

# Fuel Oil News

 Incorporating DOWNSTREAM

FEBRUARY 2023

## THE TANKER ISSUE

INSIDE: UKIFDA DOWNSTREAM

UPDATED! TOP UK DISTRIBUTORS





## New beginnings

Did you make resolutions at the turn of the year and, if so, are any of them still going strong? Pride is not an admirable quality but surely it's not wrong to feel a little proud of my 'dry January'?

With a huge 100% improvement on 2022, my dry start to the new year reached a full 2 days this time...

Mind you, I didn't give up altogether. Drawing on skills learned through years of tackling life's challenges I applied my tried and trusted tactics of 'Improvise. Adapt. Overcome', switched to dry wine, dry gin and dry martini and made it through the remainder of dry January unscathed.

There is, of course, no magical power in the transition from the old year to the new that suddenly makes it easier to reset and start afresh. Fortunately for this industry, unlike my attempt at abstinence, the concepts of renewal and change, of resolving to develop or continue good practices, to change undesirable traits or behaviours or accomplish goals are not one-day wonders but influence the activities of individuals and companies in this sector every day of every year.

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And the significant, ongoing efforts invested in effecting change are now, deservedly, bearing fruit. As a direct result of the industry championing renewable liquid fuels for their potential to make an immediate contribution to home heating decarbonisation, a proposal to incentivise their use has not only been put to parliament but also received unanimous, and cross-party, support.

There remains a challenging journey ahead, but this is a highly significant step forward. With the immense industry efforts having made the technical case, it is now in the hands of the government to support this bill and remove the financial barriers.

There are also new beginnings in this issue. We welcome the vital communications of UKIFDA in our new, quarterly Downstream section, and see the launch of 'Distributor Diaries' – a celebration of our community.

We hope you enjoy them both. Oh, and by the way, cheers!



# Fuel Oil News

The independent voice for the fuel distribution, storage and marketing industry in the UK and Ireland.

Founded in 1977 by James Smith

[www.fueloilnews.co.uk](http://www.fueloilnews.co.uk)



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## On the cover

A stunning image of a Lancashire winter morning taken by Ryan Finnegan, tanker driver for Ribble. Keen photographer and passionate driver, Ryan uses his S22 to capture his experiences. From the results, Ryan is clearly highly skilled at both!



## In this issue

In Conversation, pages 30 & 31, takes us on a trip down memory lane with the driver who featured on our 1982 Feb issue cover. Our new quarterly Downstream section starts on page 17 and you'll find our new 'Distributor Diaries' round up on page 12.

# A Sweet deal for NWF Fuels

**NWF Fuels has strengthened its position with the acquisition of Oxfordshire-based Sweetfuels, adding a location that complements its existing depot network and expands its geographical footprint.**

Founded in 2005 by Adrian Sweet, the Sweetfuels business is primarily focused on the domestic heating oil market as well as providing additional services that complement the existing NWF Fuels portfolio. The business retains an experienced team of 10 colleagues, and a fleet of 9 tankers.

## Local knowledge and national coverage

Acquisition is key to NWF Fuels future growth plans, with the company looking to continue the expansion of its depot network across the UK. In the last 27 years NWF has successfully acquired and integrated 17 fuel companies into the business – with 5 added to their portfolio in 2019 alone.

Sales director for NWF Mark Adcock said: “Naturally, Covid brought about a pause in acquisition activity with our focus diverted to keeping the nation warm, working, and moving during the pandemic. Now the world is returning to pre-pandemic levels of activity, the search for depots to join the NWF Fuels family is well and truly back on.”



“Recognising that many depots are family-owned and run businesses with connections to their local communities, the NWF Fuels strategy is to retain the brands and people of companies that are acquired. This enables depots to focus on providing exceptional service to their specific, local markets and grow relationships with the customers, companies, and communities they serve, all while benefiting from central office support.”

“In addition to IT and finance functions, this includes the modernisation

of tanker fleets with newer, more reliable, cost-effective and sustainable vehicles – no tanker in our fleet is more than 5 years old.”

