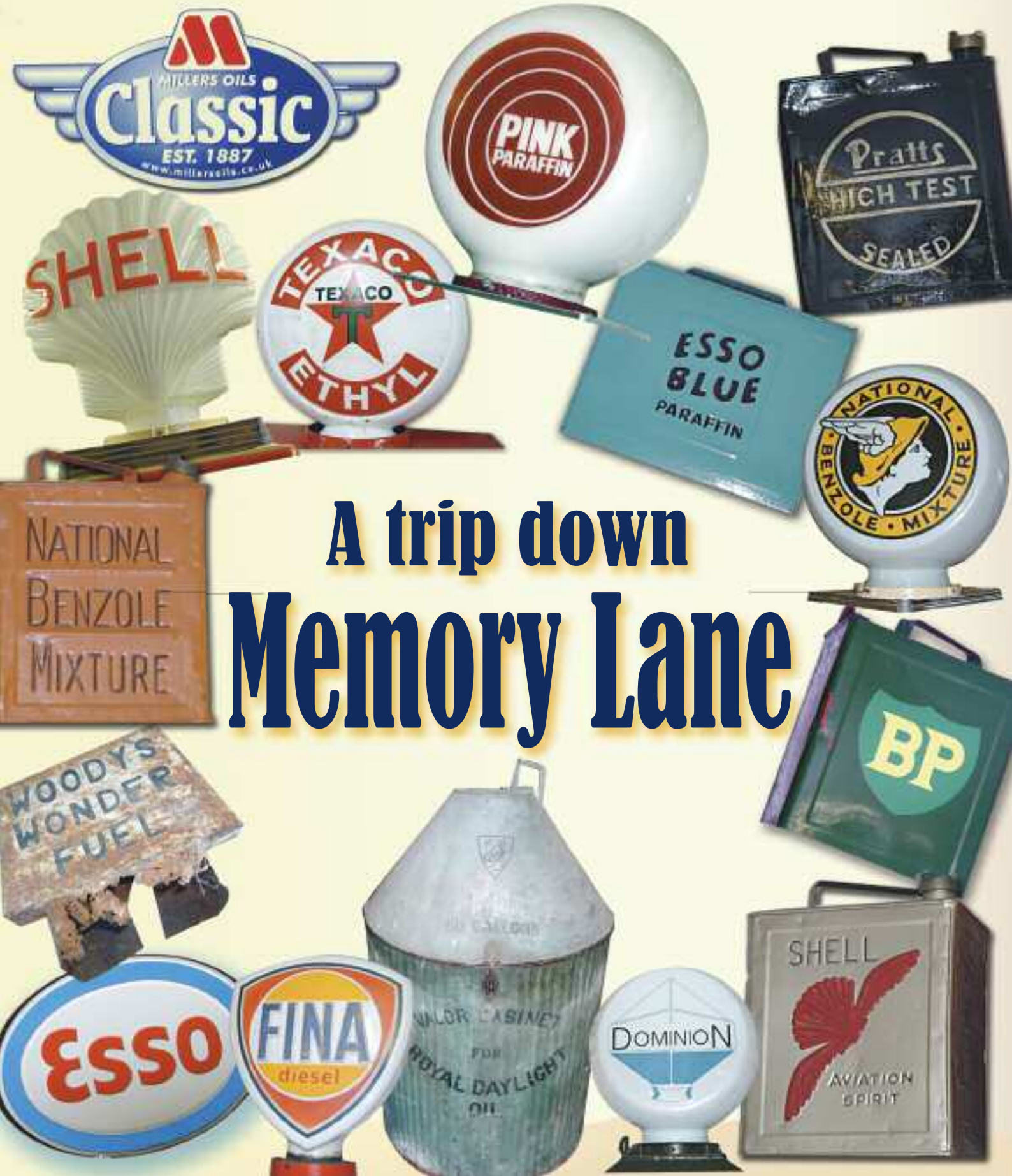


Downstream

The official magazine of the Federation of Petroleum Suppliers

Autumn 2007



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Trevor keeps the
nostalgia pumping –
see centre pages

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Floating refuelling challenge is overcome

When Cameron Forecourt fitted a new refuelling system on a pontoon at Victoria Pier, St Helier, Jersey, one of the biggest considerations was the unusually large tidal range of up to 12 metres.

The new system, fitted by Cameron Forecourt for its client Premier Service Marine Engineering, uses flexible delivery pipes, protected within an articulated carrier and formed into a hanging loop. This allows the fuel lines free movement to cater for the pontoon rise and fall, and protects from damage. Swivel joints and specialist dry break couplings offer further protection from adverse weather and tidal conditions.

The installation also includes above ground petrol and storage tanks and pontoon based fuel pumps. Cameron Forecourt's part in the project was timed to coincide with the lowest tides and took six weeks to complete.

The work included dredging and laying 200 tons of reinforced concrete to form a flat base on which the 44 metre long pontoon would rest during low tides. The base acts as a foundation for four pylons (spuds) which support the pontoon on



The new refuelling system at St Helier, Jersey

the rise and fall of tides. The system includes three fuel storage tanks located in a recessed bund on the quay wall walkway. All the double skinned tanks have a 15,000l capacity. Two are for diesel and the third stores unleaded. Lockable filling point cabinets are alarmed and linked to the harbour control centre.

Safety cut-off can be activated from the fuelling pontoons and quay tank filling point should the need ever arise. This device automatically notifies the harbour safety monitoring facility as well as activating a beacon and siren on the quayside.

Cameron Forecourt Operations Manager, Terry Smith, said: "This particular

application had its own set of engineering difficulties to overcome, not least the very large tidal range, within which the fuel and electrical services have to safely operate.

"This, together with the exposed position environmentally, was quite a challenge. Techniques used on sea based oil platforms for safety and environmental protection were employed. The package ensures a tough and reliable system which meets the guidelines of the Jersey Harbour Authority and the Petroleum Fire Safety Inspectorate."

Cameron Forecourt Ltd offer a turnkey package for the supply, installation and maintenance of retail and commercial forecourt systems.

Oil and gas industry recruitment drive

The oil and gas industry skills and training body, OPITO, has invested a six figure sum in a campaign to recruit young people from across the UK to an offshore career.

TV explorer Bear Grylls launched the campaign in September. Aimed at 16-25-year-olds, it uses the internet and digital media as well as advertising on buses, radio and the press throughout Scotland and the North of England to target its key audience. The campaign refers young people to the on-line information portal,

www.oilandgas4u.com, which has been completely re-vamped.

This website allows prospective young employees to explore recruitment opportunities offshore and find out about the pay and rewards, training and safety schemes as well as the practical aspects of living and working offshore.

New research carried out by Oil and Gas UK indicates that the industry must continue to recruit young workers aged 16-25 to meet future demand for

skilled personnel. Currently, the average age for the UKCS offshore workforce is 41.

David Doig, chief executive of OPITO, said: "The oil and gas sector is thriving and here for many years to come, and it offers unrivalled career development and travel opportunities to its employees. It's not a typical 9am-5pm job and the work is often challenging, but the excellent salaries combined with generous onshore leave provide a lifestyle that is matched by few other industries."

Number plate recognition to control refuelling

Fuel dispenser and monitoring equipment manufacturer Balvin have developed what it claims is the UK's first system of refuelling by Vehicle Number Recognition (VNR). It is designed specifically for fleet operators and car hire companies that have their own refuelling depots.

Until now, fleet operators have used systems for vehicle identification by key, card or RFID tag. Some have controlled unauthorised refuelling through fitting active devices on the vehicle, recognised by sensors buried in the ground or a link between the dispenser/nozzle and the vehicle/fuel tank. All very cumbersome and expensive. The new Balvin system is claimed to be both convenient and secure, and makes it much easier for drivers to refuel their vehicles by automatic identification.

As the vehicle arrives at the fuelling station it is first detected and then

photographed when stationary. The vehicle number or registration is compared with the number in the site database before the dispenser is released and refuelling can begin.

In addition to the automatic vehicle identification the user has a number of options to choose from. These include mileage information, a PIN for additional driver security, and the option for the license number to be referred to database for verification if wished. Vehicle number plate or license plate recognition is now widely used in a range of applications including speed cameras and the London Congestion Zone. However, the technology and systems available have so far not been cost effective for other applications such as fuel management and vehicle refuelling. Balvin believe their new VNR system will change that and they expect a high take-up in the commercial fleet and hire industry.

BAYFORD FUELS FURTHER AWARD SUCCESS

Yorkshire-based Bayford & Co has been named Family Business of the Year by Business XL magazine.

A panel of business leaders and industry figures commended the UK's largest independent fuel distribution company, which employs over 200 staff across 12 UK offices, for its strong growth following seven acquisitions in 18 months. The expansion has been spearheaded by Chief Executive Jonathan Turner having completed a buy-out of the business from his father and uncle in 2004.

Said Bayford MD, Liz Slater, who recently took over the day-to-day running of the business from Jonathan Turner: "Our main focus is further accelerating our growth and development as a business of which our team and customers feel proud to be part. All our employees have played a role in helping us to win this award, which is testament to their commitment and drive.

"We remain focused on identifying additional strategic acquisitions and growth areas to expand the business further."

AdBlue delivered in style

AdBlue supplier Air1 is using a dedicated 27 tonne stainless steel road tanker to deliver its product.

The new tanker delivers AdBlue to bulk customers around the UK from Air1's five million litre storage tank at Immingham.

"We are delighted with the flexibility of the new tanker", says Air1 Customer Services Manager Dave Colesby. "It allows us to deliver to several bulk customers each day, and the on-board meter means we can top-up tanks with whatever volume they need."

The tanker operation complies fully with the product traceability required under the AdBlue DIN standard. "The AdBlue in our Immingham tank comes direct from the Yara urea production plant at Sluiskil where the hot liquid urea 'melt' is diluted to the required concentration with de-mineralised water. We analyse the product as it leaves the factory, again on receipt at Immingham and again when it leaves in the new tanker."

