

Downstream

The official magazine of the Federation of Petroleum Suppliers

Spring 2009



Bygone fuel transport
at Belfast harbour

**FREE inside
FPS EXPO 2009 Official Guide**



VISI LEVEL

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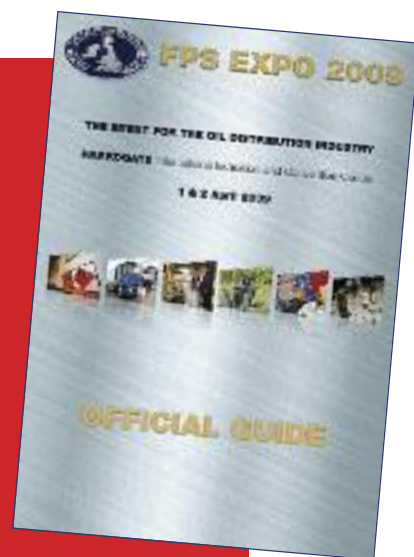


COVER PICTURE

Unloading coal from sailing vessels in Belfast port. This was how the Meekin Fuel Group started back in 1875. Carters used to walk into the hold of the ship, fill their bags by hand and carry them back up the steps and across the plank to the horse-hauled carts which they would take back to base for onward fuel delivery to the city's residents. This photo was taken around 1880. See page 17.

**FREE
inside**

**FPS
EXPO
2009
Official Guide**



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call Susan Hancock or Vanessa Cook at the FPS

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Robin enjoying life in a new environment...

After nearly a quarter-century in oil distribution, Robin Exley crossed over into environmental services last year. So how is life on the other side of the fence?

Robin, a former FPS president, jokes that his decision to leave Pace Petroleum, where he'd spent the last 23 years, moving up from a sales rep to distributor manager for the UK, was a mid-life crisis. "I proposed and I also changed job," says Robin, who got married last summer. "All that's now missing is the Harley-Davidson!"

He's now general manager of Adler and Allan's south and north-west regions, looking after six divisions, including separator services, fuel installation services, waste plants and response services.

Though the move was a major change, Robin already had experience of the response services and knew people within Adler and Allan. Their management team approached him with an invitation to use his expertise to help them expand. "I'm implementing some of the management techniques I learnt with Q8 and Pace, which also frees up the rest of the senior management team to go out and continue to grow the business," explains Robin.

Though the chilly economic climate may mean some plans are on hold, Adler and Allan are forging ahead with a move from their Stratford (London) base. Necessitated by development for the London Olympics, it is also an opportunity to improve the company's facilities.



Robin and Lynn Exley on their wedding day last July with their children Kate, Harry and Abbey.

"Looking ahead, with ever increasing legislation concerning hazardous waste, we expect to be growing considerably over the next three to five years," says Robin, an FPS council member and former president.

So is he happy with his decision to move after almost a quarter-century in oil distribution? "Absolutely. Every day brings a fresh challenge. There's a more individualistic style here and I'm allowed to get on with my job without the burden of a corporate structure," says Robin. "To say it's an atmosphere of working hard and playing hard is a bit of a cliché, but we enjoy our work and have a fantastic senior management team."

Biomass? It's a complete **bioMESS**, says report

The Government's UK Renewable Energy Strategy has come in for some strong criticism from many quarters, including fuel oil distributors.

FPS pointed out the numerous problems and anomalies contained in the Strategy during a meeting with Government officials late last year, and now Calor, the LPG supplier, has launched a stinging attack on the Strategy in a paper called **Biomess**.

"We do not believe that the massive shift to biomass and wind implied by the consultation is attainable.

The carbon emissions in sourcing the wood are dramatically underestimated. The offshore wind target is 'heroic'," it says.

Among the points the paper highlights are these:

- The quantities of biomass needed under the strategy are huge, and importing biomass will increase UK dependency on overseas sources, undermining the country's aim to become more self-sufficient.
- The policy will not be cost-effective and will



drive up prices of energy, food and inflation, forcing unknown numbers of people into fuel poverty.

- Wind power is not reliable and will need conventional back-up.
- Assuming that biomass is zero-carbon rated is absurd and breaches the UK's obligations under the Kyoto treaty.

- The biomass policy conflicts directly with the Air Quality Strategy. It will worsen air quality. Burning wood emits a range of deadly pollutants not covered by either the Air Quality Strategy or the Clean Air Act 1993.

The full report can be downloaded from www.ruralfuel.co.uk/biomess.htm

GTL technology has potential as fuel alternative

A new report concludes that Gas to Liquids Technology (GTL) could produce large volumes of synthesised petroleum products with a cleaner burn than existing fuels over the next decade.

In the process it could also become a major consumer of natural gas.

Technological improvements and investment commitments by the world's largest oil companies suggest that GTL is likely to be transformed from a small, specialised operation to a large-scale

fuel production method, reveals the *Gas to Liquids Technology and Market Potential Report* from www.researchandmarkets.com

The expansion will lead to a large increase in use of natural gas, placing it in direct competition with the growing liquefied natural gas (LNG) industry for access to natural gas supply, the report predicts. If competition leads to limited natural gas supplies, the result is likely to be higher prices for natural gas consumers.

GTL can produce diesel fuel with an energy density comparable to conventional diesel, but with a higher cetane number permitting a superior performance engine design. Its clean burning could produce less harmful emissions – notably particulates – than today's diesel.

Uncertainty about world oil prices, rather than the technology, has served to limit GTL investment to date. But now oil companies are starting to plough more money into it.

GTL fuels used for transport should in theory command a premium price because they are clean burning. However, just how much will depend on environmental legislation in key markets.

Demand for GTL fuels should be anticipated to grow firmly, notably for diesel fuels, because of the growing emphasis on low sulphur and aromatic fuels in Europe and the US.

Artegy appointment

Andy Wainwright has been appointed Head of Sales at Artegy Ltd, the contract hire and fleet management specialist. Andy has been with the company over 16 years.

He said: "This is an exciting time for us at Artegy with many companies looking at alternative funding methods in the current financial climate, and contract hire increasingly being seen as an attractive option."



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New FPS course will help distributors

As new EU regulation for driver training looms large, FPS has acted to help fuel oil distributors by launching a major new scheme – FPS Driver CPC Training.

The EU regulation, which comes into force in September, applies to LGV drivers across all industries, but FPS has worked with OAMPS Risk Solutions (ORS) to formulate a scheme specifically tailored to the needs of the oil distribution industry.

From September, drivers will have 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 start driving. Existing drivers will have 'acquired rights' and be awarded their initial CPCs automatically, but they will have to complete 35 hours of approved training over the following five years, ie by September 2014.

Driver CPC training can only be carried out by accredited trainers using accredited material and the FPS package ticks all the boxes on that, as well as offering added benefits to distributors.

"Unlike many 'off the shelf' national offerings, the FPS training courses will be specifically relevant to the fuel oil driver and the fuel oil distributor. They are competitively priced and we can stage them locally for the distributor – or indeed, on his premises," said FPS Safety Adviser Michael Ong.

FPS Chief Executive Susan Hancock said: "FPS has offered an excellent driving training package for some years but, with the advent of the legally required Driver CPC, it was obvious to us that companies would not wish to do both. The industry has unique requirements and, if money has to be spent on driver training, it needs to benefit both the driver and the company. The FPS Driver CPC programme hits both targets."

The Joint Approval Unit for Periodic Training will oversee, accredit and audit trainers, venues and course content and

maintain the database on behalf of the Driving Standards Authority.

Full details of FPS Driver CPC Training will be unveiled at FPS EXPO 2009 at Harrogate (see below). They will also be available from Michael Ong at the FPS office, tel 01565 631313 or email mo@fpsonline.co.uk



Learn all about it at Harrogate

Visitors to FPS EXPO 2009 at Harrogate can attend a free seminar on the new EU driving training regulations and how FPS Driver CPC Training will help distributors comply. Strong demand is expected and there is limited capacity, Book a place by phoning Joan Wheat at the FPS office on 01565 631313 as soon as possible.

FPS Driver CPC Training is custom-designed to cover drivers in all the areas demanded by

Modular courses

The FPS Driver CPC Training package has been developed with ORS and in consultation with distributor members. The course is structured as 25 individual modules which cover the core subjects. Modules include:

- Site Risk Assessments
- Safe and fuel-efficient driving
- Spillage prevention
- Working at Heights and ladder training
- Loading, discharge, product return and crossover

Five modules will take a day's training time, so a day a year will ensure that existing drivers complete the CPC course within five years to fulfil the EU requirement.

meet latest EU law on tanker drivers



FPS Driver CPS Training carries ADR bonus

FPS and other trade organisations have negotiated a concession on CPC training hours for ADR drivers.

Renewal of the ADR qualification with an accredited training provider is likely to count as a day's training towards the CPC, and a credit of up to 21 hours may be available if a driver is qualifying for ADR for the first time.

There are changes afoot on ADR as well, and employers could well find themselves responsible for fire training. Should this happen, FPS is planning to accommodate fire training into its CPC package, providing distributors with a means of meeting the new requirement at a fraction of the cost of a separate training course.

the new EU regulation, and address the unique demands experienced by drivers working for fuel oil distributorships.



Course dates

The first dates and locations for FPS Driver CPC Training have been set. These are:

- 6-8 October – Grangemouth, Sibbalds Training Facilities, Bathgate.
- 13-15 October – Avonmouth, Avonmouth Truck Stop.
- 20-22 October – Coryton, Premier Inn, Stanford Le Hope.

For other dates, check the FPS website, www.fpsonline.co.uk. To enquire about staging courses at your own depot, contact Michael Ong at FPS.

Why risk anyone else?



ORS – OAMPS Risk Solutions – is a bespoke training and consultancy organisation that will provide your company with a one-stop source for all your training requirements and legal competencies in the petrochemical and gas industries in the UK and Ireland.

This independent division of OAMPS, the oil industry insurance specialist, is uniquely able to offer:

- CPC Drivers' Periodic Training
- NVQs
- Driver/Delivery Assessments
- Working at Heights and Ladder Training
- Spillage Prevention Training
- Spillage Response Training
- General Health & Safety Training
- Health & Safety Audits
- DGSA Audits
- Risk Management
- Site Risk Assessments
- OFTEC 600 training
- EMS and Health & Safety Audits

ORS is staffed by professional, experienced driver/operators drawn from your industry, who will carry out training and consultancy at your locations.

By taking ORS as your training provider, you will engage specialists with a **PROVEN TRACK RECORD** of reducing a company's accident and spillage incidents.

For further information please contact Ken Taylor: kent@oamps-rs.co.uk tel 07710 438998.

Plymouth top terminal – for fourth time

Plymouth terminal has won one of Chevron's Most Admired Terminal award for the Africa, Europe, Pakistan (AEP) marketing region.

It was the fourth time Plymouth has won the quarterly award and it was also the first ever winner in the fully integrated AEP region.

The award was given for the terminal's commitment to operational excellence and consideration for the surrounding community. In terms of safety, Plymouth produced a clean bill of health over the course of 12,261 employee man-hours, with zero days away from work as a result of accidents, no fires and no recordable spillages.



"These are just a few of the Plymouth terminal's major accomplishments this past quarter," said Tom Hernandez, General Manager, AEP Regional Logistics. "The terminal's management and staff continue to demonstrate

exemplary performance in operational excellence, workforce culture and community involvement, serving as a great example for other terminals throughout our network."

CV Show 2009 cancelled

The Commercial Vehicle Show, scheduled for 28-30 April at the National Exhibition Centre, Birmingham, has been cancelled.

Some 290 exhibitors had signed up for the show but, having consulted those who had booked up, the organisers felt cancellation was the best course.

The Commercial Vehicle Partnership, comprising the SMMT, RHA and SOE, and the CV Show Committee, recognised in December that the economic downturn created difficulties for vehicle manufacturers to commit to large international exhibitions.

Oil thefts spurred Kurt to stand Sentinel over other people's fuel supplies

When Kurt Reinhardt had his household heating oil stolen from his tank twice in the space of a week, he decided it was time to act...

The result is a new company, Sentinel Fuel Products, which is developing a range of new devices designed to keep thieves out of oil products.

The first of Sentinel's OilGuard products will be on show on the company's stand at FPS EXPO 2009 at Harrogate and it is promising that more are under development, for launch in the near future.

Irishman Kurt has teamed up with oil industry veteran Carl Denby (formerly of leak detection specialists PSL (Yorks) Ltd of Selby) to form Sentinel, which has become one of the newest FPS members.

Said Kurt: "I got robbed twice in a week and I knew Carl quite well, so we got together and worked on ideas. We formed Sentinel and we've spent years on product development. We've joined FPS now because we felt it would be a good move to help bring us into the industry and give us a good route to market."

Sentinel's entry-level OilGuard is an anti-theft device, easily fitted to the tank, that sounds an alarm if oil is being stolen, or if the supply needs replenishing. OilGuard Plus sends a text message to a mobile phone and OilGuard Alert is a protection and alarm system that can be integrated with existing electronic security systems to alert both the owner and security firm or the police in case of unexpected activity.

The intention is to offer products for domestic, commercial and agricultural markets worldwide.

Romanian contract for PFS

PFS, the supplier of fuel storage equipment and road tanker parts based in West Thurrock, Essex, have supplied two Response Units to Rompetroil, Romania's second largest fuel supplier. The units are designed to protect the Environment from the accidental spillage hydrocarbons. They are for use in the event of an incident involving a mobile fuel tanker, whether it is on the road or rail. These comprehensive units are equipped with personal safety clothing and equipment, hand tools, fuel recovery and containment equipment, ATEX safety lighting and clean up tools and absorbents.

Topaz builder Danny Murray to call it a day

Danny Murray retires as Chief Executive Officer [CEO] of Irish fuels business Topaz on 31 March, to be replaced by the company's Chief Finance Officer Eddie O'Brien.

Murray was appointed CEO just before Topaz acquired the business from Shell in June 2005.

After that transaction, he led the team that bought the Irish fuels and convenience store businesses of Statoil, so creating Ireland's largest fuels business and one of the largest networks of convenience stores. Murray led the rebranding of this network to Topaz.

Murray said: "The deals have been done, the merger completed and the new brand established so I feel this is the perfect time for me to take my leave of the business and leave the floor for the next generation of managers to take the business forward again. The last four years have been amongst the most fulfilling of my career and I want to acknowledge in



Danny Murray (left) and his successor at Topaz, Eddie O'Brien.

particular the tremendous support I've enjoyed from all the staff of Topaz and its predecessors [Shell and Statoil], all our dealers and distributors, our shareholders and of course our customers.

Neil O'Leary, Topaz Chairman, paid tribute to Murray: "Danny has played a critical role in bringing Topaz from an idea to its current market leading position."

Murray's successor, Eddie O'Brien, has held some of the most senior positions in the European fuels business. He joined Topaz in January 2008 from Statoil Hydro ASA, having held the positions of Vice-President Finance and Vice-President Retail Operations within Energy & Retail Europe. He is a Fellow of the Institute of Chartered Accountants in Ireland.

Charity gift from EXPO sponsors

A ConocoPhillips online survey into the impact of sponsoring the Jet Café Bar at FPS EXPO 2008 has resulted in a donation of £150 to a medical charity.

Everyone who responded to the survey was entered into a prize draw for £150 to donate to a charity of their choice. Tom Alderdice was randomly selected to receive the cheque for charity and will donate this money to Northern Ireland Kidney Research. Tom told the FPS: "I have played golf every Saturday for the past

20 years with a gentleman who was on kidney dialysis for a number of years. He was fortunate enough to receive a transplant two years ago and the difference this has made to his well being and his lifestyle is simply unbelievable. Therefore I am delighted to recommend this charity to ConocoPhillips."

ConocoPhillips conducted the survey to find out what improvements it could make to facilities at future events.

Total E&P software contract awarded to Absoft

Total E&P UK has placed a contract to implement a new software package with specialist SAP consultancy Absoft.

The package was designed to improve process efficiency, reduce errors and increase visibility of invoices and Absoft says Total E&P was able to match 40% of materials invoices in its SAP system first time very shortly after the system launched.

The e-invoicing solution also allows invoice information to be accessed via Total's intranet, reducing processing time and minimising the risk of sensitive data being lost through manual error.



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Sometimes great things come in small packages...



...like the new Harlequin 650BND/ENV Slimline Bunded Oil Tank. At only 65cm wide and 172cm long, the 650BND/ENV will fit into even the smallest of spaces – making it ideal for smaller installations incorporating a modern, high efficiency, condensing oil boiler.

But whilst the 650BND/ENV may be small in size, it's big on specification. As you'd expect from a Harlequin, it's supplied complete with electronic oil tank contents gauge, bund warning alarm, failsafe overfill prevention capability and a choice of top or bottom outlet. And it benefits from almost three decades experience in the design, development and manufacture of environmentally preferred, rotationally moulded fuel storage solutions.

For more information on the complete Harlequin range, visit www.oil-tanks.co.uk

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FPS EXPO 2009

THE EVENT FOR THE OIL DISTRIBUTION INDUSTRY

HARROGATE International Exhibition and Convention Centre

1 & 2 April 2009



OFFICIAL GUIDE

Welcome

Welcome to FPS EXPO 2009 – the only event dedicated to the oil distribution industry in the UK and Republic of Ireland.

It's tough trading for absolutely everyone at the moment, but our industry remains robust. I'm delighted to say that this is reflected in exhibitor numbers at FPS EXPO 2009. Over 90 exhibitors are coming together at Harrogate to show you what's new, what's essential, what's trusted and what's best in the products and services that your business needs.

Remember – not only is FPS EXPO 2009 a one-stop-shop for products and services, it is the ideal place to network with your industry friends and colleagues – and entry is free, too!

Again this year we will be running our Workshop programme, covering Credit Control, Contracts of Employment and the launch of the FPS Driver CPC Training. These events are free to FPS Members and affordable for non-members. The schedule appears on the left, and there's more detail on the facing page and on the booking form enclosed with this issue of Downstream.

See you at Harrogate!

VANESSA L COOK
FPS EXPO 2009
Event Manager



Important information...

Canvassing

Canvassing for orders or any other purpose by any unauthorised person is strictly prohibited and in any such case the right to expulsion will at once be exercised. The distribution or display of printed or other placards, handbills or circulars or other articles, except by exhibitors on their own stand, is prohibited.

Prohibitions

The organisers reserve the right to refuse or grant admission to the EXPO without first assigning any

reason, also to expel any person or persons whose conduct, in the opinion of the organisers, makes this step necessary.