“The ideal acquisition candidate is an established business with a strong local reputation, a good team, and a proven track record of delivering exceptional service to customers year on year,” Mark added.

“We believe in the NWF depot-operating model wholeheartedly, so one of the biggest benefits we provide is that we empower and support our depots to do what they do and do it even better for their customers. As a result, they can grow more and do more.”

“If anyone is considering selling, but is concerned about their customers and retaining a brand in their local community, I’d encourage them to pick up the phone and give me a call.”

## A valuable model

The acquisition of Sweetfuels follows a string of other highly successful depot acquisitions, including Consols Oils (Cornwall) and Darch Oil (Somerset).

Dave Nicholas, depot manager of Consols Oils, commented: “Having been through the acquisition process during what was a turbulent time for the whole industry, the backing of NWF, with its resources, has been a valuable safety net. However, the biggest benefit for me is the depot model, which has enabled us to retain our loyal team and focus on providing an excellent, uninterrupted service to all our customers.”

“Having worked long and hard building your local reputation, building a great team, and building fantastic customer relationships, NWF Fuels is the safest pair of hands in the industry for carrying on your legacy.”



## Sidney Gilmore

**It is with great sadness that we report the peaceful passing, on 27th December 2022 in his 98th year, of Sidney Gilmore, former President of the Federation of Petroleum Suppliers (FPS – now known as UKIFDA).**

Known to a great many in the sector as both the founder of Gilmore Fuel Oils and as the President of the FPS following his appointment in 1985, Sidney was a popular industry figure, extremely well-liked and respected and recognised for his hard work.

Born in Ballyhalbert in 1925, Sidney showed an entrepreneurial flair from an early age and, following an apprenticeship as a motor mechanic, he went on to open his own garage at the back of his grandparents’ house in Rubane.

Sidney’s work ethic rapidly came to the fore as he combined running a petrol station with buying and selling cars as well as selling insurance until a chance conversation with Hugh Hylands, who told him that there was good money to be made from oil, triggered Sidney’s move into fuel distribution and saw the launch of Gilmore Fuel Oils, a business that grew rapidly.

When he got word of a new oil company wanting to set up in Northern Ireland, Sidney got in touch and agreed a deal to be distributor for this new company, PetroFina, based in London – a relationship that went from strength to strength.

A move to Belfast followed, along with the acquisition of a workshop and filling station, and this continued growth and success enabled Sidney to start his collection of vintage cars – a passion that lasted to the very end.

In 1985 Sidney was nominated to become the President of the Federation of Petroleum Suppliers for Great Britain and Northern Ireland and found himself required to travel extensively, igniting a passion for travels that took him on many memorable trips.

His family describe him as a big-hearted character who has left them with many happy memories and Sidney will be sadly missed and lovingly remembered by extended family and friends and all those who knew him.

Our thoughts are with them all at this time.

# MPs hear bill to support renewable liquid fuels

**A proposal to incentivise rural households to use HVO for home heating has been put to parliament.**

In January, the influential Cornish Conservative MP and former Environment Secretary, George Eustice, introduced a Ten Minute Rule Bill in Parliament to support the use of HVO in heating. The bill proposes to reduce the duty charged on renewable liquid heating fuel and incentivise consumers to replace kerosene in existing boilers.

## Passed unopposed

A Ten Minute Rule Bill is a first reading of a private members bill, often viewed as an opportunity to table an issue to raise its profile, with little chance of it progressing unless there is unanimous consent.

In an extremely encouraging development, the bill presented by Mr Eustice was passed unopposed, with Mr Eustice expressing his thanks for the “extraordinary expressions of support” that he had received from MPs of all parties, and will now progress to its second reading on March 3rd.

In presenting the bill Mr Eustice commented: “I have been heartened by the extraordinary expressions of support I have had for this proposed legislation from Members from all parts of the House. In addition to those who have agreed to sponsor the bill, others have offered support in taking it forward.

