

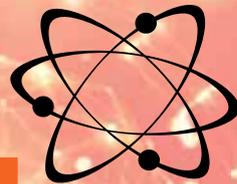
Fuel Oil News

OCTOBER 2016



**TECHNOLOGY IN ACTION – WHAT REALLY WORKS AND WHY
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Material advances

“Cleaner, safer, stronger” – three words which could easily be used to describe the results of many of the more recent advances made in the fuel oil distribution industry...

Used by the Bank of England governor Mark Carney, the above words relate to the introduction of the new polymer fiver last month. Made of a thin, flexible plastic, these fivers are the first ever Bank of England notes to be printed on such a material.

Swapping social reformer Elizabeth Fry on the paper £5 for Sir Winston Churchill, British leader, statesman and orator, on polymer, the Bank of England is seeking ‘to celebrate individuals that have shaped British thought, innovation, leadership, values and society.’

Next summer will see Charles Darwin (£10 paper) replaced by the Jane Austen £10 polymer note. Recognised by the Bank of England ‘as one of the greatest writers in English



Okehampton, a traditional market town nestling in the northern foothills of Dartmoor, is home to Devonshire fuel distributor Moorland Fuels. Exhibiting at this year’s Okehampton show in August, Moorland Fuels enjoyed a sunny day in the company of many of its local customers

literature’, one cannot forget that famous lake scene in the TV adaptation of Pride and Prejudice as Mr Darcy (Colin Firth) emerges from the water in that rather clinging wet shirt – a classic that’s been viewed on You Tube a few million times!

Always keen to celebrate individuals that have shaped this industry, Fuel Oil News is often on the look out for a striking front cover shot.

So should any reader have a desire to follow in the footsteps of Mr Darcy (or perhaps Ross Poldark scything), we’re confident their efforts would create a real buzz in the world of fuel oil distribution.

New technologies certainly do create a buzz in this industry and in this issue we talk to fuel distributors about their experiences.

And, if a nation (industry) that forgets its past has no future as the man on the new polymer fiver famously said, this month’s Inside Out is a reminder of the key changes this industry’s infrastructure has seen over the past 40 years.

Fuel Oil News

The monthly magazine for the fuel distribution, storage and marketing industry in the UK and Ireland.

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Annual subscription for the UK & Republic of Ireland is priced at £95 or €113 inc. p&p. Overseas: £112 or €134. Back issues: £8 per copy.

Credit card payments
01565 653283

Founded in 1977 by James Smith

Published by
Ashley & Dumville Publishing Ltd,
Caledonian House, Tatton Street,
Knutsford, Cheshire
WA16 6AG

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The company's biggest shareholders are Trafigura, the world's second largest oil trader with a just under 50% share, and Angolan Sonangol with 28%.

"Puma is not afraid of capturing good business wherever it is," said UK general manager, Roy Brooke when Fuel Oil News editor Jane Hughes visited the company's UK headquarters at Westerleigh near Bristol in late July.

Chemical engineer Roy, who began his career with Elf, worked at the Milford Haven refinery under Chevron and in his previous role as GPSS commission director was involved in handling the pipeline's sale to Spanish-owned CLH-PS.



With Milford Haven able to accommodate ships carrying up to 115,000 tonnes of diesel, Puma Energy's Front Puma tanker recently brought in the largest ever single import of diesel into the UK

Bumper bitumen

Barely a year since entering the UK market with its acquisition of Murco's UK terminal/refinery interests, Puma Energy now supplies almost 20% of the UK's bitumen needs from storage at Cardiff, Glasgow, Dagenham, Eastham and from December 2016, Immingham.

Joining Puma Energy in March 2015 Roy has worked on the integration of Murco's assets, bringing in new finance management whilst retaining most staff at the three inland terminals.

"We've made an exciting entrance into the bitumen market and we're on the look out for more opportunities," said Roy.

"It was apparent that the UK needed more fuel and bitumen storage so we've been busy extending locations, modifying barges, designing our own loading gantry and investing in bulk fleets.

"Being in the UK also allows us to tap into other European markets," said Roy.

The company, which has a regional office in Geneva, has bitumen interests in Sweden and owns Europe's largest privately-owned bitumen terminal at Cadiz.

Market understanding

"Once Puma Energy understands a country's market it can improve the utilisation of assets and create a strong business presence.

"In many countries Puma is big enough to have a significant say in the market but this is perhaps less realistic in a mature market like the UK."

With a draft of 18.5 metres the Milford Haven storage facility is the third biggest inland water port in the world.

"Milford Haven can accommodate ships carrying up to 115,000 tonnes of diesel which means we can leverage larger vessels; the tanker Front Puma has just done the largest ever single import of diesel into the UK."

Product stored in Milford's 1.4m cubic metres (Puma Energy has worldwide storage of 9m cubic metres in total) can be shipped inland by truck or train with 16 or more trains arriving into Westerleigh each week from

where inland supply is taken to the terminals at Bedworth and Theale.

Growth and transparency

"We've hit the UK market running, growth is strong with volumes doubling since taking over – with Puma Energy that's expected!

"Customers have said that our openness is refreshing, buying quality product from wherever is cheapest, we're transparent with customers. We work with them on technical issues and aim to give business partners the best solutions and the most creative pricing solutions.

"The original acquisition was considered as a south west business but with interests in the north west and the north east coming soon, we do have better national coverage."

For more about Puma Energy's growth in the UK go to page 22.

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PEOPLE MOVES

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- **Clare Charlton** has been appointed commercial sales & account manager at **Greenery**
 - **Crown Oil Environmental** has recruited **Craig Rodgers** as business development manager
 - **Jane Scarlett** is now account manager at **Rawlings Fuels**
 - **Shell** has appointed **Andy Gray** as indirect key account manager
 - **Certas Energy** has made three new appointments – **Craig Hallam**, regional domestic manager, **Mike Humphrey**, area sales manager and **Asad Ali**, business account manager
 - **Abbey Logistics Group** has announced two new appointments to strengthen its senior team. 'Respected logistics industry' expert **Andrew Palmer** has joined the group as non-executive director, and 'experienced marketing professional' **Michael Fox** will take up the role of group marketing manager
- A technical director has also been appointed with details expected shortly. The company is also seeking an experienced operations director for its north west road tanker activities.
- **Franklin Fueling Systems** has welcomed two new product managers. **Tammie Scadden**, a senior product manager for fuel management systems and **Nicole Keppy**, a product manager for service station hardware/transport systems
 - **Sarju Raikundalia** and **Joao dos Santos** have been appointed to the board of **Puma Energy Holdings**, the former is CFO at Sonangol EP, the Angolan company which has a 28% share in Puma Energy.



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Gary Branch, general manager at Wilton Transport in Redcar has entered this Tasca Tankers built tanker and trailer for the above title.

With a combined capacity of 35,000 litres this vehicle is covering most aspects of Mini-Tankers' work over an area which extends from Newcastle to Leeds. The vehicle is the largest in Wilton Transport's fleet to date and features Mini-Tankers new livery design.

Fitted with MechTronic's MaxFlow 400E metering system plus the very latest version of MechTronic's VisiLevel system, it has a Continental dual hose system with a 100 and a 200 foot hose and the Touchstar Mobile PC which has a range of capabilities including electronic job sheets, vehicle inspection, navigation, instant PODs and quantity reports.

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New vehicle joins JE Lawrence fleet

A distributor with very strong connections to the farming community is JE Lawrence which added the vehicle pictured here to its 10-strong fleet in early summer.

