

# Downstream

FPS 2006 REVIEW ISSUE

The official magazine of the Federation of Petroleum Suppliers

## FPS 2006 – a Blockbuster Event



Also inside Winning Drivers, Winning Depots and much, much more...



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What's being said between incoming FPS President David Meekin (right) and outgoing President Bob Armsworth? Send your caption to Vanessa Cook at the FPS office by Friday, 26 May (vc@fpsonline.co.uk). The sender of the caption judged the funniest wins the bottle.

## Downstream

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MORE  
NEW TANKS  
PLANNED FOR 2006

## FPS 2006 Show success for Atlas

What the distributors/installers who saw us at Harrogate told us they most liked about Atlas:

- New single skin tanks
- Re-styled, easier to fill, bunded tanks with new lifting points.
- In compliance with the new OFTEC requirements ALL tanks fitted with Sensor Spillstop overfill device as standard from 1st June 2006

Thanks to all our customers, we look forward to seeing you at FPS 2007 at Telford



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# FPS 2006 Exhibition

# One for the record books



**A record number of stands, a record amount of space sold and a record number of visitors through the doors. That's the track record of FPS 2006 at the Harrogate International Centre.**

"We had large numbers of advance bookings for stands, and distributors clearly recognise our reputation as the event for the industry because the number of visitors was well up on any previous year over both days of the show," said FPS 2006 Organiser Vanessa Cook. The 121 exhibitors occupied 6,000 square metres of space through four halls at Harrogate. There were 12 first-time exhibitors. Almost 1,800 delegates came to the Exhibition and

the associated Distributor06 Conference.

Most visitors were from the UK and Ireland, but the trend of last year, for increased numbers of overseas guests, also continued. Visitors were registered from France, Spain and other EC countries.

"The feedback we've had from both exhibitors and visitors has been extremely positive. The vast majority

from both camps found FPS 2006 provided them with the quality and quantity of decision makers they needed to network with, and with a comprehensive picture of what's new, different and significant within the fuel distributor sector," said Vanessa.

**"Now were looking towards FPS 2007. The prospects appear very exciting."**



*A new introduction that will be here to stay at future shows: the FPS Internet Café*

The new-look Conference, sponsored by insurers John Reynolds, featured four speakers on subjects highly relevant to the industry. Visiting delegates responded

by attending the seminars in very healthy numbers. This and the following two pages summarise the key points from each of the presentations.

## Keeping ahead of the bad guys...

**PETER CAMILLETI**, a former detective chief superintendent with the Metropolitan Police and now **Security Advisor to Total UK**, provided a swathe of solid advice aimed at deterring would-be depot intruders.

In *Keeping One Step Ahead of the Bad Guys*, he advocated a structured, layered approach to security issues and told delegates to 'think like the bad guys' in drawing up their security plans. The principles boiled down to the four Ds:

- 1/ Deter thieves and burglars in the first place
- 2/ Detect unwanted visitors
- 3/ Delay their actions as long as possible
- 4/ Deploy an effective response.

There is no perfect security system and, if people really want to break in to your depot, they will, he said. However, the more difficult that depot managers make it for villains, the more likely they will shift their sights to another, more vulnerable, target.

In terms of deterrents, Peter spent some time examining the layers of defence, and drew an analogy with a castle's fortifications – moat, drawbridge, portcullis, inner bailey. VOSA inspectors favour welded palisade fences. "Any weak spot in perimeter fences and access gates is an invitation to enter", he said. Barbed or razor wire is good, but it has to be high enough to fulfil liability responsibilities to would-be trespassers. The insides of fences should be kept clear because any objects placed near them act as a step to use as easy entry by intruders.

If companies want to use guard dogs, the animals either have to be



tethered or a supervisor has to be present. In either case, warning notices are essential. In protecting the tanker fleet, Peter advocated looking at immobilisers, rising bollards and tracker devices. He also asked how many companies thought about the security of the tanker when a driver was making a delivery, although he conceded that it would probably only be 'the village idiot' who would try to take a tanker whilst it was pumping a delivery.

When alarming their office premises, companies need to ensure there are sufficient sensors to detect movement in several places. Office protection is becoming more important than ever, since electronic document theft is on the rise as criminals move more heavily into corporate ID theft. He felt companies should consider off-site backup in order to minimise disruption in the event of a break-in. "Smoke devices, which fill a room within seconds of being triggered, have reduced incidents at Total petrol stations by half", he said. Screech alarms are a

cheaper, and effective, alternative.

The Metropolitan Police runs TruckPol – an intelligence operation for tracking stolen commercial vehicles. Each force has a Counter-Terrorism Officer and Peter advocated making contact with that officer, rather than a local PC who may not fully realise the implications of tanker theft.

