

Downstream


The official magazine of the Federation of Petroleum Suppliers

Summer 2008



FPS 2008
Driver of
the Year



The Oil Together campaign has raised an amazing £25,000 to date for cancer charities. The campaign is co-ordinated by FPS to enable the independent oil distribution industry to raise the money. The campaign will be wrapped up and the money distributed after the FPS Charity Golf Day at the De Vere Mottram Hall Hotel & Golf Complex, Prestbury nr Manchester, on September 16. FPS are hoping that this event will boost the amount raised to £30,000. FULL DETAILS OF HOW TO BOOK THE GOLF DAY AND THE DISTRIBUTOR CONFERENCE THE DAY AFTER – PAGE 16. 

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- "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 1410
petroleum@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)



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Par sets standard as three-time winner



A family firm is a unique beast when it comes to business. People work very closely together and share information; but there can be a tendency to leave everything very informal. Which is fine until an organisation or a major customer wants to see evidence of good practice and systems.

Back in 1999, Par Petroleum went through their first Conoco/FPS Depot Certification Scheme audit. They passed with flying colours, but also learned a lot about how they could become stronger. Their goal of continuous improvement was born.

Operations Director Simon Roy Toole explains: "We're a family business – mother, father, sister and brother-in-law and myself – so meetings, for example, often happen round the dinner table rather than the boardroom. Thanks to the audit, we are motivated to follow formal processes and systems for things like health and safety meetings."

Now, nine years on, Par have won the FPS Depot of the Year award for the third time and have the added accolade of

being the first winner to score a hat-trick.

They were chosen from the full roster of companies who took part in the FPS's Depot Certification Scheme, a voluntary regulatory scheme under which companies invite an audit of their health and safety and operational practices.

Par are also four-time winners of Jet's Circle of Excellence award, which is judged on elements including safety, health and the environment; customer service, and brand communications.

The company, based at Houghton le Spring, covers the whole of the North East, from Teesside up to the Borders, from the east to the west coast.

"The FPS Certification Scheme is an exceptional tool. It's a great incentive for improvement," says Simon. "If someone from VOSA walks in, for example, we know we're prepared. The other day, we had an audit from a major blue-chip customer. They were extremely impressed and commented on how easy their job had been made by our systems."

Constant improvement

An excellent score, reflecting the hard work put into improving health, safety, security and environmental systems, earned Heltor's Newton Abbott depot a runners-up spot.

"We've put in new fencing and night security," says Managing Director Paul Kingdon. "We've also upgraded our oil separation system and our tanks have



Certification scheme brings peace of mind

Resting on their laurels isn't an option for Opie Oils, one of the two runners-up in Depot of the Year.

"There's always something to improve on, especially with legislation changing all the time," said Opie's Simon Barnard. "But we do manage to improve every time. For example, we've really tightened up on our processes and paperwork."

Established in 1925, Opie now has a staff of 18, six of whom work in the online lubricants business, launched four years ago.

"We're not a large company, so keeping up with the nightmare of paperwork can be a challenge," adds Simon. "The certification scheme gives us peace of mind because we know we have the right systems and processes and that keeps the authorities off our backs. There's nothing to worry about."

"I'd like to thank all the staff here for their efforts and contribution to our success. It takes more than one person to be a business. It's a team effort."

ent at Heltor

passed their 10-year thickness test with flying colours."

The depot, a former rail-fed terminal, has four vertical tanks, all switchable to any product, with the facility to hold a million litres of kerosene if required, and a total capacity of 1.5 million litres.

Improvements haven't stopped since the certification scheme audit; the depot is now adding more bottom-loading to the gantry.

"It's a good scheme and it keeps us on our toes," says Paul. "It's invaluable for our insurance."



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The formation of the Fuel Oil Systems Alliance represents the achievement of the "Holy Grail" for organisations operating in the fuel oil and lubricant distribution sector: the provision of a true end-to-end solution that covers every facet of the IT requirement.

The Alliance offers a portfolio of software and hardware products which integrate to automate the entire supply chain from refinery to customer, working together to ensure the seamless passage of information through your organisation.

To find out more about the Alliance, its members and products, please visit www.fosalliance.com

Burner problems flicker back to life

FPS members are reporting another spate of problems with vaporising burners.

Over the years, the industry has experienced bouts of customers reporting this issue, and while the exact cause has never been pinpointed, service technicians checking appliances are often quick to make fuel the scapegoat, despite lack of evidence and particularly since problems sometimes arise following a fuel delivery.

There is a lot of anecdotal evidence about possible causes, but little factual evidence. Getting meaningful data to prove the cause is problematic because there can be so many variables in each case. Research by one of the oil majors failed to establish the cause of the problems and in fact served to confirm what many already knew – that the char value test is not very accurate.

Distributors supply kerosene that meets the British Standard (BS 2869). They know that gas oil contamination can cause burners to malfunction, so are extremely careful to avoid line changes that might give rise to any contamination prior to refuelling tanks

that supply vaporising burners. Gas oil contamination can usually be eliminated as a possible cause quite easily.

However, with this latest spate of problems, new factors have come into play. The recent change to the sulphur content of kerosene has been mooted, as was the inclusion of the Euromarker when it first appeared. It has also been suggested that some of the product in the UK market is sourced from heavier crudes, which is said to have led to kerosene at the 'wrong end' of the limits on some of the properties in the BS2869 specification.

It has been observed that problems appear to peak during and following periods of prolonged, heavy rain and one theory is that reduced air pressures, high humidity or water ingress into the tank may be contributory or causative factors. Are the current weather patterns therefore to blame?

When faced with a vaporising burner problem, pumping out the tank and refilling it sometimes does the trick. Why this is so is a mystery, but, unfortunately, it does reinforce customer views that the fuel must be to blame.

Whether the customer should be expected to pay for the pump-out and re-fill when the fuel is within specification is something of a dilemma for distributors; they may end up losing the customer if they do charge. But with the minimal profits of recent times and the increase in delivery costs when making smaller drops because of the increase in prices, can they afford not to charge?

There is no easy answer and there is none in sight. Some time ago, FPS produced a Briefing Note that is aimed at supporting distributors in explaining to customers the plethora of factors that could affect the functioning of their appliance. This Note (facing page) is still relevant and is available under the 'Information' tab on the FPS website, www.fpsonline.co.uk. Whilst it offers no reassurance to the customer, it does set out the full situation and so takes the pressure off the fuel distributor.

WHAT IS YOUR EXPERIENCE of vaporising burner problems and how do you deal with customers who have been affected? Email Susan Hancock at sh@fpsonline.co.uk

Fuel card is judged a TOTAL success

The Institute of Transport Management (ITM), the UK's leading accreditation body for the transport industry, has voted TOTALCARD, the fuel management card from TOTAL UK, the UK Fuel Card of the Year 2008. TOTAL UK beat off stiff competition from a number of other leading fuel companies. TOTAL was rated against a series of criteria that included: Range of service; Network coverage; Innovation; Security; and Customer Service

Patrick Sheedy, Media Director at ITM explained: "Based on our research and the judging criteria it became clear that TOTALCARD is an innovative, yet easy-to-use fuel management solution which excelled in all areas, distinctly separating it from its competitors. For example, TOTALCARD was the first to offer a PIN service and is now widely considered to be the safest fuel card in the UK".

GREENERGY'S SOUTH WEST ACQUISITION

Greenery Fuels has acquired a fuel storage facility in Plymouth.

Greenery says its proposed investment to upgrade onsite infrastructure will see the capacity of the terminal almost double whilst improving reliability and efficiency.

"This will deliver significant service and cost benefits to the South West of England, an area historically subject to under supply and correspondingly high fuel prices. The investment will also facilitate the roll-out of Tesco 99 Octane petrol in the South West," the company said in a statement.

