

Downstream

The official magazine of the Federation of Petroleum Suppliers

FPS 2007 Review



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flying start**

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ConocoPhillips came up trumps again with their themed Jet Café Bar. The German-style beer kellar was a popular meeting place at FPS 2007.

Downstream

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Another big success

FPS 2007 was another huge success, with 121 exhibitors and over 1700 visitors during the two day event at the International Centre, Telford.

“We’re delighted that the FPS exhibition is maintaining its momentum and its reputation as the event for the oil distribution industry. We are now looking forward to Dublin, and by the number of enquiries we are receiving daily, so is the rest of the industry!” said FPS Event Manager Vanessa Cook.





Thank You to everyone who made a donation to the Oil Together campaign at FPS 2007

FPS 2007 marked the start of Oil Together, the oil distribution industry's new campaign which is pledged to raise £250,000 for cancer charities.

Many delegates and exhibitors took a few minutes out of the halls to enjoy the sight of FPS Council members and Chief Executive Susan Hancock pulling a tanker (loaned by Ribble Fuels) across the International Centre car park to formally start the campaign. Their effort took 52.26 seconds (no heart attacks or injuries!), which particularly delighted Peter Harcourt of Adler and Allan who correctly guessed the time in the sweepstake and won a flat-screen TV.

FPS treasurer Malcolm Hunt also helped the fundraising along by persuading Tim Heaton from Haartz Tanker Rental to pay £250 for the tanker pull effort. The money was jointly matched by donations from W S Hunt Transport Ltd and Advance Fuels. There were further fund-raisers for Oil Together throughout the show, including collection boxes and a 'Guess the number of KitKats' competition after Nestlé kindly donated a large number of bars via the Garagewatch Campaign. The nearest guess in the sweepstake was made by Debbie Dunne of EMO Oils, who won a flat-screen TV.

In total, the in-show efforts raised over £5,000 to get the charity fundraiser off to a healthy start.



The FPS Oil Together tanker-pull team – the FPS Council and Chief Executive, Susan Hancock.



Tim Heaton hands over £250 for Oil Together to Vanessa Cook and Malcolm Hunt.

Help us raise £250,000!

You can start your fund raising efforts straight away by using the enclosed Oil Together Collections Box, use it as a swear box, put it next to the kettle and ask for a small donation for each cup of coffee, or put it in your Reception area.

We have a great Pack to help you organise your fundraising events, just fill in the registration form enclosed and send it back to the FPS Office. We'll get your pack in the post straight away.

Also, we want as many companies as possible to join in the Bosses Bacon Buttie Bonanza on Fryday 15 June!



Big thanks to Titan for the distinctive blue and green tanks on the Oil Together stand at FPS 2007.



Caroline Thornley encouraged visitors to the show to guess the number of KitKats.

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This is real-time information and once collected the information is distributed amongst all PDIU members*. PDIU members also benefit from free insolvency advice from PricewaterhouseCoopers (PwC).

The message for credit and financial managers in the fuel distribution sector is very clear. You now have the weapons to start fighting back!

Interested to find out more?

Contact:
Michaela Hilton
Tel: 020 8515 1441
michaela.hilton@graydon.co.uk

* All members report anonymously. Operated within the constraints of the Consumer Credit Act (1974), Data Protection Act (1988) and the Competition Act (1988)



The health and safety implications of the Buncefield incident, clearing up after Buncefield and other oil spills, and trying to make sense of the challenges posed to the fuel distribution industry by climate change – these were the mouth-watering topics of the FPS 2007 Distributor Conference, held alongside the Exhibition at Telford. This and the following three pages summarise what was said by speakers who put over big messages in very digestible fashion.

The cloud that blew up Buncefield

Kevin Allars, Head of Chemical Industries Division, Health and Safety Executive, delivered a fascinating insight into the causes of the Buncefield blast, its aftermath and repercussions.

Kevin's division of 240 staff (including 150 inspectors) carries the HSE responsibility for 1,100 COMAH sites and 8,000 sub-COMAH sites. FPS was fortunate to secure him as a speaker – he accepts only a small percentage of the invitations he receives.

He commented that, while the large sites would receive almost daily attention from inspectors, some of the smallest sites could expect a visit only every few years.

Buncefield started operating in 1968 and since 1990 had operated as a pipeline-fed joint venture between Fina (now Total UK) and Texaco with BPA and BP Oil also on site. It came to a spectacular halt when the vapour cloud that had built up after undetected overfill from tank 912 found a source of ignition at 6.05am on Sunday, 11 December, 2005. There were 43 casualties, thankfully none serious. Had the explosion happened during weekday office hours, the story



would have been catastrophically different, he said. As it was, the fires burnt for four days, 370 businesses were disrupted, 27 buildings were demolished, a further 120 needed major repairs and aviation fuel supply for Heathrow and Gatwick was a continuing problem.

