Fuel Oil News

Incorporating DOWNSTREAM

July 2025

HOW THE INDUSTRY IS LEADING ON LOW CARBON SOLUTIONS

CASE STUDY: A DISTRIBUTOR'S DIGITAL TRANSFORMATION

ALL THE LATEST DOWNSTREAM DATA

The energy we don't use

Who knew electricity meters had a 'best before' date? I'm sure many of you are already familiar with this, but I was blissfully unaware that mine does – and like an overripe loaf of bread, its time is up. In truth, I would still be in the dark (potentially literally) if not for that helpful, pink-tentacled character alerting me to the need for a replacement.

As I now know, a meter's lifespan is set at the point of manufacture, to ensure energy use is measured and charged accurately – something older meters apparently become less inclined to do.

When that time is up, in comes the engineer to replace it, switching out the gas one at the same time for good measure. In their place: not just any old meter, but brand new SMETS2 smart meters.

These gadgets not only send automatic readings, but also come with a display showing live energy usage – handy, empowering, potentially alarming, but surprisingly exciting.

The irony of installing cutting-edge tech in my 300-year-old home with its thick stone walls, main bedroom in the roof space and 'open plan layout' that suggests energy efficiency was not a design priority – isn't lost on me. Yet my home is, actually, surprisingly efficient – staying warm in winter and cool in summer, and our energy use is modest. Even so, I am geekily excited by the opportunity to better understand our usage.

Reducing energy use through efficiency is not a new concept. It was in the 1970s that American physicist and environmentalist – and energy efficiency protagonist – Amory Lovins famously coined the phrase, "the cheapest energy is the energy we don't use".

It's a message resurfacing with force: the government has reaffirmed its net zero commitment and made good on its manifesto promise of £13.2bn funding for the Warm Homes Plan.

While this might seem simply a domestic tale, it's a small part of a much bigger picture – one where smarter systems, data-led decisions and efficient infrastructure underpin the future of our energy system.

Efficiency is, once again, taking a leading role in decarbonisation policy. And, it seems, with a new smart meter imminent, it will also be playing a role in mine.

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Fuel Oil News

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

On the cover

Pictured together, are the teams from Nolan Oils and D.T.S. On pages 30 & 31, you can read how their transformative industry partnership has not just improved operations and efficiency, but also delivered growth in revenue, delivery volumes and customer satisfaction.

In this issue

We speak with those in the industry leading the way with decarbonisation solutions. We hear from UKIFDA Green Award winning Certas Energy, on pages 12 & 13, and Prema Energy on pages 17-19. Latest industry data can be found on pages 24-28 and drivers speak on pages 36 & 37.

Celebrating 20 years of FAST fun and fuelling innovation

Fuel Additive Science Technologies (FAST) proudly marks a major milestone this year, as the company celebrates its 20th anniversary. Founded in 2005, FAST has grown from a visionary idea into a thriving organisation dedicated to advancing fuel behaviour and performance through cutting-edge science and collaboration.

Reflecting on two decades of success, FAST commemorates not just its achievements, but also the community that built it – from the original team of scientists and engineers to the broader network of passionate individuals who shaped the company's unique culture.

"No more identity crises or mood swings – we're no longer teenagers," a spokesperson joked during the company's anniversary celebration. "We know exactly who we are: a dedicated team committed to making fuel behave itself – even if we don't always behave at the Christmas party."

Strong foundations

A special tribute was made to company founders Dr. Bob and Sallyann Hall, who launched FAST with vision, nerve, and – as the team fondly remembers – a well-lubricated sense of optimism. Their grassroots recruitment strategy became legend, with the founding team sourced not from typical CV databases, but from trusted friends and colleagues met at the Golden Ball pub in Ironbridge. These early hires – including Charles, Tim, Scott Sampson, and Teresa – formed the backbone of a company built on loyalty, character, and camaraderie.

Another key turning point came in 2010, when Neil Ryding joined FAST as Managing Director after working with one of the company's suppliers. His leadership marked the start of a new chapter in FAST's growth and innovation.

Twenty years on, FAST remains proud of its roots and excited for the road ahead. With a blend of scientific rigour and genuine friendship at its core, the company looks forward to continuing its mission of fuelling innovation – and having a bit of fun along the way.

Argent Fuels expands biodiesel supply to boost fleet decarbonisation

Argent Fuels is scaling up its low-carbon fuel operations with the expansion of its High Blend Biodiesel supply across southern England.

The move is aimed at helping fleet operators – from bus and coach companies to HGV and rail services – decarbonise more quickly and efficiently. As part of Argent Energy, the company produces waste-based biodiesel and has been a pioneer in the field since 2008, when it became the UK's first commercial supplier of high-blend biodiesel. Today, it fuels over 9,000 vehicles.

The expansion includes the launch of a new blending and distribution centre strategically positioned to serve London, the South East, East Anglia, and the Home Counties. This facility improves access to biodiesel blends of up to B30, allowing fleets to significantly reduce their reliance on fossil diesel and cut CO2 emissions.

With the current specification being B7, Argent's offering represents a meaningful contribution to the UK's transport sector transition.

Zemo report calls for targeted policies to drive transport decarbonisation

Zemo Partnership has released a new report outlining the specific policies needed to accelerate the UK's transition to net zero road transport.

Launched alongside a Parliamentary Roundtable in Westminster, "Decarbonising UK Road Transport: Map of Missing Policies" presents targeted recommendations across key vehicle sectors including buses, coaches, cars, vans, and HGVs. Backed by the European Climate Foundation, the report builds on Zemo's existing Delivery Roadmap for Net Zero Transport, published in December 2024.

Zemo's Acting Managing Director Jonathan Murray commented: "UK transport's transition to net zero is well under way, though progress is uneven across the sector. There are still many specific hurdles that these policy prescriptions seek to address as we accelerate into the delivery phase of transport decarbonisation."

Neil Stockley, Zemo Head of Public Affairs and the report author said: "The UK's road transport landscape is changing dramatically in a short time-frame. It's vitally important that policy development keeps pace with this changing landscape."

"I'd like to thank the many industry leaders and associated experts who have contributed their time and energy to helping Zemo complete this important work."

In our next issue we will take a closer look at the measures highlighted in the report, which include proposals such as reintroducing grants for electric vehicles, extending support for fleet infrastructure, and phasing out diesel bus incentives.

Your NRG supports fleet transition at East Midlands Airport

East Midlands Airport has transitioned its entire ground vehicle fleet to renewable HVO Fuel, marking a major step in reducing its carbon footprint.

The switch – facilitated by Your NRG – covers over 60 vehicles, including fire trucks, snow ploughs, and security units. The move is expected to cut carbon emissions by up to 90%, helping the airport progress toward Manchester Airports Group's 2038 net zero goal.

Steve Griffiths, Managing Director of East Midlands Airport, said: "Working with Your NRG to convert our fleet of ground vehicles is a great step forward, with significant emissions reductions and other environmental benefits."

Lee Reason, Commercial Director at Your NRG, commented: "We're delighted to be working with East Midlands Airport to support its transition to renewable fuel.

"At Your NRG, we believe decarbonising transport operations is essential to delivering real environmental progress, and HVO Fuel offers an immediate, scalable solution. This partnership shows how forward-thinking organisations can drive down emissions today, not years from now, and we're proud to be playing our part in helping the UK aviation sector build a cleaner, more sustainable future."

Rolling back net zero: is it time to ease up on the transition?

With recent calls to 'scrap net zero' leading those at the frontline of transition delivery to ask whether they can afford to 'take their foot off the gas', we weigh up the likelihood of a net zero rollback.

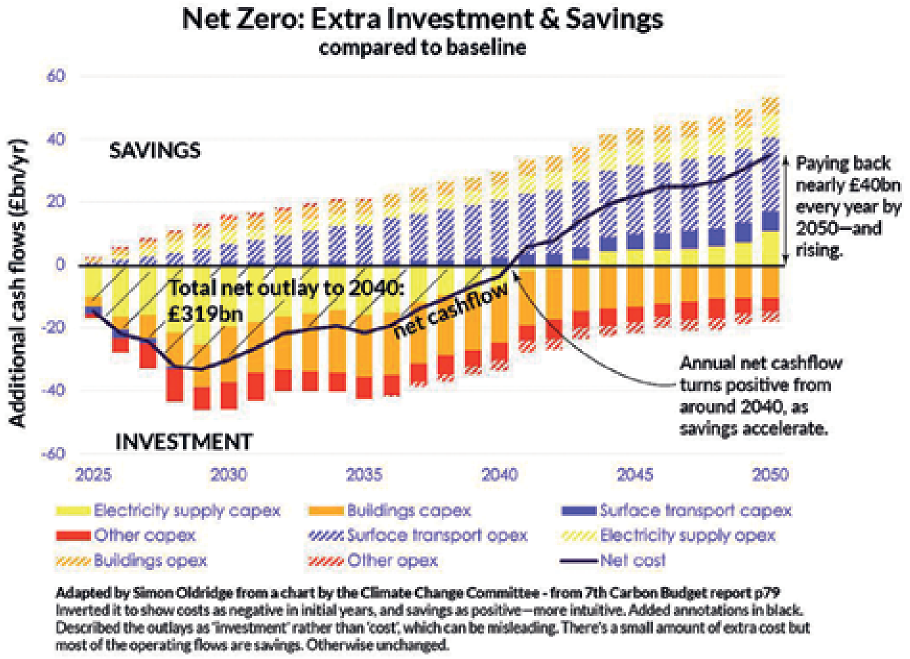
The net zero 2050 target, enshrined in UK law under Theresa May's Conservative government, has become a point of debate over recent months. Conservative leader Kemi Badenoch and Reform leader Nigel Farage are challenging Prime Minister Keir Starmer, turning net zero policy into a defining political battleground.

Reform UK has long held a position of opposition to the net zero 2050 target, stating its intention to 'scrap it'. Having coined the phrase 'net stupid zero', reflecting the party view that climate policy is 'destructive to jobs' and 'making people worse off, Reform's deputy leader Richard Tice is repeating it at every opportunity to drive home the party's stance.

Conservative leader Kemi Badenoch's abandonment of her net-zero commitment is far more recent. Her declaration that "net zero is impossible to achieve while growing the economy" and call for a policy roll back appears to be a calculated concession to Reform's climate-sceptic supporters.

However, jumping on the 'green policies are a financial burden on hard-working Brits' bandwagon to gain a few votes may be a massive miscalculation. Firmly entrenched climate sceptics are already in the Reform camp and the proportion of voters who favour a net zero rollback are surprisingly few.

Contrary to the political noise, polling shows strong public support for net zero. A May 2025 Climate Barometer survey found that 63% of Britons back the UK's 2050 net zero target, including 54% of Conservative voters, with only 32% of Reform UK supporters opposing it.



The Climate Change Committee's modelling of net zero shows that UK will be saving £40 billion and rising every year once we get there.

Decarbonisation underpins government policy

Entering the fray, Prime Minister Keir Starmer appeared emboldened rather than deterred by his noisy neighbours. Speaking the day before the spending review, he restated his ambition to make the UK a global leader in clean energy. Making it clear that, to the government, net zero is not just policy, it's personal, he described the commitment to decarbonisation as "part of our DNA – underpinning everything we do."

By turning climate policy into a political wedge, it is Reform UK and the Conservatives who risk finding themselves on the losing side.

A recent YouGov poll of UK MPs has confirmed that the majority are not in the Farage/Badenoch camp, with 84% supporting the UK's long-term net-zero emissions target.

Even more importantly, when it comes to attracting votes, the vast majority of the British public, including the all-important younger demographic, support ambitious action on climate change.

A March YouGov poll showed that 61% of the public 'strongly' or 'somewhat' support the government's net zero commitment (28% plus 33%), while just 24% oppose it. Two thirds of UK voters are ambitious for accelerated progress.

No turning back

Despite both parties arguing the economic case for a roll back in climate policy, their arguments are at odds with stark warnings from UK business leaders with the Confederation of British Industry declaring "now is not the time to retreat from green growth."

Portraying the pursuit of net zero as a financial burden is flying in the face of the reality that the transition is, itself, an engine of economic growth. Having built a reputation as a leader in clean energy, delivering industries that are not just clean but, more importantly, profitable, the UK's net zero economy grew by an impressive 10% last year, swelling the national coffers by £83 billion. UK businesses have poured billions into industrial pivots with the UK's unwavering commitment to net zero key to their confidence to do so.

The Government's official climate advisors have stated that a well-managed net-zero transition could be delivered with less than 0.5% of GDP and that the economic and social risks of inaction are far greater.

Net zero isn't just about appeasing climate activists – it's about jobs, investment, growth and long-term economic security. With other countries pouring billions into their own green development, any rollback means we simply get left behind.

Yet, the noise around the political commitment to net zero has led businesses to question whether they can afford to ease up on transition activity.

The answer is unequivocal – it makes no sense to do so; net zero is embedded in UK law and very unlikely to be changed.

Most tiers of government and industry are firmly committed to delivering net zero, and all polls indicate that a large majority of the public and businesses are supportive of climate action. The transition is now well underway and with a momentum (nationally and internationally) that is unstoppable.

Rather than looking to ease up on the transition, businesses will be better served identifying the economic opportunity it brings.

With billions already invested, and the global race for green leadership underway, the UK has too much at stake to turn back now.

Spending review reinforces Labour's green agenda

The Treasury's recent Spending Review reinforced Labour's commitment to climate policy, dispelling speculation that green spending would be scaled back

With increasing pressure on the government purse, and both Reform and the Conservatives vocal in their opposition to net zero, many anticipated a reduction in policy funding.

One area deemed to be 'at risk' was the Warm Homes Plan – a manifesto commitment to upgrading the nation's homes.

However, the review confirmed the pledged £13.2bn scheme funding, covering spending between now and 2030.

Among the key beneficiaries of the review was the energy sector, with DESNZ funding benefiting from a 16% increase – the highest of any department. Significant funding was announced for nuclear power, energy efficiency and carbon capture and storage (CCS).

The same end game, but a new message

In an interesting pivot, Chancellor Rachel Reeves did not use the terms 'net zero' or 'climate change' during her presentation of the review, instead positioning the funding as essential to deliver both cost savings through improved efficiency, and energy security through "homegrown, clean power".

Confirming the government's financial commitment to the Warm Homes Plan, Reeves said it will help to cut bills by up to £600 per household as well as supporting tens of thousands of jobs across the country.

The £13.2bn funding roughly doubles the previous government's commitment – up from £6.5bn – and will see around a fifth of UK housing stock upgraded by 2029, through a variety of measures including efficiency improvements, heat pumps, solar and batteries.