A Volvo FH540 Globetrotter, this brand new tractor unit is now pulling a recently refurbished tank.

Pembrokeshire-based JE Lawrence started 80 years ago when John Ernest Lawrence set up a haulage business to transport milk churns from local farms to dairies. Evolving into coal deliveries, the company became a Regent fuel distributor in 1953.

Grandson Richard Lawrence, who completed an agricultural engineering apprenticeship followed by transport management training, joined the company in 1983, taking over as managing director from his father John in 2001.

Having become New Holland dealers back in 1955, the company now sells a wide range of agricultural machinery.

Distributor field trips

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This summer's weather has been somewhat of a mixture across the UK whilst some parts of the UK have basked in balmy temperatures, the field trips of some have been somewhat more soggy under foot.

Rix Petroleum enjoyed gorgeous bank holiday weather at the Glendale Show in late August where staff from the company's Alnwick depot had a stand. This annual North Northumberland show regularly attracts over 12,000 visitors. As part

of a 5-year sponsorship deal Rix Petroleum North has also teamed up with Alnwick Young Farmers to raise awareness of the group and to provide marketing support. A Rix tanker operating in Northumberland has been specially branded to celebrate the partnership.

In mid August the weather was not so kind to Gleaner Oils which exhibited at the annual Grantown show in the Highlands. The event is organised by the Strathspey Farmers Club which has been in existence since 1787.

A two-week period in August saw Moorland Fuels attend a trio of one-day Devon shows at Okehampton, Chagford and Holdsworthy where some great weather brought record visitor numbers as pictured on this month's front cover.



Making the most of this summer's crop of agricultural shows – Rix Petroleum (photograph taken by Alnwick depot manager Tim Claxton), Gleaner Oils and on the front cover – Moorland Fuels



Hardcore fund raiser

Alpeco's sales director Adrian Baskott is a face that's well-known to many in the industry. Adrian and partner Jane Ward recently undertook the Wolf Run to raise money for The Christie charity. The muddy pair were supporting friends who are raising money for the wellbeing of cancer patients at this renowned hospital in Manchester.



The Wolf Run is the only Wild Run in the UK – a hardcore 10k run across raw natural terrain, including open ground, woodland, lakes and thick mud. www.justgiving.com/fundraising/Christewolfrun

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PORTLAND MARKET REPORT

“THAT OPEC MEMBERS
DESPERATELY DESIRE OIL
PRICES TO RISE IS A FAIRLY
SAFE CONCLUSION TO MAKE”

October update

Oil traders love to speculate. Not always the kind of market speculation that the media like to talk about, but speculation in the literal sense of the word. They speculate on whether oil demand will continue to increase, whether shale oil will bounce back, whether it will be a cold winter, what the impacts of Brexit will be and so on. But more than anything else, oil traders like to speculate on the activities of OPEC and in fact the less that actually happens on the oil markets, the more excitable the idle speculation around OPEC becomes. September was one such quiet month; prices were firmly range-bound between \$45-\$50 per barrel but nonetheless, OPEC speculation was reaching fever pitch.

The process started at the beginning of the month when an “informal” OPEC meeting in Paris became the centre of a rumour that a production output freeze was imminent. Prices headed sharply northwards, but soon ran out of steam as the official meeting announcements were so vague (*OPEC would make a firm commitment...to agree...on something definitely being done...at some point in the future...*) that it was clear that assertive action was not imminent. So prices tumbled back down and in fact fell below the point where the rally had started.

But speculation rarely tends to be 100% baseless and with another “informal” OPEC meeting (this time including Russia) scheduled for 28th September in Algiers, the consensus opinion is that a decisive OPEC move on production is now highly likely. The ongoing backdrop of course is the continued low oil price and the devastating effect this is having on OPEC members. State budgets have been blown and blown again in an organisation where between \$75 per barrel (Saudi Arabia) and \$150 per barrel (Venezuela) is required to balance the books. Furthermore, recent IEA (International Energy Agency) predictions that the current world supply glut would continue well into 2017 had most OPEC members reaching for the panic button.

At an average production cost of \$15-20, such anxiety amongst OPEC members is surely misplaced? The likes of Saudi Arabia, Iran and Venezuela have some of the lowest operating costs anywhere in the world and even at \$50 per barrel, profits should be handsome. But as we know, the new Millennium saw massive public spending programmes in OPEC countries and even with the riches of oil at \$100 per barrel, these projects were still creating huge fiscal imbalances. So at \$50 per barrel, we have fiscal melt-down. Even Saudi Arabia – the wealthiest OPEC member by far – seems to be wobbling. Analysts believe that the Middle Eastern Kingdom has dipped into its sovereign wealth fund to the tune of \$350bn (of a \$750bn total) and for the first time in its history, the Saudis have gone to the Bond Market (where investors lend money in return for secure interest payments) because they need to raise further funds.

That OPEC members desperately desire oil prices to rise is a fairly safe conclusion to make. But what exactly can OPEC do to deal with low prices that a) does not upset the rest of the world and b) will be effective? Clearly a full-on reduction in output would almost certainly drive prices upwards. But this would significantly upset the Western (and Eastern) consuming nations, who OPEC still need to keep on side for reasons outside of oil. Then there is the small matter of Iran, who are determined to build up production to pre-sanction levels. They would certainly not agree to a reduction and nor would Libya, Nigeria, Venezuela and Iraq – all of whom have recently experienced production drops due to geo-political instability. It would be highly unlikely that these members would see further reductions in production as the solution to their own problems. After all, it is a counter-intuitive move for bankrupt countries to reduce the output of the one thing that brings in revenue.

The other option is the much talked about output freeze. In the short-term, such a move (so long as it was officially agreed, rather than just talked about officially) would almost certainly push prices into the \$50-\$60 range.

But after that? An output freeze would only prevent the world supply glut increasing in size and would do nothing to fundamentally address the overall supply versus demand imbalance. Plus don't forget (as if you would), the ever looming shadow of shale oil. Faced with tumbling oil prices, this part of the industry has reacted predictably by slashing costs, so that operating overheads on US shale wells have gone down by 65% since 2014. So at \$50 per barrel, with much reduced labour and rig rental costs and certainly no public infrastructure projects to worry about, many of the shale oilers are actually now making a pretty decent living. If the OPEC production freeze was to become a reality, wouldn't this just be the green light for more shale oilers to come back into the market?

This of course was what the Saudi's always feared and why they have hitherto steadfastly refused to tinker with OPEC production levels. Why curtail your output when the “cowboys” in the USA are poised and ready to steal your market share? That being said, two years of eye-watering “losses” will have focused minds and perhaps the Saudis have begrudgingly accepted that whatever they do, the shale oilers are here to stay. In this light, we should see the output freeze as a way of pushing prices up to the \$50-\$60 price range in the short-term. This will at least give creaking OPEC budgets a bit of breathing space and of course would allow the cartel to start talking about and legitimising the next price band of \$60-\$70. If the shale oilers are here to stay, then talking the market upwards is pretty much all OPEC can do.

For more pricing
information, see
page 26

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In the running at Simpson Fuels

Simpson Fuels newest tanker at Eggleston Abbey in Bowes Village, County Durham, a local beauty spot right on the company's doorstep

ALSO ENTERING A TANKER FOR THE TITLE OF *FUEL OIL NEWS 2016 TANKER OF THE YEAR* IS SIMPSON FUELS

“This purpose built four wheeler DAF is the brand new addition to our small family run business,” said a proud Lisa Simpson who with husband Richard set up Simpson Fuels in 1997.