Kevin described his disbelief when he was told of the news shortly after the explosion and he went on to praise the very responsible response from the industry in the wake of the incident. He showed a series of time-lapse photographs

which revealed how the immense vapour cloud had formed in the unusually still, cold conditions, aided unfortunately by the tank design and the topography of the site. He also showed pictures of some of the damage that the blast had caused.

Buncefield had raised difficult land use and planning questions. The existing 190-metre exclusion zone around such sites had been modelled on safety for a burning pool of leaked fuel rather than a vapour cloud explosion, and so had started a radical re-think. If sites like Buncefield – there are 108 storing fuel around the country – are to be made vapour-safe, there would have to be a balance struck between planning blight and the residual risk-based level of safety, said Kevin.

Fire fighters and right, blast damage to an office building in the complex





An initial report on the blast in July 2006 has been preceded by three Major Incident Investigation Board progress reports. Recommendations followed in March 2007 and there is more to come. Sixty petrol storage COMAH sites have been subject to recommendations confirmed by the regulators. They are all fed by pipeline, ship or rail, rather than road tankers, with fill rates of more than 100m³ per hour to non-refrigerated above-ground tanks of 5m high or more. The industry has readily signed up to the proposals, which should remove the need to legislate.

The recommendations immediately after the blast covered the areas of tank overfill protection, shut-off valves, secondary containment including bund and joint integrity, shift handover and effectiveness of communications. Among other points, the March 2007 recommendations took in:

- engineering to make primary, secondary and tertiary containment as effective as possible;
- automatic overfill prevention systems;
- site records and information storage and availability;
- safety performance indicators;
- analysis of explosive atmosphere classifications;
- analysis of how well emergency response facilities themselves are protected;
- design of tank tops and safe overflow routing.

Kevin pointed out that there is a common desire for information to be fully shared among site workforces, operators and regulators, which adds up to a lot of work for all involved and for relevant trade associations.



Incidents at Buncefield, Texas City and Thorp (Sellafield) have been valuable lessons for everyone. Will there be prosecutions following Buncefield? The likelihood is yes, he said. One thing is certain – life will not be the same for him again. At one stage, 25 of his inspectors were involved full-time on the investigation. More than 15 months later, five HSE inspectors are still involved full-time on the aftermath of Buncefield and the industry-led Task Group set up to produce recommendations, although due to complete its work this summer, will be replaced by another, permanent group.



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Importance of emergency planning

Mark Calvert, Managing Director of Adler and Allan, and Chairman of the trade organisation UKSpill, focussed on the importance of emergency planning and having clear lines of communication when the worst happens.

Mark opened with several unlikely-but-true incidents. He described how a tanker driver had mistakenly managed to connect an oil delivery hose to an office block's water sprinkler inlet valve, dousing the occupants with thousands of litres of heating oil and creating widespread seepage. The delivery point had not been clearly labelled and no-one from the office was formally responsible for overseeing the delivery. The resulting claim of £4.5million was split 50-50 between the office and the delivery company since blame was apportioned equally.

A tanker with brake failure crashed into a house, resulting in kerosene leaking into the garden and drive. Despite the fact that the property was in danger of collapse, the prime concern of the regulator attending the incident was to protect an ancient tree in the garden.

At a primary school, an oil delivery which went wrong showered kerosene into the playground, whilst at a tank farm, bund wall seals had failed, allowing oil in the bund to escape. Then there were acts of theft and vandalism that created spillage mayhem.

These tales of woe and disaster illustrated the importance of having an effective emergency plan. Effective containment action in the first hour

could dramatically reduce long-term damage and costs, he said.

"A plan makes dealing with an incident simpler, less likely to go wrong and almost without exception cheaper than if there isn't one. Nevertheless, we are staggered at the number of incidents we attend where people do not possess any plan," he told the audience.



Fire brigade piping used to clean-up following the office block delivery incident

Causes and effects of global warming

Richard Gledhill, Global Leader, Climate Change Services at PriceWaterhouseCoopers, described how he saw global warming's causes and effects and invited delegates to map out how the fuel distribution industry could face those changing conditions. The projections could not have filled distributors with unbridled optimism unless they plan making a headlong commitment to energy renewables.

Richard opened with a quote from Lee Scott, Chief Executive Officer of Walmart: "Sustainability is good for the environment and it's also good for business".

Under the new EU emissions trading policy, there is now a market price for carbon and, while globally 40% of CEOs feel climate change is a threat, in Europe that figure is much higher.