Indemnity

The organisers and their contractors accept no responsibility for the statements made in this event guide, nor any errors or omissions that may have occurred. The profiles are supplied solely by the exhibitors. They may have been edited for space considerations. They do not reflect the opinions of the Publishers or FPS.

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Disclaimers
Events Programme
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General information
6. Exhibitor profiles

WEDNESDAY 1 APRIL

FPS 2009 GOLF DAY

Pannal Golf Club, Harrogate. 1st tee 9.30am approx.

FPS EXPO 2009

10.00am-5.30pm

FPS EXPO 2009 WORKSHOPS

11.00am Contracts of Employment : What every employer needs to know

Facilitator: David Brown, Simpson Millar Solicitors

11.30am ***NEW*** FPS Driver CPC Training

Facilitators: Michael Ong (FPS) and Ken Taylor (ORS)

2.00pm Help with your Credit Control Problems.

Facilitator: Michaela Hilton, Graydon UK Ltd

2.30pm ***NEW*** FPS Driver CPC Training

Facilitators: Michael Ong (FPS) and Ken Taylor (ORS)

THURSDAY 2 APRIL

FPS EXPO 2009

9.00am-4.30pm

FPS AGM

10.00am

FPS EXPO 2009 WORKSHOPS

11.00am Contracts of Employment : What every employer needs to know

Facilitator: David Brown, Simpson Millar Solicitors

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Facilitators: Michael Ong (FPS) and Ken Taylor (ORS)

2.00pm Help with your Credit Control Problems.

Facilitator: Michaela Hilton, Graydon UK Ltd

2.30pm ***NEW*** FPS Driver CPC Training

Facilitators: Michael Ong (FPS) and Ken Taylor (ORS)

FPS 2009 AWARDS DINNER

Venue: Harrogate International Centre

Dinner 7.00pm for 7.30pm



FPS EXPO 2009 WORKSHOPS

FPS EXPO 2009 will stage four workshops on both Wednesday 1 April and Thursday 2 April (see Events Programme on facing page).

Each workshop will run for approximately one hour. The scheduling makes it possible for visitors to cover all of the subjects over the two days.

These workshops are free to FPS members, and will cost £25 + VAT per workshop to non-members. Last year's workshops were extremely popular and advance booking on the form that comes with this issue is recommended. On the day, any unfilled seats will be allocated on a first-come, first-served basis.

Petroleum Distributors Intelligence Unit (PDIU)

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

GRAYDON

Graydon, in partnership with Reynolds Trade Credit provide an intelligence unit specifically for the petroleum sector. This is a network specifically designed to protect members against the risk of bad debts and slow payments.

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

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

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

Interested to find out more?

Contact:
Michaela Hilton
Tel: 020 8515 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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www.adlerandallan.co.uk

Sponsors



Casino

Adler and Allan is delighted to be sponsoring the fun Casino once again as the finale to this year's FPS 2009 Awards Dinner. The casino this year is themed 'FTSE09 – Where the banker never loses?' and we hope you enjoy the fun of gambling for some fantastic prizes.

Guests will be able to gamble on roulette, blackjack, craps or poker with fun money

chips. The croupiers are professionals and will be happy to explain how to play and bet. Everyone loves a flutter, but nobody wants to lose real money. With a Fun Casino, everyone's a winner!

We look forward to catching up with our friends and colleagues from the fuel industry.



Internet Café

Graydon UK is delighted to sponsor this year's Internet café at FPS EXPO 2009. The Internet café is a good meeting place where you can have a cup of coffee, relax and catch up with your emails, as well as learn how we can help you manage your commercial risk. Graydon UK is committed to providing members of our Petroleum Distribution Intelligence Unit with real-time,

accurate trading information on potential new and existing customers.

We are also the leading credit information specialist for the petroleum sector. As a supplier or service provider to the sector you too can benefit from the full range of services we provide – to help you reduce the risk of bad debt and slow payments.



FPS Driver of the Year

It is an honour and a privilege for OAMPS to again sponsor the FPS Driver of the Year award. This is now the ninth year that this award has been given and we extend our thanks to the FPS staff and the judges who have a particularly hard job to perform in both the initial screening and the final choice. OAMPS is the insurance manager to the FPS, specialising in the needs of oil distributors as well as other specialisms within the petrochemical industry.

We provide bespoke insurance and risk management packages designed to the individual's needs. The difference between a good driver and a great driver is a very fine one. Great drivers are those that go the extra mile but have assessed the situation and do not put a distributor's reputation at risk.

General Information

BANKS

A cash point facility is located outside the main entrance to Hall M. All the major banks and building societies can be found in Harrogate Town Centre, a few minutes' walk away.

BUSINESS FACILITIES

Facilities for fax and photocopying are available from the FPS Reception in the main entrance area.

CATERING

A bar and café area can be found in Hall A.

CLOAKROOM

The cloakroom is situated in Hall M and is open daily until 15 mins after the close of the show.

FIRST AID

Should you require First Aid, please contact FPS Reception in the main entrance area, a member of the FPS or Harrogate International Centre Staff.

INTERNET ACCESS

Visitors to FPS EXPO 2009 can gain free access to the internet by visiting our internet café situated in Hall B.

LOST PROPERTY

Please contact FPS Reception in the main entrance area.

CAR PARKING

Harrogate International Centre operates a pay and display car park below the centre.



Sponsors



Café bar &
FPS Golf Competition



Jet are once again delighted to be sponsoring the FPS café bar and as always, the café bar will provide the perfect setting to eat, drink and relax with friends and colleagues.

For the first time, Jet will also be sponsoring the FPS Golf Competition and presenting the prizes at the Annual Awards Dinner. This year's competition is to be held at Pannal Golf Club, Harrogate and will include Longest Drive and Nearest the Pin Awards.

The FPS Exhibition is now firmly established as one of the foremost events for the downstream oil industry. It provides the ideal opportunity to network and preview the latest products and developments.

As one of the largest fuel brands in this market, supplying to both the UK and Ireland, Jet fully recognises the importance of this event and wishes to show its continued commitment and support to the FPS by once again being an official sponsor at the exhibition.



WWW.OIL-TANKS.CO.UK

Badges

FPS EXPO has grown to become the largest event for the downstream oil industry in Western Europe. As Delegate and Press Badge Sponsor at FPS EXPO, Harlequin is pleased to again reaffirm its commitment to the downstream oil industry in the UK and Republic of Ireland. FPS EXPO provides delegates with an important networking opportunity, as well as allowing them to

catch up with the very latest industry and product developments. At FPS EXPO Harlequin will again reaffirm its commitment to environmentally responsible fuel storage with its range of environmentally preferred Single Skin and Bunded Tanks, together with the company's new range of 'Stores' portable storage and dispensing tanks.



The café to take you back in time...

Visit the café bar this April and find yourself transported back in time to a 1950s-style American Diner where you can eat, drink and relax with friends and colleagues. The informal atmosphere will provide the perfect setting in which to discuss business and renew acquaintances. When the work is done, try your hand at pinball or listen your favourite tracks on the juke box. So if you are planning to visit the FPS EXPO 2009, make sure you stop by and refuel at the 'High Octane Diner' sponsored by Jet, we look forward to seeing you there.

Charges are:

Up to 3 hours = £ 3.50

Up to 6 hours = £ 5.50

Up to 12 hours = £ 7.50

Up to 24 hours = £10.00

Please note that there is no access to vehicles left overnight.

PRESS/SALES OFFICE

Manned throughout the open days, the Press/Sales Office is situated just inside Hall M on the right hand side.

SHOPS

Harrogate town centre has a good variety of shops a few minutes' walk from the International Centre.

TAXIS

A list of local taxi companies is available from FPS Reception in the main entrance area.

TELEPHONES

There are no Public Telephones situated inside the Harrogate International Centre.

TOURIST INFORMATION

The Tourist Information Office is situated opposite the entrance to Hall M. Details on accommodation, travel and restaurants can be found at the FPS Reception in the main entrance area.

Last year's FPS EXPO workshops (page 2) were packed. Reserve your seat at this year's events by filling in and returning the booking form enclosed with this issue of Downstream. Closing date for bookings is Friday 27 March.

Stand M24

AE Business Solutions Ltd

T: 028 9262 0420
E: sales@aebusiness.co.uk
www.aebusiness.co.uk

Contact: Alan Edwards

AE Business Solutions provides innovative, complete software solutions to the oil distribution industry. With many years experience in the computer industry, we have a reliable record of achievement and provide excellent support, with out-of-hours response to hardware and software queries. The company has expanded to 15-plus employees and moved to a purpose-built facility in Lisburn.

Our Integrated Accounting & Business Management Software Solution is used by a variety of companies, ranging from individual users through to SMEs and large corporations. This fully featured, multi-currency, multi-location capability software is simple to use and extremely cost effective. The package is Windows

based, requires only standard PCs and is installed in more than 2,000 sites throughout Ireland and the UK.

The software has been modified to cover the unique needs of the oil distribution industry. Telephone integration software enables the supplier to see the account details of the customer the moment they ring in, reducing the time needed to generate advice notes. Our latest development, an online ordering system, seamlessly integrates web-sales with accounting software.

Vast improvements in operating efficiency and profitability have been generated by companies using our consultancy services. AE also supplies CCTV solutions and telephone systems.

Stand B26 – B27

Alfons Haar Ltd

T: 0113 243 6565
E: david.stanley@alfonshaar.co.uk
www.alfonshaar.co.uk

Contact: David Stanley, Alex Kelly



Alfons Haar

Globally since 1949 and with its own wholly-owned UK subsidiary since 1998 Alfons Haar has led the way in providing reliable and whole-life cost-effective solutions to the fuel oil distribution market. The extensive portfolio includes metered fuel delivery and pumping systems and a comprehensive BLVR and HLCO package, ensuring Alfons Haar offers the complete Road Tanker Solution.

All Haar systems offer an integrated package with 100% in-house design and manufacture. Who else in the UK (or Europe) can offer compliance to TUV, ADR2007, ATEX, SLP and MID approvals on every system?

This year will see the continuing development of our countMASTER counter and a functioning 'mock-up' will be on display to demonstrate the 'Terminal to Nozzle' concept inherent in all of Haar's design together with our future-proof enhancements. These include cross-over protection, retained product monitoring, sealed compartment and delivery system, bluetooth and bus connectivity and many more expansion possibilities.

We will be pleased to advise you on all aspects of why Alfons Haar is the equipment of choice for the professional operator in onboard fuel distribution.

Stand C1 – C2

Alpeco Limited

T: 01296 619510
E: adrian@alpeco.co.uk
www.alpeco.co.uk

Contact: Adrian Baskott



Since its launch at FPS EXPO 2008, Alpeco's CHECKMATE all-in-one operator control module has been further developed in line with customer requirements.

Housed in a stainless steel enclosure, the Checkmate combines the Lectrocourt-TE550 electronic register along with controls for footvalves, product return, reel/bulk selection and engine stop/start to form a single compact work station for the entire delivery system.

CHECKMATE has been developed with the aim of minimising the chance of accidental product cross-overs, as the operator has to select and confirm

product grade, compartment, delivery mode and volume to be delivered via the TE550 on-screen menu. Once selected, colour coded LEDs remind the driver of grade and compartment selected, along with real-time on-screen prompts and delivery information.

Fully approved by NWML in line with the latest MID requirements, CHECKMATE with TE550 has been integrated with Alpeco's well established range of DMX meter systems to give unrivalled functionality and operational benefits to the fuel distributor.

For further information and full system demonstration visit Alpeco.



FPS EXPO 2009

Stand C7

AmniTec Limited (incorporating the Willcox and Compoflex product range) is a recognised world-leader in composite hose technology and innovation and manufactures a comprehensive range of high quality composite hose assemblies for hydrocarbon and chemical applications.

All AmniTec hose assemblies are manufactured under our ISO 9001:2000 quality approval system. The company has been a key supplier to the road tanker industry for more than 60 years and is recognised for developing versatile lightweight, yet robust hoses, compatible with driver control delivery. These are for both bottom loading and vapour recovery.

AmniTec Limited has recently re-instated the on-site testing, repairing and recertifying of customers hoses. We will monitor and manage a database on behalf of each customer, to remind them when hoses are due for re-test, thus taking the worry of using untested hoses away.

AmniTec Limited will also be exhibiting the rest of its product range, which includes stainless steel convoluted hose assemblies, stripwound exhaust assemblies and related products.

Amnitec Limited

T: 01685 385641
E: gordon.norbury@amnitec.co.uk
www.amnitec.co.uk

Contact: Gordon Norbury

Stand M22

Arcs n Sparks is a workwear distributor with a long history of supply to the petrochem and associated industries. With a full understanding and knowledge of the market and it's requirements, we have developed long and successful relationships with many national and international companies such as Texaco, Wincanton and Turners.

We are proud to be exhibiting at FPS Expo 2009 together with our main workwear and rainwear supplier, Tranemo Workwear. With a 75 year history of supplying top quality functional workwear to a wide variety of industry sectors, Tranemo's range includes a

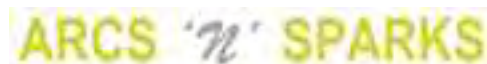
comprehensive selection of FR antistatic workwear, together with the Lyngsoe brand of FR and anitstatic Hi-Visibility rainwear.

Whatever your garment requirements, be sure to come and have an informal chat to us and look at a selection of our garments or contact us on 08456 441777 or arcsnsparks_ltd@hotmail.com.

Arcs n Sparks

T: 0870 220 8185
E: dh@tranemo.co.uk
www.arcsnsparks.co.uk

Contact: Danny Hemmings



Stand A9

For more than 25 years Artegy has been offering a wide range of solutions and exceptional customer service designed for fleets of specialist commercial vehicles. Backed by BNP Paribas, one of the world's leading banks, Artegy delivers a reliable and trusted service for more than 10,000 vehicles across the UK and France.

Independent of any manufacturer, we offer a unique contract hire, fleet management and consulting service by combining the advantage of competitive funding with expertise in specialist commercial vehicles. Artegy has been providing contract hire and fleet management services for the ADR tanker market for over 10 years.

With a current fleet in excess 1,000 tankers, Artegy's dedicated support teams ensure the specification, purchasing, funding and management are handled professionally. Artegy's flexible solutions are tailored to your specific requirements and therefore can help you achieve measurable improvements in financial and operational management efficiency and fulfil compliance constraints of your business sector, customers or group of companies. For more information and the opportunity to discuss, please visit your market experts on stand.

Artegy Ltd

T: +44 (0)845 226 6225
E: info@artegy.co.uk
www.artegy.co.uk

Contact: Mike Davies



ARTEGY
BNP PARIBAS GROUP

Stand A7 – A8

Artisan Measurement & Control Ltd

T: 01380 816365
E: sales@amc.gb.net
www.amc.gb.net

Contact: Ray Murgatroyd



Artisan Measurement & Control Ltd

Artisan Measurement & Control Ltd supply services to the petroleum industry throughout the UK and Ireland. AMC's core business is providing meter proving, maintenance, emergency repairs and commissioning services using a highly skilled, highly trained and adaptable workforce in an environment where safety is a paramount.

AMC have built a substantial number of bottom loading and air elimination skids, several of which have included additive injection and blending, all controlled by the FMC Accuload.

AMC have recently been appointed as the sole distributor for FMC Measurement Solutions for the UK and Ireland and will now be supplying the 'Smith Meter' range of metering and flow control products, including the Accuload.

Stand B43

Atkinson Equipment

T: 01373 822220
E: info@atkinstonequipment.com
www.atkinstonequipment.com

Contact: Peter Carter



Atkinson Equipment have a number of new products to introduce, products that Atkinson Equipment have designed, developed and manufactured here in the UK. The all-new Atkinson Tanktop will be on display, along with new products from a range of manufacturers that Atkinson Equipment is UK distributor for.

New equipment will be on display for the oil heating sector, pumping equipment for the refuelling and lubrication sector, and the Atkinson GSM tank monitoring equipment that can be used right across the industry.

Pressol, the well established manufacturer of quality products known throughout Europe, will be sharing the stand with Atkinson Equipment this year. Pressol manufacture garage lubrication and refuelling equipment. Pressol will also be unveiling their new Mobimaster fuel transporter and FMT, Swiss-manufactured fuel transfer pumps and meters.

The NEW Tigerloop from Tigerholm will also be on show, B100 compatible and designed to be fitted in the building.

Stand C59

Aztec Oils Ltd

T: 01246 823007
E: sales@aztecoils.co.uk
www.aztecoils.co.uk

Contacts: Mark Lord, Barrie Heathfield



Aztec Oils Ltd offer a comprehensive range of automotive and industrial lubricants and greases and specialise in own-brand supply to fuel and lubricant resellers throughout the UK and Ireland.

New for 2009 is our 500gm grease cartridge and dispensing gun which offers vastly superior operator acceptability over the standard 400gm cartridge generally found in the market. With this new cartridge, the operator has the option of using different greases through the one gun cleanly with no messy changeover.

Aztec Oils carries large stocks for next-day despatch of a complete range of greases in 400gm cartridges, 500gm cartridges, 12.5kg plastic pails and 50kg kegs.

Based in Bolsover, near Chesterfield, Aztec Oils strives to provide its customers precisely what they want when they want it and at a competitive price. We look forward to welcoming you on our stand to discuss your requirements.



Stand A5 – A6

Making its second appearance at the FPS Show, BP is delighted to introduce its wholesale team at Stand A5 and A6.

Our team of experts, with experience of many years in the energy business, are focused on understanding your requirements and delivering innovative solutions. Our in-depth understanding of the fuel business and knowledge of the UK supply chain means our team can provide the right supply solutions and leverage supply efficiencies on your behalf.

Visitors can also talk to our team and learn more about: BP's Dealer Offer – the largest network in the UK; BP Fuel Cards

– the largest branded fuel cards provider in the marketplace; BP Ultimate – BP's range of advanced performance fuels.

BP is one of the UK's leading fuels suppliers, with over seven million people and businesses using BP branded fuels every day. However, providing high quality fuel at competitive prices is only part of what we do. BP offers a wide range of services such as providing specialist technical advice to risk management, a nationwide distribution network and health and safety guidance.

Customer service lies at the heart of our operation - so come and meet our Wholesale Team.

BP

T: 01908 853954
www.bpwholesale.co.uk

Contacts: BP Wholesale and Reseller Sales Team



Stand B42

Briggs Environmental Services Ltd

T: 01592 872939
E: sleighton@briggsmarine.co.uk
www.briggsmarine.com

Contact: Sarah Leighton

Stand B48

Brodie International

T: 0161 406 2200
E: bobwrigley@flotech.co.uk
www.flotech.co.uk

Contact: Bob Wrigley

Flotech Solutions are the exclusive UK distributor for Brodie International and Brooks Instrument. At FPS EXPO we will be focussing on the increasing demand for accuracy, repeatability and reliability in loading terminal applications.

