

Fuel Oil News

APRIL 2022

THE EXPO ISSUE

THE COMMUNITY SPEAKS

PRODUCTS & SERVICES IN REVIEW



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DIESEL DEFENDER

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**WE LOOK FORWARD TO SEEING YOU
ON STAND 54 AT UKIFDA EXPO 22!**

Coming back together to look forward

Fuel Oil News

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

We've arrived in April - the month that will see our industry meet again at the annual UKIFDA EXPO in Liverpool.

When we last met, back in 2019, little did we realise that it would be 3 years before we would next have the opportunity to all gather in one place. And what a time it has been. A time of immense challenge and change. A time during which our community of fuel distributors has overcome a myriad obstacles to fulfil the daily task of keeping the nation's homes, businesses and farms fuelled. And all this in an evolving energy landscape.

If the pandemic wasn't challenge enough, throw in the broad array of recent market impacts, which we consider on page 10 of this issue, and many of you have talked of experiencing your toughest days yet in years of serving your communities.

Hard as it has been to hear in your voices the almost overwhelming frustrations you have faced as you endeavour to meet the needs of your most vulnerable customers, it has served

to highlight how vital it is that the industry works closely together to link supply to end user whatever obstacles may be thrown in the way.

The EXPO couldn't come at a more opportune time.

With the theme for this year's event being 'Back to the Future', there is growing excitement amongst those in this vital community as we come back together to focus on what lies ahead.

Last year's excellent, virtual conference afforded superb content but online social interactions that were only a shadow of the face-to-face ones that we previously took for granted.

I have no doubt that the opportunity to meet with each other, to chat and to chew over the sector challenges and possibilities over a drink or two will, like the beers, be firmly grasped with both hands!

We can't wait to see you there.



Margaret Major, managing editor

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With a passion for our industry, this data driven figure never forgets we're only human



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On the cover

The used cooking oil (UCO) unit commissioned at the Phillips 66 Humber Refinery, to enhance UCO processing capacity. Ongoing investment in biofuel production underlines its commitment be the 'refinery of the future'.

In this issue

We're 'In Conversation' with Eddie O'Brien of DCC on plans for Ireland and transition on pages 11 to 13 with a full review of sector products and services on pages 31 to 53 as we look ahead to the industry meeting at UKIFDA EXPO later this month.

Mabanaft looks forward to meeting the industry at EXPO 2022

The Mabanaft team is looking forward to meeting up in person with customers, suppliers and industry businesses when the company exhibits at this year's industry EXPO.

Inland fuels manager at Mabanaft, Clare Charlton, said, "The UKIFDA EXPO makes it really easy for people in our industry to get together. We have new members in our team so this will be a perfect opportunity for them to meet with customers. We will be showcasing the unique benefits of using Mabalive for online deal administration, as well as discussing plans for supporting customers as the industry transitions to new, cleaner fuels."

Deal administration made easy

Mabanaft has always tried to make it as easy as possible for customers to buy fuel and Mabalive was originally developed to do just that. Customers can use Mabalive to view live prices, place orders and track deals from lifting at the terminal right through to final invoicing.

"Over the pandemic Mabalive really came into its own," commented Clare. "People working from home found it helpful to be able to buy fuel and manage deal administration online without having to call or email. This continues to be relevant as hybrid working is becoming standard business practice, having access to their account details at the touch of a button is a huge advantage for our customers. Of course, our experienced team is also on hand to answer queries and offer support and guidance if required, but Mabalive is a perfect complement to this, enhancing our high standards of customer service."

The Mabanaft team can be found on stand number 104 at the EXPO.



World's largest renewable biomethane refuelling station opens

CNG Fuels has announced the opening of the new site in Avonmouth, near Bristol which can refuel up to 80 HGVs per hour, cutting 70,000 tonnes of CO2 emissions every year. The station will meet the growing demand from major brands to cut emissions from haulage and save money, while also supporting the decarbonisation of the UK's road haulage sector, responsible for 18% of total UK road transport emissions.

The site is part of CNG Fuels' nationwide network of eight renewable biomethane refuelling stations which covers the length and breadth of the country, enabling low carbon deliveries from Inverness all the way down to Cornwall. The company is aiming to build 12 additional stations each year to cater for growing demand.

Meeting the demand for low carbon fuel

Demand for renewable biomethane has increased by 1,000% over the last five years as brands across the country urgently seek to cut haulage emissions in line with the UK's net zero strategy. The demand is predicted to increase five-fold over the next five years as the UK's 2040 ban on the sale of new diesel HGVs approaches.

The new station is closely situated to existing customers, such as Royal Mail, Warburtons and Amazon, helping major household brands to slash haulage emissions and align with the UK's net zero targets. Lidl supermarket is the latest brand to convert its fleets to renewable biomethane.

John Dinham, owner of John Dinham Transport, said: "Running our fleets on 100% renewable biomethane is a win-win for our business and for our customers. It has been a huge selling point for us, especially amongst our bigger corporate customers who have pledged to reduce their carbon footprint. We are committed to significantly reducing emissions from our fleets and renewable biomethane is the perfect solution to enable us to do so now.

"We have more biomethane trucks on order

and the new site in Avonmouth puts the world's largest biomethane refuelling station on our doorstep, making it easier than ever to refuel our fleet with Bio-CNG. As our fuel supplier, CNG Fuels' service is second to none, they have made us feel very comfortable about investing in bio-CNG technology."

A cost-effective solution

100% of the fuel supplied by CNG Fuels is renewable and sustainable biomethane, sourced from food waste and approved under the DfT's RTFO scheme. Renewable biomethane is the lowest carbon and most cost-effective alternative to diesel for HGVs, cutting greenhouse gas emissions by up to 90% and reducing lifetime vehicle costs by 30%-40%.

Philip Fjeld, CEO of CNG Fuels, said: "Brands across the country are under more and more pressure to cut emissions from fleets and renewable biomethane is the only commercially viable solution on the market today. We are continuing to see high increases in demand and with the recent news of the 2040 ban on new diesel HGV's, we expect the pace of demand to continue.

"We are rapidly expanding our nationwide network of refuelling stations, ensuring sites are strategically located across major trucking routes to make them as accessible as possible. The new site in Avonmouth is in a key location for many of our customers, allowing them to expand the reach of their low carbon deliveries into the South West and Wales. In addition to our expanding network, we are also preparing for a multiple fuel future to ensure that when new technologies emerge, the infrastructure will already be in place to cater to demand."

The site joins eight existing refuelling stations already operated by CNG Fuels, with most of the country already within a 300-mile range of a CNG Fuels refuelling station. By 2023, the company will have 20 large public access stations in operation to meet the exponential growth in demand.

Two fuel distribution businesses have been sold – to employees

Northern-based Craggs Energy Ltd and its sister company in Devon, Moorland Fuels Ltd, have transferred ownership of the businesses to their 55-strong workforce.

The directors have transferred 100 per cent of shares in the businesses to their teams, by establishing an Employee Ownership Trust (EOT), funded by future profits.

Reward for hard work

Group chairman Chris Bingham said: "I've been considering the option of employee ownership for quite some time and when we looked into the benefits and alternatives available to us, an EOT was the obvious choice as it allows the existing shareholders to plan their exit over a longer term while transferring the benefits to the employees.

"As successful and ever-growing businesses, we could have sold to a third party, however, I place great value on my team and wanted to be able to reward the people who have grown the businesses to where they are today.

"As far as I am aware, we are the first fuel distribution companies in the UK to transfer 100% of our ownership to an EOT. The response from our shareholders and our staff has been extremely positive and there has been an increase in productivity and motivation which I'm sure will help to drive

future growth. There's no doubt in my mind, that creating an employee-led business is a good thing, and it would be great to see more companies consider the EOT route rather than a traditional trade sale."

Increased motivation

Kaira Clarehugh, of Clarion, who provided legal advice added: "In recent years, we've seen EOTs becoming more and more popular and it's certainly a great way of rewarding the staff as well as motivating greater productivity and a bright future for the business and the community. We have worked with Craggs over a number of years and are delighted to have assisted the business on its move to an employee-owned model which is a fantastic fit for the culture of Craggs."

Abby Turner, sales and marketing director at Moorland Fuels said: "Moorland Fuels became part of the Craggs Energy Group in December 2020 and, since then, we have invested in the company significantly and grown considerably. As a family-run business, I was delighted to see that Chris and his team share our values and I believe this EOT will provide considerable rewards for our staff and the company going forward."

A stake and a say

James de le Vingne, chief executive of the



Employees have welcomed the opportunity to enter into ownership

Employee Ownership Association (EOA), said: "We congratulate our members Craggs Energy and Moorland Fuels on their transition to employee ownership; securing the ethos, values and culture of the businesses, as well as rooting jobs in the North of England and Devon.

Employee ownership is one of the fastest growing business succession solutions in the UK, where there are now more than 800 employee-owned businesses – with more than 300 of those having transitioned since 2020.

The employee ownership trust (EOT) was introduced by the government in 2014 to encourage long-term employee ownership, and one in every 20 private company sales is now to an EOT, with Craggs Energy and Moorland Fuels joining a network of EOTs in the UK that include Richer Sounds and Go Ape.

As James de le Vingne concludes: "Businesses that give employees a stake and a say build trust and shared responsibility, uniting leaders and employees behind a common purpose, and leaving businesses in a better position to flex and adapt."

Double celebration for industry supplier

With tanker equipment supplier, Mechtronic Ltd, celebrating five years of its innovative electronic metering system OptiMate, this year also sees the 500th OptiMate go out on the road, giving the business another reason to celebrate.

Brad Wilkie, commercial director, comments: "At the UKIFDA EXPO we will be highlighting our 500th sale of OptiMate – an incredible achievement in five years.

"In addition, we have over 350 orders for OptiMate confirmed over the next 18 months – this demonstrates that fuel operatives recognise the benefits that OptiMate brings!"

How does OptiMate benefit the user?

"No other metering system is proven to deliver more," Brad continues. "OptiMate can offer metered hose, bulk, and fixed gravity deliveries



Innovative metering system passes 500 unit sales

via one metering control system, ensuring the complete protection of your valuable fuel load."

With a unique self-draining manifold, the innovative system with its range of automatic processes ensures drivers do not need to return to their vehicle. Line or compartment changes can be performed automatically, either at the metering head or at point of delivery, which supports safer deliveries.

Saving time and money and preventing contamination.

OptiMate is a fully automatic electronic metering system that continues to revolutionise the industry. With 500 units already in service it is a trusted and proven solution that prevents fuel contamination, delivering repeatability, control and efficiency.

Brad and the team are excited for the return of the physical Expo in Liverpool in April: "Since OptiMate was launched, we have listened to our customers and brought new product developments to market. OptiMate is not a standalone solution, it sees continuous investment and design to ensure that it is futureproof.

"Do come and visit us at stand 45 to see what developments we are launching in 2022 as we celebrate 5 years of OptiMate!"

Can fuel additives reduce emissions and tackle air pollution?



“The UK must act now to cut harmful air pollutants,” the chief executive of a green technology firm working to tackle the problem has commented.

Ben Richardson, of SulNOx Group Plc, was speaking after England’s Chief Medical Officer, Professor Sir Chris Whitty, called air pollution “everybody’s problem and a problem at all times”.

Professor Whitty was speaking at the Clean Air Summit and said that the UK had “concentrated too little on air pollution for quite a while now”, but that the problem is solvable.

“Many of the things that drive pollution where people live and work and study are entirely amenable to us engineering out of the problem, for example on transport,” he said.

Risk emissions targets will be missed

The 2018 National Emission Ceilings Regulations set legally binding emission reduction targets for 2030 on a number of harmful air pollutants. But there have been warnings that the UK is set to miss these 2030 targets for four out of the five emissions. An estimated 40,000 people a year die prematurely due to pollution, according to the Royal Colleges of Physicians and of Paediatrics and Child Health.

Mr Richardson commented: “Prof Whitty is absolutely correct in everything he says – air pollution is everybody’s problem, we have

ignored the issue for too long, but we can get ourselves out of the problem. To do that, it is vital everybody in the UK – Governments, councils, businesses and individuals – takes what action they can to reduce emissions and improve the quality of the air we breathe.

“There are small things that people can do which add up to a huge contribution.”

Everyone must play a part

Mr Richardson explains: “By taking what is a relatively simple step, such as adding SulNOx (an additive which contributes to reduction of emissions) to your fuel when you fill up, you could make a significant difference. The amount of each ‘emission’ depends on the quality of combustion. When too little oxygen is available there is inefficient burn, causing greenhouse gases and increased particulate matter to be produced. SulNOx, amongst other things, increases the amount of oxygen available to the fuel promoting cleaner combustion.”

Mr Richardson concludes: “Our business strategy is underpinned by an urgent need to reduce air pollution and greenhouse gases. It has never been more important for everyone to do their part.”

In case you missed it, our February issue of took a detailed look at the role for additives in the decarbonisation of transport. You can read it in full now at:

fueloilnews.co.uk

Decarbonise your fleets with the help of a new service

Logistics UK’s Supply Chain Consultancy (SCC) has launched a dedicated service to help businesses with vehicle fleets decarbonise their operations effectively and swiftly, while maintaining operational efficiency and profitability.

A tailor-made solution

Delivered by SCC’s expert consultants – with specialist support from well-known decarbonisation expert Tim Campbell – the service offers clients an in-depth operations review and tailor-made decarbonisation strategy, as Martin Palmer, Supply Chain Consultant at SCC, explains: “All UK businesses will be required to replace their fleets with zero emission vehicles (at the tailpipe) to meet the government’s decarbonisation agenda: sales of new diesel HGVs will be banned by 2040, 2035 for those 26 tonnes and under, and petrol and diesel vans by 2030.

“However, there is a real shortage of independent, unbiased, bespoke and well-informed guidance available for logistics companies to utilise; Logistics UK’s Supply Chain Consultancy is addressing this space in the market with its brand-new service. Making the right investment choices now is essential to avoid costly consequences. With the team able to serve only a limited number of clients, I urge all businesses with vehicle fleets to take this opportunity now, for the future resilience of their organisation.”

Vital independent guidance

Tim Campbell of Campbells Consultancy, one of the leading consultancy companies focusing solely on the commercial vehicle industry, comments: “When many operators are looking to take their first steps in transitioning from diesel to zero tailpipe emissions, it’s important they are offered independent help and guidance at this crucial time in their journey and that’s the aim of this service.”

The service takes three to five days to complete and establishes objectives, analyses potential solutions and presents the resultant recommendations.

Shell Lubricants acquires a new distributor

As Oilfast becomes an official Shell Lubricant Distributor, Stephen Anderson, managing director, comments: “We’re thrilled to become a Shell lubricants distributor. To be trusted and associated with a brand like Shell is exciting and further shows the high esteem in which Oilfast is held within our industry.

“We’re really looking forward to working closely with Shell to take their premium lubricants offering to the market and grow their already significant market share.”



Pictured are Ian Douglas, area manager Oilfast (l) and Joe Carroll, sales director Oilfast (r).

Oilfast commented that they are pleased to offer premium lubricants to their customers as their use can help maximise efficiency, boost performance and reduce downtime of commercial vehicles or equipment and reduce the total cost of ownership.

More information can be found at: oilfastlubricants.co.uk

Key supplier in new hands after retirement of popular industry couple

Retiring from successful industry business, **Liquip UK**, after 20 years at the helm, **Mike and Moira Green** have expressed their gratitude to customers: “Our thanks go to all our customers, both in oil depots and main terminals, for staying loyalty to us and the **Liquip / Isoil** brands, over the years with many becoming our friends,” Mike said, speaking on behalf of them both.

