Additionally, it significantly lowers harmful emissions such as sulphur oxides and aromatics, contributing to improved air quality in the major urban areas where Biffa operates its transfer stations.

The impact of Biffa's fleet transition is already significant – over the last six months,



the switch to HVO has resulted in a reduction of more than 280 tonnes of CO² emissions.

Growing confidence in HVO

With a fully auditable and sustainable supply chain, HVO continues to strengthen its position as a transition fuel. Biffa sources its HVO exclusively from suppliers meeting the International Sustainability and Carbon Certification (ISCC) and the Zemo Partnership Renewable Fuels Assurance Scheme (RFAS) standards, ensuring no links to deforestation or environmental damage.

Monica Heenighan, Biffa's I&C North Area Director, highlighted the company's rapid progress: "In just six months, we've increased our alternative fuel fleet from 3% to 15% across the Midlands and North West, which is a fantastic achievement.

"HVO vehicles allow us to be greener faster and are a crucial step in reducing emissions. Achieving our 2030 target will depend on Government support for commercial vehicle infrastructure."

Darren Holloway, Commercial Director for Energy Solutions at Certas Energy, reinforced the growing adoption of HVO: "After an excellent year for HVO, we are thrilled to support Biffa's transition to net zero. Up and down the country, we are seeing more customers choosing HVO as a short and medium-term solution to immediately and drastically cut carbon emissions."

HVO: A scalable solution

As one of the UK's largest waste management firms, Biffa's success with transitioning its fleet to HVO makes a compelling case for distributors and businesses exploring low-carbon alternatives in hard-to-electrify sectors.

With fleets increasingly embracing transition fuels, this continuing investment further strengthens support for HVO.

For fuel distributors, the message is clear: HVO is not just a stopgap – it's a commercially viable, scalable fuel alternative that's already proving its worth in fleet decarbonisation.

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.



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FoxInsights eyes global expansion following acquisition

FoxInsights has been acquired in a move that will strengthen the provider of remote tank monitoring (RTM) and data-driven asset management solutions and enable further expansion.

Paving the way for the next major step in the FoxInsights journey, parent company EnBW Energie Baden-Württemberg AG has sold the company to Banyan Software, a leading acquirer of successful enterprise software businesses. The partnership opens opportunities to deliver international expansion and technological advancements while strengthening proven capabilities.

A strong partner for long-term success

“FoxInsights has established itself as a trailblazer in IoT-powered metering and analytics, driving efficiency in the energy sector,” said Kay-Ingo Greve, Operating Partner at Banyan Software. “We are excited to support FoxInsights in advancing its solutions and expanding its global impact.”

Til Landwehrmann, founder of FoxInsights, is excited by the opportunity to realise the company’s global ambition: “Since our founding seven years ago, we have worked consistently to shape and lead the remote tank monitoring market in Europe,” said “With Banyan Software as a long-term partner, we can realise our vision of a global presence,



open new markets, and strengthen our leadership position.”

Driving efficiency through innovation

“Transparency creates efficiency, and efficiency translates into competitive advantages,” said Dr. Michael Kolb, CTO of FoxInsights. “Our IoT ecosystem combines cutting-edge sensor technology with AI-powered software to automate processes and achieve significant cost savings. With Banyan Software’s support, we will elevate the performance and global

scalability of our solutions to a new level.”

Founded in 2017 within the innovation hub of EnBW, FoxInsights has grown into a leading provider of digital IoT solutions. “FoxInsights exemplifies our commitment to fostering sustainable technologies and building innovative companies,” said Jürgen Stein, Chief Innovation Officer at EnBW.

“We are confident that under Banyan Software’s leadership, FoxInsights will continue its success story on an international scale.”

Distributor ‘actively seeking investment opportunities’ following new site opening

In line with its growth strategy, Highland Fuels has transformed Balfron filling station, following a major investment to redevelop the property after acquiring the site in October 2022.

Capital investment programme

Highland Fuels is implementing a broader capital investment programme into its network to address the increasing demand for convenience-focused forecourt retailing.

Speaking about the opening of the company’s 16th petrol station, Highland Fuels Retail Director, Allan Murdoch, said: “We are delighted to provide the community of Balfron and the surrounding area a new quality of retail convenience. The accompanying forecourt services will open in a few weeks’ time, enabling the community to purchase fuel locally without incurring a long drive to the

nearest retailer.

“It’s so exciting to bring this project to fruition in what is a wonderful community. We have been based in the local community centre for the duration of the redevelopment and have already engaged with many members of the community. We are also delighted to have established new employment for 13 roles within the community that we serve.”

Future plans

Talking about the company’s future plans, Allan Murdoch, said: “It’s an exciting time for the company, and following the new opening at Balfron, we are actively progressing further investment opportunities across our existing estate, as well as identifying new locations across Scotland to meet the demand for convenience-led forecourt retailing.”



Allan Murdoch (l) Retail Director, Highland Fuels and David Ferrie former owner. Photo Wes Kingston

Compass Energy finds the right tanker partner

As Wiltshire-based fuel distributor Compass Energy expands in the Midlands region, it has found a trusted supplier for additions to its tanker fleet.

Since 2020, Compass Energy – a sister company of Rockley Transport – has provided essential fuel delivery services to homes, farms, construction sites, and industrial plants.

Delivering throughout Bristol, South Wales, the Southeast, The Midlands, and Lincolnshire, Compass has held a strong relationship with RH Commercial Vehicles, a Renault Truck dealer and purchased a Renault Trucks D26 Wide 6X2 rigid truck with a tanker body.

Why Renault Trucks?

Stuart Morgan, Managing Director of Compass Energy, explains: “The trucks look smart and perform well. Their manoeuvrability is impressive – which is an important factor as they are required to get into tight spots.

“We have been impressed with the service from RHCV in the past. The R&M package and quality of service has been fantastic. With the recent acquisition of Coventry and the location of Leicester, they are even more convenient for us. This was another key factor for opting for the Renault.”



Built for fuel distribution challenges

The D Wide has robust capabilities, but its compact chassis allows for easy navigation through built-up urban areas – perfect for the congested city areas that Compass serves.

The vehicle features a tight turning radius and precision steering, perfect for deliveries in confined areas. The cab design enhances visibility with well-placed mirrors, an external sun visor, and a passenger-side vision door with a lower clear window to reduce blind spots – enhancing safety for both drivers and pedestrians.

Tank and safety features

The tanker is equipped with a 20,000-litre

Cobo Tankers fuel tank, fitted in Spain, that features specialised equipment as well as safety enhancements, including a reversing warning buzzer that alerts other road users and pedestrians.

To support operational efficiency, the truck is covered by a seven-year full Repair & Maintenance (R&M) package, ensuring regular servicing, breakdown cover, and a parts warranty – minimising downtime and maximising fleet performance.

A long-term partnership

Compass Energy’s seamless experience with RHCV has reaffirmed its decision and establishes a partnership that looks set to continue for years to come.

Kaessbohrer unveils UK-specific fuel tanker to meet industry challenges

Kaessbohrer has launched a new 45m³ aluminium fuel oil tanker, specifically engineered to meet the unique demands of UK fuel distributors. The tanker, now available through MM Acquisitions in Preston, has been designed to tackle the challenges of the UK’s road infrastructure while enhancing operational efficiency and safety.

Addressing UK-specific operational needs

Unlike standard models, Kaessbohrer’s K.STB E 45 has been re-engineered with a 14-tonne kingpin capacity and a low centre of gravity to improve stability, particularly important for navigating the UK’s winding roads and tight urban areas. The tanker’s compact design, with a vehicle height of 3,330mm and a wheelbase of 7,750mm, ensures smoother passage under low bridges and through constrained delivery sites – common obstacles for UK fuel tankers.

Weight efficiency has also been prioritised.

With a tare weight of just 5,400kg, the tanker allows for greater payload capacity while reducing fuel consumption, aligning with growing industry demands for cost-effectiveness and sustainability.

