

# Fuel Oil News

June 2026



## **MB ENERGY: INSIDE THE REBRAND**

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# Fuel Oil News

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A trusted community platform, we deliver essential news, expert insight and practical guidance to the UK and Ireland fuel distribution sector. We support you with the knowledge and support needed to thrive in the essential transition to a cleaner energy future.

## The pace of progress

When I interviewed Edmund Robins, Aegis Energy, for 'Industry Insight' on pages 26 & 27, one comment in particular, stood out: "We're here to help accelerate decarbonisation in the way that works for customers".

A man driven by the climate imperative and the need to accelerate progress toward a cleaner energy future, Ed's message conveys a truth that can sometimes be overlooked in policy discussions – that meaningful decarbonisation progress will come only when customers are willing, and able, to embrace the solutions available to them.

For the fuel distribution industry, it is a familiar message. It suggests a future shaped not by abrupt replacement, but by managed evolution across multiple fuels, infrastructures and business models.

A recurrent theme in discussions at the recent industry EXPO, was concern over the loss of UK refining capacity, increased reliance on imported fuels and the resulting risk to domestic energy security.

If policy continues to undermine UK industry while consumption patterns remain broadly unchanged, the associated emissions are not eliminated – they are simply relocated offshore – an 'illusion of progress' highlighted in 'Industry Voice' on page 17, where Elizabeth de Jong makes the case for policy adjustments to encourage continued investment in domestic refining.

As Ken Cronin notes in 'Ken's Corner' on page 13, that same industry also has a vital role to play in accelerating the energy transition through the production of renewable fuels.

Decarbonisation is necessary, but adoption, practicality and customer confidence will determine the pace of progress. As many of the stories in this issue demonstrate, the industry's future role lies in enabling that journey.



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## On the cover

MB Energy teams from the UK and Germany come together in Weston-super-Mare during the wholesale office rebrand, united over a cup of tea and a shared vision for a single future identity. Read more on pages 7 to 9.



# Tanker safety solution wins UKIFDA innovation award

An industry-first safety innovation that is transforming how engineers work at height on fuel tankers, was announced as the winner of the Fuel Oil News sponsored UKIFDA Innovation Award 2026.

Watson Fuels, one of the UK's largest fuel suppliers, collaborated with its tanker manufacturing partner Cobo to develop integrated safety runners which are built directly into a tanker's structure.

The innovation removes risk, by enabling operatives to clip their harness straight into the runner before stepping onto a tanker from an access ladder.

## Raising standards

Daniel Brain, Chief Operating Officer at Watson Fuels, said: "Working on top of a tanker has always presented challenges. While a number of safety systems already exist, many introduce additional risks, inefficiencies or operational complexity.

"We knew there had to be a better way, so we worked with Cobo to develop a system which removed compromise altogether."

Joby Clark, UK Operations Manager at Cobo, said: "After an initial conversation with Glenn Tyrie – Compliance, Fleet and Engineering Director at Watson Fuels – it was clear we shared the same ambitions to improve compliance and health and safety in our industry.



"In just six weeks, we went from discussing the initial idea to designing a prototype that is completely new to our industry.

"The creation of this solution reflects the joint commitment of Watson Fuels and Cobo to continuous improvement, practical innovation and raising sector safety standards."

The solution was developed to tackle common issues faced by operatives, including time-consuming installation and maintenance and repeated clipping and unclipping, which creates unsafe transition points.

Solutions have previously been limited to heavy or costly equipment requiring specialist facilities, which are burdened with a slow and inefficient setup process.

"With the new solution, as an engineer reaches the top of the access ladder, they clip their harness straight into the runner before stepping onto the tanker, removing transfer risk entirely," added Joby.

"Once connected, they can move freely and safely along the vehicle with no additional



setup, no repeated clipping and unclipping and no requirement for extra equipment.

"The result is a streamlined system that prioritises safety, efficiency and ease of use."

## The power of collaboration

Daniel Brain said the innovation is a great example of how valuable it is to challenge long-standing industry practices to make meaningful improvements to safety.

"By working closely with our partners and listening to the realities engineers face every day, we've delivered a solution that removes risk rather than managing it – and that's exactly the kind of progress our industry needs," he said.

"The award is testament to the dedication, creativity and determination of our fleet team, and to the power of close collaboration with trusted partners such as Cobo."

The system was showcased on a Watson Fuels tanker at the UKIFDA EXPO and will now be featured on all Watson Fuels trucks manufactured in partnership with Cobo.

# FAST Exocet team supports inspirational London marathon runner

The FAST Exocet team is proud to have supported one of its sponsored runners who recently completed the London Marathon, marking a personal milestone and an inspiring achievement built on months of dedication and discipline.

Millie Coletta took on the iconic 26.2-mile challenge following an intensive training block, describing the journey as both demanding and deeply rewarding.

Reflecting on the experience, Millie shared: "Just a quick one to say a huge thank you again for the kind donation from the FAST Exocet Team. It's been a LONG training block and one that I'm proud of. Definitely something ticked off the bucket list!"

Her words capture not only the physical commitment required to complete a marathon but also the personal significance of achieving

a long-held goal. For many participants, the London Marathon represents more than just a race; it is a test of resilience, consistency, and mental strength over many months of preparation.

The FAST Exocet Team's sponsorship played a small but meaningful role in supporting Millie's journey, reinforcing the company's ongoing commitment to encouraging community involvement, well-being, and charitable engagement alongside its core business activities.

A spokesperson from the team added: "A HUGE congratulations is in order, and a very well done on what you have achieved this weekend. The team at FAST is incredibly proud of what you have accomplished and the money you have raised for such a great cause.

"From the moment you started training to



crossing the finish line, this is something to be truly proud of."

Events like the London Marathon continue to bring together individuals and organisations in support of personal goals and wider charitable causes, and this year was no exception.

The FAST Exocet Team extends its congratulations to all participants and especially to its sponsored runner for completing a milestone that will no doubt remain a memorable highlight for years to come.

# Unique truck set to unlock access

**A Channel Islands fuel distributor is trialling a new tanker to tackle tight access.**

Rubis has taken delivery of the bespoke Renault Trucks D14 rigid, nicknamed the 'little green truck', to address the challenge of completing deliveries in difficult locations.

## Access constraints drive fleet rethink

As part of an ongoing fleet replacement programme, Rubis has worked with long-standing partner Sparks Commercial Services who has engineered the truck specifically for fuel distribution across Guernsey.

Operating across Guernsey and Jersey, Rubis runs a fleet of around 20 vehicles on highly localised routes. Daily mileage is low – typically 30 to 60 miles – but the physical constraints are significant.

Narrow roads, tight delivery points and regulated vehicle dimensions mean that vehicle size is becoming a limiting factor.

"We're getting to the point where some of the newer vehicles just won't go everywhere we need them to," said Matt Bacon, Logistics Supervisor at Rubis.

"This one is designed to be able to go anywhere and do anything. If it delivers what we expect, it gives us a clear path forward for replacing more of the fleet.

The vehicle has been built through a multi-stage process, with ADR preparation by Gardner Denver followed by a hand-built tanker installation by Tasca Tankers,

Crucially, Rubis points to chassis flexibility as a deciding factor: "The key for us is working within very tight width and layout constraints," Matt comments. "The D14 and D16 chassis give us that flexibility. We can move components around, adjust the design and make it work for our application."

Despite the technical focus, driver feedback remains a central consideration.

"The drivers prefer them," Matt added. "They're comfortable, well equipped and easy to drive... If the driver is happy, you get a better day's work."

Rob Coxon, Transport Solution Executive at Sparks Commercial Services, described the D14 as "a particularly interesting project that is pushing the limits of compact design while still delivering full tanker capability".

If successful, the trial could point towards a more modular, application-specific approach to fleet design.

# DCC results reinforce strategic value of route-to-market energy businesses

**The latest annual results from DCC plc add fresh context to recent takeover interest in the energy-focused group, strengthening the view that investors see significant long-term value in established route-to-market energy businesses.**

As previously reported by Fuel Oil News, DCC recently confirmed it had received an indicative takeover approach from US investment firms Energy Capital Partners and KKR.

Now, with the publication of its financial results for the year ended 31 March 2026, the company has offered further evidence of why businesses built around logistics, customer relationships and energy distribution infrastructure continue to attract attention.

## Energy focus sharpens

DCC reported an increased adjusted operating profit of £634 million for FY2026, with adjusted earnings per share also rising despite lower overall revenues linked to softer commodity pricing and reduced energy volumes.

The results also mark a major milestone in the group's strategic repositioning, with DCC continuing its transition towards becoming a pure-play energy business following disposals in healthcare and technology. That evolution is particularly significant in the context of wider energy sector investment trends.

While major upstream oil and gas producers continue to face difficult questions around balancing shareholder returns, hydrocarbon investment and lower-carbon growth strategies, DCC's model presents a different type of energy investment proposition.

Rather than relying on production assets, the group's value centres on the infrastructure and operational capability required to move energy to end users.

## Why route-to-market matters

As Fuel Oil News noted when reporting the initial bid interest, the attraction of businesses such as DCC may lie in the enduring importance of customer access and delivery capability during the energy transition.

Even as energy products evolve, core capabilities remain essential, including:

- storage and terminal infrastructure
- tanker fleets and logistics networks
- last-mile delivery capability
- regulatory and compliance expertise
- commercial customer relationships
- billing and service systems

- trusted regional brands and operational footprints

Those assets retain strategic value regardless of whether the product being delivered is traditional liquid fuel, LPG, renewable liquid fuel, bio-LPG or wider energy services.

DCC's latest results reinforced this positioning, with the company continuing to emphasise a multi-energy approach spanning conventional fuels, LPG, biofuels and renewable energy solutions.

## A more nuanced transition story

The update also challenges simplistic assumptions that downstream fuel distribution represents a "sunset" sector.

Sophisticated investors increasingly appear to recognise that businesses operating in mature energy markets can still generate strong and dependable returns where they combine operational efficiency, resilient customer demand and the ability to adapt their product mix over time.

In that sense, interest in DCC may be viewed not simply as confidence in legacy fuels, but in businesses capable of funding and enabling transition from a position of operational strength. The company's latest results suggest management continues to pursue exactly that strategy – simplifying the business structure while strengthening its energy platform across European markets.

## Wider implications for distributors

For fuel distributors and suppliers across the UK and Ireland, the story carries a broader message.

Public debate around the energy transition often focuses heavily on generation technologies or end-use electrification. Yet the DCC story highlights the continuing strategic importance of the businesses that physically store, transport and deliver energy to homes and businesses every day.

Notably, DCC's board suggested the indicative proposal undervalued the company and its long-term strategy – a response that itself underlines growing confidence in the future value of route-to-market energy businesses as the wider energy system evolves.

In an increasingly complex and evolving energy system, ownership of customer relationships, logistics capability and trusted local delivery networks may prove every bit as important as ownership of the energy itself.

# TRANSITION IN ACTION

## Nolan Oils: why a pragmatic, family-owned distributor decided the time was right for HVO

FOR YEARS, MANY INDEPENDENT FUEL DISTRIBUTORS HAVE WATCHED THE GROWTH OF HYDROTREATED VEGETABLE OIL (HVO) WITH CAUTIOUS INTEREST – BALANCING QUESTIONS AROUND DEMAND, PRICING, INFRASTRUCTURE INVESTMENT AND LONG-TERM VIABILITY AGAINST GROWING PRESSURE TO OFFER LOWER-CARBON ALTERNATIVES.

For some, the biggest risk was moving too early. Increasingly, however, the concern is becoming whether waiting too long could leave businesses behind.

That tension sits at the heart of Nolan Oils' recent decision to begin supplying HVO directly from its own depot. Having previously supplied the renewable diesel alternative through partners, the family-run distributor has now invested in dedicated storage and operational changes to bring the product fully in-house – a move driven not by ideology, but by a noticeable shift in customer behaviour.

"We wanted to see consistent demand before investing properly in HVO," says Luke Nolan. "Like many independents, we took a measured approach. Then decided we can't let the big boys have all the fun!"

That blend of pragmatism and humour reflects a wider mindset across the SME fuel distribution sector, where interest in lower-carbon fuels is growing, but decisions still need to stack up commercially and operationally.

### Waiting for the market

For Nolan Oils, the move into direct HVO supply was not about chasing headlines or making a dramatic strategic pivot overnight. Instead, it was about responding to what the business was increasingly hearing.

"Customer interest had become much more serious over the last year," Luke explains. "Mainly that we received more proactive enquiries from customers – them approaching us rather than us promoting HVO as an available product."

It's an important distinction.

Rather than being driven by supplier-led marketing, the business began seeing genuine pull from commercial customers actively looking for lower-carbon fuel options, particularly those facing sustainability requirements within procurement and tendering processes.

Demand has so far been strongest from the construction sector and public services, with applications including onsite generators used by building contractors, film crews and backup power generation on public sector sites.

"Most customers are driven by sustainability goals and are obligated to use it to meet their green credentials when tendering," Luke says.

At the same time, he is realistic about the limits of the current market.

"Price is still a major factor."

### A measured transition

That commercial consideration runs throughout Nolan Oils' approach.

One of the most striking aspects of the company's response is its rejection of the idea that distributors must be all in or risk being left out.