Responding to the review, Dhara Vyas, Energy UK's chief executive commented: "By reaffirming the funding to improve the energy efficiency of millions of homes and supporting the switch to cleaner heating alternatives, customers can expect warmer and more comfortable homes, cleaner air and cheaper bills – showing how the energy transition can improve their daily lives."

Welcoming the funding and acknowledging that electrification remains the 'end-game', industry voices urged the government to continue to be mindful of the need to avoid "dictating" solutions or "disproportionately impacting" consumers.

"We mustn't lose focus on the importance of improving energy efficiency and transitioning all homes onto low carbon heating systems, in line with our net zero targets," commented Malcolm Farrow, Head of Public Affairs for OFTEC, before urging the government to "provide policy support for renewable liquid fuels in its upcoming Warm Homes Plan".

Given the scale of the UK housing stock challenge, and the mounting pressure on the UK purse, interim solutions that alleviate that pressure will be increasingly attractive.

With further details expected in October, stakeholders will be watching closely to see how the government balances ambition with affordability.

Grangemouth attracts strong investment interest

Following the closure of Scotland's last oil refinery at Grangemouth, the Government has pledged £200 million through the National Wealth Fund to secure a long-term, sustainable future for the site.

In a recent interview, Energy Minister Michael Shanks expressed optimism that positive announcements will follow soon, revealing that over 80 potential investors have come forward. The Government is seeking an additional £600 million in private funding to support the redevelopment of the area into a modern energy and industrial hub.

The refinery's closure, led by Petroineos due to daily financial losses, resulted in more than 400 job losses and the site's transition to a fuel import terminal.

Scottish Enterprise and Project Willow – a government-funded report exploring alternative uses for the site – are now central to shaping Grangemouth's future. A number of viable near-term investment projects are under active consideration as the region repositions itself at the forefront of Scotland's energy transition.

Project Willow has outlined future potential for the site in areas such as sustainable aviation fuel – regarded by government as a key part of the energy transition. Describing some of the proposals as "really exciting, viable projects", Michael Shanks said they would help create "the jobs of the future," and Jan Robertson of Scottish Enterprise confirmed that some of the inquiries have good potential to become active projects in the next three to four years.

While exact details remain under wraps due to ongoing due diligence, energy-related projects – particularly in sustainable fuels – are highly likely to be part of Grangemouth's future.

ReFuels announces first profitable quarter, but is Bio-CNG really becoming the clean fuel of choice for fleets?

ReFuels, a leading Bio-CNG supplier, has reported its first profitable quarter since going public, citing growing biomethane adoption and increased Renewable Transport Fuel Certificate prices. CEO Philip Fjeld claims Bio-CNG is "becoming the clean fuel of choice" for UK fleet operators but is this really the case?

Cost and return on investment

Philip highlights lower operational costs as a key reason for Bio-CNG's increasing popularity: "Bio-CNG is becoming the clean fuel of choice for UK feet operators with lower costs than traditional diesel and HVO."

He also points to strong adoption in the 4x2 truck market, in which ReFuels serves 2000 plus trucks running on Bio-CNG – 10% of the UK total – and growing interest in the newly available 6x2 CNG trucks, which he says, "opens a market six times larger".

Latest market statistics from Zemo Partnership confirm that the greatest uptake of biomethane has been in the 44t arctic HGV sector, where high mileage rates see an attractive financial return due to lower cost of the fuel compared to diesel.

Zemo statistics also indicate a steady increase in HVO adoption in HGVs, with numbers rising to 5000 this year.

Infrastructure challenges

While total cost of ownership over five years may be lower, the initial capital outlay for Bio-CNG – compatible vehicles and infrastructure remains a major consideration for operators.

Bio-CNG infrastructure also lags behind as Philip acknowledges: "Even for those fleets used to on-site diesel bunkering, CNG bunkering is expensive to build and requires a grid gas network – this is a big hurdle initially.

"Acceleration of uptake needs a nationwide network of truck-friendly access stations."

Currently, there are just 16 public-access, truck-friendly sites operational, all built with private equity. "More stations mean more trucks, but the challenge to building infrastructure is monumental," Philip comments, explaining how site selection, planning and construction can take up to two years "if you're lucky" – or more, as one still unbuilt site shows after eight years in development.

Philip stresses that planning system is urgently needed to unlock growth. Yet, despite these bottlenecks, he remains optimistic with increasing investment and cooperation and ongoing site development and launches, such as the recent Livingstone facility sited near a Tesco fleet depot.

Vehicle availability and fleet planning

For larger operators like Tesco and DHL – typical ReFuels customers – long-term fleet replacement cycles (15 to 20% annually) support strategic shifts to Bio-CNG

"We're not talking about tomorrow," Philip explains. "Planning for the longer term will enable them to select Bio-CNG-ready vehicles as part of their fleet replacement programme."

Philip also notes the recent availability of 6x2 CNG truck models which has removed another barrier to adoption.

Sustainability and supply chain confidence

Philip has no supply concerns insisting: "Biomethane supply is chasing transport demand and is not constrained by feedstock availability."

Refuels has worked with Foresight Group, to align biomethane sourcing, refuelling infrastructure and certificate generation in one fully-equity funded platform, and says it is positioned to "double capacity over the next three years".

"We have already secured supply for the whole of 2025, are working on 2026 with no anticipated supply issues."

With HVO feedstocks increasingly required for SAF production, Philip sees a growing advantage in locally sourced biomethane giving confidence in both supply and sustainability. "Biomethane is a locally sourced feedstock – sewage does not get imported or exported."

Speaking on behalf of the Zemo Partnership, Gloria Esposito, Zemo's fuels team lead, also highlighted that ensuring the sustainability of the fuels through their production pathways and integrity of the waste-based feedstocks is vital noting that "All biomethane and HVO supplied to UK truck operators is sourced from 100% biomass waste feedstocks, evidenced by Zemo's Renewable Fuels Assurance Scheme (RFAS)."

RFAS provides independent assurance of renewable fuel supply chain traceability, providing confidence to fleet operators with regard to the source of biogenic feedstocks and GHG emission performance.

HVO – the practical choice today

Despite Bio-CNG's growing appeal, HVO remains the short-term favourite with many operators, and Philip acknowledges that several ReFuels customers are running both HVO and Bio-CNG trucks in their fleets.

"HVO is a here and now and is an amazing fuel," Philip acknowledges. "As a 'drop-in' diesel alternative, HVO allows immediate emissions cuts with no requirement for new infrastructure or vehicles. It is the obvious solution for smaller fleet operators whose fuel choices are being driven by the immediate pressures of tender requirements.

Richard Garnett, Head of Sustainability for Certas Energy, agrees: "Currently, HVO from Certas Energy provides an immediate decarbonisation solution for liquid fuels without costly vehicle modifications."

A multi-fuel future

It is clear that fleet decarbonisation won't be solved by a single fuel. With longer term planning, other fuels can be considered, and the operational cost and emission reduction of Bio-CNG comes into play.

"As part of DCC plc, Certas Energy UK and Flogas Britain support a multi-energy strategy," Richard confirms, before adding: "As the transport industry decarbonises, new renewable fuels will emerge, each complementing the energy mix."

And Gloria agrees: "There is certainly a role for both bio-CNG and HVO, particularly in the HGV sector where, for many applications, there are currently no practical zero emission options."

Prema Energy adds that Bio-CNG's promise is tempered by the "significant hurdles" of "considerable capital expenditure" that can outweigh fuel savings, as well as a lack of "widespread infrastructure readiness" making HVO "a more immediate and practical solution."

"Ultimately, we believe that fleet decarbonisation isn't an 'either/or' scenario. Different sustainable fuels will likely sit alongside each other, each playing a role depending on fleet specificities, operational demands, and infrastructure development over time."

With 145,000 trucks to decarbonise, Philip agrees: "In a free market, people find solutions."

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Allan Stobart: Supporting the Great North Air Ambulance

On Saturday 14th June 2025, the **Allan Stobart** team successfully completed a 10-mile walk around Derwentwater in support of the Great North Air Ambulance Service (GNAAS).

GNAAS rescues hundreds of people every year throughout the North East, North Yorkshire and Cumbria. Responding to 1,640 call outs last year alone, their doctor-led critical care teams deliver life-saving treatments at the scene of the incident whether that is on a fell top, a roadside or in a city centre.

On the day, the weather was a challenge in itself, causing flooding on parts of the route around Derwentwater, but the Allan Stobart team were undeterred – finishing the walk and raising a fabulous total of more than £1,500 for GNAAS!

And Steve Hindmarsh, General Manager couldn't be prouder: "We chose GNAAS as our charity due to the fantastic work they do daily. They are completely funded by donations, so need all the support they can get. The weather was a challenge – the last thing we expected was thunder, lightning, and torrential rain.

"The commitment of the team, not only in raising funds, but ensuring that the walk still took place was a testament to their dedication to the cause, which I couldn't be more proud of."

The whole team took part, even office dog Toby and his canine friends Bilbo, Scott and Maggie got into the fundraising spirit by wearing their Canine Care Team bandanas and completing the walk alongside their two-legged friends.

If you haven't already, you can still support via the link below.

https://www.justgiving.com/page/aslfsponsoredwalk

Moorland Fuels: Happy 50th Birthday to Mark!

Moorland Fuels, the Devon-based fuel distributor, is celebrating a very special birthday for Mark Bailey, Transport Manager.

Abby Turner, Sales and Marketing Director, said: "Moorland Fuels would like to wish our wonderful Transport Manager, Mark, a very happy 50th birthday!

"Mark always keeps things accurate in our transport processes, which is why we felt it was only fair to officially set the record straight – he is indeed 50! We can't let him get away with saying he's "49+" forever!

"To celebrate this milestone, we decided that some black 50th balloons, a gift card and a birthday cake would serve as a reminder of his fabulous new decade. And just to make sure he zooms around the yard with style, we've also provided him with a zippy Zimmer frame – who knew turning 50 could be this fun?

"Here's to Mark – our favourite "young-at-heart" Transport Manager!"

A very happy birthday to Mark from all of us at Fuel Oil News.

PEOPLE MOVES

Following the acquisition of **Watson Fuels** by Inspirit Capital, **Shaun Galvin** took the role of Chief Sales Officer (CSO) for the business, after 7 years with the distributor in various roles.

On accepting the promotion, Shaun commented: "We have an incredibly exciting period ahead for our business with the support our new owners Inspirit Capital.

"Thank you to our talented team and to our valued customers, we look forward to continuing to service your business in the future."

David Wilson has moved to the role Head of Inland Trading at **Petroineos Trading Limited**.

Garreth Howes has been promoted to Product Director for **CODAS**.

A spokesperson for the company commented: "We're thrilled to announce that Garreth Howes has been appointed as our new Product Director, effective 18th February 2025.

"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."

Certas Energy has announced the appointment of **Andrew Goodwin** as its new Head of Fuel Cards, succeeding **Tim Shepherd**, who has now retired having held the position for more than five years.

Andrew rejoins Certas Energy, having spent 14 years at the company between 2008 and 2022, as National Bunker Manager, and almost two decades overall experience in the fuels industry.

With a proven track record in operational and strategic roles, Andrew has a deep understanding of the industry, and strengthens the company's commitment to driving innovation, customer-focused growth, and industry collaboration in the fuel card sector.

Speaking about his appointment, Andrew said: "Certas Energy plays a unique role within the industry. Our next chapter will place a strong focus on driver safety, convenience and the continued reliable supply of fuel for our customers, whether that be for diesel, HVO, or AdBlue."

Further strengthening the **Certas Energy** Fuel Cards team, **Paul Maguire** has been promoted to the role of Fuel Card Team Manager.

Mandy Halsey has joined **Mabanaft Ltd** as People Project Manager – Transformation and Strategy bringing a wealth of experience in HR leadership and transformation, spanning over two decades.

Mandy is no stranger to complex organisational change and thrives in environments where positive disruption is welcomed and the company is looking forward to the positive energy and experience she brings. Passionate about building connections to support progress, Mandy highlights her strengths as "an ability to communicate effectively and create momentum in organisational change by taking people along the journey.

"It's about balancing commercial and strategic objectives with what employees need – keeping it simple but impactful."

Outside of work, Mandy is a keen runner – she's currently on a mission to complete a half marathon every month, and is already nine months in!

Your NRG has welcomed a new Commercial Sales Manager, **Kristopher A.** saying: "With a proven track record in driving growth and building strong partnerships, Kristopher brings the vision and energy to help guide us into an exciting new chapter. We're looking forward to the journey ahead!"

Wilma Kelly, formerly Certas, has joined **Drax Group** as Group HSE Director commenting: "I sincerely appreciate the warm welcome from the team and look forward to the opportunities and challenges ahead."

Kirk Main has joined **REDS Group** as Fuel & Power Manager.

Lee Martin has joined **Otodata** as Country Manager UK and Ireland taking over from Jim Williams.

Bringing with him lengthy experience in the fuels industry Lee comments: "I bring a strategic understanding of the sector's demands and how technology can meet them. My goal is to help businesses become smarter, leaner, and more responsive through the right mix of data, process, and product."

Lauren Cordelle has been promoted to Marketing Team Leader for **CTS Group**.

Announcing the 'well-deserved promotion" CTS Group shared: "After 10 incredible years with the business, Lauren has been instrumental in driving the CTS Group's marketing campaigns from strength to strength. Her creativity, leadership, and unwavering dedication have left a lasting impact — and this next chapter is sure to be even more exciting.

Lauren replied: "I feel incredibly proud to be promoted to CTS Marketing Team Leader – proof that my hard work, passion and determination over the past 10 and a half years hasn't gone unnoticed.

"I'm grateful to be doing what I truly love – and excited for this next stage in my career at the CTS Group, where I will continue to strive and grow within my new role, leading the marketing team to deliver compelling campaigns with creative flair."

Tincknell Fuels has marked the retirement of Director **Rob Tincknell**, by raising the Welsh flag in his honour, sharing a fantastic buffet prepared by the team, and reflecting on memories from the past 14 years.

Commenting on a "well-earned retirement" the team shared a "heartfelt thank you to Rob for his dedication and leadership over the years", and wished him all the very best for the next chapter!

Certas Energy: leading the way in energy sustainability

CERTAS ENERGY'S RECENT RECOGNITION WITH A SECOND CONSECUTIVE UKIFDA GREEN AWARD, IS A SIGNIFICANT MILESTONE IN THE COMPANY'S ONGOING JOURNEY TOWARD SUSTAINABILITY.