“With the other four vehicles in our fleet being Volvos, this DAF represents a change for us. Tasca Tankers built the four-compartment tank which has a 13,000 litre capacity and features a 175ft hose reel and an Alpeco loading/metering system.

“Living in a rural area of County Durham where oil central heating and solid fuel are really the only options, we need small tankers to access farm tracks and narrow gateways.”

The company’s five-strong fleet delivers kerosene, gas oil and diesel to domestic, agricultural and commercial customers all over County Durham.

The Simpson family has been in business for 54 years since Richard’s father, the late Norman Simpson, founded a solid fuel business back in 1962. Still in operation today the solid fuel business also runs five vehicles – two DAF trucks and one Volvo plus two small pick-ups.

It was back in the 90s when the family noticed that its coal customers were installing oil central heating whilst still keeping open fires as secondary heating. With the arrival of its first fuel tanker in 1998 Simpson Fuels started delivering fuel oil to customers in Teesdale and Weardale.

“I don’t think we’ll be expanding our small fleet further,” added Lisa.

“Five tankers is a nice number for the three of us in the office (Lisa is assisted by Paul and daughter Hayley) to manage and importantly to maintain the high level of customer service for which we are renown.”

MechTronic puts in the miles

Congratulations to MechTronic’s cycling team which tackled the York 100 in five hours, 34 minutes and 52 seconds to raise money for Action Medical Research for Children which funds vital medical research to help sick and disabled babies and children.

“Cycling for such a fantastic cause helps us to push through the pain!,” said team member Ben.

So will the team take on the York 100 again?

“Absolutely, this is the third time that I have completed the ride. You would think it would get easier each year but, it’s still a difficult challenge. The team will retire for the rest of the year now but we’ll continue to train for the 2017 cycling season.”



This year Phil, Brad, Chris and Ben have completed four charity rides totalling 330 miles

Vital support from JET

This distinctive crimson pink JET tanker spent last month raising awareness of childhood cancer to support the fundraising of the Children with Cancer UK charity.

The support, which coincided with Childhood Cancer Awareness Month during September, also saw a further 50 tankers sporting large gold ribbons – the symbol for childhood cancer – together with the charity’s logo and website.

“In order to improve survival rates and quality of life for those given the all clear, and to find and reduce the causes of childhood cancer, support from companies like JET is vital,” said Cliff O’Gorman CEO of Children with Cancer UK.



Online donations can be made at www.childrenwithcancer.org.uk

Technology – what really works and why

Over the next few pages, Fuel Oil News talks to a number of fuel oil distributors using technologies designed to better assist today's modern fuel distribution business. What do they feel really works and what benefits have these technologies given to their company?

All systems go at Moorland Fuels

CHANGING SOFTWARE PROVIDERS CAN BE A DAUNTING TASK, FUEL OIL NEWS SPOKE WITH ABBY TURNER OF OKEHAMPTON-BASED MOORLAND FUELS, WHICH HAS 15 STAFF, ABOUT THE COMPANY'S RECENT EXPERIENCE

"Although there hadn't been a problem with our previous software provider, we'd simply outgrown the system," explained Abby.

"Before selecting Fuelsoft, we did our research looking at many systems. We visited other distributors to find out exactly how their systems were being used and chatted with software providers at two FPS EXPOs, using all knowledge gained to help inform our final decision.

"In changing software provider our aims were to improve the customer experience, to be more consistent with pricing and

to have easier access to better management reporting.

"We found the best fit from the flexibility and extra features of Fuelsoft's modular system which could be set up exactly how we wanted it to be."

"Searching for more consistency across our operations – we now find processes and transactions to be much simpler. We can quote prices immediately, send a quote and place an order. Now everyone's up to speed, all office staff are content to quote prices and that has relieved the pressure on transactions whilst for customers the experience is much

easier and friendlier.

"With more flexibility as to what information can be accessed, it has also meant that desk tops could be tailored to each member of staff's particular role.

"This system has streamlined our processes in many ways – routing, delivery options, multiple addresses on one account and the ability to quickly react to any changes on an order."

Marketing

As a marketing professional Abby was impressed by Fuelsoft's CRM package which offered the chance to both improve customer relationships and service to customers.

"Better targeted marketing campaigns have resulted. Heading into summer we focused on gas oil and lubes. More recently personalised invitations were sent to customers to visit our stand at recent agricultural shows and there'll be more campaigns over winter and in the approach to Christmas.

"With CRM we're gathering a lot of data and still have much to

learn. I like the CRM system as it enables us to upsell other products more easily and to add useful notes."

Making the transition

The Fuelsoft system was implemented in August 2015 with the first month of learning the new software being 'fairly painful' reports Abby.

"A week of training was followed by numerous phone calls asking what to do but overall it was a pretty smooth transition – we had anticipated it being more difficult than it actually was. That said, financial director Liza Gazzard did a lot of work in advance to make sure the transition went as smoothly as possible and that our major concern about losing data was not realised!

"You need to play with the system and make it what you want and we are still learning different ways to pull off and look at data. Change is an unknown factor but this move has definitely been worth the training and investment."



Undertaking a charity walk, the Moorland Fuels team with friends and family



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A precise record of stock movement for Ford Fuels

FORD FUELS – A USER OF EA PROJECTS AUTOMATION AND CONTROL SYSTEMS FOR A NUMBER OF YEARS – HAS RECENTLY COMMISSIONED EA PROJECTS TO UPDATE FACILITIES AT THREE FURTHER STORAGE DEPOTS AS PART OF THE FUEL DISTRIBUTOR'S CONTINUOUS IMPROVEMENT PROGRAM

Sites at Membury, Defford and Stalbridge have all benefited from the installation of the EA Projects iSupervisor terminal automation platform, which is now authorising and controlling deliveries onto road tankers through electronic loading skids fitted with electronic flow computers.

The Defford installation is also one of the first locations to use the EAP wireless solution; a system developed to allow installation of the iSupervisor TAS in locations where installation of communication cables is difficult or impossible.

In addition to the core iSupervisor road tanker loading functions, Ford Fuels also selected EAP to supply and install new tank gauging systems at the sites. The tank gauges

are providing level accuracy of +/- 1mm and are also giving temperature and water measurement.

Gauges wirelessly link to the iMonitor tank gauging module which is providing level readings both locally and remotely via the package's standard web functionality. The iMonitor system is also providing historical tank inventory data, giving Ford Fuels a complete audit trail of stock movements. The system also provides complete product reconciliation of meter movements against tank throughput.

"We have a long running relationship with EA Projects and would recommend their products and services without hesitation," said John Ford of Ford Fuels.

"The EAP automation platform provides us

with a very high level of historical data which gives us a precise record of stock movement through the site."



Working with Ford Fuels, European Automation undertook all elements of the system roll-out including site electrical works, as well as the installation and commissioning of software and instrumentation

In control of the delivery process at Oil4Wales

BEFORE DECIDING BACK IN 2011 TO INVEST IN MAXFLOW – AN ELECTRONIC METERING SYSTEM BY MECHTRONIC – INDEPENDENT FUEL SUPPLIER OIL4WALES CONSIDERED ALL THE FUEL DELIVERY SYSTEMS AVAILABLE

"Since the installation of MaxFlow into our fleet, we've been able to reduce costly cross-contaminations," said Colin Owens, owner of Oil4Wales, who also reports that over the years MechTronic and Oil4Wales have formed a strong relationship.