Quick to reassure customers that **Liquip International**’s range of equipment will still be available, Mike explained how a transition of the distributorship leaves the business in safe new hands: “Going forward, for supply of loading arms please contact the **XL** group through **AMC XL** who have formed a new company called **Liquip XL**.”

The new distributor, **Liquip XL Ltd**, is part of **XL Global Group** of companies and will work collaboratively with **AMC XL LTD** who has operated in this sector for the last 20 years.

AMC XL specialises in the provision of fuel

loading skids, liquid measurement and flow control systems and services. The business supplies equipment and calibration services to the rail, oil and petroleum industries and also offers the full life cycle of services for bottom loading skids, air eliminating skids and associated equipment.

Dedication and support

Joshua James, sales & marketing manager of **Liquip International**, commented: “We’d really like to thank **Mike and Moira Green** for their many years of dedication and excellent support in distributing **Liquip** equipment and we are excited to welcome **Liquip XL Ltd** as our new distributor”.

“The transition from the old to the new distributor will be seamless with the same, and more, of **Liquip**’s product range now on offer.”

The range of terminal equipment that **Liquip XL** will offer throughout the **UK** and **Ireland** includes loading arms, overflow



Popular industry couple **Mike & Moira Green** ready to enjoy more days in the sunshine

protection and ground assurance, vapour recovery and **API LYNX** couplers.

Colin Laird, CEO, **XL Global Group** said, “Adding the **Liquip** range to our business as an authorised distributor complements our existing range offered by **AMC XL** and fits well into the larger **XL Global Group**.”

All at **Fuel Oil News** wish **Mike and Moira** a long and happy retirement and know that they will both be very much missed by an industry they have been a vital part of and served so well throughout their time at **Liquip UK**.

WCF Chandlers supporting the community through charity challenges

Lincolnshire-based distributor WCF Chandlers is proud to be raising money for the **Lincolnshire and Nottinghamshire Air Ambulance service**.

“We are delighted to be working with **Lincs. & Notts. Air Ambulance** to raise much-needed funds for this amazing charity that respond to emergencies across our fuel distribution delivery area. Each life-saving mission costs an average of **£3,500** and, as a charity, they rely purely on public donations and receive no direct **Government** funding.

The **Lincs. & Notts. Air Ambulance** provides the equivalent of an **A&E** department directly to the scene of some of the most serious and time-critical **999** calls in **Lincolnshire** and **Nottinghamshire**, an area that **WCF Chandlers** has serviced with heating oil and commercial fuels since **1935**.

The **Lincs. & Notts. Air Ambulance** is at the forefront of **Helicopter Emergency Medical Services (HEMS)** in the **UK**, attending an average of three potentially lifesaving missions every single day, **365** days of the year.

“As part of our funding efforts, we have set ourselves several challenges with the goal of raising **£3500** which will be matched by **WCF Ltd** head office to raise a total of **£7000**



and pay for two lifesaving missions.”

Two of the challenges that the team **WCF Chandlers** have set themselves are:

Challenge 1 – The W-wheel C-hallenge F-undraiser

This involved peddling on a spin bike to cover a distance equivalent to riding around the perimeter of their delivery area. Each member of staff took a daily break from their screens to

do their part in powering through the **1171 km** distance.

Full details here: <https://www.gofundme.com/f/wheel-challenge-fundraiser>

Challenge 2 – The WCF Chandlers Wax Off

Six very brave chaps from the office (**Josh Burton**, **Nathan Ginnelly**, **Harry Glenn**, **Phil Murray**, **Simon Wainwright**, and **Zach Coyle**) have very kindly put themselves forward for a fundraising (or should that be hair raising?) ‘**Wax Off**’.

<https://www.justgiving.com/fundraising/wcfchandlerswaxoff2022>

If you would like to read more about the charity fundraising by **WCF Chandlers**, including the ‘**Big Box Wax Off**’, then please visit: <https://www.wcfchandlers.com/supporting-local-causes>

WCF Chandlers are not alone in their support of their local community as we know that many of our distributor businesses contribute so much more than fuel deliveries to those they serve.

We would love to hear from you if you are also proudly supporting charities, teams, or individuals this year.

Contact: claudia@andpublishing.co.uk

The route to off-grid heating beyond kerosene

IT IS MORE THAN A YEAR SINCE HVO WAS FIRST TRIALLED IN OIL-FIRED BOILERS IN THE UK AND THE TRIAL'S SECOND PHASE IS ALREADY WELL UNDERWAY. 200 HOMES AND BUSINESSES HAVE BEEN ADAPTED TO ENSURE COMPATIBILITY WITH THE BIOFUEL AND TO HELP VERIFY THE LOGISTICS AND PRACTICALITY OF EXTENDING HVO-FUELLED HEATING TO SIGNIFICANTLY DECARBONISE UP TO 1.7 MILLION UK PROPERTIES.

With the trials successfully demonstrating, as anticipated, that boilers across the UK can use the biofuel for long durations with no discernible difference in heat output we hear from Andrew Dobson of Tuffa Tanks as he explores the challenges that remain in keeping HVO on the radar for off-grid and how the industry can influence the place of the biofuel in the future energy mix.

The UK Government is phasing out the use of kerosene in UK heating with a ban on the installation of fossil fuel burners in new build homes from 2025 and in existing homes from 2035. The recent 'Off-Grid Consultation' subsequently proposed an end to new fossil fuel heating installations specifically in off-grid homes from 2026 with a 'heat pump first approach' to their replacements.

Support from homeowners

Against this backdrop the liquid fuel industry has been lobbying for HVO to be recognised in future policy decisions as a valid and subsidised form of heating for off-grid homes. A recent survey from Future Ready Fuels (a UKIFDA / OFTEC collaboration) reveals that rural homeowners support this approach, with 98% welcoming the opportunity to convert to HVO heating.

When looking at the associated costs, it's easy to see why; the average cost for a heat pump installation is around £11,000 alone, or around £25,000 if retrofitting work is needed to improve the EPC rating to the required 'C'. The cost to adapt the existing boiler to burn HVO is around £500 – a conversion expected to take less than an hour.

Off-grid and on radar

The role HVO can play in sustainable, low-carbon heating is beginning to find recognition in government legislation considerations. The recent Heat and Buildings Strategy recognised liquid biofuels (specifically HVO) as an alternative heating technology where heat pumps aren't practical. Additionally, the UK's Trade Remedies Authority recognised the



1100L steel bunded oil tank compatible with HVO and HVO blends

pragmatism of using HVO for UK heating and, in December 2021, recommended the removal of trade measures on importing HVO from the US and Canada.

This last point is vital in enabling the expansion of HVO usage to greater numbers of oil-heated properties. Cost will significantly influence uptake from homeowners and available supply has been cited by government as the limiting factor for its use in heating UK homes despite representatives from the main European and US HVO suppliers having given OFTEC and UKIFDA reassurances that production levels will meet UK heating demands.

Worldwide HVO production is predicted to increase from around 7m tonnes in 2020 to 30m in 2025. Incidentally, the US is predicted to see the most rapid growth of all producers. With an estimated six-fold increase, reaching 12.6m tonnes of HVO, the US will overtake Europe as the world's largest HVO producer. The removal of import tariffs from the US would, therefore, alleviate two of the biggest reservations about extending HVO usage to heating.

A transitioning demand

Demand for biofuels could also change rapidly. We're experiencing greater investment in, and uptake of, electric vehicles which could result in less demand for liquid fuel. Investment in the production, storage and infrastructure for hydrogen-powered vehicles will similarly reduce future demand for liquid fuels which would free up a greater supply for heating.

It is also worth noting that the expectation

isn't for an immediate switch to 100% HVO but, to begin with, an HVO blend with HVO100 available for heating from 2025 at the earliest. This will ensure a smoother transition for homeowners, fuel distributors and the government while providing time to increase HVO production.

As one of very few sustainable aviation fuels, it is arguable that the aviation industry should take supply priority. However, by working together, the demand for heating and aviation could help to secure native HVO production with the use of HVO in heating and in sustainable jet fuel being countercyclical; demand for heating oil is highest in the winter whereas aviation fuel demand peaks during the summer. Sharing the resource between the sectors would create the consistent demand needed to give investors the confidence to back UK production which would also create jobs.

Incentivising uptake

Making HVO heating more affordable is also a major focus. With the backing of both industry and off-grid homeowners, the Future Ready Fuels coalition has been pressing for a technology inclusive approach in new heating policies. Through participation in the Government's 'Off-Grid Consultation' the coalition has argued that a price reduction for HVO use in heating similar to that delivered by the RTFO (which would reduce costs by 81p per litre) would contribute to a rapid uptake amongst off-grid homeowners. This would deliver significant progress towards decarbonising UK heating while keeping user costs and disruption to a minimum.

The results of the Off-Grid consultation, and the publication of a dedicated UK biofuels strategy due later this year or in 2023, will give a clear indication of the extent that the government supports biofuels in domestic and non-domestic heating. Meanwhile, Future Ready Fuels will continue to work with fuel suppliers and heating technicians to prove the industry's infrastructure is ready and waiting to tackle decarbonisation in UK heating now.

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Rapidly changing oil market creates pricing and supply issues

WITH THE PRICE OF HEATING OIL MORE THAN TRIPLING OVER THE PAST 6 MONTHS AND CONTINUING TO FLUCTUATE UNPREDICTABLY, DISTRIBUTORS HAVE REPORTED ISSUES WITH PRODUCT AVAILABILITY AND COST AND VOICED CONCERNS OVER THEIR ABILITY TO SERVICE THEIR CUSTOMERS WHO RELY ON SUPPLIES FOR HEATING AND COOKING.

Several distributors have confirmed the suspension of their own normal pricing practices due to the spiralling and unpredictable cost. Last September, the cost of a 500-litre delivery of heating oil was in the region of £250 but, late March this had increased dramatically – in some cases even to as much as £875 for those requiring an urgent delivery.

Extreme price fluctuations have left many distributors no choice but to take orders without pricing and then contacting their customers on the day with the price to see if they still want to go ahead with the delivery.

Ken Cronin, CEO UKIFDA, confirmed that distributors have been doing their best in very difficult circumstances: “UKIFDA members collect from refineries almost daily and, in the first 10 days, prices were increasing on average by 5p per litre per day. As an industry, we recognise the significant impact this has on customers, and our members are working hard to provide the best service and price under the circumstances.”

Even before Russia’s invasion of Ukraine, prices had increased at an alarming rate influenced by a range of factors including storms preventing offloading of product, European cyberattacks, geopolitical tensions and a mismatch between the amount of oil being produced and the amount being used as the world began to emerge from the impact of the pandemic. We reported on this in our March issue as it became clear that stocks were lower than understood and that the oil market had ‘few, if any, shock absorbers left.’

With the available supply in storage still recovering, the unfolding war in Ukraine created the ‘perfect storm’ sending prices that were already at a 7-year high into a further steep and rapid upwards trajectory. Against this rocketing price, distributors have reported issues with both product availability and the alarmingly high prices for available product as wholesalers are only able to speculate on the likely cost of their own next supply.

At the time of the invasion a UKPIA spokesperson confirmed that UK fuel suppliers were working hard to ensure continued availability: “UKPIA and its members are working to respond to a rapidly changing environment and our thoughts are with those in Ukraine. Companies are in regular dialogue with government to ensure that fuels continue to be available following the events in Ukraine and resulting sanctions on Russian vessels. Production, fuel imports, and inland deliveries continue to supply the fuels the country needs.

“The UK’s oil products are sourced from a diverse range of suppliers including the UK’s own refineries and imports from across the globe. The restrictions on Russian owned, controlled, chartered and operated vessels are understood by fuel importers, and companies that have previously used such vessels are implementing contingency plans such as using alternatives to ensure products continue to be available.

“UKPIA also welcomes the planned release of compulsory oil stocks as

a means to, as the International Energy Agency has stated, “send a unified and strong message to global oil markets that there will be no shortfall in supplies.”

On 18 March, oil prices hit almost \$130 (£99) a barrel then dropped to about \$100 before climbing steeply again. Back at the latter part of 2021 a barrel of crude was selling for \$69.

With prices increasing at a rate never previously experienced distributors are reporting that their customers have divided into those ‘panic buying’ – wishing to fill their tank now as an insurance against further increases – and those ordering only when they have run out – or are about to – in the hope that the market stabilises.

Prices and supply in Ireland

A North Cork distributor has reported that the supply situation is ‘settling down’ after a few crazy weeks when panic buying led to long delays before deliveries.

Another Irish distributor commented that people ordering oil at present can expect delivery within the usual one or two days but confirmed that this had come down from much longer delays in previous weeks.

“People were panic buying,” he said. “The deliveries could take anything from 7-10 days.”

He also expressed relief that this hadn’t occurred in peak buying season: “If this had happened in November, December or January, the situation might have been a great deal more serious – as it is, if you get a fill of oil now it will do you until the end of summer.”

Across the UK and Ireland many distributors are having to restrict customers to a top up of just 500 litres, priced on the day of delivery and, in some cases, only able to supply those who have literally ‘run dry’. For those with non-contracted supply, every day begins with a ring around suppliers to see what product they may be able to pick up, from where and at what price.

In a supply update a UKPIA spokesperson commented: “Fuel suppliers are working with the government to deliver the fuels the UK needs, while rearranging supply away from Russian crude oil and oil products to alternative sources in compliance with UK sanctions legislation.

“Global markets have historically been able to adjust to ensure secure supplies and we expect this to be the case again this year.”

At time of writing, the price of oil remains at unprecedented levels with the likelihood that it will for the foreseeable future, as long as the Russian invasion of Ukraine continues and its repercussions persist.

Even with a record fuel duty reduction announced in the Spring Statement, both motorists and those using oil for domestic heating will, as a result, continue to pay what were previously unimagined prices for fuel as well as face the prospect that this could last for some time yet.



In Conversation with Eddie O'Brien, DCC plc

GOALS, AMBITIONS, PLANS FOR IRELAND AND FOR ENERGY TRANSITION.

Fuel Oil News is 'In Conversation' with Eddie O'Brien, managing director for Retail & Oil at DCC plc. DCC Retail & Oil is a leader in the sales, marketing and retailing of transport fuels and commercial fuels, heating oils, biofuel and renewable solutions and related products and services in Europe.

Operating in eight countries across Europe, DCC prides itself on growth and progression. Claudia Weeks, content editor of Fuel Oil News, speaks with Eddie, who joined the company 10 years ago, initially as managing director for oil, then for retail, oil and fuel cards, to understand more about DCC's goals and ambitions and its plans for Ireland and for energy transition.

Ten years of exciting growth

Eddie looks back over his time with the business so far: "I joined 10 years ago in 2012; it's been a short 10 years! At the time,

DCC Energy was starting to grow its business into mainland Europe, and, over those 10 years, we've really grown – about three-fold – into 8 countries now in Europe. It's been an interesting journey for me. I started as a managing director for oil, and now I am divisional managing director for DCC Retail & Oil.

"The ten years have gone by quickly, been exciting, and involved lots of growth and development.

"The biggest change in that time has been the number of products that we sell. When I started in the business, we were simply selling 4 or 5 products like heating oil, diesel, and petrol. Now, with energy transition we're selling more renewable products, more solutions, digital products, parking for trucks...it's a much broader business and that evolution has been a big change."

Culture the constant

"In terms of my own role, as the business grew and we became more international, my job was less about driving the business and more about leading the business, setting direction, finding the people and talent to run and grow the businesses. A lot has changed within what I've been doing but some things haven't changed.