The road tanker is the first of several that Air1 plans to bring into service as the AdBlue market grows. It will operate alongside the other vehicles that supply packaged product in 1,000 litre IBCs, 210 litre drums and 10 litre canisters, from their network of 14 nationwide distribution centres. Customers in Ireland will be the next to benefit when a dedicated barrel is introduced during August.



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Golfers' tee time boosts



Ideal weather and an immaculate course greeted the teams who took part in the first golf fund-raiser for Oil Together at Patshull Park, Wolverhampton.

Organised by FPS and sponsored by ConocoPhillips, the competitors in the Team Stableford (3/4 Handicap, top two scores count) were delighted by the day and are looking forward to the possibility of another event next year.



The winning team was from ConocoPhillips and comprised Pete George, David Sharman, Mike Harrison and Chris Davies, with a score of 87. Nearest the pin went to Chris Davies and longest drive to Mike Harrison. Chris had to depart before the presentations but his colleagues are pictured above. Winner of the Sartorial Elegance Award was Dave Everett of ConocoPhillips (below left) for his eye-catching lime-green outfit! The raffle winner was Swan Petroleum customer Phil Hume (below right sharing a smile about the prize of a Virgin Experience Day with FPS event organiser Vanessa Cook!).



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...while Chandlers cook up more cash from butties

Congratulations to Chandlers Oil and Gas, Grantham, where customers and staff raised £104.85 for Oil Together by tucking into bacon butties made by the boss's wife.

Paula Caunt made 27 butties which sold like hot cakes, and, reports Paula, she could have sold twice as many!

...and Henry's Great North Run adds yet more to the fund



In contrast to indulging in culinary delights, Adler and Allan director Henry Simpson took the athletic route to fundraising. Completing the Great North Run in 1 hour 56 minutes and eight seconds (beating England football manager Steve McClaren in the process), Henry was sponsored for around £650.

"With 50,000 people competing, it was difficult to build up momentum, but I was pleased with the time," he said.

Business methods cost distributors dear

The British fuel oil distribution industry is wasting £7.5bn worth of profit every year, according to a new study by business analysts Plimsoll Publishing.

The report finds that:

- 15% of companies are making a loss
- 5% are losing money for the second year running
- 4% of companies made less than 3% return on investment.

The findings suggest that 370 of the 500 companies covered would make more profit under new ownership, resulting in £7.5bn extra revenue in the industry as a whole. At the moment, that money is being simply thrown away because of companies' failure to control their losses and manage their businesses more effectively. The research covered companies with annual turnover ranging from as little as £1million, to the very biggest.

The senior analyst on the project, David Pattison, said: "These results prove just why the industry is currently hot with takeover talk and speculation about future ownership. It's certainly no surprise that trade buyers and private financiers are taking a close look at the industry – some of these oil fuel distributors businesses have huge potential that is not being realised at the moment. We've heard a lot about private equity firms recently, and this is one industry where they could reap rich rewards."

The Plimsoll report highlights each firm's hidden potential and demonstrates how simple changes can transform both the performance and overall value of a company. Some of the classic strategies which companies are failing to put in place include:

- Cutting out unprofitable sales. In some cases, a 10% drop in sales could

- actually improve profitability
- Looking again at unnecessary stock levels and keeping control of trade debtors to free up cash
- Reducing borrowing to improve profitability
- Reviewing productivity to the point where sales per staff member are at least £300,000. This is a key business measure that often goes unchecked.

The new Plimsoll analysis of the oil fuel distributors industry applies the same tests to each business that any corporate investor would, identifying a 'profit plan' for each one and outlining its strengths and weaknesses in an easy to understand format.

The full report costs £350 but there is a 20% discount if you quote Downstream PR07. It is available via Claire Sherwood on 01642 626422, e-mail c.sherwood@plimsoll.co.uk

Plimsoll specialises in independent market analysis and business valuations. It establishes a 'safe loading' level for businesses using its unique Plimsoll model and takes its name from the Plimsoll line, developed to monitor the safe cargo weight for ships.

Spill experts set to grow

Spill clean-up expert Adler and Allan has secured an £8.85m investment from Aberdeen Asset Managers Private Equity to underpin its further expansion.

Mark Calvert, Managing Director of Adler and Allan, commented:

"We are delighted to have secured Aberdeen as a partner to work with us as we continue to expand our national service offering to our client base. We have established a strong market position over recent years and this partnership will enable us to realise the full long term potential of the business. In particular, our new funding structure will enable us to continue to support organic growth with selective acquisitions where appropriate."

With a head office in Harrogate, Adler and Allan operates from a nationwide network of 16 offices, providing a full range of oil, water and tank services to a blue chip customer base. The business is particularly noted for its skills in emergency spill response situations

having been heavily involved in the clean-up exercise in the aftermath of the Buncefield explosion in December 2005 and several other high profile emergencies.

Adler and Allan has grown quickly in recent years as legislation and regulation relating to the transport, handling and storage of hazardous liquids has increased significantly. Revenues in 2006 were £28m and continued growth is expected.

Aberdeen has invested £8.85m in return for a significant minority stake in Adler and Allan. As part of the deal, HSBC is providing enhanced banking facilities to the Adler and Allan Group to support the planned developments.

Colin Stirling and Joe Wiley, who managed the deal for Aberdeen, join the Adler and Allan board. The transaction represents the Private Equity team's third investment in the environmental services sector in recent months. Colin Stirling, Director of Investments at



Mark Calvert, Managing Director of Adler and Allan

Aberdeen, commented: "We are committed to the environmental services sector as a long term growth proposition, underpinned by increasingly positive legislative and regulatory dynamics. Mark and his team have developed an unrivalled reputation in their niche and we look forward to supporting the business to continue to build on this excellent foundation".

New trucks on the road

The UK's first two, new generation Volvo FL tankers have gone into service with family-owned West Country FPS member Ford Fuel Oils to replace older model Volvos in the Ford Fuel Oils fleet of 25 tankers.

The Euro 4, FL-280 18-tonne vehicles are to full European ADR specification and are based 20 miles south of Bristol at Farrington Gurney.

Operating within a 30 mile radius of the depot, the tankers will each deliver two to three full loads per day. With many Ford Fuel Oils' customers located along narrow roads and lanes,

manoeuvrability was an important consideration. Maintenance is carried out by Ford Fuel Oils in-house at Farrington Gurney with parts back-up via the local Volvo dealer at Gurney Slade.

In addition to a wide range of businesses, farms and domestic premises, the new FL tankers also deliver to most of the major quarry operators on the Mendips - including supplying diesel for the Mendip Rail locomotives which operate out of the Aggregate Industries' Torr Works quarry near Shepton Mallet.

The FL's 12,000 litre, 4-compartment tank, which was fitted by Lakeland Tankers, is equipped with a state-of-

the-art drumflow system. This allows for electronic metering of each product dispensed, including diesel and kerosene. The system automatically factors in the different product densities providing more accurate control at the point of delivery.

* **Tincknell Fuels** of Wells, Somerset, has put another six-wheel Daf LF55 to work. The new 26 tonner joins a 40-strong fleet and got the job based on



its manoeuvrability, payload and compact size. The 2.35m wide truck carries a 16,000-litre tank and will do up to 20 drops a day. The firm has been a Shell distributor for

over half a century and serves a mainly rural area from Land's End to Bristol. The new truck is on a three-year repair and maintenance deal with Taunton Daf.

* **The Samuel Cooke Group** has added a fourth Daf CF 85 eight-wheeler to its 24 strong fleet. The family-run fuel distributor will use the new truck to deliver derv and gas oil to customers from depots in Burnley, Barnsley and Ellesmere Port. Road Tankers Northern built the 25,000 litre, five-compartment tank and fitted its new tank-top, air-operated safety rail. This extends the full length of the tank on both sides. Once raised, the handrail automatically locks into position and allows access to the top of the tank.

WEB ROUTE INTO OIL INDUSTRY HISTORY

Oil industry historians can try a new and easy way of sourcing old books on how the industry has developed.

Around 450 independent antiquarian and secondhand booksellers across Britain have banded together at Industrial and Trade History (www.IATHistory.com) to display on one website half-a-million historical, old, scarce and out-of-print books in various aspects of industry, trade, science and technology.

The website could be a treasure trove for those who want to find old and historical books relating to the oil and distribution trade, or indeed any other business.

www.IATHistory.com provides searchable links of the half-million old and historical books. It can identify a small and changing selection of particularly scarce old titles which become available only very rarely, giving users the opportunity to buy something they may never see again.

The site also offers free downloadable reference lists of technical, industrial and trade books produced by Victorian and Edwardian publishers. This gives users an idea of what old books relating to oil and any other industry can potentially be found on the antiquarian and used book market. Users can also subscribe to an email alert service so they can receive advance information on scarce and interesting old titles.

Industrial and Trade History has been set up by The Clique, York-based publishers of information on antiquarian and old books for over 115 years.



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Threat or opportunity in Northern Ireland?

By John Hannaway,
Partner, PricewaterhouseCoopersLLP



Northern Ireland is in the midst of almost unprecedented social and economic change. The combination of paramilitary ceasefires and the restoration of devolved administration has restored business confidence, reawakened the interest of overseas investors and doubled annual tourist numbers.

Property prices – once amongst the cheapest in the UK – have skyrocketed. In the first quarter of 2007 the UK's 10 fastest-growing property hotspots were all towns in Northern Ireland. Indeed, the Province's house prices grew by over 40% year-on-year – the highest rises in Europe.

Add to this a record year of economic investment from Invest Northern Ireland, the lowest level of unemployment in history and a business sector that has been growing every month for the past four years. With such a rosy picture, the fuel distribution industry should be breaking out the bubbly – but it's not. Local householders experienced spiralling oil prices over the past two years with prices peaking in 2006, but the industry saw only a modest shift in profitability.

Over the past 30 years the dynamic of the fuel sector has changed as dramatically as the profile of the economy. Industrial consumption – the jewel in the crown of volume oil consumption – has halved while consumption by the service sector, that has replaced manufacturing, has barely increased. It is the transport and domestic sectors that have shown the greatest increase, but neither offers the high-volume, low-cost model of the 1970s.