Using the latest state of the art flowmeters and valves available, Flotech can show you how to make substantial savings by using our online calculator in conjunction with Brodie's highly accurate

and repeatable flowmeters. Using the BiRotor Plus flowmeter along with the Brodie range of bespoke single or dual stage differential control valves can provide precise flow rate and batch control. These flowmeters offer class leading accuracy guaranteed at 0.075 per cent over a 30:1 turndown with repeatability better than 0.01 per cent. They are only available in the UK through Flotech Solutions.

Stand A10

Brunel Promotions

T: 0117 300 2212
F: 0117 966 4235
E: miket@brunel-promotions.co.uk
www.brunel-promotions.co.uk

Contact: Mike Tyack

Brunel Promotions' range of 2010 calendars and diaries represents a highly cost-effective means of targeted advertising in today's market-place. How else and where else can you promote your products or services to both customers and prospects alike for an entire year - and, in many cases, for less than 2p per week?

In 2009 we are launching some great new products. Alongside our stock calendars and diaries, we will introduce a bespoke calendar service for customers seeking low quantities at keen prices. You can submit your own images or choose from a library to create your

perfect calendar. And Brunel can offer individual advertising messages on every leaf of the calendar. Just ask us about personalisation services.

Our 2010 diary portfolio will include over 300 different interior and cover colour combinations.

Brunel Promotions first entered the promotional gift market in 1979. Our FPS stand will display a range of promotional items. Pens, calendars, mugs, diaries, coasters, presentational folders, mouse mats, calculators, fridge magnets - you name it, Brunel can supply it.



Stand C71

L. Brador Workwear (Caldo Oils Ltd)

T: 01744 813535
E: mikescott@caldo.co.uk
www.caldo.co.uk



Contact: Mike Scott

L. Brador Workwear – Designed to Work – is a range of workwear and uniforms that are designed to work in the petroleum industry. The range includes trousers with reflective hoops, jackets, overalls, comprehensive range of hi-vis, shirts, polos, T shirts, body warmers, rain and cold weather gear, even socks. Also available is a new range of anti-flame workwear, plus protective head, hand, eye, ear and foot wear; Axel fall protection harnesses and lanyards; Zekler safety eyewear; Guide industrial gloves; Peltor earmuffs; Monicor safety footwear; Muscle protection, respiration masks, first aid kits, hand cleaners – in fact everything you need to equip your

staff from head to toe and be compliant in this highly regulated industry.

At Caldo Oils we struggled to source industry compliant, affordable and quality workwear until we found the L. Brador range. Made in Sweden, their range is durable, well cut and stylish. We were so impressed that we decided to stock the entire range and can supply any quantity nationally. For further information contact Mike Scott.

Stand B25

CDS Computer Design Systems Limited

T: 0161 832 9251
E: sales@cds-systems.co.uk
www.cds-systems.co.uk

Contact: Simon Clayton



The market-leading computer system for the oil distributor, CODAS provides a completely integrated, comprehensive Windows solution that incorporates complementary business services such as on-line credit card authorisation, email communication and integration with telephone systems and customers web-sites.

Extending beyond the office to include tank monitoring and on-truck system offerings, CODAS takes advantage of low cost technology offerings to significantly improve both business performance and profitability.

Another successful year of development and deployment has again produced significant growth in the number of

CODAS users, as well as producing many enhancements that are on show in the 2009 version of CODAS.

Continuous investment allows CODAS to keep pace with the changing demands of the oil distribution market, meeting contemporary business needs with contemporary technology and achieving software design standards that keep CODAS in the forefront of the industry.

To discuss how your business can benefit from CODAS, please come along and visit us at Stand B25.

Stand M1, M11

Central Welding Ltd

T: 028 795 50841
E: mark@centralwelding.co.uk
www.centralwelding.co.uk

Contact: Robert & Mark



The staff of Central Welding Ltd are very much looking forward to greeting all of our customers and visitors to our stand at the 2009 FPS exhibition at Harrogate. This event will give us the opportunity to demonstrate how your business can receive maximum benefit from the services we offer.

This year, by kind permission of Andrew McKay of Topaz Energy and Michael Finlay of Dundalk Oil Products, we will be showcasing two six-wheel rigid road tankers, finished to the highest specification.

2009 is a particularly special year for Central Welding – we are celebrating our 20th anniversary. In addition, we have been chosen as 'Tanker Manufacturer of the Year 2008'. To have captured this prestigious award twice in the last three years is cause for celebration. So, please come along to our stand and join us in marking this special occasion.



FPS EXPO 2009

Stand B54 – B55

Centre Tank Services, one of the leading suppliers of fuel dispensing, storage tank and lubrication equipment, have an exciting range of new products to showcase this year.

Tank security and safety will be a big theme with new products including: A new tank alarm with enhanced features, a pump run dry protector, an overfill valve and the new Unitel gauge.

In addition there will be a range of Spin Secure™ security products, including the patented tank locking cap, which is a one-piece, padlock-free cap to help protect fuel from theft.

As the exclusive UK distributor for the Piusi range, CTS will be showing the

latest product developments from the Italian manufacturers, including Vantage and Adblue as well as the core range of pumps, fuel management systems and ancillaries.

There will be many working demonstrations on the stands including opportunities to evaluate management system software.

CTS welcomes all visitors to their stand.

Centre Tank Services

T: 0121 351 4445
E: sales@centretank.com
www.centretank.com

Contact: Dawn Taylor



fps expo 2009

Harrogate International Centre 1-2 April



- New CTS Multi-Function Alarm, incorporating enhanced features
- Spin Secure™ locking cap, unique patented design offering unrivalled security for your tank access point
- Spillstop overfill prevention valve, offering high quality overfill prevention at a reasonable cost
- The new Unitel Tank Gauge, with improved features

Please come and visit us on our stand to see the above products in addition to our core range of Piusi pumps, fuel management systems and other tank and lubrication equipment

SEE US ON STAND B54-B55



CENTRE TANK SERVICES LIMITED
Unit 40-41 Minworth Industrial Park Forge Lane Minworth Sutton Coldfield
West Midlands B76 1AH Tel: 0121 351 4445 Free Fax: 0800 085 2984
www.centretank.com email: sales@centretank.com

Stand M25 – M26

Cisternas Cobo (UK) Ltd

T: 01977 604402
M: 07712 871786
E: terry@cobo.co.uk
www.cisternascobo.com

Contacts: Terry Morgan, Mark Blount



Cisternas Cobo (UK) Ltd, of Castleford West Yorkshire, is the UK joint venture partner of Talleres Cobo Hnos S.L., a rigid and semi-trailer tanker manufacturer in Santander, northern Spain.

It is a family owned and operated company with over 60 years' experience in tanker manufacturing, normally producing in excess of 350 tankers per annum, for the transport of petroleum products, asphalt derivatives, chemicals and gases. Cobo UK Ltd has established business with major oil companies and 'blue chip' logistics companies, including Total, Conoco, DHL and Wincanton, in the UK; Texaco, Topaz (formerly StatOil) and Maxol in Ireland, and with major oil companies in the Middle East.

This year, courtesy of Hall Fuels Ltd, Cisternas Cobo will show a 38,000 litres, six compartments, semi-trailer tanker. Fitted with Alpeco BLVR equipment and Alpeco's TE550 metered bulk and metered hose reel discharge equipment, it will give Hall Fuels maximum flexibility. The tanker can be used for bulk transport or for metered deliveries, either in bulk or by hose reel.

The tanker demonstrates Cisternas Cobo's ability to produce high quality, innovative and technically advanced tankers for the petroleum industry. It is coupled to the company's commitment to professional and dedicated after-sales service.

Stand B9

Collins Youldon

T: 01480 832223
E: john.duff@assetco.com

Contact: John Duff

Stand C36

Contrec Europe Limited

T: 01422 829940
E: info@contrec.co.uk

Contact: Lucy Bancroft



Contrec's easy-to-use 1010 loading system and 515 blend controller look after your depot operations, whether you're there or not!

Existing users have been delighted with Contrec's unique built-in driver and vehicle authorisation so you know exactly who loaded how much fuel, and when. The 1010 can load up to four products simultaneously, ensuring trucks spend less time in the yard and more out delivering.

After loading several compartments simultaneously, the system automatically prints an ADR compliant 'Bill of Lading' on completion of each vehicle load. The BoL will detail products, delivered amounts (gross and net), compartments loaded, any product returns, and can

also ask for an order number to be entered which assists with the audit trail.

For 2009, the Contrec 1010 Load Computer will have the latest MID (Measuring Instruments Directive) weights and measures approval in accordance with EU requirements. For bio-fuel measurement, Contrec unveil the 515 series blend controller. Allowing you to load your required percentage of bio-fuel safely and accurately, but without the expense of more complex systems. The 515 can be supplied in ATEX-approved housings or can be installed in the control room and operated via its own Modbus communications output.



FPS EXPO 2009

Stand C17

Cookson & Zinn (PTL) Limited (CZ), are a market leader in designing double skinned steel underground storage tanks for fuel stations, storage depots, marinas and other key fuel applications. For aboveground, CZ offer the Fuelbank bundled unit and, underground the Petrofast modular system incorporating tanks, pipework, associated equipment and can include canopies and pump bases.

Cookson & Zinn (PTL) Ltd. are part of PetroTechnik International, the world leader in underground pipework and storage systems for petroleum products with a worldwide reputation for quality. By combining CZ tanks with PetroTechnik pipework, CZ are offer

customers interested in underground storage the modular Petrofast system. This system is based on pre-engineered, pre-fabricated modular components incorporating storage tanks, pipework and associated equipment and can include canopies and pump bases. Each system is factory assembled, enabling rapid on-site installation, saving time and money. For above ground storage from 5,000 litres to 80,000 litres in cylindrical or rectangular form, CZ can offer a specifically tailored bundled unit or, if preferred, a totally standard system ready to be filled with fuel. Options include single or multi compartment, fuel management systems, overfill prevention valves, gauges, switches and more.

Cookson & Zinn (PTL) Ltd – PetroTechnik

T: 01473 825200
E: info@czltd.com
www.czltd.com

Contact: Brian Doggett



Stand M7

Dantec, a recognised world-leader in composite hose technology and innovation, manufactures a comprehensive range of high-quality composite hoses including Firesafe. Among other applications, it is the only hose used for refuelling Formula One racing cars. Other products include TODO dry-break couplings and valves; Aeroquip rubber LPG hose; convoluted stainless steel bitumen hose, and rubber reeling hose.

Dantec offers a professional hose inspection, repair and certification

service (HIRCS). HIRCS is a hose management system that ensures testing and inspection requirements are not overlooked. Dantec monitors and manages a database independently on the operator's behalf, and reminds the operator when the hoses are due for inspection and re-test, thus allowing them to concentrate on their core business.

Dantec

T: 0151 678 2222
E: jonloach@dantec.ltd.uk
www.dantec.ltd.uk

Contact: Jon Loach



Stand M21

Designed for Safety

T: 01442 875071
E: lisa.pastwa@designedforsafety.co.uk
www.designedforsafety.co.uk

Contact: Melvyn Simms

Stand B1 – B3

Dunraven Systems

T: +353 (0)42 9386505
 F: +353 (0)42 9386580
 E: info@dunravensystems.com
 www.dunravensystems.com

Contact: Gerry Jones



Dunraven Systems' recent growth is largely due to their Apollo Ultrasonic monitoring devices, the original ultrasonic gauge.

Dunraven's Apollo Visual is unique in displaying the level of oil on both the transmitter at the tank and the receiver in the house. This allows the delivery driver to see the level of oil on the transmitter screen while he is at the tank, reducing the risk of overflow.

Dunraven's Remote Management System (RMS) now allows oil distributors to monitor customers' tanks levels from the office, no bureau. Oil distributors can offer their customers the basic RMS or the RMS SQL, which will allow the oil company to house their own server. This

gives advanced intuitive reporting, contacts you via email/ computer/ text and will automatically alert you of tank events such as low levels, tank leakage or theft.

Dunraven's Apollo Tank Alarm detects sudden changes in levels and activates the customer's home alarm system via a wireless connection – ideal for unattended commercial and educational premises.

The new RMS GSM wireless monitoring device simply requires a power supply and will transmit to the oil distributor's server. Dunraven are also the sole distributor for UK and Ireland of the Secutech LRC.

Stand B19

E&S Environmental Services Ltd

T: 01993 852419
 F: 01993 852152
 E: andrew@eandsgroup.co.uk
 www.eandsgroup.co.uk

Contact: Andrew Clarke



With over 33 years' experience, we are a leading diagnostic testing company with a high reputation in leak detection and loss control. We regularly test and problem solve for most major petroleum and hypermarket brands.

Tank, Line & VR testing: We are the European licensee for MassTech, offering an exceptionally accurate testing system for underground and above-ground tanks, lines and VR systems. Tanks can be tested at any fill level – full to empty.

Tank cleaning & fuel polishing: We offer clients our proprietary mobile 'dialysis' tank cleaning and fuel polishing system removing water, sludge and other contaminants in a continuous process. We understand the issues of microbial growth and have developed procedures to remove and prevent their re-occurrence.

Road tanker inspection & testing: We have UKAS accreditation to ISO17020 and conduct our inspection and testing of vehicles at clients' premises against DfT licence. Client's fleet details can be entered into our confidential national database, with the company taking responsibility to ensure vehicles are tested to their schedule.

Others services include: leak detection in underground pipes, inspection video cameras, fuel additives and site refurbishment.

Our business success is based on building trust and delivering service excellence.

Stand A15

Econoprint (UK) Ltd

T: +44 (0) 1376 349955
 E: sales@econoprint.co.uk
 www.econoprint.co.uk

Contact: Neil Siebert



Econoprint is a leading marketing and print solutions provider, serving over 300 fuel distributors throughout the UK and Eire.

You should visit the stand for all your delivery ticket and other print and marketing requirements where you will also see a range of items currently being supplied to others within your industry.

Take advantage of our 27 years' of experience to determine how best to promote your specific products and services using tried and tested methods. Discover ways that we can assist you with customer generation, customer retention, increased sales, increased

margin and automated document creation.

Our product and service range includes: Delivery tickets, invoices, statements, leaflets, labels, brochures, oil watchman labels, lapsed customer mailings, leaflet dropping, rebranding, print storage and distribution, online ordering, outsourced document creation and distribution, direct mail, vouchers, books, pads, Christmas cards, boiler servicing forms, delivery ticket folders, envelopes, letterheads, business cards, budget payment plans, direct debit forms, fridge magnets, key rings, pens, calendars, diaries and promotional gifts.



FPS EXPO 2009

Stand C40

Elaflex supply hoses, the ZVA family of refuelling nozzles, quick connectors, Mann Tek Dry Disconnect couplings, expansion joints, and AdBlue hose reel kits for the petroleum and chemical industry. We also operate an on-site hose testing/inspection facility. Talk to us how we can support you.

Our hoses are distinguished by their high operational safety and continuous quality.

Elaflex reeling hoses, type XHD domestic fuel oil hose to EN 1761, delivery hose 38mm (1.1/2") is very lightweight, weighing up to 18% less than other makes. It also has a long service life, high resistance to abrasion, and long

electrical resistance life. In addition, it is very flexible and easy to handle, with clamp type couplings making it less physical strain for the drivers. All hoses come with warranty and technical support in standard lengths of 54 and 61 metres. Other lengths are available on request. We can refer you to many delighted customers.

Elaflex will also show yellow band aviation refuelling hose; LPG layflat and reeling hose; Plasticiser free dispensing hoses; lightweight rubber tanker hoses; and TW quick disconnect coupling in a range of materials.

Anton Martiniussen can be contacted on +44 (0) 7831 595620.

Elaflex Ltd

T: 01992 452 950
E: sales@elaflex.co.uk
www.elaflex.co.uk

Contact: Anton Martiniussen



building trust and
delivering service excellence

Advanced Solutions to Fuel- Related Issues

E&S Environmental Services Ltd
Unit 10, Viscount Court Industrial Estate,
Brize Norton, Oxon OX18 3QQ
Tel: 01993 852419
Fax: 01993 852152
E-mail: info@eandsgroup.co.uk

www.eandsgroup.co.uk

For over 33 years E&S has provided the petroleum and associated industries with a variety of sophisticated solutions to environmental and fuel-related problems

We are:

- A leading independent testing company – MassTech Licensee for Europe
- Experienced and knowledgeable in leak detection and loss control issues
- Major providers of tank & fuel maintenance services

We offer:

- Integrity testing of tanks, lines and VR systems
- Inspection and testing of road tanker vehicles
- Tank cleaning & fuel polishing – custom built mobile systems
- Elimination & control of microbial growth in stored fuel
- Leak detection in underground pipes
- Inspection endoscope video camera
- Fuel treatment additives
- Site refurbishment to current environmental standards



FPS EXPO 2009

Stand C25 – C26, C43 – C44

Emco Wheaton

T: +44 (0)1843 221521
E: assist@emcowheaton.com
www.emcowheaton.com

Contact: Paul Davidson



In addition to exhibiting our class leading Sealed Cargo System and Data Plus Electronic Pump Metering System, we will be highlighting recent improvements to our UK Customer Service offer. Members of this recently created department will be on hand to discuss a new Service Exchange Parts Programme and to give details of a new Authorised Service Partner Network - just two of the projects being introduced as part of our focus on further improving customer satisfaction.

We will also be displaying our new website www.emcowheaton.com. The website reflects our comprehensive product range, as well as providing new

features such as the ability to search by market segment and application; a technical library which includes a document gallery and relevant membership links; a full events list and latest news and announcements.

Visitors to the stand will also receive an invitation to our Training & Technology Centre located in Margate, Kent. Here you will be able to see our latest product range and new product developments and discuss industry trends and future legislation with industry experts.

Stand A1

Environment Agency

T: 08708 506 506
www.environment-agency.gov.uk



At the Environment Agency it's our job to look after your environment and make it a better place - for you, and for future generations.

We're here to give you advice and guidance on how you can look after your oil and waste oil to reduce your risk of causing pollution.

In 2005 we were told about more than 75 oil pollution incidents every week across England and Wales. We all need to work together to stop oil pollution.

The Control of Pollution (Oil Storage) (England) Regulations 2001 set minimum storage standards to store your oil safely.

But everyone needs to look after their oil even if it isn't covered by these Regulations.

For more Oil Care information visit www.environment-agency.gov.uk/oilcare or call our customer service line on 08708 506 506.