"The focus on people, the focus on growth, being a humble organisation; they are all the constants in the culture at DCC."

The upsides and downsides

Asked what he enjoys most about operating in the retail and oil industry, Eddie replies: "I think it's pretty simple – it's a great industry! For a business that should be so simple in its aim, delivering energy products to people, it's constantly changing and evolving. There's always something new, something dynamic



and I find that enjoyable.”

“As of December 2021, DCC Retail & Oil employs 3,700 people. It’s a big team with lots of people covering 24/7 operations across 5 or 6 markets, ensuring our customers have the products and services they need. It’s a lot of people, a lot of great people, focussed on great customer service.”

People are the biggest positive

“Over the last two years, through the Covid pandemic, our people have been amazing, supportive, and incredibly adaptive in finding new ways of working and maintaining the essential services our customers need. They have been proud of what they’ve been doing and worked hard on the front line to keep everyone with the energy and services needed through the pandemic.”

Recognising the high levels of collaboration, teamwork and respect that make it such an enjoyable industry to be part of Eddie continues: “Across the industry, the level of collaboration that goes on in supply chains is impressive. It’s been the same people in the industry for years, you meet the same faces, people are facing the same challenges and are very open.

“I think the people, the evolution and the change within the industry make it an interesting place to work and the future is exciting, especially for new people coming into the industry. People get into the industry and realise that there’s more to it than you think. The trust between customers and their oil distributors is huge and it makes sense that people trust those that can lead them on their journey through energy transition.”

Despite so many positives, we were sure that something must keep Eddie awake at night.

“Health and safety is the big thing that comes to mind,” he replies after some thought. “When you have 3,700 people working in an industry, many of whom are working with a

product that is inherently dangerous, you need to make sure people go home every day without injury. We also need to ensure that we don’t cause any risks to the communities we work in from an environmental point of view. These are the things that matter. Making sure people are safe and doing their jobs in safest way possible.”

Ask the stupid question!

When asked for the best advice received in his career Eddie replies: “It may sound like a cliché, but two pieces of advice have stuck with me from very early on in my career. A mentor from early in my career always said to go and look at the business physically. You should never look at a business on a spread sheet or on a PowerPoint. A business is always about the people and what they’re doing.

“NEVER BE AFRAID TO ASK THE STUPID QUESTION.”

“In a distribution business like ours, everything is simpler if you can see how the business works, you can see what people are really doing. Having a physical presence, being on the front line regularly, talking to the customers, and seeing how the business operates is essential.

“The more cliched advice was to never be afraid to ask the stupid question!

“I’m a great believer in two things – curiosity and challenge. If you’re willing to ask the questions, be curious, you want to learn and you’re willing to challenge by asking the questions – those things are great skills to have. I received that advice early in my career, never be afraid to ask the simple questions because sometimes the simple questions are the most insightful.”

Developing solutions in Europe

Already operating in eight countries in Europe, DCC continues to grow there, developing new businesses finding future energy solutions.

“We have recently added a convenience business in Luxembourg in November 2021. It’s an attractive business which works well alongside our French interests. Across the rest of the European market, we’ve been developing organically, finding solutions for our customers, such as installing EV chargers in France, Denmark, and Norway.

“We have also recently introduced HVO, second generation diesel, to the UK and Ireland in addition to Austria, Norway and Sweden.

“We also have other solutions that may not be so synonymous with oil distribution. Our SNAP business in the UK is a completely digital business that provides parking for European hauliers. We can provide secure parking in the UK, France, and Germany. Current regulations mean that truck drivers can’t park illegally on the sides of the roads anymore making access to parking and secure parking much more important, so the SNAP business has been very successful for us.”

Future Plans for Ireland

“We’ve made a number of significant investments in Ireland over the last couple of years with the acquisitions of Campus Oil and Jones Oil, so we’ve been working hard to integrate those businesses,” Eddie began, in an update on DCC’s plans for Ireland. “It has given the Irish business a national footprint in distribution.

“At the same time, we have acquired Tesco’s forecourts in Ireland, launching the CERTA brand. This partnership allows our customers to use the Tesco loyalty scheme gaining additional loyalty benefits on our retail network in Ireland.

“Ireland is an interesting market in terms of energy transition since many of the homes are still heated with fossil fuel.

“The opportunity for us is making sure that we offer energy solutions which are affordable and practical across all energies – a lot of the focus is on electrification which we think is a good thing as it allows solutions like heat pumps and other sustainable developments to come into the market. We’re also keen to build renewable heating oil into our supply base and, hopefully, get the support of the Government to help decarbonise the off-grid sector as we make the journey through energy transition.”

The importance of brand.

With DCC growing its footprint through

acquisition, we asked Eddie about the importance of the brand to consumers.

“DCC, the brand, is very much our corporate brand from an investor point of view,” Eddie explains. “We don’t bring the DCC brand to the consumer end, we tend to partner with established brands, and we’ve acquired a lot of great local brands too. We’ve also developed our own brands like Certas Energy in the UK.

“We tend to operate through customer brands that are in the local market, so whatever the relevant brand is for the local market is the way we operate. DCC is more the corporate brand in the background and there are no plans to rebrand everyone and push that to the front end.

The move to sustainability

“Sustainability has always been a core part of our business – it’s not something new for us. We’re focussed on growing by leading energy transition, helping our customers on their path to net zero. We have very strong relationships with our customers and partners and believe we’re one of the key enablers of energy transition because we’ll be able to bring the renewable solutions. With customers in several different sectors such as commercial, industrial, domestic and mobility, we are thinking about energy transition and sustainability in each of those sectors, our customers need to transition.

“Mobility, and the electrification of transport is a big part of the journey in Europe. We’re pretty focussed on investing in EV fast chargers in several of our markets. For example, in January this year, we outlined a deal for a 360-degree solution in Denmark where we will be able to install home chargers, install chargers in the workplace, and have our own fast EV chargers on the forecourt. By putting in these solutions together, we’re able to offer a 360-degree digitally enabled service to our customers in Denmark on mobility which we think is exciting.

“In the future, you will predominately charge your car at home but there will be days when you’re commuting into a city, and you will need a fast charge. People are anxious that the EV chargers won’t be available when they travel, we need to solve that problem, so people don’t need to worry about where they’re going to get a charge – it’s a huge opportunity for us. We need to use our mobility experience through our retail forecourts to plug that gap.

“In the other parts of the mobility sector, some of the markets are supporting or incentivising a multi-energy solution on mobility. We’ve rolled out a lot of E85 in France so people are buying flexi-fuel, or 85% ethanol and we



can complement that with our e-charging offerings in France.

“With our domestic customers we are trialling HVO in domestic boilers, we think it’s an elegant solution. In an off-grid sector, where it’s hard and expensive to insulate homes, we think bringing in renewable heating oil solutions, through existing infrastructure, is a key part of the transition over the next few years. We think there’s a real opportunity for governments to think how we can incentivise that transition, not just on heat pumps and electric solutions but also how they can support some of the more difficult energy transition sectors like off-grid, by using lower carbon renewable fuels.

“PUTTING CUSTOMERS’ ENERGY NEEDS AT THE FOREFRONT.”

“Lastly, we are clearly very focussed on our own carbon emissions and are on track to achieve 20% reduction in emissions from our operations by 2025. We’ve been pushing HVO which is 100% renewable diesel. In Sweden pretty much the whole fleet is on HVO, and we have plans to bring that solution to our other markets. By next year, close to 50% of the UK fleet will have access to HVO and, in Ireland, we already have vehicles running on HVO. Sustainability for us is about providing solutions to help our customers to decarbonise on their long-term journey to net zero.

Looking to the industry’s future

Eddie considers what he believes the major future challenges will be for the industry: “There are going to be three main challenges in the next few years – navigating energy transition, demonstrating that the industry is serious

on making progress, and improving diversity across the workplace.

There is lots to be positive about. If we work to improve in those three areas, it will create a lot of opportunity.

1. Navigating energy transition is going to be key in the industry over the next few years. The first challenge is setting the direction of transition. I think we need to ensure that policy reflects the key role that energy distributors have in energy transition so that people don’t dismiss distributors. Distributors are crucial in bringing solutions to all parts of society.
2. The second challenge is demonstrating that our industry is making real progress in providing solutions which not only support energy transition but also accelerate our customers towards net zero. I think our credibility, as a provider of solutions and having a fundamental role in the transition, rather than being perceived as fossil fuel distributors, will be key.
3. DCC also wants to focus on workforce diversity, and we must constantly challenge ourselves to bring more diversity into the workplace. We need to make sure our business reflects society, whether in gender or ethnicity. Access to talent is a challenge and pushing the diversity agenda across the organisation is a huge positive because it opens many more doors for getting talent into the organisation to enable people of all backgrounds to support our journey.

The future for DCC

Asked what he believes the future holds for DCC, Eddie was clear: “DCC has done a lot of work on purpose development over the last few years. Having a purposeful leadership and direction for the company has been key.

“DCC wants to enable its people and businesses to grow and progress. For energy specifically, our goal is to grow by leading our customers through energy transition and by putting the energy needs of our customers at the forefront. Energy needs are growing, and we want to provide solutions for that whilst rising to the challenge of net zero.

We’re very excited about the future, we have a lot of growth planned and we know that we can do that in a sustainable way. We’re really looking forward to being around for a long time to come.”

With plans for growth and development and a clear strategy for forging the path to net zero, there is a bright future ahead for DCC and Eddie O’Brien. Fuel Oil News looks forward to following this journey with interest.



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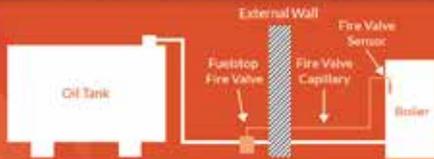
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What 3 words?

The distributor community speaks on fuel distribution

ASKED "WHAT ARE THE FIRST 3 WORDS THAT COME TO MIND WHEN YOU THINK OF THE FUEL DISTRIBUTION INDUSTRY?"
OUR COMMUNITY OF DISTRIBUTORS SAID...

Heartache, pain, misery

Urgent, undervalued, tiring

Essential, skilled, physical

Service, quality, sustainability

Safety, network, service

Challenging, difficult, uncertain

Friendly, competitive, mature

Change, opportunities, busy

Does this reflect your own experience of our industry?

We'd love to hear your own 3 words - contact liz@fueloilnews.co.uk

Our thanks to those from our community whose comments are featured above.



Red diesel update: Navigating the evolving fuel landscape

IN A CONTINUATION OF OUR SERIES OF ARTICLES CONSIDERING THE IMPLICATION OF THE RED DIESEL REBATE CHANGES WE NOW SPEAK WITH **NIKI HOLT**, HEAD OF COMMERCIAL AT CERTAS ENERGY, WHO EXAMINES THE RIPPLE EFFECT OF RED DIESEL DUTY REFORM AND HOW THE RULE CHANGE IS STEERING INDUSTRIES IN A NEW DIRECTION.

Red diesel duty equalisation has dominated headlines since the Spring Budget Announcement in March 2020, with the deadline day finally coming to pass earlier this month.

The banning of red diesel use for certain industries and applications has had significant operational and financial impacts for several sectors, not least construction. As providers, we have played a pivotal role in helping customers plan and get ready for the unrebated fuel transition, offering valuable advice on how to make a seamless, cost-effective, and compliant switch.

As we enter a new phase in the fuel duty reform journey, we look at how the revised legislation is fuelling increased interest in cleaner-burning alternatives.

Setting the scene

Red diesel duty reform was designed to help propel the UK forward on its road towards Net Zero Carbon 2050. With ambitious targets to meet, the government is accelerating its efforts to reduce carbon emissions, from the introduction of the Clean Air Strategy to Ultra Low Emissions Zones (ULEZ).

Increasingly, the government has taken a 'carrot and stick' approach to encourage the adoption of 'cleaner fuels', with growing

legislation to incentivise the use of alternative energies and liquid fuels and encourage a move away from traditional fuel options. The red diesel duty changes, therefore, should not be taken in isolation, but viewed through the lens of wider carbon neutrality goals.

Whilst duty equalisation prompted many affected companies to take the opportunity to migrate away from diesel, the adoption of DERV alternatives extends beyond those directly impacted by the rule change. For example, with the government's Transport Decarbonisation Plan also impending – which will see the end of the sale of new diesel HGVs by 2040 and light HGVs by 2035 – transport and logistics companies are increasingly taking up the cleaner-burning baton.

What we could be seeing is a domino effect – with the red diesel changes activating a chain reaction. All traditionally diesel-dependent sectors are now feeling the heat of the drive towards decarbonisation and face growing pressure to implement the use of alternative energy sources.

This is further compounded by company-directed environmental and sustainability objectives, with many businesses eager to demonstrate their commitment to being a responsible and progressive business, supplier, employer and partner.

Exploring new energy solutions

With recognition that electrification is not yet a viable source of energy for all industry use, other drop-in alternatives are increasingly seen as effective options for companies to begin their journey to transition to net zero. The ability of these fuels to seamlessly replace diesel, without the need for modifications to vehicles or equipment, makes them more attractive, as users do not need to compromise on operational efficiency, invest in new capital or infrastructure, or rely on external infrastructure developments.

The fuel industry is supporting and responding to this growing demand, by bringing reliable supplies of drop-in cleaner-burning innovations to the market.

Shell GTL Fuel

Shell GTL Fuel is an OEM-approved, drop-in alternative that has improved combustion properties inside standard diesel engines, helping to reduce emissions of air pollutants. The FAME-free fuel has been proven to reduce emissions of harmful local air pollutants such as nitrogen oxides (NOx) by up to 37% and particulate matter by up to 50%.

Free of unwanted components such as sulphur, metals, and aromatics, Shell GTL Fuel is non-toxic and therefore less harmful to the

environment. It is an increasingly popular choice amongst commercial, construction, transport, marine, and public sector businesses.

To further enhance their environmental goals, Shell GTL Fuel customers can opt into a scheme to offset unavoidable carbon emissions from their operations. The scheme offsets CO2 emissions by purchasing carbon credits from activities related to the protection, creation or redevelopment of natural ecosystems through Shell's Nature Based Solutions programme.

Hydrotreated Vegetable Oil (HVO)

Another diesel replacement rapidly gaining traction is Hydrotreated Vegetable Oil (HVO). Manufactured from 100 per cent renewable and sustainable waste, HVO is a paraffinic drop-in fuel that can be used as a replacement for diesel. FAME, sulphur and fossil free, it is made using vegetable fats and oils. Unlike conventional biodiesel, hydrogen is used as a catalyst, which makes HVO cleaner burning.

HVO, though not a full solution, has been shown to reduce greenhouse gas (GHG) emissions by up to 90 per cent and is completely biodegradable. HVO can be used for on- and off-road vehicles across a range of industries including construction, agriculture,

road and rail transport, haulage, marine and the public sector.

Dependent on application, fuel duty may currently apply to both HVO and Shell Fuel GTL.

Heating solutions

When it comes to compliant alternatives to diesel for commercial heating applications, there are a number of cost-effective solutions on the market. Industrial heating oil/Therma35 and kerosene are drop-in alternatives that do not require any equipment modifications and are ideal for use in commercial boilers, heaters, driers and furnaces. Both industrial heating oil and kerosene are currently unaffected by the duty equalisation changes and will continue to attract the same rebate as before.

Fuelling futures, together

The red diesel changes signal a seismic shift in the UK liquid fuel market, but with the government zeroing-in on its carbon neutral goals, further regulatory change can be expected.