Peter suggested companies might consider making site and vehicle security a specific part of someone's job, to ensure that the subject was not sidelined or neglected. An excellent Home Office booklet, *Your Business - Keep Crime out of It*, is available for download at [www.crimereduction.gov.uk/yourbusiness](http://www.crimereduction.gov.uk/yourbusiness)

Answering a question on how to keep the police interested in fuel thefts, he suggested writing a strong letter of complaint to the local police superintendent. Once a complaint was in writing to the correct person, the police were duty-bound to act.

## Does Shell love its distributors?

In *Do You Love Me?*, a hypothetical question asked by a fuel distributor of the oil major Shell UK, **STEVE PARK, Cluster Credit Manager** for the company, gave a forthright appraisal of the relationship.

The distributor business is by far the most challenging in Shell's portfolio – far greater than lubes or retail. Shell plays two roles for distributors, he said – that of fuel supplier and that of a bank. Standard credit assessments and limits – a credit ceiling of 70% of the net worth of the company – simply do not work when assessing distributors, said Steve. The credit limits a distributor needs to have in order to operate bear no relationship to the financial substance of his business. The costs of product compared with the small margins available to distributors mean that normal rules cannot apply.

In deciding whether Shell is prepared to supply a distributor, the assessment comprises analysis of accounts information, profitability, shareholders' funds and, in particular, cashflow. However, just as importantly, there is market intelligence on the distributor from within the small, closed community that comprises the distribution industry.

Regular communication with the distributor is vital for a successful relationship. Shell's credit department works very closely with its sales department to monitor dealings and keep the business under review. "With the normal rules not applying, the real thing for us is 'Do we have confidence in the people running the distributor?'," said Steve. "We are talking about huge exposure of Shell's funds, so we want to know 'Are these people up to it?'. When we set a credit limit, we're very serious about it. Once it's set and advised, that's it – we mean it."

Shell, he said, monitors distributor accounts every day. If a distributor



exceeds his credit limit, Shell would want some money: a rise in oil prices does not mean a commensurate rise in credit limits. He recommended invoice discounting as a means of helping with credit limits.

The fuel distribution industry offers the worst risk-to-reward profile of any business. The effect of a credit arrangement going wrong is very serious. British Benzol, Port Petroleum and Nickersons were bad debts that encouraged Shell to keep an even firmer grip on credit lines. Using the services of Atradius, the credit insurance and risk management specialist, has become a major part of Shell's strategy in controlling their distributor relationships.

Terms are generally 30 days rolling from pick-up by the distributor. Distributors can be certain that this time will not be extended, and it may even become shorter. He suggested that delegates might think in similar terms with their own customers. He advised distributors to protect their businesses against bad debts, and take into account the overheads of premiums for adequate insurance limits and the administration needed to control debt and credit.

Shell UK is a long-term player in the supply of distributors, Steve said. Continuity of supply is very important for distributors and he advised them to think carefully about this over the long term, and not to look simply for the best deal.

So does Shell love the distributor? "We run our business professionally and we want you to run yours in that way. If you do, we will get along fine and the answer is Yes. If you don't, you will not be asking the question, because you will not be a customer of ours."

■ *Steve's talk proved so hot, it triggered the Conference theatre fire alarm, so attendees had to sample the very fresh Harrogate air for a few minutes (below).*



## Driver standard now

**CHRIS HUNT, Chairman of the UK Downstream Oil Distribution Forum** and Director General of the UK Petroleum Industry Association, chose Distributor06 as the platform from which to launch CRTDiS, the Common Road Tanker Driver Induction Standard.

This is a new set of nationally-agreed operating standards for staff who load, transport and offload all sorts of petroleum products. The emphasis is on safety awareness and the need for personal responsibility for the safety of both the driver and others working alongside him or her.

CRTDiS drew heavily on established best practice and had the full support of Government, the trade unions and industry. It was suitable for operators large and small, said Chris. He added that there would be a self-assessment

# High prices here for some time

**NEIL ATKINSON, Consultant with Petroleum Economics**, provided an insight into the history of oil pricing and the possible future prospects.

In *Factors Affecting the Oil Price – Speculation and Fundamentals*, he recalled how, in the 1980s, the Saudis and OPEC had viewed oil as too important a commodity to be left to the vagaries of the spot and futures markets, and had set the crude price as they themselves felt fit.

However, spot market buying had grown dramatically and, with abundant supply, producer attitudes were forced to change. With the rise of speculative buying and the volume of oil traded, price reports had become an increasingly important influencing factor. However, analysts



## on the road



process that each company could go through to determine whether they had the capability to issue CRTDiS certificates themselves, or if they would need the help of Cogent, the Sector Skills Council.