“It is no surprise that the bill should have such support, for 1.7 million homes in the UK are off the gas grid—about 1.1 million in Great Britain and a further 600,000 in Northern Ireland. They are mainly in rural communities, and they mostly rely on kerosene boilers for their heating. As we chart a course towards net zero, finding a low-carbon solution for these homes is going to be incredibly important.”

## Overlooked

Referring to the Government’s current ‘heat pump first’ strategy, under which off-grid homes will be banned from buying replacement boilers from 2026, instead expected to install air source or ground source heat pump systems, Mr Eustice suggested that: “A good option is being overlooked here in favour of the best option.”

Whilst emphasising his support for both air source and ground source technologies, Mr Eustice highlighted concerns that the costs involved in installing heat pumps in older rural properties present a “huge barrier” and they may not be the right solution in all cases.

Instead, Mr Eustice said, kerosene oil boilers can run on HVO with a “minor adaptation” and reduce related greenhouse gas emissions by 88%.

Referring to the successful industry HVO trials being led by trade associations OFTEC and UKIFDA in partnership with fuel distributors and technicians, as part of the Future Ready Fuel campaign, Mr Eustice suggested: “The bill would establish a better path towards decarbonising our energy in these off-grid homes, because the technology now exists to adapt existing boilers to run not on kerosene but on hydrotreated vegetable oil, a renewable fuel derived from waste.”

## Cost parity

The current high cost of HVO as a home heating fuel, when compared with kerosene, is one of the main barriers to its more widespread adoption. To address this the bill seeks an extension of the current RTFO mechanism, which, in effect, subsidises renewable fuel for transport, “to cover the use of renewable fuels in domestic boilers and remove the current duties from these renewable fuels, which are entirely counterproductive.”



In his presentation of the bill Mr Eustice explained: “The intended impact of my bill is to reduce the cost of HVO so that it can achieve parity with kerosene. If we get parity of cost with kerosene—the cost of conversion is modest—we will see a very rapid adoption of HVO.”

## Targeting carbon emissions

Mr Eustice also highlighted the significant and immediate impact that a rapid uptake of HVO would have on carbon emissions: “The key thing is that, if the Government were to target carbon emissions, the incentive to use renewable fuels would become quite obvious.

“The great advantage of my proposal is that there would be a rapid uptake of HVO within carbon budget 4—literally within the next four years. Within those four years, we would see a dramatic 88% reduction in carbon emissions.”

“The key is to make it as easy as possible for people to make the change. The easier we make it and the more effort we put into making sure that they do not need to change their way of life, the faster the uptake will be; and the faster we get uptake, the quicker we will get to net zero.”

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next



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## Our winner! Making a unique contribution to the WCF Chandlers fleet

THE TEAM AT WCF CHANDLERS IS VERY PROUD TO SEE THEIR NEWEST 4-WHEELED TANKER AWARDED THE TITLE OF FUEL OIL NEWS 2022 TANKER OF THE YEAR.

**Lincolnshire-based WCF Chandlers is a local independent company that has understood the value of its customers for over 80 years. With depots strategically placed throughout Lincolnshire, Nottinghamshire, Northamptonshire, North Yorkshire, and Norfolk, the WCF Chandlers' name has long been associated with a people service business that prides itself on providing truly outstanding service to all customers, regardless of size.**

Highlighting the importance of getting the basics right to retain and increase customers, the winning entry for the Tanker of the Year Award 2022 perfectly exemplifies this ethos as it was added to the fleet ready for the start of 2022 to provide a better service for customers in harder-to-access locations.

As Sophie Kay, sales and marketing executive for WCF Chandlers explained: "We've chosen this vehicle as it provides a unique contribution to our fleet.

"The 4-wheeler was added in the winter of 2021 / 22, during a time of high demand from the domestic market. The 4-wheeler enables us to reach a wider range of customers with restricted access and in harder-to-reach areas and also brings the added challenge to drivers of testing their skills and experiences as well as their driving knowledge to fully utilise the vehicle."