"As the system has a built in audible alarm and a smart PGI that's located next to the

compartment selection, the driver can clearly see what they are selecting for delivery.

"Feedback from the drivers has been great, they like the fact that there aren't lots of buttons to press and that the information is clearly displayed – this proves highly valuable to the drivers when they're out in the cold and rain, or when the dark nights start to descend."

"As time goes on, technology changes and we've now purchased four new systems to update our fleet. Having been introduced to OptiMate, we're all excited about the automatic processes it offers. Our drivers are now keen to start using the new system as we can all see the benefits that this innovative metering system will bring to our business."



MaxFlow's comprehensive yet compact design uses fewer controls and provides increased reliability for drivers at Oil4Wales. Having now been introduced to OptiMate, drivers are keen to start using the new system

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A small regional oil distributor who recently subscribed to the Oil Market Journal primarily uses our new OMJ Ticker Pro and Mobile apps to keep abreast of market fluctuations during the day and make decisions on when to restock. As an owner/driver getting regular price updates and alerts by mobile phone enables them to keep up to date even when out of the office, and our daily market summaries ensure they can converse

intelligently with their own customers on key market events. Daily closing assessment emails give this small distributor confidence that their buying prices are accurately tracking the market.

A larger regional distributor who has been benefiting from OMJ services for many years uses our large format Wallboard product to conveniently display live prices for the entire sales team. Senior management appreciate our

daily insights into the market and our in-depth research publications help in negotiating long term contracts with customers and suppliers. Having a broad portfolio of products ensures we can offer a targeted service for all their staff who have very different requirements.



The OMJ continues to invest strongly in technology and now has its own in-house team of experienced software developers working daily to improve the product. For further information or for a free trial contact Sam Galloway on +44(0)28 6632 9999

The OMJ was founded in 1999 to provide customers with the accurate and relevant information essential for making informed decisions. Our once 'cutting edge' automated fax and text message services have long since been superseded by modern web & cloud based systems which bring up-to-the-second oil prices to even the smallest oil distributor or forecourt; Information previously only available to large global companies.

Customer feedback helps mould our products & services and our aim is to remain on the forefront of technology, giving our customers 'the edge' over their competitors that is so important in a challenging market. www.the-omj.com

Innovations bring solutions for James D Bilsland

TOP 20 FUEL OIL DISTRIBUTOR JAMES D BILSLAND HAS BEEN USING DUNRAVEN'S APOLLO REMOTE MONITORING SYSTEMS (RMS) TO MONITOR CUSTOMERS' TANKS FOR SIX YEARS

Fuel Oil News spoke with general manager Francis Nicol about working with Dunraven and the benefits of the Apollo RMS to both customers and company.

A tank mounted Apollo transmitter ultrasonically measures the level of fuel in each tank and relays information wirelessly to a modem unit located inside the customer's home or office.

"This system allows us to be more efficient by only filling tanks that actually need filling, resulting in fewer journeys with higher fill volumes and a reduction in our carbon footprint," said Francis.

"Customers choose to use the system themselves as it does incur a charge – the prompt to use is often when the customer first runs out of fuel. Not wishing to make the same mistake again, they're pleased to sign up for a direct debit and have their tank monitored, we then take care of everything giving them a failsafe solution and peace of mind that their fuel supply is constant."

"The system hugely assists with our customer retention and encourages loyalty, plus not letting their tank run too low – or even run out completely – means the customer isn't likely to incur an emergency heating

engineer call out charge and we can reduce our emergency fills."

Predominantly used by domestic customers, commercial customers can also avail of this system; there are presently 800 modems out in the field monitoring a static capacity of well over 800,000 litres. The annual through put is well into the millions of litres with the company seeing cost reductions in some customers by as much as 30%. With several very remote locations served by the system, having the option of various

Continued on page 17

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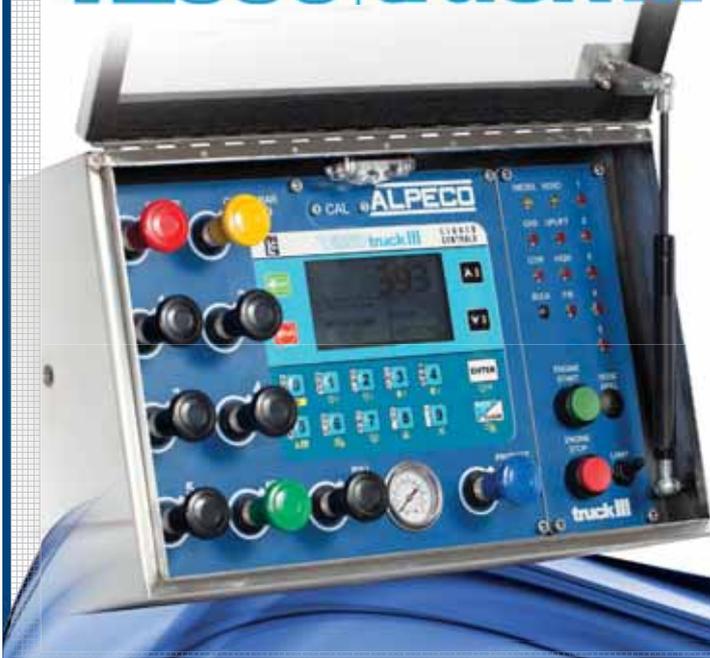
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Continued from page 15

communication methods – Broadband, analogue and GPRS – enables this to happen.

James D Bilsland also uses Dunraven to monitor its own bulk and waste oil tanks.

“Dunraven’s software integrates very well with our Fuelsoft system, exporting data to produce a report detailing orders saving us much needed time every day,” explained Francis.

“Dunraven recently upgraded our system to their new Cloud offering enabling us to take advantage of its new features and monitoring facility; it sounds complicated but it’s actually quite simple.”

“As a business Dunraven is

very innovative and listens to their customers – mention something to the guys and before you know it’s being developed!

“They’re a company that’s nimble on their feet – something we’ve not found with others.”

“We’re currently trialling a new smartphone app, a version of Dunraven’s OilPal which has been modified to suit customers using the Apollo RMS rather than the customer who shops around for price – and so far so good.”

“Our relationship with Dunraven is strong and continues to strive; we’ve found the perfect tank monitoring partner, something that every modern oil distributor needs.”



Francis Nicol with Jodie Allan, assistant manager at James D Bilsland, at this year’s FPS EXPO in Liverpool

Success in Singapore for CNC Petroleum

BACK IN DECEMBER 2014, FUEL OIL NEWS REPORTED ON ALPECO’S WORK WITH CNC PETROLEUM AFTER THREE ELECTRONIC METERING SYSTEMS WERE SHIPPED OUT TO THIS COMPANY WHICH IS ONE OF THE MOST PROMINENT NAMES IN SINGAPORE’S DOWNSTREAM OIL & GAS INDUSTRY

“Our work with this company, which is one of around 20 fuel oil distributors in Singapore, has developed much further in the last 12 months,” said Alpeco’s sales director Adrian Baskott.

“Established in 2008, CNC is managed by a young and determined management team whose goal is to become the largest and most professional distributor in Singapore and Malaysia.

“Some time ago, it became clear to managing director Sean Chua that in order to achieve this ambition, CNC needed to raise the general standard of the equipment used. To this end he embarked on the process of investigating and evaluating the types of trucks and equipment used elsewhere in the world.”

Given that the company’s existing tankers were top loaders fitted with very basic metering equipment with no air elimination, pre-set or printer, the aim was

to find equipment which would significantly improve safety and fleet efficiency whilst also providing key delivery information and load security.