SPEAKING AFTER THE EVENT, WITH MARGARET MAJOR, MANAGING EDITOR FOR FUEL OIL NEWS, **RICHARD GARNETT**, HEAD OF SUSTAINABILITY AT CERTAS ENERGY, EXPRESSED HIS SINCERE GRATITUDE FOR THE ACCOLADE. THANKING UKIFDA, RICHARD SHARED HOW WINNING THE AWARD FOR A SECOND-YEAR RUNNING WAS IMPORTANT RECOGNITION OF BOTH CERTAS ENERGY'S SUSTAINED COMMITMENT AND THE COLLECTIVE EFFORTS OF THEIR TEAM.

"It shows the momentum we're building within the industry," Richard says. "It's not just about winning an award but about recognising the huge investment and hard work our teams put in daily."

Alongside their second Green Award, Certas Energy driver Peter Stubbington also picked up the Best Driver award. "Winning the two awards reflects both our environmental and people-first approach," Richard commented. "It was great to see that recognition for Peter – someone who is working day in and day out, doing their best in the industry."

Driving achievements and overcoming challenges

For Certas Energy, sustainability is a much wider strategy than decarbonisation of liquid fuels. Driven by parent company DCC, it spans several interconnected initiatives, and it was this multi-faceted approach that saw Certas Energy win the award again this year.

A key focus has been the decarbonisation of its own operations. The company has heavily invested in infrastructure to support a growing fleet of vehicles running on the renewable drop-in diesel alternative, HVO. This includes both internal fleet deployment and the development of accessible infrastructure for customers.

Since adopting a 2019 emissions baseline, Certas Energy has achieved a 50% reduction in Scope 1 emissions by the end of the 2024/25 fiscal year. Richard attributes this success to strong leadership and collaboration across departments, particularly in transport and procurement.

The journey hasn't been without hurdles. One major barrier was customer hesitancy due to capital costs for necessary infrastructure like storage tanks. In a prime example of its solutions-led approach to customer decarbonisation, Certas Energy addressed this by launching a tank hire scheme, helping customers access lower-carbon fuels without upfront investment.

Why sustainability matters

"For us, sustainability is about more than energy transition. It encompasses health and safety, environmental protection, social impact, and governance," Richard explains. With support from parent company DCC, Certas Energy has broadened its sustainability agenda across four pillars: People, Environment, Compliance & Governance, and Energy Transition.

Decarbonisation holds particular significance for both Certas Energy and Richard personally. As the UK's largest independent fuel distributor, Certas Energy sees a responsibility to lead by example and help shape the industry's future. "We want to be a leader, a role model in the industry," Richard explains. "With my role being sustainability, I'm passionate about the opportunity we have to make a difference."

"We've just experienced one of the driest Mays on record. Over the past year, we've all seen the real impacts of climate change and people now realise something needs to be done. We have the opportunity to act, and we need to seize it," Richard says.

This sense of urgency is matched by opportunity. Richard describes how Certas Energy can set industry standards and provide leadership on the journey to net zero. "It's not just about what we can do internally, but how we help our customers, and the wider industry, get there."

Education about the opportunity afforded by HVO is a significant element of Certas Energy's customer decarbonisation strategy across transport and haulage, agriculture, construction and, of course, domestic heating. But it's not all about liquid renewables.

"It's about looking at our customers' needs and reducing their energy demand or giving them access to the best cleaner energy source for them."

This solution-neutral approach to decarbonisation is reflected in the company's recent acquisitions, including a renewables business specialising in air source heat pumps and solar technologies. Certas Energy's investment in Next Energy – a company that partners with social housing providers and government bodies to deliver renewable energy to disadvantaged communities – demonstrates a strong commitment to a just transition through the provision of affordable, sustainable solutions.

"We want to ensure everyone can participate in this transition, not just those with the means to do so," says Richard. "That means making sustainability inclusive and accessible."

A solutions-focused leader

Richard's path to becoming Head of Sustainability is rooted in a strong operational and health and safety background. He began his career in the chemical industry before transitioning into health and safety roles, which included leadership positions at several respected organisations. He joined Certas Energy six years ago, initially as Head of Health and Safety in the lubricants division, bringing expertise in lubricant manufacture and energy management.

During this time, Richard played a pivotal role in early trials of HVO, working closely with the transport team to evaluate and scale their impact. His involvement in sustainability deepened as he worked across departments to identify energy reduction opportunities, and in 2024 he officially stepped into his current role.

Driven by a solutions-oriented mindset, Richard views sustainability not just as a responsibility but as a strategic opportunity.

"It's about giving people options, making changes possible, and showing them how they can make a difference," he says. His pragmatic and collaborative approach ensures that sustainability is embedded not just in policy, but in day-to-day decisions across the business.

Driving down energy use

As part of its broader sustainability commitment, Certas Energy is not only reducing emissions through cleaner fuels but also systematically cutting its own energy consumption. This internal drive is structured around ISO 50001, the international standard for energy management systems, which provides the framework for ongoing energy efficiency improvements across operations.

"Energy reduction is a key part of our sustainability story," Richard explains. "Being ISO 50001 accredited helps us stay focused on measurable actions that reduce consumption and drive smarter energy use across the business."

Certas Energy has implemented a variety of targeted initiatives to meet this goal:

- Installation of solar panels at the Hollies truck stop and lubricant warehouses to generate clean, on-site energy.
- Upgrades to depot lighting with more energy-efficient systems.
- Improvements to depot insulation.
- Introduction of advanced routing software and real-time vehicle data systems to optimise delivery efficiency and fuel consumption.

"These measures may seem small individually, but together they have a significant cumulative effect," Richard notes. "It's not just about switching fuels – it's about using less energy wherever we can."

Decarbonising the liquid fuel industry

Reflecting on the broader industry, Richard acknowledges that while progress is visible, the pace varies. "Everyone's on that net zero journey, but barriers like infrastructure and funding still exist," he says.

Certas Energy is using its scale and expertise to find ways to overcome barriers with initiatives like the Tank Hire Scheme and driver training programmes, supporting smaller businesses and accelerating industry-wide decarbonisation. Partnerships with bodies such as the Zemo Partnership and UKIFDA, exemplify how Certas Energy is contributing to removing obstacles.

Understanding customer demand

Customer motivation for sustainable fuels varies. In commercial sectors such as construction and transport, demand is often driven by ESG pressures and supply chain expectations. Public sector tenders increasingly require demonstrable carbon reduction plans.

Conversely, domestic customers are less influenced by policy and more by personal priorities such as cost and efficiency. Nonetheless, Certas Energy sees growing interest in sustainable solutions like air source heat pumps and solar energy.

Certas Energy supports customers through education and tailored solutions. Its sales and sustainability teams provide insights on fuel options, emissions impact, and certification standards like ISCC. This ensures that every customer, regardless of size or sector, can make informed decisions.

A listening approach

For Richard, collaboration is critical. "We want to be a partner, not just a supplier," he emphasises. Successful decarbonisation depends on shared knowledge and collective effort.

Richard's solutions-led approach comes through in the way he works with customers to accelerate transition opportunities: "We really listen to the journey they are on."

- What does it mean to them and how can we support them?
- How can we fill in knowledge gaps?
- What solutions can we provide them with?
- What are the barriers for them?

Some of the drive to decarbonise is being driven by their customers' customers Richard acknowledges. "Their customers are looking for the carbon in their supply chain, and we need to be the 'one stop shop' for their decarbonisation solutions – whether that is renewable fuels or solar panels on their offices."

The 'one stop shop' strategy Richard mentions reflects parent company DCC's renewed focus on all things energy as it divests of its healthcare and technology divisions.

"The industry needs a leader," says Richard. "The DCC journey shows our commitment – to shareholders, to industry, to customers – to work with our customers on their decarbonisation journeys and to impact the wider communities – exciting times!"

Policy and the path ahead

Asked about policy direction, Richard is clear: "Sustainable liquid fuels are part of the net zero solution and offer immediate impact in many settings."

He also emphasises the need for government to understand the complementary roles of all technologies. Certas Energy wants policy that balances ambition with pragmatism – supporting all decarbonisation solutions and recognising the ongoing role for renewable liquid fuels.

Looking to the future

Looking ahead, Certas Energy plans to continue investing in both its own decarbonisation and customer-focused solutions. This includes expanding HVO infrastructure, adopting new energy management systems and upgrading vehicle data collection technology for improved fuel efficiency.

"We're starting to write our next sustainability report," says Richard. "With the amount we are achieving across all our pillars, our challenge now is not what to include, but how to condense it all."

Asked where Certas Energy will be in five years, Richard has no hesitation "A market leader in sustainable energy solutions." But it's an ambition driven not by pride but by a passion for solutions. "It's about giving our customers choice – the ability to do what they do now, but more sustainably."

A message to the industry

Richard is clearly excited by the inherent opportunity in doing the right thing and believes there is a genuine desire from the broader industry to whom his message is simple: talk to us. "We're open to sharing, educating, and collaborating. We all have a role in reaching net zero, and we're stronger together."

His final reflection encapsulates Certas Energy's philosophy: "It's not just a necessity. There's real opportunity in doing the right thing. And that's what drives us."

FON Fantasy Football League: It came down to the final whistle

THE FUEL OIL NEWS FANTASY FOOTBALL LEAGUE END OF SEASON RUN IN WAS A FAR MORE EXCITING AFFAIR THAN THAT OF THE PREMIER LEAGUE ACTUAL.

LIVERPOOL FC WERE DECLARED 2024 / 25 SEASON CHAMPIONS ON APRIL 27TH, WITH A STAGGERING 5 GAMES LEFT TO PLAY, FOLLOWING AN IMPRESSIVE DEMOLITION OF SPURS AT ANFIELD. IT WAS A VERY DIFFERENT STORY IN THE EXTREMELY COMPETITIVE FON MINI LEAGUE, WHERE THE RESULT WAS NOT DECIDED UNTIL THE FINAL WHISTLE OF THE SEASON BLEW.

The roll of honour

1st	Adrian Major	Turkish De Ligt	Fuel Oil News	2534
2nd	Adam Woodward	Diet Pepe	Breaking the Taboo	2520
3rd	Conor MacMahon	How I Met Your Mata	Mackin Talent	2504
4th	Mike Ferris	Blue Origin	Reynolds Training Services	2459
5th	Ruben Lancaster	McGinn and Tonic	Blend	2448
6th	Zak Ali	The Villa ge People	Noxdown	2407
7th	Andy Walkden	Amor-impressive Team	ESL Fuels	2406
8th	Mark Bispring	Tortoise and De Gea	WP Group	2395
9th	Claudia Weeks	Neville Wears Prada	Fuel Oil News	2385
10th	Margaret Major	I'm Szo Boszing It	Fuel Oil News	2378

Mid-table influencers

Unexpectedly strong, consistent performances from the Premier League's mid-table teams coupled with their ability to take points from the former 'top 5' teams made the 2024/25 PL season one of the most unpredictable yet, aside of Liverpool's impressively dogged ability to grind out win after win, creating an unbridgeable gap at the top.

In the FON mini league mid-table teams were equally influential, with positions constantly changing, and an astonishing 10 different players winning the ESL-sponsored Manager of the Month Award – and no monthly winner managing to do it more than once!

Highs and lows

From the monthly winners the highest monthly score was a staggering 409 in February from Mike Ferris and the lowest monthly winning score was a lowly 137 in March from James Pontin.

An impressive 71 managers competed in this year's Fuel Oil News league and almost 1000 points separated the bottom of the league from the eventual winner. The Fuel Oil News team clearly spend way too much time discussing form, with 3 of them featuring in the final top 10 – a feat not matched by any other company… a challenge to everyone for next season?

At the halfway point of the season, we had Conor MacMahon of Mackin Talent top of the league with Adrian Major of FON in hot pursuit

along with Blend's Ruben Lancaster. So how did they fare in the final table?

A strong second half of the season saw Fuel Oil News' own Adrian Major overhaul the gap to Conor MacMahon and finish the season at the top of the table as this year's Champion with a 14-point gap to second-placed Adam Woodward. Conor slipped to a respectable 3rd, while Ruben's season finished with more of a whimper than a bang, leaving him ending the season in 5th spot and just hanging on to his imaginary place in Europe.

Thanks to our sponsor

Our inaugural sponsor when we launched the mini league for the 2023 / 24 season, ESL Fuels continued their fantastic support this season and we are grateful to them for both their support and their intense competition in the league.

ESL Fuels is a family business that designs, blends, processes and supplies a range of fuels for the road, heating and marine markets, with a focus on innovation and sustainability.

It also falls to our sponsors to pick the team names they consider to be the most innovative or witty so a shout out to:

Neville Wears Prada	**Claudia Weeks**
Escape from Alcaraz	**Matt Finch**
Kinder Mbeumo	**Morgan Webb**
The Konate Kid	**Harrison Chettle**
Livin' Saliba Loca	**Mark Clouter**

Monthly winners

August	Andy Walkden of ESL Fuels
September	Lee Carrack of Tate Oils
October	Ruben Lancaster of Blend
November	Adrian Major of Fuel Oil News
December	Tammi Ayre of Tate Oils
January	Tommy Brown of Standard Fuel Oils
February	Mike Ferris of Reynolds Training Services
March	James Pontin of CDS
April	Matt Finch of WP Group
May	Adam Woodward of Breaking the Taboo

SCAN TO JOIN

The new season announced!

Fuel Oil News, in partnership with ESL Fuels, will be running a fresh competition for the upcoming 2025 / 26 season with more fabulous monthly and seasonal prizes.

For your chance to win, get ahead by scanning the QR code to sign up or email **margaret@fueloilnews.co.uk** and we'll send full details as soon as the season launches.

Look out for regular updates here on the website!

A DAY IN THE LIFE...

Jordan Ferlisi
New Era Energy

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 **JORDAN FERLISI**, HR TEAM LEADER AND WINNER OF THE UKIFDA YOUNG PERSON OF THE YEAR AWARD 2025, TO FIND OUT HOW JORDAN SPENDS A TYPICAL DAY.

Speaking after the UKIFDA award presentation, Vicky Finch, Head of HR and Talent at New Era Energy, commented: "A huge congratulations to our Jordan! Over the past five years, your dedication, growth, and impact have been nothing short of outstanding. Watching you grow from an Apprentice to becoming the HR Team Leader has been truly fantastic.

"Your achievements speak volumes, not least being named The UKIFDA Young Person of the Year this year. A truly and well-deserved honour. Keep doing what you are doing, we are all very proud of you!"

Jordan takes us through his typical day:

MY ALARM GOES OFF AT...

6:00am. I'm an early riser, even on weekends. I find that the earlier I start my day, the more productive I am.

THE FIRST THING I DO IS...

Roll out of bed and check the latest Tottenham Hotspur transfer news.