He emphasised that the standard will continue to be developed so that it always covers the latest requirements in skills and safety.



had been slow to spot the underlying changes in fundamentals affecting supply and poor data had not helped the forecasts. Accurate production figures in most countries were, in effect, State secrets. Researchers were not given impartial information, but frequently fed detail that was most likely to benefit the data provider. He added that gleaning market information was often an unpleasant affair, with strings of phone calls degenerating into shouting matches in which the information provider tried to bully the researcher into feeding his particular view out to the oil buying market as impartial information.

Speculators were accused of ignoring fundamental factors, but that assertion was nonsense in Neil's view. He cited a string of technical factors that had affected oil availability and the eventual market price. These factors included mishaps such as BP's platform disaster in the Gulf of Mexico, bad weather like Hurricane Katrina, and political vagaries in producing countries – strikes in Venezuela, war in Iraq and tribal strife in Nigeria. In addition, demand had shot up, in particular in the Indian sub-continent and China.

Neil presented a series of facts and figures which pointed to the likelihood that high oil prices are here to stay as the gap between demand and supply

narrows and with production struggling to keep up.

Even though the outlook is for high, demand-led prices, underpinned by the global trend for low inflation and low interest rates, the percentage of Gross Domestic Product spent on oil in some major economies has fallen dramatically, largely through more efficient use. According to KBC figures, the high of 7.6% of GDP reached in the USA in 1980 had fallen by 2004 to just 1.9%. In Japan, those figures were 6% and 1.4%.

Neil referred to *Twilight in the Desert*, a book by Matt Simmons, which casts deep doubt over the ability of Saudi Arabia to up production to meet rising world demand. With OPEC now acting as a more cohesive force, and working to meet a growing demand, rather than managing a surplus, he concluded that oil price control could turn full circle. OPEC would pull the strings once more, as it had done in the 1980s, with supply, rather than demand, being the dictating force. The Saudi oil minister has been quoted as recently as February 2006 as saying a price "around the \$50-60/bbl range would be satisfactory to both producers and consumers".

The conclusion can only be that higher prices will be here for some time.

# FPS 2006: Was it v

## What visitors said about the Exhibition and Conference



Ged Dickinson,  
Operations Manager,  
Total Isle of Man

*"The show is absolutely spot on. I've come to gain information. I've been looking at a new tanker and tank gauging equipment and a leak detection system. It's the ideal place to do it."*

Stuart Mudd, Martindale Fuels

*"There are more people here and it's more interesting than it has been in previous years. There are a lot of manufacturing and support services here – it's good."*



Andy Billington and Malcolm Spavin,  
Total Butler Malton Depot

*"This is our first time here and we're impressed with what we've seen so far. There an awful lot to see!"*



David Hathaway, Pace Petroleum

*"I have been coming for 10 years or so and the scale of the event is beyond comparison. The overall level of professionalism and standard of exhibitors is noticeably improved."*



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### The Specialist Credit Insurance Brokers.

Bad debts are an unfortunate fact of life in fuel distribution. Credit insurance offers a cost-effective solution and, as acknowledged market leaders in providing credit insurance to the oil industry, we are pleased to make our services available to FPS members.

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## GRAYDON

### Petroleum Distributors Intelligence Unit – PDIU

One of the leading business information providers specialising in Credit Risk Management solutions.

Graydon, in partnership with The John Reynolds Group provide an intelligence unit specifically for the petroleum sector. This is a closed user group, which has been designed to protect members against the risk of bad debts and slow payments. Members report centrally on:

- Unsatisfied payments (e.g. RD & RDPR cheques and direct debits)
- Collection/Legal actions commenced against a debtor
- "Gone aways" and other critical events

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 1424  
Mobile: 0773 920 1835  
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).

# worth the visit?



Roy Hughes, Wynnstay Fuels

"The Conference is a valuable part of the event. I've been impressed with the items for discussion. It focuses the mind and makes a visit more worthwhile. Security is one of the biggest issues for distributors and that's been well aired today."

Mike Sleigh, Swan Petroleum

"The Exhibition is as good as I've ever seen. The venue of Harrogate is the best for the event."



Jones Distribution party - Michael Buy, Geoff Hall, Martin Caddick (Minster Fuels), David Walker (Hardy Craske)

"We use it as a get-together event. The show is easier to walk round this year and it's easier to see what's on the stands. There's a good cross-section of exhibitors. The show is a good place to compare and check that what we're intending to do is right within the industry, and to find out what other companies are thinking of doing."



Tim McCarthy, McCarthy Oil

"I've seen some good innovations. It's all about looking out for what will make your job easier when you get back. This is the second year I've been and I'll be back."

## why I install Titan

I provide a quality service and give my customers the best products every time. When it comes to oil tanks, it's got to be Titan.

**Andrew French - Titan Accredited Installer**

Number One & Still Growing

**Kingspan**  
the Power Behind  
**TITAN**

**Titan Environmental Limited**  
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# FPS 2006

Meeting...