As a result, we anticipate demand will intensify for cleaner, transitional fuels that can help businesses successfully adapt to a

low-emission future, with minimum disruption to business operations or loss of productivity. Further market innovation, forward-planning and effective fuel management will be key in supporting a sustainable approach to cleaner fuel adoption.

Like any period of change, the road to zero will not come without its challenges. By working collaboratively, we can find ways to navigate the evolving new landscape to fuel a cleaner future for all.



ABOUT THE AUTHOR

Niki Holt is head of commercial at Certas Energy. Before joining the company in 2017, she gathered over thirty years of experience in strategic marketing and performance improvement, specialising in the energy sector. www.certasenergy.co.uk

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What are your key challenges? The distributor community speaks on sector challenges

Asked “What are your key challenges at the moment?”
our community of distributors said...

New rules around red diesel
Office staffing
The negative focus of environmental protesters
Duty change
Future fuels
Reassessment of rebated fuels
Driver shortages
Duty equalisation
My team
Carbon reduction
High oil price
Dealing with a low carbon future
The move away from fossil fuels
Red diesel change
Inflationary pressures
Talent acquisition
Management
Retention
Capacity to deliver

It seems we have many challenges in common, but do these reflect your experience?
If you feel the sector faces other issues contact liz@fueloilnews.co.uk

Our thanks to those from our community whose comments are featured above.

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What are your key opportunities? The distributor community speaks on sector opportunities

Asked “What do you see as your key current opportunities?”
our community of distributors said...

Future fuels

Increased turnover from ‘working from home’ to fund investment.

Review working structures during staff shortages

Streamlining internal processes.

Duty change

Huge opportunity to grow into renewable fuel in 2022

Helping customers to offset their carbon footprint

Fleet expansion

Retirement...ASAP!

Using our depth of industry knowledge to help customers

Continue to deliver reliable and competitive fuel solutions,

Rebranding

Diversified proposition

Future fuels

Customer retention due to the fear over the hike in gas prices

New fuels e.g. HVO

Business expansion

Sector focus

Renewable fuels

The community clearly sees plenty of great opportunities but are you seeing others?
Do share them with us - contact liz@fueloilnews.co.uk

Our thanks to those from our community whose comments are featured above.

Creating a low carbon energy system

KEN CRONIN, CEO UKIFDA, WITH HIS LATEST THOUGHTS ON THE SECTOR.

“With just a few weeks to go to our first face-to-face EXPO since July 2019, the world feels just as discombobulated as it did in those early days of the pandemic.

“Words like unprecedented, historic, extraordinary, unparalleled have all been used to describe the last few months in our industry. I am still too new to really comment. Certainly, on the one hand we are in uncharted territory. On the other, we are actually facing the same fundamental challenges we have known are there for years.

“How do you create an energy system that is low carbon, affordable, reliable and secure? At present, affordability and security are at the forefront but reliability and carbon intensity are still equally important factors.

“As I write, weaning ourselves off Russian oil and gas is the topic of conversation. Industry commentators are in overdrive extolling the virtues of their own chosen technology and deriding the competition – at UKIFDA we

take a slightly different approach, which is to try and put ourselves in the shoes of the customer – what can we do to help them meet their energy-related challenges? This is why we have spent time and resource demonstrating across the country that renewable liquid fuels such as HVO work as a direct replacement for heating oil without technical issues. And, that the logistics for a wider roll out can easily be put in place.

“Going direct to our customers has been crucial and creating the Future Ready Fuel initiative in collaboration with our industry partner, OFTEC has allowed us to make this happen. It is vital that customers get the right information in a format that they find accessible.

“It is also recognised that other technologies will need to play their part and that the cost to the consumer is the key determinant. “Affordability was top of the political agenda before the appalling situation in Ukraine pushed wholesale heating oil prices up by over 100%. But it is important to put this into context. Prices over the last 10 years have fluctuated between 55p and 70p per litre and

were significantly lower during the pandemic (30p) when aviation fuel demand dropped.

“UKIFDA members collect heating oil from refineries almost daily. In the first 10 days of the invasion prices were increasing on average 5p per litre per day, making it almost impossible to price the product to the consumer. With customers in mind, our members are working hard to provide the best service and price. Most customers have at least four distributors in their area as well as online options and our advice continues to be the same. We recommend they contact each regularly for a simple price comparison and plan ahead wherever they can.

“But this historic context is important. Our market of over 100 distributors has and continues to offer customers a highly competitive choice. The price paid in January 2022, just ahead of the Ukraine issues, was virtually the same as that in July 2011 – few if any commodities can say the same.

“Heating oil is still one of the most competitive sources of heating. This needs to be taken into consideration when we plan for the future.” **Ken Cronin**

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STAND 46

Are you investing in the future? The distributor community speaks on investment

When asked “What areas are you most likely to be investing in over the next year our community of distributors said...

Replacement vehicles

Website upgrade

Talent

Trucks

Depots

Technology

Growth

A one-way ticket

Expansion – new depot and fleet growth

Alternative fuels

Vehicles

New in-cab technology

Renewable fuels

Talented people

Infrastructure

Does this cover the areas you are planning to invest in over the next year?
Let us know where you'll be focussing - contact liz@fueloilnews.co.uk
Our thanks to those from our community whose comments are featured above.



PORTLAND MARKET REPORT

MARCH
IN VIEW

THE CHALLENGE TO ACHIEVE ENERGY INDEPENDENCE

As the shocking events in Ukraine continue to unfold, Governments around the world are in an increasing state of panic when it comes to the supply of commodities from Russia. This of course goes beyond energy, with fertiliser prices surging to record highs, alongside the likes of wheat – where Russian and Ukrainian combined production accounts for around 35% of global exports. But it is in oil and gas that the impacts of sanctions are, and will be, mostly keenly felt.

Incredible as it sounds, such is Europe's total lack of energy independence, that gas is still flowing from Russia into Europe, even as the war rages on. Even more surprising is that most of it is flowing via Ukrainian pipelines! Nonetheless, there is now a very clear objective amongst European States to reduce Russian gas flows wherever possible. This means that no new Russian supply contracts will be signed in the near future and that automatically means that, by the end of this year, Europe will have a 10% shortage of gas (this equates to the amount of Russian gas that comes up for contract renewal in 2022).

**“AN INCREASING STATE
OF PANIC.”**

The proposed solution is to rapidly increase Liquefied Natural Gas (LNG) imports by ship. The beauty of LNG is that, being seaborne, it can literally travel to any port in the world, whereas pipeline gas can only travel where the pipeline takes it. But there are several problems associated with LNG and these will make it difficult to successfully 'plug' the Russian gas 'gap'. Firstly, European customers will be forced to muscle in on the existing LNG market, which is mainly flowing to energy hungry Asian countries. Secondly, because LNG travels as a liquid, it must be regasified to enter the grid networks of Europe. Presently, Europe has 29 gasification plants (3 in the UK), but their capacity of 225bcm (billion cubic metres) per annum equates to only 40% of Europe's gas demand. A final bottleneck comes in the

form of the world's LNG tanker fleet. Quite simply, there aren't enough of these huge and complex vessels to meet the expected, and rapid, uptick in demand. And forget converting existing oil tankers. It's not a feasible option from an engineering viewpoint and besides, as long as oil demand is buoyant (and trade flows equally upended), almost all crude carriers are already fully chartered.

Clearly none of the above are going to do anything to keep a lid on escalating gas prices, but there still might be one factor in the world's favour, and that is China's relationship with Russia. It now seems highly likely that China will be buying almost all of Russia's gas going forward, as they are the only major economy that will completely ignore sanctions. This then will remove Chinese volume from the global LNG market-place (thus reducing 'competitive' demand), whilst simultaneously handing China almost unbelievable power over Russia. It is indeed ironic that, as Putin is desperately trying to remold Ukraine as a vassal state of the Kremlin, the same thing – economically speaking – is about to happen to his beloved Russia. As the 'only game in town', Chinese buyers will expect enormous discounts on oil and gas (versus global benchmarks) and will almost certainly demand that product is priced and paid for in Renminbi (rather than \$USD). This will seriously strengthen both China's supply security and balance sheet in the near to mid-term.

This playbook will almost certainly be repeated in the oil world. Only the UK has been in a position within Europe to sanction Russian oil, as only 6% of our crude consumption emanates from Russia. Mainland Europe on the other hand is in a very different and difficult position, with several major economies relying on Russian crude for more than 35% of their needs. This supply can't simply be switched off but, as with gas, European buyers will now look to extricate themselves from Russian contracts and, as a minimum, will avoid buying spot cargoes. Consequently, we will see a huge upending of trade flows as Russia pumps as much Urals crude eastwards (via the ESPO (Eastern Siberian Pacific Oil) line), whilst European refiners will race to get their hands on crudes of similar specification

to the Russian product (e.g., Norwegian Johan Svedrup, Nigerian Forcados, Libyan El Sider). The other option available will be to lean heavily on Saudi Arabia and get them to increase their production. This may help suppress prices but, in itself, it is only a partial solution for European supply resilience. This is because Saudi crude is extremely heavy and viscous and does not make a happy bedfellow for European refineries, which are configured to process lighter crudes. This could lead to a worst-case scenario where European refiners simply give up on supplying the 'whole' market and only produce grades of fuel that they can easily process.

**“THERE IS RARELY MUCH
CERTAINTY IN OIL AND
ENERGY MARKETS.”**

There is rarely much certainty in oil and energy markets and at this juncture there is less than ever. Clearly there are huge questions around supply sufficiency outside of Russia but, at the same time, excessive high prices could soon create demand destruction as people drive less, reduce the temperature in their homes or decide not to go on holiday this summer after all. Such outcomes would definitely take the heat out of rising prices, as would extensive covid lockdowns in China – the spectre of which still hangs over that particular Super-Power. It's true to say that the energy landscape is changing before our very eyes, but for those Ukrainians hiding in basements or being bombed in their apartment blocks, it will hardly be a pressing issue.

For more pricing
information,
see page 54

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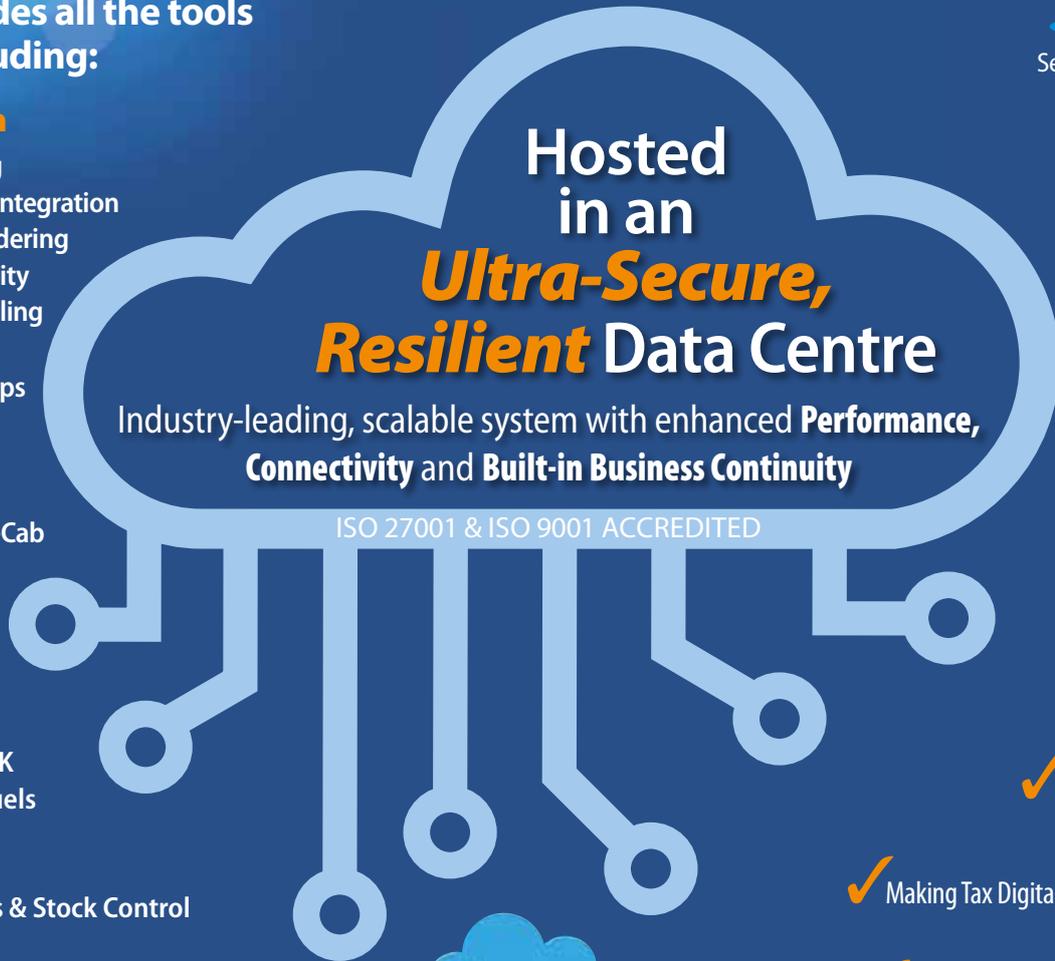
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Raising the standard with Standard Fuel Oils



In our conversations with the community to put together our 'walls of words' for this special issue of Fuel Oil News we spoke with Standard Fuel Oils. With the company having celebrated 10 years in the industry in October last year, we talked with them further about the sector they have served over this time to understand more about their own take on the industry, the current challenges and future opportunities and where they will be investing next.

Standard Fuel Oils is an independently owned, family-run business with customer care at the heart of everything they do and, as they look back over their 10 years in the sector, Nick Goodwin, managing director comments: "We have come a long way from the early days, starting with two second-hand tankers and a dream of buying a new one.

"Now we have a fleet of tankers delivering across the UK. This ever-growing fleet of company owned trucks are out making deliveries every day and with the prospects of new depots opening, the future of the company looks extremely bright."

Raising the standard

We asked Nick for the first three words that come to his mind when he thinks of fuel distribution.

"Service, quality and sustainability," he replies.

The response is not surprising given the focus that Standard Fuel Oils has had, since its beginning, on setting the standard for fuel distribution – a drive that was recognised when

the company was identified as one of London Stock Exchange Group's '1000 Companies to Inspire Britain 2019'.

The report is a celebration of the UK's fastest-growing and most dynamic small and medium sized businesses (SMEs), with companies representing over 40 sectors and spanning every country and region across the UK. To be selected for the list, businesses had to demonstrate not only positive revenue growth over the last three years but also outperform their sector peers.

At the time Nick recognised the contribution of the staff to this success: "Our remarkable growth has been driven by the passion and dedication of our staff and their ability to create long lasting relationships with customers and suppliers alike. Through continued investment in not only our people, but in each aspect of our business we hope to keep Inspiring Britain for many years to come."

Key current challenges

Nick considers what challenges the company is currently facing.

"The biggest challenge for Standard Fuel Oils is the impact of the reassessment of rebated fuels," he responds. "As part of the government's commitment to achieving net zero emissions by 2050, Chancellor Rishi Sunak committed in his 2020 Budget to the removal of the red diesel subsidy for most sectors. With very few exceptions, users of red diesel have had to switch to road diesel, PrimeHeat35 or HVO.

"We have a lot of customers that have

been making that switch with its accompanying challenges such as ensuring tanks were run down in time for the change and that there were only nominal amounts of product left in customers tanks & equipment. There has also been the added frustration of credit limit requirements doubling overnight.