Across the industry distributors know the challenge of reaching as many customers as possible in the most efficient way. This became even more important when the cold snap, towards the end of the year, resulted in a huge surge in orders and the need to deliver smaller volumes to as many customers as possible to ensure no-one's tank ran dry!

The winning tanker was built for WCF Chandlers by Road Tankers Northern and fitted with an Alpeco system and equipped with TouchStar Technologies software.

As Sophie concludes: "We're dedicated

### COULD YOU TAKE THE TITLE OF TANKER OF THE YEAR 2023?

We are delighted to announce that, from an incredible number of exceptional entries, the winner of Tanker of the Year 2022 is WCF Chandlers, for its problem-solving 4-wheeler tanker, manufactured by Road Tankers Northern, which enables efficient deliveries to hard-to-access customers.

Our runners up are featured on pages 10 & 11 and you can view all of the superb entries for 2022 online at [fueloilnews.co.uk](http://fueloilnews.co.uk)

We now look forward to receiving your entries for the 2023 award which will be accepted until 31st December 2023 – plenty of time to highlight a new tanker which adds that something extra to your business

Please send details of the tanker – the manufacturer, specification and why it adds value to your fleet, business and customers – together with a photograph to [claudia@fueloilnews.co.uk](mailto:claudia@fueloilnews.co.uk), and we could be adding your company's name to the 20 below.

#### All our winners from 2003-2022

- Tincknell Fuels (Magyar)
- Heltor (Tasca Tankers)
- Cambria (Road Tankers Northern)
- Kelly Fuels (Central Welding)
- Cooke Fuels (Road Tankers Northern)
- EMO Oils (Central Welding)
- Consols Oils (Maidment)
- WCF Fuels (Road Tankers Northern)
- BWOC (Feldbinder)
- Stevenage Oils (Lakeland)
- Craggs Energy (Tasca Tankers)
- Howells Fuel Oil (Road Tankers Northern)
- Inver Energy (Williams Tanker Services)
- Wilton Transport Mini Tankers (Tasca Tankers)
- Donegal Oil (Road Tankers Armagh)
- Silvey's Fuels (Tasca Tankers)
- Hylands Fuels (Road Tankers Armagh)
- Crown Oil (Road Tankers Northern)
- Kettlewell Fuels (COBO)
- WCF Chandlers (Road Tankers Northern)

to building long-term relationships with our customers and do everything we can to deliver fuel safely and on time.

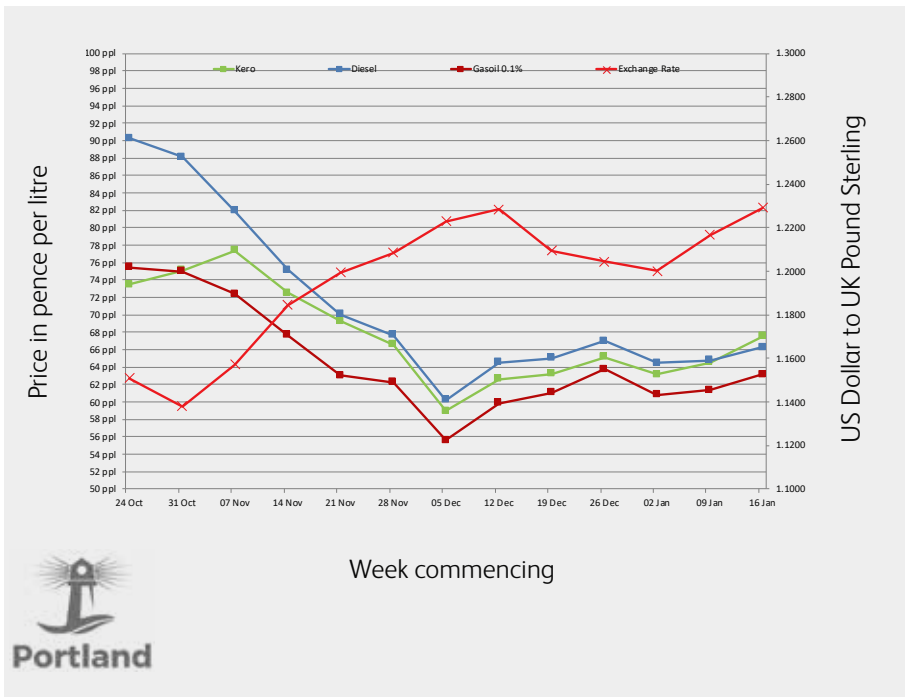
"Since adding the new additions to the fleet, we have seen an increase in the customer base we can access, but more importantly an increase in customer satisfaction due to quicker and more efficient deliveries."