The acquisition forms part of Greenery's ongoing investment programme in developing a modern and sophisticated fuel supply infrastructure across the UK. The site will form an important addition to its UK and European network of 15 terminal facilities.



FPS BRIEFING NOTE

A PROBLEM WITH VAPORISING BURNERS

PROBLEM The problem occurs with an appliance becoming unable to reach full temperature, even with an increased fuel supply, the flame turns yellow and sooty and the burner eventually fails to ignite at all. A much-increased frequency of servicing is required for the appliance and, at these services, severe coking is evident on the burner and its associated pipework, sometimes accompanied by coloured or gummy deposits. These symptoms are evident in both converted and purpose-built oil-fired appliances.

CAUSES Suggested causes for this problem include:

- Incorrect setting of the appliance controls;
- Water or water/oil emulsion from the storage tank;
- Contamination of kerosene with gas oil, or other long carbon chain material, [as little as one part of gas oil in 1,000 parts of kerosene can affect combustion in these burners];
- Out-of-specification fuel e.g. kerosene with a high 'char value';
- Copper-catalysed degradation, e.g. gum formation, in the fuel;
- Heat cracking of the fuel [extremely high temperatures can occur in and around this type of burner];
- Fuel additives, such as the Euromarker*.

* The EU carried out extensive combustion tests on the yellow dye prior to its acceptance as the European fiscal marker and it is present only in minute quantities. The carrier solvent for the Euromarker concentrate remains unchanged from that used previously when coumarin was the only fiscal marker for kerosene and the excellent solubility of the dye in kerosene precludes the possibility of its precipitation during fuel storage. The yellow deposits, sometimes reported on problem burners, cannot be derived from an organic dye at the temperatures prevailing in these burners.

REMEDIES Remedies that have been tried, *with varying degrees of success*, include:

- Careful readjustment of the appliance controls;
- Dewatering of the fuel and fuel supply system;
- Cleaning or replacing filters;
- Replacing the 'problem' fuel with fuel from a different source, or even from the same source as the original delivery [possibly thereby removing, or dispersing, water or other deposits in the tank];
- Adding 5 – 50% of premium kerosene [C1] directly to the fuel already in the tank [requires careful readjustment of the system controls];
- Replacing C2 entirely by C1 [not acceptable to the appliance manufacturers, this may cause other problems due to altered combustion characteristics];
- The use of commercial additives such as 'Topanol' [actually a long-term storage antioxidant];
- Replacement of copper components in the burner with iron ones or the addition of a copper inhibitor to the fuel;
- Shielding of the fuel inlet piping, e.g. with aluminium foil.

None of these remedies has been proven to have a scientific basis, or to work in all cases, and the char value of kerosene does not provide a sound basis for judgement of the suitability of a fuel for this type of burner [a determined char value of 16 has an identified error potential in the British Standard test method of +/-11, i.e. the true value lies between 5 and 27].

It should be noted that analysis of some uplifted fuels shows that there are cases where water or gas oil contamination is found, caused by poor housekeeping at the premises and/or by the fuel supplier. Wherever possible, distributors should try to identify those customers that have this type of burner and ensure that best practice is followed, particularly where a mixed fuel load is carried on the delivery.

Lambe's Oil – a success story driven by c

Most customers have simple needs – a reliable and regular fill of heating oil at competitive rates. So says Rita Lambe, whose company is one of FPS's newest members.

And, for the last 37 years, Lambe's Oil, based in Tinnycross, Tullamore, County Offaly, has been meeting those needs and more. "We're proud to be one of the longest established, best known, and independent family-owned and managed businesses in the Midlands," says Rita, whose father Gussie Lambe founded the company. She now manages the firm with her husband Enda Kelly.

"Because we know and understand our customers and respond with an exceptional level of service to meet their specific needs, we have continued to grow and develop our services for practically 40 years," she adds.

Lambe's Oil trucks, using the TOP brand, are a regular sight within a 40-mile radius of the depot in Tullamore, delivering to homes and businesses.

Rita is very much involved in the business, taking orders from customers, scheduling deliveries, managing stock and, she jokes, trying to get paid. Enda leads the distribution team; Ger Smyth is the main driver, and, in the busy season, Rita's brother PJ joins the team to drive a third truck.

Customer contact is handled by Fiona Hogan-Kelly and Jim Murray signs up new customers and focuses on business development.

"We've had a support team of professional advisors and bankers since day one," explains Rita. "A recent addition to this team has been business advisor Alan Tracey, who has supported

and challenged me in taking the business to the next level." Alan's approach seems to have worked. In a year when many distributors have seen either standstill or a drop in activity, Lambe's Oil has continued to grow.

OILING THE WHEELS OF COMMERCE

The company supplies agricultural diesel, green and white diesel, home heating oil and petrol, as well as an extensive range of lubricants and grease – in essence, anything needed to oil the wheels (and machines) of commerce while keeping everybody warm. Lambe's Oil also stocks a range of support products including oil tanks and hoses for agricultural, contracting, filling station and commercial businesses.

"We are one of a small number of distributors that own their own depot and storage facilities," says Rita. "This

DAF Trucks joins FPS

UK truck market leader DAF Trucks has joined FPS – a reflection of the company's significant investment in the fuel tanker industry.

DAF Trucks is part of the hugely successful US-based PACCAR Inc., but its history goes back 80 years.

PACCAR's acquisition of Leyland Trucks in 1998 brought into the fold Britain's only remaining truck maker – everything built at Leyland now has a DAF badge and all right-hand drive vehicles are assembled there from components supplied by DAF from its plants in The Netherlands and Belgium. Leyland's history dates back over a century.

DAF's truck ranges – the premium heavy duty XF 105 family, the fleet favourites in the CF range and the highly

manoeuvrable LF for weights from 7.5 to 21 tonnes – all have derivatives which can be tailored to the needs of the fuel tanker industry, which is why DAF has decided to become a member of FPS.

One good example is the truck DAF exhibited at the 2008 FPS Show. This year is the 10th anniversary of Suckling Transport's Eco Guardian project and Suckling – as part of an order for eight DAF FTP CF85.410 6x2 tractor units and Cobo trailers – ordered a Euro 5

fully prepared for petroleum transport with a Safe Loading Pass for operation in and out of a refinery.

Safety features include the DAF Safedrive Package (Xenon headlamps, axle load monitoring, driver's airbag and seat belt tensioners, vehicle stability control and lane departure warning system) plus the MX engine brake, red seat belts and a verbal parking brake warning.



compliant vehicle complete with the DAF Safedrive package of safety options.

The new Eco Guardian is a DAF FTP CF85.410 with a DAF MX engine producing 410hp (300kW) at 1,900rpm and a torque of 2000 Nm at 1,000 to 1,410rpm. It has an automated AS-tronic transmission, a sleeper cab and is

Specific operational needs and safety requirements also call for specialist aftermarket support. DAF has a network of specialist workshops. It also offers dedicated training courses for tanker technicians and for DAFAid technicians attending breakdowns involving tankers.

DAF has long been a popular choice for

customers

means that we can guarantee an immediate response to any demand for services. This could be an emergency fill for a business providing services to the public at the weekend; direct delivery to contractors or businesses where their trucks and machines are off-site, or simply advising and supporting a family when an oil spill has occurred or a tank needs replacing. Many of our largest and most important customers came to us because they had a problem and existing suppliers had let them down."

Lambe's Oil replaces or upgrades its delivery trucks regularly, and invests in technology to ensure speed and accuracy of product fill and to allow simple and efficient invoicing on delivery. Drivers and staff are trained and accredited to deal with the full range of products and services they provide; their services are audited for health and safety, and a state-of-the-art, customised back-office



system gives them fast and accurate information on customers and accounts.