"One of the biggest misconceptions before getting involved was the idea that you either fully commit immediately or get left behind," Luke says.



"In reality, it doesn't have to be an 'all in' decision overnight. Our approach has always been to take things one step at a time, learn as we go, and build capability steadily."

That is likely to resonate with many independent distributors balancing transition planning with the day-to-day pressures of running a fuel business in a volatile market.

Rather than building entirely new infrastructure, Nolan Oils took advantage of an opportunity to repurpose an existing storage tank, allowing the business to introduce HVO supply in a measured and manageable way.

"Cleaning and preparing the storage were the main considerations, as well as updating our tanker metering and tablet system to add the product."

But, while the move required operational changes, the emphasis throughout has been on controlled evolution rather than rapid transformation.

### Bringing the team with you

Interestingly, Luke believes one of the most important elements of introducing HVO has little to do with tanks, logistics or price.

"My advice to other FODs considering investment in HVO capability would be to prepare thoroughly – not just operationally, but culturally as well," he says.

"Make sure your team understands the reasons behind the investment, supports the direction of the business, and feels part of

## THE LATEST UPDATES FROM OUR DISTRIBUTOR COMMUNITY

the journey. Having staff on board is just as important as having the infrastructure in place.”

That focus on internal culture reflects a broader challenge facing many FODs as the energy transition increasingly moves from distant policy discussion to business reality.

For smaller distributors especially, strategic change often depends as much on confidence, communication and operational buy-in as it does on capital investment.



### Affordability remains the challenge

While interest in HVO is clearly growing, Nolan Oils is candid about the commercial barriers that still exist – particularly in the domestic market.

“It would be great to see the demand grow for domestic heating,” Luke says.

But he believes pricing, policy support and public awareness are all currently holding that back: “The average person isn’t really aware of HVO, and I believe when they do discover it, they are quickly discouraged by the current high price.”

That challenge has become even more pronounced amid recent fuel price volatility linked to geopolitical tensions and instability in global energy markets.

“Unfortunately, the huge increase in prices has meant some tough conversations with a lot of customers about affordability,” Luke explains.

“Some customers are also exposed to scaremongering, clickbait media that creates panic of further price increases and product shortages. In this current environment, it is difficult to promote a lower-carbon but higher-priced alternative.”

The comments highlight a reality increasingly facing distributors across the sector: balancing long-term transition ambitions with immediate affordability concerns for customers already under pressure.

### Looking ahead

The company expects demand to continue growing steadily over the coming years, although Luke believes wider adoption will remain closely tied to pricing and government support.

He also praised ongoing industry engagement efforts around renewable liquid fuels.

“I know Ken Cronin for UKIFDA is doing great work pushing HVO with government and I think all members should support him in this endeavour for the future of our industry.”

For Nolan Oils, the move into direct HVO supply is not about abandoning traditional fuels overnight, but about future-readiness.

“At the moment, HVO is more of an addition than a replacement for traditional fuels,” Luke says. “We see it as an important future product as customer requirements evolve.”

Ultimately, Nolan Oils’ HVO journey is less about overnight transformation and more about pragmatic evolution.

And perhaps that is the clearest message for other independent distributors watching the market closely: transition does not have to mean sudden transformation. For many, it is about adapting carefully while remaining grounded in commercial realities.

### EET Fuels brings colleagues together for Stanlow 100 Cup

EET Fuels has hosted the annual Stanlow 100 Cup Football Tournament.

Held at Prenton Park, home to Tranmere Rovers FC, the tournament welcomed more than 70 colleagues in four teams.

Winning captain, Production Team Leader Stuart Clarke, commented: “It was a pleasure to captain ‘Gasoltasary’ and lift the Stanlow 100 Cup at Prenton Park.

“I was part of the team that won the inaugural tournament in 2024, scoring the winning penalty, so getting the chance to win it again in a different way – as captain – was something I was genuinely proud of. Full credit goes to the whole team for making this event happen.

“Football has featured throughout Stanlow’s history and it’s great to see that tradition continue as part of the 100-year celebrations.

“Fantastic events like this bring colleagues together from across the site. Long may it continue!”



### New Era Energy team takes on the London Marathon

Essex-based New Era Energy was immensely proud to see CEO James Hunt and COO Brett Jacobs complete the London Marathon in April.

James and Brett ran to raise funds for the Essex Disabled Sports Foundation, a charity that creates opportunities through sport for disabled people across Essex. Reflecting

on the day, James said: “It was an experience I’ll never forget. Running alongside thousands of people from different backgrounds and cultures, the feeling of unity was incredibly powerful, especially against the backdrop of current global conflict and division.

“It genuinely restored my faith in humanity.”

James completed the marathon alongside Brett Jacobs and Ryan Morgan (Climate Hire London), together raising over £12,000 for the charity – an incredible amount that is still rising.

### BoilerJuice charity golf day returns this June

BoilerJuice will be hosting its fourth annual Charity Golf Day on Thursday 24th June 2026 at West Midlands Golf Club.

A well-established event in the industry calendar, the golf, networking and fundraising day brings together sector suppliers and partners. It is a valuable opportunity to strengthen relationships away from day-to-day industry pressures, while raising money for Mind, supporting the charity’s work providing mental health support across the UK.



# Beyond fuel: what the EET strategy reveals about the future for UK refining

AGAINST A BACKDROP OF GEOPOLITICAL INSTABILITY, REFINERY CLOSURES AND GROWING CONCERN OVER THE RESILIENCE OF DOMESTIC INDUSTRIAL CAPABILITY, ESSAR ENERGY TRANSITION (EET) HAS UNVEILED A REPORT, QUANTIFYING THE COMPANY'S CURRENT AND FUTURE CONTRIBUTION TO THE UK ECONOMY.

With the recent closures of Grangemouth and Prax Lindsey refineries raising concerns over the impact of decarbonisation policy on domestic industry, EET's economic impact report reframes domestic refining infrastructure in the context of industrial transition.

It also lands in a strategically sensitive moment for UK energy policy as government struggles with the tension of delivering energy transition without deindustrialisation.

For years, the debate around UK refining has largely been framed as a question of fuel demand decline. But EET's report argues the future of domestic refining may have as much to do with industrial resilience, jobs, hydrogen, carbon capture and regional competitiveness as it does with liquid fuel supply.

So, what does industrial transition actually look like in practice when it involves strategic infrastructure, thousands of jobs, regional economies and essential energy systems?

## More than a refinery

One of only four remaining in the UK, Stanlow represents a critical component of UK energy infrastructure:

- Supplying 18% of UK road fuel demand
- Supplying 12.5% of UK jet fuel demand
- Maintaining the key Manchester Airport pipeline

In addition, the refinery's current economic impact is significant:

- £4.2 billion in VAT and fuel duty was collected in FY 2025
- Contributing £55 million in employee tax and business rates to the UK economy

But key insights from the report indicate that, beyond its vital role in UK fuel supply, Stanlow also supports wider manufacturing ecosystems.

EET's hydrogen hub is the heart of HyNet North-West – a major strategic initiative aimed at strengthening the UK's energy security while advancing large-scale industrial decarbonisation of the region. This role is one that is frequently overlooked in energy policy debate. Refineries are often discussed in isolation rather than acknowledged as enabling infrastructure for chemicals, logistics, aviation and manufacturing ecosystems.

The closure or decline of refining capacity therefore has implications far beyond fuel

supply, potentially affecting wider industrial competitiveness, regional employment and strategic manufacturing resilience.

## Transition as industrial survival

A central point of the report is that "decarbonisation doesn't have to mean deindustrialisation".

Rather than a purely progressive strategy, EET's decarbonisation investment is as much about ensuring the company's future as the energy landscape evolves.

The development of large-scale low-carbon hydrogen production, CO<sub>2</sub> capture capabilities, and hydrogen-based energy systems positions Stanlow at the forefront of industrial decarbonisation.

By preserving industrial activity at the site, project investment will protect existing jobs and supply chains, while supporting the transition toward a cleaner, more secure energy future.

## The broader sector

It is becoming apparent that the downstream fuel distribution sector increasingly sits at the intersection of energy security, industrial policy, resilience, transition infrastructure and future fuels.

As the UK energy mix diversifies, liquid fuels will continue to play a key role in domestic energy security and as noted in the report, the sector also plays a vital role in retaining supply capability during this transition.

EET suggests hydrogen will play a role in decarbonising industrial processes, and that future demand for SAF and other renewable liquid fuels will see refining sites pivot to become multi-energy hubs.

The combination of refining, hydrogen and SAF production, carbon capture, power generation, storage and logistics is a very different proposition from the traditional image of a refinery. And one which has clear implications for infrastructure investment and logistics development.

## The policy tension

If the UK wants strategic energy resilience, what domestic industrial capability must it retain? Does current UK policy realistically support both decarbonisation and industrial competitiveness?

EET suggests not.

Arguing that UK refiners face a competitive disadvantage compared with higher-carbon imported fuels, EET used the report launch to renew calls for refined products to be included within the UK Carbon Border Adjustment Mechanism (CBAM) to avoid carbon leakage.

With domestic carbon taxes penalising British production while high-carbon imports enter the UK untaxed, industry voices are flagging concerns around imported emissions as well as the resultant risk to UK jobs and domestic energy security.

Policy uncertainty is also a barrier to investment progress.

EET highlights the need for government decisions on access to CO<sub>2</sub> transport and storage networks as well as a wider roll out of hydrogen infrastructure to support investments in hydrogen, carbon capture and advanced sustainable aviation fuels.

## The wider signal

This is not just about Stanlow.

It reflects the way the role of refineries is evolving from fuel supply to multi-energy hubs underpinning the decarbonisation of wider manufacturing clusters.

Traditional fuel infrastructure is repositioning itself to drive industrial decarbonisation, and transition narratives are shifting from the idea of replacement to industrial transformation.

The transition is not abandonment; it is a continuum: the future value of these sites comes not from shutting refining down, but from leveraging existing industrial capability, pipelines, engineering expertise, logistics infrastructure and customer demand to support lower-carbon systems.

But will this shift come quickly enough?

Whether policy, infrastructure and investment frameworks can evolve quickly enough to support that transformation remains one of the defining industrial questions facing the sector.

The EET strategy suggests the future of refining may not simply be about producing fewer fossil fuels, but about whether existing industrial infrastructure can evolve into the backbone of a lower-carbon energy system while continuing to underpin economic resilience, employment and supply security along the way.

# Beyond the name: Inside MB Energy's strategy for supply, customers and transition

AS MABANAFT, BWOOC AND ASSOCIATED BUSINESSES ALIGN UNDER THE MB ENERGY BRAND, THE MOVE MARKS A SIGNIFICANT MOMENT FOR ONE OF THE UK'S MOST ESTABLISHED WHOLESALE FUEL SUPPLIERS.

BUT BEYOND THE BRANDING, THE KEY QUESTION FOR DISTRIBUTORS IS SIMPLE: WHAT DOES THIS CHANGE IN PRACTICE?

At a time when supply resilience, margin pressure and the pace of the energy transition are all under scrutiny, the role of wholesalers has never been more critical – or more visible.

For many distributors, relationships built over decades are now being reframed within a new structure, prompting both interest and understandable caution.

MB Energy positions the rebrand as a step towards greater alignment – bringing together capabilities across supply, trading, marketing and customer engagement under a single identity. The intention is not to replace what exists, but to strengthen it – providing a more coordinated platform from which to serve customers navigating an increasingly complex market.

For UK distributors, however, the implications go beyond structure.

Questions around supply security, sourcing strategy, product evolution and customer demand remain front of mind.

Just as importantly, there is growing interest in how wholesalers will support their customers through the practical realities of transition – balancing long-term ambition with the immediate needs of today's businesses.

To explore what this means from the inside, Fuel Oil News brought together voices from across MB Energy – spanning supply, sales, marketing, fleet and organisational leadership.

What emerges is not a single narrative, but a collection of perspectives shaped by different roles across the business – each offering insight into how the market is evolving, where the pressure points lie, and what distributors should be thinking about next.

## MB Energy: At a glance

### What's changed

- Alignment of Mabanaft, BWOOC and associated businesses under the MB Energy brand
- Greater integration across UK wholesale sales, supply and customer-facing functions
- A broader group identity spanning fuels, fleet, logistics and mobility solutions

### What hasn't

- Existing customer relationships and local expertise
- Focus on supply reliability and flexibility
- Commitment to supporting distributors through market volatility

### What distributors should watch

- Increasing emphasis on flexibility and optionality in supply chains
- Growing demand for lower-carbon and “drop-in” fuel solutions
- A more consultative approach from suppliers as customers navigate transition pressures



# In conversation: Voices from across MB Energy



**Caroline Watkins –  
Managing Director UK**

*Leading MB Energy's UK strategy and organisational integration.*

For Caroline Watkins, the MB Energy rebrand is less about replacing legacy businesses and more about bringing together capabilities that already existed across the group.

"The shared brand is one part of the transformation we are undertaking as a group," she explains. "Bringing our diverse brands and businesses together allows us to streamline our organisation, optimise our value chains, and simplify our face to market."

In practical terms, she says, greater integration between UK wholesale sales and supply teams should improve customer responsiveness by enabling businesses to draw on the group's wider UK infrastructure rather than operating through individual legacy entities.