In line with former US Presidential hopeful and climate change evangelist,

Al Gore, and the Intergovernmental Panel on Climate Change (IPCC), Richard felt that human activity was almost certainly responsible for climate change. (An alternative view is that it is caused by uncontrollable solar activity and that human actions merely amplify and accelerate its effects). For 2100, the IPCC predicts probable temperature rises of up to 4°C and possibly as high as 6.4°C, together with sea level rises of up to 43cm. To combat this and stabilise emissions, a range of actions is needed, among them the capping of emissions from equipment in buildings, a 50-fold increase in wind-derived power, a switch from coal to gas power generation, and more nuclear power.

Richard defined four areas in analysis of the risks and opportunities presented by climate change - regulation; market dynamics; reputation; and physical impacts - and posed a series of questions that companies should ask themselves under each heading to evaluate their

positions and plot a way forward by developing a workable climate change adaptation strategy.

Regulation is a big driver in changing company behaviour, he said, citing factors such as operational emission limits; product standards; taxes, subsidies and credits; carbon markets; compliance costs; and litigation risks. Measures will become radically tougher after 2013, he warned.

Questions which businesses should ask about regulation include how it will affect the sector and its markets; how competing sectors will fare; what impact emissions trading will have; and the implications for growth and margins.

Market dynamics took in exposure to higher energy costs; changing consumer attitudes and demand



and clear lines of communication

Creating an emergency spillage plan required thought and care and, once created, it needed to be updated and reviewed regularly. It was also important to store a copy off-site with a responsible body like the local HSE office or Fire Brigade, he said. Key staff needed to be well informed and it was worth contemplating practice drills and even a practical exercise at the Fire Brigade training school at Moreton-in-the Marsh.

He moved on to the practicalities of dealing with an incident. He warned of the importance of having accurate plans of local drainage and access so the likely route of escaped oil could be tracked. What of soakaways and run-off, and of knowing water availability?

He also warned delegates to check their insurance details for validity in cleaning up their own land, as opposed

to buildings or third-party claims, which was an increasingly tricky area.

Mark then discussed foam, in particular PFOS (perfluorooctane sulphonate), a substance that has caused widespread contamination problems in clean-ups. His advice to distributors who had PFOS was: get rid of it. Some types of firefighting foam partitioned into fuel and water, making disposal costs horrendous, he added. It was important to use foams that would not, in themselves, create more contaminated waste disposal problems.

Finally, Mark discussed the practicalities of dealing with a large incident like Buncefield. It was vital to have a chain of command and communication so that everyone knew exactly what they were doing and who was empowered to authorise specific

actions. He made the point that Britain's several different regulatory authorities could attend an incident, each with their own, varying priorities – hence the man who saw saving a tree as the most important job in the tanker crash incident. Frequent progress meetings were essential so that all needs could be addressed, and meetings needed to be documented and information fully shared. Communication and agreement over responsibilities were paramount, he said. Planning for the worst was a valuable tool that paid dividends in times of a real incident.



patterns; and new technology. The energy renewables market – biofuels, wind and solar power and fuel cells – is expected to grow by 400% in the next ten years. Sales of biofuels are projected to quadruple by 2010, he added.

Richard suggested businesses question the impact climate change will have on market dynamics; how it will hit operating figures; and how it can be proactively managed.

Under reputation, customer and societal perceptions were important factors, as was brand impact. Oil and gas operations had high exposure to climate change risk but relatively little under brand impact. Questions businesses should ask centred on changing image and communication of how your climate change strategy is achieving improvements.

Under Physical Impacts, he listed factors such as vulnerability of physical assets, supply chain disruption, business interruptions and risk management and adaptation costs.

He asked how businesses will be affected by weather extremes; how

these can be managed; and how they will implement their adaptation strategies in a cost-effective way.

PwC has detected a sea change in corporate and consumer behaviour in the face of climate change, said Richard, concluding that a workable climate change strategy should be based on a range of different scenarios, since climate change impacts, regulation and market responses are still very uncertain. The scope and pace of regulation will increase, he said, but it is probably too little too late.

One Irish questioner voiced the thoughts of many people: he wondered if the zealous pursuit of climate change regulation and targets might be a thinly

disguised wheeze by governments of several nations to milk a new source of tax.

Many of the statistics cited by Richard were from PwC's work with the Carbon Trust, which has ownership of the information.



The FPS Depot of the Year Award was presented at the FPS 2007 Awards Dinner by Kevin Minnear of sponsors QBE.

WINNER

Mitchell and Webber

of Scorrier, Redruth.

The award of a crystal trophy and £500 was collected by depot manager Roger Mead.

RUNNERS-UP

Evesons Fuels

of Dorridge, Solihull and

WCF Fuels

of Carnforth, Lancashire.

The awards of crystal trophies and £250 were collected by Evesons Managing Director John Eveson and WCF Business Manager Dave Spencer.

Congratulations to everyone!