To get a real picture of how the industry is faring, we need to look at volume. In 2005, the total value of UK gas and oil sales jumped by 26%. But actual volume sales increased by a tiddling 0.9%. What's more, industry forecasts suggest

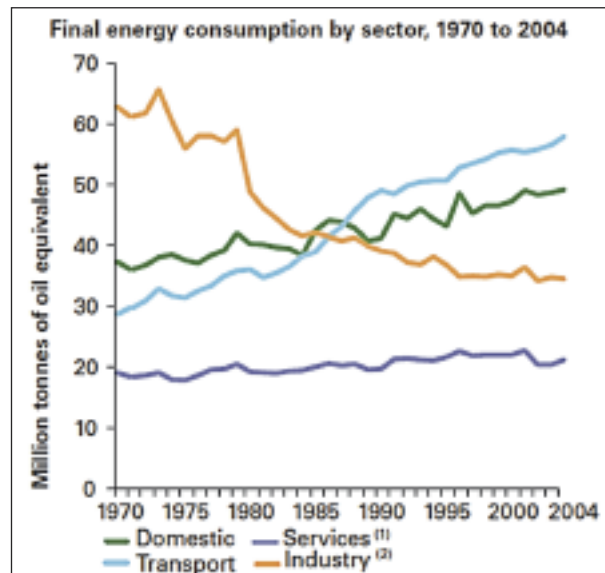
things may get worse; UK volume sales of oil and gas are forecast to grow by around 4.1% between 2005 and 2010 – that's an annualised increase of 0.8 per cent. Bring that back to Northern Ireland terms, translate it into profit and you really get a shock.

PricewaterhouseCoopers estimates that local oil distributors' pre-tax profits margins fluctuate between around 0.5% and 1.2%. Instead of buying a couple of

that rallies industry towards even greater energy efficiency – and lower fuel demand.

In this sort of changing climate, the current structure of fuel distribution and sales is unlikely to remain unscathed. Other industries caught in this transition have discovered that in an industry where everyone is being squeezed, there are bargains to be had. When markets and prices are down, astute commodity businesses move into acquisition mode. While excellent service can cement customer retention strategies and stimulate new customer referrals, nothing beats volume when volume delivers economies of scale.

Price fluctuations in a commodity fuel market mean a percentage of price-savvy consumers will shift to a cheaper supplier in a heartbeat. But the message from the market in other commodity sectors is that a formula comprising aggressive buying, aggressive promotion and exceptional service equals margin. Add a clear understanding of costs, efficient distribution and customer segmentation and margins can be improved.



Energy consumption in Northern Ireland

new home delivery tankers, invest the money in a fast-food franchise and you can expect pre-tax profits of 22%. Even in the beleaguered retail trade, where globalisation is driving down prices and discounting and the Internet are creating new worlds of competition, pre-tax margins are between high single figures to the respectable teens of percent, with leading UK manufacturers in the same profits ballpark. So what's the prognosis for the fuel industry? As I said, Northern Ireland is in the midst of almost unprecedented social and economic change. That change will impact on the fuel distribution industry. A proliferation of apartment living favours gas; the new Building Regulations demand better insulation, while the Chancellor is beating the drum

Customers can be wooed – and retained – by top-up deals, automatic alert systems, loyalty discounts, online ordering, shining vehicles and friendly and efficient staff. Going the extra mile retains customers who – and other sectors prove it – will tolerate a marginal price premium for exceptional service.

Is there hope? Yes there is. But driving up margins will mean market rationalisation and the search for new, nimble, consumer-friendly, market-driven business models. Who would have forecast that Ryanair could triumph from the chaos of the global airline meltdown and drive the market with its unique business model? Who will grasp the opportunity to create a new Ryanair of fuel distribution?

UK energy security at potential risk, say Tories

By David Osler

THE UK'S energy security policy has been over-reliant on a free market approach since Margaret Thatcher's time in office and now needs more state intervention to guarantee continuity of supply.

That is an argument heard widely on the political left since the 1980s, of course.

Now it is being advanced in a report written for the Conservative Party. Key proposals from a Tory working group include re-establishing a Department of Energy, building a 'capacity margin' to give the UK energy system a level of redundancy and the introduction of national strategic reserves of fossil fuel, emulating the US.

Such energy security measures form part of a wider study entitled *An Unquiet World*, written by the Tories' National and International Security Policy Group, which is chaired by Dame Pauline Neville-Jones, erstwhile head of the Joint Intelligence Committee.

Although the measures have not yet been adopted as Conservative Party policy, other members of the group include an ex-defence secretary, another former cabinet minister and the former leader of the Ulster Unionist Party. Accordingly, the findings should carry plenty of weight with Tory leader David Cameron. As the report notes, the UK in recent decades has been more than self-sufficient in energy and until recently was even a net exporter. As a result, it seems to have taken its eye off the international ball.

"Energy policy has been seen as very largely a domestic matter, and since the privatisation of utilities under Lady Thatcher, essentially market led," it maintains.

Cheap energy through competitive markets — keeping prices down for consumers — has been the name of the game, and little thought has been given to security of supply, it continues.

"The Government does not seem to have taken much notice of the implications of

the new politics of fossil fuel energy," the report says.

"Instead it has continued with a largely unaltered market-driven approach assuming that, unaided, the market will supply the solutions."

Even the main goal of existing policy, namely cheap energy, can no longer be delivered, the report maintains.

It then goes on to criticise the Government's last energy white paper, published in May, and an earlier review in 2006. Energy security means more than the avoidance of a complete breakdown of supply and protection of energy infrastructure from attack or degradation, it says.

The report accuses Labour of failing to consider questions as such the lack of storage capacity, poor incentives to investment and reliance on the spot market to the exclusion of long-term supply contracts. But it says the broader political problem is this: "The UK security of energy supply — and especially gas supply — seems to be too much at the mercy of others, too insecure for comfort and with not enough being done about it.

"It is fine to have a liberalised market on paper, but if the national pipeline systems are not linked up and the oil and the gas are not able to flow round, even in an emergency, much of the point is academic."

Among the report's recommendations there is a call for the UK to get a "dedicated and higher powered

agency" in charge of energy, incorporating the Office of Gas and Electricity Markets and other regulators. This could even take the form of a department of government, presumably with an accompanying seat at the Cabinet table.

More focus is needed on vulnerabilities, including market disruption for either political or weather-related reasons, and potential terrorist attack.

There is also a need for a capacity margin, simply in case the worst comes to the worst. At present, this is not provided by the industry itself, which is under tight market disciplines. As a result, it would have to be paid for by a mechanism to be agreed between Government and the energy sector.

Finally, there is also a need for a national strategic storage plan for fossil fuels, similar to that currently in place in the US.

** Article courtesy of Lloyd's List*

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THE IMPORTANCE OF...

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In the previous issue I looked at the importance of promoting your business, identifying your customers and the 'one big thing' or unique selling point that sets you apart from your competitors.

One of the most visual ways to promote your company is to brand your tankers with distinctive livery. In effect they are your silent salesmen on the road. Everybody either consciously or subconsciously will judge something or someone by how they look – it's a fact of life!

Because today's customers are so switched on to consumerism, the way in which products are packaged becomes increasingly important. Your tankers are effectively your packaging. So you don't want a potential customer seeing your tanker and thinking that they don't want to use you as their oil supplier. It is important that your tankers give the right message to customers. Try the checklist (above right) to assess yours. If your tanker livery has looked the same for the last 10 years, then it is probably time to take a step forward and head for a bit of an update.



How good does your body look? Try this checklist analysis:

Here is a simple checklist for analysing whether you are projecting the right messages on your tankers. (Now remember – be honest and critical and try to see your fleet through fresh eyes. You might ask those around you to be similarly honest and give you their answers.)

- Does the livery of your tanker catch people's attention or is it a bit bland?
- Would a customer know immediately that you are an oil supplier?
- Is your telephone number clearly visible so that they can read it? And is it a number that is memorable?
- Do you have a website address that they can make a note of?
- Are you fully exploiting your company logo or are you just using your name?
- Do you use eye-catching colours on your tankers?

Nowadays, there is no excuse for having wording that is fading beyond recognition. There are many options for getting your tankers noticed and they need not cost the earth. Getting a design company involved may seem a bit of an extravagance, but the cost should be well worth it. By looking at the options of maximising on the background colour of your tankers and making any graphics work hard for you, the value can be enormous. It is possible to fully utilise the entire tanker, cab and all, and have an integrated design. And any design company worth its salt will take into account the different tanker styles in your fleet, their sizes, whether they are rivetted sides or are seamless, and where the ladders are positioned in order for all your vital contact details to be clearly visible. Identifying your budget early on will allow the design company to work

hard for you and deliver exactly what you want.

Branding your tanker fleet need not be limited to the livery; it can also include the workwear of your drivers. A professional service can be simply projected by having your company name on their shirt and ties, polo shirts, boiler suits, high visibility jackets. Whatever the clothing – it can continue to create a good impression. This may sound elementary, but keeping your fleet clean has got to be one of the top priorities for creating a good impression. Let's face it, you would never see a car for sale on a motor dealership forecourt all covered in mud. The dealers know that clean cars sell, dirty ones don't. Make sure that potential customers want to choose you as their supplier by getting your company noticed in a positive way.

Falls from vehicles: risk assessments lacking

Analysis of RIDDOR data of falls from workplace vehicles between 2000 and 2005 has revealed that the lack of risk assessment was the biggest shortcoming in the prevention of such incidents.

The report focuses mainly on haulage fleets and yards rather than tankers and tank farms, but it gives some general pointers to where tanker safety can be examined. Fifteen percent of falls occurred during cleaning and maintenance but loading and unloading were the highest-risk activities by far.

The report recommends greater consideration of under-foot slip resistance in vehicle load areas. It acknowledges that footwear can reduce slips and accidents.