I PREPARE FOR THE DAY AHEAD BY...

Making a coffee, checking my emails, and organising my to-do list to prioritise tasks for the day ahead.

I CAN'T LEAVE THE HOUSE WITHOUT...

My phone!

MY TYPICAL DAY –

No two days in HR are ever the same, and that's exactly what makes the role exciting. One day I might be supporting managers through employee relations cases – conducting investigations, or helping employees through processes.

The next, I could be focused on recruitment which includes writing job adverts, interviewing candidates, and ensuring new starters have a smooth and welcoming onboarding experience.

A big part of my role also involves managing the full employee lifecycle. From running inductions to supporting managers on probation reviews or handling employee exits.

What I enjoy most is the variety and the pace. Each day brings fresh challenges and new opportunities to make a positive impact, whether it's supporting a colleague, improving a process, or helping to build a culture where people feel valued and motivated to succeed.

MY MOST MEMORABLE WORK MOMENTS...

I have a few proud moments, but the most memorable would have to be winning The UKIFDA Young Person of the Year Award in 2025.

This achievement means a great deal to me as it reflects the dedication and hard work I've put in over the last five years at New Era Energy. I'm always driven to succeed and push myself, so receiving such a prestigious award was both an honour and a proud milestone in my career.

THE WORST PART OF MY JOB...

Is not having enough hours in the day! But, in all seriousness, there really aren't any parts of my job that I dislike.

I genuinely love what I do. I welcome the new challenges each day brings, as they provide constant opportunities to learn, grow, and make a positive impact.

THE BEST PART OF MY JOB...

I would have to say that one of the most rewarding parts of my role is seeing the people I've recruited flourish and succeed in their positions.

I RELAX AFTER WORK BY...

Going to the gym and spending time with my family (annoying my little brothers).

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

100% an evening meal – being Italian means we love our food!

ON MY BEDSIDE TABLE IS...

Nothing exciting, usually my phone, Apple watch and a bottle of water.

THE LAST THING I DO EACH DAY IS...

At the end of each day, I reflect on what went well and take time to prepare for the following day.

I'M NORMALLY IN BED BY...

10pm, I need a good night sleep to ensure I am energised for the next day.

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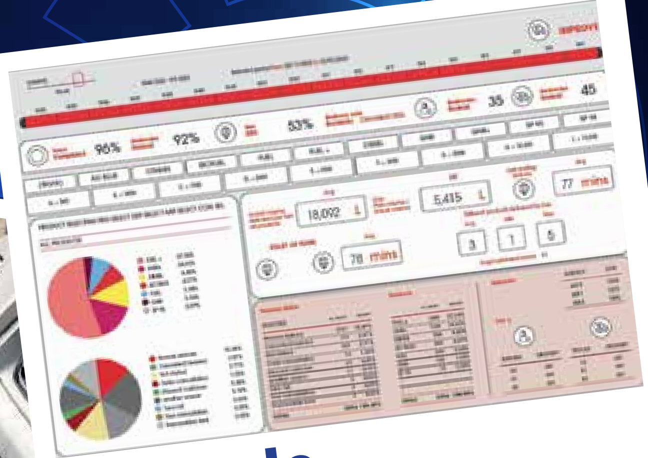

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In conversation with Prema Energy

TAKING A PRAGMATIC PATH TO DECARBONISATION: A Q&A ON THE FUTURE OF SUSTAINABLE LIQUID FUELS

How one major player is navigating the complexities of energy transition – while supporting customers every step of the way.

As the UK and Ireland pursue ambitious net-zero goals, the liquid fuel industry stands at a critical crossroads. Traditional fuel oils have powered marine transport, road fleets, off-grid machinery, and heating systems. Now, with mounting regulatory, environmental, and market pressures, the sector is being reshaped in response to the growing demand for sustainable alternatives.

Sector adaptation

In this exclusive interview, we speak with Stephen Fletcher, Managing Director, and Dan Webb, Head of Sales Energy and Peter Bamber – Senior Consultant, at Prema, a leading importer, blender and supplier of specialist fuel oils. The company is currently undergoing a major strategic transformation, looking to become the frontrunner in the supply of sustainable liquid fuels across diverse sectors.

We discuss how Prema Energy is adapting its operations, product portfolio, and customer approach to meet changing demands. From shifting volume trajectories and policy needs to carbon accounting and ESG compliance, the conversation offers valuable insight for distributors, suppliers and end-users into the opportunities – and challenge – of decarbonising liquid fuel supply chains.

With Prema Energy looking to lead the liquid fuel transition as we move from fuel oils to sustainable solutions, we sat down with key members of the team to understand the shifting landscape of sustainable liquid fuels and to answer the big questions facing UK industries.

Company vision

What prompted your company's strategic shift toward sustainable liquid fuels, and how has this influenced your overall vision and mission?

Peter: The first interest in sustainable fuel for commercial heating came from the quarry industry, which wanted to reduce carbon emissions from roadstone coating plants in response to the Carbon Reduction Commitment scheme.

Biofuel oils made from tall oil pitch and later rapeseed oil distillation residue were developed to replace residual fuel oil in these plants at a comparable cost.

From here, we found more uses for the fuels – for example, as boiler fuel to replace heavy fuel oil in malt whisky production when carbon emissions moved up the agenda.

Steve: Since those initial heating oil products, we've grown our offering significantly, driven by the increasing need to decarbonise. We've expanded our range to include solutions like HVO and low-carbon marine grades.

While we'll always be a leading wholesaler and direct-to-business retailer of sustainable fuels, we're also shifting towards a more consultative approach.

We are helping our customers across all industries to decarbonise by assisting with tanking solutions, offering support with carbon accounting, and providing advice from our experienced engineers and logistics consultants to find the best solutions for you.

How do you manage the balance between supporting legacy fossil fuel customers and leading the charge toward decarbonisation?

The biggest issue our customers have is, understandably, price. And while HVO is more expensive than diesel at the moment, we always try to be pragmatic where we can.

We steer clients towards solutions like HVO30, which offers a cost-effective emissions reduction while meeting the EN590 standard.

We're continuously pushing for lower emissions, and a reduced government duty on HVO would be pivotal in accelerating the transition for businesses, especially those with tight margins like hauliers and 3PLs.

The truth is some companies are not ready to start decarbonising yet, but they will have to change, whether it's because they may lose work or because they are being driven to reduce their scope 3 emissions.

Product evolution and volume outlook

What sustainable fuels are currently in your portfolio, and what innovations or blends are in the pipeline?

Commercial heating applications for liquid biofuels were completely ignored when the government reformed the treatment of red diesel from April 2022. As a result, all liquid biofuels changed from duty-free to diesel duty overnight, and many customers had to revert to mineral oil because of the massive hike in prices. Prema HVO 50 and Prema Bio Heating Oil have been developed in conjunction with HMRC to offer duty-free options. These are fantastic products that balance CO_2 reduction and cost, but because of our facilities in Eastham, we can create an almost limitless number of sustainable fuel blends to meet any criteria.

Which sectors (marine, road transport, machinery, heating) are most receptive to these products – and why?

There has been much more uptake from the heating and road sectors with sustainable fuel oils. Non-road mobile machinery is slowly growing, but there is a hesitancy there, generally regarding tanking. We expect Marine to pick up as the new legislation comes into force in 2026. The reality is that it will be difficult to supply sufficient sustainable liquid fuel for inland markets, marine, and air travel globally. There will be better solutions over time.

What volume trends are you seeing for traditional liquid fuels versus sustainable alternatives across your customer base?

The diesel market is still moving a lot of fuel, and HVO is growing every day. It's going to easily surpass the 600 million litre market it was last expected to be. We watch the Platts price, and we know from our colleagues that diesel sales in the UK seem to be stable, but we are only seeing more interest and more demand for sustainable fuels month after month.

Uptake and Challenges

What affects availability or pricing?

There has been a lot of press about the feedstocks and certification of HVO. We follow the ISCC certification, as it's the best we have today. As such, we decided from the outset not to purchase HVO produced from sources that include palm oil, palm oil mill effluent (POME), or spent bleached earth mill effluent (SBME). We only supply HVO produced from used cooking oil (UCO) and work with our partners to ensure traceability through the supply chain via the ISCC third-party verification route.

We also support the Renewable Fuels Assurance Scheme (RFAS), operated by Zemo. This further enhances the sustainability of the supply chain by extending traceability to the end-use customer. This ensures that via a combination of RFAS and ISCC, HVO can be traced to the accredited production and collection of feedstocks.

Which sectors are proving most receptive to sustainable fuel adoption – and why?

Simply, those that can afford it or have to because of legislation or pressure from their upward supply chain. Many of the larger consumer goods conglomerates are rightfully pushing to decarbonise their supply chains, and it can fall to the logistics firms to decarbonise as a large part of their overall scope 3 emissions.

Where are the main concerns or barriers (technical, logistical, commercial, or regulatory) in sectors slower to transition?

The RTFO scheme supports sustainable fuels for automotive applications, but there is no support for companies wanting to use sustainable fuels for commercial heating, which does hamper adoption. But understandably, the pushback we get from customers comes down to cost; whether it affects their manufacturer warranties and engines; and if they can get a secure supply and storage of the product.

This is why we are keen to let people know that while it is doubtful that HVO will become a regular feature on forecourt pumps, we can help with tank storage, monitoring, and alleviating the logistical concerns our customers have. Anecdotally, we have heard that our HVO has had a positive effect on road fleets. A prominent waste management company believes they get better MPG and have to do fewer filter changes because of the high quality of our fuel – of course, we have not scientifically verified that claim.

What are your thoughts on the role for a renewable liquid fuel in domestic heating?

We absolutely back the industry campaign for a Renewable Liquid Heating Fuel Obligation scheme. And we're totally ready to go – we can start blending renewable liquid heating fuels at our bonded warehouse today. Not every company has that kind of blending facility, so it's a real advantage. Plus, it means a huge cut in CO2 for more homes across the nation who would be moving away from traditional fuel oils.

As for domestic heating specifically, while that's not a market we directly service, we'd be more than happy to support our colleagues and distributors in getting these renewable liquid fuels out to homes.

How are your teams tailoring messaging and technical support to address the unique needs of each sector?

Whether we are speaking to a large rail firm, a port authority, or a small haulier, we just try to listen in the first instance. A lot of companies are coming to us having heard about HVO as a potential solution, and we try our best to educate them on their level. The wonderful thing about Prema is that you could be talking to a large regional brewery in the morning and someone with a fleet of 300 lorries in the afternoon. Our solutions are so diverse that we have had to move into a bespoke solution approach because what works for one company won't work for another; we are moving beyond a one-size-fits-all, impersonal fuel solution.

What role do end-user education and awareness play in driving uptake?

It's massive. It can be a big move for a company to begin trialling HVO, and understandably they need a lot of support to do so. All our conversations start with education around the practicalities of sustainable fuelling – from there, we can often tell which of our solutions, if any, is right for you from the types of questions you might ask.

Customer support

How do you help customers navigate carbon reduction, Scope 1/2/3 emissions, and ESG requirements?

There are serious concerns around the certification of sustainable feedstocks and products, and the result is a minefield for customers. Prema responds by being open and honest about our products and helping customers understand the importance of verifying suppliers claims.

Whether you are buying your fuel from Prema Energy or one of our competitors, everyone should be asking for traceable feedstocks and ethically verifiable sources of origin. We help many of our clients with the carbon accounting process, and we see it as a fundamental part of ensuring our fuel meets the standards we hold ourselves and our suppliers to.

Policy, regulation, and market drivers

What legislative or fiscal changes would you like to see to better incentivise investment and customer adoption?

I've mentioned this in other questions, but we would love to see the duty rate for HVO lowered.

It is the biggest barrier to wider adoption and decarbonisation across the sector. We hear it at every conference, event, and roundtable. We have been lucky enough to participate in active discussions with many associations, including BIFA, RHA and the RTFA, who we know are actively working to bring these requirements to the government, but it has, so far, been an uphill battle.

Do you see a risk of divergence between UK and EU policy approaches?

We believe it will be best for the EU and UK to stay aligned.

The more complicated the situation is, the more openings there are for unscrupulous companies to profit in grey areas, especially in the marine sector with the FuelEU regulation coming into wider force in 2026.

The outlook

How do you see the role of sustainable liquid fuels evolving in the UK and Irish energy mix over the next decade?

There is no silver bullet. "Green" hydrogen will have limited availability and should be reserved for the most difficult applications, such as railways to the far North where electrification cannot be justified. Similarly, the big question for electrification is: how is the electricity produced?

From an HVO perspective, we champion it as a stopgap for today, not letting perfection hinder progress. Ultimately, society and our supply chains are so entrenched with liquid fuels in a variety of forms that we cannot undo that overnight, and we want to bring our solution to the table.

What does success look like for your business over the next 5–10 years in terms of sustainable fuels?

We are on a mission to triple the number of litres we sell over the next three years, and we are on our current trajectory to do so.

What price oil? Q2 2025 in review

IN ASSOCIATION WITH *THE OIL MARKET JOURNAL*

A QUARTERLY REVIEW OF THE MOVEMENTS OF, AND IMPACTS ON, BRENT CRUDE AND HVO DIESEL PRICES. WITH DATA SUPPLIED BY THE OIL MARKET JOURNAL, WE HIGHLIGHT SOME OF THE KEY EVENTS THAT HAVE IMPACTED PRICING OVER THE QUARTER.

Q2 2025

Quarter 2 was dominated by the dramatic economic fallout from the US' 'Liberation Day' tariffs and the implementation, by OPEC, of three substantial increases in production quotas. As any novice economist will know; lower demand and increasing supply will lead to lower prices. These factors led to a bearish market sentiment, with Brent crude oil prices dropping below $60/b to a four-year low. The prospect of trade deals, alongside a renewed focus on conflict in both Ukraine and the Middle East, saw prices largely recover losses in the first weeks of June.

April

The 1st of April is widely known as April Fools Day, however, in 2025, 2nd of April was no joke for the global economy, as the trade rules of the last 80 years were upended. US President Trump announced his global 'reciprocal' tariffs on what he called 'Liberation Day' with tariffs against all nations on earth, including the uninhabited Heard and McDonald Islands, home only to a penguin colony. If tariffs were to choke global oil demand, the following day saw the first of many increases to global supply as OPEC announced a significant 411,000bpd increase to production quotas for May. The combined effect saw ICE Brent Crude fall 10% over two days to $65.58/b. The next week brought further market chaos, as Trump announced 104% tariffs against China on 8th April, which were responded to with 84% tariffs and Crude fell below $60/b. for the first time in over four years. A week from the initial announcement, Trump announced a 90 day pause to the reciprocal tariff rate, and instead, opted for a global base of 10% amid falling stock, dollar and oil markets and soaring treasury yields around the world in reaction to Trump's economic policy. However, the trade war embargo against China deepened, with 145% tariffs announced by the US, and 115% announced by China. The IEA and OPEC both announced downward revisions to oil demand forecasts amid the economic fallout.