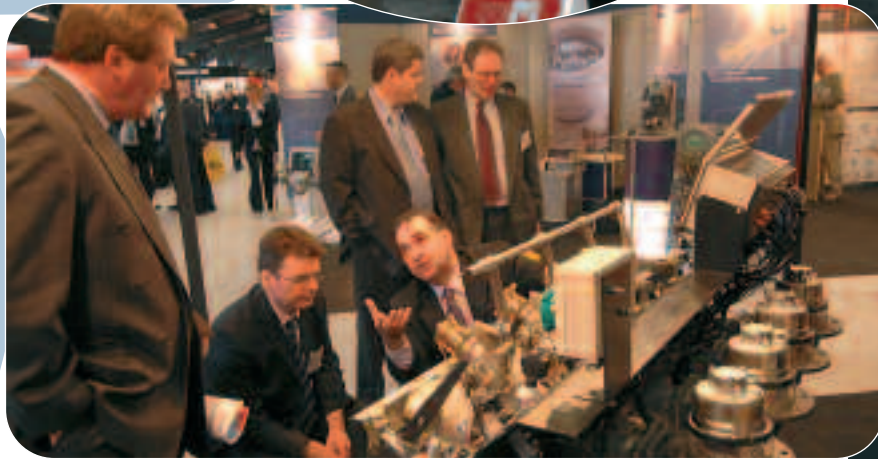


greeting...



talking...

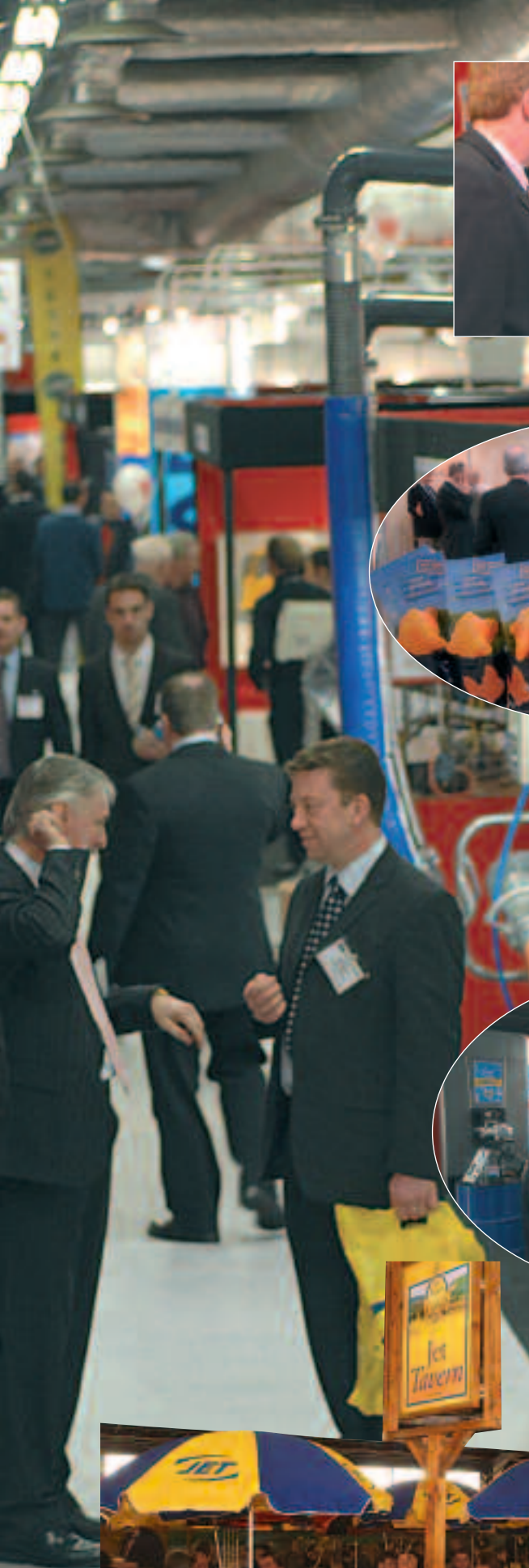
listening...



looking... learning... inspecting...



# It's the business!



laughing...



smiling...



checking...

wheeling...



dealing...

relaxing...



**The only  
show in  
town!**



# 2004-5: a busy year

**The FPS ninth Annual General Meeting was held during the Show. Members received a report of FPS's wide-ranging activities on their behalf during 2004/05.**

## LEGISLATION

Draft legislation continued to materialise. We monitored and returned comments on many topics including:

- The Road Transport (Working Time) Regulations. We reminded the Government they would need to relax the requirements to cope with unforeseen circumstances that prevent deliveries being made within the restrictions on hours and both the Working Time and Drivers' Hours Rules were consequently relaxed after Buncefield.
- The Lorry Road User Charge 'blue diesel' option, which we successfully lobbied to be abandoned.
- The European directive on Energy End-Use Efficiency, where we continued talking to DEFRA about the difficulties oil distributors will have if the UK Government fails to take up options for flexibility.
- Compulsory stocks, where we joined forces with the refiners and importers to press for an independent agency to be responsible for the compulsory stocking obligation.
- Various HMRC consultations. We commented on matters such as the review on modernising HMRC powers, deterrents and safeguards, and the post-implementation review of the RDCO scheme – a report that still hasn't been released, a year later.