The report makes a number of suggestions for improvements which could help cut the number of falls from vehicles. Some focus on better training and education for duty holders and employees and others suggest improvements to vehicles. Others highlight changes that need to be made to the culture of the transport and haulage industry.

Death of oil industry stalwart Frank Cassidy

Frank Cassidy, late of Statoil Ireland Ltd, has died at Beaumont Hospital, Dublin, after a short illness, bravely borne.

Frank spent his life working in the oil industry; he started with Munster Simms, a Belfast company taken over by Shell. In the 1970s, when Shell and BP separated, he stayed with BP and continued with them until they were taken over by Statoil in the 1990s. Frank retired in 2003.

I knew Frank for 25 years and, in all my dealings with him, I found him very honest and straight talking.

Frank had two passions in life - golf and his beloved Clontarf Rugby Club. He played golf off a generous

handicap and was much sought-after for team events and four balls. He really enjoyed the success of Clontarf Rugby Club in Division One of the AIL Leagues.

Large crowds attended his removal from his house to the church in Castleknock and his burial at Glasnevin Cemetery the following day.

On my own behalf and on behalf of all in the oil industry, I extend our sympathy to his heartbroken wife, Liz, and his two sons, David and Colin.

Ar dheis De to raibh an Anam.

– Nicholas Hayes
Former FPS President and Ireland Regional Representative.

FPS 2008 – DUBLIN

75% of stand space already booked up

Seventy five per cent of the available stand space for FPS 2008 has now been sold.

"The exhibition build-up is gaining momentum and we're delighted with bookings to date," said Vanessa Cook, the event Organiser. The show, the single biggest event on the industry calendar, runs at the RDS complex in Dublin next April.

The FPS 2008 annual dinner is to be held on the show's closing evening in the RDS Shelbourne Hall. The speaker is confirmed as Roy Walker of TV's Catchphrase fame. Dinner booking forms will be available on the website www.fpsshow.co.uk from the end of November.

Details of the highly popular FPS golf competition will also be announced on that site and here in Downstream.

Is the livery on your tankers delivering the right message?

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Why it's never 'j

By Anton Martiniussen,
Director & Chief Executive,
Elaflex Ltd

The reliability of the fuelling hose assembly is vital. There have been accidents caused by bursting hoses and couplings blowing off. What can the manufacturer, the assembler and the user do to avoid such incidents?



Hoses have a rough life so frequent health checks are a wise move.

The reeling hose is one of the most used and abused components on a fuel delivery vehicle. It gets dragged along the ground, over fences, around sharp corners, over stone paths, over walls and sometimes all during the one delivery. It's a key part of the business. Without it you can't make a delivery. If it is not regularly inspected and checked, it fails and can become a cost to the business.

Firstly you have to look at hoses technically. A not-uncommon comment is 'It's just a hose!'

We have the introduction of *EN1761 : Rubber hoses and hose assemblies for fuel truck delivery* but many people are not aware of it nor refer to the standard which, if nothing else, lays down some minimum requirements. Some hoses carry some markings, some have minimal markings, others have nothing that enables you to trace the history of the hose.

UNDERSTANDING HOSE CONSTRUCTION

To evaluate and select hoses, it is useful to have some understanding of the construction.

THE CARCASS. This is the pressure-bearing part of a hose which can be either textile braided, woven or spirally wound. The carcass of modern rubber hoses is usually braided. Woven or spirally wound reinforcements have to be wrapped in several layers to achieve the required burst pressure. Such hoses have a tendency to form permanent kinks at the hub of the hose reel. They are heavier and stiffer than the braided type. Braided hoses combine a maximum burst pressure with easy handling. During manufacturing the lining and the cover should be extruded seamlessly.

THE LINING OR TUBE. The inner rubber lining (or tube) protects the carcass against the product.

THE COVER. The extruded rubber cover protects against outer influences such as ozone, water and wear.

VULCANISATION. The three layers of the hose are brought into a firm bonding by the vulcanisation process.

SAFETY

There is a safety risk if the lining or the cover is damaged so deeply that the carcass is exposed and may be weakened by the medium or other influences. The loss of the adhesion between the layers (delamination) is critical because this indicates the beginning of a degrading process.

Absolute cleanliness has to be observed during hose production. If the rubber compound contains dirt which is extruded onto the mandrel, the result may be little pinholes or other defects. Pinholes in the lining show up when the hose is pressure controlled after production. The cover will blow up.

Poor quality hoses have greatly varying wall diameters. This is a safety risk because it requires the assembler to choose the right coupling and to fit it correctly on the hose. Flexibility and electrical conductivity must also be considered. In Germany, hoses must also comply with the TRbF flammability test. All Elaflex products do. True smooth bore hoses give less wear on pumps and increased pumping speeds.

COUPLING ASSEMBLY

There are pinned, bolted and swaged-on couplings on the market, even clips. The swaged-on type is non-reusable and the pinned or bolted types are reusable. Assembling should be done by experienced and trained people. If the users prefer doing their own assembly, they must have an assurance from the coupling supplier that the couplings are suitable for the hose. Bolted clamps can have the same outer but different inner diameters for hoses with and without helix. If fitted by inexperienced personnel they can easily be mixed up, resulting in blown-off couplings.

HANDLING

During manufacturing, the lining and the cover should be extruded seamlessly. Some hoses also use coils to protect the outer cover. The experience with our hoses after many years of use is that this is unnecessary and in some cases may conceal damage. Coils also add unnecessary weight. The Elaflex cover is a low friction Chloroprene rubber which

Just a hose'

is very easy to pull across any surface, putting less strain on the hose reel clutch and the driver's back.

MARKINGS

HEXZOL-FUEL OIL ECONOMY · PN 25 DAR · R=10⁵ a · a · ELAFLEX · 08.0

We manufacture hoses up to 80 meters long conforming to EN1761. Production date coding and marking information are continuously embossed along the entire length of the hose. This achieves traceability even for old worn hoses.

WORKING ENVIRONMENT

Elaflex hoses are used extensively in a wide range of tough environments – petrol pumps, aircraft refuelling, LPG tankers delivering LPG and increasingly on fuel oil delivery tankers. It is not unusual to find that in some hard working environments, some of our hose types are lasting ten years and beyond.

COSTS

Hoses don't get an easy life. It's important to consider the cost benefits of buying technical hoses designed for purpose before buying just the cheapest option and buying two or three of them over a five year period. Then there are downtime and labour costs to consider. Other important customer considerations are resistance to abrasion, ease of cleaning and total service life cost.

OBSERVATIONS

Sometimes you see reel hoses are damaged due to snagging. Larger transfer hoses can get damaged in transit, in the hose tray due to poor hose tray design or inadequate strapping. This can all lead to extra costs which can be dramatically reduced by thorough visual hose inspections. Visually inspect the hose daily, during fuelling. At least monthly, pull the hose out to the full length to check it. Pay particular attention to sections at each hose/coupling interface.

Other issues can lead to possible problems. These include:

- Driver / operator not wishing to bring attention to possible damage;
- Rushed unreeling and re-reeling or not fully uncoiling the hose;
- Not having suitable inspection areas;
- Not inspecting. (The importance of regular visual inspection of the entire hose length should not be underestimated.)

HOSE REPLACEMENT

Hose assemblies should be replaced if:

- There are soft spots and bubbles in the hose indicating that the adhesion between the layers is lost. Thickening of the rubber compound which may happen

during the original extrusion process is not dangerous. Test the cover with a finger to see whether there could be a separation of the layers. Also, permanent kinks should be checked regularly by this method. There is no indication for the general replacement of hoses with kinks.

- There are abrasion, cuts or cracks which expose or even damage the carcass textile reinforcement.
- Coupling movement or slippage.

HOSE MANAGEMENT

In addition to hoses, Elaflex offers an inspection service for hoses.

The process is tied in with our ISO 9000 scheme and is fully documented and traceable. We believe that with our hoses and the service we offer, which also includes customers' existing hoses, this can be a cost effective solution to companies' hose management.

The result is peace of mind that hoses have been independently checked.



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Trevor keeps the no

The picture of an old fuel pump (taken by Tom Nicholson of Integer Micro Systems) that we published in Downstream's summer issue set readers thinking about other veteran installations.

Trevor Hoare of Kent-based distributors Fuel Oils (Holdings) rang to tell us about the almost-certainly unique petrol pump museum which he runs it in his spare time in an old oil store built by Shorts Brothers at Rochester Airport.

"Restoring pumps started as a hobby but it got out of hand. When you get 40 pumps in the back garden of a two-up, two-down, it gets a bit tricky," Trevor told Downstream. So he found a vacant building and opened the collection to the public.

"Someone offered me an old pump from the 1950s that had been standing in the yard for some time and was going to be thrown away. I took it and it sat in my shed for a couple of years. I like restoring bits and pieces and I got round to the pump eventually. I restored the clock mechanism which had been badly damaged and when I got it working, I stood it in my conservatory.

Prior to joining Fuel Oils (Holdings),

Trevor worked as a courier for the Ministry of Defence, travelling all over the country. Behind the wheel, he developed a passion for fuel pumps and a keen eye for spotting them.

"It's a hobby that went excessive. It drives my missus mad because all of a sudden I'll stop the car and she'll say 'You've seen one, haven't you?'. I look for them all the time. I'll see a vent pipe in a wall – and I know there's a good chance there will be a pump on the end of it, so I stop to look."

Some people ask money for their pumps, others are happy to donate them to Trevor. The whole collection has been assembled on a shoestring, and, as Trevor admits, he has become 'a damned good scrounger'.

"Retrieving the pumps can be fun. I've sat all day with a hammer and chisel trying to chip one out of concrete. Some have come to me in very poor condition, and if they're too far gone, I use them for spares. When I restore them, I don't make them perfect. If they have dents in, I leave the dents, so people can appreciate that they have been used," he said.



"As far as I know, there's no other museum dedicated to the oil and fuel business in this country and it's played such an important part in our heritage. It's shaped the way the country has developed and the way our towns and economy have grown.