Huge opportunities

Despite the current challenges the industry is facing Nick responds with enthusiasm when asked about the opportunities: "There is a huge opportunity to grow into renewable fuel in 2022. We now offer HVO to our customers which is a cleaner and greener renewable fuel. Through our trade body, UKIFDA, we can offset our carbon footprint as can our customers.

"At the end of 2021, we celebrated our 10-year anniversary. This came with a major rebranding to reflect the company's success and continued growth. Going into 2022, we will continue to push out the rebrand with new trucks joining the fleet.

New depot in the pipeline

When Nick was asked what he sees the business to be most likely to invest in over the next year in addition to fleet expansion, his answer demonstrates the continuing passion for growth.

"Going into 2022 we have been looking to expand and open a 3rd depot around the West Yorkshire area.

"The ever-growing fleet of company owned trucks are out making deliveries every day. Opening up a new depot allows us to reach new customers and expand further afield."

"Over the last 10 years, we've been keeping Britain fully fuelled," Nick concludes, taking a look back. "We support all industries across the UK delivering reliable and competitive fuel solutions allowing your business to operate efficiently and effectively.

"Our ethos has always been built on customer care, credibility and industry knowledge – that's kept the business running seamlessly and the rebrand will allow us to do that for years to come."

We look forward to celebrating 10 years of Standard Fuel Oils and finding out more about this ever-growing company in a future 'In Conversation'.





Key challenges and opportunities facing the distributor sector

CHANGE AND ITS FREQUENCY IS A FACT OF LIFE IN MODERN ECONOMIES, BUT THE MEASURE OF CHANGE EXPERIENCED BY THE BROAD DOWNSTREAM OIL SECTOR WILL BE GREATER THAN THAT FACED BY MANY SECTORS AS THE SO-CALLED 'ENERGY TRANSITION' GATHERS PACE. .

This should not hold undue fears and anxieties for oil distributors; after all, many have successfully navigated the transition from coal deliveries and evolved to being suppliers of petroleum and other energy products, servicing a substantial, diverse portfolio of customers. Further, they have been eager adopters of new technology and digital applications to improve both operational efficiency / effectiveness and the scope for enhanced customer interaction.

Backdrop:

The growth of liquid fossil fuels, which started in earnest post WW2, has created a very substantial revenue generating era for oil distributors to become key suppliers to the commercial, domestic and transport sectors. This is coming to an end and, at some stage over the next few years will start to experience a long term decline which, in turn, will see the emergence of very different 'market dynamics' and competitive landscape.

Against that backdrop we consider some of the major challenges and opportunities that lie ahead.

Challenges:

Most of the major challenges to be faced fall under the broad heading of 'anticipating, understanding and managing the transition away from fossil fuels'.

Two particular issues present themselves:

- In its '**Future Vision**', published in July 2019, the primary physical suppliers' trade association, UKPIA, stated a commitment to cease supply of heating oil to properties off the gas grid during the 2020s, when use of liquid fuels for space heating is envisaged to fall to 'very low levels'. UKPIA does not envisage that a sustainable low carbon liquid fuel will have a future role in the energy supply system outside of the transport sector (ground transport, as well as aviation and maritime sectors).
- In its '**Heat and Buildings Strategy**' published in October 2021 the Government has included in its ten point plan ambition an action 'To

start by phasing out the installation of fossil fuel heating systems in properties not connected to the gas grid'. This will be accompanied by a consultation on ending the installation of high-carbon fossil fuels to heat homes that are not connected to the gas grid in England from 2026 and non-domestic buildings not connected to the gas grid from 2024. Households will not be forced to remove their existing boilers, instead an approach will be aligned to markets and consumer behaviour to minimise costs and disruption.

While there has been much work on, and advocacy of, a future role for a low carbon liquid heating oil, such as HVO, by both UKIFDA and OFTEC, it is far from certain if the case will gain government acceptance.

Whatever the outcome, there is a strong likelihood of the usage of kerosene, as a heating fuel, falling from its current circa 2.2 bln litres per year to around 1.5 bln litres by the mid 2020s, and being entirely phased out by the end of the decade.

The future trajectory for the other liquid petroleum products – gasoil and motor spirit – is less clear; suffice it to say that the trend will be in a downward direction!

This prospect throws up a number of challenges, most prominent of which are:-

- **The addition and development of the skills required to meet 'the future state'**. As businesses which currently encompass a broad spectrum of commercial activities, and will likely continue to do so, the skill-set will need to be broad-based; further, it will need to incorporate a shift in emphasis from 'hardware' related activities to those associated with 'software' as well as the addition of certain new skills and/or a shift in emphasis in the importance of existing ones.
- **Management of the customer portfolio** against the backdrop of declining use of the main products currently, and historically, which have been the 'bread and butter' of the distributor sector. This presents two significant challenges (1) retention of existing customers- both of existing products and of new/different products and services, and (2) gaining of new customers for the said new products/services.

- **Building and nurturing of new/different supplier relationships**, which, in some respects, is a corollary of the above and will be shaped by the way in which the sector evolves and the kinds of new opportunities pursued. These relationships are likely to be materially different from those as resellers of petroleum products.
- **Adoption of and evolution to new and/or modification of existing business model**, which is a logical and, probably, necessary accompaniment to the challenges already highlighted – affecting internal organisational structure, people, operations, support requirements, resourcing, in the face of a different market environment and competitive landscape, new and different customers, regulatory requirements etc.

Opportunities:

Distributors have extensive local knowledge and understanding of their local ‘geography’ of the customer portfolio to be serviced. These attributes will enable them to be uniquely well positioned to satisfy future energy/fuel requirements for space heating and agriculture, as well as transport/ mobility.

Given this, the kind of opportunities that readily spring to mind are those where these attributes are needed, such as-

- **Supply, installation and maintenance/servicing of heat pumps**- while the rate of take-up is still low, this technology is the government’s favoured solution for the decarbonisation of heating in both commercial and residential buildings.
- **Hydrogen supply**- this gas is attracting greatly increased attention and interest, with applications in energy storage and power generation, as a heating fuel, for use in certain industrial processes and for transport/mobility.
- **Power supply**- the electrification of both transport/mobility and heating will create substantially rising demand and the opportunity to participate, aided by increased deployment of distributed energy/ power systems as power sources become more dispersed/localised .
- **Solar energy**- there will inevitably be a continuing, and probably rising, requirement for the supply and installation of solar panels along with opportunities in small scale solar power plant projects.
- **Improved energy efficiency and insulation standards in buildings** – the improved energy efficiency and insulation standards in buildings is an imperative, with the UK having amongst the poorest across Europe and so will provide opportunities through supply of appropriate materials/ enhancement measures and advisory services etc.
- **Renewable fuels**-apart from the above, while it is difficult to gauge how large the opportunity could be, there will be an on-going requirement, especially in the transport sector, for ‘renewable’ fuels as low carbon liquid ‘drop-in’ fuels. Distributors are very well placed to exploit these opportunities.

Challenges and opportunities – new and quite different from those encountered in the past and quite daunting, given the scale and magnitude of change coming down the line. As ever, being suitably prepared can offer the prospect of new, and potentially lucrative, revenue streams for distributors.

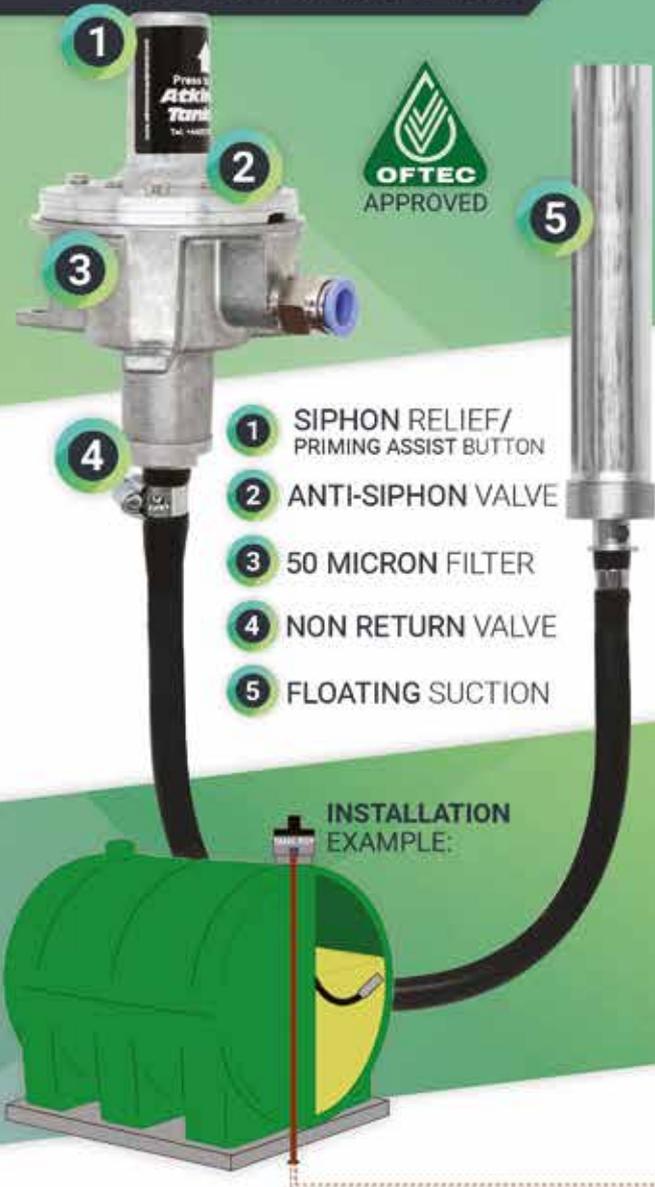
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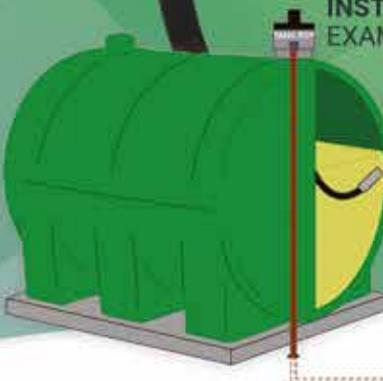
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Dawn Shakespeare, UKIFDA membership and events manager, said: "It's going to be our 42nd EXPO and with it being our reunion EXPO, enthusiasm for the exhibition is building by the day.

"The event is particularly poignant this year. With our 'Back for the Future' theme, it's more than just a reunion. After what, let's face it, has been a challenging few years, it's going to be an informative look ahead across the supply chain that will help us to shape the future of our industry, together."

Products and Services in Review

Across the UK and Ireland, the fuel oil distributor continues to evolve to adapt to current challenges as well as to the longer-term energy transition.

Our bumper 'Products and Services in Review' section that follows, is a comprehensive sector supplier guide featuring a broad range of products and services, developed by suppliers to the sector,

that are designed to deliver results for those involved in the storage and distribution of fuel.

Many of these will be on show at the upcoming UKIFDA EXPO 2022 and we look forward to bringing you a full EXPO review in our June issue where we will highlight new products and services uncovered at the event.

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The FT7000 rack monitor has been well received

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Celebrate with IFC Inflow for the chance to win a prize

IFC INFLOW will be celebrating its 35th year in business and exhibiting its range of Tanker Loading Equipment and Bottom Loading Skids at stand 62 at this year's expo. Developed over the past 35 years, the Bottom Loading Skids have the very highest levels of equipment specification available today.

The team of industry experts at IFC Inflow can advise on how to streamline any loading site for efficient and safe loading with ongoing support and advice following project completion.

"Come and join us in celebrating our 35 years in business and enter our competition for the chance to win a prize."

For expert advice and information about all your tanker loading requirements, contact Kiran Shaw or Luke Catling on 01268 596 900 or sales@ifcinflow.com

ifcinflow.com

Visit the team on Stand 62 at the EXPO



The highest levels of equipment specification

Returning fuel quality control to fleet managers

TOTAL SYNTHESIS develops, blends, packs and distributes fuel enhancers, service products & aerosols that perform better. In a world of stricter exhaust emissions, variable fuel quality and increasing technical issues, we work to bring control of fuel quality into the hands of users. Our technical solutions keep burners, engines, and transmissions effectively fuelled, cleaned and serviced.

Total Synthesis returns control to fleet managers. Our products keep fuel quality up and fresh, boost component life, produce fewer emissions, improve power and heat output, and put an end to storage corrosion and water contamination issues. They'll reduce maintenance costs and increase fuel efficiency, drastically reducing overheads for your business. They'll also improve performance – so that your day-to-day runs just that little bit smoother.

totalsynthesis.org



Leading the way in metering design and efficiency

MECHTRONIC LTD continues to lead the way in terms of fuel metering design and efficiency.

"At the UKIFDA EXPO we will be showcasing our 500th sale of OptiMate – an incredible achievement in five years. We now have over 350 orders for OptiMate confirmed over the next 18 months – this demonstrates that fuel oil operatives recognise the benefits that OptiMate brings!"

"No other metering system is proven to deliver more – OptiMate is an electronic fuel metering system that can offer metered hose, bulk, and fixed gravity deliveries via one metering control system, ensuring the complete protection of your fuel load. A unique self-draining manifold, automatic line change procedures and onboard overspill prevention, ensure customers are protected against contamination.

"Trusted and industry proven, OptiMate is the electronic metering system of choice!"

Visit MechTronic on stand 45 at the EXPO to see the exciting new product launches.

mechtronic.ltd.uk



OptiMate – the electronic metering system of choice

Ensuring safe loading operations

The spill of hazardous liquid product and the potential ignition of an explosive atmosphere from static electricity poses two of the biggest risks in tank truck loading operations and **SCULLY** has a solution.

To reduce the risk to a tolerable level, electronic safety systems designed to provide automatic protection against the hazard are selected and implemented.

The overfill prevention system pioneered by Scully consists of a level sensor in each tank truck compartment and a control monitor on the loading gantry. The control monitor continuously monitors the overfill prevention sensors and stops the loading operation if liquid product fills beyond the safe fill level of the compartment,

The safety integrity of such systems should be demonstrated by functional safety certification. Overfill prevention sensors and loading gantry control monitors should meet SIL 1 as a minimum in line with the latest standards.

The Scully system ensures your tank truck loading operations are safe, efficient, and profitable.

For the latest innovations in overfill prevention and static grounding visit Scully on Stand 76 at the EXPO.



The Intellitrol 2 Control Monitor SIL 2 in situ

New company to launch at this year's EXPO!

All will be revealed at stand 51 at this year's UKIFDA EXPO where the exciting **NEW COMPANY** will launch – come along and see how we can help support your business and put service at the forefront of truck technology.

In today's ever-changing product landscape, there has never been a greater need to be flexible and adapt. This exciting and new product development has been successfully operating across Europe and has now been adapted by a team that has a wealth of experience, insight into and control over, the physical delivery process for the UK market.

This is a unique product offering that will shake up the status quo in the UK energy market as we look to drive excellence together, delivering productivity and increasing your profit.

Visit Stand 51 at the EXPO where all will be revealed!

M MAGNUS RADAR MONITORS

world's first battery driven wireless radar level monitor



Web: www.magnusmonitors.com

Email: sales@magnusmonitors.com

Tankquip

Call Dave Stanley on
01636 816151
07803 618944



FUELS & ENERGY

ROAD TANKERS



Or e-mail
dave@tankquip.co.uk

Find us at www.tankquip.co.uk

Best year for tanker deliveries



As Cobo's customer says: 'What you want, when you want.'