We also discussed all this legislation and more with the devolved administrations, in particular the Scottish and Northern Ireland versions of the Oil Storage Regulations.

## LIAISON WITH GOVERNMENT

FPS also worked with Government on a number of issues and was a member of several departmental working groups, including

- the Energy Minister's Downstream Oil Industry Forum, where we raised issues such as taxation of gas oil, reclamation of duty on bad debt, measures to lessen the burden of the RDCO scheme, security of supply, seeking the Minister's support.
- the DTI's emergency planning working group, dealing with emergencies relating to fuel disruptions.
- liaising with staff responsible for the oils market at the DTI's Energy Markets Unit, on issues such as stockouts and terminal closures. FPS contributes towards an industry secondee who gives the Unit direct knowledge of the industry.
- the Department for Transport's dangerous goods training advisory panel.
- cross-departmental dangerous goods security groups.
- the National Weights & Measures 'Volume' working group.
- the Joint Customs/Industry Security & Intelligence group, where we discuss the RDCO scheme and the burden it puts on the legitimate trade.

In addition, we liaised with Treasury officials and the Customs Minister prior to the Pre-Budget Report and the Budget; provided background on oil heating to DEFRA's Fuel Poverty Strategy Group; and finally managed to get input to the Office of the Deputy Prime Minister on Part J of the Building Regulations, relating to oil storage tanks.

## LIAISON WITH OUTSIDE BODIES

FPS also sat on a number of other working groups. They included four Energy Institute committees; the Environment Agency's Oil Care Campaign; BOSCA's Oil Spill Accreditation committee; and six BSI technical committees where topics

included revising BS 2869, the standard for kerosene and gas oil, and the design standard for petroleum road tankers.

## PROJECTS

Several projects occupied FPS staff. We continued to press the Treasury and other Government departments to permit reclamation of duty on bad debts. We lobbied the Treasury not to increase gas oil above the rate of inflation. We completed a Code of Practice on minimising wetline cross contamination, which has been accepted by Customs. With other trade bodies, we successfully lobbied the Government to seek renewal of our national derogation on duty on fuel for private pleasure craft.

## TRAINING/BEST PRACTICE

FPS continued to promote best practice and training through several schemes. These included the Depot Certification Scheme; the PRA's 'Safe Unloading of Petrol' training scheme; FPS Driver Training Scheme; a common induction standard for road tanker drivers (CRTDiS), which was launched at Harrogate (page 6); and Health and Safety.

## MEMBERSHIP ACTIVITIES

FPS staff were also busy on wider membership activities. The Code of Conduct was introduced. Members' meetings with guest speakers were held in most regions. We followed up industry issues in response to members' concerns, such as the premature failures of plastic tanks and our complaint to the Advertising Standards Authority about Calor Gas advertising that misrepresented oil heating; our complaint was partially upheld.

We ran a well-supported Drivers' Wages Survey. We established the seventh regional credit register, for Lincolnshire. We continued to encourage members to use the Hazardgram scheme to report hazardous tank installations.

## IRELAND

Unlike the UK, with its overburdening regulation, there are quiet periods in Ireland, when members seek little support and 2004/05 was one of those years. However, towards the summer, a number of issues came up and we held an extremely successful and well-attended meeting on the Working Time Directive and problems being encountered with ADR. We also liaised with the Government on the same draft European legislation we dealt with in the UK, notably the Energy End-Use Efficiency directive and renewal of the derogation on duty for private pleasure craft. We also continued to lobby the Department of Transport on the problems with ADR testing, which now seem to be resolved.

## MEDIA COVERAGE

Our Media Representative, Rod Prowse, carried out numerous radio and TV interviews, as well as dealing with press enquiries on issues such as oil price changes, supply problems and discriminatory duty on gas oil. Quotes were carried in regional and national press, including The Independent, Daily Mail, Mail on Sunday and Bristol Evening Post. Rod took part in several radio and TV interviews on issues such as the high price of oil. We also assisted a Radio 4 File on 4 programme on oils fraud. Press releases were picked up by the trade press, such as Farmers' Weekly, Oil Heating News, Motor Transport, Forecourt and Building Services & Environmental Engineer. Five issues of the FPS magazine *Downstream* were published. The magazine continues to attract articles from a variety of sources on industry matters and allows FPS to express industry views to a wider audience.