On 16th April, US Federal Reserve Chair, Jerome Powell, warned of the negative impact of tariffs on the US economy. Unsurprisingly, this was displeasing to Trump, who then threatened to fire Powell from his role, despite not having the constitutional power to do so. The continued threat of such a move saw yet more global angst, as an independent central bank is key to maintaining confidence in inflation expectations. In time, Trump eventually stood back from said threats. OPEC discipline was called into question as Kazakhstan's new Energy Minister, Erlan Akkenzhenov, said that Kazakhstan would prioritise national interests when deciding on oil production, rather than OPEC. "To act in accordance with national interests. This is a broad formulation, but it completely covers the entire situation that we have now. Act only in accordance with national interests," the minister said. The news came amid an ongoing dispute within OPEC, as Saudi Arabia tried to put pressure on Kazakhstan over rising oil production which is surpassing OPEC quotas. Saudi Arabia indicated it could "live with lower prices" and OPEC+ would consider accelerating its oil output increases in June. April drew to a close with the announcement that Q1 2025 brought the first US GDP quarterly contraction since 2021.

May

May began with another 411,000bpd increase to OPEC production quotas for June. OPEC's internal tensions and back-to-back increases saw prices fall further and drowned the risk premium from Middle East conflict. The 4th May saw a missile attack on Ben Gurion airport in Israel carried out by Houthi rebels. This was followed up by joint US and Israeli airstrikes on Houthi targets in Yemen, however, on 5th May, ICE Brent Crude closed at a year-to-date low of $60.23/b.

Momentum soon began to change with the announcement of a UK-US trade deal on 8th May. While not the largest trade agreement in the world, markets were relieved to finally see Trump at the negotiating table. That weekend US and Chinese trade representatives met in Switzerland and on Monday 12th May, the two nations reduced tariffs to 30% and 10% respectively in a 90-day truce to allow further trade discussions. Oil markets tightened throughout May, on reduced stock with kerosene reported to be at short supply in Grangemouth in mid-May. May saw European stocks in the ARA hub fall below the 5-year average for the first time this year, across all products, and by 23rd May, US distillate stocks had fallen to the lowest level since March 1990. Despite tightening fundamentals, oil futures did not break above key resistance levels on speculation of further OPEC production increases and further insubordination from Kazakhstan's government. On 31st May, OPEC agreed another 411,000bpd increase for July.

June (as of 16th June)

June saw attention turn back to the long running conflicts in both Ukraine and the Middle East. Prices rapidly recovered losses made since Liberation Day, amid fresh geopolitical risks. On 1st June, Ukraine launched an audacious drone attack on Russian military airports and destroyed at least 40 Russian warplanes. The destroyed aircraft were at military bases deep inside Russia, including Belaya, which is closer to Japan than Ukraine, and Olenya, which is in the Artic Circle. The action offset bearish sentiment following the OPEC decision the previous day to hike production. Natural disaster also struck in Canada, when the Caribou Lake Fire in northeast Alberta multiplied to 62,000 hectares (152,000 acres), threatening oil sands projects on both the north and south ends.

In the early hours of Friday 13th June, Israel launched air strikes on Iranian nuclear facilities which has led to a continuing escalation of tensions on the region. Each Iranian retaliation has been met with a stronger Israeli response, and Iran has had several top military leaders and nuclear scientists killed. Global oil prices rocketed in immediate response, with ICE Gasoil futures smashing through resistance of $700/t. Thus far the US has not been directly involved, however, any indication of a broader regional conflict and disruption to oil flows would doubtless send prices higher.

BIOFUELS

April

Biofuels began the quarter dragged by the same economic shocks impacting oil markets. Biofuels recovered when tariffs were paused, with HVO prices lifted further by increased bidding interest. BP paused plans that would increase clean jet fuel production capacity at its Castellon refinery in Spain, amid weak market growth. On 22nd April, the UK Trade Remedies Authority recommend continuing current anti-dumping duties on Argentinian biodiesel imports.

May

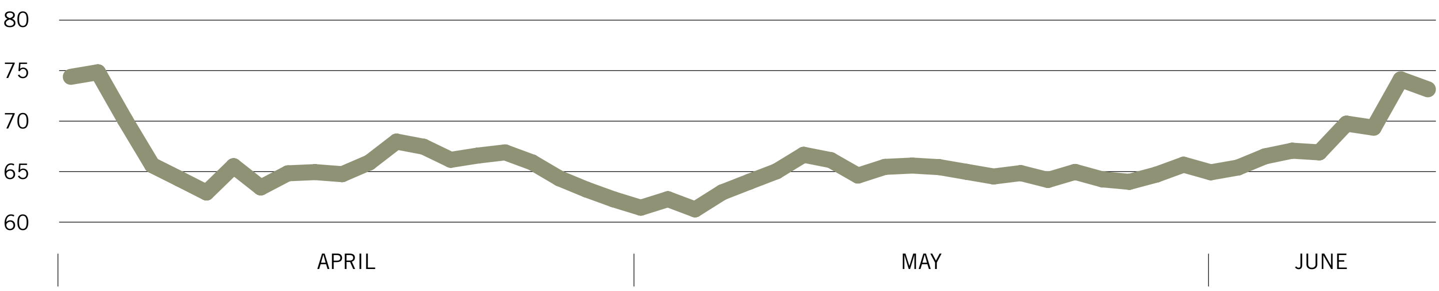
The UK-US trade deal announced on 8th May, opened UK markets to US ethanol exports. Under the deal, the UK would expand market access to US ethanol, creating $500 million more in US exports, the White House said. This has since led to Vivergo Fuels just outside of Hull in East Yorkshire to warn of is potential closure if high volumes of US ethanol arrive in the UK. Biofuels manufacturer Ensus has warned it faces imminent closure because of the trade deal. On 22nd May, Greenergy announced that it will temporarily pause production at its Immingham biodiesel plant, citing ongoing viability challenges in the UK biofuel market. Rising certificate costs contributed to increased physical blending and a spike in biofuel demand, with HVO Class II and IV premiums to ICE Gasoil at 6-month high by 23rd May.

June (as of 16th June)

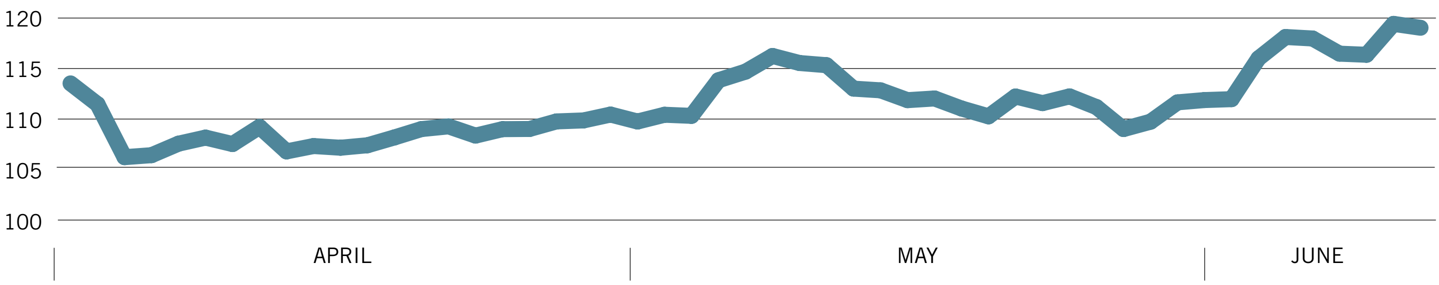
On 3rd June, Swedish refiner Preem's Gothenburg refinery's International Sustainability and Carbon Certification (ISCC) was suspended for HVO production, at a time when HVO markets were already tight. While prices did not spike as significantly as after the fire at Neste's biorefinery in Rotterdam last November, the increase has still been considerable. Other biofuels used in diesel blends have seen already high demand exacerbated by HVO issues with FAME0 reaching the highest price in 2 years by 9th June. All biofuel prices have been lifted further by increased tensions in the Middle East.

Q2prices 2025

ICE Brent Crude - $/b



HVO Diesel (UK-A) - PPL FT + Duty



Q2 2025 Key dates

APRIL
2 Liberation Day tariffs
3 OPEC increases quotas by 411,000bpd
8 104% tariffs on China
9 China announces 84% tariffs on US
9 90 day tariff suspension for all nations apart from China
10 US tariff on China confirmed at 145%
11 China announces 125% on US
14 OPEC cuts demand forecast
15 IEA cuts oil demand forecast
17 Trump threatens to fire Fed Chair Powell
22 UK TRA to keep duties on Argentina
23 Kazakhstan defies OPEC, oil production in 'national interest'
30 US GDP -0.3% in Q1
30 Saudi could 'live with lower oil prices'

MAY
3 OPEC agrees 411,000bpd hike in e, Brent below $60/b
8 UK-US trade deal
12 US-China tariff truce
20 Greenergy temporarily closes Immingham biodiesel plant
29 US distillate stocks at lowest since March 1990
29 Kazakhstan tells OPEC it will not cut production
31 OPEC agrees 411,000bpd increase in July

JUNE
1 Ukraine strikes Russian aircraft in drone attack
2 Canadian wildfires
3 Preem's Gothenburg biorefinery ISCC certification suspended
9 FAME0 at 2 year high
13 Israel-Iran air strikes

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Here Comes the Sun?

As I write this article in June for the July issue, I find myself eagerly anticipating the summer months ahead, especially after a long winter. This season is particularly welcomed by those of us at UKIFDA following our annual event.

June is a month for weddings and graduations, as well as barbecues and beaches. To top it all off, June includes the longest day of the year, the Summer Solstice, and typically brings some of the warmest temperatures. Moreover, it marks the beginning of a well-deserved break for the CEO of UKIFDA!

June always inspires my absolute favourite song, "Here Comes the Sun", with its heartfelt lyrics: *"Little darling, it's been a long, cold, lonely winter. Little darling, it feels like years since it's been here. Here comes the sun"*. I sing it with great enthusiasm on my way home from the UKIFDA annual event. This year was particularly notable because we experienced quite a cold winter, with temperatures in January and February dropping below average for the first time in a long while.

Is summer now the start of the heating oil buying season?

I'm not entirely sure. When I first started in this industry, there was a clear bias towards winter sales. However, the recent summer data has shown that last year we experienced the highest heating oil sales since 1998, accounting for 22% of the total for the year.

Several factors may be driving this trend. For instance, the rising cost of living might have encouraged more people to purchase heating oil in the summer, as they believe prices are typically lower during this season. However, data from the last 12 years, reveals that in 7 of those years, prices in September were actually higher than those in December. Another possibility is that consumers may have had lower oil levels in their tanks due to significantly higher prices in previous years, leading them to take advantage of the lower prices. There may also be a trend towards buying smaller quantities more frequently.

Additionally, the announcement made on 29 July 2024 may have influenced buying patterns. On this day, the Chancellor removed the Winter Fuel Payment for the majority of pensioners in the UK. Did this cause a shift in buying patterns? As the data suggests, "one swallow does not a summer make," and I will closely monitor this year's data. Such a movement could have notably profound implications for our industry.

Then, on 9 June 2025, things changed! As I write this article, the Chancellor has just announced a reversal of the Fuel Payment cuts for this winter. It's fortunate that I requested an extension of time for July's Ken's Corner. The announcement states that pensioners earning £35,000 or less will be eligible for the payment, which accounts for approximately 75% of all pensioners. This figure aligns with the national average income. So, what does this mean for our industry?

The table below provides information on the age profile of the oldest person in each household in England and Wales, comparing it to the type of central heating system used. Notably, 55% of all oil heated homes have someone over the age of 60 living in them, which is a higher percentage compared to gas (40%) and electricity (42%). This trend continues for those over the age of 75.

While I don't have specific data on the average income of these pensioners, overall income data for the top 20 oil heating constituencies in Great Britain indicates that their incomes are below the regional average. Therefore, it is a fair assumption that a significant proportion of our customer base will experience an income boost this winter. It will be interesting to see how this impacts summer sales.

I hope you all enjoy the summer; it feels like it's been years since the last one!

		Main fuel type (number of homes '000)			
Age of the oldest person	**Total estimated number of homes**	**Gas**	**Oil**	**Solid**	**Electrical**
Under 60 years	14,447	12,899	397	25	1,126
60 years or more	9,881	8,535	479	43	824
	24,328	**21,434**	**876**	**67**	**1,950**
% over 60	**41%**	**40%**	**55%**	**63%**	**42%**
75 years or more	**3,927**	**3,395**	**171**	**9**	**351**
% over 75	16%	16%	20%	14%	18%

UKIFDA databank: industry data update

UKIFDA'S DATABANK CONSOLIDATES RECENTLY PUBLISHED GOVERNMENT AND THIRD-PARTY DATA REGARDING THE DISTRIBUTION OF LIQUID FUELS IN THE UK.

IN RECENT MONTHS, THERE HAS BEEN A SIGNIFICANT SHIFT IN THE WAY GOVERNMENT DATA IS COLLECTED, ANALYSED AND PUBLISHED.

THIS EDITION OF THE DATABANK INCORPORATES THIS NEW ANALYSIS WITH A PARTICULAR CONCENTRATION ON 2024 AND Q1 2025, WHILE ALSO PROVIDING ADDITIONAL INFORMATION ON SEASONAL SPLITS.

2019 REMAINS THE BENCHMARK YEAR, PRECEDING THE PANDEMIC AND THE INVASION OF UKRAINE.

WHERE COMMENTS ARE MADE ABOUT COMPARATIVE DIFFERENCES, THESE ARE UKIFDA OBSERVATIONS DERIVED FROM DISCUSSIONS WITH THIRD PARTIES. PRIOR YEAR DATA HAS BEEN UPDATED BY THE GOVERNMENT AND MAY, THEREFORE, DIFFER FROM PREVIOUS UKIFDA REPORTS

1. Factors influencing sales

1.1 Temperature and heating days

The daily average temperature in 2024 was 10.9 degrees Celsius, which is 0.1 degrees Celsius lower than in 2023 but 0.6 degrees Celsius higher than the long-term mean. The average number of heating degree days (HDD) was 4.9, broadly similar to 2023 but 0.8 lower than the long-term mean.