Full reports of what the depots did to win will appear in the summer issue of Downstream.



Roger Mead (left) collects FPS Depot of the Year from Kevin Minnear of sponsors QBE.

What the sponsors say:



“ We’re proud to sponsor the FPS Depot of the Year Awards. We understand the risks involved in this unique field of business and believe the FPS scheme contributes to minimising the industry’s inherent risks. ”

Roger Mead and Kevin Minnear with runners-up Dave Spencer (second left) and John Eveson (right).





Robert Webster (left) receives his FPS-OAMPS Driver of the Year award from David Barratt of OAMPS.

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“ We’ve backed the Driver of the Year Awards from the start because we believe that encouraging and rewarding the care and effort these dedicated people put in is a huge factor in limiting the number of serious incidents. ”

Robert Webster and David Barratt with runners-up Glyn Mitchell (left) and Steven Anglesea (second from right).



The FPS Driver of the Year Award was presented at the FPS 2007 Awards Dinner by David Barratt of sponsors OAMPS.

WINNER

Robert Webster

of CPL Petroleum, Wrexham. The prize was a crystal trophy and £1,000.

RUNNERS-UP

Glyn Mitchell

of Samuel Cook & Co.

Steven Anglesea

of CPL Petroleum, Bangor.

The awards comprised crystal trophies and £250 cash prizes.

Congratulations to everyone!

Full reports of what the drivers did to win will appear in the summer issue of Downstream.



FPS 2007 Awards Dinner



More than 750 guests attended the FPS 2007 Awards Gala Dinner at the International Centre, Telford, where (left) outgoing President David Meekin presented the chain of office to David Hodge, the youngest-yet President. David the younger urged more members to get actively involved with FPS and influence the direction of the industry.

RIGHT: the FPS event is becoming ever-more important with trade journals. FPS PR specialist Steph Freeman welcomed Barbara Field (Oil Heating News) and Andy Salter (Editor, Commercial Motor) as well as Downstream and other journals.



LEFT: it was a proud moment for former FPS life member Sidney Gilmore, who has been an ever-present at the show and dinner for decades.

RIGHT: In the charity raffle for the FPS Oil Together charity, winner of the £1,000 first prize, drawn by FPS President's wife Catherine Hodge, was a very happy Ian Jolly of Q8 Oils. Runner-up, with £250 worth of Thomas Cook vouchers, sponsored by Total UK, was Carol Campbell of Fuel Price Management. Guests also enjoyed comedian John Martin and a night of casino games (below).



CASINO ROYALE



FIRST PRIZE:
£5160 worth of chips
John Saxton of Total UK (above) won an adventure-packed weekend at Scotland's premier outdoor pursuit centre, Glenmore Lodge.



SECOND PRIZE:
£4800 worth of chips
Kevin Powell of Ledbury Welding and Engineering, won a hot air balloon ride in Rix Petroleum's own balloon



THIRD PRIZE:
£1500 worth of chips
Lindsey Grant from ConocoPhillips who will be enjoying a magnum of Taittinger champagne

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2000 (X) MERCEDES ATEGO, 1823 4x2 FUEL TANKER, 12,000 litres, 2 compartments, hoses, RPC, Alpeco meter, tested 18 tons GVW



2001 (Y) ERF ES8, 30RD3 6x4 FUEL TANKER, 18,500 litres, 5 compartments, Alpeco meter, top and bottom load, tested 26 tons GVW



1999/2000 (V) ERF ES8, 30RD3 6x4 FUEL TANKER, 18,500 litres, 5 compartments, Alpeco lectro count meter, top and bottom load choice 26 tons

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Steve Crawford and Roy Finbow, OJ Williams: We've just bought a trailer which is on display here. It's nice to see it before we get it dirty. Although we are a large industry, we all tend to work in isolated pockets. This show brings us all together.



Samantha Vidal, OCEA: It's a good show with a lot of people here. It's been very useful to me to meet a number of people I do business with.



Andrew Smith and Andrew Shaw, NW Fuels: We come each year and this year it seems more comfortable and pleasant to walk round because the aisles are less cramped.



Ariff Patel, Bioremedia: The stands are professional and the people are friendly and helpful. We may consider exhibiting ourselves.



Roy and Pauline Kinch, Richard and Hayley Kinch, Kinch Fuel Oils: We always find it very worthwhile coming to the show. Our new tanker is here, fitted with a glass viewfinder to give us an additional visual check between the hose and the gun when we're flushing through and so on.



Billy Johnson, Truck Meter Services, Roger Mead Shelford Energy, Noel Cooper, EW Fuel Management: We come every year because it's ideal to see what's new. So far it's been very worthwhile.



Arthur Renshaw, Catalyst: There's an energy and enthusiasm about the show that reflects the rest of the industry.