Stand A12

Eurotank Environmental Limited

T: 0800 311 2146
E: jonathan.coombes@eurotank.eu.com

Contact: Jonathan Coombes



Specialist contractor/consultants to the petroleum industry, Eurotank use the latest endoscope technology to inspect the inside of below-ground and above-ground 'live' petrol and diesel fuel storage tanks. The introduction of biofuel and ethanol into the UK fuel supply system has placed much greater importance on the need to monitor and control moisture and water content within both fuel storage systems and the fuel itself.

Eurotank provide a non-disruptive service, which can be undertaken with the PFS fully operational. This technology has been developed and successfully used in Scandinavia over the last 15 years, and Eurotank have

been exclusively using it in the UK for the past seven years.

Traditional methods of tank water detection have considerable flaws in regards to the amount of water it takes to trigger an alarm and the location of the water within the tank.

To discuss preventative and reactive maintenance of fuel storage tanks, call Jonathan Coombes on 07866 423199.



FPS EXPO 2009

Stand C10

Our customers use our unique fuel additives to market premium fuels (e.g. heating oil, gas oil) or to reduce field problems (e.g. vaporising boilers).

We design and manufacture our own additives to match the fuel distributor's customer needs. Example client applications include premium heating oil, improved combustion gas oil, reduced carbon footprint fuels, arctic diesel, anti-fuel theft components and biocides.

Our fuel additives are now used in close to 100 UK fuel distributor depots. We have also installed many in-line additive injection pumps – either on board trucks or at fuel depots. All of our products can be 'hand dosed' to initially check that the additional fuel margin can justify the

injection pump installation. We deliver dosing bottles, containers or drums to all sites and pick up the empties at the same time. Customers have also found that our product training helps deliver the additional margins in the marketing and telesales process.

All of our customers have found that using fuel additives to upgrade fuel quality has substantially grown their business. Contact Bob Hall on stand on 07903 129548.

FAST Fuel Additives

T: +44 (0) 1743 761415
 E: bob@fastexocet.co.uk
 www.fastexocet.co.uk

Contact: Bob Hall



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- Meter Measuring Systems
- Product Return Systems
- Overfill Prevention
- Cargo Pumps
- Meter Calibration, Repair and Sealing



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t 01296 619510 f 01296 619519



Fuel Additive Science
 Technologies
 Unit 29 Alcham Business Park,
 Shrewsbury, Shropshire SY4 4UG
 Tel: +44 (0) 1743 761415
 Fax: +44 (0) 1743 761075
 Email: bob@fastexocet.co.uk

*Grow your business
 by selling premium fuels or
 solving your customers'
 fuel quality problems*

- Used in over 100 UK & Ireland depots
- Various fuel dosing methods

- Vaporising boiler additives
- Premium Heating Oil
- Premium Gas Oil
- Biocides
- Anti fuel theft
- Many others

Stand B16 – 17, B36 – B37

Feldbinder (UK) Ltd

T: +44 (0) 1406 353500
E: suttonbridge@feldbinder.com
www.feldbinder.com

Contacts: Gordon Brighty, Shaun Hurst,
Richard Harrison, Ian Swann



Feldbinder UK Ltd is exhibiting two vehicles, including the latest generation 42,000 litre aluminium six compartment full ADR 2009 approved and tested petroleum tanker built to EN 13094.

The cylindrical section of the tanker provides a low overall height and comparable centre of gravity to the more conventional elliptical or maximum sections. This results in a tare weight of 5150 kgs.

The second vehicle at the exhibition is a 32,000 litre single compartment tank for the carriage of bitumen. It is constructed in 321 grade stainless steel and fitted with BPW air suspension and disc brakes. The tank is designed to operate at temperatures of up to 250 degrees C. This vehicle has a low overall height of 3,580mm and a tare weight of 7,060 kg.

Stand B53

Fort Vale Engineering Ltd

T: 01282 687100
E: kball@fortvale.com
W: www.fortvale.com

Contact: Kathryn Ball



On display will be the Manual Safeload bottom loading coupler which went into production in 2008. This utilises the same unique trigger configuration and beneficial features as the semi-automatic, designed to reduce wear to components and offer maximum security of connection. This manual version is aimed at skid manufacturers and depots that have lower throughput than major terminals but who still need a top quality trouble-free coupler at a very good price.

Proven by extensive testing, the semi-automatic coupler is now offered with three seal options. There will be other additions to the Fort Vale bottom loading petroleum transfer range later in 2009

and these may be available for preview at FPS. Among these will be a multi-purpose wear gauge for added safety and peace of mind.

One of Fort Vale's original products, introduced over 40 years ago, the fuel delivery nozzle, is still going strong and some special deals on them will be available only during the show.

With increased efficiencies and capacity at the company's new factory just off the M65, Fort Vale continues to offer its high level of service, quick turnaround and value for money.

Stand B24

FPS

Federation of Petroleum Suppliers Ltd
T: 01565 631313
F: 01565 631314
E: office@fpsonline.co.uk
www.fpsonline.co.uk

Contact: Michael Ong,
Margaret Thornley



The Federation of Petroleum Suppliers is the trade association for the oil distribution industry in the UK and Republic of Ireland, working to support the industry and its members.

FPS's sphere of interests is wide ranging and includes road transport and the carriage of dangerous goods, oil storage and oil tank installations, environmental protection, energy efficiency, fuel poverty elimination, fuel quality, Customs and Excise issues, health & safety, industry standards and best practice, civil contingencies planning and security of supply.

Michael Ong will be on hand to discuss the launch of the new FPS Driver CPC Training. We will also be running workshops, in conjunction with ORS, on the FPS Driver CPC Training and how CPC will affect your business. To book your space visit www.fpsshow.co.uk

FPS is offering a health, safety, security and environmental (HSSE) service to both members and non-members. To learn more about this service and the FPS Depot Certification and Driver Training schemes, visit the FPS stand and see for yourself how the FPS and the services we offer can benefit your company.

Downstream – The Downstream team will be on the FPS stand and around the show itself. If you have an industry related story or new item, tell our newshound Seabury Salmon, or negotiate a deal with our Advertising Manager, Shirley Price.

Publications – The full range of FPS Publications will be available to buy or order on the stand.



Stand M12

FTA's independent Tanker Inspection and Certification Service provides comprehensive examinations of tankers and associated equipment – helping to ensure the safety of your drivers and the general public.

Since 1999, FTA has been undertaking operators' tank tests using low-pressure oxygen free nitrogen gas (OFN) so there is no need to clean or de-gas the tank prior to testing and there is no water to dispose of for non-ADR tanks.

With the introduction of new ADR regulations in 2004, FTA's UKAS/DfT accredited/approved inspection service can now test both non-ADR and ADR tanks in accordance with the Energy Institute's Model Written Scheme

(examination, testing and certification of petroleum road tankers), Schedule 2 of The Carriage of Dangerous Goods and Use of Transportable Pressure Equipment Regulations 2007 and ADR requirements (EN 12972).

Fully trained dedicated FTA engineers test tankers using the latest industry test equipment and certify operators' tanks to a national standard. The visiting onsite service significantly reduces downtime and associated costs, and guarantees the integrity of tanks and associated equipment, giving you peace of mind in your compliance.

FTA also offers a range of training courses such as ADR and a dangerous goods consulting services.

Freight Transport Association

T: +44 (0) 8717 112222
E: dwyllie@fta.co.uk
www.fta.co.uk

Contact: David Wylie



Stand B11

Fuel Oil News, the fuel distributor's monthly magazine, has brought industry news and views together with products and services information to readers for 30 years.

Oil Recruitment is a specialist recruiter focusing on the downstream oil industry. Whether you are an employer who knows the value of attracting the best staff or an employee looking at your

career options, we look forward to speaking to you at the stand. Fuel Oil News and Oil Recruitment are part of a group whose involvement in the energy industry goes back more than 100 years.

Fuel Oil News and Oil Recruitment

T: +44 (0) 1565 653283
E: mail@fueloilnews.co.uk or
john@oilrecruitment.co.uk

Contacts: Jane Hughes, John Surtees



Stand A19

Fuelsoft Ltd supply and support sales order processing and financial accounting software for fuel distributors and fuel card agents. They look after the software requirements of over 47 companies in the fuel industry, varying from some of the largest distributors in the industry to smaller operators.

Fuelsoft is a very customer-focused business with high levels of customer service. Most members of the Fuelsoft team have been involved in fuel distribution software for more than 15 years and know how important it is to look after and retain good customer relationships in such a close-knit environment.

Based in Redditch, they are well placed to service the whole of the UK and Eire and already support customers as widespread as Cornwall, Cork and the Highlands.

Fuelsoft offer their software either as a traditional licence sale or on a 'pay as you go' model, which just involves a monthly fee for running the software across a broadband connection.

Fuelsoft

T: 01527 830452
E: enquiries@fuelsoft.co.uk
www.fuelsoft.co.uk

Contact: David Kingsman

Stand M27 – M29

GRW Engineering

T: 01773 775623
www.grwengineering.co.uk



GRW Engineering was founded in 1996 by Gerhard van der Merwe as an in-house tanker builder for a transport company. As the production capacity increased, GRW started producing quality road tankers for the bulk transport market. Today the company manufactures road and intermodal tank containers to a wide and reputable customer base.

Housed in modern premises in Worcester, South Africa - where over 650 skilled staff members operate to the highest standards - the company is poised to build on the solid foundation laid and grow in line with market demands.

GRW strives to be the leading supplier of tankers worldwide, enhancing our customer productivity through superior customer service and support, innovation, quality and commitment. The UK business is a wholly owned subsidiary of the South African parent. GRW are totally committed to the UK and European markets.

GRW Engineering has an excellent name in the UK market and has built up its reputation on the back of commitment to deliver first class products, on time, backed up by a totally committed management team.

GRW will be exhibiting a new 42800L 6 comp vehicle for Hoyer UK in Shell livery.

Stand B21 – B23, B30 – B32

Clarehill Plastics Limited

T: +44(0)28 9261 1077
E: info@clarehill.com
www.oil-tanks.co.uk

Contact: John Switzer



At FPS2009, Harlequin will officially launch its innovative range of 'Stores' portable storage and dispensing tanks. Designed for the safe, secure on-site storage and dispensing of fuel oil, the UN-ADR approved range is supplied complete with the latest fuel dispensing technology as standard. And being Harlequins, every model in the Stores range benefits from almost three decades' experience in the design, development and manufacture of rotationally moulded fuel storage solutions.

The latest addition to Harlequin's Bunded Tank range will also be previewed at FPS2009. Designed for larger domestic installations, the all-new 2500BND/ENV brings the total of

bunded heating oil tanks offered by the company to 53 – available in a choice of 16 different capacities.

Harlequin's market leading Fuel Station and Fuel Point ranges continue to prove popular at agricultural and commercial diesel storage installations. Harlequin will be displaying its 2009 models. With redesigned fuel transfer systems across the range and the addition of a host of added value features as standard, Harlequin's Fuel Station range is better value than ever.

To see the latest additions to the Harlequin range, visit Stand B21-23/B30-32 or visit Harlequin Online at www.oil-tanks.co.uk.

Stand B44

Harvest Energy

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clare@harvestenergy.co.uk
www.harvestenergy.co.uk

Contacts: Simon Davis, Clare Dunne



Harvest Energy is already one of the UK's largest independent blenders and suppliers of road fuels with 5% supply to the UK market. Expansion into the independent retailer market has been most successful, providing a refreshing new brand and an impressive support and service package. Harvest Energy is gaining respect and growth through its supply to the independent retailers and aspires to be a market leader in this field.

Formed in 1995, the company is a wholly owned subsidiary of the globally operating Blue Ocean oil trading group and is based in London. Since its inception the company has committed itself to supplying competitively priced road fuels and leading the way in the development of more environmental alternatives.

Today, Harvest Energy's comprehensive service includes supply to national supermarket forecourt chains, national fuel bunkering, major commercial transport operators, bus operators, distributors, logistics and utilities companies. With its latest focus on delivering a brighter image and great dealer support package to independent retailers, doing business with Harvest Energy is an opportunity not to be missed.

Our message to new customers: if you're looking for a change for the better, visit us on stand B44.



FPS EXPO 2009

Stand M13 - M15

Heil Trailer International Ltd have decided to present the company and its products in a different format than previous. Heil will emphasise the importance of a commitment to back up and after sales support for both existing and new tanks in the UK and Ireland.

In 2008 Heil Trailer International Ltd entered an agreement with A&R Vehicle Services Ltd strategically located in the West Midlands, transferring the existing Heil workshop employees and equipment to the Wednesbury location.

This has proven to be very successful partnership, ensuring a continued ability to provide comprehensive tank repair and refurbishments. A&R also carry out repainting, accident damage repair, tank

de-gassing and tank testing. The Parts department provides genuine OE parts. A&R have longer term plans to expand the tanker operation with new dedicated tank workshops.

Globally Heil Trailer International continues to lead the world in tanker design and safety, covering all world markets from facilities on four continents and is committed to maintaining its presence in the UK and Europe. Contact Nigel Chesterman on +44 (0) 7971 792406 or Peter Havis on +44 (0) 7887 723515.

Heil Trailer International Ltd

T: +44(0) 121 526 6880
 E: nchesterman@heiltrailer.com
 phavis@heiltrailer.com
 www.heiltrailer.com

Contacts: Nigel Chesterman, Peter Havis



Going the extra mile for you!

THE ORIGINAL ULTRASONIC GAUGE

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APOLLO VISUAL

Dunraven's ground breaking unit, the Apollo Visual is unique in that it shows the level of oil on both the transmitter at the tank as well as on the receiver in the house. This allows the delivery driver to see the level of oil while he is at the tank and shows rising levels while filling, reducing the risk of overflow.



APOLLO RMS RANGE

Remote Management System (RMS) now allows oil distributors to monitor customer's oil tanks from their own office, no bureau. Oil distributors can offer their customers the RMS STANDARD or the RMS BGL, which will allow the oil company to house their own server. This gives advanced intuitive reporting, contacts you via email / computer / text and will automatically alert you of tank events such as low levels, tank leakage or theft.



APOLLO TANK ALARM

Oil theft is on the increase and Dunraven have come to the rescue with the Apollo Tank Alarm. This alarm detects sudden changes in oil levels and activates the customer's home alarm system via a wireless connection. This is ideal for domestic, commercial and educational premises.



NEW! APOLLO GSM

See the new Apollo GSM. This wireless monitoring device simply requires a power supply and will transmit to the oil distributor's server.



Visible at the FPS EXPO 2009 April 2009 in Harrogate. Stands BT-05.



DUNRAVEN SYSTEMS LTD
 Brookville Business Park
 Andon Road
 Quorn
 Leicestershire
 LE12 6NU
 Tel: +44 (0) 1533 429988
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Stand B38

Herbst Software

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E: orson@herbst.ie
www.herbstsoftware.com

Contact: Orson Herbst



Herbst offer specialised, fully integrated, management and accounting solution for the oil distribution business. In this one system you can control nearly every aspect of your business.

Herbst Oil Insight is a system customised specifically for the oil distribution industry to increase margin and boost sales. It is an owner orientated solution that gives a company a competitive edge by eliminating paper work, empowering sales teams and giving management live information at their fingertips. If you have been using the same software system for the last five years, it's time to change.

Can you directly contact 2,000 of your existing customers that have not bought oil from you in the last four months? Send detailed individualised debtor letters to all 430 of those customers that have amounts due for over 60 days and send an individualised promotional letter (email) to all your 130 B&B customers? Well with Herbst Oil insight you can do this in less than 10 minutes and it's simple - you don't need to be a computer wizard!

Live handhelds for drivers work off-line and real-time (integrates with Alpeco/ Drum/ Mechtronic meters). Herbst Software making business simple.

Stand A16, A17

Honeywell Enraf – Honeywell Field Solutions

T: 01329 825823
E: Duncan.crocker@honeywell.com
www.honeywellenraf.com

Contact: Duncan Crocker

We will be showcasing some of the highlights of the newly combined product portfolio of both Honeywell Enraf and Honeywell Field Solutions (HFS).

With a tank gauging pedigree second to none, there will be examples of our recently updated Smart Radar. Our additive and blending solutions, now adopted as a global standard by major oil companies, will be on show, incorporating the MicroBlender biofuel blending solution. Once again, the advantages of the 'V2' blender will be highlighted. The range of IBOX containerised additive units offering the complete terminal additive injection system..... in a box, will also be on show.

Alongside the traditional Enraf product range familiar to FPS visitors, is the complete range of HFS process and field instrumentation. This includes temperature, pressure and corrosion sensors to name a few, all linked by the fully expandable Honeywell OneWireless system.

Alongside the exhibits will be a complete library of our product literature to inform and advise on the right Honeywell-Enraf – Honeywell Field Solution for your operation, and our team of engineers to offer any further assistance you may need. We look forward to welcoming you.

Stand B10

Hytek (GB) Ltd

T: 01279 815 600
E: info@hytekgb.com
www.hytekgb.com

Contact: Andy Seal



Hytek are showing new products from their range of fuel and lubrication equipment including a mobile oil dispensing system. They are also offering visitors to the stand a chance to win a 90 litre gravity waste oil drainer worth £185. Simply hand your business card or details to a member of the Hytek team to be entered into the draw. Two runners up will receive a 12V compressor kit worth £69.

There is also the opportunity to save money on orders placed at the show. Hytek's engine driven transfer pump is a vital piece of equipment for any tank changeover, and is being offered at £130 including next day carriage for orders

placed on the stand – a saving of 23%. Hytek is also showcasing its range of oil tank equipment. A new text message sender can now be connected to any tank alarm or tank gauge that has high/low contact closure/relay outputs to alert users of fuel levels. There is also a new improved Unitop tank gauge on show, with contents shown in percentages and a calibrated version in litres.



FPS EXPO 2009

Stand A14

Developed specifically for the fuel distribution market, Perito Fuel is a tightly integrated accounting and mobile delivery solution. Through its innovative Web Services Gateway, information such as emergency orders, route changes and updates on stock can pass securely in real time between the office manager and drivers on the road. At the office the manager has access to a screen which monitors all aspects of a driver's route including order sequence, cash/credit cards taken and the last call made. The driver can create orders on the fly, change prices (within tolerance levels) and record cash lodgments.

Perito Accounts also has a fully integrated management reporting tool

which shows buying patterns through buying history and, linked with the Telesales module, can maximise customer purchases and increase sales. Furthermore, with the inbuilt Perito CRM functionality, details can be called up instantly, and notes and reminders added which can significantly improve telesales calls and customer loyalty.