# Exhibitor news from the Press Room

## COLOSSUS ARRIVES

SWIFTsoft Computer Systems, developer of computer software for the fuel distributor market, were first-timers at FPS 2006 and released the latest version of their Colossus package. Among the new features is support for credit cards processing, address lookup by postcode and BACS for collecting direct debits or payment of supplier accounts. Managing Director Keith Darragh said: "The whole experience was very pleasant and profitable for SWIFTsoft. We showed our cutting edge software to a larger amount of specific oil distributors than we could have found in any one place. We will definitely be travelling to Telford in 2007."

## FORECOURT SERVICE

Cleansing Service Group made a show debut to promote its Forecourt Division and a 'menu servicing' package geared to suit all forecourts. The packages include full forecourt drainage and interceptor cleaning; certificate issue; tank tops; bucket traps; carwash interceptor cleaning; and free 24-hour emergency hotline.

## WEB-BASED CATALOGUE



MAN ERF arrived with a claimed 'secret weapon', an interactive web-based catalogue, [www.trailerparts365.com](http://www.trailerparts365.com), which enables customers to source and order parts direct. The company has set itself the target of capturing 12% of the market, reflecting the market share its lorries hold. "We expect to focus eventually on around 500 operators running between 15-20,000 trailers," said Dennis Evans, MAN ERF's General Manager, Parts Business Development. The company also re-stated its commitment to keeping ERF 'Pet Reg' operators on the road and earning money. MAN ERF has over 14,000 vehicles on contract in the UK, claiming 99.7% of them are fit for operation – bar servicing and routine inspections – at any one time. The 0.3% are off-road for a maximum of 72 hours, says the company, which runs a programme called UTP (Up Time Principle) geared at minimising downtime.

## THINKING BIG



Harlequin's John Switzer (*above*) was delighted with FPS 2006 and his stand boasted the largest capacity tank on display. At 10,000 litres, it was a tight squeeze to manoeuvre the Bunded Fuel Station into position, and it made an imposing sight. John reckons that distributors, factories and agri-businesses are all likely customers for the big 'un and he can also see export potential for it. Continuing to think big, the company also launched a 10,000 litre bunded tank specifically for heating oil and a single-skin variant for installation in a suitably bunded area. There was all-new range of Adblue storage to cope with the anticipated demand for SCR urea. Capacities ranged from 1,400 to 5,000 litres and, as you would expect, a 10,000 litre model is promised.

## IMPROVING EFFICIENCY

BSS announced a new Windows-based mobile delivery management system designed to bring together the office and the vehicle, reducing overheads by eliminating paperwork and improving efficiency.

## HANDS-ON INVENTION

FPS member Allan Stobart of Allan Stobart Fuels came up with a real show-stopper. Fed up with constantly searching for his gloves when offloading a delivery, he had the idea of a simple but effect glove dispenser.

He spoke to Boydell and Jacks, who took up the idea and developed the Glove Park, a device which allows operators to slip their hands in and out of the gloves without ever touching the gloves' outer surfaces. When 'parked',

the gloves are held securely in the holder, ready for the next delivery. "We've had tremendous interest in it – it's an absolutely brilliant product and brilliant show. We've sold literally hundreds of Glove Parks here," said Mark Knight of Boydell and Jacks, *pictured below*.



## GAUGING DEMAND

Afriso Euro-Index exhibited a section of their vast range of pressure, temperature and level measurement gauges and alarm switches. The company has more than 1,000 different products and boasts over 260,000 items directly available ex-stock from its German-based facility.

## TITAN'S NEW TANKS

Titan Environmental announced two new high-specification tanks. At just 590mm wide, the R1000TT is the narrowest single-skin model on the market and is ideal for terrace housing and other areas where access is restricted. The FM3500, the newest Fuelmaster, sits between the 2500 and 5000 litre models and offers a complete bunded solution, providing safe, lockable on-site fuel storage and dispensing. Titan Environmental also showcased its high specification BlueMaster Vertical 5000 litre tank which has been designed for Adblue.

It also flagged up two initiatives – Oil Assure and the Titan Accredited Installer Scheme – to be launched soon



# Exhibitor news from the Press Room

## WELL RECEIVED SYSTEMS

Dunraven Systems reported that the Apollo and the new Apollo Remote Management System (RMS) were very well received. This web-based system level in the oil tanks of distributors' customers, so distributors can ensure loyalty by replenishing tanks before the customer runs out. The RMS is not bureau based and gives the distributor full control of customer information which never leaves the PC and is security coded and password protected. It can be integrated with any existing logistics package.

## FTA TESTING

The Freight Transport Association was providing details of its tank testing facilities and new inspection service applicable to operators of petroleum tankers made before 9 May 2004. From 1 July 2006, new regulations come into force regarding the safety inspection of these tankers.