"I'm now spending some time collecting current pumps which I'm mothballing for when they become old and have nostalgia interest. I want to develop the museum. In particular I would like to build models of garages over the years. There's a lot of thought behind their design and layout and I'm in touch with an expert on the subject.

"I love opening the museum. Older people who come in all have a story to tell and the children love the hand-crank pumps."

Trevor opens the museum to the public at weekends and is happy to open it at other times by prior arrangement. There's no admission charge, but there are a couple of local charity boxes if you want to leave a donation.

ostalgia pumping...



To check the opening hours of The Old Airport Garage Museum at Rochester Airport, phone Trevor (pictured above) on 01634 3612231 or 07738 726376 or email trevors@pumpshop.fsnet.co.uk He's also keen to know if you can offer him a pump for the museum collection, or if your company might sponsor the museum in some way.



A special Scottish vintage

Thanks to Adrian Henson of Atkinson Equipment for this picture of a veteran hand pump, which is still in use in the west of Scotland, dispensing petrol in measured quantities of one gallon per dose. The pump was installed about 50 years ago and acquired from a Campbeltown garage when it was being modernised with electric pumps.

Adrian told Downstream: "There used to be a glass and an air bleed at the top of the delivery hose. The glass broke and we by-passed it. We always meant to get it mended but I doubt if it would be very easy to source the glass nowadays. We still have the other parts."

If you have other pump pictures, send them to sh@fpsonline.co.uk

Return of the dipstick

Harlequin is now fitting dipsticks to its single skin and banded oil storage tanks after unveiling the idea at FPS 2007 in Telford. Harlequin report that subsequent discussions with fuel distributors revealed widespread support for the dipstick.

Harlequin's Sales & Marketing Manager, John Switzer said: "Remote electronic contents gauges such as the Apollo are great for householders and forthcoming developments such as the Apollo Visual, will make them ideal for fuel delivery personnel too.

"However, having consulted extensively with fuel distributors and tanker drivers, many delivery personnel still demonstrate a perfectly understandable preference for a visual reference point prior to filling. For many years, the sight gauge fulfilled this purpose admirably. However, ever-more-demanding environmental regulations make it impractical to fit a sight gauge at many modern, heating oil and diesel storage installations. Therefore at Harlequin, we're set to go back to the future with the introduction of dipsticks as standard on selected 2008 model tanks."

Harlequin's new dipstick is attached to the underside of the storage tank's inspection cap. This ensures there is no need to remove it from the tank and prevents it from falling inside. When read against a level indication plate fitted to each tank, the dipstick allows an estimate to be made of the amount of fuel remaining.

Harlequin is fitting dipsticks to selected 2008 oil and diesel storage tanks with capacities between 1,000 and 2,700 litres. The Northern Ireland based company is phasing in dipsticks and expects to fit them over 80% of its storage tank range eventually.

"As an environmentally responsible business, Harlequin is fully committed to minimising the impact of the company's activities upon the environment. The introduction of dipsticks is entirely consistent with that. Their introduction is also consistent with our commitment to offer common sense fuel and liquid storage solutions that work.

Harlequin is to commence fitting dipsticks to selected banded and single skin tanks, including its 1,000 litre Banded model, pictured below.

Versatile Monitoring and Control



The new VMaC-310 series from PAWCO is a feature rich, touch-screen system for secure monitoring and control of fuel/chemical storage tanks and blending facilities.

Standard systems feature:- 8, 16 or 24 configurable inputs, alarm relays, GPRS, Ethernet, and Web server. To remotely view data, alarm logs, events and trends.

As well as level probes, pumps, flow-meters, valves, other safety devices and environmental sensors, VMaC-310 is also versatile enough to integrate to newer security or CCTV systems.



Easily upgraded and expanded, VMaC-310 is a system ready to evolve and grow with your business!

PAWCO design, build and install full systems. We also provide ongoing support and upgrades for existing T.M.Technology (Tankmaster) gauge systems.

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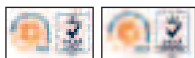
Fuel for Thought...



For many years, oil tanks have been green in colour. But with the arrival of Harlequin's new range of BioFuel Stations, there's now a range of tanks which is also green by nature!

Harlequin BioFuel Stations are the first of a new generation of storage tank, developed specifically for the safe, secure and environmentally responsible storage of up to B100 Grade BioDiesel in accordance with BS EN14214. Rotatorially moulded from a 100% recyclable, specialist polymer Harlequin BioFuel Stations are fully compliant with the most demanding British and European Regulations. A choice of models and capacities is available from c.1,400 litres to 10,100 litres.

For more information on Harlequin BioFuel Stations and the complete Harlequin range of environmentally preferred, rotatorially moulded storage solutions, visit Harlequin Online at www.oil-tanks.co.uk



Common Sense Fuel Storage Solutions... That Work

Visit Harlequin Online at www.oil-tanks.co.uk

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WWW.OIL-TANKS.CO.UK



Tuffa's 1350SLBFP Firestop is popular with installers seeking a cost-effective, easy solution for a difficult installation.

LABC approval for Tuffa

TUFFA Firestop, the oil storage tank with fitted fire barrier, has now received national LABC (Local Authority Building Control) approval. The certification negates the need for an inspection by Building Control by simply attaching the approval to a CD10 notification or other competent persons scheme.

Tuffa estimates 60% of tanks installed are non-compliant with Building Regulations, and says its product is an ideal solution.

The complete TUFFA range

includes bunded tanks, fuel stations, fire protected tanks, water tanks, above ground petrol tanks, dual compartment tanks and bowsers. Products that can be stored in the TUFFA tanks include derv, gas oil, lubes, oils, heating fuel, anti-freeze, Adblue, biodiesel, water and chemicals.

Bespoke systems are available, with liquid storage from 1350 - 100,000 litres. Corporate tank colours and finishes are also available, along with a range of dispensing equipment, pumps and gauges.

Fuelstore is Titan's watchword

Titan Environmental's new Titan Fuelstore portfolio of oil and fuel storage systems is designed to offer a simple set of solutions to all fuel, oil, lubricant, biodiesel and Adblue applications.

Titan's Commercial Director Philip Browne sees this overall branding as key to future success. He said: "Titan is bringing forward new products at quite a pace. The new Fuelstore portfolio has been well received across the industry since its launch at the FPS show in April and we are seeing a big increase in business across the range."

Titan sees an expansion into the wider commercial fuel storage market as crucial for the company's own development. Titan's new Biomaster range of 30% blend biodiesel tanks looks towards the future of the fuel industry. Recently Titan has supplied a number of biodiesel tanks to various bodies for testing with varying blends of biodiesel in excess of 30%. Titan foresees the

potential introduction of a 100% biodiesel tank early into 2008 if the tests prove successful.

The development of the new Biomaster range along with Titan's market leading Adblue tanks has spurred Titan towards removing all pigments from the inner tanks of the existing Fuelmaster and Ecosafe range. Titan now sees the pigmentation of inner tanks as unnecessary.

- Titan says its new ADR approved Truckmaster 'mobile fuel system' is a popular choice for industries such as farming where keeping machinery on the move brings increased efficiency. Even though the Truckmaster 430 has only been available for a couple of months, Titan has followed it up with a 900 litre capacity model, specifically aimed at users of large machinery such as combines where the larger capacity means keeping the harvest on track.

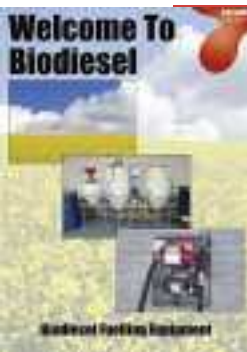


Titan Environmental's ES1000 is a tank designed to sit comfortably in tight locations.

Start thinking about your best driver...

Entry forms for the 2008 FPS-OAMPS Driver of the Year will appear in the the Winter issue of Downstream





HYTEK- KEEPING YOU UP TO SPEED!

Hytek are launching a brand new range of wall mounted and IBC mounted pump kits which are compatible with biodiesel.

The IBC pump kit provides a fast and efficient way to empty an IBC and is easily moved from IBC to IBC. It can be padlocked and is completely compatible with biodiesel. Also available are various biodiesel

compatible filters, hoses and nozzles. After extensive testing, Hytek has found that most of its equipment is suitable for use with biodiesel providing it is refined to the European Standard EN14214.

Hytek have produced a booklet detailing some of the products which are compatible with biodiesel. These are suitable for you to mail to your customers and have space to add your contact details. No Hytek contact details are present. For free copies, freefax Hytek on 0800 387109 quoting how many you require or email andyseal@hytekgb.com



TINY BUND ALARM IS A BIG HIT

Hytek has launched a bund alarm which is suitable for use with heating oil, diesel and biodiesel blends of up to B100.

The 90mm square battery operated bund alarm is ideal for use in confined spaces. The sounder reaches 97db at 1m.



Most tanks these days require bunding so as to meet Pollution Prevention Guidelines (PPG) and building regulations. Space is very limited when it comes to protecting double skinned tanks with alarm systems but the Hytek alarm fits perfectly into small hatches in tanks to monitor leakage.

The bund alarm has a flashing light on top to attract attention and a mute button gives users the option to stop the sounder whilst the light still flashes. The bund float switch is also supplied with a 3m cable.

Products are sold only through distributors. For the latest distributor catalogue or for more information, contact Hytek on 01279 815600 or www.hytekgb.co.uk

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Efficient process control demands accurate and reliable temperature measurement. Endress+Hauser's iTemp TMT162 transmitter delivers reliable results in the field, time after time.

The robust TMT162 field transmitter offers the maximum in functional safety with EMC immunity to NAMUR NE 21 (insensitive to motors and generators), signal on alarm functions to NAMUR NE 43 and basic requirements to NAMUR NE 89 (providing information on sensor input corrosion and excess ambient temperature). In addition, the TMT162 is ATEX certified (Ex ia, Ex d, Ex nA) for hazardous area use and stainless steel housing is available as an option, offering excellent protection in harsh environments.



The TMT162 features a brilliant rear-illuminated display: measured values can be easily read from a distance or in difficult conditions, day or night. Set-up is quick and easy and can be done online, so there is no need to disconnect the measuring point when re-programming.