The UK was chosen as the best place to source equipment due to the fact that our industry is highly regulated with equipment having to comply with legislation and industry standards. After a number of visits to the UK, Alpeco was selected as CNC’s preferred supplier of tanker equipment.

“With all three trucks performing well, Sean Chua is now keen to upgrade to Alpeco’s latest TRUCK III system to benefit from its load inventory and anti-cross over feature,” added Adrian.

CNC is also developing its own in cab computer system to interface with TE550 and TRUCK III to provide point of sale invoicing and data transfer to/from the office.

“Having recently merged with NSL Oilchem Trading to make

one of the region’s leading fuel distributors, the company now has a fleet of over 20 vehicles, all of which will require upgrading from mechanical registration to TRUCK III in the not too distant future.

“And, with new contracts for handling ship refuelling recently won, CNC has commissioned Alpeco to provide two high speed dispensing units each providing two line metered delivery systems with flow rates up to 1000 lpm

with electronic registers linked to an EA Projects fuel management system and a truck loading skid.

“CNC Petroleum is also collaborating with Airport Energy, ground refueller at London Heathrow, to order a new road tanker which will be equipped with a dual pump and meter system to be used for refuelling ground equipment around Singapore’s Changi airport.”



Alpeco continues to offer CNC Petroleum ‘the perfect product upon which to build and underpin customer confidence in accurate billing and reporting of delivered product’, says managing director Sean Chua



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Gleaner Oil streamlines performance with IMS

“IN ORDER TO CREATE APPLICATIONS THAT WORK FOR THE INDUSTRY, WE WORK CLOSELY WITH OUR CUSTOMERS TO PROVIDE SYSTEMS THAT MAKE THEIR WORKING LIVES MORE EFFICIENT,” SAID MATTHEW GOODCHILD OF INTEGER MICRO SYSTEMS (IMS). ONE SUCH PARTNERSHIP IS WITH SCOTTISH DISTRIBUTOR GLEANER OIL

Having installed the Tankerbase Sapphire system in 2007, Gleaner Oil undertook an ePOD on-truck pilot trial in late 2012 leading to a full rollout the following year.

A subsequent successful trial of the Garmin satellite navigation module resulted in all delivery vehicles being fitted with the units. The latest graphical version of the *Loading and Mapping* module is

now being trialled and modified to further streamline the delivery sequencing at Gleaner.

“Gleaner Oil is always open to embracing forward thinking technology and has been happy to implement these systems,” said managing director David Todd.

“By combining the different technologies we’ve been able to streamline our delivery vehicle

performance and efficiencies, resulting in an improved service to our customers.

“At all stages we’ve found the team at IMS extremely supportive as well as being open to suggestions to enable further refinement to the systems.”

Check out the latest versions

IMS has been developing and

supporting the Tankerbase fuel management system since its first introduction in 1981.

Tankerbase Sapphire offers traditional tele sales order entry, online ordering via the eSHOP and customer account enquiry/payment using eSERV.

Within the vehicle the ePOD on-truck delivery system allows the creation of an accurate and professional doorstep invoice. Plus, when interfaced to the eTRAK vehicle tracking module, the fully integrated ePOD provides information to drivers and back office staff that includes current vehicle location and accurate coordinates of completed orders enabling back office staff to plot these geotags on a map within the Sapphire fuel management module.

When interfaced to a Garmin satellite navigation device, the driver will be automatically navigated to the next delivery address increasing productivity and reducing vehicle running costs.

The *Loading and Mapping* module allows graphical route planning and load creation enabling even inexperienced staff to create an efficient vehicle delivery plan.

In its pursuit of ‘an improved service to customers’ Gleaner Oils has found the team at IMS to be ‘extremely supportive’



Fuel Oil News would like to thank the distributors who have kindly shared their technology experiences with Fuel Oil News readers.

If your company would like to share its own *Technology* – what really works and why experience please call the Fuel Oil News team on 01565 653283 or email jane@fueloilnews.co.uk.



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A simple user interface, this industry first is operated by just three robust buttons. Using simple driver navigation prompts and a large LCD display, this compact design can deliver up to 1300 litres per minute through the same class-leading turbine meter, without the need for a gas separator.

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Oil – the first and right choice

PAUL HYLANDS, CHAIRMAN OF THE NORTHERN IRELAND OIL FEDERATION (NIOF), HAD BIG SHOES TO FILL WHEN HE TOOK OVER THE ROLE FROM HIS FATHER EARLIER THIS YEAR, BUT HE HAS SLIPPED INTO IT WITH EASE WRITES IRISH CORRESPONDENT AINE FAHERTY

This year has been quite a milestone for Paul Hylands – not only has he stepped into the aforementioned role but his family business Hylands Fuels is also celebrating its 50th anniversary.

Hylands Fuels was founded in 1966 by his late grandfather Hugh and wife Elizabeth; sadly, Hugh passed away on 29th June this year. He too had previously served as chairman of the Northern Ireland Oil Distributors Association (prior to the formation of the NIOF).

Paul says he was ‘delighted’ to take up the position of NIOF chairman from his father Ken who has since retired as managing director of Hylands Fuels.

Promoting the benefits of oil

“The NIOF is very ably led by its chief executive David Blevings who has successfully built up many points of contact both with government agencies and pro-oil organisations,” said Paul.

“David has worked tirelessly to promote the benefits of oil over many years now. The NIOF aims to promote the industry as a whole and make the consumer aware of the excellent service offered by the many hard working oil distributors and their staff.

“I see my duties being to be pro oil,

promoting oil as both the first choice and the right choice for all consumers. At present, price remains one of the main and obvious selling points of oil.

‘HEATING OIL PRICES ARE LOWER IN NORTHERN IRELAND THAN THEY ARE ON THE GB MAINLAND’

“With oil prices now lower than other forms of home heating, we should be making the most of this opportunity,”

Paul is noticing that customers have switched to more modern condensing boilers and are delighted with reduced oil usage and in turn lower bills.

NIOF and CCNI – a more joined up approach

At a recent meeting with the Consumer Council for Northern Ireland (CCNI), they acknowledged that heating oil prices are in fact lower in Northern Ireland than they are on the Great Britain mainland.

“This is a major step forward and should

enable the consumer to really appreciate that the Northern Ireland oil distributor offers its customers excellent value for money.”

According to Paul, the meeting was polite and courteous with NIOF and CCNI moving towards a more joined up approach in partnership going forward.

Northern Ireland’s oil distribution market is completely different to that of mainland UK and Paul sees this as one of its biggest challenges

“Our market is far more diversified with many more suppliers and other energy providers such as gas looking to expand their networks. This makes our market both challenging and demanding but hopefully still enjoyable for all those involved.”

Despite the challenges Paul looks forward to a good season ahead:

“As we now move towards the winter, we’re certainly hoping for a drop in temperature to encourage the consumer to order their oil in plenty of time!”