"It is easy to see that the future will be more demanding," says Rita. "The future for smaller players is going to be extremely challenging, to say the least."

"Just like any industry, the oil distribution business is driven by

knowledge and information. To ensure that we are aware of what is going on in the market, we have always maintained excellent relationships with our colleagues and competitors," she adds. "We have always attended relevant seminars, training and exhibitions. A logical extension of this thirst for industry knowledge was to become a member of the FPS."

fuel distributors, with market leadership for tanker registrations across all rigid weight categories. With a full range models and configurations from 7.5 tonne to 44 tonne on offer, DAF is able to supply chassis to suit every tanker application from the ever popular LF 2-axle rigid, through the three- and four-axle CF rigids, including the highly manoeuvrable FAN rear steer, right up to maximum payload CF tractor units.

"The specialist needs of the petroleum



industry will always necessitate specialist vehicles. Membership of the FPS will help DAF to better understand and interpret those needs, so we can continue to deliver the most productive transport solutions for our customers, many of whom make up the FPS membership," says Tony Pain, Marketing Director of DAF Trucks.

Triscan launches a training academy

Fuel management software provider Triscan Systems has joined FPS.

The company, based in Blackburn, provides electronic fuel management, independent payment terminals and back office reporting systems as well as specialised support and contract services. Their customers include international oil companies, the UK's leading bus and coach companies, international and independent fleet operators and leading retail distribution businesses.

"Triscan has been synonymous with fuel management technology for over a quarter of a century and is a leading European IT service provider, offering fuel management solutions designed specifically to meet customers' requirements using in-depth knowledge and expertise," says Marketing Communications Manager Pete Sumpton.

The company has recently launched its own Triscan Academy to offer training in their software and hardware.



"In joining the FPS, we feel it is a great opportunity to be part of a leading federation in the petroleum sector that deals with many of the issues that Triscan's customers face, such as corporate social responsibility and fuel pricing and monitoring," says Pete.

"With additional memberships of the RHA (Road Haulage Association), APEA (Association of Petroleum & Explosives Administrators), CILT (Chartered Institute of Logistics and Transport) and FTA (Freight Transport Association) and working closely with FBP (Freight Best Practice), Triscan is becoming increasingly involved with many of the key challenges across the transport sector."

Chevron's GTL first

PEMBROKE IS THE FIRST CHEVRON REFINERY TO ADD GAS TO LIQUIDS (GTL) DIESEL TO ITS RANGE OF FEEDSTOCKS.

The facility received its first shipment of GTL from the Oryx GTL plant in Qatar, at the end of 2007. A \$2 million capital investment programme was carried out at Pembroke which included installing new piping systems to receive GTL diesel from the wharf to the tank field and then to blend it in final product tanks.

The addition of GTL to the refinery's diesel pool will enable it to upgrade

lower value refinery streams into higher value ultralow sulphur diesel.

GTL Project Manager and Refinery Business Manager for Oils Planning Raymond Lee explained: "We're aligning with Chevron's downstream strategy, which is focused on integration across the value chain. Upstream will be producing more challenging feedstocks in response to future demand and GTL will give us the potential to handle them."

GTL is a process that takes gaseous fuels such as natural gas or biogas and converts it to a liquid fuel that can be refined into petrol or diesel.

Pembroke refinery is the first Chevron refinery to process GTL diesel and few other global refineries have the facilities to do this.

"This new undertaking will help all of Chevron better understand the opportunities and challenges specific to GTL, both operationally and in the commercial areas," added Raymond.



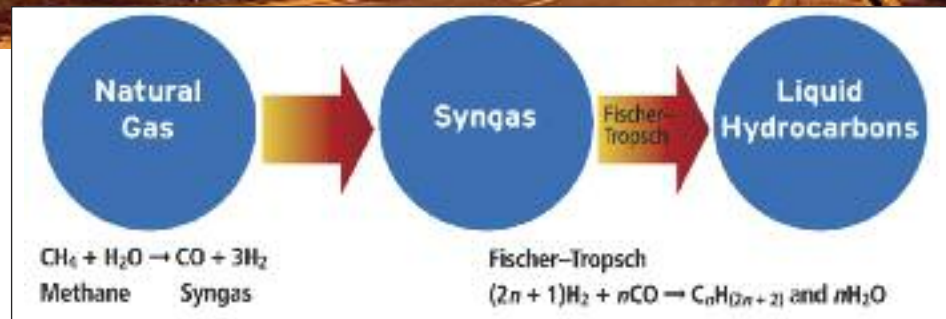
Gas-to-liquids technology

Oryx plant in Qatar

As part of its policy of creating a clean, abundant and diversified energy supply, Chevron is developing new sources of energy and alternative fuels. These include hydrogen, biofuels, gas-to-liquids and fuel cells. European Union legislation is also encouraging the move away from fossil fuels.

The world's natural gas supplies are abundantly available but underused as a fuel. When refiners treat natural gas, they can produce diesel fuels and other products that meet the most stringent environmental requirements. These fuels are transported more easily and cheaply in liquid form to markets where fuel is in higher demand.

Natural gas can be converted directly or indirectly to synthetic petroleum. Direct conversion is not economically feasible, so conversion is usually via synthetic gas or syngas. Natural gas is combined with water in a process called steam reforming that forms syngas, a mixture of carbon monoxide (CO) and hydrogen. The



syngas then undergoes the Fischer-Tropsch process, a catalysed chemical reaction, which converts it to liquid hydrocarbons. The temperature of the reaction determines the weight of the syncrude that is produced. At 330°C, mostly gasoline is produced, while between 180 and 250°C, diesel and waxes are the products.



The produced GTL diesel can now be transported to a high-demand market. Chevron is building a gas-to-liquids plant with the Nigerian National Petroleum Corporation that will turn 300 million cubic feet of natural gas a day into 34,000 barrels of liquids, mainly synthetic diesel, that could then supply

diesel to cars and trucks in Europe and elsewhere.

Pembroke has received its first delivery of GTL diesel from the Oryx plant in Qatar (pictured), which it will use to upgrade lower value refinery products into higher value ultralow sulphur diesel.

NEW FPS COURSE will ensure members meet EU driver demands

FPS is developing a new driver training course designed to meet the industry's specialist requirements as well as complying with another new EU requirement, the Driver Certificate of Professional Competence (CPC), which comes into force in September 2009 for all LGV drivers.

FPS Chief Executive Susan Hancock said: "Driver CPC training can only be carried out by accredited trainers using accredited material. The FPS has offered an excellent driving training package for some years, but, with the advent of the legally required Driver CPC, it was obvious that companies would not wish to do both. Our industry has unique requirements and the cost of driver training must yield a benefit to both the driver and the company. Our new course will meet the EU requirement and cover all the specialist requirements of our industry as well."

FPS expects to complete its application for accreditation of its course and as a course provider by the end of this year.

The new EU Driver CPC will require drivers to undergo a minimum of 35 hours' approved training every five years. New drivers entering the industry from September onwards will have to complete the training before they can commence driving. Existing drivers will

be granted 'grandfather rights' providing they complete 35 hours of approved training over the following five years, ie by September 2014.

The complete package is being overseen throughout by FPS, working closely with ORS, who have been instrumental in preparing the course. This means the course is fully distributor-led and is tailored to the needs of the distributor industry, rather than the 'off the shelf' generic courses being offered by many suppliers. It will meet the detailed requirements laid down by the Joint Approval Unit for Periodic Training which will oversee, accredit and audit trainers, venues and course content and maintain the database on behalf of the Driving Standards Authority.

The modules in the FPS course cover the required core subjects, the specialist training required by our industry and the subjects requested by members when FPS consulted them about the new course. The FPS course comprises 25 modules, five of which can be taken in one training day, thus meeting the CPC requirements. The full training package will cover all essential material over the five year period. The course can also be adapted for use in-house, should any company wish to follow this route.