"COBO TANKERS AND SERVICES

continues to grow in market share and 2021 proved to be our best year for tanker deliveries to date," comments Joby

Clark. "The semi-trailer market has remained strong, with more people working from home during the pandemic there may have been a slight decrease in fuel used but this has been made up for by the amount used for home heating and this has been seen with orders of rigid tankers increasing.

"Now having taken our 4th or 5th orders from some customers, these rigid tankers are being well received into the marketplace and not only by customers as we are also thrilled to have won Fuel Oil News Tanker of the year 2021.

"With no customer visits happening for the last 2 years we are looking forward to showcasing the factory again and to continue to grow our customer base."

cisternascobo.com

Visit the Cobo team on Stand 121 at the EXPO

Another exceptional year

The RTN GROUP enjoyed another exceptional year in 2021 with investment in our new websites. The old website was a little outdated and not mobile friendly which is extremely important to our export customers, so a new, modern website has been custom designed with input from our sales team and is now available to view at www.rtnltd.co.uk

We have also launched a new parts website so customers can now log into www.rntankerparts.com and order any one of 800 tanker parts from air fittings up to hose reels.

On the sales side Adrian Mason, retail sales executive was pleased to report: "2021 was another very strong year and 2022 has followed suit with orders already into 2023 for rigid. Trailers have some availability for later this year with potential of some stock builds.

"Prices and availability of raw materials have, again, made pricing extremely difficult, especially when quoting for 2023 builds, but our parts team are working closely with suppliers to keep production flowing without affecting quality.

"We are excited to be exhibiting at this year's UKIFDA Expo 2022 which marks the return of some sort of normality to the industry so call over and say hello. We are on stand 42!"

rtnltd.co.uk

Visit the RTN Group on Stand 42 at the EXPO



An RTN build for Lovell Fuels

TASCA TANKERS



Tasca Tankers are the UK's leading, award winning British based manufacturer of road tankers. Renowned for exceptional levels of reliability and build quality, and with almost 30 years of engineering excellence to our name, we are regarded as the go to experts in fuel oil, LPG and aviation tankers..

Fully ISO, ADR, UKAS and NSS Type Approval accredited to meet all legislation.

From our location in Wakefield, we cover a broad range of tanker services from design to manufacture, working closely with each customer to obtain their individual requirements.

Shaun Harte
Mobile: 07799 463636
Email: shaunharte@aol.com

Our comprehensive workshop facility offers the following:

- Manufacturing tankers in aluminium and stainless steel.
- Full repair and back-up facilities for our customers.
- All types of chassis and electrical alterations.
- Full commercial painting and decaling facility.
- Fully approved on site Meter calibrations.
- Tank testing (full UKAS accreditation).
- Tanker spares with next day delivery.

Tasca Tankers Limited
Wakefield, West Yorkshire
Tel: 01924 369007
Website: www.tascatankers.ltd.uk
Email: sales@tascatankers.ltd.uk

Driving efficiencies for customers

SUTTONS is an innovative logistics and supply chain company delivering high quality and cost-effective solutions. With one of the largest road tanker networks at its disposal, Suttons Tankers creates a competitive advantage for its customers while ensuring industry-leading levels of compliance and safety.

The ability to create bespoke solutions for its customers sets the nationwide haulier apart in the industry and drives efficiencies for their customers' operations. Ongoing investment in its fleet and technology also ensures Suttons' customers continue to receive the highest standards of service.

With a large depot network in strategically placed locations across the UK, Suttons Tankers have the capacity to support a wide range of customers in the bulk logistics industry.

suttonsgroup.com



A tanker in the eye-catching Suttons livery



RIGID / TRAILER MANUFACTURE • PARTS, SERVICE & RENTAL

**LAKELAND
TANKERS**



**Manufacturer of the Fuel Oil News
Tanker of the Year 2020**



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

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

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

Tasca Tankers has been busy again

The downside of **TASCA's** success is the ability to produce on-time deliveries. We've been very aware of this over the last couple of years.

There are some radical changes within the production facility and process now in place, including a massive investment in state-of-the-art technical engineering equipment.

The quality at Tasca's has always spoken for itself but with overdue deliveries we have let ourselves down. We are a British company supporting British suppliers and we are proud to be investing in people and our company, to ultimately provide a better product and service to our loyal customers.

We have exciting news to come.

Keep the faith and thank you for your continued support.

tascatankers.ltd.uk



A stylish Tasca build for Simpson Fuels

The go-to place for tankers

WILLIAMS TANKER SERVICES, as the UK distributor for LAG, is delighted to be attending the 2022 UKIDA Expo.

As a leading European manufacturer of new fuel tankers, LAG has a reputation for quality. The stuffed-head barrel design gives LAG unparalleled reliability, and its appearance makes the LAG the pride of the fleet. But the state-of-the-art tanker is only part of the appeal to buying LAG fuel tankers.

With an 18-bay specialist tanker workshop in Morley, West Yorkshire, a large UK held parts stock and an experienced team of dedicated tanker specialists, WTS is the go-to place for whatever your fuel tanker needs are. From new tanker purchases, trade-ins, rental, repairs and maintenance; Williams Tanker Services will be able to help.

williamsts.com

Visit Williams Tanker Services on Stand 137 at the EXPO



Atkinson thrives on finding pump build solutions

No obstacles – only challenges

ATKINSON EQUIPMENT LTD has a bulk OEM pump kit design and build capability. The company can produce bespoke solutions utilising their in-house CNC turning/milling, combined with Swiss/German produced FMT diesel dispensing equipment.

Pump kits can be mounted on all manner of fabricated plates or supplied as loose pump sets. Builds can be suited to most plastic and steel storage tank footprints.

Contact Atkinson Equipment Ltd with your fuel dispensing requirements and benefit from their insight into the possibilities. With 50 years' experience in the heating and fuelling industry, for them, there are no obstacles – only challenges.

Contact 01373 822220 / sales@atkinsonequipment.com

Atkinsonequipment.com

A tank to suit almost any application

With a manufacturing heritage stretching back over 40 years, **CARBERY** tanks are the preferred choice of distributors and installers across Ireland, Great Britain and beyond. Manufactured in West Cork, Ireland and distributed in Great Britain by Davant Products, the Carbery range includes AdBlue, Diesel, Heating Oil and Waste Oil Tanks.

From the 55 litres portable Fuel Caddy, to the 6,000 litres capacity Fuel Point Premium, today there's a Carbery tank to suit almost any application. Whichever model you specify, you can be confident it's engineered to exceed the most demanding requirements.

Carbery Plastics Limited, Ireland

Call +353(0)23 883 3531, e-mail info@carberyplastics.ie

Davant Products, United Kingdom

Call +44(0)1531 630068, e-mail info@davant.co.uk

carberyplastics.com

Visit Carbery on Stand 65 at the EXPO



A wide range of tanks to suit almost any need

Creating a new range to meet changing industry needs

ENVIROSTORE TANKS LTD will not be exhibiting this year, however we wish all UKIFDA Members, exhibitors, and visitors, all the very best for a good show, and we will see everyone again in 2023.

Envirostore is busy focusing on producing a range of bunded oil storage tanks, fuel dispensers and Adblue tanks for today's marketplace, catering for the requirements of an ever-changing industry.



Time to change your plastic tank supplier? Contact Envirostore Tanks – the independent plastic tank manufacturer. Call for sales: 07540 299 917 or general: 01267 241 026 Email: envirostore@yahoo.co.uk

envirostoreuk.com

An evolving product range

Driving greater operational efficiency

KINGSPAN ENERGY MANAGEMENT SYSTEMS will be showcasing its latest generation of Watchman telemetry devices at UKFIDA 2022.

The team will be using the stand's large touchscreen TV to demonstrate how FODs can drive greater operational efficiencies, and become more profitable, through the use of tank monitoring.

Telemetry enables FODs to remotely import data about customers' oil levels onto their software systems – typically CODAS & Fuelsoft (no need for file sending). It automatically flags any tanks that need refilling and generates a ticket. The data can then be exported and mapped.

The team are also able to advise visitors about the emergence of Hydrotreated Vegetable Oil (HVO) as an alternative, low-carbon, customer fuel.



All Kingspan's domestic oil tanks are HVO-ready.

www.kingspan.com/gb/en-gb/products/smart-monitoring

Visit Kingspan on Stand 128 at the EXPO

State-of-the-art fuel monitoring technology for FODs



CARBERY by **PLASTICS**

DAVANT

Fuelling Safe & Secure Heating Systems

Over 40 year's experience manufacturing premium fuel storage tanks. (Available in 650 – 6000Litres)

Replacing your oil tank? Make sure it's a Carbery Plastics oil Tank Suitable for HVO



We are exhibiting!

To discover how Carbery can help grow your business, in Ireland call Carbery Plastics on +353(0)23 883 3531, in the UK call Davant Products on +44(0)1531 630 068, click www.carberyplastics.com, or catch up with us at UKIFDA EXPO 2022



Stand No.65



A next generation tank monitoring solution

MAGNUS MONITORS is the world's first truly wireless, radar-based tank level monitoring solution for all fuels, lubricants, fuel additives and waste oil services.

Our level monitor is non-intrusive, requiring no drilling of holes in tanks, thus reducing the installation time to sub 5 mins. Unaffected by environmental conditions it has an accuracy surpassing ultrasonic level monitoring solutions currently available. It enables businesses to proactively manage all their customer base

MAGNUS COO, Xavier Slevin, confirmed: "It has allowed our customers to enhance their service levels and customer retention, while achieving at least 30% increase in operational efficiency and a quicker ROI.

"MAGNUS Monitors expertise in advanced hardware design and machine learning software coupled with leading edge IoT connectivity, has enabled us to develop a next generation tank level monitoring solution for the industry's emerging needs, which is very cost effective – ready for mass adoption."

magnusmonitors.com

Visit Magnus on Stand 108 at the EXPO



Highest quality products, ethics and care

OTS GROUP LTD has over 50 years' experience of designing, building and installing fuel storage tanks across the commercial spectrum including the award-winning patented Multiserv pop-up filling station product shown in the image.

Also providing a comprehensive service back up for tanks and pumps to all our customers including servicing, replacement, adaptations and fuel quality checking OTS Group's works are Gold certified by Construction Line.

Industry specialists at distribution depot design and build as turnkey projects with sophisticated IT control and monitoring systems using our proven Poseidon SCS™ system. OTS Group are also licensed waste management contractors with a fully licenced safe disposal site that has a public weighbridge for decommissioned oil tanks and redundant fuels.

Over 50 years OTS Group has built the business through the highest quality products (All tanks are built and certified to OFS T/200 – the only UK standard for bunded steel tanks) and by our duty of care and ethical approach to our valued customers.

otsgroup.co.uk



The award-winning Multiserv pop-up filling station

Tanks with built-in Fire Protection

Install a Tuffa Fire Pro where other tanks cannot go

- ✓ Quick and easy installation
- ✓ Plastic and Steel models in capacities from 900 litres
- ✓ No need for unsightly, expensive building works
- ✓ Tried and tested by installers for over 15 years
- ✓ Future-proof - compatible with HVO and HVO blends



Find out more at
tuffa.co.uk/firepro



Tel: 01889 567700 | Email: sales@tuffa.co.uk



Tankerbase Sapphire

The fully integrated
fuel management software
solution for today's oil distributor

New ePOD
in-cab computer
(Android)



Tankerbase Sapphire is a leading fuel order management and delivery fulfilment system incorporating the latest back office, order entry, fuel web shop (eSHOP), load planning and on-vehicle computer systems providing key information at the relevant time to your customers, office staff and delivery drivers.

A truly scalable, modular application deployed on-premises or cloud hosted. In single user environments to multi-user, multi-company, multi-depot organisations, Tankerbase Sapphire is not too big for an owner/driver and not too small for a nationwide logistics operation.

Excellence through innovation

Tel: +44 (0)1206 564600 | Web: www.ims-integer.com | Email: sales@ims-integer.com





High spec at a competitive price

TUFFA TANKS is a UK-based market-leading storage tank manufacturer with over 100 standard products in plastic and steel. A vast range of tanks provides heavy-duty and compliant storage or dispensing for diesel, oil, AdBlue, chemicals, petrol and more.

The company has just launched its new range of steel fuel tanks designed to tackle the challenges of 2022 including the rising cost of fuel and steel. Tuffa now offers HVO compatible fuel tanks in 12 capacities from 5,000L to 100,000L. Streamlining the manufacturing process and reducing waste has enabled the company to offer competitively priced steel tanks with a high-spec as standard, including a Piusi K44 Pulse Meter for connection with a fuel management system giving fleet operators more control of their fuel usage.

tuffa.co.uk

HVO ready storage solutions



Western Global tanks are ready to meet customers' needs with all tanks compatible with HVO – a fuel that presents a strong alternative to help reduce CO2 emissions.

With the changes to the Red Diesel Tax, more businesses are looking for alternative fuel storage solutions to meet their environmental goals.

What's new?

The newest product launch at Western Global is fuel management pumps to help customers manage their fuel consumption

and track cost. The company offers several fuel management options to customers, from integrated online fuel management to commercial pumps designed for continuous use.

You can get in touch to learn more about our complete fuel solutions by calling +44 (0)1454 227 277 or contacting info.uk@western-global.com

western-global.com

Western Global will be exhibiting at Stand 46 at the EXPO and the expert team look forward to discussing your fuel storage requirements.

ULTRA Compact – raising the bar

Six years ago, **Ultra Compact** launched its copyrighted fuel tank valve at FPS EXPO 2016. Following the success of the innovative product a variety of complementary fuel tank filters have evolved, with two extremely versatile in-line units in addition.

ULTRA Compact's ethos is one of quality, reliability, durability & versatility whilst, at the same time, constantly seeking perfection with all products under constant review. Another word that perfectly describes the company's equipment is compatibility, with everything post-2015 having been designed HVO & biofuel ready.

There are three fuel tank filter ranges; Budget, Standard and Premium, and all fuel tank filters are interchangeable with each other and with the entire range of UC manifold fittings and fuel tank valve options, presenting universal solutions. Products are comprehensively tested for durability and reliability in real-time on Shetland, exposed to the harshest conditions within the U.K.

A highly desirable and unique service is client branding of filters – offered to industry members at no additional cost. With key components of stainless steel and green Viton rubber extending also to the Budget range, it's easy to see why an increasing number of rotational moulders now favour the product.

To find out more contact: info@ultracompact.co.uk or call 0800 917 3529
ultracompact.co.uk

Visit us on Stand 31 & 32 at the EXPO

Constant innovation
in a bid to achieve
product perfection



Trusted by the UK's best-known hypermarkets, international oil companies and blue-chip customers.

The nation's best-known hypermarkets, international oil companies and blue-chip customers in commercial, retail, supermarket, aviation, and chemical sectors, rely on **ESSAR** for large-scale supply and distribution of road and aviation fuels and other high quality petroleum products.

Strategically located on the banks of the River Mersey, Essar's Stanlow Manufacturing Complex offers outstanding manufacturing expertise, extensive infrastructure assets and unrivalled connectivity for the reliable supply and distribution of exceptionally large volumes of products.

"Supplying over 16% of the UK's road transport fuels we are delighted to offer best-in-class delivery services via road, pipeline, and ship from Stanlow," a spokesperson for Essar commented. "We are proud of Stanlow as a key national and regional asset."

essaroil.co.uk

Visit the team on Stand 87 at the EXPO



Essar fleet vehicles stand ready to distribute essential fuels



Greenenergy: the UK's largest independent fuel wholesaler

Finding solutions to always put customers first

As the UK's largest independent fuel wholesaler, **GREENENERGY** strives to provide customers with industry-leading supply security, offering market-leading operational efficiencies and reliable customer service.