That broader alignment comes at a time when the commercial realities facing the sector are changing rapidly.

"The commercial reality is that markets are constantly changing and, in the case of traditional fuels, will continue to shrink as the energy mix varies," Caroline says. "We are moving to a more targeted account management model in order to be part of the customer journey, seeking to partner with our customers for the long term."

Supporting distributors through ongoing market disruption remains a key priority. Caroline points to refinery closures, macroeconomic instability and supply uncertainty as ongoing pressures, while highlighting the importance of international trading capability and integrated systems in maintaining supply resilience.

Looking ahead to 2030, she believes successful distributors will increasingly be defined by their ability to use data effectively, diversify fuel offerings and work collaboratively with customers.

Attributes of successful distributors, Caroline suggests, will be: "Data informed decisions, multi fuel offering and the ability to manage their customers' needs in a proactive and collaborative way."



**James Ewing –  
Head of UK Wholesale & Supply**

*Focused on supply resilience, sourcing strategy and wholesale operations.*

While recent geopolitical events have once again tested the market, James Ewing believes the UK's physical fuel supply

position remains fundamentally resilient.

"From a physical availability standpoint, UK supply resilience is robust," he says. Noting changes since the start of March James suggests: "The bigger challenge right now isn't outright availability – it's that it's not always in the optimal place at the ideal time."

That mismatch between product availability and market demand has been compounded by significant price volatility, particularly following the Iran conflict.

"As the UK is a net importer for most ground fuels, pricing remains the main pressure point," James explains. "Import costs are still significantly higher than they were beforehand. That feeds through into replacement costs and keeps the market volatile."

Against that backdrop, flexibility has become increasingly valuable.

"At MB Energy, we've always focused on security of supply first, rather than simply chasing the very lowest price," he says. "Our approach has been to keep as many supply and operational options open as possible – across different terminals, import routes and logistics partners."

For distributors, James believes strong relationships and communication across the supply chain are becoming more important than ever.

"Keeping strong relationships across the supply chain, planning ahead where possible, and working with suppliers who can genuinely offer flexibility all make a big difference," James says.

"Markets are still moving quickly, so the real differentiator is having partners you can rely on when those factors change. Ultimately it comes down to trust, communication, and being able to pick up the phone and get a straight answer and practical solution, when it's needed most."



**Amy Jones –  
Head of Organisation – Local**

*Working across people, operational structures and customer experience.*

As businesses across the sector continue to centralise and automate operations, Amy Jones believes the meaning of "local" is evolving rather than disappearing.

"Local is not so much about where the office is located but about the customers' experience," she says. "Customers want to know they are speaking to someone who understands their situation. They want relationships and trust."

While automation is increasingly streamlining routing, administration and depot processes, Amy says that rather than making operational roles less important, they are becoming more customer-facing.

"Depot staff are becoming the link between automated systems and customers," she explains. "The focus is moving toward proactive, customer-facing problem solving, handling exceptions, providing updates, and ensuring service continuity with local knowledge and responsiveness."

As digital systems become more deeply embedded into fuel distribution operations, the skills required are also changing.

"Knowledge of digital systems and continuous improvement are key," Amy says. "Employees need to understand the end-to-end operation to ensure it fits customer needs."

Interestingly, she suggests some businesses may now be reassessing earlier centralisation strategies in the light of customer needs.

"Some businesses have taken centralisation too far," she says. "The challenge for these businesses is reversing this centralisation, which is far harder than the initial implementation."



### Account Manager in action



**Miriam James –  
Managing Director, Silvey Fleet**

*Focused on fleet mobility, fuel cards and customer transition support.*

For Miriam James, the fleet conversation has moved well beyond simple fuel purchasing.

“Commercial customers are increasingly looking for complete mobility solutions rather

than simply fuel supply,” she says. “It’s no longer just about providing fuel locations – it’s about offering the right locations, fleet insights, management tools and data.”

That shift is also changing the role fuel cards play within the wider transition landscape.

“Customers will continue to require reliable roadside energy solutions, regardless of whether that is traditional fuels or alternative options,” she explains. “Fuel cards therefore remain an important part of the transition.”

The MB Energy group’s truckstop network is already evolving to support multiple fuel and energy solutions including HVO, hydrogen and EV charging.

Miriam believes one of the biggest opportunities for distributors lies in helping customers navigate uncertainty around decarbonisation.

“Many businesses are still unsure which route is right for them,” she says. “Distributors have an opportunity to act as trusted partners – helping customers navigate change, identify the right solutions for their operations, and transition at a pace that works for their business.”



**Claire Foster –  
Product Marketing Manager**

*Tracking product evolution, fuel trends and customer demand.*

Claire Foster says the UK fuel mix is undergoing gradual but important structural change.

“Conventional fuels are still core to the UK fuel mix,” she explains, pointing to the continued importance of diesel across heavy-duty transport, agriculture and backup power. However, she notes that electrification, efficiency improvements and regulatory measures are steadily reshaping demand patterns.

Other fuels are also emerging – bio-LNG, hydrogen and e-fuels – but with current consumption relatively limited.

Among lower-carbon alternatives, she identifies HVO as currently seeing the strongest growth.

“We are seeing growth in demand for immediate ‘drop-in’ solutions,” she says. “Of these HVO is the fastest growing.”

Claire notes how some transition trends that are already more established in Northern Europe are beginning to emerge in the UK.

Hydrogen adoption within transport, for example, remains at an earlier stage domestically, but she points to growing infrastructure development and regional pilot activity.

By contrast, Germany is already seeing wider fuel-cell fleet deployment and stronger refuelling infrastructure expansion – developments she believes offer an indication of how parts of the UK

market could evolve longer term.

Claire also highlights growing customer focus on carbon transparency and evidence-based decision making.

“Customers are placing far greater emphasis on CO<sub>2</sub> savings, feedstock origins and certification standards,” she explains, referencing increasing industry attention around initiatives such as the Renewable Fuels Assurance Scheme (RFAS).

“This reflects a broader move to evidence-based decision making on lower carbon fuels,” Claire suggests.

At the same time, flexibility is becoming increasingly important.

“Customers are increasingly looking to trial solutions like HVO across parts of their fleet or adopt blended fuels as a more gradual step,” she says.

Claire is seeing both of these trends strongly reflected in long-term supply and tender discussions.

“Customers expect suppliers to deliver not only reliable conventional fuels supply, but also credible, flexible pathways to decarbonisation.”

For Claire, one of the key challenges facing the sector is balancing decarbonisation ambitions with operational and commercial realities.

“Customers want to decarbonise, but in a way that minimises cost and operational impact,” she says. “It’s important to highlight that there are ways to decarbonise without incurring operational risk, and at the right pace for their business.”



**Sarka Feltwell –  
Team Lead UK (Marketing)**

*Focused on brand integration, communication and customer engagement.*

For Sarka Feltwell, the MB Energy brand is intended to represent “alignment, scale and simplicity” across the group’s UK businesses.

“The rebrand is not about losing heritage – it is about strengthening it,” she says. “Reliability, supply security and strong local customer relationships remain at the core of the business.”

Sarka suggests that customers need to understand not just what is changing but, equally importantly, what is staying the same.

“Ultimately, transition works best when customers feel supported rather than disrupted.”

In a market facing significant uncertainty, Sarka believes customers are responding most strongly to messaging grounded in operational reality.

“Distributors are responding most strongly to messaging around



**Andre Cardoso - Senior Vice President Sales and Marketing**

reliability, partnership and practical support,” she explains. “Customers increasingly want expertise and guidance, not just product supply.”

In sectors still heavily reliant on traditional fuels, Sarka also warns against transition messaging that overlooks the practical realities many operators still face.

“Many companies talk about the future in extremes, without recognising the operational realities customers face today,” she says. “Businesses want clarity around availability, performance, infrastructure and commercial impact – not just ambition statements.”

For Sarka, credibility ultimately comes from transparency and pragmatism.

“The strongest communication acknowledges that transition will take time and that different sectors will move at different speeds.”

**The MB Energy rebrand may represent a structural and visual change, but the strongest message emerging from across the business is arguably one of continuity: maintaining reliable supply, trusted relationships and operational flexibility while preparing for a more diverse and complex energy future.**

## Fast takes: What distributors should be thinking about now

### Across the conversations, several common themes emerged:

#### **Flexibility matters more than ever**

Whether discussing sourcing strategy, fleet transition or customer engagement, contributors repeatedly pointed to the value of optionality and adaptability.

#### **Relationships remain critical**

Despite increasing automation and centralisation, trusted relationships and responsive communication continue to be seen as core differentiators.

#### **Transition will not be one-size-fits-all**

Contributors consistently emphasised the importance of practical, commercially viable pathways rather than rigid approaches to decarbonisation.

#### **Data and insight are becoming competitive advantages**

From fleet optimisation to customer management and operational planning, better use of data is increasingly viewed as essential to future success.



## The throwaway society?

**At our recent EXPO, I presented a picture of what has happened since the last regulatory review of our industry in the UK by the Office of Fair Trading back in 2011.**

I also commented on the recent regulatory review in Ireland, which concluded that the consumer price changes following the start of the Iranian conflict did not indicate a dysfunctional market or disproportionate retail price increases.

A lot has happened since EXPO, not least the King's Speech to the UK Parliament, which introduced the Energy Independence Bill. This isn't new - it was signposted in the previous King's Speech and featured in the 2024 Labour manifesto.

I think now's a good time to revisit some of the key points from my EXPO presentation.

**“OVER THE LAST 15 YEARS, HEATING OIL PRICES HAVE NOT CHANGED - DESPITE INFLATION RUNNING AT 45%.”**

### What the data tells us

As many of you know, I love good data points. I shared that over the last 15 years, heating oil prices have not changed - despite inflation running at 45%. Meanwhile, the price of a pint of lager has risen by 58%, a pint of milk by 41%, and a glass of wine by a whopping 74%.

I also highlighted that heating oil prices return to normal levels much more quickly than those of other energy sources, such as gas and electricity. Part of the explanation is that liquid products like beer and wine are subject to regulation, particularly through the tax system, which has steadily increased over the years.

Gas and electricity prices, meanwhile, carry a significant and growing burden of legislative costs. Corporate consolidation has also reshaped the landscape - three companies now control almost 75% of the gas and electricity markets in Great Britain, while the

heating oil sector remains served by around 150 companies.

The moral of the story is: Be careful what you wish for.

### The need to learn the lessons

There is a real concern for customers and the industry as the conflict in Iran continues to keep jet fuel, and therefore heating oil, at elevated prices. As UKIFDA and others commented to the CMA, a major factor is the loss of refining capacity across the UK and Europe. Since the last regulatory review, the UK has lost 50% of its refineries, and Europe has lost 30% since 2009.

This is the key lesson: we all need liquid fuels, and no credible projection suggests otherwise. What we need is the capacity to produce them.

I was disappointed not to see this issue addressed in the briefing around the Energy Independence Bill. In my opinion, the Bill must include plans to increase domestic refining capacity, particularly for renewable fuels. We cannot afford to throw away any more capacity.

### The need to help consumers

Right now, one of the government's priorities has to be the high price environment facing heating oil customers. At current levels, many households will struggle. Some are already delaying purchases, which risks creating supply chain pressures heading into winter - pressures that will inevitably push prices even higher. We also know from experience that the most vulnerable customers are the hardest to reach. They often don't self identify.

Industry and governments across the UK and Ireland must work together to find a mechanism that supports consumers without undermining the competitive market that has proven responsive and resilient for 15 years. UKIFDA stands ready to play its part.

### Do we still live in a throwaway society?

People often talk about a throwaway culture - discarding things long before their useful life is over. Increasingly, this seems to apply to people as much as products.

In my EXPO presentation, I commented

that over the same 15 year period, the UK has had six prime ministers. As I write this, in the aftermath of the local elections, I can't help wondering whether that number is about to change again. It's becoming an occupational hazard.

To put it in context:

- Average tenure of a UK Prime Minister: 2.1–2.5 years
- Average tenure of a FTSE CEO is currently 6 years
- Average tenure of a football league manager: 1.8 years (2.4 in the Premier League)

**“THE LAST THING CUSTOMERS WANT TO THROW AWAY IS THEIR BOILERS - OR THEIR MONEY.”**

Yet our research shows that the last thing customers want to throw away is their boilers - or their money. They want to decarbonise, but they want to do it using renewable liquid fuels in their existing appliances. This was made abundantly clear by the 16,000 consumers who responded to the recent consultation.

I was pleased to meet officials from the Department for Energy Security and Net Zero, along with local MPs, during their fact finding visit to Kehelland. Seeing the community's support for renewable fuels and hearing directly from real consumers was invaluable.

As the Energy Independence Bill progresses through Parliament, I hope it reflects this reality and provides a route to enact the Renewable Liquid Heating Fuel Obligation. The residents of Kehelland made a simple request during the visit: HVO by Christmas.

Ironically, while our customers don't want to throw things away, the failure of government to embrace the waste-based renewable liquid fuel solution they're asking for is the ultimate example of throwing away.