More information on the new FPS course is available from Michael Ong at the FPS office – tel 01565 631313; mo@fpsonline.co.uk.

Tank contracts extended

BP and Shell have extended agreements with tank and vessel manufacturer Cookson & Zinn (CZ).

Both BP and Shell have extended contracts with CZ until the end of 2008, meaning around 120 double skinned underground storage tanks will be supplied throughout the year.



One of the double skinned underground storage tanks supplied by CZ to BP



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Caravan cruncher Tony is a double top

Anyone watching Tony Norris get stuck into one of his hobbies would find it hard to believe he's the incident-free Driver of the Year.

Tony, from the Newquay, Cornwall, depot of Tincknell Fuels, has been racing bangers – complete with caravan attached – for many years. He's the current Cornish champion, and has only just retired from the sport he describes as both hilarious and dangerous.

At work though, Tony's an exemplary driver, who always goes the extra mile – and has the letters of thanks to prove it. Tony was nominated by Mike Brown, Tincknell Operations Director. "He's been with the company for five years and not a single incident," said Mike. "It's yet another year that Tony has proved himself truly eligible for this award. Customers just love the way he treats them."

None more so, perhaps, than the blind lady who can always rely on Tony to help her across the busy main road near the depot; or the convalescing customer



whose runaway dog he tracked down.

In another example, Tony was delivering to a home for vulnerable adults, when he found that the tank was leaking. He had a new tank installed, the product swapped over and the leak cleaned up by the end of the same day.

Tony's tips for top drivers are to always respect the customer and their property; to always leave the site as you found it, and to double-check that deliveries can be made safely.

Tony put himself through the OFTEC course 101 so that he could restart

Sam has 'something special', says judge

"I treat people as I'd want to be treated," says Sam Williams, one of the two runners-up in the Driver of the Year Awards. "It's as simple as that."

Not quite so simple, though, as Sam also has a fantastic track record, not just in driving, but also in training other drivers and in helping the business.

Sam has been with Samuel Cooke and Co. for two years without an accident or a spill, but he's been in the industry since he was 23. He's now 30. "It's in the family," he says. "My dad and uncle are drivers and I really love the job – apart from the early starts!"

Caroline Bracewell nominated him for the award. "He offers the company a flexible and commonsense approach to work in his suggestions for new business, solutions to problems, ability to drive a variety of the tankers and also route them in the absence of the traffic controller," enthused Caroline.

"On more than one occasion during the past months of uncertainty within our markets, Sam has been willing to stay in the depot just to preload various jobs to ensure the company made maximum profit.

"Many of our key accounts have complimented Sam on his manner and ability whilst delivering their orders."

In fact, customers ask for him by name. They have learned that he's friendly, reliable and always helpful.

"Some drivers warn you to watch our for certain customers, but – to be honest – I've never had any problems. I think it's just a personality thing."

Sam, who paid for his own ADR to provide a better future for his family, can remember what it was like starting out as a driver and how hard the job seemed at first, so he's happy to take new recruits under his wing.

"The company is very good on training and will let people do as much as they want. New drivers come out with me for a fortnight to get some experience. I explain that as long as you listen and do the job right, it's easy."

The judge who interviewed Sam was impressed. "The depot is a dry satellite to Padiham and he helps out on the routing when the Depot Manager is elsewhere, often involving a much longer day. He was conscious of the other drivers, in that they need to see that the routing is fair and structured," he wrote. "While many of the contenders had a similar outlook and attitude to work, I thought Sam had something special."



driver!

systems after a run-out and so improve customer service, he also holds OFT 600A for tank installation. He clearly believes in constant improvement too – he handles customer tank changes to ensure the customer remains both on oil and with the company; fits tank gauges, and carries out yard maintenance at the depot.

With his £1,000 prize money, Tony bought himself a plasma TV and sound system. "I'd always wanted one and people advised me not to squander the money but to buy something I could look at – so that's just what I did!" he said. He is also making donations to Macmillan Nurses, who cared so well for his late father-in-law, and to a motor neurone disease charity, in memory of his own father.

There was an extra surprise for him at the Royal Cornwall Show. Tincknells presented him with their own token of appreciation – a £200 cheque and a Shell artich with 'Driver of the Year' emblazoned on it.

"I'd really like to thank everyone for looking after me so well at the awards weekend," says Tony. "I had a fantastic time."



Sam's £250 prize money has already gone into finishing off his new house, but there was no shortage of ways it could have gone.

He's been heavily into motorbikes since he was little and regularly attends the TT races in the Isle of Man. He also plays drums in a band. Originally called Home Grown, they're about to relaunch with a new name, playing Stereophonics-style, self-penned music.

Richard's dedication kept his customers warm

Richard Amos of Hall Fuels in Purfleet was a runner-up in the FPS/OAMPS Driver of the Year. With regret, we have to announce that since this article was written, Richard has died. Downstream understands that he died as a result of injuries received in an accident involving his motorcycle on the A13. We extend deep sympathy to his family and work colleagues at Hall Fuels and carry the original article as a memorial to Richard.



Richard Amos was one of the first ever drivers to work from Hall Fuels' Purfleet depot and now – nine years later – he has been recognised for his dedication and customer care.

Richard was nominated by Andy Liddle. "He has been with us through thick and thin," said Andy. "Purfleet is now our biggest operating depot, delivering over 400,000 litres of fuel a day. Earlier this year, we had a fuel outage at Purfleet. After completing a full day's work, Richard stayed back and waited for a tanker to arrive from West London. He then transferred the fuel onto the Purfleet trucks. He then went and queued for two hours to load kero in another terminal. Hundreds of customers were totally unaware that if it wasn't for Richard's dedication they would not have had any fuel."

Richard is proud of his relationship with his customers, many of whom ask for him by name. He routinely takes the time to talk them through any site issues, but it's perhaps the non-routine examples that prove what an asset he is to his company.

Richard was due to celebrate his birthday with friends one Friday night – and was expecting to need a lie-in in the day. Because a particular

delivery could only be made on a Saturday, Richard double-checked with the customer to ensure he wouldn't be needed. That was all fine until the customer suddenly discovered he was very low on oil. He simply arranged a delivery for the Sunday at no extra cost to the company.

Richard likes meeting people and enjoys the banter and comradeship at the depot, where the fleet has grown over the years. He also says senior staff are very approachable and will listen and understand when there are personal or work issues. As for dislikes, he doesn't like mess at the delivery sites – or on himself! He defines the qualities of a good driver as being observant, knowing your vehicle, ensuring safety checks are carried out and always driving within your skills and to match the road conditions.

"Richard came across as a very helpful person. He was open and relaxed throughout," said the judge who interviewed him. "Without pushing a party line, he was very committed to the company, as there was a definite feeling that the company cared about him, whether it was time off when his father died or providing suitable equipment and PPE when requested."

Bedworth – *raring to*



Murco's Bedworth Terminal, near Coventry, is responsible for supplying product to customers in the Midlands and the North of England and in the past six months, Jamie Walker has arrived as the new Terminal Manager and an attractive new office block has been opened.

Jamie joined Murco after running his own haulage company for several years and the new offices provide the staff with over 50% more space, a new IT system and a new telephone system.

Jamie and his team, two of whom - Charlie Cooper and Scott Rendall - have been with the company over 30 years, are determined to maintain their high levels of customer service but, at the



same time, grow the potential of the business, particularly in the commercial sector. The office-based team of seven, together with the 12 drivers, supply some 17 million litres of fuel every month to 43 company-owned stations, 72 dealers and a variety of commercial customers. Eight of the drivers are based at Bedworth; two operate out of Manchester, one out of Immingham and one out of Nottingham.