Our congratulations to WCF Chandlers and to the winning manufacturer Road Tankers Northern.

## Wholesale Price Movements: 19th December 2022 – 18th January 2023

	Kerosene	Diesel	Gasoil 0.1%
Average price	64.32	65.21	61.60
Average daily change	1.03	0.99	1.14
Current duty	0.00	52.95	10.18
Total	64.32	118.16	71.78

All prices in pence per litre



Highest price  
**68.19 ppl**  
Wed 18 Jan 23

Biggest up day  
**+2.41 ppl**  
Thu 12 Jan 23

**Kerosene**

Lowest price  
**60.38 ppl**  
Wed 04 Jan 23

Biggest down day  
**-3.85 ppl**  
Wed 04 Jan 23

Highest price  
**67.36 ppl**  
Fri 30 Dec 22

Biggest up day  
**+1.70 ppl**  
Thu 05 Jan 23

**Diesel**

Lowest price  
**61.84 ppl**  
Wed 04 Jan 23

Biggest down day  
**-4.25 ppl**  
Wed 04 Jan 23

Highest price  
**64.00 ppl**  
Fri 30 Dec 22

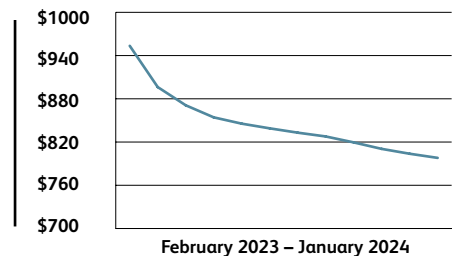
Biggest up day  
**+2.10 ppl**  
Thu 05 Jan 23

**Gasoil 0.1%**

Lowest price  
**57.91 ppl**  
Wed 04 Jan 23

Biggest down day  
**-4.20 ppl**  
Wed 04 Jan 23

Gasoil forward price  
in US\$ per tonne



## The Fuel Oil News Price Totem

	Trade average buying prices			Average selling prices		
	Kerosene	Gasoil	ULSD	Kerosene	Gasoil	ULSD
Scotland	65.35	73.50	120.30	74.50	78.53	125.01
North East	64.30	72.13	119.38	77.09	76.84	122.85
North West	65.87	74.73	121.77	74.65	79.10	124.86
Midlands	64.37	72.66	119.84	73.01	77.29	123.60
South East	64.47	72.62	119.82	82.28	80.69	123.08
South West	64.82	72.46	119.66	76.29	77.08	122.64
Northern Ireland	64.93	73.83	n/a	73.40	79.48	n/a
Republic of Ireland	78.69	79.26	121.24	86.02	83.95	125.08
Portland	62.68	70.18	116.53			

The price totem figures are indicative figures compiled from the Portland base rate using calculated regional variances.

Buying prices are ex-rack. Selling prices are for 1000 litres of kero, 2500 litres of gas oil and 5000 litres of ULSD (Derv in ROI). Prices in ROI are in €.

Wholesale prices are supplied by Portland Analytics Ltd, dedicated providers of fuel price information from refinery to pump.

For more information and access to prices, visit [www.portlandpricing.co.uk](http://www.portlandpricing.co.uk)





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