## NEWEST TANK MAKER



QSS was the newest oil tank manufacturer, having commissioned its plant at Hartlebury, Worcestershire, very recently. It unveiled a range of 18 tanks and, said Tony Sutton (*above*) of QSS, it aims to meet any order in five working days. Lifting eyes, carry handles and ladder stays were among items that, said Tony, signified QSS's determination to build in features that installers and customers wanted.

## 'KEY OUT' SECURITY SYSTEM

VTC (Vehicle Technology) launched their unique 'key out' security system for commercial vehicles. The electronic device enables the driver to remove the keys from the ignition while allowing the engine and electronic systems to keep running. The system is already widely used by police, fire and ambulance services.

## CAMERA SAFETY

Orlaco Products launched a new 130 degree wide angle colour reversing camera system providing improved vision

and increased fields of view. The camera also carries a patented lens that automatically reacts to varying degrees of ambient sunlight to provide the best possible picture clarity.

## LIFESAVER ALARMS

SBES came to FPS 2006 with its LifeSaver safety alarm system for lone workers. BP Lubricants and ExxonMobil Aviation are two companies to use the system widely in the UK. The intrinsically safe system for Exxon is a world first, addressing the problem of lone employees working with fuel tankers anywhere across a huge site with no fixed itinerary.

## BETTER MANAGEMENT

Absoft revealed two business management solutions which it says improve logistics and integrate key business processes for the downstream industry, from refineries through to wholesalers and distributors. SAP Oil and Gas Secondary Distribution integrates back office, supply chain and customer services functions. OpenTAS offers additional dispatch automation.

## FAST SHOW ON TARGET

Fuel Additive Science Technologies hit the show with its Exocet products, a range of specialist additives geared for specific fuels uses. Its diesel trucking product is claimed to improve mileage by 5 per cent, maximise pulling power and reduce smoke.

## MATERIAL GAINS

CH Materials offered fire protection barriers with 30, 60 or 120 minute fire ratings. The company offered easily-assembled barriers in made to measure kits for domestic applications. For commercial and industrial use, it was offering bespoke systems.

## HEIL SEMI-TRAILER ON VIEW

Heil Trailer International exhibited a 42,800 litre six-compartment alu-alloy tri-axle semi-trailer. It was one of over 100 tanks manufactured at Heil's Polish production partner during the last year.



## BUSY FOR CARBERY

Carbery Plastics launched its all-new Fuel-Point 2500 litre fuel station, and 2500 capacity vertical single skinned and banded tanks, plus a redesigned slimline single skinned Carbery R, holding 950 litres. The Fuel Point design is compact, unobtrusive and secure. Main features include the 45-degree angled filling point and a 5" inspection hatch with light.

Michael Brennan, Carbery Chief Executive, said: "Any new product is an exciting event for the whole Carbery team but especially for our research and development department. We combine meeting market needs and industry standards with customer feedback and caring for the environment." Although Carbery have been in the UK for only four years, they have been manufacturing in Ireland for almost 30 years. Of FPS 2006, Mr Brennan said: "It was a busy show for us and the Fuel Station has proved a great success, with one visitor even wanting to buy one and take it with him."

## GROWING BUSINESS

Suckling Transport boasted a 20-year track record of fuel distribution and a client roster of over 50 companies, including Shell and ConocoPhillips. The company operates 100 tanker vehicles from 17 UK locations. Its TankShare scheme offers an option of full and part load deliveries. Suckling said that bridging product to inland distribution terminals was a growing part of the TankShare business.

## COLLINS YOULDON BUSY

Collins Youldon were delighted with the show and pleased to welcome so many visitors to their stand during two very busy days, said the company's Managing Director, Annabel Montalto.

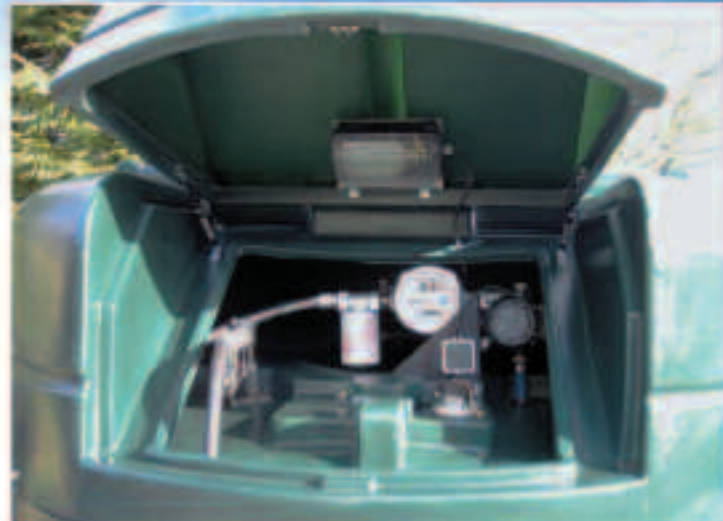
## MONITORING FOR DISTRIBUTORS

Enraf reported a lot of interest in their tank depot monitoring equipment, particularly from Ireland. Known for their monitoring equipment for large tank farms, Enraf has developed a more affordable version for the distributor market. Tank monitors alert a master device immediately any disturbance to the level in the tank is sensed. A signal can then be sent to a mobile or land phone, enabling the recipient to act on the information. A number of Texaco ADs are among recipients of Enraf installations, said Enraf Commercial Manager Richard Thompson.