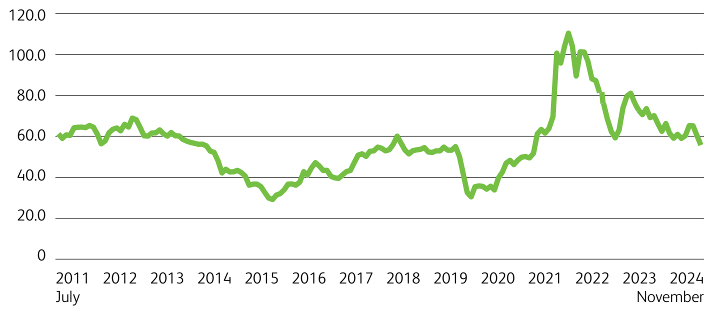
Between December 2024 and February 2024, the average temperature was 5.5 degrees Celsius, 1.0 degrees Celsius lower than the same period a year earlier and significantly below the long-term average. The average number of HDD was 10.0, 1.0 higher than the same period the year before.

	Average temperatures			Average heating degree days		
	30-year mean	2024 average	2025 average	30-year mean	2024 average	2025 average
January	4.9	5.0	3.7	10.6	10.5	11.8
February	5.2	7.6	5.4	10.3	7.9	10.1
March	6.8	7.9	7.8	8.7	7.6	7.7
September	14.2	13.8		1.9	2.1	
October	10.9	11.5		4.6	4.0	
November	7.6	7.6		7.9	7.9	
December	5.2	7.3		10.3	8.2	

1.2 Heating oil energy prices

Heating oil prices have continued to fall following both the trends in crude oil and dollar exchange rates. The current price is within the historic band of 40-60ppl.

ONS Heating oil (ppl)



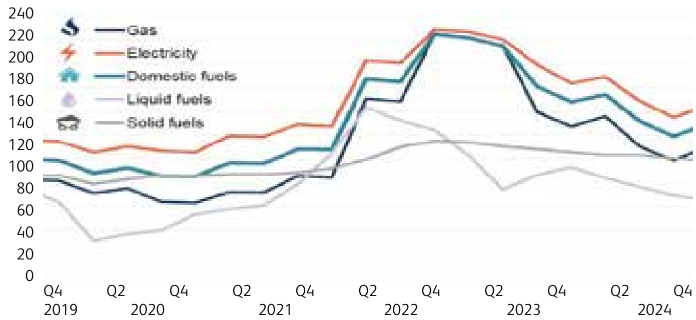
2022 Sep	101.7	2022 Dec	88.3
2023 Sep	79.8	2023 Dec	72.8
2024 Sep	58.9	2024 Dec	60.1

1.3 All energy prices

The price paid for electricity in Q4 2024 (in real terms and including VAT) increased by 7 per cent compared to the previous quarter, while the price for gas (in real terms) increased by 11 per cent. Between Q4 2024 and the same quarter in 2023, the price of electricity fell by 10 per cent, and the price of gas declined by 11 per cent.

The price of liquid fuels decreased by 4 per cent between Q3 2024 and Q4 2024. In Q4 2024, it was 24 per cent lower than the price in Q3 2023, in real terms:

All energy prices index 2010 = 100



Source: Office of National Statistics, Consumer Prices Index
Data in real terms adjusted for inflation using the GDP (market prices) deflator

2. Heating oil sales
2.1 Full year 2024

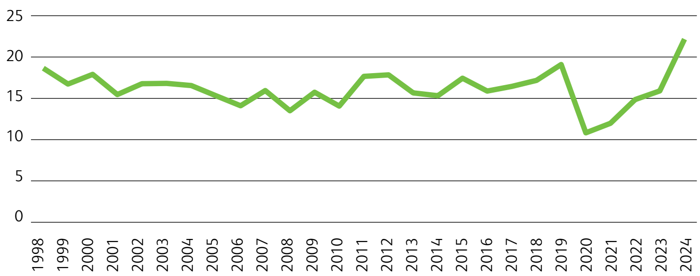
Total heating oil sales (Domestic and non-domestic) thousand tonnes							
	2019	2020	2021	2022	2023	2024	2024 vs 2023
Total year	3,336	3,469	3,246	2,774	2,979	3,060	3%
% Change vs 2019		4%	-3%	-17%	-11%	-8%	

Total kerosene sales (domestic and non-domestic) in 2024 were the strongest since 2021 and 3 per cent ahead of 2023, but 8 per cent below 2019.

This can be partially attributed to a strong summer (July to September):

Total heating oil sales (Domestic and non-domestic) thousand tonnes						
	2019	2020	2021	2022	2023	2024
July - September	637	376	389	412	474	678
Summer % of sales (July-Sept)	19%	11%	12%	15%	16%	22%

Summer sales (%)



The increase in summer sales during 2024 may be a result of advice being given by third parties that purchasing in the summer/early autumn could be cheaper than in winter. However, looking at the data, this is not always the case:

	September price (ppl)	December price (ppl)	Cheaper?
2013	63.0	61.7	N
2014	55.2	47.7	N
2015	36.3	32.2	N
2016	37.2	44.2	Y
2017	42.5	50.5	Y
2018	55.9	53.0	N
2019	52.7	53.0	N
2020	33.7	39.2	Y
2021	51.4	61.4	Y
2022	101.7	88.3	N
2023	79.8	72.8	N
2024	58.9	60.1	Y

It should also be noted that the Chancellor removed the winter fuel allowance for pensioners on 29 July 2024.

During 2024, the Government launched a new process for gathering data, which included polling more distributors for information regarding the split between domestic and non-domestic heating oil consumption, as well as creating stronger ties to HMRC data. This resulted in a change in the previously published figures, dating back to 2009.

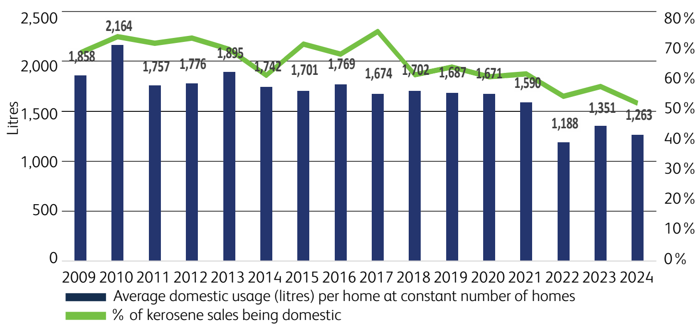
The published data for 2024, compared to the previous years, now appears:

Kerosene consumption (thousand tonnes)						
	2019	2020	2021	2022	2023	2024
Domestic	2,066	2,046	1,947	1,455	1,655	1,547
Non-domestic	1,257	1,420	1,299	1,300	1,302	1,513
Total	3,323	3,467	3,246	2,754	2,957	3,060
% Domestic	62%	59%	60%	53%	56%	51%

Interpreting this data can be challenging; however, it is notable that there has been a significant increase in non-domestic sales following the changes to red diesel regulations. This increase is likely due to industrial customers transitioning from red diesel to industrial heating oil, which is classified as kerosene by HMRC.

When examining domestic consumption more closely, it is possible to forecast the average consumption per household using census data. The Government currently estimates that approximately 1.5 million homes in the UK use kerosene for domestic purposes.

Domestic kerosene consumption



There has clearly been a sharp decline in domestic consumption per home since 2009, according to the revamped figures. In the later years, this is likely explained by price. However, it should be noted that condensing boilers were made mandatory for new oil boiler installations in the UK in April 2007. It is estimated that there are 60,000 oil boiler sales in the UK each year, which would imply an increase in efficiency of these boilers from c60 per cent to 90 per cent.

2.2 Quarter 1 2025

Total kerosene sales thousand tonnes									
	2019	2020	2021	2022	2023	2024	2025	2025 vs 2024	2025 vs 2019
January	403	445	424	375	339	333	367	10%	-9%
February	333	396	424	390	329	288	362	25%	9%
March	247	538	360	217	361	300	326	9%	32%
Total for quarter	**983**	**1,379**	**1,208**	**983**	**1,030**	**921**	**1,054**	**14%**	**7%**

Sales of all kerosene for Q1 2025 were 14 per cent higher than the previous year and 7 per cent more than in 2019. This increase is likely attributed to significantly colder winter weather compared to what had been experienced over the past six years, coinciding with price reductions.

A deeper analysis of the winter figures reveals that the 2024/2025 winter season had the highest sales since the 2020/2021 winter.

The split between domestic and non-domestic is yet to be published.

Total heating oil sales (domestic and non-domestic) thousand tonnes						
	19/20	20/21	21/22	22/23	23/24	24/25
Winter (Oct to Mar)	2,442	2,184	1,907	1,915	1,820	1,982
Year on year change		-11%	-13%	0%	-5%	9%
Change compared to 19/20		-11%	-22%	-22%	-25%	-19%

3. Gas oil sales

Gas oil sales in 2024 stabilised following the changes in 2022.

Gas oil sales (thousand tonnes)						
	2019	2020	2021	2022	2023	2024
Domestic	17	17	16	48	24	39
Industry	3,689	3,434	3,649	1,670	902	810
Transport	1,443	998	1,140	1,257	1,260	1,273
Total	5,148	4,449	4,805	2,975	2,185	2,121
% Change vs 2019		-14%	-7%	-42%	-58%	-59%
Year on year change (%)		-14%	8%	-38%	-27%	-3%
% Industry	72%	77%	76%	56%	41%	38%

This trend continued into quarter 1 2025:

Gas oil sales (thousand tonnes)								
	2019	2020	2021	2022	2023	2024	2025	2025 vs 2024
Jan-Mar	1,052	780	982	932	495	532	511	-4%

4. Road diesel sales

In 2024 diesel demand decreased by 4.9 per cent compared to 2023 and by 7 per cent compared to 2019, as fewer miles were driven in diesel vehicles for work purposes. Total petrol demand grew by 4.7 per cent compared to 2023, and rose by 6.2 per cent compared to the pre-pandemic levels of 2019.

Road diesel sales (thousand tonnes)						
	2019	2020	2021	2022	2023	2024
Total Year	23,490	20,283	21,728	22,949	22,938	21,763
% Change vs 2019		-14%	-8%	-2%	-2%	-7%
Year on year change (%)		-14%	7%	6%	0%	-5%

Road diesel demand in 2025 Q1 was 6 per cent higher than in 2024, primarily due to the colder weather.

Road diesel sales (thousand tonnes)								
	2019	2020	2021	2022	2023	2024	2025	2025 vs 2024
Jan-Mar	5,733	5,987	4,566	5,393	5,636	5,334	5,638	6%

5. Biofuels

Biofuel data for 2025 is not yet available, and data for 2024 is in the process of being finalised. However, preliminary data suggests there was a significant shift in the biofuel mix in 2024:

Million litres	2023	2024	
Avtur (renewable)	97	313	223%
Biodiesel ME	1,414	830	-41%
Bioethanol	1,408	1,487	6%
Biomethane	126	201	60%
Biopropane	13	18	33%
Diesel (origin Bio)	7		-100%
HVO	506	788	56%
Methanol (bio)	40	68	72%
Off road biodiesel	39	13	-68%
Pure bio oil	4	1	-85%
Total regular renewable fuel	**3,647**	**3,727**	2%
Total development renewable fuel	**53**	**71**	35%
Total renewable fuel	**3,700**	**3,798**	3%

Bioethanol forecasts indicate a 6 per cent increase in sales, reflecting the shift towards petrol cars and the E10 mandate. HVO sales have also risen, potentially accounting for some of the decline in gas oil sales to industry and transport.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6. Domestic gas consumption

Domestic gas sales grew by 5 per cent compared to 2023, largely as a result of sales being up 34 per cent in the three months to September compared to the same period in the previous year, partly caused by colder temperatures, particularly in September. Sales were still 11 per cent below 2019.

This is in comparison to total kerosene sales (domestic and non-domestic) in 2024, which were 3 per cent ahead of 2023 but 8 per cent below 2019.

GWh	2019	2020	2021	2022	2023	2024
Total	292,429	300,206	318,796	259,091	242,968	254,182
Year on Year Change		3%	6%	-19%	-6%	5%
Change on 2019		3%	9%	-11%	-17%	-13%

Domestic gas sales in Q1 were 8 per cent ahead of 2024, reflecting colder weather. This compares to total kerosene sales for Q1 2025 being 14 per cent ahead of the previous year and 7 per cent ahead of 2019.

GWh	2019	2020	2021	2022	2023	2024	2025	2025 vs 2024
Q1	117,166	117,391	138,008	114,134	104,339	103,849	111,892	8%

7. Domestic electricity consumption

Domestic electricity sales were up 3 per cent compared to 2023 but still 9 per cent below 2019 levels.

TWh	2019	2020	2021	2022	2023	2024
Total	102.42	105.94	105.20	93.54	90.40	93.55
Year on Year Change		3%	-1%	-11%	-3%	3%
Change on 2019		3%	3%	-9%	-12%	-9%

Q1 2025 sales were up 4 per cent compared to 2024

TWh	2019	2020	2021	2022	2023	2024	2025	2025 vs 2024
Q1	30.18	30.29	32.31	28.66	26.85	27.58	28.59	4%

8. Heat pump sales

The table below shows all heat deployments made across all government schemes since the beginning of 2018.

The schemes covered include:

- Boiler Upgrade Scheme (Scheme opened in April 2022)
- Home Upgrade Grant (Scheme opened in January 2022)
- Local Authority Delivery (Scheme opened in August 2020 and closed in September 2023)
- Green Homes Grant Vouchers (Scheme opened in September 2020 and closed in March 2021)
- Social Housing Decarbonisation Fund (Scheme opened in August 2021)
- Energy Company Obligation (Scheme opened in January 2013)
- Domestic Renewable Heat Incentive (Scheme opened in April 2014 and closed in March 2022)
- Non-Domestic Renewal Heat Incentive (Scheme opened in November 2011 and closed on March 2021)

Boiler Upgrade Scheme	Home Upgrade Grant	Local Authority Delivery	Green Homes Grant Voucher Scheme	Social Housing Decarbon isation Fund	Energy Company Obligation	Domestic Renewable Heat Incentive	Non-Domestic Renewable Heat Incentive	Total
48,815	3,559	3,065	4,960	2,699	36,592	57,914	1,642	159,246

Boiler Upgrade Scheme (BUS)

The scheme was launched in England and Wales on 1 April 2022, and aims to incentivise and increase the deployment of low carbon heating technologies by providing an upfront capital grant. Grants for ASHPs increased in October 2023 from £5,000 to £7,500.