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WOOD-PELLET HEATING GUIDE

A new publication provides a guide to architects, specifiers and builders on installing wood-pellet fired heating systems in a range of industrial and commercial premises.



Wood-pellet is seen by some as an emerging alternative to heating by fuel oil and other means. The publication has been produced by the Energy Crops Company, set up in 2005 to provide sustainable wood-fired heating solutions. The Wood Pellet Design Guide outlines practical aspects of wood pellet heating, including system design, access, delivery, storage, and installation. It also summarises relevant planning guidelines and financial support available.

The company says its guide is intended to be used by commercial and public sector organisations of all sizes that are considering incorporating renewable fuels in their energy mix. "The Wood Pellet Design Guide is available as a pdf at www.energy-crops.com.

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Why biofuel usage will grow

Independent market analyst Datamonitor (DTM.L) says that although the EU's interim target of two percent use of biofuels by 2005 was missed and the 2010 target of 5.75% is also unlikely to be achieved, the penetration of biofuels into the road fuel market will continue to grow.

This is because of nationally mandated targets and increased availability at the pump, even in countries like the UK which have traditionally lagged behind in biofuels.

Penetration of biofuels into the European road fuel sector increased from 0.5% in 2003 to one percent in 2005, says Datamonitor forecourts analyst Ricky Hill. "Furthermore, support for biofuels at the EU level is showing no sign of waning. Despite missing the 2005 EU target for biofuels to account for two percent of transport fuel, EU energy ministers agreed in February 2007 to increase this target to 10% by 2020," he said.

The European Union is a particularly strong advocate of biofuels rather than other alternatives because it believes

that they are currently "the only direct substitute for oil in transport that is available on a significant scale". Replacing diesel and petrol with fuels from renewable sources also helps the EU hit other goals such as climate change commitments and promoting renewable energy sources.

Despite high growth at a European level, the penetration of biofuels into the road fuel market varies greatly.

In Sweden, renewable fuels represent three percent of road fuel sales in energy terms. The Swedish market has been bolstered by tax breaks and other financial incentives. Strong institutional support has also led to increased availability of biofuels. Hill said: "There are currently around 800 sites in Sweden retailing E85 (85% bioethanol blended with 15% gasoline), equivalent to over 20% of the entire fuel retailing network. Furthermore, this number is increasing."

At the other end of the scale is the UK where tax rebates on biofuels are limited. This has led to minimal uptake with fuels from renewable sources representing less than a fifth of one

percent of total transport fuel.

However, although consumption of biofuels is currently low, availability in the UK is increasing. The number of service stations selling biodiesel increased almost five-fold between 2006 and 2007, with numbers growing from 110 to 499 – equivalent to five percent of the fuel retailing network. The report attributes the bulk of this increase to Total, which offers biodiesel at 331 service stations. Other significant retailers of biofuels in the UK are Rix, Asda and Tesco. Hill said: "The increase of sites has been helped by the fact that biofuels are generally sold as low blends in the UK which can be used in vehicles without requiring conversion."

Despite the fact that the EU missed its 2005 target, all the evidence points to renewable fuels becoming even more important on the European forecourt. This is because, along with the financial incentives and the growing availability at the pump, European governments are increasingly mandating through legislation that biofuels make up a specific proportion of road fuels.

Flintshire lights the GreenFlame

Several schools in North Wales are among the first public buildings in the country to use GreenFlame, a biofuel supplied by the Carlton Fuels division of GB Oils.



A Carlton Fuels delivery of GreenFlame biofuel to a Primary School in North Wales

Flintshire County Council is now using GreenFlame to heat over 20 schools as well as a number of smaller sites including libraries and community centres. It has signed up to an annual delivery of over six million litres of the new oil.

Manufactured using renewable plant oils and with a claimed 20% less net CO₂ emissions than the traditional fossil-based fuel, GreenFlame has been welcomed by the Council as a viable alternative. Flintshire CC's energy manager, Will Pierce said that they were able to switch from traditional heating oils with no modification to boilers without problems.

Gareth Williams, head of marketing for Carlton Fuels added: "Many of our customers, not least within the public sector, are becoming increasingly interested in greener fuels and the GreenFlame product has proved particularly popular.

Flintshire has signed up for the new biofuel in partnership with neighbouring county councils in Denbighshire, Wrexham and Conwy.

Volvo demonstrates climate commitment

Volvo claims to be the first vehicle manufacturer to produce seven demonstration trucks that can all be driven without emitting any CO₂.

The trucks were exhibited for the first time in August and were equipped with Volvo's own 9-litre diesel engines modified to operate on different combinations of renewable liquid and gaseous fuels.

They ran on:

Biodiesel: Biodiesel is produced by the esterification of vegetable oils. Rapeseed oil and sunflower seed oil are the most common raw materials in Europe.

Biogas: Biogas is a gaseous fuel that is largely comprised of hydrocarboned methane. Biogas can be extracted in sewage treatment works, at garbage dumps, and at other

sites at which biodegradable materials are found.

Biogas + biodiesel: Biogas + biodiesel are combined in separate tanks and injection systems. A small percentage (10%) of biodiesel, or synthetic diesel, is used for achieving compression ignition. The biogas in this alternative is in a cooled and liquid form that increases its range.

DME – Dimethyl ether:

Dimethyl ether is a gas that is handled in liquid form under low pressure. DME is produced through the gasification of biomass.

Ethanol/Methanol: Methanol is produced through the gasification of biomass and

ethanol through the fermentation of crops rich in sugar and starch.

Synthetic Diesel: Synthetic Diesel is a mixture of synthetically manufactured hydrocarbon produced through the gasification of biomass. Synthetic diesel can be mixed with conventional diesel fuel without problem.

Hydrogen gas + Biogas:

Hydrogen gas is mixed in small volumes with compressed biogas (8% volume). Higher mixture levels are also possible. The hydrogen gas can be produced through the gasification of biomass or electrolysis of water with renewable electricity.

Mabanaft on track with biodiesel



A new high-blend bio-diesel from Mabanaft is producing impressive results for Jenkins Motorsport in the British Truck Racing Championship.

Mabanaft started supplying Jenkins with a B20 blend (20% bio / 80% mineral) and then stepped up the bio content. Mabanaft bio-fuels manager Robin Lloyd said: "Once this proved successful and showed no detrimental effect on performance or engine life we have continued our development and currently run on a B50 blend. The bio component is the same that goes into our regular bio-diesel pump fuel and we have clearly demonstrated with the race truck that a high-blend bio-diesel product can provide similar and even higher performance than traditional mineral diesel."

Mabanaft has been at the forefront of bio-diesel development in Europe and the link with truck racing is providing an excellent promotional opportunity and development test-bed.

Jenkins is the first team to receive approval from the British Truck Racing Association to run on bio-diesel.



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Does green energy need

Public support for green energy is at risk. Too many claims are being made for the potential of green and sustainable energy without taking account of the downside risks. People are told they must play their part by adopting green energy and by offsetting their carbon profligacy, and most people want to help. However, evidence is mounting that these efforts will be minimised, or even nullified, by the full cycle impact of the new technologies and the law of

unintended consequences. That's not to say that the green energy effort should be abandoned, but there needs to be a reality check.

To ensure continuing public support, the green energy industry must manage these unintended consequences and build public confidence by being realistic about what can be delivered says DR JOHN MUMFORD of Reputation Risk Consultants*.

Industry needs to build confidence in what green energy can realistically deliver.

We are all familiar with the reputation problems faced by the hydrocarbon energy industry. At no time was this better demonstrated than in the fuel tax protests of 2000. The UK almost came to a halt. Without fuel there is no power, no transport, no public services and no economy. These few days in 2000 demonstrate the reputation trap. The energy industry had gone along with taxes, that were supposedly promoting fuel efficiency, but then became vilified because it could not cope with the supply disruption caused by the protests against the tax, and was even accused of helping to engineer the crisis for its own ends. The message was clear. We are all rightly concerned about the threat of global warming and expect measures to deal with it, but we complain vigorously when these measures force up prices... and we go apoplectic if there is any interruption to supply. The hydrocarbon energy industry had inadvertently fallen into a 'catch 22' where it could not win.

But... perhaps it doesn't matter because there is an answer to this 'catch 22'. It's called 'green energy'. Green energy lets us think we can have our cake and eat it. We are lulled into a vision of abundant environmentally friendly energy. However, can this vision be delivered or are we creating an even worse 'catch 22' – a paradox where the unintended consequences of green energy lead to an even bigger crisis? In short, is the green energy story being spun in a way that that will inevitably lead to its self-destruction through a crisis of reputation

and trust? Are public expectations raised to unrealistic levels?

EXPECT THE UNEXPECTED

The situation faced by green energy is a very familiar one. New technology always starts off with a powerful sense of new opportunities opening up. Proponents ramp up the expectations of what can be delivered in order to raise finance and gain political support. However, all science is uncertain and, when science leaves the laboratory and starts to interact with people, the consequences become even less certain.

Let us examine some of the unexpected consequences of green energy that are already starting to emerge.

- Rainforests may be chopped down to clear the way for biomass crops.
- Corn prices may rise, and grain exports to hungry countries fall, as biofuels create new agricultural markets.
- Vast windfarms may be set up on peat bogs that presently act as carbon sinks, and then fail to deliver energy because it is too windy.
- Misaligned subsidies for offshore wave and wind technologies may produce large quantities of loss-making power.
- Local authority efforts to curb 4x4 and large vehicles may inadvertently encourage people to buy less energy efficient but smaller cars.
- Policymakers set ever more demanding and possibly unrealistic targets for carbon dioxide (CO₂) reduction.

The green energy movement, like the 'new nuclear' debate, becomes mired in claim and counter-claim. The consumer is understandably bewildered. He is used to energy that appears at the touch of a

switch; to fuelling systems that are convenient and efficient. He expects the technology to perform. He is happy if it is also environmentally friendly – provided that it is efficient and does not carry major cost penalties. Green, cheap and efficient – he'll buy that – who wouldn't?