Countrywide expansion continues

Countrywide Farmers Plc has bought Cotswold Fuels, an 8 million litre business based at Moreton-in-Marsh in the Cotswolds. Cotswold has a strong presence in North Gloucestershire, West Worcestershire and South Warwickshire and has been marketing kerosene, gas oil and road diesel to local customers for over a decade.

The acquisition is the first stage in a strategic plan to significantly increase Countrywide's sales in this core product area.

"The acquisition is a perfect fit for us in many ways," says Countrywide's Energy General Manager David Asquith. "We have built our current business success by providing customers with excellent customer service and are confident we can continue this with Cotswold Fuels customers in the future." Countrywide will continue to operate its half a million



The Cotswold team that is now part of Countrywide

litre fuel storage capacity from the Cotswold Fuels plant and will be retaining the staff currently employed in the business.

Countrywide has also ploughed £250,000 into expansion in the South West. It has opened a new fuel plant at Weston super Mare to provide 270,000 litres of storage for kerosene, gas oil and road diesel. It gives the company the flexibility to increase capacity as the business grows and extends its delivery area into north Devon and south Somerset.



Checking levels in Countrywide's new storage facility at Weston super Mare

"Following the closures of both Buncefield after the major fire and the facilities at Avonmouth, fuel storage has become a major issue," explained David Asquith. "Our new plant will give Countrywide customers ready access to fuel, and adds in the region of 500 additional square miles to the current delivery area."

to grow!



Bedworth has nine storage tanks with a capacity of 9 million litres. Each week some 4.5 million litres arrives at the terminal by rail.

Jamie commented: "We have a very happy and close knit team at Bedworth and the service to our customers is second to none. We are all aware, however, of the great potential we have here and with the significant investment in our facilities, we look forward to exciting developments in the future."



TSA celebrates 30 years

The Tank Storage Association this year celebrates 30 years representing the UK's independent bulk liquid storage industry

It marked the anniversary with a lunch for founding, past and current members and was joined by guests representing related associations, government regulators and industry representatives.

TSA's chairman, Martyn Lyons (right), observed that the aims of the association, to champion the needs of its members in Health, Safety, Environmental and Technical matters remains as important now as they did at the time of the formation of the association.

TSA's Executive Director Hugh Bray, said: "TSA continues to keep its members well informed about all of the issues which impact on the bulk liquid storage industry. TSA sees one of its key roles as ensuring that regulators understand the independent bulk liquid storage sector and take account of the views of industry when developing good practice, guidance and standards."



Book Now – limited places



FPS Charity Golf Day, Presentation Dinner & Distributor Conference



De Vere Mottram Hall Hotel & Golf Complex, Prestbury near Manchester

18th Century Georgian hotel in 270 acres of grounds

Tues & Weds, 16 & 17 September 2008

THE GOLF

The competition is open to everyone and will be an Individual Stableford (7/8ths handicap allowance). Play will be in threes with tee-off from 12 noon. Brunch Rolls and tea/coffee will be provided before play, and will be followed by the Presentation Dinner. This year's chosen charity is the FPS Oil Together fund.

For more information on the golf course go to www.devere.co.uk

FPS member £99.00 + VAT Non member £138.00 + VAT
(inc Brunch, Golf & Presentation Dinner)

DINNER ONLY

This four course dinner with wine will also include the presentation of the FPS Charity Golf Day prizes. This ideal networking opportunity is open to everyone.

FPS member £48.00 + VAT Non member £68.00 + VAT
(If you are not attending the Golf Day)

THE CONFERENCE

This one day conference is a must for oil distributors.

Driver CPC – A brief introduction to what your company needs to do to comply – Chris Fylan, Skills for Logistics

Energy Services Directive – How it will affect your company
David Rigal, Senior Policy Advisor, Climate Change Group, DEFRA

EU Policies – Challenges for Oil Heating and Oil Suppliers
Michael Bennett, Executive Director, Eurofuel – The European Heating Oil Association

Understanding Public Relations and the Media – how you can use it to make your business more successful
Daniel Schraibman – Senior Press Office for Chevron

Mock Trial based on a real case of a claim against employer's liability insurance
Performed by Beachcroft LLP Barristers

FPS member £75.00 + VAT Non member £105.00 + VAT
(includes lunch)


ConocoPhillips

Charity Golf Day Sponsor

16 Downstream Summer 2008

To book a place, please see the
booking form enclosed.
For more information,
call Vanessa Cook
at the FPS office
+44 (0) 1565 631313

Reynolds 

Distributor Conference Sponsor

One Small Step For Man...



Electronic gauges are a godsend if you're a householder or installer. No more going outside to check the level of oil inside your tank. No more replacing discoloured sight tubes.

But for tanker drivers, they can be a right pain.

You're either trampling through someone's home to read the receiver unit – or coming armed with a Handheld Driver's Unit. Not surprisingly, one tanker driver asked us "if they can put man on the moon, why can't you supply a tank which indicates the level of oil inside the tank, at the tank as well as inside the customer's home or office?"

So that's exactly what we did. Dipsticks are now being phased in as standard on selected 2008 Model Year Harlequin tanks.

Some people call it 'local and remote tank measurement'. But at Harlequin, we just call it common sense.



Common Sense Fuel Storage Solutions... That Work

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

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Delight at biofuel performance

The South West Biofuels Forum at its recent meeting moved on from examining potential projects to a very practical presentation from people actually trialling biodiesel in a range of vehicles vital to their everyday business.

The meeting was held, by invitation, at the Commercial Group premises outside Cheltenham. The Group is a very large supplier of office equipment and stationery with an extensive fleet of cars, small and large vans and HGVs. It decided last year to use as much biodiesel in their vehicles as it could without endangering fleet availability. As a 'just in time' supplier to many large corporations, local government and SMEs, it could not afford to have unscheduled downtime in the delivery fleet.

The introduction of biodiesel has been gradual and very well monitored, with a steady, stepped, increase in content of FAME in the diesel fuel and with exhaustive checks after each change to ensure no undesirable effects. The only problems found were the need to replace a few (older) injectors and change fuel filters more regularly in the period immediately following the introduction of biodiesel. Driveability and fuel consumption have shown a slight improvement overall.

Based on their initial findings, Commercial has provided diesel cars to their sales people and managers and installed a 10,000 litre FAME storage facility on-site alongside existing diesel storage. Its vehicles are fuelled with the appropriate blend by firstly partially filling with ULSD and then adding the required amount of FAME directly into the vehicle tank. Vehicle movement achieves the necessary mixing of the two fuels.

Commercial staff are very pleased with their experience so far and say they have already recouped the investment in storage, etc. by the fuel cost savings.

Wetline contamination – advice at hand

By law, contamination of a taxed road fuel with a rebated fuel is forbidden, but zero contamination is impossible to achieve using a wetline delivery system, as preferred by trading standards.