## Roadside inspections: from fear factor to competitive advantage

WHAT IF ROADSIDE INSPECTIONS WEREN'T SOMETHING TO FEAR – BUT SOMETHING TO WELCOME? FOR COMPLIANT DISTRIBUTORS, THEY CAN BE A POWERFUL VALIDATION OF STANDARDS AND UNLOCK COMPETITIVE ADVANTAGE. WE EXPLORE HOW ENFORCEMENT IS EVOLVING TO SUPPORT SAFETY, CONSISTENCY AND A LEVEL PLAYING FIELD ACROSS THE SECTOR.



When Police Sergeant Jason Dearsley of Essex Police Commercial Vehicle Unit and Vice Chair of the National Carriage of Dangerous Goods Practitioners Forum (CDGPF) opened his session at the recent industry EXPO, he posed a simple but uncomfortable question: *“Would your vehicle have passed an inspection if I’d stopped it on the way here?”*

It’s a question that cuts to the heart of how roadside inspections are perceived across the fuel distribution sector. Too often viewed as disruptive, punitive or even adversarial, Jason’s message was clear: that mindset needs to change.

For compliant operators, inspections should not be feared – they should be welcomed.

### Resetting the narrative

Drawing on nearly three decades in policing and extensive experience in dangerous goods transport, Jason emphasised that roadside inspections are not about “catching people out”.

Instead, they exist to uphold standards, protect lives and ensure a level playing field.

“There has to be high expectation because of the nature of the goods,” he explained – but that expectation is paired with an understanding of the operational realities faced by distributors.

In fact, a key theme of the session was the move towards greater consistency and professionalism in enforcement. With all officers now trained to a higher standard

and the introduction of a national inspection framework, the aim is a more balanced, informed and transparent approach.

At its core, roadside inspection is about workplace safety – and about ensuring that those investing in compliance are not undercut by those who do not.

### First impressions count

One of the most striking insights from the session was how much weight is placed on initial impressions.

Before a single document is checked, inspectors are already forming a view: Does this vehicle – and by extension, this operator – look like it is trying to do the right thing?

Vehicle cleanliness, visible maintenance standards and overall presentation all play a role. These are not superficial judgements; they are indicators of underlying culture and discipline.

Driver attitude is equally important. Inspectors assess not only technical compliance but also behaviours, awareness and even signs of stress or fatigue. In this sense, roadside inspections become a window into broader operational practices – from training and communication through to driver well-being.

### The reality of the inspection

At the centre of the process is the standardised “10-500” inspection form – a structured, top-to-bottom checklist that ensures consistency across enforcement.

The inspection will typically cover:

- **Transport documentation** – accuracy, accessibility and driver understanding
- **Load details** – including precise volume on board and definitions such as “empty” or “nominally empty”
- **Vehicle and equipment checks** – PPE, safety equipment and fire extinguishers (a frequent area of non-compliance)
- **Driver preparedness** – confidence in locating documents and explaining procedures

A recurring issue highlighted was not the absence of procedures, but the failure to

embed them.

“If it’s not written down, it’s not being done,” Jason noted, underlining the importance of documented training and consistent daily checks.

### From enforcement to engagement

Enforcement powers remain wide-ranging – from advice and prohibitions, through prosecution, TCO referral and HSE involvement resulting in improvement notices and being placed on to a public register – but the emphasis is on proportionality and risk.

Inspectors are very able to distinguish between minor oversights and systemic non-compliance.

Crucially, the system is designed to target the latter.

For compliant distributors, this is where roadside inspections become a positive force. By identifying and removing “cowboy” operators, enforcement helps protect margins, reputations and safety standards across the sector.

### Turning inspections into a positive

Perhaps the most compelling takeaway for distributors was Jason’s suggestion to actively incentivise compliance.

Rather than dreading inspections, drivers should be encouraged to approach them with confidence – even optimism.

Rewarding positive inspection outcomes, whether through recognition schemes or financial incentives, can help embed a culture where compliance is not just expected, but valued.

After all, drivers are ambassadors for the business. A successful inspection is not just a regulatory tick-box; it is visible proof of operational excellence.

### Designing for compliance

The session closed with a simple but powerful message:

*“Rely on design, not luck.”*

Compliance should not depend on individual diligence alone. It must be built into systems, processes and culture – from documented training and daily checks to clear communication and leadership expectations.

For distributors willing to embrace that mindset, roadside inspections cease to be a risk and become a reassurance.

A reassurance that standards are being upheld, that professionalism is visible, and that those cutting corners are being held to account.

# Inspections: A health check, not a hurdle

SPEAKING WITH FUEL OIL NEWS, JASON SHARES FURTHER INSIGHT INTO HOW ROADSIDE INSPECTIONS ARE EVOLVING.

## Changing perceptions

### Are attitudes shifting?

"I hope so. Instead of a nerve-racking encounter, inspections should be seen as a chance to prove just how professional the driver – and the company behind them – is!"

### The biggest misconception?

"That the officers are not highly trained, or that breaches won't be escalated. In reality, issues can lead to HSE involvement with operators finding themselves on a public register. This is before mandatory OTC referral and potentially prosecution with an unlimited fine. Training drivers well is never a waste of time or money."

## What good looks like

### Most common avoidable issues

"Poorly filled out DG notes, out of date paperwork such as Instructions in Writing (IIWs), fire extinguishers out of service date, or even inadequate load security."

### A 'best-in-class' stop

"A knowledgeable driver, a Dangerous Load Card (if necessary) and a clear security plan in action – such as removing the ignition key and locking the cab when away from the vehicle."

## Consistency and enforcement

"Since the move to a standardised, national approach, industry knows what we expect – there is no uncertainty around inspections."

"Non-compliance still exists, but greater alignment with Driver and Vehicle Standards Agency and HSE is in progress through a new Enforcement Sanctions Policy for police forces to ensure consistent outcomes."

"Importantly, the policy will also clarify when cases are handed over to the HSE for follow-up, recognising that issues rarely stop at the driver but often extend into depot operations and senior management."

## Drivers and culture

### Does driver attitude matter?

"We are well versed in dealing with poor behaviour in our day-to-day general policing. After all no one really wants to see us. We are either delivering sad news or responding due to someone's poor life choices. We provide consequences for actions, and this is often the first time we meet."

"But we recognise that drivers are humans – as are the fantastic Tier 3 trained officers."

"So, we 'check in' with drivers to see if their 'attitude' is simply down to them having a bad day or if there is something bigger going on."

"We don't expect smiles and flowers; professionalism and efficiency work just fine."

## Supporting drivers

"Operators invest thousands of pounds in vehicles with plenty of drivers aids to make the vehicle safer, yet the human behind the wheel can be virtually forgotten. A small investment in drivers pays back many times over."

"It ensures they are in the best mindset for their job of driving dangerous goods in the biggest vehicles on the road. They know they can say they are not ok without judgement and in confidence."

"On my visits to operating centres, I can feel when a company genuinely cares."

## Compliance as a business advantage

"Companies who do things properly will feel the benefit – particularly when they're no longer undercut by 'cowboy' operators."

"I hope compliant businesses see enforcement and regulation teams as being on their side, and they feel listened to when raising concerns about those flouting the rules and putting people at risk."

## The power of incentives

"As human beings our nature is to enjoy praise. Being rewarded for good work leaves us feeling valued and recognised."

"Even small incentives or time off are another very worthwhile investment and a superb way to build a compliance culture. Often more effective than punishment alone."

## Looking ahead

"I expect a move to less paper and more electronic documentation as we evolve along with the industry."

"I also expect fewer complaints about delays, as inspections become more widely viewed as a 'health check' for a company's training and processes."

## Emerging risks

**Physical:** theft and site security

**Digital:** cyber-attacks (with real business-ending consequences)

"General theft is a real issue. Criminals are opportunists who will target depots and vehicles without consideration for

environmental or emotional damage. At the same time, increasing digitalisation raises the risk of cyber-attacks that can cripple a business."

"As well as investing in the best physical security, please also pay attention to your systems and software."

"A cyber-attack can cause a business to shut for good as we sadly observed with Knights of Old – a 158-year-old UK logistics and haulage company. This industry is vital to our economy and our way of life."

"Reassuringly, compliance rates are high – it is a small minority who think safety and caring for their teams are optional."

"Together we can, and will, continue to raise the bar, keeping road users, communities and the environment safe – while supporting a strong and fair market for compliant operators."

## At a glance

### What inspectors are looking for

- Clear, accurate transport documentation
- Drivers who understand load and procedures
- Roadworthy, well-presented vehicles
- Accessible, in-date safety equipment
- Evidence of daily checks and safety culture

### Common avoidable failures

- Incomplete or incorrect DG notes
- Out-of-date fire extinguishers
- Missing or poorly maintained PPE
- Weak load security or stowage
- Drivers unsure where things are

### What "good" looks like

- Confident, knowledgeable driver
- Documentation easy to locate and explain
- Clear security awareness
- Calm, professional interaction

### Why it matters

- Protects staff, public and environment
- Removes non-compliant operators
- Reinforces credibility
- Supports a level playing field

### Designing for compliance

- Write it down: if it's not documented, it's not happening
- Build routines: daily checks must be habitual, not optional
- Train for confidence: drivers should expect inspection, not fear it
- Reward success: recognise and incentivise compliant behaviour
- Think system-wide: issues rarely stop at the driver

# EXPO 2026: Confidence, resilience and a sector preparing for transition

THIS YEAR'S UKIFDA EXPO 2026 ONCE AGAIN DEMONSTRATED WHY THE INDUSTRY GATHERING HAS BECOME SUCH AN IMPORTANT FIXTURE FOR THE DOWNSTREAM LIQUID FUELS SECTOR.

Bringing together distributors, suppliers, technology providers, equipment manufacturers, compliance specialists and policymakers under one roof, the Liverpool event reflected an industry that remains firmly focused on delivering today's energy needs while actively preparing for a lower-carbon future.

As explored in our online event report, the atmosphere throughout the exhibition hall was one of professionalism, innovation and pragmatic optimism, with conversations spanning everything from logistics efficiency and fleet technology through to renewable fuels, compliance, electrification and future energy pathways. The event also highlighted the depth and diversity of expertise that continues to underpin the UK and Ireland's liquid fuel supply chain.

Opening the EXPO, UKIFDA CEO Ken Cronin welcomed delegates and thanked exhibitors and headline sponsor Phillips 66 before introducing keynote speaker Geoff Henderson, Wholesale Manager Phillips 66. Geoff's address set the tone for many of the discussions that would follow across the two-day event.

Describing the EXPO as an opportunity to connect "the full chain of decision makers responsible for ensuring fuel reaches all end users", Geoff emphasised the scale and complexity of the network operating behind the scenes every day to maintain reliable energy supply.

His keynote also reflected one of the dominant themes emerging across the event: that the industry's challenge is no longer framed simply as "liquid fuels or not", but rather how to reduce carbon intensity while maintaining resilience, affordability and energy security.

That balance between operational reality and transition ambition resonated strongly throughout the EXPO.

Geoff pointed to the continuing importance of liquid fuels within the UK economy, noting that more than 40 million vehicles still rely on liquid fuels, while many homes and businesses remain dependent on them for heating and operational continuity. At the same time, he acknowledged that markets remain highly



**Geoff Henderson**

exposed to geopolitical instability and volatility.

Yet rather than presenting volatility purely as a threat, the keynote suggested it also serves as a reminder of the sector's resilience and strategic importance.

Much of the speech focused on the need for a practical and commercially realistic transition pathway. Geoff outlined three core areas of focus for Phillips 66: maintaining supply resilience, lowering carbon intensity and supporting electrification "where it makes sense".

On refining, he stressed the importance of domestic production capacity at a time when only four UK refineries remain operational, arguing that maintaining a competitive refining sector is essential to national energy resilience (more on this subject on the next page).

He also referenced the proposed Lindsey refinery transaction, noting that Phillips 66 aims to integrate the assets in a way that strengthens supply resilience while supporting the competitiveness of the Humber region.

On decarbonisation, Geoff highlighted the company's role as the UK's only at-scale producer of sustainable aviation fuel (SAF), alongside its supply of renewable diesel and wider investments linked to lower-carbon

energy systems.

Importantly, however, the keynote avoided simplistic transition narratives. Instead, it called for what Geoff described as "sensible decarbonisation" – a pathway that is resilient, low carbon and fit for future needs.

That pragmatic framing mirrors many of the conversations currently taking place across the fuel distribution sector, where businesses are increasingly balancing immediate operational pressures with long-term strategic adaptation.

Policy also featured prominently. Geoff argued that the policy environment must support a resilient and competitive domestic refining sector, pointing specifically to mechanisms such as the Carbon Border Adjustment Mechanism (CBAM), alongside the continued importance of the Renewable Transport Fuel Obligation (RTFO) and SAF mandates in supporting lower-carbon fuel development.

Perhaps the most significant message from the keynote came in Geoff's observation that "the future of liquid fuels will not be decided by a single company, technology or policy decision." Instead, he emphasised the need for industry and government to work together to navigate the next phase of the energy transition.

That collaborative spirit was evident throughout EXPO 2026.

Across the exhibition floor and conference sessions, discussions repeatedly returned to the same core themes: resilience, operational excellence, innovation, workforce development, digitalisation and the evolving role of liquid fuels within a changing energy landscape.

Over this issue and the coming months, Fuel Oil News will continue exploring many of the key insights and themes emerging from EXPO 2026. From technology innovation and compliance, to fleet strategy, depot operations, renewable fuels and transition planning, we will be taking a deeper look at the conversations shaping the future of the downstream liquid fuels sector.