Meeting flexibility and safety demands

Recognising the diverse load requirements of UK fuel distributors, Kaessbohrer has incorporated flexible compartment configurations, with options for 1, 6, or 8 compartments. This adaptability enables operators to transport different fuel types efficiently, optimising fleet utilisation without compromising safety.

To guarantee durability and safety, the K.STB E 45 has undergone extensive validation at Kaessbohrer’s R&D and Test Centre. Beyond mandatory ADR compliance tests, the tanker has been subjected to advanced simulations and hydraulic testing under real-world road conditions, reflecting operational challenges.

Kaessbohrer established an in-house welding



academy in 2013 to ensure the highest manufacturing standards. Welders receive six months of theoretical, simulated, and practical training before obtaining TÜV and DEKRA certifications, reinforcing the structural integrity of each tanker.

A step forward for UK fuel logistics

Kaessbohrer has launched the K.STB E 45 in response to the evolving needs of UK liquid fuel distribution. By addressing key logistical challenges – such as restricted infrastructure, safety concerns, and the demand for greater efficiency – this new tanker will support distributors in improving the effectiveness and sustainability of their operations.



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THE LATEST UPDATES FROM OUR DISTRIBUTOR COMMUNITY

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Oilfast: Proud to continue special partnership

Having offered an incredible opportunity to local singers and songwriters, **Oilfast**, the independent fuel supplier, based in Motherwell, Scotland, has decided to extend its partnership enabling more dreams to be fulfilled.

Oilfast, together with La Sierra Casa, (a songwriting retreat based in Spain co-founded by Kyle Falconer of the Mercury-nominated band The View and Michael Ward, a veteran of Scotland's music scene), launched the Oilfast Trust Fund – an initiative designed to support aspiring songwriters from low-income backgrounds.

The Oilfast Trust Fund: A commitment to equal opportunity

James Hughes, Business Development Manager for Oilfast said: "We believe that everyone deserves a chance to pursue their dreams, regardless of their financial background. That's why we launched the Oilfast Trust Fund, offering two scholarships. These scholarships will cover the cost of camp, accommodation, food, and more. Ensuring that talented songwriters from low-income backgrounds can thrive in an environment designed to foster their talents.

"The selection process focused on individuals who showed exceptional promise and a passion for music, but who may not have the financial means to attend such a prestigious retreat. We offered two scholarships – to Kieran Fisher and John Harrison. They have since returned from La Sierra Casa and have updated us on their progress."

Kieran Fisher



Philip Storm, Digital Marketing Co-Ordinator, provided an update on Kieran Fisher: "He's been doing brilliantly since La Sierra Casa and has many fond memories of the camp. His favourite moment was creating the song 'Broken Bottles' with Kyle Falconer in an impromptu music session at the back of the camp.

"Kieran said this experience made him realise anything is possible. Before winning the scholarship position, he would never have imagined having the opportunity to attend the camp. Setting his sights to the future, he would love to go on tour. He and his band TONTO have been very busy in recent months and are due to release their new album 'Hope, Faith and Carnage.' Please listen to a snippet of one of their new songs 'Kisses like Whisky'. Big things are on the horizon for the band, so be sure to keep an eye out!"

John Harrison:



Philip continued with an update on the other scholarship winner, John Harrison. "John's a massive fan of The View and has been following them since he was a teenager, so when he found out he was a winner of the Oilfast scholarship, he couldn't have been more excited. He recognised that people from his neighbourhood don't often get these kinds of chances.

"He said that the atmosphere at the camp was amazing, and everyone was in such good spirits through the whole process. John loved working with Kyle, and he also had the chance to write a song with him, creating 'Million Miles' which can be seen on his Facebook page.

"John said he learned a lot from the camp but one of the things that stuck was that a song doesn't need to be perfect the first time. If a lyric isn't hitting right, leave it and finish the song. These things can be fixed after.



"Since the camp, John has now agreed to support Kyle Falconer in HMV Dundee on the 7th of February. He's also working on some new music but doesn't have a release date yet."

La Sierra Casa April 2025

James added: "Oilfast is pleased to announce that after great success with the camp last year, we are continuing with the scholarship and offering a place on the Jamie Webster and Kyle Falconer camp on the 21st of April! We will be announcing the winners of the scholarship places on our socials soon!"



Your NRG: Awarded Renewable Fuel Supplier accreditation

The national bulk and liquid fuel distributor, **Your NRG**, has been recognised as an RFAS (Renewable Fuels Assurance Scheme) supplier.

An important milestone

Gordon Wallis, Head of Marketing and Communications, explained more about the importance of the recognition: "This important milestone demonstrates our unwavering commitment to delivering high-quality renewable fuels. As a leader in sustainable fuel solutions, our innovative HVO Fuel drives meaningful progress within the fuel industry.

"RFAS, designed and managed by the Zemo Partnership, verifies companies' claims of supplying renewable fuels to commercial operators. The Zemo Partnership is an independent, non-profit organisation working alongside the government's Renewable Transport Fuel Obligation (RTFO) to provide verifiable methods for guaranteeing that fleet operators are purchasing sustainable bulk fuels from reputable suppliers.

"Regular monitoring by RFAS guarantees supplier fuel quality while promoting environmental responsibility within the industry. As one of the few certified suppliers, Your NRG must maintain a fully auditable and validated supply chain to ensure supplier legitimacy and product integrity."

A commitment to a greener future

"At Your NRG, being an RFAS-verified supplier extends beyond industry compliance. It represents our commitment to quality and a greener future. By adhering to rigorous industry standards, we ensure that our customers can achieve their net zero goals when using our high-quality HVO Fuel, while also promoting productivity."

Jeremy Royle, Managing Director, commented: "As Renewable Fuel Suppliers under the Renewable Fuels Assurance Scheme (RFAS) Your NRG are delighted to be certified to supply Renewable Diesel-HVO with 100% renewable fuel content in the UK. Another major milestone in Your NRG supporting our customer's future ambitions for net zero!"

New Era Energy: Celebrating 10 incredible years with Laura Lewis

Harlow-based **New Era Energy** has recently had a great cause for celebration – the distributor’s

Commercial Sales Manager Laura Lewis has reached the amazing milestone of 10 years with the business!

Announcing the special anniversary, New Era described Laura as “a true powerhouse” acknowledging her decade-long contribution to the business driving success, building lasting relationships and consistently going above and beyond for both her team and clients. Highlighting her dedication, passion and expertise as “brilliant” the distributor expressed appreciation for everything she brings to the business saying it “couldn’t be more grateful”.

Here’s what Laura had to say about her journey: “I’ve had the privilege of being with New Era for 10 years and I’ve watched both the company and myself grow and flourish. I started as an Account Manager back in 2015, learning the business from the ground up. After that, I built and led a new business team for four years, an incredibly rewarding experience.

When the opportunity came to step into the role of Commercial Sales Manager, I embraced the challenge. It’s been exciting, sometimes demanding, but above all, fulfilling to contribute to New Era’s success.

Most recently, I returned from maternity leave and couldn’t have asked for more support in balancing my personal and professional goals. Here’s to the years ahead, bring it on!”

The New Era team share Laura’s enthusiasm for the future: “Laura, thank you for being such a vital part of our journey. Here’s to many more years of success together!”

A vital part

Laura has been working with John David, Sales Director at New Era Energy who said he “Couldn’t be prouder!” with James Hunt, CEO at New Era Energy adding: “Congrats Laura, a great milestone. Wow that has flown. Thank you for all your hard work and commitment to the company for the last 10 years, here’s to 10 more.”



Oilfast: Exciting new website launch

Motherwell-based, independent fuel supplier, **Oilfast**, has launched a brand-new website for customers.

Lorraine Stewart, Marketing Manager, explained more: “We have introduced a new website demonstrating how Oilfast can help customers stay fuelled all year round.

“As a leading independent family-owned fuel supplier, Oilfast provides a comprehensive range of products and services to meet the diverse needs of residential and commercial customers.

“The new website offers enhanced features. It showcases a vibrant new colour scheme and an innovative redesign that reflects Oilfast’s refreshed brand image while enhancing the browsing experience. Navigation has been thoughtfully organised into distinct sections, For Home and For Business, allowing for a seamless and intuitive exploration of Oilfast’s offerings.”