Roger, Les and Deryck Howells, Howells Fuel Oils: There's plenty to see and there seems to be a lot more tankers here. Telford's a convenient location for us from Mid Wales.



Ian Barnett, Watson Petroleum, Alan Long, Watson Fuels: There's a lot of new stuff. It's the first time at the show for us and it is a lot more interesting than we were expecting.



Left - Seamus Duffy, Twin Town Oils, and Michael Moran, LCC Transport: It's a good show and we've seen some interesting new things, in particular on the software and computer side.

Right - Stephen Nicholls and Chris Blake, Murco: It's always useful because we can meet so many industry people in the one place.



A host of new products

The majority of exhibitors at FPS 2007 chose to unveil new and exciting products. Here are some of the key points from exhibitors who put packs in the press room.

Tank maker **Harlequin** went 'back to the future' by announcing a new generation of tank dipsticks, fixed to the underside of the tank's inspection cap and with calibration marks that use a special printing process for durability. It expects to start fitting dipsticks to tanks of 2,700 litres or less later this year. In addition, in a tie-up with Dunraven Systems, it previewed the Apollo Visual (see page 23), a fourth generation oil level monitor which relays tank levels wirelessly to a receiver and also provides a tank-based display. Harlequin claims it means quicker, cleaner, safer and easier refuelling of tanks. Harlequin also launched its new Adblue Blue Station range, highlighting its 27,000 hour, field based, testing, and a low-profile domestic tank holding 1251 litres and standing just 95cm high.

Tuffa UK drew a lot of interest with their dual compartment bunded fuel tanks offering the capacity to store two different products. See page 23.

Titan showed 90% new products, including its Fuelstore branding, the Truckmaster range of ADR-approved mobile diesel and lubricant dispensing tanks, biodiesel-specific and Adblue storage. Titan's Marketing Director Mark Brookes said that his Accredited Installer Network was an absolute winner for Titan, the installers, the customers and the industry.

Fuel Installation Services offered a comprehensive tank design-and-installation service covering the complete range of oil fuels and lubes, as well as tank cleaning, repairs, removals and pipework, health and safety audits and environmental compliency reports.

The **Freight Transport Association** featured its accredited tank certification scheme for vapour tightness and leakproofness. With the demise of the 'competent person regime' last year, testing can now only be carried out by UKAS-accredited inspection bodies.

VTC Vehicle Technology launched a new range of ADR specification camera systems. VTC promoted its '3 mirror concept' in which a reversing camera is augmented by one on the front nearside of the cab to cover the blind spot at the front and side of a left-turning vehicle.

LAS (Liquid Automation Systems) came from South Africa to show Product Transfer Security, a completely wireless identification and connection monitoring system which can identify unexplained losses of product, contamination and operator errors. LAS says the system is inexpensive to install, tamper-proof and proven.

Fuelsoft launched its fuel distribution pay-as-you-go software for Windows. Fuelsoft was formed after a management buyout of Compuserve and already supports nearly four dozen fuel industry companies. Its PAYG system competes against individual software licensing and monthly tariffs. Users carry out normal work functions

through a broadband connection to the hosting company, reducing the worry of in-house IT maintenance.

BSS said its eM1 system had gone from strength to strength in the fuel distributor market. BSS said its optional modules, including fuel card management, Signalman and boiler maintenance cover every area of business. In addition it launched Caboodle, a full managed website set-up and management service for oil distributors.

Hytek's new products included a new Alpha pump suitable for re-selling diesel and biodiesel blends to B20 at flows of 70 or 90 litres a minute and with a left-hand nozzle mount option for awkward installations. The company also showed new biodiesel-compatible products, including pump kits, filters, hoses and nozzles.

Absoft used FPS 2007 to talk to small and mid-sized oil distributors about the benefits of SAP Oil and Gas Secondary Distribution software.

Heil Trailer International showed one of their aluminium tanks from their semi-trailer range. It has recently delivered nine tri-axle tank semi-trailers to Tesco, liveried for its new 99 Octane brand. They are Heil ADR5000 series, eight-compartment vessels with a 42,600 litre capacity.





The FPS 10th Annual General Meeting was held at FPS 2007. Members received a report of FPS's activities during the last financial year, 2005/06. The year may not have started with a bang, but, not long into it, the Buncefield catastrophe blew up, with repercussions which have proved to be long term. These are the topics covered.

