



NEWS RELEASE

Date: November 2010

GAS OIL SPEC CHANGE – ARE YOUR CUSTOMERS PREPARED?

There has been plenty of publicity in the oil industry about the change to nominally sulphur free gas oil (SFGO) for non road mobile equipment such as tractors and forklifts from 1 January 2011, but are your customers prepared? The change will affect mobile machinery including tractors and other agricultural equipment, forestry equipment, construction equipment, forklifts, portable generators, inland waterway vessels and recreational craft. Railway vehicles are also affected, but with a delayed implementation date of 1 January 2012.

Federation of Petroleum Suppliers' Chief Executive, Susan Hancock comments: "Refiners and importers have been busy taking their gas oil tanks out of service to prepare them for the new specification and most will have SFGO available by early December. But we must ensure end users are educated and informed. Whilst it will still be legal to use the old specification fuel after 1 January 2011, the new fuel may be essential to the operation of some newer pieces of equipment, such as tractors meeting the latest European emissions standards. It is a big drop from 1,000ppm to 10ppm and many end users will not realise they need to clean out their tanks. That means there will still be a volume of 'old specification 1,000ppm gas oil in their tanks when they top up with the new fuel.

For example, take a 5,000 litre tank. If there is 1,000 litres of the old specification gas oil in it when it's topped up with the new spec, the resultant mixture will be 208ppm sulphur – way above the 10ppm limit (although there is a +10ppm tolerance to allow for contamination in the distribution system, i.e. a top limit of 20ppm). A further fill with the SFGO will bring the



level down to 50ppm. Only at the third fill will the tank contents meet the SFGO specification, so end users should be looking at their options now.

Oil distributors also need to be aware that their customers may notice a different colour and smell to the new product that may lead them to think there's something wrong with it. Customers need to be warned of these differences and that the new fuel is more like diesel in smell and appearance.

More information on the specification changeover can be found on the FPS website at <http://www.fpsonline.co.uk/tech.asp>, with advice from the Department for Transport and also information for users of gas oil for heating on how they will be affected.

ENDS

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EDITOR'S NOTE

The Federation of Petroleum Suppliers (FPS) represents the majority of oil distribution companies in Great Britain, who are, in the main, small family businesses responsible for deliveries of almost all the home heating oil used in Great Britain, in addition to marine, agricultural, commercial, industrial and forecourt deliveries. There are currently over 180 members of the FPS across the United Kingdom and the Republic of Ireland.