However, what happens if these expectations – so loudly touted – turn out to be mirages? The omens are less than propitious. If we take carbon offsets, for example, we see that people are being encouraged to assuage their carbonised guilt by agreeing to donate money equivalent to the 'carbon cost' of their car journey, flight or whatever to help fund projects designed to reduce emissions. But who is to say that the funds thus applied will in fact contribute significantly to CO₂ reduction? How many new trees will it take to offset those that are to be levelled to clear ground for biomass or biofuel crops? And when these crops are grown, how much energy and CO₂ will be expended in moving them to distant markets? So, while the concept sounds good, the metrics and the monitoring are hazy to say the least.

A BIG SURPRISE

Returning to the events of 2000, the big surprise was not the blockades – these had been on the cards for weeks before they happened. The surprise was the knock-on effects of the blockades, the magnitude of public feeling, and the resulting reputational damage. This damage occurred because both the government and the public had formed totally unrealistic expectations of what the industry could do quickly to resolve the problems, and the industry was totally unaware of these expectations.

a reality check?

Looking today at the green energy industry, one suspects that there are similar unrealistic expectations. The public are being asked to change the way they use energy, whether for heat, light, or transport, and they will expect the implications of this change to be managed properly. However, if we look at the history of other new technologies, we see that there are always major disappointments. Green energy will inevitably have its crises and it is wrong to expect otherwise. The risk is not that some things will go wrong. The risk is that when they do go wrong the industry will be caught by surprise and fail to manage the consequences. The good intentions of the green energy industry will not protect against the resulting public backlash.

MANAGING THE RISK

How can this risk to the reputation of green energy be managed and public support better encouraged? The first step is to acknowledge that the risk exists and is consistently heightened by lack of clarity and, dare one say it, honesty, in the ongoing debate. Reputation risk has the characteristic that it builds gradually and is invisibly aggravated by what seem to be peripheral or even low profile events. It is the accumulation of these negatives that hastens the undermining process. Often, those most closely involved are poorly placed to anticipate or recognise the insidious effects of a constant drip of minor, but negative, perceptions. This is particularly true when those closely involved are passionate about their mission and presume that negative comments come only from those who lack vision. Then, when the real crisis of confidence arises, the champions of the cause are surprised to find that public opinion is all too ready to condemn the whole concept.

The key to managing this situation successfully is to be aware of the risks and build reserves of public goodwill. Those promoting green energy must explore all the possible unintended consequences of green energy. The public expect those promoting change to be

fully aware of the consequences of change and regard anything less as incompetence. Secondly, public trust must be built through honest and open debate about these consequences. The public are not stupid and they know that everything will not be perfect. However, they will react very badly if they feel they have been deliberately misled.

This represents a significant challenge to those in entrenched positions, whether they are green champions or die-hard sceptics. The green lobby will have to modify its more fanciful projections; the sceptics will have to acknowledge that 'no change' is untenable. At the same time, the market will be making its own significant contribution to attitudes through the promotion and sale of new technologies to business and consumers.

Will the customer trust the claims and buy; or be deeply unsure, and reject? Only trust and time will tell. However, a context of reasonable confidence that the debate is being conducted honestly will be a lot more productive than one of noisy uncertainty.

A noted commentator on green issues lamented recently that people were not changing their behaviours fast enough and that the imposition of a form of energy rationing was imperative. Not many would vote for that.

A more constructive way forward is to accept that public attitudes are conditioned by the quality of the debate. Let's encourage public confidence in what green energy can, and cannot, realistically deliver. That way leads to improved confidence and better uptake of the offered solutions.

Green energy needs to build a track record for doing what it says on the tin.

** Reputation Risk Consultants Ltd (www.reputationriskconsultants.co.uk) specialises in helping organisations identify and manage threats to reputation.*

More and more questions being asked

There are increasing numbers of voices being raised in America about the wisdom of an unquestioning commitment to production of biofuels.

Charles T Drevna, Executive Vice-President of the National Petrochemical and Refiners Association, said: "Energy diversification is critical for our energy security, but we caution against ignoring the consequences of significantly increasing the federal mandate for a product that only now we're learning has a number of drawbacks, both environmental and economic."

Henry Groppe of Houston energy consultants Groppe, Long & Littell, said: "It takes more energy to make ethanol than the ethanol produces. Corn must be grown, fertilised and harvested, which takes oil-powered machinery. It must be processed, refined and then shipped, which takes more oil. You're having to use as much oil to produce that gallon of ethanol as the energy that you produce from it."

The San Antonio Express-News commented in an editorial: "Unfortunately, what passes for mitigation and aversion of global warming often amounts to doing nothing under the guise of doing something. Take the nation's new infatuation with ethanol. Ethanol derived from corn, as it is in the United States, is so energy intensive to produce that it provides little or no net savings in carbon dioxide emissions. Meanwhile, the diversion of corn from the food supply to government-subsidised energy production has some unintended consequences of its own, driving up feed and corn syrup prices at home and tortilla prices in Mexico. Ethanol is a boon for corn farmers. As a way to limit global warming, it's a spectacularly inefficient bust."



New members

FPS life begins at Fort-y Vale

It's a big year for new FPS member Fort Vale. Celebrating its 40th birthday and having launched the Mk3 version of its best-selling Safeload bottom-loading coupler, it is also on the brink of moving from Nelson, Lancashire, to brand new premises in nearby Simonstone.

In some ways, the company has gone back to its roots. Nozzles and other equipment for the fuel oil delivery sector were its core products when it started trading in 1967. But the business grew in other directions and sales to the AD tanker sector waned. Then, around 10 years ago, Fort Vale unveiled its new development, an API bottom-loading coupler. It was what the industry wanted.

"We now have around 40% of the major oil terminal market and sales are going from strength to strength," says Kathryn Ball, the Fort Vale Account Manager for the AD tanker market for the past three years. "The Mk 3 coupler has some significant improvements which we have developed as a result of listening to feedback from existing users." One of the most noticeable Safeload improvements is the introduction of extended and curved triggers to lock the coupler securely in place. The new release handle has few parts for easier maintenance, and a new double seal arrangement makes it more difficult for dirt or other damaging contaminants to enter the seal pocket. These innovations are largely down to Graham Johnson, Fort Vale's Product Development Manager, who has over 30 years' experience with the company.

"We're very keen to work with industry partners to develop componentry. That way we produce something that is right for them and right for us," says Kathryn. One example is the collaboration between Fort Vale and FPS on developing a simple and reliable snap-on coupler to link tanker delivery hoses to domestic fuel tanks. The



potential for a universally-adopted single-system connection is huge, so it is vital the finished product is right. FPS and Fort Vale want ADs to comment on the prototype and would value all feedback. (To get involved, please call FPS Chief Executive Susan Hancock on 01565 631313 or email sh@fpsonline.co.uk)

Fort Vale is also willing to assist in selecting the most appropriate seal material for a specific product and this may involve testing seals with product for volume swell.

Fort Vale has enjoyed huge growth from the upstart enterprise which its founder, Edward (Ted) Fort, breathed life into. It has twice won Queen's Award for Export and Ted was awarded an OBE for his services to industry in 1987. It has a payroll of around 250 and is today a truly international concern, with bases in Texas, Holland, Singapore, Shanghai (where it has a plant manufacturing goods for China) and, most lately, Russia.

So, with so many interests, why did Fort Vale join FPS? "We've had dealings over many years and we know from experience that it's a worthwhile organisation. We think that only by being members do you help something go forward," said Kathryn.

One thing leads to another...

An increasing level of involvement with fuel storage and the fuel distribution industry has prompted liquid-level sensing and gauging specialists Fozmula to join the FPS.

Fozmula's business started in the UK around 30 years ago with the development of measurement devices and gauges for fuel and coolant level measurement in the generating set industry. However, as so often happens with specialised suppliers such as Fozmula, it doesn't take too long before new challenges and opportunities in other industry areas open up, each with their own individual requirements for product variants or new products.

Perhaps it wasn't a surprise that Fozmula would at some stage be asked about measurement devices and gauges for companies wishing to manage their bulk fuel and water supplies more effectively. The sales team was in the vicinity of one of the company's largest customers, Caterpillar, and was intrigued by the large number of rotationally-moulded plastic tanks which they were informed contained diesel fuel. Recognising that this could be an exciting new opportunity, Fozmula researched the marketplace and decided to develop a range of inexpensive hydrostatic liquid level gauges that would be suitable for such an application.



Fozmula's G/LL46 open hydrostatic gauge (left) and a G/LL148 closed system hydrostatic gauge (right).

Key requirements were that these gauges should require very little management and be completely reliable under all environmental conditions.

As this new market area has grown for Fozmula, the company recognised the importance of communicating and networking with organisations within

Fast-growing Rowilco adds to its fleet

New FPS member Rowilco Fuels has added a third tanker to its fleet – with a fourth expected before the end of the year. In just six months of trading, the Liverpool-based company has sold more than 5m litres of fuel.

Managing Director Neil Williams explains some of the history of the firm: “I’ve worked for the family business, Rowland Williams & Company Ltd, since the age of 16. The company was originally set up by my great-grandfather in 1920 and was sold to Carlton Fuels in January 2006.

“I moved across to Carlton Fuels as North West Regional Manager, but left in March this year to set up Rowilco



Mark Baldwin and Neil Williams of Rowilco Fuels with one of the fleet

Fuels with Mark Baldwin as Sales Director.”

The new company is strategically based in the Liverpool docks. Though its main market is the North-West, good relationships with distributors throughout the country allows it to offer a nationwide service.

Our decision to join the Federation was an easy one to make,” says Mark .

“With the links it provides within the industry and the guidance given to its members, it has been an essential instrument in enabling a new start business like Rowilco Fuels to get off the ground.”

Fuel supplier Prax signs up

Prax Petroleum, which supplies fuel for ground transport and the marine industry, has joined FPS.

The company is part of the Grindrod group, which employs 5,000 people and has an annual revenue of nearly US\$2billion.