If EXPO 2026 demonstrated anything clearly, it is that this remains an industry not standing still, but actively adapting – focused on supporting today while preparing for tomorrow.

# Why the UK must rebuild its fuel security before the next crisis hits

BY ELIZABETH DE JONG, CHIEF EXECUTIVE, FUELS INDUSTRY UK

For more than two decades, the UK has quietly seen the foundations of its fuel system erode. Refineries have closed, domestic production has declined, and imports have filled the gap. For a time, this shift appeared manageable, with stable supply chains and flexible infrastructure.

But the world has changed. The events of 2025 and 2026 have exposed the fragility of this model, revealing just how dependent the UK has become on long, vulnerable supply chains and geopolitical goodwill. The closures of Grangemouth and Lindsey refineries, the Iran conflict, and the resulting fuel price spikes have underscored a simple truth: the UK is now more exposed to global disruption for its fuel than at any point in recent decades.

This is not a comfortable position for a country still reliant on liquid fuels for 47% of its final energy consumption. Nor is it a sustainable one.

## A system becoming less resilient, not more

The UK once had nineteen major refineries. Today, it has four. More than 40% of refining capacity has been lost since 2000, including those two significant closures in 2025. The consequences are clear in the data:

- Domestic production now meets less than 70% of diesel demand and around a quarter of jet fuel demand.
- 65% of diesel and jet fuel combined is imported, a structural dependence rather than a temporary imbalance.
- The UK holds only three weeks of diesel and five weeks of jet fuel in stock.

These are not the hallmarks of a resilient system.

The International Energy Agency's MOSES assessment – the global benchmark for short-term energy security – shows the UK has moved from a “low-risk, high-resilience” position in 2011 to a “high-risk, low-resilience” position today for middle distillates. The IEA considers import dependence above 45% on those fuels a “high-risk low resilience” position. The UK imported 60% of its diesel and kerosene in 2025.

It is a real-world vulnerability that affects every sector of the economy. Aviation relies

entirely on liquid fuels. Road transport relies on them for 97% of its journeys. Rail relies on them for 61%. These fuels underpin supply chains, logistics, emergency services, and everyday economic activity. And while industry's huge efforts in the last few months to keep the system wet have worked, this time would be better spent preparing for future challenges.

## Is the North Sea the answer? Only if we can refine what it produces

In times of energy insecurity, attention often turns to the North Sea. It remains a valuable national asset, particularly for the UK's gas supply, but it is not a standalone solution to the UK's fuel security challenges.

In 2024, only 9% of crude processed in UK refineries came from the UK Continental Shelf. Yet the theoretical maximum cover of the current output is higher: UKCS crude could cover 59% of refinery demand. With a supportive investment framework, Offshore Energies UK estimates that North Sea production could double from current government projections.

Yet crude alone is not enough. Without domestic refining capacity, North Sea oil becomes an export commodity rather than a resilience tool, leaving the UK reliant on imported finished fuels.

In 2024, 68% of UK jet fuel imports came from the Middle East and India – supply chains dependent on the Strait of Hormuz.

## Why government policy is making it harder for the UK to compete

Despite their importance, UK refineries face higher carbon and energy policy costs than many international competitors, while imported fuels are not subject to equivalent measures. This creates a competitive imbalance that discourages investment, accelerates capacity loss, and increases reliance on imports.

The result is ‘carbon leakage’: UK refining capacity is lost while fuel production shifts overseas to regions with higher carbon intensity. It's what many call the “illusion of progress” – reducing territorial emissions without materially cutting consumption emissions.

It is policy that has led much of that change. Without a level playing field, the UK will continue to lose domestic capacity, becoming ever more dependent on imported fuels produced in countries with lower environmental standards.

## Australia: A case study in domestic capacity loss

Australia's recent experience is a lesson in over-dependence on imports.

Australia now has only two refineries, covering just 23% of national demand and relying heavily on long supply chains through Asia and the Strait of Hormuz.

When shipments were delayed or cancelled in March, the impacts were more immediate:

- Panic buying and localised shortages
- Petrol prices going up over 40% (after tax) and diesel over 70% at their peak
- Government intervention through tax cuts, reserve releases and even “fuel diplomacy” missions where they have tried to secure fuel products.

The UK avoided the worst impacts, with demand rising 6% during the crisis while supply held. But refinery closures have weakened resilience, with official figures showing production of UK jet fuel – viewed as the product most disrupted by the crisis – down around 15% in the six months to February 2026.

## So what now?

The UK is at a tipping point. Without policy adjustment, particularly around carbon costs and the UK CBAM, further refinery closures are likely. With the right framework, however, investment in domestic refining can:

- Reduce import dependence
- Strengthen national resilience
- Improve the UK's balance of payments
- Provide high-quality industrial jobs

The UK must decide whether it wants to remain a country that makes the fuels it needs – or one that relies entirely on others to supply them. The events of 2026 have shown that the world is becoming more volatile, not less. In such an environment, sovereign capability matters.



# TRANSITION IN ACTION

MATTHEW CROCKETT CEO

## Greenarc Fuel Cards: How a fuel distributor is futureproofing through fleet energy solutions

A GROWING NUMBER OF FUEL DISTRIBUTORS ARE EXPLORING HOW TO BROADEN THEIR OFFERING AS CUSTOMER ENERGY NEEDS EVOLVE. GREENARC FUEL CARDS SHOWS HOW ONE BUSINESS IS USING DATA, TECHNOLOGY AND MULTI-ENERGY FLEET SUPPORT TO TURN TRANSITION INTO COMMERCIAL OPPORTUNITY.

AS THE FLEET MARKET MOVES TOWARDS A MIX OF DIESEL, RENEWABLE FUELS, ELECTRICITY, A WINDOW RESURGENCE IN HYBRID PRODUCTION AND NEW TECHNOLOGIES, THERE IS AN OPPORTUNITY TO EXPAND BEYOND TRADITIONAL SUPPLY MODELS.

GREENARC FUEL CARDS, DEVELOPED FROM THE CRAGGS ENERGY BUSINESS, SHOWS HOW THAT SHIFT CAN WORK IN PRACTICE – USING FUEL CARDS AS A GATEWAY TO SMARTER FLEET MANAGEMENT, LOWER-CARBON DECISION-MAKING AND STRONGER LONG-TERM CUSTOMER PARTNERSHIPS. THE BUSINESS HAS RAPIDLY GROWN INTO ONE OF THE UK'S FASTEST-RISING FUEL CARD RESELLERS BY COMBINING FUEL SOLUTIONS WITH DATA, TECHNOLOGY AND SUSTAINABILITY SUPPORT.

WITH MAJOR NEW PARTNERSHIPS, A STRONG PEOPLE-FIRST CULTURE AND AMBITIOUS PLANS FOR 2026, GREENARC IS HELPING RESHAPE THE FUTURE OF FLEET MANAGEMENT.

CLAUDIA WEEKS, COMMUNITY CONTENT LEAD FOR FUEL OIL NEWS, CAUGHT UP WITH **MATTHEW CROCKETT**, CEO, TO FIND OUT MORE ABOUT THE BUSINESS.

### Strong foundations from a trusted heritage

Matthew explained that Greenarc Fuel Cards was created from the strong foundations of Craggs Energy, the North-West based fuel supplier established in 2011. Craggs built its reputation by serving commercial, agricultural and domestic customers across Lancashire, Greater Manchester and West Yorkshire, combining fuel deliveries with local service teams and regional expertise.

“Craggs Energy has long supported customers of every size, from independent operators running a single machine through to national blue-chip organisations managing multiple sites,” began Matthew.

“Strategic depot locations in Halifax, Padiham and Birkenhead, have provided the infrastructure needed for significant growth, with Padiham now recognised as one of the largest independent storage facilities in the North-West outside the major terminals.”

Matthew added that the acquisition of Moorland Fuels in the South-West in 2020 further expanded the group's reach and strengthened its regional and national footprint.

### Employee-Ownership driving a new era

Discussing a key turning point for the company, Matthew said: “A major milestone came in April 2022 when shareholders stepped back from day-to-day operations and the business transitioned into a 100% Employee Ownership Trust (EOT).”



“The move created a fresh management structure and a renewed sense of empowerment across the workforce. I believe that employee-ownership has strengthened accountability, engagement and customer service, with staff directly invested in the success of the business.”

“This people-led approach has supported a wider rebrand, bringing the North-West, South-West and national operations together under one shared platform, purpose and set of values.”

### Why Greenarc entered the fuel card market

Claudia asked Matthew why Greenarc decided to enter the fuel card market: “The business saw an opportunity to challenge a market that had become overly transactional, and price driven.”

“Traditionally, fuel cards were often viewed simply as a payment tool focused on spend control and customer retention. We wanted to reposition fuel cards as a platform for insight, efficiency and transition planning.”

“Greenarc's proposition is centred on helping businesses manage fuel use today while preparing for the transport demands of tomorrow.”

“That means not only providing access to premium fuel networks, but also delivering the data, advice and operational tools customers need to make informed decisions.”

“Driven By Insight, Powered by Partnership”, is a true strong platform for the business.”

### Fast growth and major partnerships

Reflecting on the company's progress, Matthew said: “In just over four years Greenarc has become one of the fastest-growing

resellers in the market, offering access to leading brands including Shell, Esso and Texaco.

“The start of 2026 has been another significant step forward for us, with the business securing a place on the Crown Commercial Service (CCS) framework and being appointed as a Shell reseller.

“These appointments strengthen Greenarc’s profile and growth potential, while reinforcing our strategy of building long-term partnerships with suppliers and customers alike.”

### Fuel cards as a platform for transition

Matthew said: “I believe the future of fuel cards extends far beyond simply refuelling vehicles.

“Greenarc’s model combines traditional fuel card benefits with real-time reporting, carbon data, EV charging integration, telematics, operational fleet management tools, route optimisation and legislative updates.

“For fleet operators navigating the shift to electric, hybrid, hydrogen and low-carbon fuels, this creates a single payment and data platform across multiple energy types.

“The company also supports customers with wider net zero planning, including Scope 1, 2 and 3 understanding, carbon offsetting, renewable fuel options and guidance linked to procurement requirements such as PPN 06/21.

“Greenarc’s ambition is to become a strategic partner rather than simply a card provider.”

### Investing in people and workplace culture

Alongside commercial growth, Matthew said Greenarc has continued to invest heavily in its internal culture.



“Following a strategic reset at the end of 2025, the business reviewed salaries, benefits and recruitment plans to ensure we remained competitive in attracting and retaining talent. Base salaries were increased above market levels and are supported by an enhanced benefits package.

“The creation of a new office environment has had a hugely positive impact too. It was designed to reflect our company values while supporting collaboration, well-being and long-term retention.

“Our core values – Together as One, Forward Thinking, Customer Champion, Integrity and Trust – are intended to be lived across the organisation rather than simply displayed on a wall.”

### Community, technology and the road ahead

Looking ahead, Matthew said Greenarc’s ambitions extend beyond commercial performance. “The business remains committed to community investment, team engagement and supporting recognised charitable organisations.

“At the same time, technology, automation and AI will be central to our future growth. As customer expectations evolve, Greenarc plans

to use digital tools to further differentiate its offer and improve customer experience.”

### Building capability, not just scale

Matthew was clear that Greenarc is realistic about its position in a competitive market, but equally clear about its ambition.

“The company may not aim to be the biggest player in fuel cards, but it does aim to be best in class – trusted, agile and responsive to the changing needs of fleets across the UK.”

With strong foundations, major new partnerships and a progressive view of transport energy, Matthew believes Greenarc Fuel Cards is well placed for its next stage of growth.

Greenarc’s story reflects a wider question facing the industry: as customer needs become more complex, what else can distributors profitably provide beyond traditional volume? While traditional fuel supply remains core for many operators, the routes to future growth are widening.

For Craggs Energy, fuel cards have become one answer – creating Greenarc and creating a platform that supports customers through operational change while opening new long-term revenue opportunities. It demonstrates how distributors can use trusted customer relationships to expand into adjacent services, helping clients navigate transition while strengthening their own resilience in the process.

No two distributors will follow the same route, but for other distributors considering diversification, it shows that transition does not always mean abandoning existing strengths. Sometimes it means building on them – using trusted relationships, sector knowledge and service expertise to create the next generation of customer support.

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# A DAY IN THE LIFE...

Charlotte Lewis

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 **CHARLOTTE LEWIS**, SALES ADVISOR, WP GROUP, AND WINNER OF THE UKIFDA YOUNG PERSON OF THE YEAR AWARD 2026 TO DISCOVER HOW CHARLOTTE SPENDS A TYPICAL DAY.



**My alarm goes off at...** 05:00am (I know that is early!) I don't snooze my alarm; I get straight up and get ready. I get up this early so I can squeeze in a gym session before starting work, as it helps me focus for the day and keeps me motivated.

The other reason I get up even earlier is to spend a bit of time with my dog and my partner before the day starts. For me, it's important that when he is home, which can sometimes only be for a few weeks at a time, we make the most of that time together and always have breakfast at the table, even if that means him getting up early too.

**The first thing I do is...** make myself a coffee. If I haven't had caffeine straight away, you definitely don't want to speak to me in the morning!