The best online experience

Speaking about the new website, Managing Director of Oilfast, Stephen Anderson, said: “Our amazing team put in a lot of hard work to ensure our customers receive the best online experience possible. We’re excited for customers to try the new and improved website and hope they enjoy the smooth and informative journey that has been created.”

www.fueloilnews.co.uk

LCM Ltd: Nominated for industry awards

LCM Ltd, the Lancashire-based, fuel, energy, and infrastructure specialist, has been nominated for two awards at the Red Rose Awards 2025.

A spokesperson for the Red Rose Awards said:

“The awards provide a platform to promote success with the aim of encouraging trade within Lancashire. The awards are about the businesses that keep the county flourishing – the heroes of the Lancashire economy.

“Since the awards were launched in 2011, it has steadily grown and become a centrepiece attraction for the business community with the sell-out ceremony taking place at the magnificent Winter Gardens in Blackpool.”

Hard work, dedication and passion

Richard Wallace, CEO LCM, added: “We’re honoured to be nominated for the prestigious Red Rose Awards - in the Scale up and Transformation categories. It’s fantastic to be considered alongside such an impressive group of businesses.

“This nomination is a testament to the incredible hard work, dedication, and passion of our entire team. Every single person has played a vital role in our success, and this recognition is truly theirs. We’re so grateful for the LCM team’s unwavering support and commitment and excited to move forward in the process and see what the next stage holds.”

Good luck to the LCM team!



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In Conversation with Sandra Waters, Commercial Director of NWF Fuels



SANDRA WATERS WAS APPOINTED AS THE COMMERCIAL DIRECTOR OF THE FUELS DIVISION OF NWF GROUP IN JUNE 2024.

CLAUDIA WEEKS, COMMUNITY CONTENT LEAD FOR FUEL OIL NEWS, CAUGHT UP WITH SANDRA TO FIND OUT HOW FUEL DISTRIBUTION DIFFERS FROM HER PREVIOUS ROLES, AND WHAT SHE HOPES TO ACHIEVE AT NWF FUELS.

How did you arrive in the fuel sector?

"I have worked in commercial roles for over twenty years now, and prior to that, I was working in operations, so I have that dual experience," Sandra began. "I have a good understanding of operations but, primarily, my career has been spent in commercial and sales roles.

"Most of my previous roles have been in the parcel delivery world, including years with Yodel in commercial roles followed by roles at a variety of other business including Bunzl and Biffa Waste Management.

"Having always worked in the service delivery and logistics industries, moving into the downstream fuel industry felt like a great fit as well as a new challenge. It is still about moving a product from A to B as efficiently as possible, and I've had twenty years' experience of doing that."

NWF is on a growth journey

Claudia was keen to discover what attracted Sandra to the fuel industry: "I was enjoying my role at Biffa and wasn't looking to leave, but NWF found me. Dave Walmsley, Managing Director, was the inspirer! Dave outlined the journey of growth and development that NWF Fuels are on, and it really excited me. It was too good an opportunity to turn down.

"I've been involved in change processes before with other businesses, but the size of NWF Fuels along with the hands-on approach and the strategy for delivery really appealed to me. I wanted to be a part of it."

The role at NWF Fuels

Sandra explained more about her new role as Commercial Director: "Since joining in June 2024, everything has been great so far! The people, the business, it's all been so impressive, and the team couldn't have been more

welcoming. In terms of the role I've taken on, is it what I expected? Yes! It's challenging, hard work, but so rewarding.

"My typical week can vary quite a lot. I'm based in Crewe, so will usually spend two-three days in the office there; other days you'll find me visiting our great depots. My role is currently hybrid so, in the North-West I'm responsible for all the commercial side of the business, and in the Midlands and South, I'm responsible for all our operations and sales. It certainly keeps me busy!"

Fuel industry challenges and opportunities

Despite having worked in the industry for only six months, Claudia was keen to hear Sandra's thoughts on the main challenges and opportunities in the sector. "As a business, we are concentrating on what we do right, and on providing the best service that we can for the products that we sell. That is our main focus.

"However, we would be very naïve not to consider what the future holds. In fact, one of the first questions I asked Dave during my interview was, how long will I have a job for?"

"What does the future look like for the downstream oil industry? We need to start considering and thinking about what comes next, the new products, the new ideas, how will the future look?"

Business strategy must constantly evolve

"It's been interesting to observe the electric vehicle market, as it has expanded dramatically over the last couple of years, but it feels like it has now slowed with the infrastructure unable to keep pace with requirements. Business strategy must constantly change and evolve.

"In my opinion, change in this industry will be driven by government legislation, which is very similar to what we found when I worked

for Biffa in the waste industry. The desire for energy transition is there, but it's going to cost money to change, and businesses don't want to incur higher costs unless they must. If legislative changes happen then change will happen - because it must.

"As a business, we must focus on providing the products that people need to buy, but for us, the service matters just as much. We want customers to rely on us."

The importance of UKIFDA

"As part of planning and preparing for the future, we are part of the UKIFDA Membership Committee," Sandra continued. "We feel it's important to invest time and resources into that committee because it matters, and it's an exciting time for the whole industry.

"There is plenty of opportunity ahead. The marketplace, from an electrification point of view, is starting to look like it might be at capacity so an alternative fuel solution must be offered. Working with UKIFDA, allows us to push that message to government and the wider public.

"The industry doesn't have to diminish, with support, it can grow. This is a time to focus on fuel. It's the right thing to do. There will always be a market for fuel."

The fuels team

When asked what has impressed her the most about NWF Fuels, Sandra was clear: "It must be the people in the business. The people make NWF Fuels.

"I think it's fairly unique that there have been multiple acquisitions over the years which have managed to integrate into the business brilliantly. That has been really powerful.

"If you speak to anyone that has gone through the acquisition process here, they will say that they feel part of the team. Integrating

acquisitions is something we do so well. And you couldn't work for a better business; the culture is fantastic."

Hopes for the future

Claudia asked Sandra what she was hoping to achieve in her new role, what will success look like? "In the immediate future, I want to support NWF Fuels with its growth mission, as that's what first attracted me to the role. My short-term passion and indeed, my remit, is to grow the business. I want to be hyper focussed on our role – which is to sell fuel."

"Where do I see myself in five years' time? That's harder to predict, but I would like to believe that NWF will remain at the forefront of any changes. We want to be the go-to fuel business that customers come to because we are knowledgeable about the industry and can deliver the fuel they require."

A partner to our customers

"Whatever fuel our customers need, whether diesel or HVO, we are reliable. Our high standard of service will always be maintained, we're at the forefront of industry developments



and can always deliver to the customers. We are a partner to our customers. Meeting all their needs so they don't need to go anywhere else. That's my aim for the business.

Best business advice

Asked for her best piece of business advice

Sandra considered before replying: "I have two that have guided me throughout my career..."

1. Don't ask anyone to do something that you aren't prepared to do for yourself. - That comes from my days in operations.
2. Treat your people right, because they are the ones who run the business.

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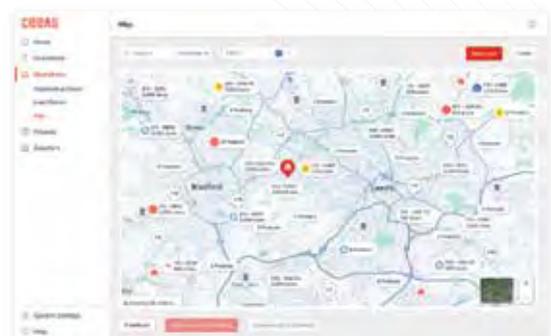
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REPUBLIC OF IRELAND	
COMPANY	NUMBER OF TANKERS
East Cork Oil	197
Top Oil	120*
Corrib Oil	110**
Certa Ireland	101
Klass Oil	53
Valero Marketing	41
Tria Energy	27
Sweeney Oil	24
Glen Fuel Services	21
M&J Kelleher	20
Ultima Oil	18

*Top Oil remains a significant distributor in ROI with the most recent confirmed figure of 120 in 2020.
 **correct as of 2022

NORTHERN IRELAND	
COMPANY	NUMBER OF TANKERS
LCC Oils	150
Nicholl Oils	120***
Patterson Oil	36
Bangor Fuels	35
AH Fuel Oils	25
Morrow Fuels	18
Thompson Fuels	18
WR Kennedy & Sons	12
P Ferguson & Sons	11

***Correct as of 2022



Glen Fuels



Lisburn Fuels

Figures, taken on trust, were provided in January/February 2025. Source: Fuel Oil News March 2025

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Who will win the race?