Its infrastructure, supply chain optionality and in-house haulage capability allow Greenenergy to source, produce and distribute fuels where it's needed even at times of exceptional market circumstances such as the fuel crisis seen at end of September 2021.

Commenting on the company's priorities, Caroline Lumbar, Greenenergy's UK trading director, said: "We put our customers first, finding solutions through any market challenges to secure supply".

Already Europe's largest producer of waste-based biodiesel, Greenenergy is also investing in next-generation renewable fuels from wastes supporting the decarbonisation of transport in the UK.

The company also serves the Irish market through Inver Energy and Amber Petroleum, two trusted and well-known brands.

Visit Greenenergy on Stand 71 at the EXPO

Supplying fuel wherever and whenever it's needed

Leading independent UK fuel importer and wholesaler **MABANAFT** supplies refined petroleum products and biofuels to distributors, retailers, airlines, supermarkets and commercial and industrial businesses. With a network of independently operated terminals located throughout the UK the company is well-positioned to supply fuel to customers wherever and whenever they need it.

Mabalive, Mabanaf's unique online purchasing system, makes it easy for customers to buy fuel. They can view live prices, place orders and track deals from lifting at the terminal to final invoicing. Mabalive has received glowing reviews, including being called the most advanced system provided by any wholesaler in the UK.

Mabanaf will play an important role in the UK's transition to cleaner, more sustainable energy sources. It forms part of a wider group which is developing a range of low-carbon fuel options that will substantially reduce emissions and will support customers by supplying biofuel blends and other synthetic fuels to meet their transportation, heating and industrial needs.



One of the UK's leading independent fuel importers and wholesalers

Visit Mabanaf on Stand 104 at the EXPO
Mabanaf.co.uk

What you want, when you need it

PHILLIPS 66 LIMITED owns and operates one of the biggest and most efficient refineries in Europe, the Humber Refinery. “We continue to invest in our advantaged UK-wide supply network, which meets approximately 15% of the UK’s refined fuel needs,” says Renee Semiz, managing director, UK Marketing.

“We have access to UK supply infrastructure based on a network of major pipelines, rail links and a shipping operation, as well as a range of exchange and purchase agreements. Thanks to our extensive core and regional terminal arrangements, we’re able to distribute over 11 billion litres of refined fuel annually across the UK, supplying our customers with what they want, when they want it.

“A three-way collaboration between our refinery, our commercial team and our marketing division means we are ideally placed to cost-effectively move quality product inland from our Humber Refinery, supplement this by our commercial division importing product and then market our products competitively within the UK.”

phillips66.co.uk

Visit the Phillips 66 team on Stand 80 at the EXPO



The iconic Humber refinery which continues to evolve to meet changing needs

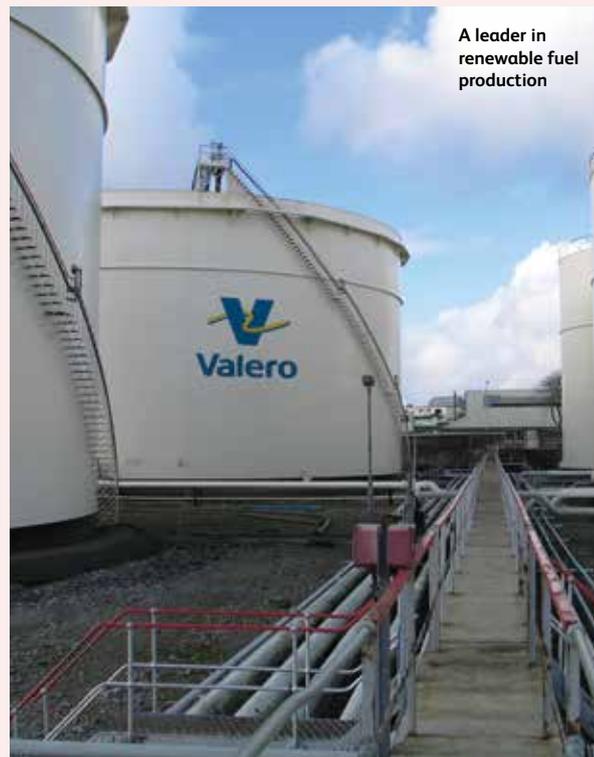
Ahead of the game in sustainable fuelling

As we move towards net-zero in 2050, we will all need to change the way we do business and the liquid fuels we provide. Already a leader in producing renewable fuels, including renewable diesel (Diamond Green Diesel) and corn ethanol, with over \$3bn invested on low carbon projects to date and a further \$2bn investment planned, **VALERO** is ahead of the game.

“We are on track to offset/reduce 63 percent of our global refining GHG emissions by 2025, increasing to 100 percent by 2035,” a spokesperson for Valero elaborated. “We are evaluating and advancing investments in sustainable aviation fuel, hydrogen, carbon sequestration and more.

“Low carbon fuels are part of the future energy mix and Valero is steadfast in its commitment to its energy transition strategy.”

valero.com



A leader in renewable fuel production

Fuel solutions for when it really matters

WORLD FUEL SERVICES is a Fortune 150 company and a leader in the global energy industry.

Our team is there for our customers when it matters most. With 5,000+ dedicated employees and local experts, we offer fuel and energy services, supply fulfilment, and transaction and payment management solutions.

In the UK, we continue to offer wholesale fuel solutions for distributors and large end-users across the fuel industry and look forward to further strengthening relationships throughout the remainder of 2022.

wfscorp.com



World Fuel Services' Liverpool terminal



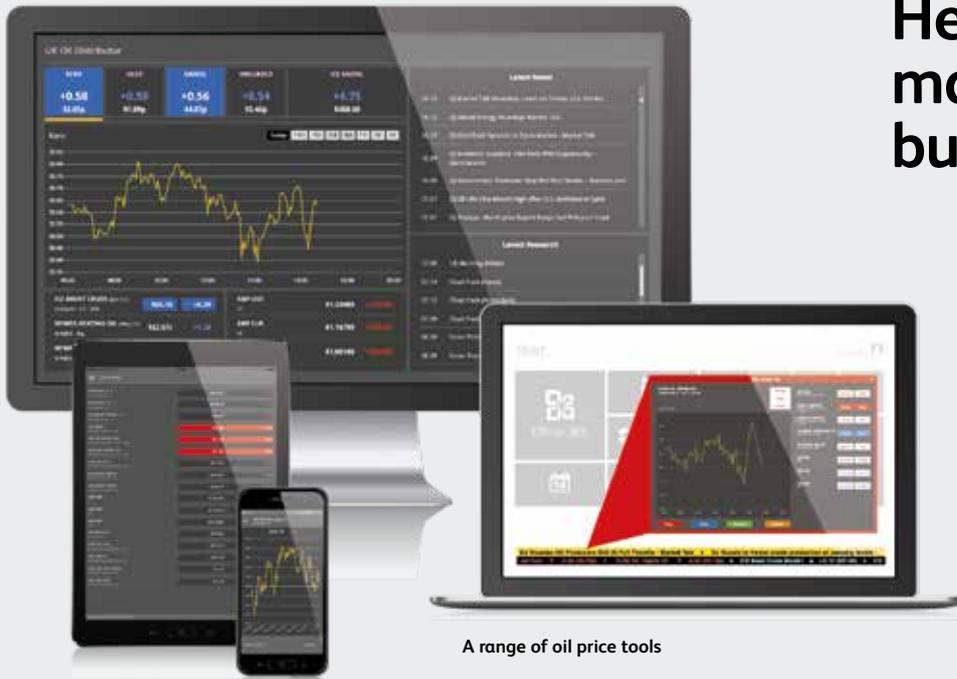
Tank Storage Conference & Exhibition 2022

Presented by TSA

The UK's leading event for the
bulk liquid storage sector

22 September 2022
Coventry Building Society Arena,
Coventry, UK

Event registration > www.tankstorage.org.uk/conference-exhibition



A range of oil price tools

Helping distributors make informed buying decisions

The **OIL MARKET JOURNAL (OMJ)** will be unveiling the latest range of oil price tools for UK and Irish oil distributors at the UKIFDA Expo 2022 in Liverpool.

OMJ continues to develop its product offering and will be showcasing the latest oil price tools designed to help oil distributors profit from the volatility on global oil markets.

With services designed to help clients make informed buying decisions in the fast-moving UK and Irish oil markets, the OMJ team look forward to welcoming new and existing clients for a demonstration of these products.

Visit OMJ on Stand 57 at the EXPO

Analytical expertise to solve fuel-related problems

SMS ANALYTICAL LTD is an independent consultancy providing expert chemistry knowledge including for fuels, engine oils, edible oils, and petrochemicals. Analysis offered includes the profiling of fuels, from petrol through to heavy bunkers, for pollution, stability or contamination issues, analysis of fire debris for accelerants or self-heating oils and smoke taint contamination as well as analysis of a wide range of materials.

Established 8 years ago by chemists with over 40 years of experience, SMS Analytical provides key benefits:

- The specialist knowledge to solve difficult analyses.
- A bespoke approach offering flexibility in methodology and interpretation.
- An information flow to keep the client ‘in the loop’ and up to date.
- Established Trust – SMS has a proven track record with more than 90% returning clients.

Specialist chemical knowledge allows SMS the flexibility to adapt existing methods or develop new ones where necessary, to provide detailed reports giving clients the information to help solve their problems. Certified to ISO 9001:2015 the company takes organisational quality seriously.

“We enjoy using our experience to investigate and solve new problems because we really enjoy the chemistry and analytical opportunities the business brings,” explains Dr Sheila Marshman, director of SMS. “We also want to give clients the full range of chemical information not just as tables of figures but to provide full profiles and explanations or interpretation where requested.”

Fuel and oil related analyses include:

- Boiling range.
- Identification of volatile contaminants.
- Oil pollution [Nordtest; CEN/TR15522-2]
- Acidic/basic polar components
- Fatty Acid Methyl Ester (FAME) components.

- Identification of solid contaminants and discolouration of fuels e.g. yellowing of kerosene and diesel fuel instability.
- Characterisation of new fuel types (e.g. plant based, HVO, derived from pyrolysis of wastes).

If you have a problem with fire or pollution-related incidents, discoloured or contaminated fuels, or on-spec fuels that nonetheless cause problems in use, contact: admin@smsanalytical.com or phone on +44 (0)333 358 0037 to see how SMS can help.

You can see examples of analyses at [smsanalytical.com](https://www.smsanalytical.com)



Expert chemists Mark Marshman and Dr Sheila Marshman ready to solve your problems



ALDER AND ALLAN Undertaking an environmental risk audit

The perfect partner

With over 95 years' experience, **ADLER AND ALLAN** is the perfect partner to help with your mid-stream and downstream oil infrastructure. As one of the UK's leading environmental specialists we have a comprehensive understanding of the challenges you face, the risks you encounter, and the issues that exist for businesses moving into the next generation of fuels and fuel supply.

Despite the risks, this will also present opportunities for businesses in the sector; either through achieving new customers as a result of having a clear strategy to reduce carbon emissions; or through the development, sales and marketing of new, lower carbon fuel types.

Getting 'ahead of the game' and taking action now will not only ensure you're at the forefront, it will also help reduce operational costs. Adler and Allan has the expertise to help you to maximise these opportunities.

Services we offer:

- Primary, secondary and tertiary containment inspection and maintenance
- Environmental consultancy
- Environmental risk audits
- Contaminated land remediation
- 24/7 spill response
- Interceptor / separator cleaning
- Road tanker testing
- Tank cleaning

adlerandallan.co.uk

Visit us on Stand 92 at the EXPO

Building resilience and enhancing growth

ATTIS CREDIT SOLUTIONS LTD is an independent credit insurance broker with a team of experts whose experience spans over 300 years.

Focused and experienced in facilitating trade credit solutions for the energy sector, including oil, gas and utilities, we advise companies trading in the sector on protecting their receivables, optimising working capital and growing trading relationships both in the UK and overseas. We work as a personal, long term professional partner providing integral support to assist our clients in building resilience and enhancing growth.

Attis also runs the Petroleum Distributors Intelligence Unit (PDIU) – a group of Oil Companies, Traders, Distributors & Fuel Card Agents that shares (legally) intelligence on delinquent debtors and share best practice at ½ yearly F2F meetings.

Meet with Attis on Stand 83 at the EXPO



Acquiring or disposing of a depot? Consultancy offers assistance and peace of mind

Should you be looking at acquiring or disposing of a depot, **COMPASS ENVIRONMENTAL CONSULTANCY** is able to provide assistance. Support is provided by undertaking an assessment of environmental risks including the identification and quantification of on and off-site sources of contamination. Once completed this enables Compass to establish the cost which may be associated with the management of any environmental risks identified.

Compass is also able to assist with the ongoing management of Environmental Liability to provide clients with peace of mind throughout the process.

You can find members of the Compass team on Stand 86 (Oilshield) who will be happy to discuss your requirements!

Visit Compass on Stand 86 at the EXPO



Working hard to solve clients' problems



Finding solutions to your problems

With over 35 years' worth of experience, **LCM ENVIRONMENTAL** is a leading UK technical service provider to the fuel, energy and infrastructure industry. The company provides fuel infrastructure management services on behalf of a range of businesses across the UK including fuel distributors, fuel terminals, public sector customers, SMEs, and blue-chip companies.

In-house specialists are proud to be fuelling

advancement and advise on service offerings, keep customer critical assets compliant and product within specification. The services offered protect the environment by reducing the risk of critical asset failure and as required, supporting clients if issues should occur. The company prides itself in always trying to find a solution to a problem.

For more information contact 0808 164 4570

lcmenvironmental.co.uk

Solutions that give clarity and confidence

Aon plc (NYSE: AON) exists to shape decisions for the better — to protect and enrich the lives of people around the world. Our colleagues provide our clients in over 120 countries with advice and solutions that give them the clarity and confidence to make better decisions to protect and grow their business. Through our experience and state-of-the-art analytics, we are better able to help clients meet rapidly changing, complex and interconnected challenges across four areas of need:

- Navigating new forms of volatility
- Building a resilient workforce
- Rethinking access to capital
- Addressing the underserved

In the UK, Aon has a team that delivers risk and insurance led services, including:

- Credit insurance
- Risk management and consultancy
- Health and Benefits
- Mergers and Acquisitions

aon.com

Protection for your entire business in one product

OILSHIELD is a comprehensive insurance package for liquid fuel distributors that provides protection for your whole business, all under one product. Working with insurance partner, Aviva, Oilshield can provide you or your broker with a competitive quote for your insurance requirements that covers your vehicles, your property and your actions as part of a straight-forward solution.

Whether renewals are due imminently or being planned for next year, Oilshield welcomes visitors to their stand at this year's UKIFDA

EXPO where the team will be happy to discuss insurance needs.

"We look forward to seeing you in Liverpool!"

oilshield.co.uk

You will find Oilshield on Stand 86 at the EXPO

Software that does the hard work for you

EVALU-8 is comprehensive, easy to use and affordable human resources and health and safety software. Evalu-8 is packed full of features including:

Evalu-8 is packed full of features.

The software comes with free set-up, free, unlimited training, free on-going support and free development and does not require customers to be tied into a contract!

TO learn more and arrange a demonstration to see how the software can do the hard work for you, visit:

evalu-8.com



Stand out from the crowd with industry-leading functionality

The **FUELISOFT** application has been regularly enhanced and developed over the past 12 months. It now incorporates functionality that allows for PLATTS pricing recipes, degree day order creation, direct debit mandates from within Fuelsoft amongst a number of other product enhancements.