# Carbery Plastics

## Carbery Fuel Point



Carbery's Fuel Point bunded tank and factory installed pump and nozzle is ideal for the safe and clean dispensing of fuel which eliminates the need for raised tanks. It comes complete with lockable cabinet which houses the pump, 4m hose, nozzle and light for safety and security.

#### Other features include.....

- Overfill Prevention
- Apollo oil level monitor and Bund alert
- Offset Fill Point
- Maintenance free
- UV Stabilised
- Corrosion Resistant
- Easy to install
- Tank within a tank construction offers integral protection from leakage and overfilling

Optional Extras: 12v, 24v or 110v pump

### Carbery Fuel Point 2500FP

<b>Capacity:</b>	<b>2500 Litres</b>
<b>Diameter:</b>	<b>1875 mm</b>
<b>Height:</b>	<b>1900 mm</b>
<b>Weight:</b>	<b>207 kg</b>
<b>Pump:</b>	<b>230v</b>



## Carbery Plastics

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The ever-popular FPS Golf Competition, sponsored as ever by Collins Youldon, attracted a capacity entry to Harrogate's Pannal Golf Club.

Winner, with 39 points, was Ben More of Mabanaft. Second was Mike Harrison, of Total Butler, on 36 points, and third was Nick Smith, also of Mabanaft, on 35 points.



## David installed as new FPS President

Outgoing FPS President Bob Armsworth fastens the chain of office onto incoming President David Meekin of Meekin Fuel Group, Co Antrim. David joined the family business, started by his great grandfather in 1875, from school. From their Newtonabbey depot, they service the greater Belfast area and surrounding counties. David said: "The FPS has been instrumental in assisting

members through the increasing maze of legislation imposed and is highly respected at Government levels as the recognised voice of the oil industry."

"At local level all members can share and contribute to all these relevant issues. I look forward to helping continue the valuable work my predecessors have done."





# Dinner date

After the intensity of two very busy exhibition days, the FPS 2006 Awards Dinner was a fitting way to wind up a highly successful event. Over 750 people attended the black tie occasion at the Harrogate International Centre. After the awards, guest speaker Vince Earl kept everyone smiling.

Awards night memories. Right: Incoming FPS President David Meekin with FPS Chief Executive Susan Hancock and outgoing President Bob Armsworth. Below, Adam Shefraz of OAMPS presents the FPS Depot of the Year Award to Par Petroleum's Simon Roy - for the second successive year. Runners-up were CPS Fuels of Wisbech, Heltor of Newton Abbott and Opie Oils of Redruth.



Driver of the Year finalists and their partners.

Driver of the Year was Darren Gilham of Southern Counties Fuels (centre). Runners-up were Ben Clarke (left) of Shelford Energy and Jon Noel (right) of CPL Petroleum.



Winner of the £1,000 prize draw was Janice Denyer of CPL Petroleum and the Total deluxe hamper went to Malcolm Hendrie of Askham Fuels. Prizes were presented by Mrs Marguerite Meekin



The FPS team that staged the FPS 2006 are, from left, Vanessa Cook, Margaret Thornley, Peter Emery, Susan Hancock, Joan Wheat and Ed Hayes.



## A final Thank You to all the FPS 2006 Sponsors



Golf Competition



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INSURANCE BROKERS

Distributor06 Conference



FPS Driver of the Year



FPS President's Reception



Delegates' Show Guides & In-Show Signage



Charity Prize Deluxe Hamper



# FPS 2007



## 18-19 April 2007

### Telford International Centre

- 60% of all available stand space for FPS 2007 already pre-booked
- NEW for the Telford Wednesday: CLUB FPS – evening food, live music and late bar
- For more information on FPS 2007 stand space and Event Sponsorship contact the FPS Events Team on 01565 631313 or email [vc@fpsonline.co.uk](mailto:vc@fpsonline.co.uk)

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# CHOOSE INTEGRITY

## Our watchword

Balmoral Tanks developed a range of single skin and bunded fuel oil storage tanks which went on to become the industry standard. Others followed.

Balmoral Tanks developed a range of integrated fuelling stations which went on to become the industry standard. Others followed.

Balmoral Tanks developed the fuel oil storage information website [www.bundedtank.com](http://www.bundedtank.com) which went on to become the industry standard. Others followed.

Balmoral Tanks is an honest, open and transparent manufacturing company.

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