It is the only scheme which shows the number of oil homes that have been converted:

Fuel type displaced	Air source heat pumps May 22 to Oct 24	%
Gas	26,945	54%
Oil	8,755	18%
None	6,986	14%
Direct electric	4,532	9%
Liquefied petroleum gas (LPG)	1,465	3%
Coal	519	1%
Other	387	1%
Unknown	30	0%
	49,619	**100%**

In terms of regional split for the total heat deployment, London and the South East continues to be the highest region for deployment:

North East	3%
North West	8%
Yorkshire and the Humber	10%
East Midlands	10%
West Midlands	8%
East	14%
London	5%
South East	20%
South West	18%
Wales	5%

Creating long-term partnerships: How Nolan Oils transformed operations with DTS fuel delivery software

MARK NOLAN, OWNER AT NOLAN OILS, THE OXFORDSHIRE-BASED DISTRIBUTOR, SAT DOWN WITH FUEL OIL NEWS AND DISCUSSED THE INTEGRATION OF THE DTS FUEL DELIVERY MANAGEMENT SOFTWARE, SHARING HOW IT HAS POSITIVELY IMPACTED OPERATIONS AND EFFICIENCY WITHIN THE BUSINESS.

The background

The Nolan family have been delivering fuel in the Bicester area for over 50 years. Now with a third generation involved, the business continues to build on its strong family values having grown from a single truck to a two-depot operation with 12 vehicles.

Explaining about the challenges the business faced before it's recent transformation, Mark said: "We identified paper-based processes in our business as an area which was restricting growth.

"Manually keeping track of the paper trail within a growing business was proving too time consuming. We have a proud history in delivering exceptional customer service efficiently and we want to spend more time interacting with our customers and less time on unnecessary paperwork.

"We undertook extensive industry research into how technology could be utilised to reduce errors during the delivery and reconciliation process, as well as improving both customer service and responding to business opportunities.

"As a team we recognised that the combined impact of current economic, political, environmental and regulatory challenges meant that to thrive, rather than just survive, changes in both operational controls and data management were needed. Added to that, an increased service and data demand from customers and the challenge of building for the future, required a new way of managing the business."

The selection of DTS

Once the decision was made to look for a new partner, the Nolan Oils team started to investigate their options. As Mark explained: "The selection of a partner for this key stage in the business development involved reviewing feedback and site visits with industry peers regarding which solution offered the most in terms of features, reliability and customer service as well as cost effectiveness.

Mike Smith of DTS with Mark Nolan of Nolan Oils

"What became clear during this process was that a focus on the business as a whole was required, not just on the needs of the customer and driver. The business benefits only become fully realised when each department has access to the data, system, training and support.

"After considering our options we opted for DTS. They came with excellent credentials in supporting businesses in transitioning from paper to technology-based processes."

Implementation

Mark shared more about the implementation process: "Once DTS were chosen they coordinated all aspects of the process; from the provision and installation of the hardware on the trucks, the interface with the meters and printers, the set up work with FuelSoft (the accounting, CRM and scheduling package) and the user training programme.

"The implementation team at DTS assisted each area directly and provided expert advice on resolving any issues encountered with data set up, equipment interfaces or user concerns.

"For some drivers the introduction of technology meant changing the way they had managed deliveries for the past 30 years. In these instances, DTS personally accompanied those drivers during early use of the system to align the interaction of technology with the driver's vast experience in managing various delivery challenges."

Key features of the software

Fuel Oil News asked Mark to share the key features of the software:

- The DTS solution included a delivery management application to support the driver in getting to the correct location, the correct tank and delivering the correct product and the correct volume.
- The planned and actual delivery details are available for everyone in the office to access live via a web portal, providing key insights in stock management, vehicle location and field-based challenges being faced.
- Live and accurate recording of delivery details enables both the invoicing speed and the speed of response to customer questions to be increased, improving both cash flow and customer service.
- The historical data stored in the system provides valuable insights and easy access to vehicle checks, stock and line change management that are essential when answering any questions from regulatory bodies as well as customers.
- With live location and stock status data, it becomes possible to add additional deliveries or emergency deliveries to existing loads with confidence.

Benefits

Mark continued: "Having used the technology for a year now, the surprising benefit was the improvement in communication between the driving team and the office-based teams.

"The drivers were no longer having to respond to as many update phone calls and the office staff had immediate access to the data they needed for customer and invoicing needs. This has positively impacted the delivery volumes for the drivers, the sales numbers for the sales team and the cash collection speed for the accounts team."

Real-world results

Fuel Oil News asked Mark to share some feedback from the team on the new DTS system:

- Management testimonial: "DTS have become part of the team during the implementation

Mike Smith of DTS with Lisa and Andy Welch Sodbury Fuels

The Nolan Oils and DTS teams

process, their customer service has been exceptional, and their product has delivered the platform for growth that we set out to achieve."

- Driver testimonial: "I was sceptical at first about using technology and whether it would make our days harder. By the end of the first day using the new system, and with the support of the DTS driver trainers, I was much more comfortable. After a week using it, I really don't want to ever go back to using paper tickets."
- Office Manager testimonial: "There are a thousand questions when you first make the move away from paper, DTS have answered each of them. The support when we need it – often early in the mornings or at weekends - has been fabulous and undoubtedly made the process easier."

Mark summarised his thoughts on the new DTS system: "With both reduced errors to investigate, and easier access to the data for any error resolution, we now have the space to grow the business and have seen growth in revenue, delivery volumes and customer satisfaction.

A big thank you to the team at DTS."

PORTLAND MARKET REPORT

JUNE IN VIEW

VOLATILE GROUNDS: HOW GEOPOLITICAL CRISES SHAPE OIL PRICE FLUCTUATIONS

We've hit the halfway point of the year and so can now look back over the last 6 months and see what oil prices have done since the beginning of the year. As we write this report, the current picture is becoming seriously complicated as only 3 days ago, Israel launched missiles at Iran, and the Persian Republic immediately retaliated. This has pushed prices spectacularly upwards, but for the purposes of this report, we will focus on events prior to this latest conflagration in the Middle East.

The average price of Brent Crude in January was $78 per barrel (bbl), but by the end of May it had fallen to $63 – a 20% drop in the price of crude. In the same period, the diesel price came down by 10 pence per litre, which saves a mid-sized fleet of 20 HGVs (Heavy Goods Vehicles) around £125,000 per annum on their fuel spend. At one point in early May, there even looked to be the possibility of a full price rout, with crude falling to a 4-year low of $61 per barrel. It was at this point though, that the big hedge-funds re-entered the market and bought swathes of oil futures. This obviously supported the oil price against further falls and illustrated that even in a tariff-affected global economy, $60 / bbl is a natural floor for the price of crude, particularly when you consider that the world still consumes 100m barrels per day (bpd) of the stuff.

Nonetheless, a drop in the oil price of this scale does usher in a new economic reality, principally for oil producing countries. As oil prices fell in the second quarter of the year, it seemed more than a coincidence (rather than Trump's "genius" negotiating strategy), that Vladimir Putin was suddenly, and unexpectedly, willing to engage in peace talks on Ukraine. In the Middle East, where high oil prices are essential to balance the books, mild panic seemed to be setting in, as countries such as Iraq and Bahrain – who need oil prices in excess of $100 / bbl – began to suffer the impact of rapidly diminishing $ receipts. They were not alone. Any price below $150 / bbl, means that the likes of Nigeria and Venezuela see their deficit increase, whilst even Saudi Arabia needs an oil price of circa $80 to match its vast spending programme. Worst of all is the aforementioned Iran, whose sprawling nuclear programme means a breakeven crude price in excess of $200 / bbl is required…

It would seem that low prices present an existential threat to most oil producing nations and, therefore, you could reasonably expect OPEC (basically the Middle East along with Nigeria and Venezuela) to be doing everything it can to push oil prices back up. Further production cuts for example, would starve the markets of crude and thus shore up the price. Well…one might logically make that conclusion, but quite unfathomably, OPEC seems to be pushing in the other direction! They have declared that in the second half of 2025, their members will reign back on the production cuts that have characterised the cartel's policy for the last 3 years, and open the taps, produce more oil and thus surely see even lower prices for their crude…

> "A DROP IN THE OIL PRICE OF THIS SCALE DOES USHER IN A NEW ECONOMIC REALITY."

Go figure! To this observer, the thinking here is totally baffling; turkeys voting for Christmas is the only thing that springs to mind! It's possible that OPEC sees a future demand curve that is far more bullish than the current evidence suggests, but even in the cartel's highly optimistic scenario of global oil demand hitting 120m bpd, the reality here and now is that demand is sluggish and unlikely to increase rapidly because of China's faltering economy and the prospect of more problems down the road as a result of tariffs. OPEC's only rationale must be around market share, and the argument here is that lower prices, whilst hurting OPEC countries, will hurt commercial oil producers more. This will drive the latter out of business, allowing OPEC countries to step in and take volume that was previously theirs. This rather binary "desk-top" strategy seems flawed based on historical experience, where OPEC countries have shown absolutely zero appetite to absorb low-price induced economic pain (even in the short-term). Furthermore, commercial operators – specifically in the US shale patch – have proved their resilience on more than one occasion (think 2014 and 2020) and will simply return to the market to steal back market share, when the oil price recovers.

If OPEC really does start to unwind previously agreed production cuts, then the current global over-supply position will be compounded. At the same time, as long as (huge) uncertainty reigns with regard Trump's tariff regime, then demand will also remain weak. Put these together, and you have an oil price that will keep falling. However, the Israeli-Iranian conflict changes everything and looking back at our January report, it feels remarkably prescient. At the time we said that whilst *"supply and demand economics play-out in slow-time…crises in oil producing regions tend to have immediate impacts"*. As we write this report, this immediate impact has been an oil price that has risen to $77 per barrel in the space of a few days. This is to be expected, because a war involving the world's 6th biggest oil producer (Iran), controlling a shipping lane that transports 25% of the world's seaborne oil (Straits of Hormuz) and in a region controlling 30% of global oil production (Middle East), is always going to outweigh supply and demand fundamentals.

For more pricing information, see page 38

Portland
www.stabilityfromvolatility.co.uk

FoxInsights launches scalable telemetry kit for small to mid-size distributors

FoxInsights, a supplier of remote tank monitoring solutions, has introduced a telemetry starter kit designed specifically for smaller heating oil and diesel distributors. The kit aims to address the operational challenges of emergency deliveries, route inefficiencies, and customer runouts by providing a streamlined, low-barrier entry point into remote tank monitoring.

Jake Swanson, International Account Manager at FoxInsights, spoke with Margaret Major, Fuel Oil News, to explain how the starter kit is addressing distributor challenges – helping smaller businesses to reduce costs, take control of deliveries, and gain peace of mind.

"Distributors operating without real-time tank level data often face unpredictable customer orders," Jake explains. "This leads to inefficient routing and costly last-minute deliveries that cut into already tight margins."

According to FoxInsights, these challenges are particularly acute for smaller companies with limited delivery resources and margin pressures. The new starter kit provides a means of moving from reactive to proactive logistics management.

What is included

26 FoxPressure Sensors (minimum order quantity): Designed for easy installation, these pressure-based sensors provide tank fill-level data in real time.

FoxPortal access: A cloud-based dashboard where distributors can monitor tank levels across all installations.

Optional FoxMobile App: A white-label mobile application for end users to monitor their own tank levels and consumption history.

The sensors integrate with FoxInsights' backend systems and use a forecasting algorithm developed from over 300 million data points to help anticipate consumption trends.

"Most suppliers already know about remote tank monitoring – but they assume it's too complex or too costly to implement," Jake says. "Optimisation through transparency starts with the very first installed device. That's exactly why we created the Fox Starter Set."

Scalability

Unlike previous offerings that required large-scale initial deployments, the company's starter set is designed with scalable adoption in mind. Distributors can begin by targeting specific customer segments or geographic areas, with the infrastructure built to scale up as operational needs evolve.

Jake notes, "Many of our partners begin by focusing on specific regions, customer types, or high-margin product segments. Once they see the benefits, scaling is easy."

The system is also compatible with a wide range of liquid products, including heating oil, diesel, lubricants, and AdBlue.

Deployment and support

FoxInsights describe installation as "requiring minimal technical expertise", and the onboarding process is supported by self-service documentation. The system is designed for plug-and-play functionality, to reduce implementation time and cost.

Connectivity and data transmission

Data from the FoxPressure sensors is transmitted via GSM/2G, NB-IoT, CAT-M, and Wi-Fi standards. These options offer flexibility depending on the deployment environment and ensure reliable data delivery to the FoxPortal dashboard.

Reliability and maintenance

Distributors need to have confidence in tank monitoring systems – something which was not always a given in the early days of telemetry deployment. Jake explains how the technology has evolved significantly to ensure that the latest generations of monitors deliver both reliability and consistent results.

"FoxPressure sensors are IP68 certified, offering durability in challenging conditions. The battery life is rated at over 10 years in lab tests and typically exceeds 5 years in the field and maintenance is straightforward, with battery replacement achievable by loosening six screws."

The company also highlights high system reliability and support responsiveness. A Customer Satisfaction (CSAT) score of 100% is reported, and support ticket resolution times show a median of just 6 hours and 18 minutes with typically only one response required indicating a high first resolution rate. FoxInsights also maintains the largest bearing table database in the market, contributing to accurate volume calculations.

Handling connectivity loss or sensor Issues

If connectivity is lost, the system automatically attempts reconnection using fallback options, such as alternative connectivity. If this fails, customers are notified proactively via the app and receive automated support to resolve the issue. Customers also have full access to the support team.

Sensor failures are addressed based on the nature of the issue, with remote assistance and advice frequently able to resolve the issue. Devices under warranty that are confirmed defective through the RMA process are replaced.

Data privacy and integration

In response to our questions regarding cybersecurity, FoxInsights confirms full GDPR compliance, with all telemetry data stored on EU servers. For companies using existing logistics platforms, FoxInsights provides an API to enable integration of tank data into existing delivery software or fleet management systems.

Benefits

We asked Jake for any available case studies or metrics that show the return on investment or efficiency gains enjoyed because of system adoption. Despite being unable to share detailed insights from partners companies, Jake was able to confirm that both the data and partner feedback does show increases in tank utilisation, resulting in longer delivery intervals and subsequently lower costs.

- Fewer emergency or unplanned deliveries
- Optimised routing based on known tank levels
- Increased customer satisfaction and retention due to fewer runouts
- Improved forecasting accuracy through data accumulation

"Right from the start, companies and their customers gain full visibility over tank levels, which results in fewer emergency orders and better planning," Jake adds.

Drivers of the Year share their thoughts on the industry and the role of the tanker driver

Peter and tanker

The industry celebrated exceptional talent and commitment to the fuel distribution industry when the UKIFDA awards were presented at the UKIFDA Show and Conference in Leeds in May.