**I prepare for the day ahead by...** planning the night before. I always have a list of what I want to achieve ready, so when I sit at my desk, I know exactly what I'm working on and which customers I need to call first.

**I can't leave the house without...** my AirPods. I use noise cancellation to block out distractions like background noise and pen clicking so I can stay focused.

## MY TYPICAL DAY –

After the gym, I head straight into the office and grab an 8am coffee. I like to get in a bit early so I can see what's come in overnight and get ahead of anything urgent before the day properly kicks off.

The first thing I do is check tank levels for customers on our telemetry systems, then plan out my day around that. From there, I start with my own customers for check-ins before moving into cold calling. Once I get into a rhythm, I aim for around 45 to 60 calls a day, a mix of new prospects and follow-ups.

It's a very reactive role, so in between calls I'm constantly keeping an eye on deliveries going out and working closely with the operations team if anything needs sorting quickly. No two days are ever the same, so you must be able to switch focus fast and deal with things as they come in.



I usually finish around 5 to 5.30pm, then I reset and plan what I want to focus on the next day. It's difficult to plan everything in detail, but I always set myself clear targets, so I know what a good day looks like before I even start.

**How does the energy transition impact your day-to-day role?** In my day-to-day role, the energy transition is becoming more visible through conversations with customers. More businesses are starting to ask about lower-carbon options like HVO, so it's something we talk about more often than we would have a few years ago.

It doesn't change the fundamentals of the job, but it does mean being more informed and confident when discussing different fuel options and what they mean in practice for customers.

## My most memorable work moment...

was going out on the road with the Business Development Manager and seeing a customer I had worked hard to bring back onboard finally reactivated and back with us. It was great to put a face to the name and hear first-hand feedback on what we were doing.

I also had the chance to meet some prospective customers face-to-face and do what is essentially cold calling in person. It gave me a real appreciation for the work my colleagues do out on the road and the relationships they build day to day.

**The worst part of my job...** I wouldn't say there's a worst part; I enjoy my job thoroughly. That said, there can be small frustrations during peak seasons when resources are stretched, and orders are occasionally affected due to things like illness or vehicle breakdowns. Nobody likes a change of plan, but it's part of the job and you just adapt and work through it.

**The best part of my job...** is my colleagues and my customers. I really enjoy picking up the phone and speaking to my accounts, finding out what's going on in their business, whether they've had a redesign of their trucks or switched from John Deere to Massey Ferguson.

I'm there to take their orders, but also to understand how things are going for them day-to-day. I have a genuine interest in all my customers.

My colleagues also make the job what it is. They're a great group of people and we all have a laugh together, which makes for a great working environment.

**I relax after work by...** going for a walk with my partner and my dog, Ozzy (if you've ever spoken to me, you've probably heard me mention him in every sentence). We're very lucky to live close to the beach, so we're often there.

I spend all day glued to my desk, phone and computer, so getting outside and switching off properly really helps me relax after work.

**My favourite meal is...** instant noodles. I know they're not exactly a proper meal and there's no protein or veg involved, it's just noodles, plain and simple, but they just taste amazing. Especially a Pot Noodle!

**On my bedside table is...** a bedtime Bonio for the dog and a cup of coffee to take to bed with me. I also keep two books by my bedside: Historic Pubs of Portsmouth and The Boy, the Mole, the Fox and the Horse.

The latter is a children's book, but it has some inspirational quotes that leave me in the right mindset for the next day. My favourite is: "What do you think success is?" asked the boy. "To love," said the mole.

**The last thing I do each day is...** write an email to my partner telling him about my day and sending a little update on the dog for when he isn't with us. I then write out my plan and goals for the next day so I know exactly what I want to focus on when I start. I'm normally in bed by... around 9.30pm. I like an early night so I'm well rested for the day ahead.

Delivering Insight is your monthly business-critical briefing. Designed to give SME distributors clear, actionable guidance to work smarter and more profitably. Although larger distribution groups may have in-house HR teams, fleet managers, compliance officers and analysts, many SME FODs operate without those resources. Delivering Insight is your virtual support team – a growing knowledge base that builds into a valuable reference library for your business, helping you make informed decisions that safeguard your business today and strengthen it for the future. This month, as distributors consider strategic business expansion beyond fuel delivery, we're asking:

# Which complementary services should fuel distributors offer?

## Expansion into complementary services – which, when and why?

For many fuel distributors, diversification is no longer a future ambition – it is already becoming part of day-to-day business strategy.

Across the UK and Ireland, distributors are steadily expanding beyond traditional fuel delivery into a wider range of complementary services, from AdBlue and lubricants to tank monitoring, HVO, fuel cards and renewable technologies. In some cases, these services are relatively simple add-ons designed to improve customer retention and increase revenue per account. In others, they represent the early stages of broader business transformation as distributors respond to changing customer expectations, increasing competition and the long-term evolution of the energy market.

For SME distributors in particular, the challenge is not simply deciding whether to diversify, but which services offer the strongest commercial return without creating unsustainable complexity, capital strain or compliance risk.

This month's Delivering Insight explores the complementary services already gaining traction across the sector, the opportunities and risks associated with expansion, and how fuel distributors can assess which additions genuinely strengthen long-term resilience.

### SECTION 1: DIVERSIFICATION IS BECOMING STANDARD

Fuel distributors today are increasingly expected to provide more than fuel alone.

Customers now value convenience, integrated service packages and suppliers who can solve multiple operational challenges through a single relationship. For distributors, that creates an opportunity to deepen customer loyalty while reducing dependence on core fuel margins alone.

The trend is already visible across the sector. Fuel Oil News research published in the 2026

Yearbook showed that many distributors now offer a growing portfolio of complementary services alongside fuel supply.

The most commonly offered additional services are:

Service	Percentage of FODs offering
Lubricants	64%
AdBlue	48%
Tank monitoring	36%
HVO supply	31%
Oil tank installation/replacement	26%
Oil boiler servicing	19%
Fuel cards	15%
Carbon offsetting	11%

The research also highlights a clear relationship between company size and diversification breadth. Larger distributors are significantly more likely to offer higher-complexity or capital-intensive services, while smaller operators typically focus on lower-cost add-ons that integrate naturally into existing operations.

That distinction matters because not all complementary services carry the same operational burden, staffing requirements or payback profile.

### SECTION 2: WHY COMPLEMENTARY SERVICES MATTER

The commercial rationale behind diversification is straightforward.

Additional services can:

- Increase customer lifetime value
- Improve customer retention
- Create recurring revenue streams
- Differentiate the business from competitors
- Reduce exposure to fuel demand fluctuations
- Strengthen long-term resilience during the energy transition

In many cases, the greatest value is not immediate profit margin, but the strengthening of customer relationships.

For example:

- Tank monitoring systems linked to auto-top-up services encourage repeat purchasing and reduce the likelihood of customers switching supplier
- Emergency delivery services can reinforce trust and loyalty during periods of market stress or severe weather
- Welfare-focused schemes such as priority delivery or payment support can improve retention among vulnerable domestic customers
- Tank installation and servicing often create follow-on maintenance and fuel supply opportunities over many years

The wider energy transition is also influencing diversification decisions.

Some distributors are expanding into renewable fuels such as HVO, while others are beginning to explore adjacent energy services including solar, heat pumps or EV charging. Although these remain relatively uncommon today, they may become increasingly important as customer energy requirements evolve.

### SECTION 3: WHICH SERVICES OFFER THE BEST OPPORTUNITY?

Not all complementary services are equal in terms of setup cost, operational complexity or return on investment.

For many SMEs, the strongest opportunities are often the simplest.

#### Low-capital, high-accessibility services

Services such as AdBlue, lubricants and fuel additives are attractive because they can often be integrated into existing delivery infrastructure with relatively low investment. Advantages include:

- Predictable repeat demand
- Limited additional staffing requirements

- Faster payback periods
  - Cross-selling opportunities with existing customers
  - Minimal operational disruption
- AdBlue in particular benefits from recurring demand linked directly to diesel fleet usage, while lubricants and additives can increase average order value with comparatively little additional operational complexity.

Tank monitoring systems also sit within this category.

Although telemetry platforms require investment in hardware, software integration and customer support, they can significantly improve delivery efficiency, reduce emergency callouts and strengthen customer retention.

For SMEs looking for a first diversification step, these lower-cost service categories often provide the most manageable entry point.

### Medium-complexity expansion areas

HVO supply represents a growing middle-ground opportunity.

Demand for renewable fuels continues to increase across commercial fleets, construction, backup power and industrial applications. UK HVO supply volumes reportedly increased from 502 million litres in 2023 to 784 million litres in 2024, highlighting the rapid growth of the market.

For distributors, HVO can provide:

- Access to customers pursuing carbon reduction goals
- New commercial opportunities
- A future-focused positioning
- Retention of diesel customers seeking lower-carbon options

However, HVO also introduces supply chain, storage, pricing and technical considerations that require careful management.

Fuel cards can also offer attractive returns relative to their setup costs, particularly where distributors partner with established third-party providers rather than building infrastructure independently.

### Higher-capital diversification

More infrastructure-intensive services carry greater potential reward but significantly higher complexity.

These include:

- Oil tank installation and servicing
- Boiler installation and servicing
- Renewable technology installation
- Generator supply and servicing
- Retail forecourts

These services often require:

- Specialist staff and training
- Additional compliance obligations
- Engineering capability
- Insurance considerations

- Larger upfront capital investment
- Expanded administration and management systems

For larger distributors, these areas may support long-term strategic positioning and broader energy-service evolution. For SMEs, however, they may be better approached through partnerships, acquisitions or phased rollout strategies rather than rapid expansion.

### SECTION 4: DEMAND VARIES BY CUSTOMER SECTOR

Complementary service demand differs significantly between domestic, agricultural and commercial customers.

#### Domestic customers

Domestic heating customers increasingly value convenience, reliability and support services.

Key opportunities include:

- Tank monitoring and auto-top-up
- Emergency deliveries
- Boiler servicing partnerships
- Tank replacement
- Customer welfare schemes

In periods of severe weather or supply disruption, these additional services can become important differentiators.

#### Agricultural customers

Agricultural customers often require broader operational support.

Demand areas include:

- Lubricants and additives
- Generator support
- Fuel quality management
- Long-term storage support
- Mixed equipment servicing

Remote operations and seasonal pressures can make reliability-focused services particularly valuable in this sector.

#### Commercial customers

Commercial and fleet customers are increasingly driven by efficiency, compliance and decarbonisation pressures.

Key growth areas include:

- AdBlue supply
- Fuel cards

- Usage monitoring and telemetry
- HVO integration support
- Fuel management systems

For these customers, data visibility and operational efficiency are often as important as fuel price itself.

### SECTION 5: THE RISKS OF DIVERSIFICATION

While complementary services can strengthen resilience, they also introduce new risks.

The most common challenges include:

#### Operational complexity

As service portfolios expand, businesses often require additional administration, scheduling, staffing and technical oversight.

#### Compliance exposure

New services may introduce additional regulatory obligations covering environmental compliance, engineering standards, electrical work, financial services or health and safety.

#### Working capital pressure

Inventory expansion, equipment investment and increased customer credit requirements can place significant strain on cash flow – particularly for SMEs.

#### Skills shortages

Some services require specialist expertise that may be difficult or expensive to recruit.

#### Dilution of focus

Diversification that lacks clear strategic alignment can create operational distraction without delivering meaningful commercial return.

For smaller distributors especially, there is a risk of attempting to diversify too broadly without sufficient operational capacity.

### SECTION 6: STRATEGIC EXPANSION VS REACTIVE EXPANSION

One of the most important distinctions is whether diversification is strategic or reactive. The strongest complementary services are typically those that:

- Align naturally with the existing customer base
- Build on existing operational capability
- Create recurring revenue
- Improve retention

DELIVERING INSIGHT: COMPLEMENTARY SERVICES MATRIX				
Service Type	Capital Requirement	Complexity	Typical ROI Speed	SME Suitability
Lubricants/Additives	Low	Low	Fast	High
AdBlue	Low	Low	Fast	High
Tank Monitoring	Low-Medium	Medium	Medium-Fast	High
Fuel Cards	Low	Medium	Fast	High
HVO Supply	Medium	Medium	Medium	Medium-High
Tank Installation	High	High	Medium-Slow	Medium
Boiler Servicing	High	High	Medium-Slow	Medium
Renewable Installations	High	High	Slow	Low-Medium

- Strengthen long-term positioning
- Can scale sustainably

The weakest expansions are often those driven primarily by trend-following without sufficient demand analysis or operational planning.

That is why many distributors are increasingly adopting phased approaches, trialling services first through pilot schemes, partnerships or limited customer groups before committing to larger rollouts.

In practice, successful diversification often looks evolutionary rather than transformational.

#### SUMMARY OF FINDINGS

- Fuel distributors are steadily evolving from traditional fuel suppliers into broader service providers.
- Complementary services can improve customer retention, recurring revenue and resilience.
- Lower-cost services such as AdBlue, lubricants and telemetry often provide the most accessible diversification opportunities for SMEs.
- Larger distributors are more likely to pursue infrastructure-intensive services due to greater scale and capital availability.
- Diversification introduces operational, financial and compliance risks that require careful management.
- Strategic, phased expansion is typically more sustainable than rapid or reactive diversification.