The first two months of 2025 have been the busiest I have experienced in my four years at UKIFDA. We have travelled through all five nations of our domain.

In Scotland, we met again with the Energy Minister and engaged with several officials and MSPs from various parties alongside Highland Fuels. In Wales, we presented at the Powys District Council in collaboration with Oil4Wales.

In England, we participated in a roundtable discussion with rural Labour MPs in Parliament. Additionally, we attended a meeting in the House of Lords, supported by Mitchell & Webber, along with Lord Berkeley (Labour) and Lord Bruce (Liberal Democrats). The purpose of this meeting was to provide an update to the Energy Minister, Lord Hunt, and officials from the Department for Energy Security and Net Zero.

In Ireland, we met with the Sustainable Energy Authority of Ireland (SEAI) at Grant Engineering. In Northern Ireland, we held discussions with officials from the Department for the Economy, hosted by Warmflow.

A pragmatic route to progress

I would like to thank all UKIFDA members who have been involved this year. Their contributions are crucial, and the more people involved, the better. This year's primary objective is to make significant progress toward decarbonising the fuel we deliver to our customers and to solidify the need for legislative obligations in all the countries where we operate.

While it may not be an exaggeration to say that most politicians support providing alternative solutions to consumers, including a renewable fuel that is affordable and can be implemented and delivered quickly, departmental bodies across various governments often need more convincing – particularly regarding the availability of feedstock.

What is becoming increasingly clear is that some are searching for the perfect solution that decarbonises homes, eliminates the need to import energy or fuel, eradicates fuel poverty, and makes energy affordable again. As one peer remarked in a recent meeting, *"Perfection is the Enemy of Progress,"* borrowing from a quote by Winston Churchill. The reality is that, as of today, no single energy solution can meet all of those needs simultaneously. We need a mix of solutions.



In Ireland, the Programme for Government 2025, published in January following the general election late last year, reveals a more pragmatic approach to energy policy. I am not surprised that biofuels received significant attention for the first time, given that both major parties pledged support for Hydrotreated Vegetable Oil (HVO) in their manifestos.



The programme states the Government's ambition to *"Consider the use of sustainable biofuels to reduce emissions from existing home boilers where deep retrofits are not possible in the short term"* and aims to *"improve traceability in HVO procurement to ensure that the product comes from sustainable sources."* This marks a significant step forward. UKIFDA, through the Alliance for Zero Carbon Heating (TAZCH), is committed to working hard to translate this statement into action.

In January, UKIFDA, OFTEC and Fuels for Ireland met with SEAI at Grant Engineering in Birr to discuss how sustainable biofuels can help meet residential heating targets in Ireland. The Sustainable Energy Authority of Ireland (SEAI) operates under government direction, making it too early to speculate on the exact initiatives. However, the Programme for Government emphasises the necessity of HVO and other biofuels.

SEAI must report to the EU by the end of the year regarding the targets set, and we made it clear that biofuels can play a critical role in quickly achieving those targets. Notably, we highlighted that we could convert all oil-heated homes in Ireland to a 20% biofuel blend within six months of legislation approval, a transition that would equate to installing 160,000 heat pumps compared to just 3,500 installed last year.

Recently, the Northern Ireland Executive released a consultation on the use of biofuels, stating, *"Our research and engagement with representatives from the local heating fuel distribution and supply sectors, alongside industry analysts, informs us that Hydrotreated Vegetable Oil (HVO) and bioLPG are potentially the most likely sources of replacing fossil fuels for heating requirements that can't currently be met by the gas grid, heat pumps or district heating networks."* We are working closely with our partners at OFTEC to respond to this consultation, and the open-minded approach of the Executive is a positive development.

A pivotal year

2025 is shaping up to be a pivotal year across UKIFDA's five nations, and the first two months have underscored the importance of collaboration and preparedness. It is now a race to see which country will be the first to implement an obligation for biofuels in home heating.

We're making progress, and it's worth noting that chasing perfection can sometimes slow us down. Winston Churchill said, *"The maxim, 'Nothing prevails but perfection,' may be spelled PARALYSIS."* It's a good reminder to keep moving forward without getting stuck in pursuing an unattainable ideal.

A DAY IN THE LIFE...

Nunzia Florio

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 **NUNZIA FLORIO**, COMMUNICATIONS DIRECTOR FOR THE TANK STORAGE ASSOCIATION, TO DISCOVER HOW NUNZIA SPENDS A TYPICAL DAY.



MY ALARM GOES OFF AT...

I tend to wake up naturally before my alarm goes off at around 6.30am.

THE FIRST THING I DO IS...

scroll through a round-up of the day's main news stories. I'm not a breakfast person but I love my morning coffee.

I PREPARE FOR THE DAY AHEAD BY...

catching up with the morning's messages and emails and prioritising tasks that require my immediate attention.

However, throughout the day, I might receive some time sensitive enquiries which means that I will have to reprioritise my day.

I CAN'T LEAVE THE HOUSE WITHOUT...

my mobile phone. If I am attending a meeting, I will also not leave the house without my notes.

MY TYPICAL DAY –

My role as Communications Director involves wearing many hats. From leading communications projects and campaigns, to creating engaging content, writing articles or press releases, producing our Terminals Talk podcast, promoting partnerships with key stakeholders and identifying opportunities to ensure that the sector's priorities are at the top of the agenda, there's no day looking the same.

As a trade association, we tackle a wide scope of issues relevant to the bulk storage and energy infrastructure sector while also providing a wide range of support for our membership such as comprehensive monitoring and weekly updates.

We also represent our members' key priorities to Government, Parliament, Regulatory Agencies and in the media. This requires flexibility and the ability to adapt in order to drive positive change.

This also means that every day is filled with exciting opportunities to ensure that our sector's voice is heard and understood when and where it matters most.



MY MOST MEMORABLE WORK MOMENT...

From launching our podcast, Terminals Talk, to having the opportunity to represent the bulk storage and energy infrastructure sector at such an exciting time for our industry and working with the amazing team at the TSA, there are so many memorable work moments!

THE WORST PART OF MY JOB...

Plans can change quickly but unexpected changes can also be turned into opportunities

THE BEST PART OF MY JOB...

is working with friends, colleagues and partners across the bulk storage and energy infrastructure sector and beyond at a time of transformational progress.

I RELAX AFTER WORK BY...

taking my dog for a walk after watching the evening news.

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

Pasta. I could eat pasta every day.

ON MY BEDSIDE TABLE IS...

a Japanese novel set in a bookstore and my mobile phone.

THE LAST THING I DO EACH DAY IS...

play Connections, the New York Times game.

I'M NORMALLY IN BED BY...

11pm at the very latest.





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Passion and pride celebrated with award recognition: Jemma Deans, Transport Manager, Oilfast Group



The Oilfast Group is very proud of its Transport Manager, Jemma Deans and with good reason. Jemma was recently announced as a runner-up for the Transport Manager of the Year Award at the Logistics UK Awards.

With a mission to provide outstanding service and support to every customer ensuring satisfaction at every step of the process, the Oilfast Group has established a strong presence throughout the UK.

Claudia Weeks, Community Content Lead for Fuel Oil News, spoke with Jemma, to find out what drives her passion for her role at the Oilfast Group.

A career in fuel distribution

“I have been working for Oilfast for almost 3 years,” Jemma began, explaining her journey into this industry. “I started working for DHL in the fuel distribution industry when I was just 19 years old (18 years ago!). I started in administration and soon realised I wanted to know more about operations, more about trucks and the products that we were moving.