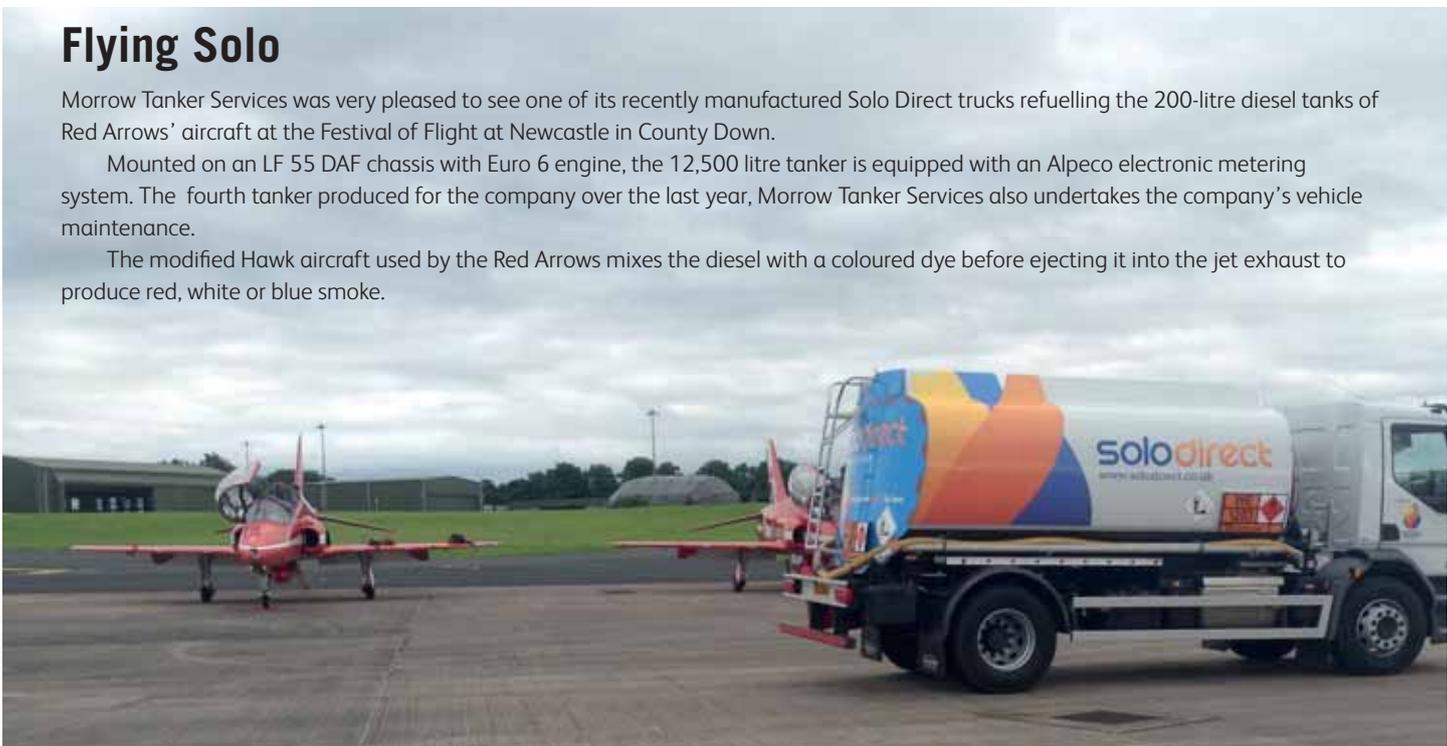
To share your hopes and fears for Ireland’s oil distribution market with other Fuel Oil News readers, please email aine@fueloilnews.co.uk

Flying Solo

Morrow Tanker Services was very pleased to see one of its recently manufactured Solo Direct trucks refuelling the 200-litre diesel tanks of Red Arrows’ aircraft at the Festival of Flight at Newcastle in County Down.

Mounted on an LF 55 DAF chassis with Euro 6 engine, the 12,500 litre tanker is equipped with an Alpeco electronic metering system. The fourth tanker produced for the company over the last year, Morrow Tanker Services also undertakes the company’s vehicle maintenance.

The modified Hawk aircraft used by the Red Arrows mixes the diesel with a coloured dye before ejecting it into the jet exhaust to produce red, white or blue smoke.



Puma – growing in the UK

Puma Energy is ‘in pursuit of growth opportunities’ is the UK a growth opportunity?

Absolutely! By unlocking the infrastructure and bringing larger vessels into the UK we can get more quality fuel to customers and keep them wet.

FROM 1ST DECEMBER 2016 THERE WILL BE MORE STAFF AT BEDWORTH WHICH WILL OPEN 24 HOURS A DAY, 5 DAYS A WEEK

A Platts rising star with ‘consistent, successful expansion’ how has Puma found its entry into the UK market?

Better than we expected – with reliable supply our transparent business model has given us access to more customers at a faster rate than predicted.

We’ve retained contracts and found that our focus on keeping terminals wet with a consistent supply and no peaks, with more gas oil and kerosene when needed, is attractive.

Our rail network means we can swap product quickly with the wagons acting as portable storage when required.

2015 was a strong year for Puma Energy results, how is 2016 shaping up?

It’s a challenging market but we’re highly resilient and performance is keeping up with recent years. Our 2016 H1 figures have just been released and we have reported a 21% increase in sales volumes and a 19% surge in EBITDA.

How has Puma’s ‘stable strategy, proven business model and strong sales volume growth’ helped with the Murco acquisition?

It has enabled us to sweat previously underutilised assets and extract their full value – with 16 trains a week into Westerleigh we’re making them work hard!

We believed in this business opportunity,

we believe in the people and the strategy driven and backed by Puma Energy’s entrepreneurial spirit and financial support.

With its ambition to ‘fuel the world’ how important is ‘evolving and adapting’ in a changing oil landscape?

Culture is critical – you have to adapt to the environment and Puma’s strength has been its ability to adapt around the world. If there’s an issue, we can consult others in another country – somebody somewhere in our group will have shared the same experience. I have learnt to adapt much quicker – we all just want the best for the company and its customers – it’s a very exciting place to work.

Puma Energy aims to build ‘at least a 30% share’ in every market in which it operates and, seeks to be recognised as a leader in that market. Does the company feel it is making progress in these respects in the UK?

UK volumes have grown strongly. We will grow to the size that makes sense for us and

Puma Energy’s UK general manager, Roy Brooke gives Fuel Oil News editor Jane Hughes a tour of the company’s Westerleigh terminal



fits our business model with the sweet spot of maximum throughput.

How much of an issue are 'old-mind sets' in today's global oil world where transportation and storage is increasingly the mainstay?

Once you can demonstrate leveraging the economics of your terminals, you can change mind sets. Giving more energy security to the UK is an opportunity for us.

Europe is 'well-developed and slow growing' what does Puma feel it is bringing to the UK's mature market?

A fresh approach! We're a new entrant with a proven global track record. We engage with our customers providing security and certainty – call us and we'll sort you out.

With a focus on scale and efficiency bringing 'market leading sales', what pressure does this place on health & safety?

Health & safety is critical and there is never a conflict. If you don't respect these issues you will not achieve profitability. I must stress that in my career, health & safety has defined the way I think about my work.

Does Puma have enough infrastructure to serve and achieve its desired position in the UK market?

We have enough infrastructure for our current business model but if a good opportunity arose we would invest. The addition of Eastham and Immingham in December have already expanded capacity.

Mature markets need investment in their infrastructure, what investment has been made/is planned for the three terminals and Milford Haven?

To date serious investment has been spent on upgrading pipes, pumps etc at these facilities to give us more flexibility and to that end we now blend biodiesel. These investments will continue for up to three more years with more to be spent including further investment in Milford Haven as a state-of-the-art European storage facility.

We've also invested in upskilling and training staff who have witnessed operations in South Africa and Puerto Rico first hand.

From 1st December there will be more staff at Bedworth which will open 24 hours a day, 5 days a week. It has taken seven months of training to get competence to the right level.

What has been the relationship between former Murco customers and Puma Energy?