Legislation

Draft legislation continued to surface during the year, keeping FPS staff and members busy. We monitored and returned comments on many topics including:

- Duty on fuel for private pleasure craft.
- The Energy Review, where we highlighted the importance of the oil distribution infrastructure.
- The Energy End Use Efficiency directive.
- Compulsory stocks, where we have joined forces with the refiners and importers to press for an independent agency to be responsible for the compulsory stocking obligation.
- Biofuels, including the Road Transport Fuel Obligation, where we favoured a fiscal incentive.
- Various HMRC consultations, such as duty deferment guarantees, extension of HMRC powers, which we opposed, and extension of the RDCO scheme to rebated fuels for other uses.
- Stage II vapour recovery, where we supported the PRA's stance.
- Many others, such as the introduction of sulphur-free fuels.
- As well as these tasks, we had to lobby the devolved administrations when they started to implement their own versions of the legislation.

Liaison with Government

FPS was a member of several Government departmental working groups. Our work included taking part in:

- the Energy Minister's Downstream Oil Industry Forum, where we seek the Minister's support on issues such as lower gas oil taxation, reclamation of duty on bad debt, lessening the burden of the RDCO scheme and security of supply.
- the DTI's emergency planning working group, which works to prepare for dealing with emergencies relating to fuel supply disruptions. Here we have ensured that commercial supply is catered for, and not overlooked in preference for retail supply.
- the DTI's Energy Markets Unit, where we kept in close contact with the staff responsible for the oils market on issues such as stockouts and terminal closures. FPS contributed towards the costs of an

industry secondeed within the Unit, as we think that it is essential that at least one member of its staff has direct knowledge of the industry.

- the Department for Transport's dangerous goods training advisory working groups.
- cross-departmental dangerous goods security working groups.
- the National Weights & Measures 'Volume' working group.
- the Joint Customs/Industry Security & Intelligence group, where we raise members' issues with the RDCO scheme.
- liaison meetings with Treasury officials and the Customs Minister prior to the Pre-Budget Report and the Budget itself.
- two of DEFRA's working groups looking at how the Energy End Use Efficiency directive is implemented into national legislation.

Liaison with outside bodies

FPS sits on many committees and working groups, including:

- four Energy Institute committees
- the Environment Agency's Oil Care Campaign, to which we agreed to provide some funding.
- six BSI technical committees, where, amongst other things, there was work on revising BS5410, the Code of Practice covering oil storage tanks.

with other trade associations in related sectors and carried out joint lobbying on issues where we have a common stance.

FPS is a founder member of the Conference of European Fuel Distributors where we discuss common issues and EU legislation. Last year, the Conference invited officials from the European Commission for discussions on future legislation and the possibility of reclamation of duty on bad debts - which they viewed as reasonable.

We also had liaison meetings on a regular basis



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FPS Chief Executive Susan Hancock with 2007-8 Council President David Hodge (left) and 2006-7 President David Meekins at the FPS President's Reception prior to the Awards Dinner

Projects

Several projects occupied FPS staff:

- We continued to press the Treasury to consider permitting reclamation of duty on bad debts and also continued to lobby other government departments, such as DTI, to support us on this.
- We lobbied the Treasury not to increase gas oil above the rate of inflation and we continued to try to get the end users' trade associations to support us in this. Although we have been a lone voice, our efforts have borne fruit: the rise in gas oil duty was lower than it might otherwise have been and there will be a return to percentage increases from 2008.

- Although we completed a Code of Practice on minimising wetline cross contamination, which was accepted by Customs the previous year, HMRC failed to complete guidelines for their officers to accompany the Code and we had to constantly badger them to finish the work.
- Together with the British Marine Federation, the Inland Waterways Association and the Royal Yachting Association, we lobbied the UK Government to apply for renewal of our national derogation on duty on fuel for private pleasure craft. The Government accepted our case and we assisted Customs in preparing the regulatory impact assessment that was submitted to the European Commission to support the UK's case. However, the UK's request was rejected. We are now all working with the Treasury and HMRC on how to minimise the impact of the change.
- We started investigating alternative sources of supply in areas where members had indicated that there were chronic shortages.
- Peter Emery started work on a quick release manual coupling for filling storage tanks to reduce spillages. We hope that field trials will be carried out shortly. BSI is currently considering our proposal for a standard for the generic design.

STOP PRESS...STOP PRESS...

FPS TO HOST EURO CONFERENCE

The FPS will host the European Conference for Fuel Distributors on 24 May in Edinburgh.

Delegates will be able to enjoy dinner aboard the Royal Yacht Britannia, which has kindly been sponsored by Atlas Tanks.