“DHL took a chance on me and promoted me to Transport Supervisor within the first year. I gained my Transport Managers CPC, IOSH, ADR and attended every training course that was made available to me. I also attended



DHL’s in-house Transport Academy. I switched companies after ten years, to further my career, and became a Transport Manager.

“I left the fuels industry in September 2019, to broaden my transport knowledge. I gained experience of different types of vehicles – low loaders, flatbeds and 8 wheelers with Hiabs, delivering plant and accommodation units to construction sites.

“Early in 2022, I received a call from Charles Lowe, Transport and Logistics Director for Oilfast who I’d first met 18 years ago, when we worked together at DHL. Charles told me

about Oilfast, their rapid growth and ambitions for the future, and asked if I would like to join the team which I did, in March 2022. Moving back to work in the fuel industry felt great; it feels like being at home and where I belong.”

A typical day

Jemma explained what her typical day looks like: “The phone usually rings before I’ve even left the house! When I first started with Oilfast, I mainly worked with our artic division on efficient routing, compliance, problem solving, gaining new work and building our fleet to put out more litres.

“I then moved on to oversee all of Oilfast Transport which covers our rigid vehicles in Grangemouth, Motherwell, Crieff, Forfar, Oban, Inverness and Inch. Our sister company, Oilmaxx, based in England, has rigids in London, Kingsbury and Immingham too.

“Our artic fleet is based in Grangemouth Terminal. Our team consists of a Transport and Logistics Director, Health and Safety Manager, Transport Supervisor, Compliance Supervisor and Administrator, and we also have our own in-house Driver Trainer along with our in-house Fleet Engineer. We’re a busy team!

“Lunch normally consists of something quick and easy – normally a sandwich or some pasta, no time for stopping! Then it’s time for more work!”

Industry awards

The Logistics UK Awards were held at the Park Plaza Westminster Bridge, London, on the 12th of December last year. The evening, celebrating the industry’s achievements over the past 12 months, included a glittering champagne reception and three course meal, with top quality entertainment and dancing.

Jemma was announced as the runner-up for the Transport Manager of the Year Award and explained more about her nomination for the awards: “I couldn’t believe I made it to



the final! With over 2,000 Transport Managers nominated, to be named as runner-up was such an achievement!

"I am passionate about what I do, I take pride in the work I do and I'm always striving to do better. I attended the ceremony with Charles Lowe, and it was a fantastic and nerve-racking night. Logistics UK sure knows how to put on an event!"

Life as a transport manager

Claudia asked Jemma some quick-fire questions about her experiences as a Transport Manager:

What is your favourite part of the job?

"Making a difference, seeing results and beating targets but, most of all, building a team."

What's the worst part of your job?

"Going to work and leaving my 1-year-old daughter Harli Curtis. I would love to take her to work with me!"

If you could change anything about your role, what would you change?

"I wouldn't change a thing; the role comes with



challenges and industrial challenges, but life would be boring if everything was plain sailing.

"The words 'plain sailing, trucks and drivers' just don't go in the same sentence!"

What is your most memorable moment at work?

"Passing my Class 1 – I was on such a high! Then getting out to complete deliveries, building my confidence and experience – I loved it! Hats off to all the drivers out there, they face a lot of challenges on the road."



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PORTLAND MARKET REPORT

FEBRUARY
IN VIEW

IS THERE A FUTURE FOR THE INTERNAL COMBUSTION ENGINE?

With the news last year that China sold more electric cars than conventional petrol and diesel cars, the automotive press has been alight with speculation around the demise of the Internal Combustion Engine (ICE). What has garnered less column inches is the progress of electrification for the Heavy Goods Vehicles (HGVs) that make up the road haulage industry. Therefore, over the next 2 months, we will explore the world of HGVs and highlight this month why electrification will never happen – only to counter that next month with some arguments to suggest that it might...

The first problem facing e-trucks is charging time. Whereas 99% of passenger cars are parked up overnight and thus lend themselves to “at-home” charging, the economics of freight haulage mean that 24-hour operations are essential for asset optimisation. This is an industry that runs on notoriously tight margins and most HGVs have to operate non-stop in order to earn a meaningful commercial payback. Being successful requires almost “Le Mans” like efficiency, whereby one driver finishes his shift, only to be immediately replaced by another driver who jumps into the cab and ensures that the wheels are always turning. Taking a

**“THIS IS AN INDUSTRY
THAT RUNS ON
NOTORIOUSLY TIGHT
MARGINS.”**

vehicle off the road for 8 hours to recharge is simply not feasible and if vehicles do have to stop, then a quick diesel refill will always be the preferred modus operandi. In addition, if continuously operated vehicles were taken off the road for a third of every day (i.e., 8 hours charging), then the number of trucks on the road will also increase by a 3rd. Remember that the goods being transported 24 hours per day, still need to be transported...

The next “e-problem” stems from the batteries themselves. Charging a 500+ BHP



(brake horsepower) truck means immensely dense and heavy batteries, weighing in excess of 7 tonnes. Surprisingly few people seem to be aware that the maximum weight allowed on British roads is 44 tonnes (40t in Europe, 65t in Canada). The unladen weight of an ICE HGV is around 12 tonnes, giving a freight payload of around 32 tonnes (i.e., 12t vehicle + 32t payload = max. road weight of 44t). Add a 7.5 tonne battery into the mix (along with a stronger / heavier front chassis system) and you have reduced payload by around 30%. This of course means that costs also have to go up by 30% and we have a repeat of the thorny issue of increased vehicle numbers. Once again, the freight requirement that currently exists does not go away and electric vehicles will only be able to transport 70% of current payloads.

And if we address the issue of slow charging (to reduce operational delays), this means even denser and heavier batteries, which further reduces freight capacity. One step forward, one step back...

A fragmented industry

The final “elephants in the room”, when it comes to road haulage electrification, are the massively fragmented nature of the industry, coupled with the very high costs of buying a vehicle. Unlike other sectors where major conglomerates dominate, transportation is

made up of thousands of SME companies. The largest road haulage company in the UK is DHL Supply Chain with over 9,000 vehicles, which seems a lot until you realise that there are circa 450,000 HGVs in the UK, meaning that the largest company accounts for only 2% of the market. In the USA a similar picture emerges, with over 96% of freight companies owning less than 20 vehicles and the top 25 trucking firms only accounting for 10% of trade. This means that there are very

**“IT IS IMPOSSIBLE
TO SEE HOW THE
FUNDING MODEL CAN
CONTINUE.”**

few blue-chip companies who – because of their scale and collective force – can push the industry towards electrification. Instead, we have a myriad of smaller firms, none of whom have the financial capacity or technological clout to electrify what is already an expensive occupation. And there lies the final problem...

At a minimum cost of £150,000 for a tractor (front-end) and trailer (back-end), ICE HGVs are already enormously expensive. This is long before any considerations are made with regard switching to battery electric power,

PEOPLE MOVES

where trucks come in at almost 2.5 times the cost of a standard ICE HGV. Moreover, haulage firms almost never buy their own vehicles, relying instead on an established network of financial institutions who in effect lend the operators money via vehicle leases. At the end of these (5-7 year) leases, the vehicle is returned to the lender to sell into a buoyant second-hand truck market, which is the reason that borrowing costs are kept to a minimum. At this juncture, it is impossible to see how the funding model can continue, without sight of what the second-hand e-truck market is going to look like. One would have to question the appetite of the financial community to fund more expensive vehicles with potentially much lower residual sale values? As a minimum, we would expect the financing deals to be much harder to access and considerably less financially attractive.

The proof is in the pudding, as they say, and whilst e-car manufacturers have made (lumpy but) steady progress over the last 5 years, e-truck makers have had a torrid time. In the UK, Tevva went bust in June 2024, whilst US electric truck maker Nikola has seen its market capitalisation – once close to \$30bn – dwindle to just \$60m. Tesla has managed to sell 140 of its Semi Truck HGVs, which doesn't sound too bad until you consider that most are tasked with in-house Tesla transportation and that there are also 13.5m trucks registered in the USA! As things stand, it would seem that electrification presents too many practical and financial obstacles to the running of HGVs in the UK, Europe and North America. However, next month we will look at some of the ways that truck electrification may still become a reality and how China is changing the operational model for road haulage.