Prax Petroleum’s arrival in the fuel sector began when the company secured a contract to supply NATO bases throughout the UK.

“This was followed by remarkable growth and we are now importing our own ultra-low-sulphur diesel (ULSD) which meets and exceeds EN590 standards,” says Phil Ross, Sales and Marketing Director. “We are selling to distributors and some of the larger end users and we are acutely aware that customer service is as important as price competitiveness. This is why we have a dedicated phone line, open 24-hours-a-day, seven-days-a-week, including bank holidays.”

Phil explains that, as the business grew,

they felt they had a responsibility to the industry to raise standards and encourage best practice. It was for these reasons that they decided to join the FPS. “As well as giving us access to other members, it is a valuable means of keeping in touch with the introduction of new legal requirements and the changing nature of the industry,” he adds.

The Surrey-based company plans to expand further and will be taking storage in more terminals around the country over the coming months.

Downstream readers who would like to subscribe to the Prax Petroleum daily pricing system can e-mail them at info@praxpetroleum.com.



the fuel distribution industry of which FPS is one of the most important. This recognition led Fozmula to seek FPS membership through which it is hoping to develop a better understanding of the marketplace, of the legislation covering its operation, and a better appreciation of the customers that FPS members’ serve.



New members

Henty makes sure customers get what they want



Helping to keep ferries moving and industry operating is the job of one of the FPS's newest members.

Henty Oil, based in Liverpool, Plymouth and Holyhead, supplies fuel to Brittany Ferries, Stena Line and Irish Ferries as well as a variety of industrial customers. "Marine fuel represents 85% of our sales," explains Business Development Manager Peter Bamber. "To serve this market, we operate four barges, ranging from a 250 DWT distillate barge to a 600 DWT fuel oil barge, which deliver distillates and fuel oils in Liverpool Docks, the River Mersey and the Manchester Ship Canal."

A static barge at Liverpool's Princes Landing Stage supplies marine gas oil to

the Isle of Man Steam Packet fast ferries. Other UK ports are served by road tankers, which travel as far as Blyth, Ipswich and Avonmouth where there are no local fuel oil suppliers.

Henty Oil began to supply fuel oils to the industrial market in 2005 and the business is expected to total 50 million litres this year. Its Liverpool terminal has recently been expanded to a 30,000-tonne capacity.

"We supply industrial gas oils and light, medium and heavy fuel oils to a variety of industries and applications. Several of the major oil companies have all but withdrawn from the fuel oil market following the introduction of the one per cent sulphur limit in 2003, but high oil

prices make it worthwhile for industrial users to continue to use fuel oils rather than simply switch to gas oil," says Peter.

An important part of the Henty Oil ethos, he says, is to supply the products that customers want rather than pushing customers to buy the products the company wants to sell. As a reflection of that principle, the company has developed a number of bespoke fuels for individual customers.

"We decided to join the FPS now that our business in industrial fuels has started to become significant because we know the value of trade associations through our membership of the International Bunker Industry Association," says Peter.

Technology company drives profitability

Committed to bringing leading edge technology to the fuel industry, ICS Computing believes FPS membership can help it stay ahead of the game.

ICS supplies business tools that incorporate in-cab mobile, web-services access. Their single system solution takes customer orders, schedules them to tankers, records details of delivery on-site, produces invoices and updates accounts, whilst keeping an eye on stock, cash and profitability.

The company has been in business for 25 years and now has customers ranging from two-tanker firms to 50-tanker operations. ICS technology includes fuel VAT handling, RDCO reporting, route scheduling and optimisation, load planning and processing, bunkering facilities, links to Microsoft Office, fax and e-mail systems and integrated business generation campaigns.

"The Federation of Petroleum Suppliers will ensure that ICS stays ahead of legislation regarding the fuel industry," says ICS Marketing Manager Clare Patterson. "In turn, this will help



Edwin Lowry, Sales Consultant for ICS, (centre) with customers Brendan Roche and Jim Fitzpatrick of Campus.

our clients follow best operational practices, increase productivity and reduce costs as well as improving their control of logistics and management."

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1999 (V) ERF ES6, 22TP2 4x2 FUEL TANKER, 12,400 litres, 4 compartments, Alpeco lectro count meter, tested 18 tons GVW



1999 (V) ERF ES6, 22TP2 4x2 FUEL TANKER, 13,000 litres, 3 compartments, Alpeco lectro count meter, tested 18 tons GVW



1999 (V) ERF ES6, 22TP2 4x2 FUEL TANKER, 11,300 litres, 4 compartments, Alpeco lectro count meter, tested 18 tons GVW



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A dad's-eye view of the business...

David Prince, of East Midlands' distributor Prince Petroleum, contributed this picture of his father, Vic, and a fully-restored 1954 Bedford with which Vic started the business as a 'hawker' for Esso.

David, a Past President of FPS, writes:

My 81-year-old Dad was a founder member of NODA – a serial supporter of the late great Jim Rowson – and amongst the first members of the FPS – and a former Chairman of EMODA. Guess I followed in his footsteps – past FPS President etc, and 35 years' service with the family business to date. I used to go out delivering oil in the school holidays. Most of the premium paraffin was delivered in churns which father used to carry two at a time with some sort of yoke configuration across his shoulders. As he now says: "Drivers don't know they're born these days". He can't get his mind round stuff like 'ladder training', seemingly thinking I must be employing idiots. Father says "if they can't walk up a ladder - they shouldn't be driving a petrol tanker".



Delivery tickets were hand written, as were the original sales and purchase ledgers that we still have, together with sales invoices stored for almost 50 years (YES it's true! He can't throw anything away and is a great saver). These old invoices detail sales to customers where what would now be 2300 litres (500 gals) of gas oil sold for less than £40 and of course there was no VAT!

Father did the tanker driving – maintained the vehicle himself and did his own books at home in the evening. He could be seen at more than one time of the day in a suit in sales mode - and the next minute in a pair of ex-MoD overalls, donkey jacket and flat cap, delivering oil or under a truck making a repair.

But it was not all bad. He has gone on to acquire a very valuable home in Charnwood Forest, and he drives a Rolls, a Jaguar, a 1940s MG and of course his new Nissan. Always the saver, he prefers to use the little Nissan and keep the other cars for best!

Up to a few years ago he could be seen cruising his motor boat on the English Channel, although sadly a pastime he has now given up due to age. He still comes to the office, but often comments that I would get more out of the staff if they spent less time on the phone and more time actually working!!! How things change.

Send your memories and photos to: sh@fpsonline.co.uk



FPS is seeking to recruit a **TECHNICAL CO-ORDINATOR**

to monitor technical changes and developments within the oil sector, and to distill relevant technical information so that FPS member companies can assimilate it.

You will be technically minded, with a strong awareness of what is important to the oil distributor market. You will need to be confident in advising FPS members on technical aspects of their operations, and you will represent FPS on technical issues in various committees and representative forums up to Government level.

Experience of operations, health and safety, quality assurance, auditing and training would be useful and relevant.

The successful applicant will be based at the FPS office in Knutsford, Cheshire, as part of FPS's existing team, and will report direct to FPS Chief Executive, Susan Hancock. If you would like to discuss this post further before submitting an application, please telephone her on 01565 631313.

Applications, together with full CV, should be sent to:
**Susan Hancock, Chief Executive, FPS,
6 Royal Court, Tatton Street, Knutsford,
Cheshire WA16 6EN. Closing date 31 October 2007.**

Supplies could be stretched

Supply is still the single biggest concern to any South West of England member for this winter, reports FPS Regional Representative David Hatherell, of Thomas Silvey Ltd.

Last winter was very tight with minimal quantities of gas and kero available at BOSL in Avonmouth, but reasonably reliable supplies from Falmouth, two terminals at Plymouth, one at Portland, Esso in Avonmouth and the rail fed terminal in Westerleigh. As we all remember, the usual winter demand spikes were barely noticeable but there were still allocations and outages.

Going into this winter, BOSL is now derv and spirit only. As we understand it, Esso is to withdraw from the heating oil grade kero market, and Portland is due to close in January to make way for the Olympics, leaving Westerleigh, Plymouth and Falmouth to supply the region! At best there will be long queues but possibly long outages only relieved by Cardiff and Kingsbury (which is subject to allocations and stockouts without having to supply extra for the South West) where locals will no doubt be delighted to be queuing behind West Country bound trunckers. I am sure those with storage will reap the rewards of capital investment this year, but, for the future of our industry, I sincerely hope the country's infrastructure is not just allowed to wither.

NEW LONDON REGULATIONS ARE TWO-EDGED SWORD

Distributors in the South East are about to be subjected to new regulations concerning vehicles entering London, comprising rather extreme requirements on emissions, writes FPS Regional Representative Malcolm Hunt, of Advance Fuels. On the one hand, this can be seen as advantageous to the reputable transport and distribution industry as it rewards those who have invested in modern equipment. However, it is rather unfortunate on oil distribution, where a longer life is expected of vehicles, and it may well create requirements for upgrades which would have better been postponed.



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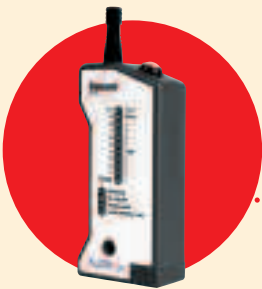
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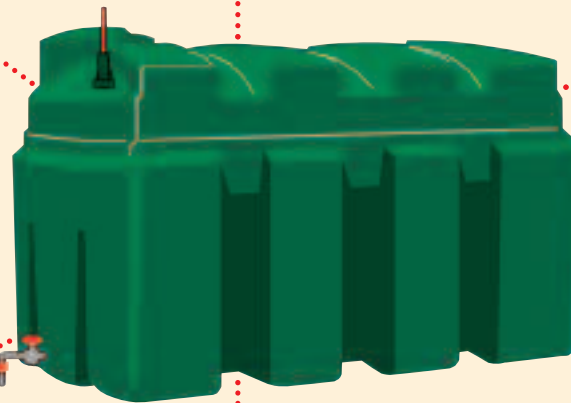
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