The Driver of the Year Award is always hotly contested. The award honours exceptional delivery drivers who not only maintain high delivery standards but who also demonstrate quick thinking and a consistent ability to exceed expectations.

Claudia Weeks, Community Content Lead for Fuel Oil News, spoke to the winner of the 2025 Driver of the Year Award, Peter Stubbington, Certas Energy, and one of the runners up, Sam Howells, WP Group, to find out more about their role within the industry.

The role of tanker driver

Peter Stubbington, Certas Energy, was named as winner of the 2025 Driver of the Year Award. Having spent 14 years driving tankers, Peter has earned a reputation for attention to safety and professionalism in fuel delivery. The judges noted his focus on safe service and his commitment to finding solutions for customers. He has also progressed in his career – advancing from tanker driver to trainer and now supervisor.

Peter's standout moment occurred when he calmly handled a potentially dangerous situation involving a horse and struggling rider on a narrow country lane, a video of which quickly went viral, gaining praise from rural and equestrian communities.

Claudia congratulated Peter on his win and asked why he decided to join the industry: "I've worked at Devizes Depot for around 15 years now," Peter reflected. "We moved down to Wiltshire from London in 2007 but couldn't find any local jobs. My wife and I both commuted back and forth to London for work for two exhausting years. I realised that there were jobs for fuel delivery drivers, so I put myself through ADR training and started applying for jobs.

"I have had many other previous roles such as a master butcher (ironic as now I follow a plant-based diet), an insurance salesman, drayman and I worked in the building trade as a HIAB driver."

A typical day

Sam Howells, Tanker Driver for the WP Group and runner up for the Driver of the Year Award, shared what a typical day is like for him: "A normal working day as a tanker driver actually starts for me the night before.

"I receive my journey sheet the previous evening which gives me some time to have a look at my deliveries so I can plan my day and load accordingly. If the deliveries are unfamiliar then I will look on the map and plan my route, so it is efficient but also HGV suitable.

"My alarm typically goes off at 4:15am the next morning ready for a 5am start. Once I arrive at work then I will put my gear on and have a quick catchup with my colleagues and share any knowledge that may come in handy throughout the day.

"Once I have completed my walk round checks and filled out my paperwork, I will set off to load. With such a variety of customers my days could look very different from small cottages to big commercial sites. It's important to remain alert to the various risks and scenarios I could face throughout the day."

Sharing what his typical day looks like as a tanker driver for Certas Energy, Peter also told us what makes fuel delivery such a unique job for a driver: "My typical day starts at 4.30am. As a supervisor I like to get in and make sure the depot is open, things are working properly and that all my colleagues are okay with their day ahead.

"Then, it's time to load my truck and get on with the deliveries for the day. I mainly deliver to domestic properties, but also agricultural loads to farmers and commercial drops to building sites, prisons, hospitals and military bases.

"I prefer being a tanker driver as opposed to a general HGV driving job. Most HGVs are long distance hauling jobs or nights away which just doesn't appeal to me. Every job delivering fuel is different, and you can meet some really interesting characters.

"Some days I don't see any customers but other days I will meet a diverse array of people. The elderly are always grateful for a delivery and like to have a chat and offer a cuppa. If I know there are dogs at a residence, then I will go armed with biscuits for them!"

What makes a good tanker driver?

Asked what attributes make a good tanker driver, Peter reflected before replying: "Personally, I absolutely love my job. I have a happy disposition, dedication and a good attention to detail. I'm calm, friendly, customer focused and have a willingness to go that extra step. I really do enjoy the diversity of every day. You never know what or who will happen!

"I know that my job is important, and I can make an actual difference to someone's day, especially in the middle of winter when


Sam and Peter at UKIFDA

Sam WP Group

they have run out of fuel! I love doing my job and role well, it's great to be there for others and I'm always providing a friendly listening ear to customers!"

Helping the world go around

Considering the question of what makes a good tanker driver, Sam agreed with Peter about the importance of being aware of the vital nature of a drivers role and also highlighted the need to stay calm in challenging situations as he shared more about his role for the WP Group: "I was previously based out of our Ringwood Depot which is home to our smaller 4-wheeler trucks, we're located very close to the New Forest border.

"I would often do smaller deliveries but a higher quantity of them. It wouldn't be unusual to have 15 plus domestic heating oil deliveries in a day in the wintertime. These sorts of days present a mix of challenges, from high pressure driving situations like squeezing down tight tracks and through even narrower gateways to the physical challenges of pulling the full-length hose round the back of the house – all while avoiding an array of flowers on display!

"Despite all this it makes the job more rewarding knowing that an elderly customer will be staying warm this winter, the variation also ensures that no two days are ever the same.

"After my move to our bigger Hythe Depot, I more frequently find myself at commercial sites which means seeing the same faces more often which results in a better customer relationship.

"Delivering fuel to high value customers, sometimes in their moments of need, also gives you the satisfaction that you're making a difference and 'helping the world go round'."

The future of the industry

Reflecting on the future of the industry, Peter commented: "With the drive for net zero 2050 needing a move away from fossil fuels, it's exciting to see what ideas are emerging for the sustainable fuels of the future. Our customers will all need heating fuel.

"If I could change one thing about the industry, it would be to continue to improve operational efficiency, to utilise advanced technology and implement continuous improvement initiatives."

When asked what the best piece of industry advice was he's received, Peter added: "There are quite a few famous celebrities (actors, singers and royalty!) who live in Wiltshire. You could easily become a bit star struck. My father-in-law gave me some excellent advice (the polite version is) – we all use toilet paper!"

Congratulations to Peter, Sam and Craig. If you have any excellent tanker drivers in your business that you would like to tell us about then please get in touch: claudia@fueloilnews.co.uk

Tank Storage Conference & Exhibition 2025

THE TANK STORAGE ASSOCIATION'S CONFERENCE & EXHIBITION, THE UK'S LEADING EVENT FOR THE BULK STORAGE AND ENERGY INFRASTRUCTURE SECTOR, IS SET TO RETURN TO THE COVENTRY BUILDING SOCIETY ARENA ON THURSDAY 18TH SEPTEMBER 2025 FOR ITS 24TH EDITION.

The annual event continues to offer unparalleled opportunities for professionals interested in effective and safe bulk storage operations to come together, be inspired, share knowledge and network. With 62 exhibitors from across the bulk storage sector and beyond, delegates will have the chance to explore a comprehensive array of products, services, and solutions.

The 2025 conference programme promises insightful presentations and discussions led by leading experts from industry, government and regulators exploring a wide range of topics from global trends and security of supply to the energy transition, climate change adaptation, safety and more.

Lord Philip Hammond and Lord Iain McNicol will deliver the opening keynote, setting the scene for the day by addressing the critical role of research and development to unlock innovation and growth. Jonathan Martland and Jason Rajah of Energex Partners will share expert insights on global trends, security of supply, and the strategic developments shaping the terminals sector. Jim Neilson, Head of Major Hazard Risk Assessment at the Health and Safety Executive, and Carolyn Nicholls, Managing Director of RAS, an independent company of risk management consultants, will delve deeper into major hazard human harm risks for Control of Major Accident Hazards (COMAH). Dr Mike Nicholas, Senior Advisor on COMAH and Climate Change Adaptation at the Environment Agency, will present on climate change adaptation and lessons learnt, while Richard Foecke of Rosen will explore innovations in tank bottom inspections.

A special panel session, titled 'Buncefield 20 years on', will bring together industry experts reflecting on the lessons learnt since the Buncefield incident. The panel will feature Ken Rivers, Non-Executive Board Member at the Health and Safety Executive, Martyn Lyons, Director of TR3 Consulting, and Dr Mike Nicholas, Senior Advisor on COMAH and Climate Change Adaptation at the Environment Agency. It will be moderated by this year's event chair, Ian Travers, a world expert on process safety management.

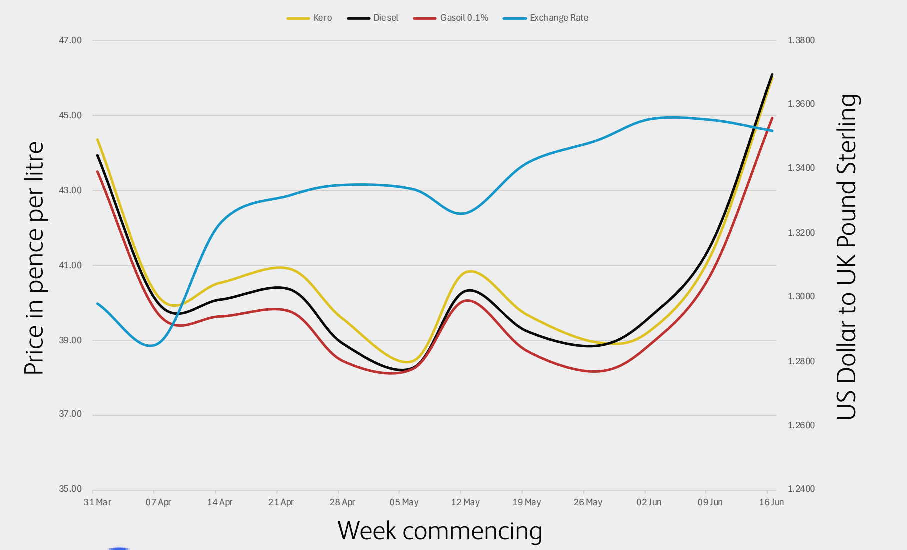
We are now firmly at the doorstep of a brand-new, complex chapter defined by the need to deliver energy security and resilience in an uncertain world and shifting global dynamics while also accelerating the journey toward net zero. The event will delve into how the sector can address today's challenges while embracing tomorrow's opportunities and unlocking a new frontier of possibilities.

The Tank Storage Association looks forward to welcoming members, exhibitors and delegates on 18th September 2025. Registration is open for delegates at https://tankstorage.org.uk/conference-exhibition/delegate-registration/

Wholesale Price Movements: 18th May 2025 – 18th June 2025

	Kerosene	Diesel	Gasoil 0.1%
Average price	40.68	40.72	39.98
Average daily change	0.67	0.69	0.67
Current duty	0.00	52.95	10.18
Total	40.68	93.67	50.16

All prices in pence per litre



myAutomate

Kerosene

Highest price	Biggest up day
47.23	+3.24
Wed 18 Jun 25	Tue 17 Jun 25
Lowest price	**Biggest down day**
38.24	-0.77
Fri 30 May 25	Wed 04 Jun 25

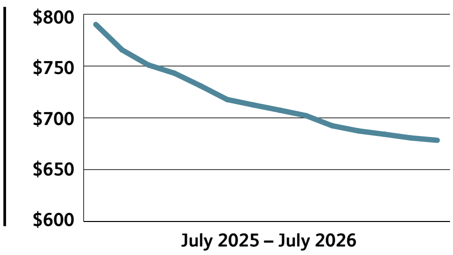
Diesel

Highest price	Biggest up day
47.63	+3.34
Wed 18 Jun 25	Tue 17 Jun 25
Lowest price	**Biggest down day**
38.32	-0.64
Fri 30 May 25	Wed 04 Jun 25

Gasoil 0.1%

Highest price	Biggest up day
46.31	+3.23
Wed 18 Jun 25	Tue 17 Jun 25
Lowest price	**Biggest down day**
37.58	-0.71
Fri 30 May 25	Thu 29 May 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	42.87	53.77	97.47	48.87	57.45	101.29
North East	41.82	52.40	96.55	50.13	55.82	99.35
North West	43.39	55.00	98.94	49.17	58.21	101.45
Midlands	41.89	52.93	97.01	47.51	56.30	100.05
South East	41.99	52.89	96.99	53.59	58.77	99.63
South West	42.34	52.73	96.83	49.83	56.09	99.24
N. Ireland	42.45	54.10	n/a	47.99	58.24	n/a
Republic Of Ireland	56.21	59.53	98.41	61.44	63.05	101.53
Portland	40.20	50.45	93.70			

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 JULY'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 **JODIE JOHNSON**, HEAD OF CUSTOMER CARE AND SPOT SALES AT GREENERGY.

"IF YOU WANT NICE THINGS IN LIFE, YOU'VE GOT TO WORK HARD FOR THEM."

JODIE JOHNSON

Sum up your working life in 25 words or fewer.
Random, sometimes bonkers, and still trying to figure out what I want to do when I grow up!

Describe yourself in 3 words.
Consider it sorted.

What were your childhood / early ambitions?
To own a shiny red Ferrari. I'm still not there but I'm rather taken with my Mini convertible.

If you could have any superpower, what would it be?
Not so much a superpower but I'd like to be more Disney Princess in the mornings instead of Disney villain (think Cruella de Vil).

The best advice you've ever received?
Mum always told us that if we want nice things in life, you've got to work hard for them. This is something I reiterate to my 18-year-old son on a regular basis.

What's the funniest miscommunication you've ever had at work?
Early in my Greenergy career as a receptionist, I was responsible for booking travel for staff.
The Head of Financial Services asked me the difference between standard and first-class train travel to which I explained animatedly how in first class you get food and drink, more space and a little light on your table…. It turns out she meant the difference in price #facepalm.

What's your most recent business achievement of note?
Being a part of the Greenergy leadership team.

Your top tips for business success?
Honesty, transparency and leading by example.

Which is most important – ambition or talent?
Ambition.

What's the last photo you took on your phone?
Rita, my French Bulldog.

If you could have dinner with any person, living or dead, who and why?
Jason Momoa, phwoah!

You can only eat one thing for the rest of your life, what is it?
Cake!!

The best thing about your job?
Building lasting relationships with customers.

The quality that you most admire.
Selective hearing.

What are you most likely to say?
No problem.

What are you least likely to say?
That's not my problem.

Describe your perfect day.
It's a Saturday, I look like Julia Roberts and have an email from the National Lottery telling me I've won the jackpot.

Your favourite sports team?
I don't have one but if my husband asks, it's Manchester City.

If your 20-year-old self saw you now, what would they think?
Wow, you're pretty boring! Be more 20-something…

Who would you most like to ask these questions of?
My 20-year-old self.

Share your greatest personal achievement.
My work ethic.

Share your pet hate or biggest irritant.
Noisy eaters.

Tell us your greatest fear
Spiders!

Cheese or chocolate?
Chocolate covered cheese…

If you had a time machine, would you go to the future or the past?
The past – before social media and the internet.

What's the biggest challenge of our time?
Decarbonisation and the challenges of moving away from fossil fuels.

What 3 things would you take to a desert island?
Trumpet, traffic cone, toothpaste.

Something about you people would be surprised by?
I don't play the trumpet.

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