For more pricing information, see page 30

Portland

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www.fueloilnews.co.uk



Phillips 66 Limited has appointed **Harry Burton** as Commercial Account Manager.

Based in the London office, with regular travel to Scotland, Harry will be responsible for managing Resellers, FOB Jetty customers, and Supermarket contracts.

"Phillips 66 Limited is one of the most respected fuel suppliers in the UK," Harry says. "The opportunity to progress my career within a company with a great culture and a team with decades of experience really appealed to me."

Harry previously spent four years in account management roles at Mabanaft where he looked after ex-rack products and delivered business out of Grays and Grangemouth terminals.

"Harry's extensive experience and proven track record in the industry make him a valuable addition to the Phillips 66 team," comments Geoff Henderson, Wholesale Business Manager, UK Marketing Phillips 66 Limited. "His expertise will be instrumental in strengthening our commercial operations and driving further growth."



James Johnson has joined **Heat Engineer Software Ltd.**, a business under the Greenarc umbrella, as National Sales Manager.

Formerly National Sales Manager for Greenarc, James shared his enthusiasm for the move saying: "I'm excited to share that I'm taking a step across to a different business under the Greenarc umbrella, starting a new position as National Sales Manager at Heat Engineer Software Ltd!"

"I'll be focussing on growing the business whilst continuing to help heating engineers, surveyors, designers and installers accurately size new systems using our heat loss calculation software."

"Greenarc first invested 2 years ago and based on the journey so far, I'm excited to start this new opportunity, closely working with Rich Cartwright, Founder and CTO as well as Ben Duckworth, newly appointed CEO of Heat Engineer and Commercial Director at Greenarc."



Johnathan Carr has joined **Quay Energy** as Trader & Operator. John comes from ABP with 20 years of experience within shipping.

A spokesperson said: "We know John will bring a lot of value to our organisation and to our customers."

Harry Boxall, formerly a depot manager for NWF has joined **Fuel Additive Science Technologies** as

Business Development Manager commenting: "I'm excited to be joining Sales Manager Scott Mace and the team on their continued growth and success."



Garreth Howes has been promoted to Product Director for **C.D.S. Computer Design Systems Ltd.** Announcing the promotion, the company stated: "With deep expertise in both the downstream fuels industry and CODAS, Garreth has been a driving force in our success. Over the past seven years, his dedication, knowledge, and leadership have made a significant impact, and this well-deserved promotion marks a major milestone in his career."

Formerly Commercial Manager, **George Burrell** has been promoted to Head of Commercial at **Flotech Performance Systems.**



Mark Atkinson has joined **TotalEnergies** as Special Fluids Sales Manager (North)



OAMPS marks 40 years of fuel sector commitment with brand refresh

OAMPS Hazardous Industries, specialist insurance advisor to the hazardous fuels and environmental sectors, has undergone a brand refresh to mark 40 years of consistent commitment to the sector.

The use of ‘heritage blue’ throughout its website, advertising and social channels is a deliberate nod to OAMPS’ origins.

Following a number of explosions in the late 1970s, health and safety concerns around the movement of hazardous fuels left the sector outside the appetite of mainstream insurance providers. Recognising a genuine need, OAMPS emerged to deliver fleet risk solutions to a highly specialist sector where there were none.

Founded by petrochemical specialists, the company was incorporated as OAMPS UK Limited in 1985 and began life placing high-risk fuel fleet motor business into its own, specially established insurance captive to ensure the wheels could keep turning on a vital sector.

Over the four decades since, creating bespoke insurance solutions for fuel distribution has expanded to encompass many other ‘hazardous’ industries.

Working in partnership

Even with its expanded offering, OAMPS has remained closely aligned with the downstream sector as seen in its creation and continued sponsorship of the UKIFDA Driver of the Year award – now in its 25th year.

Close working relationships with leading industry organisations have played a crucial part in OAMPS reaching its 40th year and by ensuring its knowledge and industry insight grows in step with the sectors it supports, OAMPS looks ahead to the decades to come.

Consistent values

Commenting on the brand refresh, Karl Jones, Account Director, said: “To mark 40 years of unwavering commitment to the industries we support, our return to heritage blue ties together a past, present and future where our core values remain unchanged.

“OAMPS Hazardous Industries was a ‘disruptor’ before the term even existed. It was created out of real need, to develop viable alternative risk solutions for customers in the downstream fuel market where there were none. And that same approach – blending

innovation with integrity and expertise with transparency – powers our business today.”

Innovative solutions for a sector in transition

“Four decades of working closely with so many of the UK’s hazardous industrial sectors, has also given us the risk understanding needed to support new, emerging and innovative technologies using the same can-do creative outlook.

“Alternative fuel sources, like HVO, are a case in point, and we were delighted to be able to provide insurance-related advice and guidance to UKIFDA ahead of the initial pilot scheme.

“We will continue to work closely with trade associations to help insurance underwriters understand these evolving risks and how they can be effectively managed. And, as we look to support our sector in its transition to a renewable energy-fuelled, low-carbon future, we’ll make sure we use our expertise to deliver innovative risk solutions and real value, just as our founders did 40 years ago.”



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Why is Otodata leading the way in delivering accessible tank telemetry solutions?

With over 2 million tanks monitored globally, Otodata has firmly established itself as the leader in tank telemetry solutions. Starting with the propane industry, Otodata revolutionised LPG distributors' operations with innovative telemetry systems, enhancing efficiency and reducing costs.

Today, the company continues to transform liquid fuel tank telemetry with cutting-edge innovations, offering tailored solutions for diverse tank types and monitored products.



We spoke with Guy Lanrezac, General Manager Otodata Europe, who shares the latest advancements in telemetry solutions. Guy also explains

how Otodata is developing new hardware and software solutions to meet the evolving needs of distributors as well as significantly improving effectiveness and reducing cost, making them an option for the entire distributor community.

Tailored solutions for every tank

Delivering precision and reliability for all tank types and contents, Otodata offers the industry's most comprehensive range of sensors for liquid fuel tanks. Building on its LPG expertise, Otodata recognises the unique challenges of monitoring various tank types and contents, providing solutions that ensure accuracy and operational reliability. Key innovations include:

- **Hydrostatic pressure sensors:** Ideal for large tanks or hard-to-reach fittings.
- **Capacitive sensors:** Bluetooth-enabled for high precision, allowing one monitor to communicate with up to eight tanks or barrels.



- **Float sensors:** A simple, robust, and cost-effective option with a display for heating oil tanks.
- **Radar solutions:** Perfect for IBC tanks and specialised products like AdBlue.

These advanced sensors empower fuel and lubricant businesses to optimise inventory management, streamline deliveries, and reduce costs while meeting the diverse demands of their operations.

Seamless fuel management with the Nee-Vo app

By giving users full control of their fuel management anytime, anywhere, the Nee-Vo app ensures a seamless and real-time fuel management experience. Designed to complement Otodata's telemetry systems, the app provides both distributors and end users with unparalleled convenience and functionality.

With the Nee-Vo app, users can:

- **Monitor in real-time:** Track tank levels, usage history, and refill schedules directly from a smartphone.
- **Set custom alerts:** Receive notifications for low levels, upcoming deliveries, or unusual usage patterns.
- **Request refills and make payments:** Simplify operations with integrated options.
- **Boost brand visibility:** Use white-labelling and in-app promotions to engage customers and strengthen branding.

For distributors, the Nee-Vo app is a powerful tool to streamline workflows, enhance customer satisfaction, and build stronger brand loyalty.

Revolutionising tank monitoring with Direct-to-Application technology

Simplifying telemetry adoption with cost-effective, user-friendly solutions, Otodata's Direct-to-Application (DTA) technology is transforming the way tank monitoring is approached. This innovative system eliminates excessive hardware requirements by using capacitive and float sensors that reduce installation expenses while maintaining exceptional performance.