Full report in the Summer issue



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Training and best practice

FPS continued to promote best practice and training:

- The Depot Certification Scheme continued to operate, audits being carried out by FPS technical co-ordinator Peter Emery. OAMPS insurers QBE subsidised the cost of a number of audits, which encouraged members to have their depots audited. Funding continues to be available to the end of 2008.
- We bought the PRA's Forecourt Operator Training scheme, which would otherwise have gone to the commercial sector. We secured funding for the course from the Rural Enterprise Gateway for garages in the North West of England.
- The FPS Driver Training Scheme, developed by our technical co-ordinator, Peter Emery, in conjunction with ORS's Ken Taylor, proved successful, with over 250 packs sold.
- We ran a well-attended, well-received seminar, updating members on topical matters such as the new ADR security requirements, vehicle security, health and safety and protecting profitability.
- We issued information sheets and briefing notes to assist members and their customers, such as the advice sheet on biodiesel.
- Peter Emery gave a number of presentations on training and health and safety to external bodies, and ran a risk assessment workshop for members.
- Calling on Peter's skills and knowledge again, FPS also offered health and safety consultancy to members.



Membership activities

- We held members' meetings in the majority of regions, giving members the opportunity to discuss topical issues with speakers from, for example, the Environment Agency, an employment law firm, HSE and VOSA.
- We followed up industry issues in response to members' concerns, such as VOSA's activities in relation to vehicle and depot security inspections and the need to relax the Drivers' Hours Rules following the Buncefield incident.
- We ran the usual Drivers' Wages Survey, which was again well supported and provided valuable information to participants. We hope to extend these benchmarking exercises.
- We continued to encourage members to use the Hazardgram scheme to report hazardous tank installations, in an effort to get customers to address safety issues with their tanks and to warn distributors about unsafe installations.
- We added a customers' search facility to our website and brokered a credit and debit card deal for members.
- At the end of the year, we decided to purchase a specialist membership database software program to enable us to target information more accurately to the members who need it, rather than inundating everyone with everything.

Ireland

Unlike the UK, with its overburdening regulation, there are quiet periods in Ireland, when members seek little support. 2004/05 was one of those years. 2005/06 saw a slight increase in activity as we tackled the Department of Transport over difficulties members were having with ADR vehicle testing. We also liaised with the Department of Communications, Marine and Natural Resources over implementation of the Energy End-Use Efficiency Directive and we organised a meeting of all interested parties to start lobbying for retention of Ireland's derogation on duty on fuel for private pleasure craft. We continued liaison with the Department of Transport on the working time directive for transport workers. In recognition of the changes the industry is undergoing, we held a meeting for members with a speaker on the supply situation.

Media coverage

Our Media Representative, Rod Prowse, did numerous radio and TV interviews, dealing with press enquiries about topical issues such as Buncefield, oil price changes, supply problems and discriminatory duty on gas oil. FPS also featured in the trade press, including many of the boating magazines in connection with our campaign on duty on fuel for private pleasure craft, and commercial motor magazines. We issued a number of press releases, including one advocating a duty

freeze on gas oil, which were used by the trade press. We published five issues of the FPS magazine Downstream. The magazine continues to attract quality articles on matters affecting the industry and gives FPS the opportunity to express industry views to a wider audience.

We successfully challenged adverse comments about oil on the Calor Gas website and the comments were removed.

Garage Watch campaign

Towards the end of the financial year, FPS Council decided that it would be in both organisations' interests if the Garage Watch Campaign came on board with FPS. Whilst providing essential support for independent and rural garages at government level, as a small organisation, Garage Watch had been struggling. FPS was able to offer support to take it forward and develop its potential. We hope that this will, in turn, give FPS a wider and more secure base into the future, to continue providing both industries with the support they need.

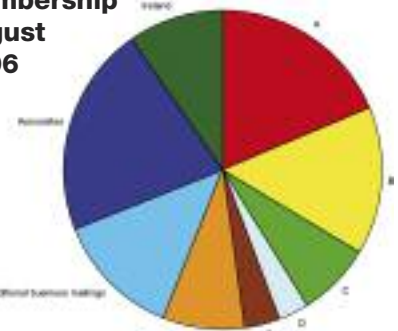
With an ever-increasing workload, dealing with an increasing levels of legislation and the growth of the FPS exhibition and conference, FPS staff were kept extremely busy and Chief Executive Susan Hancock thanked them for their dedication and hard work.



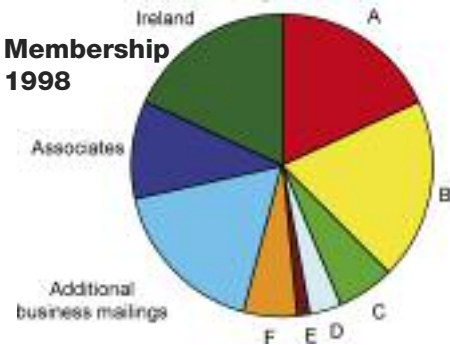
Members

The continuing trend of mergers and acquisitions saw membership numbers drop slightly. However, as a percentage of distributor companies in Great Britain, it remains high, with over 75% in membership. Compared with 1998, the first year for which FPS has detailed records, there has been a noticeable increase in the proportion of Associate Members, but a commensurate drop in the Irish membership. In the Ordinary member categories in the UK, the number of smaller members has decreased as the number of the largest ones has increased. The number of mid-range companies has remained generally static.