#### RECOMMENDED ACTIONS FOR FODS

##### 1. Analyse customer demand carefully

Assess which services align most closely with the needs of your domestic, agricultural and commercial customer base.

##### 2. Start with low-risk opportunities

Prioritise lower-capital, higher-margin services that integrate naturally into existing operations.

##### 3. Pilot before scaling

Trial new services with selected customers and monitor ROI, retention impact and operational strain before wider rollout.

##### 4. Use partnerships strategically

Third-party partnerships can reduce capital exposure and specialist staffing requirements for more complex services.

##### 5. Focus on customer retention, not just revenue

The long-term value of complementary services often lies in strengthening customer relationships and reducing churn.

#### CONCLUSION

Complementary services are becoming an increasingly important part of the fuel distributor business model.

For some businesses, diversification is about improving margins and customer retention. For others, it forms part of a broader strategy to prepare for long-term energy market evolution.

However, successful diversification is rarely about offering the largest number of services. Instead, the strongest approaches are usually those that build carefully around existing customer relationships, operational strengths and realistic growth capacity.

For SME distributors in particular, selectively adding one or two well-aligned services may deliver greater long-term value than attempting wholesale transformation too quickly.

In a changing market, resilience may increasingly come not from moving away from fuel distribution – but from building a broader, more valuable service proposition around it.

# Charlotte Lewis, WP Group: What it means to be UKIFDA Young Person of the Year 2026

**CHARLOTTE LEWIS**, SALES ADVISOR AT WP GROUP, WAS RECENTLY NAMED YOUNG PERSON OF THE YEAR 2026 AT THE UKIFDA EXPO & CONFERENCE IN LIVERPOOL.

FOLLOWING ON FROM HER 'A DAY IN THE LIFE' FEATURE, FUEL OIL NEWS CAUGHT UP WITH CHARLOTTE TO LEARN MORE ABOUT HER ROLE AT WP GROUP, WHAT THE AWARD MEANS TO HER, AND HER EXPERIENCE AS A YOUNG PROFESSIONAL BUILDING A CAREER IN THE FUEL DISTRIBUTION INDUSTRY.

#### **Congratulations on winning the award. What did it mean to you?**

I was honoured just to be nominated; to then win was incredibly rewarding. It means a lot to be recognised for the hard work I've put into an industry where I'm constantly learning and developing.

For me, this recognition is for more than just the work. It reflects the decision to move across the country, step out of my comfort zone, and rediscover my passion for sales. It shows how quickly that passion can be reignited with the right company and the right support.

It also represents not just my own effort, but the support, guidance and collective effort of my team, who have played a huge part in my development.

#### **The award celebrates people making a significant contribution early in their career. What are you most proud of so far?**

When I first started with WP, I took on an outbound project working closely with some of our senior sales team to generate new business. That experience was a real turning point for me. It helped me build confidence on the phone and develop strong relationships with prospective customers. It also changed my mindset – I now genuinely enjoy cold calling!

Taking on that challenge early in my career gave me the foundation to manage my own accounts and grow my portfolio. While I've taken on further projects since, this was my first major one and it really set me up for success in the industry.

#### **What attracted you to the industry in the first place, and what has kept you motivated?**

I come from a farming background, helping on my family farm from a



**Charlotte accepting her award with Matthew Terry and John Parrott**

young age and later being involved with my local Young Farmers group. That gave me a real understanding of how important a reliable fuel distributor is to farm operations.

When the opportunity came up to join WP, I was keen to build relationships with farmers and support them through key periods like harvest and drilling.

I also have an uncle who worked as an HGV fuel driver for many years. Hearing about his experiences and the role he played in keeping customers supplied, often working long hours and in all conditions, gave me real appreciation for the operational side of the industry. It sparked my interest, although I was drawn to an office-based role where I could focus on building customer relationships.

What keeps me motivated is celebrating the small wins, whether that's reactivating a lapsed customer or securing a larger order. Even after hearing "no" multiple times in a day, each success keeps me driven to stay on the phone and continue building relationships.

### **How do you think the industry needs to evolve to attract more young talent?**

I think the industry needs to better promote the variety of careers available and challenge some outdated perceptions. There's a lot more to it than people realise, especially in relationship-driven roles like sales.

I'd also like to see more apprenticeship opportunities, particularly in operations and for HGV drivers, as that's an area the wider transport industry currently lacks. Creating clearer entry routes into these roles would make the industry more accessible to young people.

Finally, providing strong support and development early on is key. From my own experience, being given responsibility and guidance from the start made a big difference in building my confidence and keeping me motivated.

### **How do you see the energy transition affecting the industry, and what role can distributors play?**

In the fuel industry, we're currently seeing more focus on HVO as a stepping-stone towards a lower-carbon future. It's becoming a practical option for customers who want to reduce emissions without completely changing how they operate.

I'm interested to see how this develops over the next few years, especially as more companies start moving towards HVO fleets, and farmers start to look at more sustainable ways of working.

I'm excited to be working with WP as a distributor because we'll play a big part in helping customers through that transition in a way that works for them day-to-day.

### **What skills do you think the next generation of industry leaders will need as technology and customer expectations continue to evolve?**

I think they will need to be comfortable with technology, but not too comfortable. It's easy to hide behind emails and texts because it feels quicker and, if I'm honest, sometimes it's a lot less daunting than picking up the phone or having a tough conversation.

When you're younger, a cold call or chasing an issue can feel like a big step, but it's something you quickly get used to. Technology has its place, but it shouldn't replace proper conversations. Some of the best relationships still come from speaking to people directly, whether that's over the phone or face to face. At the end of the day, people buy from people, and I don't think that's ever going to change.

Alongside that, I think adaptability is key. The industry is changing quickly with new fuels, new systems, and shifting customer expectations, so being able to learn on the go and adjust quickly will be just as important as anything else.

### **Are there areas where the industry could be quicker to adapt?**

I think there are, especially when it comes to technology and making day-to-day processes simpler for both customers and teams. A lot of things still feel quite traditional.

There's also room to be a bit more confident in how we bring new solutions like HVO to customers and make sure they properly understand the benefits. I do think things are moving in the right direction though, it's just about keeping that momentum going.

### **If you could change one thing about the sector tomorrow, what would it be?**

It would be clearer entry routes into the sector for young people, especially through apprenticeships and early careers roles.

A lot of people come into the industry at a younger age, but there are so many opportunities that get overlooked, from finance and account management to HGV driving and transport planning, which would give more hands-on learning experience.

### **What's one thing about working in this industry that would surprise people outside it?**

I think people would be surprised by how much of the role is about communication and problem-solving. It's not just systems and processes; you're constantly speaking to customers and working through issues in real time.

When the market gets volatile, we're not separate from it either, we have to react and adapt alongside our customers as things change.

### **Finally, where do you hope your own career takes you next? Would you like to be judging this award one day?**

I'd like to take my career step by step. I work with great role models, from account managers and BDMS through to sales managers, and I'd like to follow that path myself.

Longer term, I'd like to progress through the sales cycle and eventually move into a role where I'm leading a team and helping develop others.

It would be great to bring new young people into the industry and, one day, even help guide someone who could be in this position and winning this award themselves.



# INDUSTRY INSIGHT

## “Decarbonisation is a team sport”: Aegis Energy’s case for a collaborative transition

AS THE ENERGY TRANSITION ACCELERATES, AEGIS ENERGY IS TAKING A DELIBERATELY OPEN-MINDED APPROACH – BUILDING MULTI-FUEL INFRASTRUCTURE DESIGNED TO SUPPORT FLEETS, DISTRIBUTORS AND THE WIDER SUPPLY CHAIN THROUGH A COMPLEX, NON-LINEAR SHIFT. IN CONVERSATION WITH FUEL OIL NEWS, CO-FOUNDER **EDMUND ROBINS** SETS OUT WHY PRAGMATISM, PARTNERSHIP AND PACE – NOT IDEOLOGY – WILL DEFINE WHAT HAPPENS NEXT.

### A transition without dogma

If there is a single thread running through Aegis Energy’s strategy, it is a refusal to be drawn into binary thinking.

“We’re not dogmatic about any particular solution,” Ed says. “We’re fully focused on the transition itself.”

That distinction matters.

At a time when parts of the energy debate can feel increasingly polarised – electric versus liquid, hydrogen versus battery – Aegis Energy is positioning itself as something different: an enabler of transition in whatever form it takes.

“We’re here to help accelerate decarbonisation in the way that works for customers, on the timeline that works for them,” Ed explains.

For the fuel distribution industry, that message is both familiar and quietly disruptive. It suggests a future not of abrupt replacement, but of managed evolution across multiple fuels, infrastructures and business models.

### From observation to action

That mindset is rooted in Ed’s earlier career.

“While at Macquarie, I saw firsthand the scale of change required in the energy transition,” he explains. “It became clear that delivering it would require new businesses, capital and collaboration.”

The decision to establish Aegis Energy followed.

“For us, it came down to three things: The climate imperative, a personal commitment to act, and a conviction that we could deliver industrial-scale impact.”

That combination – moral driver, commercial realism and delivery confidence – continues to shape the business today.

Aegis Energy’s long term goal is to create a network of 50 sites, in order to deliver meaningful carbon reduction at scale.

### Conviction – and complexity

There is no ambiguity in Aegis Energy’s underlying belief.

“The energy transition will happen,” Ed says. “That’s driven by regulation, economics and engineering.”

But if the direction is clear, the pathway is anything but.

“This is a multi-decade process,” he continues. “It’s complex, capital-intensive, and it requires learning, coordination and operational optimisation across the whole value chain.”

That complexity is already visible in the divergence between vehicle types, Ed suggests:

- Vans have effectively reached a tipping point, with electrification now commercially compelling.
- Trucks, particularly at the heavier end, present a more gradual and uncertain pathway.

“We see electrification accelerating strongly in vans,” says Ed. “Trucks will follow, but over a longer timeframe and with more variation by use case.”

This reinforces a critical point: there is no single timeline for demand shift.

### The reality of a mixed energy system

Crucially, Aegis Energy does not see a near-term disappearance of liquid fuels.

“Even government projections include petrol and diesel use into the 2040s,” Ed notes.

That has direct implications for the downstream sector.

“If vehicles are still using liquid fuels in 20 years’ time, you still need the storage, distribution and retailing infrastructure to support that.”

Rather than a clean break, the transition becomes a balancing act: Maintaining existing supply chains while building tomorrow’s alongside them.

Over time, low- and zero-emission fuels will take a growing share. But the shift will be gradual, not abrupt.

### Why early engagement matters

For businesses across the supply chain, timing is critical.

“Transition is a multi-decade process – those

who engage early will be better positioned,” Ed suggests.

Importantly, engagement does not have to mean wholesale transformation from day one.

Aegis Energy is particularly clear on one point: early movement matters, even if it is incremental as Ed says: “Any progress on the transition should be welcomed. A little really counts for a lot when it comes to getting ahead of it.”

This is where transition fuels come into sharper focus.

That perspective reinforces the role of transition fuels such as HVO, alongside electrification and emerging technologies.

With HVO available across its sites from day one, Aegis Energy sees renewable liquids not as a distraction from electrification, but as part of the pathway.

“We’re offering multiple fuels together so customers can manage mixed fleets and transition at their own pace.”

For distributors, already navigating varied customer demand and uneven adoption, that flexibility is likely to become an increasingly valuable commercial advantage

### Infrastructure: An enabler, not a barrier

Aegis Energy’s multi-energy hubs are designed to remove one of the biggest barriers to progress: infrastructure.

Located on major routes, each site supports:

- electric charging for vans and trucks
- HVO supply
- future hydrogen and biomethane, again, where there is clear demand
- driver welfare and operational facilities

But beyond the physical assets, the model is about lowering barriers to entry.

“For many fleets, entering into long-term capital commitments for depot infrastructure isn’t viable,” Ed comments.

“A contract with us allows them to secure capacity and start the transition in a capital-light, operationally straightforward way.”

That approach echoes the challenges faced

by SME distributors navigating their own investment decisions in an uncertain market.

### A non-linear transition

One of the more candid aspects of the discussion is Aegis' acceptance that progress will not follow a straight line.

"We don't expect this process to be linear," Ed explains.

Instead, the transition is shaped by multiple, interdependent factors:

- policy
- economics
- infrastructure scale
- customer demand
- skills and education

"It's also a human process," Ed notes. "Confidence, understanding and market pressure all matter."

That combination helps explain the pattern already emerging of periods of rapid growth followed by consolidation, rather than smooth, continuous progress.

"There have already been false starts," he adds. "That's common in large-scale technology and infrastructure transitions."

It's an observation that reinforces the importance of resilience and adaptability, rather than over-commitment to any single pathway.

### The rise of the 'sovereignty premium'

External pressures are also reshaping the conversation.

"The green premium has shifted," Ed observes. "What we're increasingly seeing is a sovereignty premium – an emphasis on resilience and energy security."

Recent geopolitical volatility has reinforced that shift – influencing both pricing dynamics and customer behaviour.

"We've seen HVO pricing fall below diesel at times, driven by disruption in fossil markets," he notes.

At the same time, end customers, particularly those in consumer-facing sectors, are placing greater emphasis on carbon performance within supply chains.