DTA technology allows sensors to communicate directly with the end user's smartphone via the white-labelled Nee-Vo app, creating a seamless plug-and-play experience. For tank manufacturers, this provides an opportunity to integrate telemetry as a default feature during production, delivering unmatched value to fuel distributors and their customers.

By ensuring cost-effectiveness and simplicity, DTA technology is opening the door to broader adoption and more accessible telemetry solutions across the industry.

Leading the future of tank telemetry

Scalable, reliable, and future-ready, Otodata's solutions are tailored to meet the evolving needs of distributors and manufacturers. From managing large inventories to embedding telemetry into manufactured tanks, Otodata continues to lead the way in innovation.

We look forward to hearing more from Otodata, a company determined to deliver the next generation of tank monitoring and make it accessible to all.





INDUSTRY INSIGHT

How we can use hydrogen to achieve net zero



AS HYDROGEN GAS CAN BE PRODUCED AND USED AS AN ENERGY CARRIER WITH ZERO-CARBON EMISSIONS, IT HAS THE POTENTIAL TO PLAY A KEY ROLE IN THE TRANSITION TO NET ZERO. IN THIS ARTICLE, **PAUL BANSIL**, DIRECTOR AT KBR CONSULTING INTERNATIONAL, A COMPANY DELIVERING GLOBAL SCIENCE, TECHNOLOGY AND ENGINEERING SOLUTIONS, EXAMINES THE CURRENT STATE OF PLAY AND THE BARRIERS TO ADOPTING HYDROGEN AT SCALE.

Key environmental considerations

Hydrogen is already used extensively in various industrial applications, notably hydrocarbon refining, and has huge potential in decarbonising hard-to-abate industries. However, when evaluating hydrogen as a fuel source, it is important to consider the broader context. The primary focus should be on enhancing energy efficiency and reducing overall energy consumption in processes. Direct use of green electricity generated from renewable sources will always be more efficient than hydrogen, as energy losses occur during the conversion of electricity to hydrogen, its transportation, storage, and reconversion back to electricity.

It's crucial to understand the true environmental impact of the hydrogen being used. While green hydrogen shows promise, it's still a maturing technology at significant scale. It is produced through electrolysis, where electricity from renewable sources splits water into hydrogen and oxygen. This process requires significant amounts of renewable electricity and specialised electrolyzers, which are currently expensive but becoming more cost-effective as technology advances.

Currently, blue hydrogen – produced from steam methane reforming with carbon

capture utilisation and storage (CCUS) – is currently more economically viable. The steam methane reforming process involves reacting natural gas with high-temperature steam to produce hydrogen, carbon monoxide and a small amount of carbon dioxide. In a subsequent reaction, the carbon monoxide and steam are reacted to produce more hydrogen and carbon dioxide. The CCUS technology then captures and stores the carbon dioxide emissions, significantly reducing the carbon footprint of the process.

However, different countries have varying approaches to the feasibility of CCUS, which impacts the adoption of blue hydrogen. Some view CCUS as a crucial transitional technology, while others are more sceptical about its long-term viability and environmental impact.

The importance of de-risking investments

To make the transition from blue to green hydrogen successful, not only must technology evolve to reduce the levelised cost of hydrogen production, there must also be supportive policies in place.

Different regions have different strengths in hydrogen production. For instance, Scotland can leverage wind power, while Spain and the Middle East can utilise

solar energy. This diversity in production capabilities highlights the potential for a global hydrogen industry, provided there is sufficient international co-operation.

International co-operation in green energy projects is already paving the way for future hydrogen collaborations. For example, the EU-India Clean Energy and Climate Partnership promotes access to clean energy technologies and encourages research and development of innovative solutions.

Hydrogen corridors are already forming between different regions, indicating the beginnings of a global hydrogen economy. The European Hydrogen Backbone initiative, for instance, envisions a pan-European hydrogen transport infrastructure, connecting hydrogen valleys across the continent.

However, to unlock this potential fully, policy measures are crucial in de-risking the substantial investments required. The European Union's Important Projects of Common European Interest (IPCEI) for hydrogen is a prime example of how governments can support large-scale hydrogen projects and mitigate investment risks. The implementation of the Carbon Border Adjustment Mechanism (CBAM) regulations and the need to report emissions for all imports into the EU will also help in the production of greener goods.

How to build supply and demand simultaneously

The hydrogen industry faces a chicken-and-egg dilemma regarding supply and demand, necessitating simultaneous growth in both

areas. One significant challenge is storage, as the supply chain requires substantial storage infrastructure. Fortunately, professionals with engineering expertise from the oil and gas industry possess highly transferable skills to address practical problems in the hydrogen sector. Innovative hydrogen storage projects are being developed to address this challenge.

Other challenges associated with wider adoption are the high cost and practical difficulties of long-distance hydrogen freight. Although, there is significant experience with hydrogen transported at high pressures via pipelines at regional scale, this solution is not suitable for inter-continental trade at the global scale. The energy sector is looking into alternative means of transfer, with ammonia, liquid organic hydrocarbon carriers (LOHC), or hydrogen liquefaction, being the most advanced candidates

Converting existing systems from natural gas to hydrogen combustion is not straightforward due to differences in combustion temperatures and flame lengths.

However, for industrial power generation, specific hydrogen burners capable of running permanently and efficiently are already available. Partial decarbonisation through blending hydrogen with natural gas in existing networks is better than no action at all, especially in the short term.

How hydrogen can complement the 'last mile' solution

Rather than being a silver bullet, hydrogen's potential lies in becoming a key component of the energy mix. It's crucial to remember that green hydrogen is essentially renewable electricity in a different form. Hydrogen shows great promise as a 'last mile' solution, helping to fill the gaps left by the intermittent nature of renewable energy sources. In the transport sector, hydrogen fuel-cell powered vehicles have significant potential, particularly for heavy-duty applications where battery weight is a limiting factor. However, the development of a comprehensive refuelling network remains a critical challenge with the investment

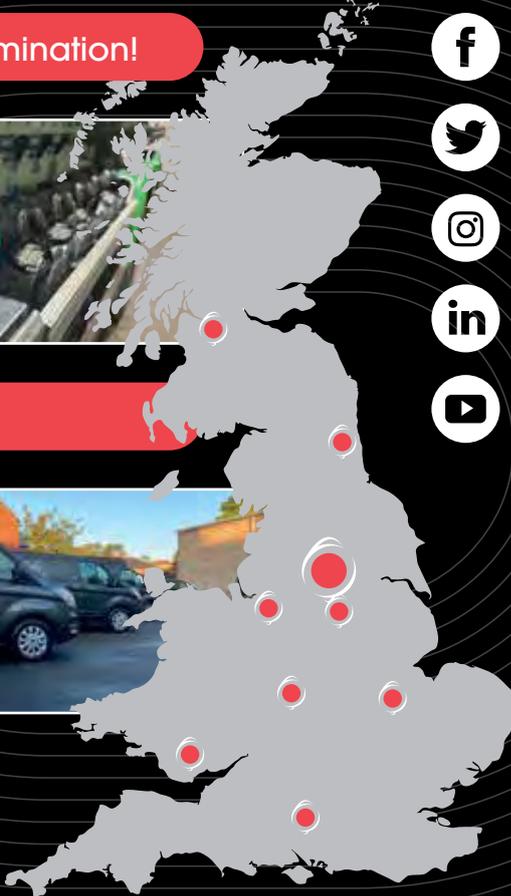
required to expand this infrastructure one of the most significant barriers to realising hydrogen's full potential.

In conclusion, while hydrogen holds immense promise as a fuel of the future, its widespread adoption faces several challenges including improving efficiency of the electrolyser system, developing the necessary infrastructure and creating supportive policies to encourage investment. By addressing these and leveraging the unique strengths of different regions, we can work towards a global hydrogen economy that complements other renewable energy sources and plays a crucial role in achieving net-zero emissions.