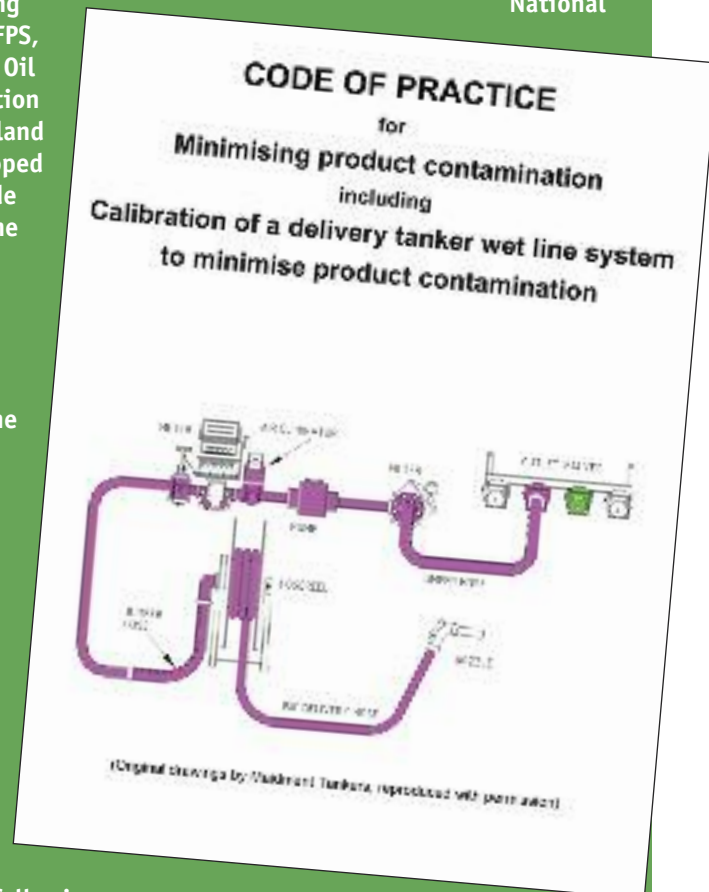
Following discussions with HM Revenue & Customs (HMRC) on minimising this contamination, FPS, the Northern Ireland Oil Distributors' Association and the Northern Ireland Oil Federation developed a procedure to provide distributors with some guidance on how to minimise contamination when delivering both rebated and non-rebated fuels from the same vehicle.

FPS and its Northern Ireland partners jointly published the procedure as a Code of Practice for Minimising Product Contamination. It includes a method for calibration of a delivery tanker wetline system. The Code has been in place since 2005 following agreement between HMRC and the trade association and is available to FPS members in the Technical section of the Members' Zone of the website – www.fpsonline.co.uk. It is available to non-members on request from FPS office.

HMRC have reported a number of cases of contamination in wetline systems and this may be down to driver error or lack of driver training. HMRC is encouraging everyone to ensure all their drivers are properly trained to operate the wetline system correctly and to note the requirements of the Code of Practice.

The Code provides detail of HMRC

expectations when a contamination, as a result of a wet line delivery, is discovered. The Hydrocarbon Oil Duties Act 1979 section 20 AAB requires a supplier to notify all instances of approved mixing within seven days. Where unapproved mixing has occurred, this should be notified to the
National



Advice Service on 0845 010 9000 within 24 hours with an urgent request to pass the information to the local Road Fuel Control Team.

HMRC adopt a zero tolerance attitude to the presence of statutory markers in road fuel. Whilst HMRC accept there is still potential for accidents, they will judge the evidence from each case in conjunction with adherence to the requirements of the Code of Practice. However, high levels of contamination are not acceptable and the Code can never be used as an excuse for bad practice in oil delivery.

Keith takes the long way across the USA



Having watched with envy the exploits of TV stars Ewan McGregor and Charlie Boorman unfolding during their televised epic motorcycle journeys travelling 'The long way round' and 'The long way down', through Africa, a group of motorcycling Shelford Energy customers decided it was time to blow away the cobwebs, forget the woes of the credit crunch and hit the open road.

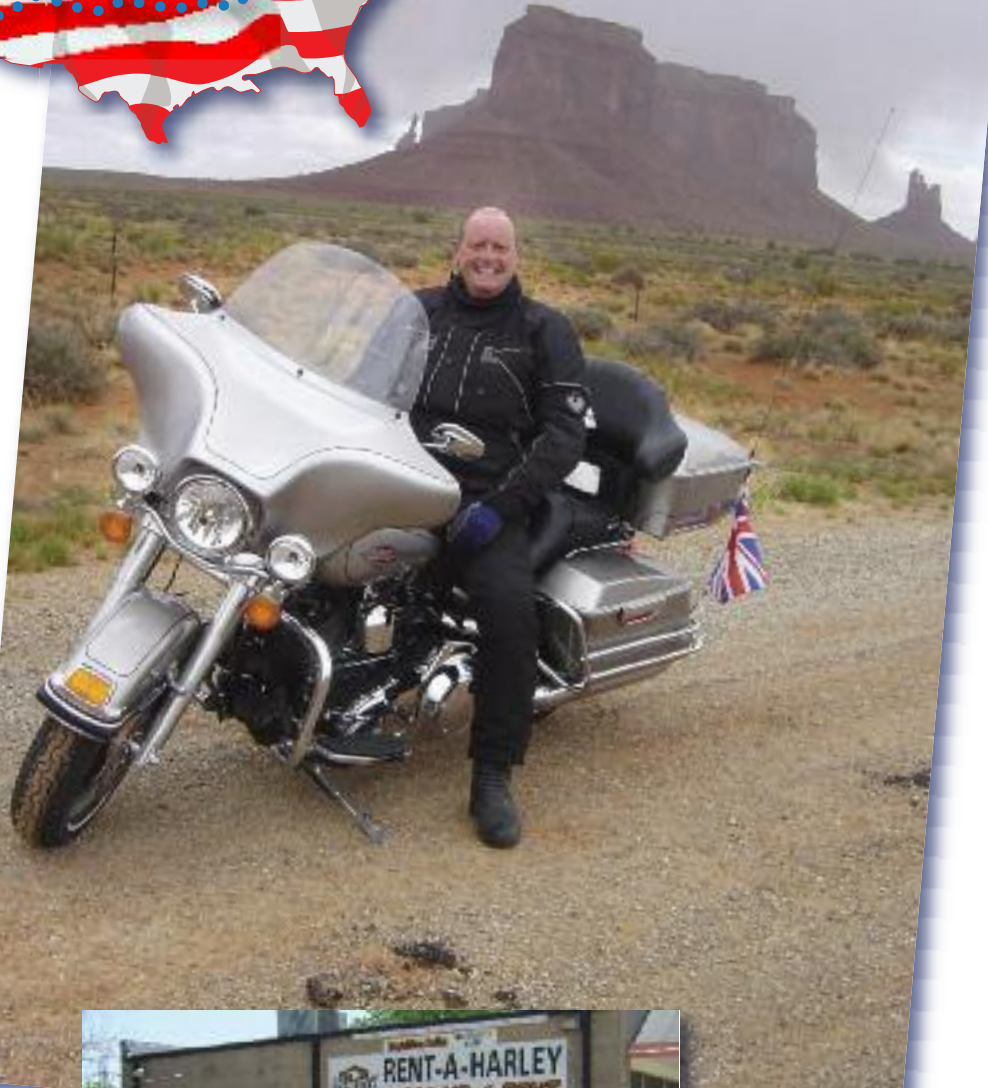
Undoubtedly the recent release of *The Wild Hogs* film starring John Travolta, provided some inspiration for the choice of destination. Riding along Route 66 in the United States of America, aboard Harley Davidsons!

When the invitation was extended to keen motorcyclist, Keith Durrant, a director of the Cambridge based fuel distributor and FPS Council member for London North and East Anglia, he snapped it up.

Two weeks at the end of May were set aside for the trip, but extremes of unseasonable weather across the United States, ranging from blistering heat, sandstorms, rain, gale force winds and heavy snow, resulted in 2500 miles having to be ridden in less than eight days. A tough call, and not without a few saddle sores!

Starting in Dallas, the group of eight riders collected their Harleys and joined Route 66 at Amarillo, following the road all the way across, Texas, New Mexico, Nevada, Arizona and California, culminating with a quick, cooling dip in the Pacific Ocean at Santa Monica!

Inevitably, some unplanned, as well as scheduled, detours took place along the route, visiting places such as Wichita Falls, Monument Valley, Grand Canyon, The Hoover Dam, Las Vegas and Beverly Hills.



Wild Hog Keith Durrant in Monument Valley (above) and with his easy-riding Shelford Energy customers (left)

After Route 66, it was then a two day trip along the Pacific west coast of California, enabling 'The Cambridge Wild Hogs' to end their tour with a two night stay in San Francisco.