Having respected previous contracts and then renegotiated, we've retained the vast majority of customers and the relationship is good.

In addition to the customer service team, Puma has a three-strong commercial team dedicated to the UK and has appointed a new business development manager to engage with hauliers.

We're actively seeking new customers and have had several, including resellers, business, retail and end users, approach us.

Europe is the largest importer of product, how do you see its future and what adaptations will Puma Energy make to accommodate changes in energy?

An increasing reliance on imports is the best fit for our business model so with Europe's ageing refineries of limited complexity, leading to an increasing reliance on imports, our aim is to import at a more competitive price.

Presently the world still has a place for fossil fuels and there's no reason why fuels can't become even more efficient. When faced with a specification change, not being a producer means we can switch to a new fuel immediately.



Bitumen barges under tow – Puma Energy now supplies almost 20% of the UK's bitumen needs from storage at Cardiff, Glasgow, Dagenham, Eastham and from December 2016, Immingham



Inside Out

Streamlining the UK's downstream infrastructure

THE JULY 2016 ANNOUNCEMENT THAT BP INTENDED TO SELL ITS BELFAST, HAMBLE AND NORTHAMPTON TERMINALS TOGETHER WITH ITS 50% SHARE OF ITS KINGSBURY FACILITY (WITH SHELL), AND A THIRD SHARE OF THE UKOP SYSTEM, IS PART OF A RATIONALISATION PROCESS WHICH HAS BEEN ONGOING FOR 40 YEARS

Rationalisation has encompassed both refinery and distribution terminal networks with the initial trigger being falling market demand following the oil price rise in the aftermath of the first 'oil shock' which followed the October 1973 Yom Kippur conflict in the Middle East.

Further streamlining has been prompted by geographical

rationalisation of market presence driven by a stronger focus on those areas providing a logistical cost advantage and the pursuit of closer supply alignment; pressure to reduce both working capital and general distribution costs; and recognition that core competency lay in marketing & sales of refined oil products rather than in handling & distribution.

Since the mid 1970s numerous changes have arisen in the number of players, their ownership and identity

1975	Elf acquired the Isherwoods Petrol Company (VIP brand)
1981	Texaco acquired Chevron's UK interests
1990	Amoco UK acquired by Elf
1995	Burmah's retail operations acquired by Save – subsequently went into administration with commercial fuels interests acquired by Bayford & Co
1997	Mobil's European downstream interests merged with BP; Gulf's UK interests acquired by Shell
1998	Petrofina acquired by Total
1999	Elf acquired by Total
2000	Petroplus acquired Phillips Petroleum's Teesside refinery and associated commercial fuels business; Chevron acquired Texaco Inc
2002	Conoco merged with Phillips Petroleum to become ConocoPhillips
2007	Petroplus acquired BP's Coryton refinery
2011	Total divests retail business and Total Butler; Chevron sells UK downstream business to Valero
2012	Petroplus collapses into insolvency; ConocoPhillips splits into separate upstream/downstream entities with UK downstream becoming part of Phillips 66
2015	Murco's UK interests acquired by Puma Energy

Taking a regional infrastructure tour

During the current millennium the importer/wholesaler companies such as Greenergy, Mabanaf, Harvest Energy/Prax Petroleum and World Fuel Services have emerged as significant forces in the market place.

When combined these factors have resulted in a dramatically streamlined downstream infrastructure of refineries and distribution terminals. Below Inside Out looks at the UK's main geographical regions, highlighting what is still in place and what has closed down since the mid/late 1970s.

NORTHERN IRELAND

Served by three large sea-fed terminals with two in Belfast – BP (formerly a refinery) and NuStar and, one in Londonderry owned by LCC Oil; commissioned in 2006, it is the second largest terminal in Ireland.

CLOSED – Esso (Belfast), Texaco (Carrickfergus) and Shell (Londonderry)

SCOTLAND

Around 70% of requirements are sourced from Petroineos' Grangemouth refinery (formerly BP) with other points being the adjacent NuStar terminal and another at Clydebank, along with

Certas Energy-owned terminals at Aberdeen and Inverness, both formerly BP.

Some requirements are sourced from the Petroineos' rail-fed terminal at Dalston, near Carlisle. Asco Oils owns and operates two terminals for middle distillates and base oils at Aberdeen and Peterhead.

CLOSED – Esso (Aberdeen and Bowling), Texaco (Aberdeen and Granton) and at Leith Unitank (Nustar).

NORTH EAST

Main distribution points are the Navigator Terminals – a joint Macquarie Capital/ Greenergy venture established this year – facilities at Seal Sands and North Tees and Inter Terminals' facilities at Seal Sands and North Shields.

Shell's closed terminal at Jarrow was acquired earlier this year by Prax Petroleum.

CLOSED – former refineries Shell Teesport and Petroplus Teesside plus four terminals (Texaco, Mobil, Fina and Gulf) at Sunderland and the Esso plant at Tyneside.

NORTH

All distribution emanates from the



- Local Level Monitoring Units
- Overfill Warning Systems
- Fuel Tank Security Systems
- Remote Tank Monitoring

Humber with two refineries owned by Phillips 66 and Total, and a large, independent storage facility owned by Inter Terminals (Isco).

There are no operational inland terminals after three **CLOSURES** in Leeds – Total, Shell and Fina plus Conoco (Blackmoor) and Amoco (Carcroft) – both on the CLH system (formerly GPSS) and Shell's Torksey which was rail-fed and near Lincoln. The former Texaco facility at Immingham was acquired by Isco.

NORTH WEST

Four main distribution points – Essar's Stanlow refinery, Valero's Manchester Fuel Terminal (on the mainline pipeline), the CLH Bramhall terminal (leased by Phillips 66) and the NuStar Eastham facility.

Shell's former Workington terminal is now owned by Cumbrian Storage.

CLOSED – Burmah's Stanlow refinery and three large sea-fed terminals at Ellesmere Port – Gulf, Conoco and Mobil – along with BP Partington, and two facilities at Cadishead – Elf on the mainline system and BTP.

MIDLANDS

Four large facilities principally serve this region – three being at Kingsbury – BP, Valero and WOSL (Total/Phillips 66) – fed from both UKOP and mainline pipelines and by rail at the latter and the Esso terminal at Bromford (Birmingham), which is pipeline-fed from Fawley refinery.

Puma Energy has a rail-fed facility at Bedworth, near Coventry. The east of the region is also served from Total's rail-fed facility at Colwick, Nottingham while the southern end is currently supplied from BP Northampton on UKOP.

CLOSED – Esso and Texaco at Nottingham both formerly on mainline pipeline, Mobil (Kingsbury), Gulf (West Bromwich) and Conoco (Stourport) formerly on GPSS.

BRISTOL AND HINTERLAND

Served by three facilities with two at Avonmouth – Esso pipeline-fed from Fawley and Valero sea-fed from Pembroke plus one Puma Energy-owned rail-fed location at Westerleigh commissioned by Murco in the early 1980s.

CLOSED – Shell and Unitank (now NuStar) facilities at Avonmouth and the former MOD terminal at Hallen used by Conoco & Elf.

SOUTH WALES

Distribution is centred in Cardiff with three facilities – Inver Energy, Valero and Prax Petroleum.

CLOSED – Conoco (Cardiff) and four refineries – BP Landarcy and three at Milford Haven belonging to Esso, Gulf and Murco.

Puma Energy converted the Murco refinery into a storage terminal in 2015.