Fuelsoft now has a clear, fully documented, product roadmap that details our commitment to continuing to provide industry leading functionality and services across our product range.

All of our products can be operated from Fuelsoft's own SAAS solution, offering the most secure environment available for data and a complete disaster recovery solution. Fuelsoft is the leading Cloud solution provider in the marketplace.

fuelsoft.co.uk

Visit us on Stand 74 at the EXPO

Empowering distributors in an ever-changing environment

What's new at Herbstsoftware.com? Just because **HERBST** has been delivering fully integrated software solutions for the Irish oil distribution business for over 15 years, does not mean there is nothing new happening!

Every 6 months some new improvements are released to empower Irish businesses to deal with the latest trials and tribulations of doing business in this ever-changing environment. One of the things we are pleased to announce this year is a new module that automates the interoperability with DreamTec's latest handheld software. Providing easy to use cloud-based business intelligence integrated with credit control and comprehensive account management tools



Inside the Dublin offices of Herbst Software

which help to make your business both more competitive and more efficient Herbst has offices with training facilities in Wicklow, Cork and Dublin.

For details contact HQ on +353 (0)4 046 7164

herbstsoftware.com

New standard in downstream delivery fulfilment

TANKERBASE SAPPHIRE from **IMS** is a leading fuel order management and delivery fulfilment system incorporating the latest back office, order entry, load planning and on-vehicle computer systems.

Product development is at the heart of our philosophy, whether it is staying abreast of statutory regulations including RDCO, ROM1 and GDPR, or developing back office and in-vehicle systems designed to enhance and streamline the downstream fuel delivery process from order creation to delivery fulfilment.

"At this year's expo, we will be showing

the latest ePOD on-truck computer system re-developed to run on the latest rugged Android handheld and tablet devices."

"Feature rich with an industry tailored operator experience and capable of deployment alongside existing versions of ePOD, we expect ePOD 5.0 to be the new standard in downstream delivery fulfilment."

ims-integer.com

Visit us on Stand 44 at the EXPO



Take control. Deliver more

DREAMTEC COMMAND is a comprehensive stock, fleet and order management system that allows fuel distribution-based companies to take control of operations in a whole new way.

The system provides complete transparency over every aspect of distribution activities, offering the tools and data needed to effectively manage stock and resources, and enabling companies to deliver more for their customers, more for their team and more for their business.

To have a conversation to find out more about how DreamTec Command can help to

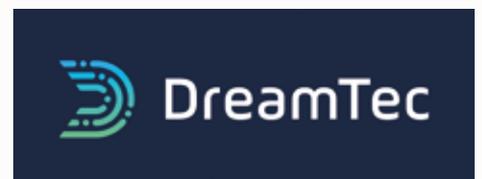
transform your business, call 0161 210 2129.

You can also get in touch to arrange a demonstration and try DreamTec Command for yourself.

Deliver More. For Your Customer. For Your Team. For Your Business.

dreamtecsystems.com

Visit us on Stand 113 at the EXPO



Specialist driver training from an experienced provider

With over 29 years' experience. **PEN UNDERWRITING – PEN DRIVER TRAINING** offers specialist training services to the customers, suppliers and contractors of the general fleet market, including hazardous haulage and tanker distribution. The team has trained thousands of delegates and organised hundreds of training days both in the UK and abroad.

All services are delivered by our in-house specialists supported by a network of associates who are all experts in their own fields and have practical in-depth experience of the industry.

ADR Driver Training

Accord Dangereuse Routiers (ADR) requires drivers of hazardous goods vehicles to attend a formally recognised and approved training course every five years. Our Scottish Qualification Authority (SQA) accredited initial and refresher courses are delivered nationwide at our registered training locations, or courses can also be held at your premises subject to the SQA.

As a legal training requirement, modules of the ADR syllabus and qualification can be offered on either a refresher or initial basis with credited hours toward a driver's Certificate of Professional Competence (CPC) training. Our quality training courses are delivered by experienced and helpful trainers, ensuring the highest levels of customer and delegate satisfaction.

DCPC Driver Periodic Training

Pen Underwriting Driver Training is a Joint Approvals Unit for Periodic Training (JAUPT) accredited training provider for Driver CPC

Periodic Training. Covering 19 modules, through a mixture of classroom and in-cab training, this course provides a versatile approach to meeting training requirements whilst minimising business interruption and driver down time.

Pen Driver Training aims to improve the knowledge and skills of drivers and also ensure their skills are maintained bringing an improved professional and positive image to the industry. All drivers will be required to complete a minimum of 35 hours of periodic training within every 5-year period.

Petroleum Driver Passport (PDP)

The PDP scheme sets a benchmark in competency against which all road tanker drivers who are loading, transporting and offloading petroleum fuel products in road tankers in the UK are measured. Competency is assessed using both classroom and practical techniques.

Full PDP

The full PDP consists of classroom training followed by an online examination as well as practical assessments which include, vehicle walk round check, loading of the tanker, driving assessment and discharge of the load. On a 1-1 basis, this will entitle you to 7 hours driver CPC. Both need to be completed every five years and within four months of expiry date if the candidate already holds a PDP licence.

Refresher Training

PDP drivers are required to attend classroom training and practical assessments annually to maintain the validity of their PDP.



Ken Taylor, training and development manager at PEN Driver Training

The classroom training includes one of the eight modules listed below along with the practical assessment, which includes, vehicle walk round check, loading of the tanker, driving assessment and discharge of the load.

- EU Drivers Hours & WTD
- Digital Tachographs
- Drivers' Responsibilities & Manual Handling
- Spillage Prevention & Response & Working at Heights
- Fuel Efficient & Defensive Driving Classroom
- Dangerous Goods Awareness Training
- Banksman

On a 1-1 basis, this offers 7 hours of CPC. One of the modules above, and a practical, need to be taken within the four months before the PDP expiry date.

PLUS

- Spillage Prevention
- Working at Heights – Ladder Training
- Fire Risk assessment
- Fork Lift Truck Training
- Health and Safety Audits
- LGV + Car Fuel Saving and Defensive Driving
- Hazard Awareness

Fully funded driver training courses

The **DRIVER ACADEMY GROUP** is a consortium comprising business organisation Logistics UK, HGV training specialist HGVC, and workforce solutions group Manpower offering driver training courses, called Skills Bootcamps, fully funded by the Department for Education and delivered by the consortium.

For existing HGV drivers, three types of bootcamps are available: licences upgrades, for those with a category C licence (rigid HGV) looking to upgrade to a category C+E (an articulated lorry), refresher courses for anyone

looking to rebuild their confidence behind the wheel, and ADR & Petroleum Passport, for those wanting to transport hazardous goods and drive fuel tankers.

Free courses are also available for individuals with no experience wishing to start a career in HGV driving.

Companies looking to upskill existing drivers can apply for Government funding of 70% of the scheme's cost. The Skills Bootcamps are part of the Government's Lifetime Skills Guarantee.

www.hgv.academy

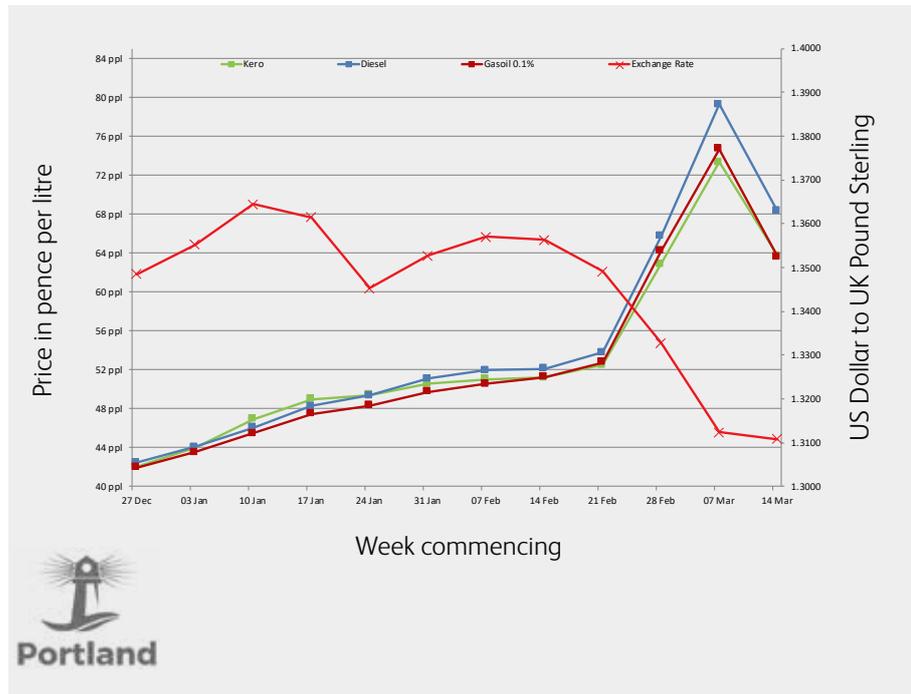


Funded ADR courses available now to upskill HGV drivers

Wholesale Price Movements: 19th February 2022 – 18th March 2022

	Kerosene	Diesel	Gasoil 0.1%
Average price	62.49	66.03	63.19
Average daily change	3.97	4.40	4.07
Current duty	0.00	57.95	11.14
Total	62.49	123.98	74.33

All prices in pence per litre



Highest price 84.24 ppl Tue 08 Mar 22	Biggest up day +9.04 ppl Thu 17 Mar 22
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Kerosene	
Lowest price 50.83 ppl Mon 21 Feb 22	Biggest down day -9.91 ppl Thu 10 Mar 22

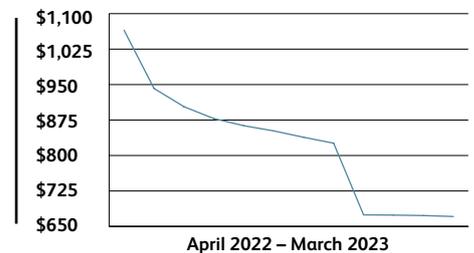
Highest price 91.74 ppl Tue 08 Mar 22	Biggest up day +8.86 ppl Tue 08 Mar 22
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Diesel	
Lowest price 51.95 ppl Mon 21 Feb 22	Biggest down day -11.63 ppl Thu 10 Mar 22

Highest price 86.87 ppl Tue 08 Mar 22	Biggest up day +8.61 ppl Tue 08 Mar 22
--	---

Gasoil 0.1%	
Lowest price 51.10 ppl Mon 21 Feb 22	Biggest down day -11.02 ppl Thu 10 Mar 22

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	68.76	82.39	131.49	78.39	88.03	136.64
North East	67.71	81.02	130.57	81.17	86.30	134.36
North West	69.28	83.62	132.96	78.51	88.51	136.33
Midlands	67.78	81.55	131.03	76.87	86.75	135.14
South East	67.88	81.51	131.01	86.63	90.57	134.58
South West	68.23	81.35	130.85	80.31	86.54	134.11
Northern Ireland	68.34	82.72	n/a	77.25	89.05	n/a
Republic of Ireland	82.10	88.15	132.43	89.74	93.37	136.62
Portland	66.09	79.07	127.72			

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

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

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

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

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

IN ANTICIPATION OF THE UKIFDA EXPO IN LIVERPOOL THIS MONTH, WE CHAT WITH **KEN CRONIN**, CHIEF EXECUTIVE OFFICER AT UKIFDA.

“DON'T BELIEVE ANYONE WHO SAYS IT IS IMPOSSIBLE.”

KEN CRONIN

Give your career history in 25 words or fewer

Commercial and communication roles in nuclear, renewables, oil and gas and fuel distribution, with a five-year break in betting and gaming.

Describe yourself in 3 words

Data driven fanatic.

What were your childhood / early ambitions?

To become a chemistry teacher.

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

A custodian of an island in the middle of nowhere.

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

Don't believe anyone who says it is impossible.

Share your top tips for business success

Wake up every day with a smile and remember we are all human.

What's your most recent business achievement of note?

Starting a new job in a pandemic and not physically meeting anyone for 6 months and not driving anyone too mad in the process.

Tell us your greatest fear

Being bored – and there is no chance of that ever happening!

Which is most important – ambition or talent?

Most things you can learn but to turn it into something you need to have ambition.

What's the best thing about your job?

The amazingly diverse and talented people that work in this industry.

Which is the quality that you most admire?

Motivation.

What are you most likely to say?

Let's do it.

What are you least likely to say?

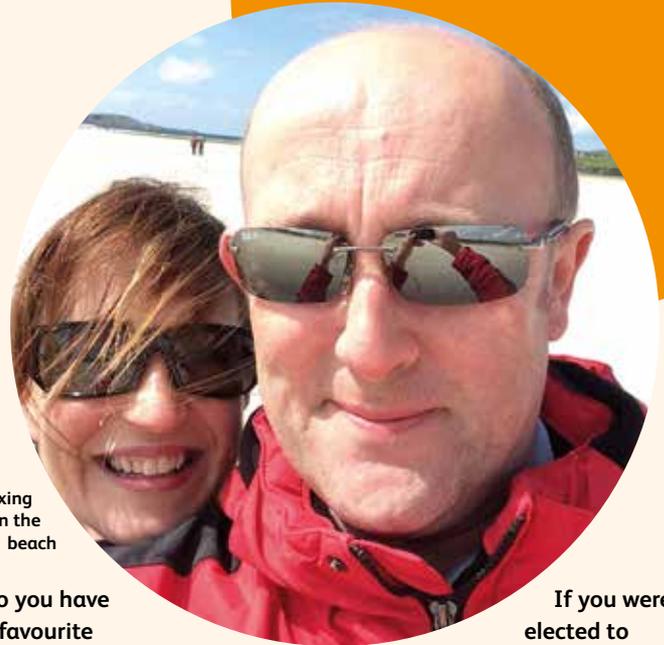
Let's do it tomorrow.

Describe your perfect day

Waking up and looking out to see the sea, walking along the beach, retiring for a long lunch with lots of seafood and one of my family to pay the bill and drive me home.



Family time brings smiles



Relaxing on the beach

Do you have a favourite sports team?

Fulham Football Club – my dad took me to every home game when I was a kid and I cried when we lost the FA cup Final in 1975 to West Ham.

What's the biggest challenge of our time?

Ensuring we have the right skills for the period ahead and not just to outsource it all to someone else.

Cheese or chocolate?

Cheese all the way with Scottish oatcakes and maybe a small glass of something.

Share your greatest personal achievement

My four boys – although I cannot take all the credit as my long-suffering wife had probably more to do with them growing up to be people that you wouldn't mind having around for dinner.

What's your pet hate or biggest irritant?

People telling me you can't do something without really thinking about it first.

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

This is really sad – red diesel legislation 1979 to the present day.

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

Free school meals for all children – we shouldn't stigmatise children at such an early age. Sitting down and eating with your friends is such a learning experience for future life.

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

Sorry, who are you?

What is number 1 on your bucket list?

I have been very lucky in the jobs I have done which has allowed me to travel but I would love to go to Australia and see Sydney Opera House.

What 3 things would you take to a desert island?

A limitless supply of music, a fishing rod and my wife.

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

When I was a kid at school, I was lucky enough to perform at the Royal Opera House and the English National Opera. I still sing in the shower.

Who would you most like to ask these questions of?

If he was still alive, Pavarotti – it still stuns me he couldn't read music despite being one of the famous singers ever.

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