Having returned to reality, the wide grin on Keith's face is still evident, and although previous trips had taken in many parts of Europe, and even extended as far away as New Zealand, the ride across the United States has been described as awesome, and proved worthy of the title 'The Long Way Across'!

Keith said the whole trip proved to be a great opportunity to spend some quality time with customers, getting to know them as individuals, rather than simply people we do business with!

However, it's not always possible to fully escape from the 'day job'. Almost every day the US newspaper headlines and TV news channels featured the high cost of oil, with petrol reaching 4 dollars a gallon! If only we in the UK could be so lucky, as that roughly converts to less than two quid a gallon in 'real' money!

Corporate Manslaughter Act – myths and implications

Alan Hodges, BJC Europe

The Corporate Manslaughter & Corporate Homicide Act, which came into force in July 2007, is arguably the most influential piece of H&S legislation to hit UK businesses and organisations in many years. It may also be the most misunderstood.

If my admittedly limited research is anything to go by, there is also a deal of confusion about the difference, if any, between Corporate Manslaughter and Corporate Homicide – in answer to my question, one person said that the term Corporate Homicide described the deliberate killing of employees by companies whereas Corporate Manslaughter described deaths caused accidentally. One hesitated to ask who this person had been employed by to gain such a view – the Mafia perhaps?

It seems, therefore, that there is a need to clarify the meaning of the Act and to explain its implications for businesses. Let us deal with the simplest item first – in the context of this Act, there is no difference in the meanings of Corporate Manslaughter and Corporate Homicide. The former is the legal term to be used in England and Wales and the latter is to be used in Scotland. For simplicity, I will stick to the term Corporate Manslaughter.

The main purpose of the Act is to create and describe a new offence, that of Corporate Manslaughter, for which corporations, companies and other bodies (for example, the police) could face criminal prosecution in the event of fatalities occurring to people considered to be within the organisation's duty of care. Prior to the introduction of the Act, if fatalities occurred at work, organisations could be charged with failure to comply with existing health & safety legislation resulting in such deaths, but not specifically with causing death. The creation of the new offence, Corporate Manslaughter, changes that. It is an attempt to bring some clarity to the murky waters of who should be held accountable for a fatal incident – one has only to think of some of the high-profile disasters that have happened in the UK in the last decade or so (for



The Piper Alpha memorial in Aberdeen – whose rig was it?

example, the several railway collisions and the sinking of the Marchioness pleasure boat on the Thames) to realise that satisfactory resolution of these tragedies has been slowed down immeasurably by the lack of clarity as to what offence, if any, has been committed and by whom.

This last point, who committed the offence, brings us to another of the misunderstood aspects of the Corporate Manslaughter Act. Only business organisations and other corporate bodies can be charged – it is not aimed at individual directors or other senior executives. If an organisation is found guilty under the Act, the only punishment imposable by the court is a fine, although that is likely to be substantial. The introduction of the Act, therefore, does not in itself change the likelihood of an individual director, executive or manager being charged by the enforcing authorities with an offence under health and safety law.

The implications of this Act for business organisations are potentially serious. An organisation found guilty of negligence in its duty of care towards its employees, customers and others affected by its activities, can expect not only a substantial fine but also a massive amount of adverse publicity. The effect of this should not be under-estimated. Over the years, many companies with sound business performance have been forced to retrench or have disappeared

altogether as a result of safety failings. For example, who remembers the name of the oil company involved in the Piper Alpha disaster in the North Sea nearly 20 years ago? (* Answer at the bottom of the article).

As a safety practitioner, I am generally in favour of the Act because it brings some clarity to an otherwise grey area and because it will give business organisations renewed impetus to ensure that their safe systems of work are in place and functioning properly. However, of real concern to me is the probability that businesses will revert to focussing all their health and safety resources on compliance with the law at the expense of the real advances that have been made in the area of managing safety-related behaviour – flawed behaviour is the root cause of almost all safety incidents and neglecting to address it could be a disaster in its own right.

Occidental Oil Company *

Alan Hodges was HSSEQ Manager within BP. He now works with BJC-Europe Ltd who can discuss how his experience and expertise can help companies save lives.

Accidents are costing

British businesses are losing £250 a second in costs and payouts for needless accidents in the workplace, the British Safety Council (BSC) has calculated.

Findings in the biggest survey yet carried out by the BSC – 1,000 employees and 250 employers – revealed that half of employers (51%) had not offered health and safety training, despite the fact that they could be saving billions in payouts and costs.

The BSC survey found 62% of workers (two in three) had received little or no health and safety training from their employers. BSC believes that simple basic training should be provided to all employees, and should be ongoing.

However, it is not entirely the bosses' fault. Brian Nimick, Chief Executive of the BSC, said: "British bosses need to know whether they are doing the right thing. The problem is that businesses, particularly those of a small or medium

Searching for safe solutions rather than restrictions

The easiest thing for a safety expert to do is to say 'No! You can't do that; it's not safe' – and then to leave you to sort out the problem.

Beacon Safety, set up in February 2007, has a different approach, as founder David Mattock explains: "Beacon Safety looks to give the client a solution or options to deal with the issue rather than just batting the problem back to the client."

David is a Chartered member of the Institute of Occupational Safety and Health and has extensive experience as a safety practitioner in the oil industry, having worked for Kuwait Petroleum (GB) Ltd. He is also a qualified dangerous goods safety advisor.

Beacon has provided safety consultancy and training services for a number of organisations including GB Oils Ltd. and FPS. Consultancy services include developing policies and procedures, safety audits and risk assessments.

A major part of the company's work is



David Mattock (left) with GB Oils' Simon Jones, John Walker and Julie Carnall

training, and Beacon has developed a series of health, safety and environmental training courses for GB Oils. Specific courses have been set up for regional managers and dry and wet depot supervisors with an emphasis on the small-drop business. The aim is to give managers and supervisors of GB Oils an insight into the safety, health and environmental issues they are likely to have to deal with on a day-to-day basis.

Attendees have ranged from people who have joined GB Oils through its acquisitions of oil companies and who have already had training in the past, to individuals with little or no training under their belts.

"Management of health, safety and the environment is an essential skill for all managers, but especially so in the oil industry with the hazardous nature of the products that are dealt with," says David Mattock.

The courses are held over three-and-a-

half or two-and-a-half days, with a written test on the final day. The regional managers' course also includes an assignment in which delegates carry out a depot inspection and write a report on their findings.

Areas covered on the course include risk management, health and safety law, risk assessment, safety culture, incident investigation and incident response. The course is highly interactive, with classroom sessions and role play scenarios for accident investigation and incident response. Models of oil depots and customers' premises are also used. A practical session gives delegates access to the Wellworker systems, used by GB Oils to carry out risk assessments and report incidents.

"Interactive sessions prevent the course from becoming death by Powerpoint," says David. "They also significantly improve how delegates absorb information."

More than 70 managers have received training over the last 12 months and feedback is positive. "Even managers and supervisors who have received training before have enjoyed the course," adds David.

Stuart Sealey, Health, Safety and Environment Manager of GB Oils, said: "These courses were specifically developed with David to suit our business and have proved extremely effective in getting across the GB Oils Ltd safety message in a positive and constructive way."

g businesses dear
size, are overwhelmed by the mountains of confusing red tape. Businesses need clear and simple guidelines."
The BSC survey also revealed that two out of three employees think the companies they work for should be doing more to tackle climate change.

One Size doesn't fit all

With a wealth of experience and dealing with the health, safety and environmental issues faced by operators in the small drop oil business, Beacon Safety Consulting can offer your organisation a tailored consultancy package to ensure legal compliance and adoption of industry best practice. This includes producing policies and procedures, risk assessments, permit to work, and safe systems of work.