ICS has a growing list of clients throughout the UK and Ireland. Perito Fuel also offers: Fuel VAT handling; e-RDCO linking directly to Customs & Excise website; e-mailing of invoices/statements/credit notes/purchase orders; fuel card integration; real-time credit/debit card authorisation; POS for lubes and accessories.

ICS Computing Ltd

T: +44 (0) 289045 4166
E: clare.patterson@icscomputing.co.uk

Contact: Clare Patterson



Stand C3 - C4

Industrial Flow Control (IFC), a member of the Flowmax group of companies, will again be exhibiting its successful range of Liquid Loading and Safe Tanker Access solutions. The range has been developed over the last 20 years and represents one of the very highest levels of specification available. IFC design and manufacture not only bottom loading skids and arms, but also a range of top loading solutions, including top loading arms, folding stairs, gantries and their well-known mobile access platform, the TopTank.

Last year saw IFC promoting their 'Back to Year 2000' initiative, with prices massively reduced. This year sees a continuation of this theme, with further price cuts, new products and new technologies available. Contact Carl Lilley on +44 (0)1375 388065 or +44 (0)7966 086885.

Industrial Flow Control

T: +44 (0)1375 387155
E: carl@inflow.co.uk
www.inflow.co.uk

Contact: Carl Lilley



Stand B18

IMS celebrate their 28th year of providing specialist software for the downstream distributor to manage customer orders, routing and loading tankers, stock, accounts, and marketing.

Tankerbase Sapphire is not an adapted general-purpose package - it was purpose built for fuel distribution, and after years of customer-driven refinement its range of functionality is impressive.

Tankerbase is further enhanced by one of the best financial suites in the business - Open Accounts - with a superb integration that provides identical 'look and feel' across both suites, as well as drill-downs, queries and reporting.

Tankerbase also links with various third parties, including credit card agencies, fuel card agencies, banks, telephone systems (CTI), and 'best of breed' software - VISIT Plus, MapPoint, Word, Excel and Outlook.

IMS's own highly successful ePOD on-truck system also has years of customer-driven refinement, with hundreds of units - both ruggedised and ATEX intrinsically safe - installed and providing proven efficiency and financial benefits.

Supply, commissioning, user training, and support for in-cab and office hardware, network and software is available from a 'one-stop shop' - IMS.

Integer Micro Systems Ltd

T: + (44) 01206-564600
E: sales@ims-integer.com

Contact: Alastair Moncrieff



Stand M23

JSM Technology

T: 0845 22 605 99

E: jeremy.hyman@refinefamily.com
www.refinefamily.com

Contact : Jeremy Hyman



Refine™ is a highly sophisticated software package for fuel oil and lubricant distribution. It is comprehensive, efficient, modern and open, allowing you to easily customise it to your needs. It is built on world-class Microsoft technologies used by more than 750,000 users worldwide.

Refine will improve your business in marketing and CRM; advanced order processing with assisted pricing and margin analysis; bulk and pack inventory management; routing; on-board computing; automated workflows; integrated financials; and service management.

There are also additions in the Refine family to allow you to add CRM and

Service functions to existing systems, and a new Online addition offering Blackberry integration for your mobile sales force.

As a major partner in the Fuel Oil Systems Alliance we can offer a mix of technologies to cover every aspect of your business from tank monitoring to fleet management – look out for other partners at the show.

FPS 2009 gives you the opportunity to experience Refine first-hand, and see how you can move your systems into the 21st century.

Contact us now to arrange a meeting at the show to discuss your needs, or visit our stand at the show to find out more.

Stand C12

Kan'to Instruments

T: 01642 897010

E: dp@kanto.co.uk
www.kanto.co.uk

Contact: Dimitri Papaionnou



Following on the success of the 2008 EXPO in Dublin, Kan'to Instruments will be showing its range of automatic tank gauging equipment at Harrogate this year.

The equipment is designed to meet the needs of fuel depots with the main features being: high inventory accuracy, overfill/leak/theft protection and DCD operation. Other features include reading

transactions in real-time from fuel-dispensing equipment (card readers) and flow-meter data to provide one integrated solution for fuel management.

Stand B4 – B8

Kingspan Environmental

www.sensor-systems.com and
www.kingspanenv.com



The Sensor product range from Kingspan Environmental is an award-winning telemetry and management systems portfolio designed and developed in Northern Ireland. The Sensor team pride themselves on their innovative ideas and their ability to adapt to their customers' needs by creating first-to-market products that are both functional and suitable for current demand.

It has been busy times for the Sensor team with the introduction of the new WatchmanSonic oil level monitor in Winter 2008, followed by the revolutionary WatchmanAlarm. The WatchmanAlarm is an electronic measuring gauge which will set off an alarm at the receiver in the house when there is a dramatic drop in oil levels.

The product development hasn't stopped there either, the Sensor for industry portfolio has grown also, with the introduction of the new Tank Monitoring System (TMS). The TMS is a bespoke design to control, monitor and accommodate the efficient storage and dispensing of fuel.

The Kingspan Environmental stand will showcase all the new Sensor Systems products and much much more, so make sure and catch up with the Kingspan Environmental team to find out more.



Stand C33

Total fuel management is about understanding the problems customers face - currently and in the future - and providing innovative, state-of-the-art fuel accounting solutions.

LAS provides integrated fuel management solutions that measure and monitor all operational, commercial and environmental parameters in relation to fuel procurement, storage, distribution and usage.

Reduce fuel operating costs, control inventory, improve asset performance, detect leaks and spills, control fuel procurement, prevent unauthorised losses, improve accounting procedures and minimise human error.

LAS provide a single point of responsibility from initial site survey to

the analysis and design, manufacturing, installation, training and commissioning of a turnkey solution.

Being chosen partners for some of the most reliable and proven hardware from around the globe and integrated with Opti-MIM fuel management software, LAS will deliver full fuel reconciliation from bulk receipt to dispense and deliver this wirelessly directly to your accounting packages, securely and accurately.

LAS's multi-disciplinary engineering, IT resources and 24/7 service and support ensure that clients have the confidence that their operation will run efficiently around the clock to optimize their operations.

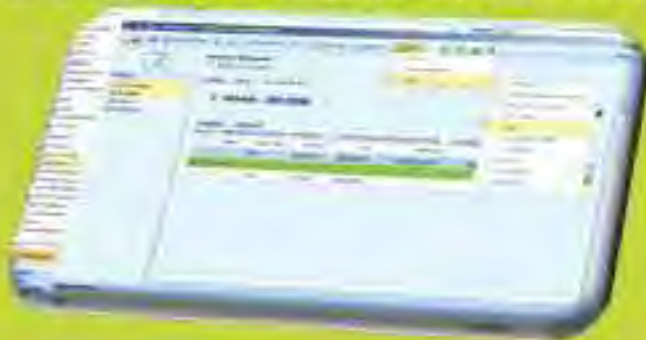
LAS Europe

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E: r.lewis@las-europe.com
www.las-global.com

Contact: Richard Lewis



WE LOOK FORWARD TO SEEING YOU AT FPS 2009 IN HARROGATE



refine.

Reduce Costs
Improve Efficiency
Increase Profits

Refine is the most sophisticated software package available for fuel oil and lubricant distribution.

Comprehensive, efficient, modern, open and built on world-class Microsoft technologies.

Move your systems into the 21st century and experience a revolution in how you run your business.

Contact us on 0845 22 605 99 today to find out more.

Refine: Software that Delivers.

Marketing & CRM ◊ Advanced Order Processing ◊ Bulk & Rack ◊ Routing ◊ Workflows ◊ Integrative Financials ◊ Service ◊ On-board Computing



Stand B50 – B51

Liquip UK PTY Ltd

T: 01453 520467
M: 07733 325243
E: m.greenliquip@btinternet.com
www.liquip.com
www.isoilmeter.com

Contact: Mike Green



Liquip UK Pty Limited supplies loading arms, overspill monitors, API couplers, swivels, vapour couplers and truck plugs/cables. We are also approved distributor of the Isoil range of positive displacement flow meters which are available from two inch truck up to 10 inch bulk meters. Liquip UK also offers the Isoil range of preset control valves, filters and electronic counters.

Liquip UK supplies a range of bottom loading equipment and many bottom loading skid builders are already taking advantage of our good quality service and products.

Loading couplers from Liquip continue to be the number one choice with over

6,500 700 series couplers sold worldwide.

The Isoil Vega electronic presets offered by Liquip continue their success with two major oil companies now using the units for mainline terminal use. This brings the number in operation in the UK to over 130. The Vega is a very driver-friendly unit, simple to operate with highly visible screen but also equipped with the power and functions to control additive injection or wild stream blending of biofuel. We will have an example of Vega11 on the stand, linked with Oilbands Petrosupervisor software.

Stand A21

Mabanaft Ltd

T: 0207 470 7600
E: st.john.meyers@mabanaft.co.uk
www.mabanaft.co.uk

Contact: St.John Meyers



Despite an enduring presence in the UK since 1964, Mabanaft has remained one of the best-kept secrets in the fuel industry. That however, is changing fast. With an enviable reputation for getting the right product to the right place at the right time, Mabanaft is positioned strongly to support the UK independent distributor with eight strategically located sea fed terminals. Dealing with a storer rather than a refiner has inherent advantages, namely: Stored fuels are at ambient temperature when loaded so, when our tankers discharge at customers depots, the customer gets what he pays for. The industry phenomenon of 'hot' product is obviated, as contentious issues over shrinkage are avoided.

With an extensive range of buying options that includes Platts and ICE Trigger instruments, fixed forward and bulk pre-sales, Mabanaft aims to be the distributors' supplier of choice. We are the largest independent inputters to the UK bunker card market. With our subsidiary companies BWOC based in the south west and Advance Fuels based in the south east, Mabanaft enjoys a reputation of being service driven and this marketing arm will continue to grow our position as leading independent provider to the distributor market.

Stand M17 – M19

Magyar

E: magyaruk@aol.com

Contact: Graham Baker

This year Magyar is pleased to be back at Harrogate and will be showing two rigid tankers, both 26t chassis. One is for Wessex Petroleum and the other for Total Butler.

The Wessex Petroleum tank is build in aluminium and equipped with the Mechtronic 800 bulk metering system, along with their latest measuring system, VISILEVEL. It also carries a Collins Youldon hose reel and Goodyear Redwing hose.

The Total Butler tank is also in aluminium and is fitted with the Alfons Haar Precima 500 hose metering system and

incorporates a fully enclosed AH hose reel at the front with an Elaflex hose.

Come and have a look at the quality benefits of Magyar's tank build. We look forward to meeting you on our stand.





FPS EXPO 2009

Stand C32, C37

Maidment Tankers are exhibiting two vehicles by kind permission of Nigel Woods of Advance Fuels, and Andy Liddle and Lynn Devos of Hall Fuels. Both tanks have been designed and manufactured in stainless steel to ADR EN13094.

Both vehicles are fitted with clutch PTO units incorporating the Maidment Tankers Interlock System which reduces engine and pump wear and eliminates PTO damage from incorrect automatic engagement/disengagement operation.

The Hall Fuels Tank is mounted on a DAF FAT CF75:310 4.550 metre wheelbase chassis and is fitted with Alpeco/Actiman

bottom loading equipment, together with TE550 electronic bulk discharge equipment.

The Advance Fuels tank is mounted on a Scania P314DB, 3.900 metre wheelbase chassis and is fitted with Drum/Emco bottom loading equipment and DataPlus electronic bulk discharge equipment.

The Sweet Fuels vehicle illustrated was built to ADR EN13094 design and incorporates many of the features that can be seen on the exhibited vehicles.

Maidment Tankers look forward to seeing you on our Stands C32 & C37.

Maidment Tankers

T: 01903 717122
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E: sales@maidment-tankers.co.uk

Contact: Derek Mihell



Stand C28, C29

Mechtronic will show a suite of products that maintains their reputation as an industry innovator in meter measuring and manifold systems.

The Maxflow and Visiflow systems have a number of enhancements including the Integral Gas Separator which now incorporates a product filter, product return guard bar with integral smart product grade indicators and lightweight injection moulded guard bar arms. Product temperature compensation will also feature as an optional extra.

The event will also be used to launch the VisiLevel Product Recognition and

Gauging System. This removes the need for the driver to climb the tank to dip compartments and reduces the risk of contamination of part-filled compartments at the loading point.

This system also provides the platform for dynamic axle weight monitoring and the newly developed Crossover Prevention System.

Mechtronic

T: 0113 279 9661
E: admin@mechtronic.ltd.uk
www.mechtronic.ltd.uk

Contact: Andy Spencer







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Stand C30 – C31, C38 – C39

Meller Flow Trans Limited

T: 01274 687687
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www.mellerflowtrans.com

Contact: Mark Allcock



Meller Flow Trans Limited, one of Europe's leading suppliers of loading and discharge solutions to the transport industry, will once again be exhibiting at FPS 2009. With offices and workshops in the UK and across Europe, Meller Flow Trans is geared to provide high levels of service and support. Meller Flow Trans offers comprehensive product supply and installation facilities from its specialised facility in Bradford, West Yorkshire.

The Meller product range includes: specialists in complete ADR & SLP truck conversions; Blackmer cargo pumps,

compressors and stainless steel cooler units; Liquip bottom loading vapour recovery equipment; PZB Power Take Off units and hydraulic pumps; Actaris/Neptune meter systems; Johnson & Flowtech hygienic food grade pumps.

Stand A22

Navman Wireless (UK) Ltd

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www.navmanwireless.co.uk

Contact: Ben Williams



Navman Wireless is the only UK company to offer vehicle tracking suitable for the British petrochem industry.

The company's Qube tracking unit is the only UK telematics device to meet the requirements for Category 3G of the ATEX directive, meaning it can be installed in vehicles transporting hazardous materials or operating in 'potentially explosive atmospheres'. Navman Wireless engineers are qualified to install the technology with all the necessary safety provisions, enabling businesses to carry out their operations with peace of mind and confidence.

Vehicle and Operator Services Agency (VOSA) has recommended that petrochem companies operate vehicle

tracking but until now, no system has been shown to meet the required safety standards.

Navman Wireless's system allows users to track, message and monitor their fleet to maximise efficiency, security, profitability and customer service.

The company is a global leader in vehicle tracking supplying more than 7,500 businesses across 10 countries. It is also the UK's largest manufacturer of tracking, messaging and navigation equipment and has established an enviable reputation for reliability. Investing heavily in R&D, Navman Wireless was the first to use the internet to offer fixed price GPRS tracking and launched the first integrated tracking, messaging and navigation system.

Stand C34

OAMPS UK Ltd

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www.oamps.co.uk

Contacts: David Barrett, Adam Shefras



OAMPS is the insurance manager to the Federation of Petroleum Suppliers, providing specialist insurance products to the membership and others in the petrochemical industry.

We are the only broker in the UK that is able to boast 20 years service to the UK petrochemical market. As market leaders in both the UK and Ireland, we have designed products that are tailor-made for your business and provide a level of service, expertise and knowledge of your industry that is second to none.

We are different to a normal broker as the underwriters and claims staff from this insurer work in our office, so any quote, question or claim can be dealt with in a shorter time. We have settled more than 45,000 claims for your

industry, so doubt you will ever have a claim that we have not experienced. Our policy includes spillage, contamination and crossover up to £10 million. We operate a 24 hour Emergency Spillage Response Line and disaster recovery plans as well as a 24 hour Environmental Helpline. Our service goes beyond insurance cover, providing our clients with access to bespoke services offered by OAMPS Risk Solutions and OHES, our Health and Safety Services Division and Environmental Consultancy.



FPS EXPO 2009

Stand C74

OFTEC is the trade association representing manufacturers, wholesalers and training colleges involved in the oil fired heating and cooking industry. It also runs a Register of Competent Persons who install, commission and service oil fired equipment and storage tanks. Currently there are nearly 10,000 technicians on this register.

Visitors to the OFTEC stand will be able to find the latest news from the oil heating and cooking industry, catch up on regulations or simply meet the OFTEC team.

OFTEC will also be showcasing a wide range of technical publications including

a series of Easy Guides highlighting everything from the latest building regulations to safe oil storage.

OFTEC is co-ordinating a major research project into a biofuel and there will be the chance to find out more about the project to find an environmentally friendly and sustainable fuel for the future.

OFTEC

T: 0845 65 85 080
E: info@oftec.org
www.oftec.org

Contact: Lorraine Taylor



Stand C35

OHES is delighted to continue to provide its oil distributor clients with a comprehensive environmental consultancy service. In addition to providing an environmental claims management service through the OAMPS petrochemical insurance scheme we have been engaged on a regular basis to perform site investigations on oil depots and petrol filling stations as part of the due diligence or asset management process. Our rapid response due diligence team specialise in the quick turnaround of investigations and reporting to meet tight deadlines.

We can also audit depots from a compliance and environmental risk management perspective and would be pleased to discuss any way in which we can help and protect your business. Visit our stand at the FPS EXPO and visit our website www.ohes.co.uk for more information.

OHES Environmental Consultancy

T: 0870 240 3329
E: stewarto@ohes.co.uk
www.ohes.co.uk

Contact: Stewart Ower



Stand C15

OLE offer a range of current technology gauging systems for local and / or remote monitoring – tank gauging, process temperature, leak detection, high alarms, bund alarms, e-mail alarms, key pump control and road tanker monitoring.

OLE equipment is installed in numerous independent fuel distribution depots. We offer standard and bespoke solutions from one-tank clients to 6000 tank clients as well as mobile road tanker applications. Our systems are suitable for 100 litre tanks to 5,000,000 litres. Accuracies of 0.5% are normal.

The T4020 series offers local indication in engineering units of your choice and

high level alarm. This unit provides as standard a 4-20 mA output for building management. A recent enhanced option provides temperature measurement and bund alarm circuitry.

OLE products also include: the T3100 tank gauging system which can monitor up to 20 tanks, with local displays and a web viewer. It has options for automatic ordering for re-supply and e-mailed logging of deliveries; the T3300 for up to eight tanks; the battery-powered T6100; and the T4300 mobile tanker load control and batch delivery system.

OLE will also show its new key fob system for pump and access control and reconciliation systems.

O.L.E. Ltd

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www.oleuk.com

Contacts: Nick Lambourn,
Simon Dudley-Warde



Stand C5

Outtrak

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E: pat@outtrak.com
www.imeterbox.com

Contact: Patrick Treacy



Most GPS tracking software allows you to track the vehicle, which is fine if you are a transport company. If you are in fuel distribution you need to track the stock and all stock movements

Plug the simple black box i-meter on to your electronic flow meter and you can instantly record and report all tanker activity in real-time.