For suppliers and distributors, that signals a dual pressure:

- volatility in traditional fuels
- growing demand for low-carbon alternatives

### Collaboration as a necessity

If there is one theme Ed returns to throughout the conversation, it is the need for collaboration.

"The energy value chain is multi-segment," he says. "To deliver the transition at scale, all parts need to work together."

From producers and distributors to infrastructure providers, policy makers and end users, progress depends on coordination.

"The more people investing, learning and acting together, the more you create a virtuous circle."

Or, as he puts it more simply:

"Decarbonisation is a team sport."

### What this means for the industry

For Fuel Oil News readers, the message is not one of displacement but evolution. The implications are clear – even if the path forward remains nuanced.

- The transition is real and accelerating, but uneven
- Liquid fuels will remain part of the mix for longer than headlines suggest
- New opportunities will emerge through partnerships and diversification
- Flexibility will define successful strategies

And perhaps most importantly: "There will soon come a point," Ed emphasises, "where being able to offer low- and zero-emission solutions is a key route to winning business."

### A pragmatic route forward

Aegis Energy's approach will not satisfy those attempting to simplify the transition into a single, definitive answer to the future of fuels.

But that may be precisely the point. It reflects the reality facing the sector: a complex, evolving system with multiple pathways and timelines.

In a transition defined by uncertainty, competing technologies and evolving policy, pragmatism, openness and collaboration may prove more valuable than conviction in any one outcome.

As Ed concludes: "We're here to support the transition – whatever form it takes."



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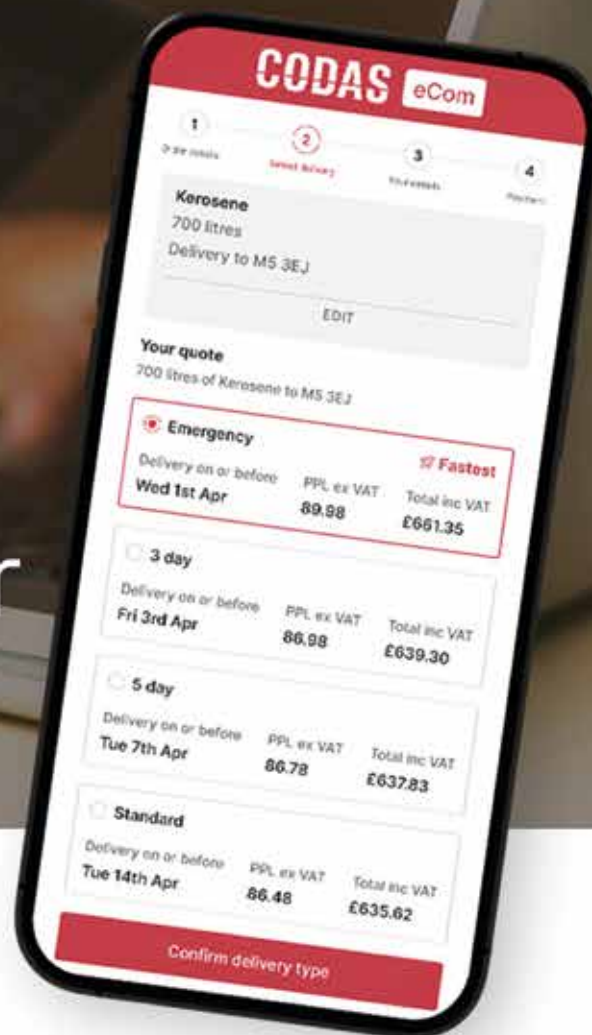
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# PORTLAND MARKET REPORT

MAY IN  
VIEW

THE UAE'S OPEC EXIT MAY LOOK DRAMATIC, BUT THE CONSEQUENCES COULD BE FAR LESS SIGNIFICANT THAN HEADLINES SUGGEST.

In all the noise and chaos that is surrounding the ongoing crisis in the Middle East, the decision by the United Arab Emirates (UAE) to leave OPEC with “immediate effect” (May 1st) was certainly a surprise.

Was the timing deliberate, because attention was elsewhere and thus the news could be buried? Or was it the opposite – an intentional attempt to ratchet up crisis levels? And why would one of the long-standing members of OPEC choose to leave the organisation anyway?

The UAE, as a country, was only formed in 1971, when the process of independence (from Britain) brought together seven separate Emirates; Abu Dhabi, Dubai, Sharjah, Ajman, Umm Al Quwain, Fujairah, and Ras Al Khaimah. Over 50 years later, this “new” country with a population of 11 million is the 4th largest economy in the Middle East (after Turkey, Saudi Arabia and Israel), has a prosperously high GDP per person (~\$50K) and extremely low unemployment levels (less than 2%).

As you have might guessed, much of this wealth comes from the UAE's oil industry, which accounts for around 30% of GDP. The country has the 7th largest oil reserves in the world, with the first discovery of oil being made in 1958, (Umm Shaif field). By 1971, the Abu Dhabi National Oil Company (ADNOC) had been formed to manage all oil and gas resources, and further diversification of the oil production “model” soon followed. Refinery construction began at pace (8 in total), and this culminated in the completion of the flagship Ruwais complex in 1982, which, today, is the 4th largest refinery in the world (800,000 barrels per day). Alongside oil refining, the petrochemicals sector was also developed, which continued the shift from crude oil exports to higher-value chemical and plastics production.

OPEC was founded in 1960, but the UAE was not a founding (Iran, Iraq, Saudi, Kuwait and Venezuela) member. Abu Dhabi joined the organisation as an individual Emirate in 1967, and (what then became) the UAE has since been a loyal and non-dissenting participant. The UAE rarely quibbled about the production

quotas set, even though by the 1980s, the state has had the capacity to produce far more oil than OPEC's permitted limits. Over the last 10 years however, policy differences and a desire to increase oil revenues, have been growing.

## Moving the needle

In 2021, the UAE came out with a “Net Zero by 2050 Strategic Initiative” and this put it at odds with most other OPEC members. On the surface, this seemed to be a laudable ambition to move the needle “greenwards” and without doubt, the UAE has invested heavily in renewables (not least in the use of solar energy to power their multiple desalination plants). Dig a little deeper though, and we see a more calculated game at play. There is a fear amongst Emiratis that oil consumption will reduce over time as a result of decarbonisation and in line with Net Zero targets. Therefore, it makes sense to monetise oil reserves as soon as possible, before demand starts to dry up. This Machiavellian strategy requires the increasing of oil production here and now, which only an exit from OPEC will allow.

“WITHOUT THE UAE, THE CARTEL CONTINUES TO CONTROL A THIRD OF GLOBAL OIL SUPPLIES.”

Prior to the war in Iran, the UAE was producing 3.4m barrels per day (bpd), which was bang on the quota set by OPEC. However, the country has the capacity to produce over 4m bpd, and the Department of Energy has mooted a 2027 target of over 5m bpd. In addition to the clear economic benefit of selling an extra 1.5m bpd on global markets, the decision to leave OPEC also generates political capital. The UAE is a close ally of the USA, and the current Trump Administration has increasingly called for the break-up of OPEC. By leaving the cartel, the UAE is falling in line with US wishes, whilst also freeing up Abu Dhabi's \$1.7trn Sovereign Wealth Fund (Abu Dhabi Investment Authority = ADIA) to invest in global markets, energy diversification

and military hardware; all of which increasingly need to be disconnected from OPEC quotas.

## Muted impact

The decision of the Emirates to leave OPEC has had, and will have, minimal impact on current market conditions. Even if the UAE was able to export their increased production out of Fujairah (which crucially is located outside of the Strait of Hormuz), that would still not be enough to offset the total amount of oil blockaded inside the Strait. In the longer-term, the UAE will of course become a bigger oil player, but it will still be supplying less than 5% of the world's oil.

Finally, the impact on OPEC itself will be similarly muted. Without the UAE, the cartel continues to control a third of global oil supplies and with Russia (the OPEC “+” part), that volume goes up to 40%. These figures would surely indicate that the organisation will have few problems maintaining their global significance.

Nonetheless, this event marks one of the most high-profile exits from OPEC and a symbolic one at that. Previous departees (Ecuador, Angola, Indonesia) were much smaller producers, significantly less politically stable and none of them had anything like the same geo-political influence in their respective regions.

Some observers have also pointed out that along with Saudi Arabia, the UAE was the only OPEC member with significant spare capacity. In theory, this allowed it to pump more oil if required to ease prices, but OPEC's aim has never really been to reduce prices, so this point has few “real world” implications.

Which takes us to the overall headline conclusion and that is the loss of the UAE from OPEC's membership, will have little impact on either global markets or the cartel itself.

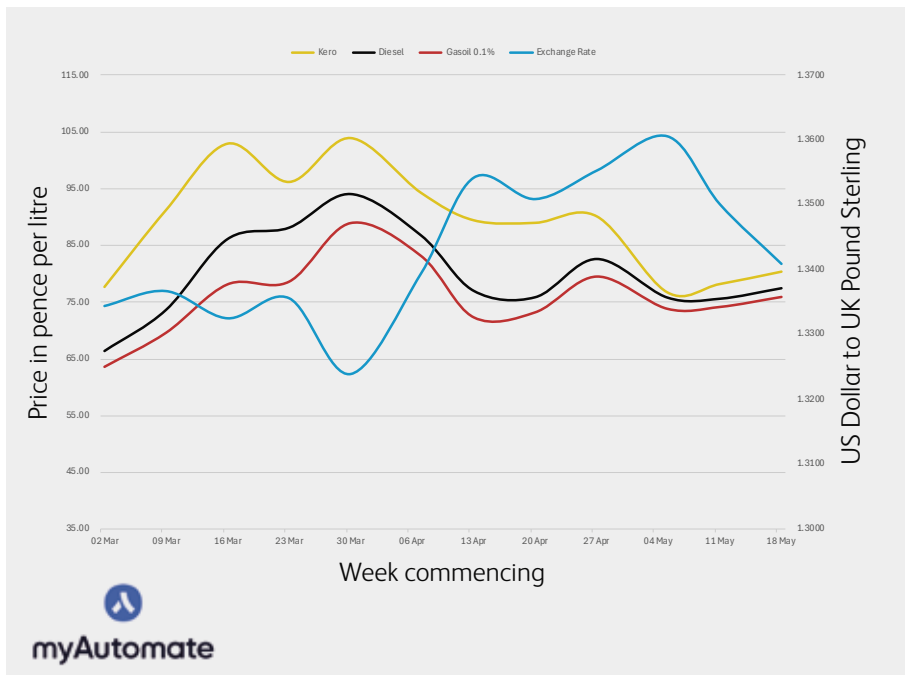
For more pricing information, see page 26

Portland  
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## Wholesale Price Movements: 14th March 2026 – 21st May 2026

	Kerosene	Diesel	Gasoil 0.1%
Average price	83.18	78.12	75.99
Average daily change	2.76	2.37	2.76
Current duty	0.00	52.95	10.18
Total	0.00	131.07	86.17

All prices in pence per litre

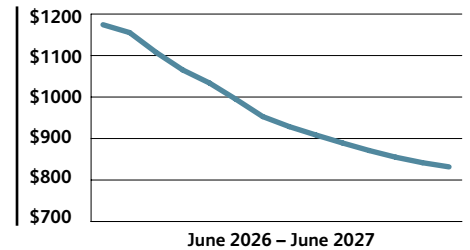


Kerosene	
Highest price <b>92.64</b> Fri 24 Apr 26	Biggest up day <b>+4.41</b> Fri 15 May 26
Lowest price <b>71.51</b> Thu 07 May 26	Biggest down day <b>-9.11</b> Wed 06 May 26

Diesel	
Highest price <b>84.43</b> Wed 29 Apr 26	Biggest up day <b>+4.47</b> Fri 15 May 26
Lowest price <b>71.86</b> Thu 07 May 26	Biggest down day <b>-6.90</b> Wed 06 May 26

Gasoil 0.1%	
Highest price <b>81.43</b> Wed 29 Apr 26	Biggest up day <b>+4.49</b> Wed 29 Apr 26
Lowest price <b>70.03</b> Thu 07 May 26	Biggest down day <b>-6.32</b> Wed 06 May 26

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	79.00	86.03	130.23	90.06	91.92	135.33
North East	77.95	84.66	129.31	93.45	90.18	133.06
North West	79.52	87.26	131.70	90.11	92.36	135.04
Midlands	78.02	85.19	129.77	88.49	90.62	133.84
South East	78.12	85.15	129.75	99.70	94.61	133.28
South West	78.47	84.99	129.59	92.36	90.41	132.82
N. Ireland	78.58	86.36	n/a	88.83	92.97	n/a
Republic Of Ireland	92.34	91.79	131.17	100.94	97.22	135.32
Portland	76.33	82.71	126.46			

The price totem figures are indicative figures compiled from the Portland base rate using calculated regional variances. Buying prices are ex-rack. Selling prices are for 1000 litres of kero, 2500 litres of gas oil and 5000 litres of ULSD (Derv in ROI). Prices in ROI are in €. Wholesale prices are supplied by Portland Analytics Ltd, dedicated providers of fuel price information from refinery to pump. For more information and access to prices, visit [www.portlandpricing.co.uk](http://www.portlandpricing.co.uk)



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