As we move forward, it's essential to maintain a balanced perspective, recognising hydrogen's potential while also acknowledging its limitations. By doing so, we can ensure that hydrogen takes its rightful place in the future energy landscape, contributing significantly to our global decarbonisation efforts.

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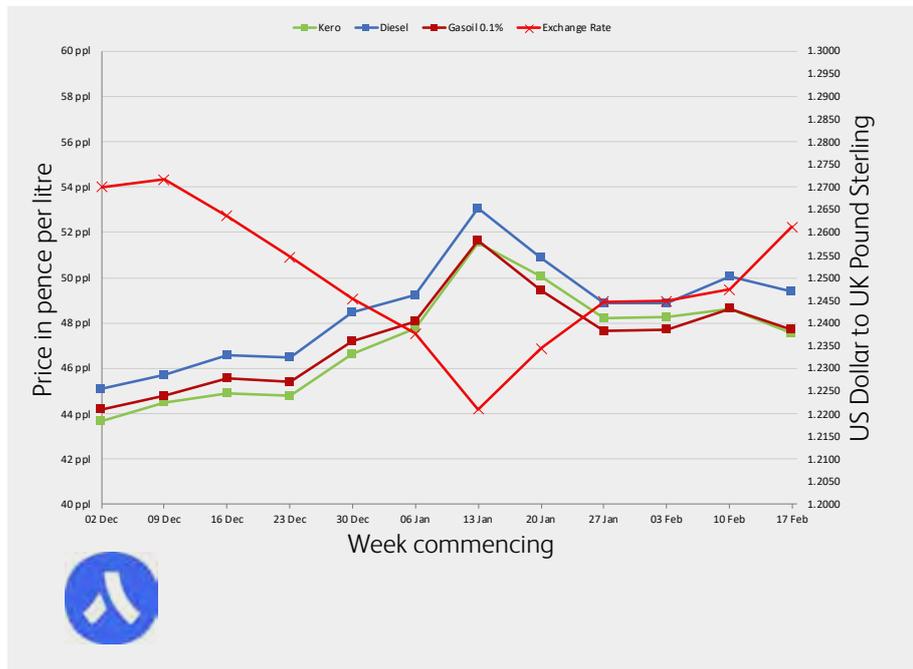
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Wholesale Price Movements: 19th January 2025 – 18th February 2025

	Kerosene	Diesel	Gasoil 0.1%
Average price	48.67	49.64	48.30
Average daily change	0.54	0.58	0.58
Current duty	0.00	52.95	10.18
Total	48.67	102.59	58.48

All prices in pence per litre



Highest price **51.53**
Mon 20 Jan 25

Biggest up day **+0.82**
Mon 10 Feb 25

Kerosene

Lowest price **47.31**
Mon 17 Feb 25

Biggest down day **-1.15**
Thu 13 Feb 25

Highest price **52.26**
Mon 20 Jan 25

Biggest up day **+1.07**
Tue 11 Feb 25

Diesel

Lowest price **48.11**
Wed 05 Feb 25

Biggest down day **-1.39**
Thu 13 Feb 25

Highest price **50.82**
Mon 20 Jan 25

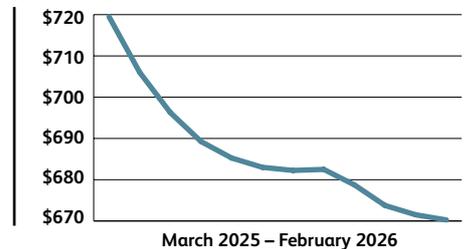
Biggest up day **+1.13**
Tue 11 Feb 25

Gasoil 0.1%

Lowest price **47.03**
Wed 05 Feb 25

Biggest down day **-1.45**
Thu 13 Feb 25

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	51.86	62.18	106.72	59.12	66.44	110.90
North East	50.81	60.81	105.80	60.91	64.78	108.87
North West	52.38	63.41	108.19	59.36	67.12	110.94
Midlands	50.88	61.34	106.26	57.71	65.25	109.59
South East	50.98	61.30	106.24	65.06	68.11	109.13
South West	51.33	61.14	106.08	60.42	65.04	108.72
N. Ireland	51.44	62.51	n/a	58.15	67.30	n/a
Republic Of Ireland	65.20	67.94	107.66	71.27	71.96	111.07
Portland	49.19	58.86	102.95			

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 Automate App Limited, dedicated providers of fuel price information from refinery to pump.

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

WELCOME TO MARCH'S EDITION OF OUR SPECIAL MONTHLY FEATURE WHICH GIVES YOU THE OPPORTUNITY TO 'MEET' AN INDUSTRY FIGURE AND, HOPEFULLY, TO DISCOVER ANOTHER SIDE TO THEM BEYOND THE WELL-KNOWN FACTS.

THIS MONTH WE CHAT WITH **DUNCAN LAMBERT**, MANAGING DIRECTOR AT RIX PETROLEUM LTD.



“NEVER STAND STILL OTHERWISE YOU WILL BE OVERTAKEN.”

DUNCAN LAMBERT

Give your career history in 25 words or fewer.

Trained as a general engineer, fell into sales with Rix, became a Sales Manager, Director, Managing Director and Main Board Director.

Describe yourself in 3 words.

Loyal. Committed. Conscientious.

What were your childhood/early ambitions?

Engineering: fixing anything with an engine.

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

Formula one pace car driver.

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

Look beyond the bull sh...

Share your top tips for business success.

Never stand still otherwise you will be overtaken. Surround yourself with good hard-working people. Don't take NO for an answer.

What's your most recent business achievement?

Continuing to expand the business for the next generation.

Tell us your greatest fear?

Failure. That's why you should work hard and smart.

Which is most important – ambition or talent?

Ambition every time, I've seen too many talented lazy people.

What's the best thing about your job?

Looking after people and developing their future.

Which is the quality that you most admire?

Honesty.

What are you most likely to say?

“Are you ok?”

What are you least likely to say?

“I'm not interested.”

Do you have a favourite sports team?

England Rugby Union.

Describe your perfect day.

Early start, fire up the classic car and drive off with the boys for breakfast.

What's the biggest challenge of our time?

Getting a sensible settled government.

Cheese or chocolate?

Cheese.

Share your greatest personal achievement.

Pilot's licence.

What's your pet hate or biggest irritant?

Negative people.

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

TVR sports cars.

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

Return of winter fuel payments.

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

That proves anyone can do it.

What is number 1 on your bucket list?

More European car tours.



What 3 things would you take to a desert island?

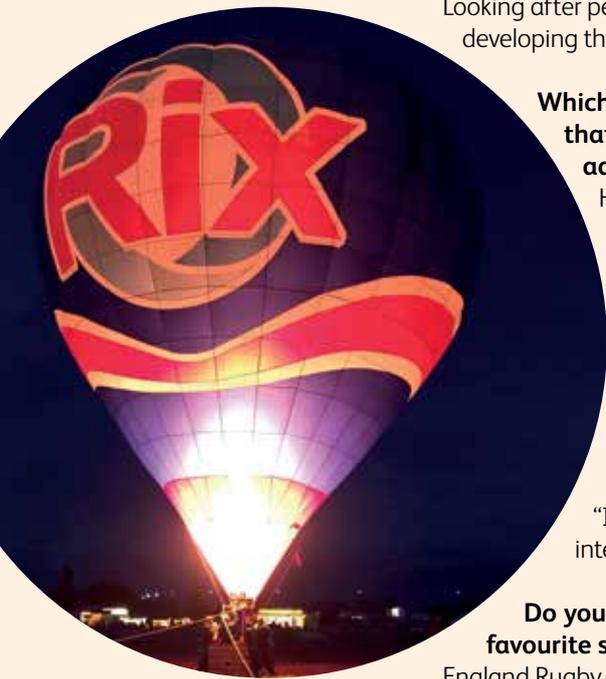
My wife. Guinness. iPhone.

Tell us something that people would be surprised by.

I only like limited foreign food.

Who would you most like to ask these questions of?

Robert Stephenson (The Father of Engineering).



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