Beacon Safety Consulting also offers safety training for managers, supervisors and employees including a bespoke three day course for oil depot supervisors. Other training packages offered include IOSH Safety for Senior Managers and Directors, Managing Safety and Working Safely.

For more information on how Beacon Safety can help your business with an affordable consultancy or training package please visit our website or email info@beaconsafety.co.uk quoting reference DS01.

- Consultancy
- DGSA and DGSA+
- Training
- Audit



Tel: 01452 731505

Web: www.beaconsafety.co.uk

New President for UKLA

David Jukes of lubricant manufacturer D A Stuart Ltd is the new President of the United Kingdom Lubricants Association, succeeding, Peter Vickers.



David Jukes has spent the last 23 years with D.A. Stuart Ltd, who will be supporting him during his term as UKLA President.

David said: "I firmly believe that if you are involved in any organisation that you should aim to leave it in a better condition than when you joined it. UKLA immediate Past President, Peter Vickers, deserves great credit for taking UKLA forward. My role is to continue this success with the help and assistance of all UKLA members and the executive. We have to look forward and respond to both the existing and new challenges that face us."

David is also president of the Wolverhampton Chamber of Commerce.

Hytek appoint two



Fuelling and lubrication equipment specialist, Hytek, has appointed Christopher Barton as Technical Support Advisor to handle technical sales calls. Lisa Rudland joins to bolster Customer Support, dealing with order processing and invoicing and following up client enquiries



Recruits for Q80ils

Q80ils has made three recent appointments.

Transport specialist Geoff Mayne is its new Transport Co-ordinator, based at the firm's Leeds office. Geoff, with 33 years in the industry, joined from Williams Tanker Services. In his spare time, he is a road safety observer with the Institute of Advanced Motorists.

Matthew Bloomer (right) has joined as a development chemist. He has more than 11 years' experience in the industry. Before joining Q80ils, Matthew worked with chemical company, Clariant. Emma Hazlewood has joined Q80ils' Leeds-based quality control team as a laboratory technician. She previously worked with SDC Enterprises as a manufacturing technologist, developing colour-fastness testing consumables.



Gulf celebrate Le Mans win

The Le Mans 24 Hours class-winning Aston Martin DBR9 in Gulf livery was on show at the Goodwood Festival of Speed, alongside other powder blue and orange sports cars, celebrating Gulf's racing pedigree.

The Gulf collection also included a GT40, Porsche 908 and 917, Ford Mirage, 1994 Kremer-Spyder and 1997 McLaren F1 GTR 'longtail'. Gulf has enjoyed an association with some of the greatest marques and racing drivers in the history of world endurance racing.



NEW GUIDANCE ON ETHANOL

The Energy Institute has produced two new publications on ethanol handling.

Guidance for the storage and handling of fuel grade ethanol at petroleum distribution installations has been produced in response to the requirement for road fuel suppliers to ensure that a target percentage of their total road fuel sales are biofuels (as mandated in the UK by the Renewable Transport Fuel Obligations, implementing European Directive 2003/30/EC).

The key way to help reach the biofuel target is by blending relatively low percentages of bioethanol with base gasoline, e.g 5 % ethanol with 95 % gasoline in a blend known as E5.

This publication provides information on the properties of fuel grade ethanol, and describes the preferred practice of blending with gasoline at the road distribution terminal. It provides guidance on the facilities

and measures needed to manage the receipt, storage and handling, denaturing and blending of bioethanol and is priced at £76.

Guidance for the storage and dispensing of E5 petrol and B5 diesel at filling stations provides guidance for filling station operators on the introduction of E5 petrol and/or B5 diesel. The information provided is primarily for storage and dispensing equipment.

Certain features of E5 petrol and B5 diesel differ from those of standard petrol and diesel. This guidance suggests practical actions for operators to take to reduce their impact on existing filling station equipment and systems, and to help filling station operators assess what needs doing to achieve the change. It costs £12.

More information on both at www.energyinstpubs.org.uk

HYTEK'S BIODIESEL VARIANTS

Fuel and lubrication equipment specialist Hytek is offering a complete range of products suitable for use with B100 blend biodiesel.

Hytek's ALPHA fuel pump works with biodiesel up to B100 mix. The biodiesel compatible ALPHA keeps the use of yellow metals to a minimum to limit the formation of residue (oxidation) in the biodiesel. Its direct drive pump and motor has specialist seals to make it compatible with biodiesel. ALPHAs for B100 move either 60 or 80 litres per minute.

Other Hytek biodiesel-compatible products include: Cim-tek filters; Intermediate Bulk Container (IBC) mount pump kit; mains transfer pump moving 20 or 50 lpm; heavy duty 12V pump kit for drum or tank mount; and wall mounted diesel pumps.

Contact Hytek on 01279 815600 or at www.hytekgb.com



DRAX INTEGRATED ALARM MANAGEMENT

Drax (UK) Ltd. has launched CONNECT, a critical event management system that controls one or more alarm systems. CONNECT can work with an all-new installation or integrate new and legacy systems from different manufacturers (subject to protocol release) to handle single or multiple sites. CONNECT delivers alarm information and also records other system events and faults, allowing detail records to be kept. CONNECT can work over existing comms networks, including Ethernet TCP/IP, or over propriety networks via RS485 cable, fibre optics or phone line systems like PABX, PSTN, ISDN and ADSL.

More information from Drax (UK), 01462 634554 or www.draxuk.com



ABB MOTORS FOR HAZARDOUS AREAS

Motors for Hazardous Areas is ABB's 255-page, full-colour catalogue detailing motors designed to meet the toughest safety standards in many of the world's most strictly regulated environments, where flammable gas, vapour or dust may be present.

As well as details of the ABB product range, the catalogue also explains the applicable regulatory requirements, helping users make the right equipment choices. Both low and high voltage motors are available. Low voltage versions come in sizes from 71 to 450 to cover 0.25 to 1000kW.

High voltage motor sizes range from 315 to 710 for 110 to 4500kW.

Motors for Hazardous Areas is free on request from ABB's freephone Brochureline on 0800 783 7491 or from the website, www.abb.co.uk/energy.



NEW MARKETING CAMPAIGN FOR THE PIUSI MC BOX

Centre Tank Services have launched a new marketing campaign to promote their Piusi MC Box Fuel Management/Security Unit to the industry. The campaign emphasises the security features of the unit as the main benefits rather than the Fuel Management angle.

Sales Director Joe Ferrara explains: "We believe most end users who were asked whether security was an important feature on their tank would almost always answer 'yes', whereas fuel management is a feature many end users do not need or want. The cost of the unit is so low in its basic form that users can now seriously consider electronic locking of their fuel as an optional extra to their tank."

"Many people considering a purchase compare the added cost of the unit to the overall cost of the tank. However considering the cost of the unit compared to the value of the diesel contained in the tank, ie several hundred pounds on a unit to protect several thousand pounds worth of diesel, actually represents very good value for money." The unit itself is easily upgradable to a full fuel management system if required and retrofitting the unit to an existing tank is also very easy.

"CTS generally only sell through OEMs and resale outlets, but we believe the tank manufacturer can offer the unit as an extra security option for new tank builds. To support the campaign, we have produced a leaflet which we are offering to OEMs free of charge with a space to add their own contact details."

Dawn Taylor at Centre Tank Services can provide further information.

PROTECT YOUR LIQUID ASSET WITH THE MC BOX TANK SECURITY SYSTEM



- Tank Security 24 hours a day
- Peace of mind
- Competitively priced
- Option to upgrade to full fuel management system
- Can form part of new installations or as a retrofit option

The Ultimate Protection for your Fuel Tank

The MC Box security system protects your tanks from unauthorised use, by only allowing approved users to access fuel through pin numbers or keys



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