With I-Meter V2 you can: report each delivery detail to HQ within 30 seconds of completion; send a copy PDF of meter ticket information, ticket number,

start/end time and of course exact flow quantity; see the co-ordinates of each delivery (flow) and its location on a map; transmit tanker activity, product, flow quantity, time and date to a dashboard in HQ; and as an option, directly interface to your preferred mobile software to give a single cab printer solution.

Stand C8

Petro-link Sensile Technologies SA

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www.sensile.com

Contact: Cedric Morel



Petro-link is a joint co-operation between Sensile Technologies and Downstream Petro-link

Sensile Technologies supplies solutions to the oil and gas industry for remote monitoring of fuel tanks – so you will always know exactly how much petrol, LPG, or heating oil is in your tanks, from the comfort of your desk. This allows optimised purchases and deliveries, reduced logistics costs, improved customer service and binding, and the insurance that tanks will never run dry.

Our autonomous, robust and easily installed systems are relied on by major oil and gas merchants, with more than 20,000 installed on tanks in multiple countries.

Founded in 1999 and based in Lausanne, Switzerland, we have extensive experience in supplying high-quality products and reliable service and support. All our systems are Swiss made and ATEX certified.

Cedric Morel is available on mobile +41 78 721 80 35.

Stand C16

Petroman Environmental Services

T: 01782 200 750
E: info@petroman.ltd.uk

Contact: Keith Norman



Petroman Environmental Services Limited and Tanknology (UK) Limited have jointly set up a new company called Pure-Flow (Fuels) Limited to address the problem of contaminated fuel in both storage tanks and vehicles.

We offer an extensive range of products and services to manage the increasing problems caused by contaminated fuel to transport depots, fleet operators, bunkered and bulk storage facilities, railway storage and rolling stock, aviation, bus and coach operators, marine facilities and forecourt operators.

The services offered include: tank inspection and report; tank cleaning; fuel sampling and scientific analysis; fuel reconditioning; planned and preventative

maintenance; reactive emergency work; free water, and entrapped water, removal.

Using our unique Pure-Flow 'Fuelmag' technology we offer a safe, efficient, cost effective system which requires minimal servicing. The system has been proven over 25 years in the aviation and marine industries and, when installed on fuel storage tanks, will ensure free flowing fuel to dispensers, thus no filter clogging or excessive pump engineer call outs.

This system is only available from Pure-Flow (Fuels) Limited. For further information contact Keith Norman on 07778865423, email: keith.norman@petroman.ltd.uk



Stand A3

Through a series of sales and acquisitions, Petroplus has established itself as Europe's largest independent refiner and wholesaler of petroleum products. A broad variety of fuels from diesel oils, gasolines, light and heavy fuel oils, aviation fuels, gasoline components, base oils and lubricants are produced and distributed every day by more than 2,800 employees throughout Europe.

It is thanks to our unique refinery portfolio that Petroplus can provide such a broad variety of fuels. Our refinery assets comprise simple and complex refineries.

Petroplus

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leanne.gibbons@petroplus.biz
www.petroplusholdings.com

Contacts: David Bonnard,
Leanne Gibbons

Stand M6, M16

PFS Ltd have been in the fuel storage equipment industry for over 20 years, supplying products that are designed to protect the environment from the accidental spillage or leaks of hydrocarbons.

Specialist in road tanker parts back up, operating from a new warehouse in Essex, supplying local customers and their network of sales vans with their stock requirements.

We at PFS are also proud to be a leading UK supplier of fuel tanks, pipe work systems, valves, fittings, hoses and nozzles for fuel station installations for marine, utilities, petrol service stations, rail, MOD and aviation.

Our product ranges also cover equipment to retain or clear up accidental spillages of hydrocarbons.

This year we have resurrected our purpose-built emergency response unit, exporting to Europe and supplying quotations to UK operators.

Whether it is petrol, diesel, bio or aviation fuels, PFS Ltd has the products to help our customers select the correct equipment for the application.

We will be exhibiting our new dynamic web site www.pfsfuel.com on our stand, designed to give our customers stock identification and ordering facilities at a touch of a button.

PFS LTD

www.pfsfuel.com

Contact: Trevor Mason



Stand B12

Polygroup has moved into the oil storage market with the launch of its new Polyoil range.

The patented, fully guaranteed, 1200-litre capacity Polyoil 1200SB, rotationally moulded from UV-stabilised medium density polyethylene, combines an attractive slimline design with practical benefits and eco-friendly features. Available in green or oak-effect finishes, Polyoil measures 1700mm x 850mm x 1620mm and weighs only 100kg, some 40kg lighter than similar products currently on the market. This low weight and the fact that the tank is supplied complete and fully pre-assembled make it easier to install.

Polyoil is only available as a top outlet, bunded oil tank. The manufacturer claims that bottom outlet tanks are more prone to environmentally damaging leaks and spillages when drawing off oil from the tank, even when bunded. The standard Polyoil pack includes the tank, bund, bund cover, access lids and suction pipe, which are all fitted and extended to the outside of the bund. The installer simply has to connect the 10mm copper pipe supplied to the suction pipe. The pack also includes a Polysonic ultrasonic and visual contents gauge, bund alarm and 2in fill with overfill protection.

Polygroup

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Contact: Gary Fidler



Stand C11

PPE

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PPE is a light engineering products manufacturing company. We manufacture parts and components for a variety of industry applications, supplying customers worldwide. We can cater to specific requirements with the help of in-house R&D facility, 2D and 3D designing facility, tool and die making facility and manufacturing.

We develop, manufacture and market products of plastics, rubbers, metals and composites. We ensure high quality products at competitive price. We work in-line with ISO 9000 requirements and our products are backed by years of experience.

Over the years, in addition to other items, we have specialised in products for the storage tank industry – especially caps, closure and vents.

Our products include: plastic threaded caps (1" to 18"); plastic lockable bund lids; access hatches (4" to 18"); vent caps (2" to 5"); pressure/vacuum release vents; aluminum/brass caps; sight glasses; plastic rainwater diverter & taps; poly plugs (2" & 3"); gauge/extension bungs; push-fit plastic plugs; kerosene fuel filters & inline filter assemblies; aluminum/plastic slide valves; breather caps; brass weights; electrical fuel, temperature and battery gauges.

Stand B41

PRAX PETROLEUM

T: +44 (0) 1932 843354
E: info@praxpetroleum.com
www.praxpetroleum.com



Prax Petroleum is one of the largest independent oil importers in the UK. Our flexibility and keen prices have given companies the crucial competitive edge to enable them to flourish in today's difficult market.

Our exclusive facilities on the Thames provides fast and efficient loading times. Alternatively, we can deliver to your depot and we are also an authorised supplier into the Keyfuels and ReD bunker networks.

We supply ULSD, Burning Kerosene and Gas Oil 0.1 % and we pride ourselves on the quality of our products and the service that we give to our customers.

Why not discuss your fuel needs with our sales team and learn about the variety of pricing mechanisms we can offer?

Contact our Sales Team on: + 44 (0) 1932 843354.

Stand B28

Q8Oils

T: + 44 (0) 113 235 0555
E: Marketing@Q8Oils.com
www.Q8Oils.co.uk
www.Q8Oils.com

Contact: Bob Stoker



Q8Oils with its unique, innovative and progressive approach develops, manufactures and markets some of the finest quality lubricants in the world. Manufactured in its state-of-the-art plant in Leeds, Q8Oils represents the very best and latest in lubricant technology.

World-class credentials, consistent quality, plus a highly regarded and recognisable brand, make Q8Oils the partner of choice.

In addition we provide strong technical and on-site support in the form of Q-Care, which offers managers the chance to have their staff trained in the correct use of lubricants, as well as providing advice on key environmental, health, safety and quality considerations.

Q-Care also offers a dedicated business-to-business website packed with information on lubricants management.

Q8Oils has service quality standards verified by BS EN ISO 9001:2000 accreditation; high profile marketing activity and a serious commitment to growing long term relationships with our customers. Experienced sales, technical support, customer service professionals and a worldwide delivery means we can consistently deliver the highest levels of service and after sales back up supporting this commitment.



FPS EXPO 2009

Stand A23

Reynolds has one of the oldest client portfolios, covering a wide range of industries, and is by far the largest provider of credit insurance services to the oil industry.

Credit insurance is designed to speedily replace cash lost through the insolvency or protracted default of an insured customer. Recent high profile insolvencies highlight the difficulties involved in predicting company failures and the value of insuring against such risks.

Our clients benefit from insurers' expert knowledge of the customers with whom they trade and are made aware, at a very

early stage, if other suppliers are experiencing payment delays. Equally important, credit insurance provides our clients with the ability to develop their business with the confidence that, if a customer fails, the loss will be greatly minimised.

We look forward to greeting our many existing clients and are happy to provide a non-obligatory consultation if you do not yet benefit from this valuable form of cover.

Reynolds

T: 0161 905 5500
F: 0161 905 5510
E: pmartin@reynoldsinsure.com
www.reynoldsinsure.com

Contact: Paul Martin



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We supply Diesel, Burning Kerosene and Gasoil 0.1%. We are also an authorised supplier into the Keyfuels and ReD bunker networks

**Please contact our sales team on:
01932 843354**

Prax House, Horizon Business Village,
1 Brooklands Road, Weybridge, Surrey KT13 OTJ. UK
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Email: info@praxpetroleum.com



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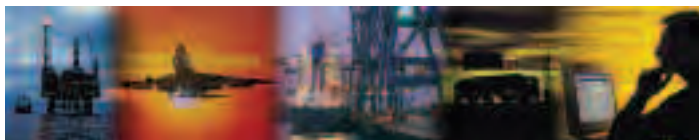
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Stand M2 – M4

Road Tankers Northern

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Contact: Brian Edwards



Customers who held back on new tankers because of a supply shortage have been sending a steady stream of orders to Road Tankers Northern, Barnsley.

“Because distributors were told that chassis were in short supply until 2009, a lot of companies decided to put back their orders,” explains RTN’s Brian Edwards. “Now that the chassis situation has done a complete u-turn, we are seeing customers ordering vehicles. We have a healthy order book well into the new year.”

Brian says the indications are for ‘reasonable demand’ in 2009, not least because the sterling/euro currency

exchange rate is encouraging EU customers to buy both new and used tankers.

“The used tanker business is very buoyant, as you would expect at this time of year,” adds Brian. “RTN’s policy of purchasing two- to three-year-old specially selected chassis cabs with new or refurbished equipment offers the distributor a cost-effective alternative.”

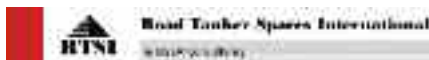
RTN have recently supplied Oakleys Fuel Oils of Telford with this Isuzu tanker, a 7.5-tonne, 5,000-litre, two-compartment aluminium ADR tank. It boasts an Alpeco T550 meter system and is the ideal mini tanker for deliveries in space-restricted locations.

Stand M10

Road Tanker Spares International

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www.roadtankersparses.com

Contact: David McIlveen



Road Tanker Spares International offer a competitive and efficient service for replacement parts to the tanker industry. We specialise in fuel, dry bulk and chemical hose, fittings, pumps, etc., and we also have a research and development team who can develop your ideas and adapt parts to your specific requirements.

Delivery is available on a next day basis throughout Ireland and the UK, with orders also being despatched late in the evening, if necessary, for next day delivery throughout Ireland, thereby

helping to limit the amount of expensive downtime and keeping your fleet more efficient.

DGSA (Dangerous Goods Safety Advisor) consultancy is provided to give advice on the hazards and legislation regarding the transport of hazardous goods (in all classes) by road.

Stand M8

Nutzfahrzeuge ROHR GmbH

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www.rohr-nfz.com

Contact: Godehard Eidenhammer



Nutzfahrzeuge ROHR GmbH, based in Germany, is a leading aluminium tank manufacturer, with over 50 years’ experience in designing and building semi trailers and rigid tankers, aircraft refuellers for civilian and military purposes and temperature controlled box-type superstructures.

Producing over 650 units annually, ROHR is your partner for tailor-made solutions and is increasingly expanding its export business. After implementation of its innovative cylindrical-elliptical tank shape in 2004, ROHR achieved sustained success in Scandinavia as well as the UK and Ireland and many other countries. ROHR won the innovation award with its tank design at the PETRO

TRANS fair in Kassel, Germany, last year. The tank offers an expanded capacity while at the same time reducing the length and weight of the tank.

Product range: Road tankers - semi trailer, up to 50,000 l; rigid, 4,000 – 26,000 l; trailers, 7,500 – 28,000 l. Aircraft refuellers for civilian or military purposes – semi trailer, up to 85,000 l; rigid, 500 – 20,000 l; trailers, up to 45,000 l. Pit cleaner, 3,000 – 20,000 l. Hydrant dispenser, flow-rate up to 4,000 l.

We look forward to meeting you at our stand at the FPS EXPO 2009.

Your complete partner for safe fluid transfer applications!

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Harrogate International Centre

1 & 2 April 2009

Stand C25/26/43/44

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- Fuel Oil Nozzles

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Gardner Denver is a leading cost efficient global provider of high quality industrial equipment, technologies and services.

Stand B15

Secu-Tech GmbH (UK & Ireland)

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 www.secu-tech.at

Contact: Paul Reyner



Secu-Tech is an Austrian based design technology company working in the petroleum and oil industry. Our expertise lies in the fields of: liquid level sensing, electronic overfill prevention, remote control delivery systems, product crossover prevention, automatic tank gauging and data transmission in hazardous zones.

Secu-Tech will introduce our new LC200 tank gauge at the FPS. This is the big brother to the company's successful LC100 Ultrasonic tank gauge. As well as having the same display features as the LC100 the LC200 has the option of a SIM card to enable alarm reporting and remote monitoring. The LC 200 can be

linked to a local PC if required. Standard features on the LC100 and LC200 are display in litres as well as percentage, Ullage in litres which allows the tanker driver to see how much he can deliver, current consumption rate from the tank and also number of days before the tank is empty. The LC Series brings real tank gauge benefits to small domestic and commercial tanks.

Secu-Tech will also display the LRC System which provides remote control of oil delivery to domestic and commercial customers. LRC provides oil distributors with improved delivery efficiency and automatic overfill prevention.

Stand B49

Sentinel Fuel Products Ltd

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 E: info@sentinfuelproducts.com
 www.sentinfuelproducts.com

Contact: Kurt Reinhardt



With over 20 years' experience in the petroleum and security industries, we at Sentinel Fuel Products Ltd have spent five years designing and testing our latest product range, OilGuard. Due to the increase in fuel theft the demand for the company's systems, products and services is increasing and we are constantly designing and developing new and improved products to meet those needs.

With OilGuard, we offer protection and fuel management at an affordable cost to home owners and the commercial market. We cover tanks for large multinationals, telecoms, hospitals, fuel stores in agricultural environments, right

down to tanks used by home owners to store home heating oil. We specialise in anti-theft, re-order and content gauging for new and existing tanks which can be monitored locally or remotely. Our systems offer full integration with intruder alarms, CCTV systems etc. Our systems are flexible and can be designed to meet all customers' requirements using our state-of-the-art technology.

With agents now covering Ireland and the UK, Sentinel Fuel Products has grown and hopes to continue this growth with the introduction of our latest range of products.

Stand B45 – B47

Silea Spa

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 www.silea.it

Contact: Irene Zirone



Silea Spa has been established in 1968 and is today recognised as one of the main manufacturer in the petrochemical field. Silea produces components and equipment for the petrochemical industry including loading arms, pipe fittings, floating suctions and volumetric pumps.

Besides that Silea can also offer tank truck equipment and fittings for service station. Silea is a quality certified ISO 9001: 2000 company and its products comply with the European Directives 97/23/CE (PED) 94/9/CE (ATEX).

Stand – outside display

SOS Tankers & Sales

T: 028 375 28989
 E: info@sostankersales.com

Contact: James Scallon



Stand B14

Health and Safety Executive (HSE) statistics indicate that in the region of 12% of UK fatalities are due to falls from height are attributable to falling from vehicles.

The Bi-LINE is a system that provides fall prevention for an operative accessing the top of a tanker. The system is designed to allow the operative hands-free and unhindered access to the entire operating area of the tanker. The Bi-LINE system enables tanker operators to ensure that their personnel are adequately protected when working at height on their vehicles and enables them to comply with the Working at Height Regulations.

SpanSet also produced the Capcha system, a fall arrest system that can be fitted above the vehicles for maintenance or access purposes. Typically this would be within a maintenance workshop or at tanker loading gantries.

SpanSet also have a training facility providing modular courses covering height safety, lifting and load restraint. The training facility has recently been extended and includes a static tanker for training modules covering working at height on vehicles.

SpanSet Ltd

T: 01606 737494
E: enq@spanset.co.uk
www.spanset.co.uk

Contact: Eunice Williams

Stand B45 – B47

An increased demand for loading arm and meter maintenance at oil depots has encouraged TLS to expand its service department and workshop capability for 2009. We now operate a fleet of four service and delivery vehicles and provide a rapid response hose repair/replacement service for fuel oil distributors.

2008 was a record year for bottom loading skid manufacture at our Wickford workshops. We supplied a number of electronic and mechanical packages to larger oil distributors, including Pace and GB Oils as well as to smaller owner managed distributor businesses. A speciality has been the supply of mini-skids for biodiesel suppliers. Our choice

of reliable components, well engineered designs and personalised after sales service has been appreciated by our growing band of repeat customers.

Visit our stand to see what we have to offer for the coming year and join in some welcome hospitality provided by our local Essex Brewery. We will have an example bottom loading skid on display featuring SILEA and TCS equipment.

We can also provide a comprehensive on-site pipework installation service that covers all aspects new depot construction and upgrading of existing facilities.

Discuss your needs with Julian or Craig.

Tanker Loading Services Limited

T: 01268 766709
E: jdk@tankerloading.co.uk
www.tankerloading.co.uk

Contact: Julian Knapp



Stand B20, B33

Tasca Tankers Limited, specialists in the design and manufacture of high quality bespoke road tankers for the oil distribution industry, look forward to welcoming both potential and existing customers to our FPS EXPO 2009 stands B20 and B33.

We will again exhibit two tankers by kind permission this year of both Simon Roy of Par Petroleum Limited and Mike Fisher of J. R. Rix & Son Limited.

The two exhibits are suitable for operation at 26 tonnes GVW and are of aluminium, ADR construction, mounted to a Mercedes Benz 6 x 4 and Scania 6 x 2 chassis/daycab respectively. Tanker

equipment is provided by Mechtronic and Alpeco respectively and comprises full HLCO, BLVR/Manifold, PRS and electronic metering systems.