SOUTH WEST

While the northern part is served from Avonmouth, the main distribution point is from Valero and Greenergy facilities at Plymouth. Distillates grades and fuel oil are also supplied from World Fuel Services' Falmouth terminal.

CLOSED – Former BP terminals at Bridgewater, Falmouth and Yelland (near Barnstable), Texaco (Poole and Exeter) and Conoco at Plymouth (Cattedown Wharf).

SOUTH

Served principally from Esso's Fawley refinery and currently from BP's Hamble terminal, with one Puma Energy-owned inland terminal at Theale.

The former Texaco terminal at Shoreham is now owned by Local Fuels.

CLOSED – Esso and Shell (Brighton), Shell (Reading), Total (Langley) and Conoco (Aldermaston) on the GPSS.

EAST ANGLIA

Apart from Asco Oils' distillates only facility at Great Yarmouth, the area is served out of Immingham in the north and from the south out of the Thames.

CLOSED – Esso and Shell (Kings Lynn), BP (Great Yarmouth), BP and Esso (Ipswich), Texaco at Wisbech and Norwich, Conoco (Felixstowe) and BP (Wymondham).

Commissioned in the early 1980s and pipeline-fed from the Thames, Wymondham is now a Goff Petroleum depot.

SOUTH EAST

Main distribution points are – the Thames at Grays from the Navigator Terminals and NuStar facilities, Purfleet (Esso – pipeline-fed from Fawley), Canvey Island (Oikos Storage – primarily for BP) and at Dagenham (Stolthaven) and from Staines (Esso pipeline-fed from Fawley).

On the site of the former Coryton refinery and commissioned this year, the new Thames Oilport facility is two-thirds owned by Greenergy and one third by Shell.

The northern part of the region is also served from BP Buncefield on UKOP.

CLOSED – three former refineries – BP (Grain), Shell (Shellhaven) and Petroplus (Coryton). All three terminals in Kent – BP (Northfleet), Conoco/Elf (Cliffe) and Esso (Dover) along with Murco (Grays) and Fina (Fulham).

Disabled by the large explosion at Buncefield in December 2005, the Hertfordshire Oil Storage facility (Total/Texaco) on UKOP and Finaline is only used as batching storage for Jet A-1, principally for Heathrow.

What next?

After the closure of 11 refineries and 60 distribution terminals over the past 40 years, the extent and magnitude of the UK's supply infrastructure evolution is very evident. Six refineries and 48 terminals now service our requirements but do these suffice and has the rationalisation process ended?

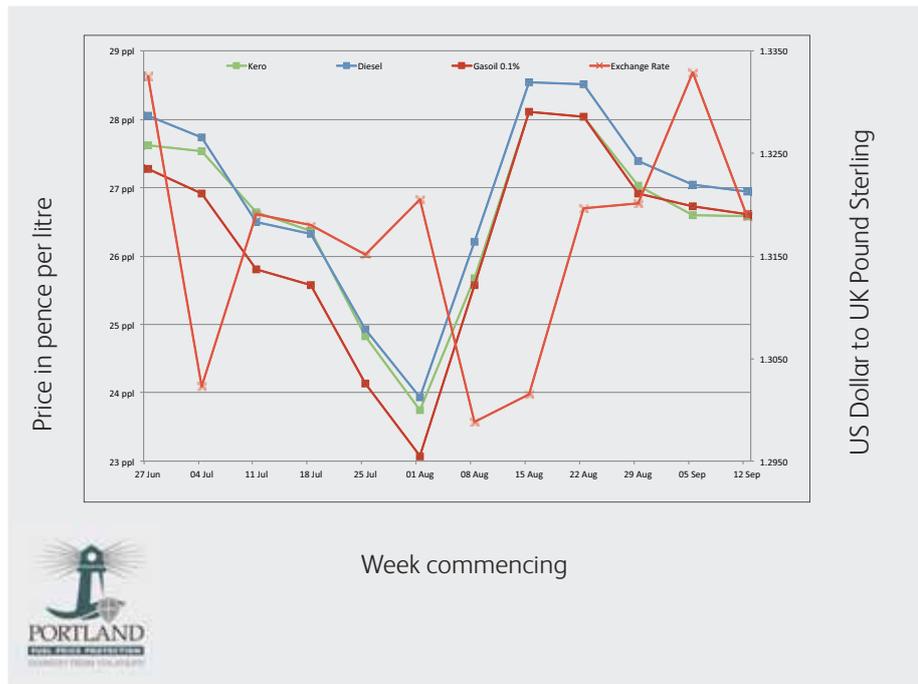
Questions around resilience increasingly engage the government's interest, particularly through the Downstream Oil Industry Forum initiative and its work which was strongly prompted by Buncefield's disablement. Despite the loss of this key facility the system and industry coped admirably, retaining an impeccable reputation for ensuring continuity of supply over many years.

The industry's resilience in the face of further streamlining is a matter for conjecture; the outcome of BP's decision to divest ownership of three terminals and its share of UKOP will be watched with particular interest.

Wholesale Price Movements: 19th August 2015 – 18th September 2016

	Kerosene	Diesel	Gasoil 0.1%
Average price	27.15	27.56	27.17
Average daily change	0.43	0.49	0.48
Current duty	0.00	57.95	11.14
Total	27.15	85.51	38.31

All prices in pence per litre



Highest price
28.62 ppl
Fri 19 Aug 16

Biggest up day
+1.17 ppl
Thu 08 Sep 16

Kerosene

Lowest price
25.79 ppl
Thu 01 Sep 16

Biggest down day
-1.24 ppl
Thu 01 Sep 16

Highest price
29.07
Fri 19 Aug 16

Biggest up day
+1.20 ppl
Thu 08 Sep 16

Diesel

Lowest price
26.11 ppl
Thu 01 Sep 16

Biggest down day
-1.31 ppl
Thu 01 Sep 16

Highest price
28.68
Fri 19 Aug 16

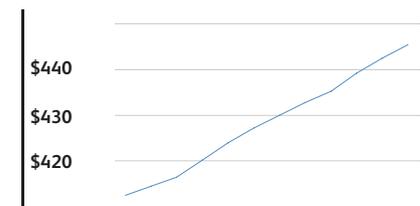
Biggest up day
+1.20 ppl
Thu 08 Sep 16

Gasoil 0.1%

Lowest price
25.63 ppl
Thu 01 Sep 16

Biggest down day
-1.25 ppl
Thu 01 Sep 16

Gasoil forward price
in US\$ per tonne



October 2016 – September 2017

The Fuel Oil News Price Totem

	Trade average buying prices			Average selling prices		
	Kerosene	Gasoil	ULSD	Kerosene	Gasoil	ULSD
Scotland	27.82	40.74	87.36	33.04	44.10	90.30
North East	27.65	40.22	86.85	33.15	43.72	90.35
North West	28.17	41.70	88.30	34.73	45.23	90.93
Midlands	27.02	39.34	86.41	32.23	43.18	89.59
South East	28.66	40.58	87.33	36.64	44.41	89.87
South West	28.52	40.69	87.35	33.42	44.09	90.35
Northern Ireland	27.38	39.25	88.30	32.10	44.66	93.25
Republic of Ireland	42.53	47.62	88.50	48.23	51.34	91.50
Platts	25.89	37.08	84.27			

The price totem figures are compiled from the results of a telephone survey of distributors carried out on 06/09/2016. 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 €.

The FON Price Totem includes Platts derived market data, supplied courtesy of Platts and BigOil.net. This allows distributors to make a comparison with the average buying prices.



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