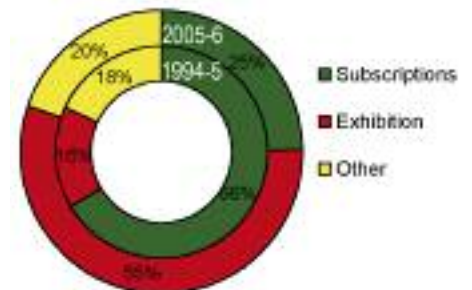
Membership August 2006



Membership 1998



Income



Our reliance on membership subscriptions has diminished considerably as we have developed alternative income streams. How the importance of the Exhibition has grown over the last 11 years can be seen in the comparison of income streams and, thanks to the efforts of Vanessa Cook and the rest of our team, the FPS Exhibition in Harrogate was another resounding success. These additional income streams have enabled us to provide services and support for members and, we hope, will enable us to continue to do so long into the future.



FPS 2007 Golf Day

Unbroken sunshine and unseasonal warmth greeted an enthusiastic and completely full field of golfers at the FPS 2007 Golf Day, held at Worfield Golf Club, Bridgnorth. Winner was Pete George of ConocoPhillips, who tied with runner-up Don Kinnersley of Mabanaft on 42 pts. They also tied on the back 9 and it came down to the back 6, where Pete scored 15 and Don 12. Third was Nick Smith of Mabanaft on 40 pts.

The players received their prizes from Collins Youldon MD Bob Dewin during the Awards Dinner and were delighted to hear that Collins Youldon will continue to sponsor this hugely popular FPS annual event.



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FPS IRISH GOLF CHAMPIONSHIP Thursday 14 June 2007

The FPS is pleased to announce that it will hold the FPS Irish Golf Championship at Birr Golf Club, Co Offaly, Ireland on Thursday 14 June.

Entry is open to all FPS members and guests. Booking forms are available from the FPS Office +44 (0)1565 631313.



At tee time, it all looked so welcoming and promising. The teams turnouts were immaculate, the day was perfect.



But as driver struck ball, unplanned things started to happen. How on earth did that shot land there? You scored what!?



No-one discovered why the gremlins got into so many swings, but eventually there was a winner.



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Tuffa's crown duals

TUFFA UK exhibited their largest dual compartment banded fuel station at FPS 2007. It is available in 1400/2500, 2300/3700, 3200/5600 litre capacities.

This new concept of plastic tank design was a hit with oil distributors visiting the show as it has the capacity to store two different products - derv, gas oil, lubes and gear oils, antifreeze, Adblue, bio-diesel etc. The tanks are convenient for filling, space saving and each product can be separately dispensed and monitored.

Following requests from the petroleum storage market, TUFFA UK designed the 'petrol solution' - a 975 litre high security tank suitable to receive gravity feed deliveries by tanker. Fully fireproofed and manufactured to meet the requirements of HSG 176 and HSG 51. Due to demand larger size tanks are being developed.



New to the range is the Sandstone feature plastic tank, ideal for complimenting differing environments and displayed with fire protection. The hugely successful 'TUFFA Firestop' tank is complete and ready for installation and is also available in a range of different colours.

Dunraven has Visual appeal

Dunraven Systems reported great excitement on their stand at FPS 2007 show when the company launched one of its new products, the Apollo Visual.

This is an oil level monitor which Dunraven say is set to revolutionise the future of how oil tanks are filled. It allows drivers to visually check the oil level in the tank before filling, which makes it safer and easier to fill and takes away the need for hand-held units. It is already available on some tank manufacturers' tanks and it can be retro-fitted to existing tanks.

The Apollo Visual is compatible with the Apollo RMS - Remote Management System. The RMS allows the level of fuel inside a tank to be securely monitored by the oil company via the web server directly to its PC. Dunraven say that the Apollo RMS will benefit oil companies by improving logistics and increasing customer loyalty.

Dunraven Systems also launched the Apollo LRC - Level Remote Control. This is a radio controlled filling and overflow prevention system, linking the delivery truck to the tank while giving the driver full control of deliveries. The electronic 100% failsafe overfill system prevents expensive overfills and protects the environment.



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FPS 2008

The RDS, Dublin, 23 & 24 April 2008

With more than 60% of the exhibition space already booked for FPS 2008, it is set to be another sell-out event – and with all the attractions of Dublin, a popular one with visitors too!

If you are interested in exhibiting, call the FPS Events Team on +44 (0)1565 631313



We look forward to seeing you there!

And finally, a big **Thank You** to all the sponsors who helped make FPS 2007 such a successful event



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