Our dedicated sales team will be on hand to discuss our exhibits and to provide helpful information and advice on any future requirements / projects you may be considering.

Many thanks to all those that have, and continue to place business with us.

Tasca Tankers Limited

T: 01924 369007
E: sales@tascatankers.ltd.uk
www.sales@tascatankers.ltd.uk

Contacts: Graham Hardcastle, David Peart, Tom McDonnell



Stand B34 – B35

TouchStar

T: +44 (0)161 874 5050
E: eng@touchstar.co.uk
www.touchstar.co.uk

Contact: Chris Edwards



TouchStar has been supplying mobile computing and on-board vehicle solutions to the fuel industry for over two decades. The combination of sophisticated software with the design and supply of specialist ATEX certified mobile devices put our solutions at the centre of vehicle-based data collection activities.

Driver assisting applications such as real time job issue, embedded navigation, voice and data communication options make it easier for the driver to get the job done. GPS data and other vehicle status information assist the business to improve the overall safety, security and efficiency of the distribution operation. With over 50,000 devices shipped across

the globe, the TouchStar system is being adopted by more and more fuel companies.

TouchStar is a major partner within the Fuel Oil Systems Alliance. Clients can access multiple technologies to develop true end-to-end solutions that cover every facet of IT for fuel distribution. FOSA has created 'plug-and-play' integration between previously disparate solutions. Full systems or modular components within the TouchStar and other FOSA partner portfolios can be easily combined to provide a fully integrated system for fuel, gas and lubricant distribution. Look out for other FOSA members at the EXPO.

Stand C6

TR Bonnyman Son & Company

T +44 (0) 1505 504716
E: melanie@trbonnyman.co.uk
www.trbgroup.net

Contact: Melanie Crichton



For more than 80 years, TR Bonnyman Son & Company Ltd has successfully manufactured and marketed a range of top quality vehicle cleaning and preparation chemicals, including speciality products as well as own label janitorial products.

We constantly strive to offer innovative products and solutions through our commitment to continual research and development.

Over the years we have built an unrivalled network of technical contacts and partners in the UK, Europe and throughout the world. So whatever your requirement, make sure that TR Bonnyman is always your number one point of contact. If we don't have the product to hand, our guarantee is that we will strive on our customers' behalf to find the solution.

Stand C72 – C73

Transvision

T: 0845 094 8851
E: info@transvision.co.uk
www.transvision.co.uk

Contact: Matt Borland



Transvision has developed an advanced real-time planning system, which is tailor made for oil and gas distribution.

Transvision Oil Planner is a dynamic planning tool that provides incremental and real-time planning of petrochemical products. With the ability to assign work automatically at the point the order is received and optimise routes across several days, the Transvision Oil Planner is able to help organisations improve utilisation and reduce costs of distribution.

Used by many large organisations including Petroplus UK, Statoil and OK!, the Transvision Oil Planner is able to handle all the demands of the oil distribution industry, including product

compatibility rules, compartment loading rules, requirements and skills etc.

When used in conjunction with our onboard mobile solutions and telemetry the system becomes even more powerful, with the ability to monitor progress against routes and re-assign work based on available time and remaining product onboard, the Transvision Oil Planner provides even greater utilisation of your fleet.

Recently purchased by Neste Oil, this complete, holistic solution will be used for the planning of over 1,000 vehicles across Finland, the Baltic region and Russia.



Stand C14

VISIT Plus is a leader in computer-assisted vehicle scheduling, load planning and routing. With sophisticated development facilities for building bespoke automatic scheduling strategies, and a formidable range of manual scheduling facilities, it provides the best of both worlds: a proven, stable, off-the-shelf Windows application; coupled with the ability to build tailored vehicle delivery plans.

With a growing range of interfaces to established back-office systems, VISIT Plus is able to optimise delivery plans in multi-day, multi-depot, multi-user environments – increasing utilisation, improving on-time delivery and reducing delivery costs.

VISIT Plus offers ease-of-use, rich information management, smart scheduling techniques and a tool-kit of functions to help your business deliver. It has been designed to empower your scheduling staff by giving them the tools to see and understand the problems; the opportunities and means of solving the problems – the ability to tackle bigger, more complex problems.

Supported and maintained by an experienced, dedicated and approachable team of application technicians, you can be confident that VISIT Plus will look after your business.

VISIT Systems Ltd

T: +44 (0)1527 830490
 E: robin@visitsystems.co.uk
 www.visitsystems.com

Contact: Robin Hazel



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- Reduces operator workload
- Provides 100% overfill prevention when connected to a tank probe, fitted as standard to Harlequin Tanks.



To find out more contact Paul Reyner on +44 (0) 7785 367113

Security & Electronic Technologies GmbH - UK



Stand B52

Vopak Terminals UK

T: 01708 863399
 E: tonnis.van.der.sluis@vopak.com
 jason.hornsby@vopak.com
 chirag.patel@vopak.com
 www.vopak.co.uk

Contacts: Tonnis van der Sluis, Jason Hornsby, Chirag Patel



Royal Vopak is the world's largest independent tank terminal operator, specialising in the storage and handling of liquid and gaseous chemical and oil products.

Vopak's strengths lie in a combination of: tank terminals at strategic locations for its customers; a strict policy with regard to safety, health, the environment and quality; experienced and well-trained employees; a worldwide recognised quality based on the most stringent industrial standards; a solid track record in strategic co-operation with third parties and partnerships with customers. Vopak Terminals UK is the British face of the Rotterdam based bulk liquid storage company. The four terminals, Ipswich,

London, Teesside and Windmill, are strategically placed in prime locations in major UK ports, offering unique access to the chemicals and fuels markets, as well as providing infrastructure hubs for chemicals manufacturing centres.

Experts in the storage and handling of petroleum products, Vopak Terminals UK offers fuel component blending and Automated Truck Loading (ATL) facilities. Coupled with Vopak's own efficient stock management system, these benefits allow customers to obtain safe, on time and cost effective fuel logistics to their end users.

Stand A13, A18

Williams Tanker Services Limited

T: 01132 897990
 E: sales@williamsts.com
 www.williamsts.com

Contacts: Martin Bullock, Ian McArdle, Alan Ransome Ian Roberts



Williams Tankers are the sole UK distributors for leading Belgium tank and trailer manufacturer LAG and Dutch manufacturer BURG/HOBUR with products that represent quality and innovative transport solutions for today's market requirements.

Williams Tanker products are supported by a parts and service operation with years of experience and commitment to maintaining the highest level of quality and service.

Williams Tankers are please to invite all customers to their stand to view a previously used tanker and chassis fitted with the latest bottom loading and metering technology.

In the current economic situation, why

not consider using a relatively new, low mileage DAF FAN CF75:310 6x2 chassis with a remounted barrel? It's cost effective and it makes sense.

The Road Tanker Inspection Division now offers the facility of mobile and in-house inspection and testing of non-ADR & ADR Tanks with full accreditation by UKAS and appointment by the DfT.

Additional services offered by WTS are: second hand tank sales and hire facility; tank and trailer repairs; retrofit and refurbishment work; ADR and SLP conversions; supply and fitting of discharge equipment.

We look forward to seeing you on our stand.

Stand C13

Wincanton

T: +44 (0) 1249 710000
 E: enquiries@wincanton.co.uk
 www.wincanton.co.uk

Contact: Frank McNally



The petroleum sector has historically utilised dedicated contract fleet solutions to service its UK business. This has placed restrictions on its ability to respond promptly to short-term changes and seasonal variations in demand. In addition, dedicated fleets do not have the scope and flexibility to ensure optimum utilisation.

The Wincanton petroleum support solution offers flexible hire terms from one single load to a 12 month contract; all fully conforming to the required safety and technical standards.

Through the formation of a flexible fleet offering, without compromising safety and quality, Wincanton has been able to demonstrate the cost and utilisation

benefits of a shared user resource. This has enabled customers to take costs directly out of their downstream supply chain and reduce their carbon footprint through the overall reduction in vehicles required to service their business.

Wincanton has identified common best practice standards and applied these to the design and operation of a flexible petroleum support fleet. Our dedicated operations team, with extensive experience in petroleum operations and planning, form a customer service centre focused on providing excellent service levels including resource provision, order planning, daily dispatch and order reconciliation.

Calor's oil statistics open to question – again

LPG supplier Calor is once again drawing criticism because of claims about oil heating installation costs that it is making on its website.

Not surprisingly for a company trying to shift propane by the tankful and butane by the bottleful, the re-designed website majors on flogging LPG. But as well as promotional and safety information about the alleged benefits and the obvious potential dangers of LPG, Calor tries to provide consumers with the lowdown on oil heating and cooking too. And it is at this point, that some of Calor's claims are worthy of closer scrutiny.

The company attempts to compare and contrast the costs of an LPG and oil heating installation for a 'three bedroom house' with an A-rated boiler and a bundled oil tank. And in fairness, if we were paying LPG prices simply to stay warm, just like Calor we'd probably welcome a quote for oil heating too.

Calor quotes a whopping £1,400 simply to install and commission a domestic oil tank, which does seem a tad on the expensive side.

Web site OilFiredUp.com contacted a Shropshire based oil tank specialist, and was quoted £1,099.40 including VAT for a Harlequin bundled tank – ideal for Calor's three bedroom house. That's a saving of over £300 or over 20% on Calor's stated costs.

But of course every oil tank needs a suitable base. Calor's installers quoted an extraordinary £300 to build a base for their bundled tank.

OilFiredUp.com got a price of £80.50 including VAT. That's a saving of almost £220, compared with Calor's quote. And there's always the option of building your own base, supplying your own tank and getting it installed and commissioned by a competent oil heating installer.

On TankDepot.co.uk, a Harlequin 1450BCT bundled oil tank complete with free oil tank fitting kit cost just

prices. The company quotes heating oil supplier BoilerJuice.com and states that heating oil prices have nearly doubled in the past 18 months.

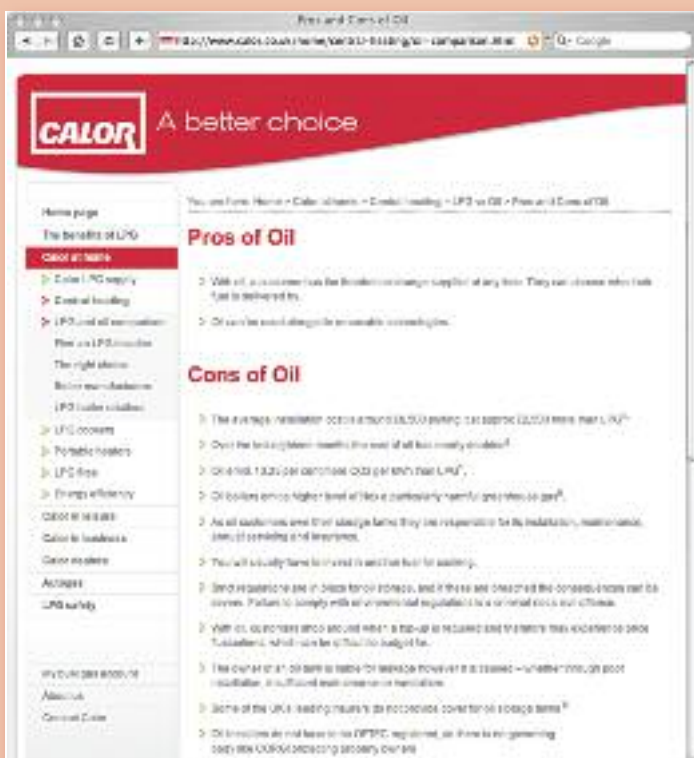
When OilFiredUp.com logged on to BoilerJuice.com and checked their heating oil prices, a litre of kerosene cost around 38p. Eighteen months ago it cost around 32p. That's an increase of around 6p, or just under 20%. Not the near-100%

Calor's 'statistics' will actually come as little surprise. Indeed they arguably mark a return to form from the self-styled rural fuel expert.

In 2005, three complaints made by FPS against Calor were upheld by the Advertising Standards Agency.

Later the same year and OilFiredUp.com took a closer look at some more of Calor's claims, most notably concerns expressed that heating installers were unaware of forthcoming changes to oil storage regulations.

Given that Calor's research was undertaken at Installer Live - an event that had an audience drawn almost exclusively from the Mains Gas and LPG industry - that didn't really come as a surprise to anyone other than Calor. OilFiredUp.com found it remarkable that as many as 51% of surveyed installers were actually aware of the forthcoming changes. A later survey commissioned by OilFiredUp.com found 100% awareness among those technicians that actually mattered – oil storage tank installers.



£683.10 including VAT. And a trip to a builders' merchant showed that the material to build a suitable base cost just £47 including VAT collected, or £52 delivered. At £730.10, that's almost £1,000 less than the figure quoted by Calor for the cost of the tank and base installation, by a professional, competent installer.

But Calor doesn't just stop at comparing and contrasting installation costs. It also compares and contrasts heating oil prices with LPG

increase quoted by Calor. By shopping around just a little bit more, OilFiredUp.com got a price of 33p - slightly less than the price 18 months ago.

As a business, Calor claims to be committed to ensuring its employees 'openly communicate and act in a trustworthy and honest manner'. In that context, some of the statements contained on the company's website may come as a surprise. But for many within the downstream oil industry,

The 2005 complaint brought by the FPS against Calor, related to statements made in offline publications. By contrast, the current 'statistics' quoted by Calor are made on the company's own website and are therefore beyond the remit of the ASA.

However, any consumers who may have been misled by content featured on the Calor website are encouraged to contact their local Trading Standards Branch or Consumer Direct.

Fuel poverty: FPS defends distributors

The FPS has submitted a paper defending domestic heating oil distributors against the possible harmful effects of a Bill on fuel poverty. The Bill is likely to be heard in Parliament some time in March.

The Bill, being put forward by LibDem David Heath, MP for Somerton and Frome, proposes two key measures:

- An energy efficiency programme to bring existing homes up to the current energy efficiency levels enjoyed by modern homes; and
- A social tariff to limit vulnerable households' exposure to high-energy bills.

The measures have the backing of several charities and campaign groups, including Help the Aged, Friends of the Earth, Consumer Focus and the Association for the Conservation of Energy.

"We thoroughly endorse the concept of the energy efficiency programme, but we have severe reservations about the implications of social tariffs. Unless the people behind the bill understand how the domestic heating oil market operates and the trading conditions oil distributors face, they could inadvertently cause serious damage to many small businesses and jeopardise heating supplies to households off the gas mains," said FPS Chief Executive Susan Hancock.

"It is vital they understand that we are not like the gas and electricity giants, which can buy supplies – and therefore fix their overheads and tariffs – months in advance and which make comparatively large profits. We also point out that domestic heating oil customers shop around for price from order to order, so we have a vastly more volatile and competitive customer base than gas or electricity. Our paper aims to give them that understanding and points to constructive ways forward."

In a summary of the full paper, FPS makes the following points:

- Oil distributors have budget payment plans but are not in a position to subsidise customers beyond that.
- Each delivery is different – different volumes, different delivery site accessibility etc, so tariffs as such can't be applied.
- The price distributors pay for oil varies from day to day so any 'tariff' would vary on the same basis.
- The industry is highly competitive so that customers can take advantage of any fall in the price of oil by choosing when and from whom to purchase;
- Oil remains the best option for those not on gas mains as the heating system is cleaner and easier to operate than coal and cheaper than LPG;
- Government funding is best aimed at reducing annual running costs through insulation, solar heating and installation of condensing boilers;
- The UK Government should propose to the EU that VAT on domestic heating bills is reduced to zero;
- The different Government units involved in implementing EU legislation on the various aspects of climate change must work together to produce cohesive policies. For instance, the Renewable Energy Strategy is proposing a levy on all fossil fuels to fund changes to renewables. This will hit the fuel poor hardest.

FPS points out that, until last year's high oil prices, the majority of distributors would try to ensure that vulnerable customers were not left without fuel.

How FPS members were

"People have reduced the quantity they order and we've had more who can't pay. We've had to use debt collectors more often than in the past, unfortunately. We do offer direct debit monthly payments and there's been an increase in people taking up that option.

One of the problems is that people don't answer the letters. If they called us and said they were having trouble paying, we could work something out with them. It's a lot better to deal with the customer than have to go through debt collection. People just put their heads in the sand."

– Ken Lynn, HW Humphreys and Son, Porthmadog

"We are having to be more careful with domestic customers – making sure we have credit card details before delivery – and we have had a few

However, the numbers of fuel poor have increased so much that they can no longer afford to do this.

The paper says that FPS endorses the Government's initiative to provide financial assistance for vulnerable households to become more energy efficient and so reduce running costs permanently - and hopefully to a level that the households can afford. "This seems a more sensible use of funds than continuing to subsidise higher running costs year after year through increasing levels of Winter Fuel Payments." For households using oil for heating, FPS advocates Government support for better insulation, solar panels and condensing boilers, pointing out that DEFRA's own figures prove that oil condensing boilers are the most efficient, at up to 97% SAP seasonal efficiency ratings compared with 93.3% for LPG and 91.5% for mains gas.

tors against Bill's implications

affected by the winter's inevitable fuel poverty problems

more cheques come back. However, we're probably dealing with a lot more domestic customers and we're tremendously busy. We haven't seen any problems with existing customers."

– Brian Beach, Northern Oil, Nottingham

"We've found that people are trying to order less and that means it costs more. We have to increase the unit price for smaller orders. We haven't had many domestic customers who've failed to pay, but there's been a significant change in the time it takes to get the cash out of them.

We've noticed it more with industrial and commercial customers. We've already had a haulier go bust on us and some builders' merchants are struggling and we're trying to collect the money owed. The work's still there, but people are nervous. They may have the money, but they don't want to part with it.

As far as a social tariff goes, we don't understand how it can work unless the government introduces some sort of forward contract like they do with wholesale gas."

– Michael Doyle, Star Tractor and Motor Oil Co., Stockport

"We always get some non-payers; we see that more in rental properties. And we have had some elderly people on benefits who are struggling. We have had cases where we've agreed someone can pay over six months, but we're a company and we can't afford to give it away. If the government gave us money to offset it, we could drop the price. We're not like a gas company that has spare money sloshing around."

– Nick Adamson, Ackerman and Niece, Chipping Norton

"It's been a wet, cold winter, the price has come down and our sales have increased. There's still the odd customer who can't pay, but I wouldn't say there's a propensity for an increase in bad debt.

We've been busier because customers who only ordered 500 litres when it was 60p a litre are now ordering 1000 litres because the price is so low. It's a win-win situation for them. There are still some people who struggle, but they would be in the same situation if oil was 5p a litre because of other factors.

Here in Cumbria, we've obviously been affected by the downturn, but we aren't reliant on the major industries like steelworks and car manufacturers, so we tend to miss the highs and the troughs."

– Derek Wallace, Wallace Oils, Carlisle

This would be cheaper and less disruptive for households off the gas mains than extending gas to areas of low density/sparse housing – in effect using taxpayers' money to extend a privately-owned pipeline network – at a time when we are having to rely more and more on imported gas.



Pretty cold: winter scenes like these mean people stretch to buy more heating fuel.



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Rail and ferry emergencies test experts' responses



Adler and Allan on-site alongside the emergency services after a train derailment and explosion.

Spill response experts Adler and Allan have had a busy start to the year with call-outs to two high-profile incidents for their new Scotland division.

In the first, a freight train carrying aviation fuel and diesel burst into flames after it derailed early on the morning of 27 January near Stewarton in East Ayrshire.

Six of the 10 wagons were derailed and one set on fire when a spark caused an explosion.

"The blaze had to be brought under control by the fire service before we could gain access to the fuel cars to uplift the remaining product. Working round the clock, we then made the tanks safe ready for lifting out and transportation from site," said Commercial Director Henry Simpson.

"Pollution prevention procedures were quickly put in place to minimise the impact on the local environment," explained Henry. "Measures included deploying fence booms, absorbent booms, pads and cushions in the local waterways, building pipe dams and recovering product using skimmers and oil water separators."

Just a few days later, Adler and Allan (Scotland) were again in action when 200 passengers and crew were trapped on a Stranraer ferry. An articulated lorry

had crashed through the rear access doors on the catamaran and was left suspended. The main cab was still in the loading area, but the trailer bulk powder unit was hanging at 90 degrees, resting on one of the stern thrusters.

As the retained responder for the port, Adler and Allan were mobilised and managed the environmental aspects of the recovery, including using marine spill response equipment to contain any potential spillages from the articulated lorry before it could be safely removed.

"With regards to Adler and Allan...the level of service was first class," said Brian Anderson from Stena Line's Port Operations. "Members of the team [were] in continual contact with us from the time the first call was made.

Throughout, we were fully informed of the equipment being brought to us, time of arrival on quay and so on. When we informed them of the contents of the tanker it came to light that they had previous dealings with the product, and were again very informative."

"It hasn't all been emergency situations, though," says Henry Simpson. "Our Fuel Installation Services division had a great start to the year with projects for both the public and private sector. Our recent major awards include the building and operation of a fuel station for the construction phase of a major international sports event in East London, a fuel system for a new energy-from-waste incinerator and replacement for an RAF bulk fuel installation."



A tanker dangles precariously off the back of this Stena Line ferry – the protective boom was installed by Adler and Allan in case the truck's cargo spilt out.

Nifty solution to potentially explosive problem

Fuel station and oil supply maintenance specialist, Eurotank Environmental, has scooped a safety award with an explosion prevention solution. Eurotank won the Health and Safety award at the APEA (Association of Petroleum Explosives Administration) awards for equipping its motorised Niftylift access platforms with highly sensitive gas detection sensors to prevent explosions.

Eurotank maintenance on petrol station forecourts requires access to vent-off pipes, which can be up to six metres off the ground, often in difficult-to-reach areas. Traditionally, ladders and access towers were used for the work but Eurotank MD Ed Wheeler wanted to automate the process with a motorised platform that could be towed nationwide.



Because of flammable vapour and the explosion risks, the Niftylift 90 platforms selected had to be modified by anti-explosion specialist Pyroban. Pyroban fitted a Gascheka system that provides visual and audible alarm if just 10% of the Lower Explosive Limit (LEL propane) is detected. At 25% LEL, the system automatically shuts down the equipment to isolate the ignition sources.

“Not only do we have to think about the safety of our engineers, but also the safety of customers who will still be using the fuel station while maintenance operations are carried out,” said Eurotank MD Ed Wheeler.

New guide to help householders who are wary of their oil tanks

Get to know your oil tank – a guide to looking after an oil storage tank and avoiding pollution has been jointly produced by the FPS, the Environment Agency and OFTEC.

“Poorly operated and maintained oil storage tanks were found to be a significant factor in the number of oil-related pollution incidents, according to the Oil Care Campaign report,” explains Teresa Brown, technical adviser on pollution prevention with the Environment Agency. “The same report recommended producing specific guidance for tank users.”

The guide gives information and advice about above-ground oil storage tanks and is specifically targeted at people who’ve had a

new tank installed at home or work, or have recently moved into premises with an existing oil storage tank.

There are clear diagrams and a simple checklist to build up a record of tank details and inspection dates, along with information on tank types, fittings, maintenance and repair, ordering and taking fuel delivery, and dealing with emergencies. It also includes the UK pollution incident hotline number on 0800 80 70 60.

“We know that many tank owners don’t think they need to do anything once a tank and its pipework are installed”. The guide, says Teresa,

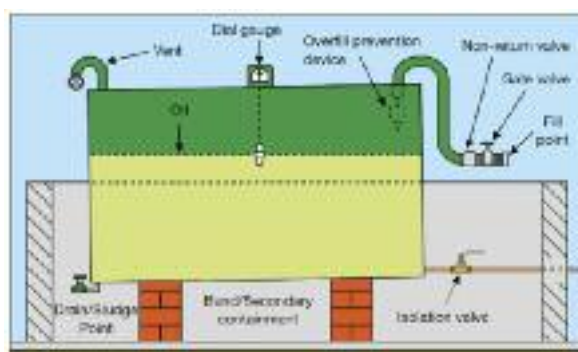
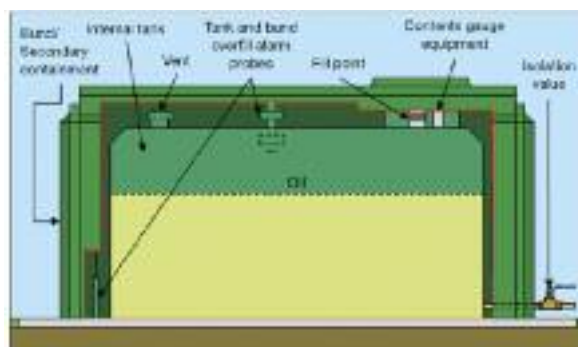


stresses the need to inspect the tank regularly and have it professionally serviced and maintained.

Another misconception was that oil delivery companies were wholly responsible for making safe deliveries. The guide explains that tank owners need to work with their supplier to make sure oil can be delivered safely.

Some people, says Teresa, are just frightened of their tank and find it too technical, hence the need for an easy-to-follow guide written in simple terms.

FPS members are being asked to distribute the guide to their customers. Copies are available to download as a pdf from www.fpsonline.co.uk or order as printed copies (code PMHO0109BPCV) from the publications section of the Environment Agency website at www.environment-agency.gov.uk.



AODA calls it a day

Sandwiched between the day of Coronation Street's first appearance on television in 1960 and the day of the first Paris Motor Show in 1865, 10th December would appear overshadowed, but in 2008, the 10th will be long remembered in East Anglia.

After many months of soul searching and debate, an era came to a close when members formally wound up the Anglia Oil Distributors' Association.

Formed out of 'Wayfarers', the Association maintained an independence from the Federation of Petroleum Suppliers, despite the fact that most members belonged to both organisations. For many years, AODA enjoyed a healthy support from large and small distributors in Norfolk, Suffolk and Cambridgeshire.

Regular meetings with guest speakers drawn variously from the Environment Agency, Health & Safety Executive, HM Revenue & Customs, VOSA and private companies in the logistics, computing and spill response sectors drew reasonable attendances. The Christmas luncheon, which became a eagerly anticipated date on the calendar, saw regular dining numbers in their twenties, as friends of AODA and guests swelled the core membership.

MERGERS EFFECT ON MEMBERSHIP

During the last few years, however, maintaining membership numbers, and thus subscription income, became harder, leaning towards impossible. Mergers and acquisitions, not to mention family-owned businesses selling out, not only depleted the numbers of members, but also the potential pool for new recruits.

Over 40 distributor companies had been members over the past 13 years at one time or another, but by 2008 the numbers of active members had shrunk to less than a dozen. The

acquisitions of Broadland Fuels and Brown's of Burwell by NWF Fuels meant the Association lost two subscriptions; Total's buying of British Benzol, Waveney Petroleum and Phoenix Petroleum had a similar financial effect.

The Committee had been in office for a considerable number of years, but new blood to serve was sadly not forthcoming, and organising guest speakers to travel halfway across the country to be faced with maybe just half-a-dozen faces was severely demotivating for the organisers, let alone the speakers.

Facing up to the fact that despite the contacts, the information flow and the networking that members attending enjoyed at every meeting, AODA's time had come and gone, and no longer was the Association the preserve of small, family-owned distributor businesses who needed a forum to exchange views and disseminate technical information. On top of that, compliance with charity and trade association regulations to ensure the officers and membership stayed inside the law resulted in several comprehensive revisions to the Association's rules and regulations.

CHAIRMAN'S SUMMING UP

Chairman for the past 10 years, James Milne summed up the mood of the meeting on 10 December: "This is an extremely sad day for the Association, but the will of the membership has been recognised. The region's oil distributors are dominated by large organisations, which feel less of a need to meet with their counterparts on a regular basis to discuss the issues facing their

James Milne,
Chairman AODA



companies. Their size and critical mass, together with the Internet, have meant that they can find solutions to their problems much more readily than was the case a decade ago. On top of that, managers are time-poor nowadays, and a socially orientated meeting can be easily sacrificed. If members cannot see a way to maintain the Association – and believe me we have explored every avenue open to us in the past two years – then the only sensible way forward is to call it a day and move on."

James paid tribute to his committee members – Stephen Pipe, Keith Durrant, David Walker and Jason Hornsby – and said that any surplus funds available after the Association's debts were cleared would be distributed to charity in accordance with the AODA constitution.

At the Christmas luncheon meeting, attended by many guests, old AODA members and friends of the Association, vice-chairman Keith Durrant of Shelford Energy, gave a sincere speech of thanks to James' years as chairman, and said that the Association had kept going for as long as it had only through James' personal efforts. As a mark of appreciation Keith, on behalf of the membership, presented him with a small memento.

It is to be hoped that distributors in East Anglia may now seek a forum under the auspices of the FPS. AODA may be gone, but the memory of good times, excellent chat and informative meetings will linger with all those that contributed to its success over the past 15 years or so.

Servicing the 'village' of Belfast!

Continuing Downstream's look at the people who help the industry by sitting on the FPS Council. David Meekin, Northern Ireland.

"It's said that Belfast is a city the size of a town that thinks like a village," says David Meekin, Joint Managing Director of the Meekin Fuel Group.

One of the benefits of this unusual state of affairs is that the Meekin fuel oil distribution division, based in Templepatrick, about eight miles outside Belfast in County Antrim, enjoys decades-long loyalty from many customers.

"We have supplied some families and businesses for two and three generations. It's comforting to know that we can hold business for that length of time," says David. "We encourage a personal approach with customers and get to know them and their needs. Some of our staff, including drivers, have been with us 20 years and customers see the same face regularly so a strong familiarity grows."

Fuel Oil has grown to become the largest of three divisions of the Meekin Fuel Group, and recently with a number of oil business acquisitions continues to grow. A further key reason for its strength is that 70% of homes in Northern Ireland are heated by oil. Natural gas is coming on stream but its network is far from widespread; LPG and electricity are bit-players in the Province.

Thirdly, Meekin Fuel Group has developed a substantial marine business supplying vessels in Belfast Harbour and all other major ports in Northern Ireland.

The original Solid Fuel division is still going strong, and it and Fuel Oil have been joined by a third division, Engineering. The Group has developed from a transport maintenance workshop for its own fleet to assembling its own tankers. At the time of writing, it had three in build, two for itself and a third for another distributor in Northern Ireland.



David Meekin and, right, how the company started – taking coal from Belfast port to the city's population.

"We're a busy company and looking to stay that way," says David, whose counterpart Managing Director, his brother Thomas, runs the coal and solid fuel division. Combined, the three divisions employ 30-plus people.



The business was started David's great grandfather in 1875, delivering coal by horse and van to the people of Belfast. It has passed through the generations of the family and evolved into the Meekin Fuel Group, based on an eponymous industrial estate. David himself learned the family business from the sharp end. He started as a driver, first in his school holidays and then full-time from 1972, when his

father John was MD. He later switched to management and now enjoys being joint MD with his brother.

"I've had an enthusiasm for the business since my school days. I could see how the business could be grown and I saw the opportunities in fuel oil distribution and engineering. We've been able to take them and we're thriving," David says.

FPS has never been more needed

David Meekin is Past President of the FPS and the FPS Council representative for Northern Ireland and believes the time he devotes to the industry body is well spent.

"It's a busy life we all lead but I have always felt it worthwhile to devote time to FPS. It allows us as an

industry to consider issues that are unique to Northern Ireland and the regional executive government we have. There are differences between how law is translated in the UK and in this particular part of the UK. Cross-border trade with the Republic is a case in point. FPS is the industry voice to

government and regulatory authorities."

"At a time when there is so much legislation and regulation coming forward, not just from the UK but from Europe, we need an effective representative body working for the industry."

Product focus

GOLD STANDARD EYEWEAR

Arco has teamed up with Sperian to develop a classification system for safety glasses.



Arco's Big Book divides Sperian's range into bronze, silver and gold categories. Sperian 555 Eyeshield and Metalite Safety Spectacles are some of the ranges classed as 'gold'. The glasses surpassing all relevant safety standards and provide the wearer with comfort, fit and protection and fashionable styles. Combining these factors makes ranges such as the Metalite Safety Spectacle ideal for workers in all outside occupations. The sports-inspired frame used in the 555 Eyeshield range provides wearers with all day comfort. For more information on Sperian's eyewear range go to www.arco.co.uk

SAFE FUEL TRANSFER FROM HYTEK

SAFE FUEL TRANSFER via hand pump
Fuelling and lubrication specialists Hytek have launched a new hand operated mobile fuel retriever to pump fuel out of the vehicle prior to maintenance, and pump it back in once the work is finished.



The new Hytek pump means one person can empty vehicle fuel tanks, or other containers, quickly, easily and safely. With a 90 litre capacity, the pump is large enough for most vehicles and is suitable for petrol, diesel and light oil. The pump has a flow rate of approximately 10 – 15 litres per minute. It is manufactured from robust steel and has 200mm diameter rubber wheels to withstand the demands of daily use. It comes with a fuel level gauge, suction/delivery hose, a 2.4m earth lead and connector. **Hytek's products are available only through distributors.**

New oil storage tank maker

Oil storage tank buyers have a new choice in the marketplace – Polygroup, whose brands include Polytank water storage tanks.

Its first offering is the Polyoil 1200SB, an OFTEC-certified 1200 litre tank rotationally moulded from UV-stabilised medium density polyethylene.

Polygroup Managing Director, Gary Fidler, said: "Polyoil has a slimline profile in a choice of green or rustic oak-effect finishes. This design not only reflects the market's preference and demand for slimline tanks, but is also intended to complement our



and weighs 100kg, a claimed 40kg lighter than similar products on the market. "This low weight and the fact that the tank is supplied complete and fully preassembled make it easier

range of slimline water butts."

The top outlet, banded tank measures 1700mm x 850mm x 1620mm

to install," added Fidler.

The standard Polyoil pack includes the tank, bund cover, access lids and suction pipe, which are all fitted and extended to the outside of the bund. The installer has to connect a supplied 10mm copper pipe to the suction pipe. The pack also includes a Polysonic ultrasonic and visual contents gauge, bund alarm and 2in fill with overflow protection.

Polygroup guarantees the tank for five years and fittings for one. It recommends the tank is replaced after 10 years and should not be used at all after 15 years' service.

Say goodbye to neon

Light Tape with its ease of application, cost effectiveness and extremely low carbon footprint is fast becoming the chosen, viable alternative to more traditional forms of display lighting.

Light Tape uses less than one tenth of the power and is one third of the price of neon and cold cathode display lighting, it is flexible, easier to install and maintain, reduces light pollution, produces no waste heat or infrared light, is fully recyclable, uses no gas, no glass and no mercury.

Light Tape is the longest and brightest electroluminescent lamp in the world. It can be supplied in a range of colours and widths, in lengths up to 300ft. Driven by specially devised power supplies, it can be used in flashing or steady state modes in indoor or outdoor applications.

Development kits for Light Tape enabling systems to be easily developed, tried and tested are now available from Barnsley-based Light Tape UK which operates with full sales and marketing capabilities, as well as warehousing to enable fast delivery from stock. Light Tape UK will also provide full back-up and support as well as advice and assistance in system design and requirements.



Underground tanks – new Briefing Note

With the exception of underground storage tanks at retail sites, there are no regulations covering underground storage tanks in other situations and they have become a cause for concern, both in terms of maintenance, siting and filling.

To address these concerns, FPS has issued a new Briefing Note, explaining the Environment Agency's recommendations for such tanks and the issues to be considered when carrying out a risk assessment for filling the tanks, together with recommended best practice. The Note is on the FPS website, www.fpsonline.co.uk under the Information tab. It can be used for reference with installers or customers.

CTS sees demand swell for tank security equipment

There has been a large increase in demand for tank security equipment, tank and lubrication equipment supplier Centre Tank Services Sales Director Joe Ferrara has told Downstream.

"It's been particularly noticeable for tank security products which I suppose isn't surprising when you consider how expensive fuel

became a few months ago," he said.

A new tank alarm, overflow valve and a patented tank locking cap – a one piece assembly that does not require a padlock – are among new products that CTS is planning to unveil at FPS EXPO 2009.

Commenting on business in the general economic

climate, Joe said: "As times get harder for a lot of companies, our philosophy is to continue investing and indeed increasing our marketing activity to help us get us through these tough times. The FPS event is just as, if not more, important to us this year than it ever has been. Of course for us at CTS it has a dual benefit because many of our customers are

exhibiting as well as visiting, so as always we are looking forward to what we hope will be a good and enjoyable exhibition for all concerned."

CTS will also use the FPS EXPO to show its Piusi range of equipment, in particular pumps and fuel management systems.

Depots raising security levels

High prices made fuel supplies newly-attractive to thieves and the rise in incidents has led to a huge demand for deterrents and safeguards, reports LDE Data Communications Limited.

LDE reported unprecedented demand for its fuel depot 'SmartAlarms'. LDE, a network integration and security installation firms based in Wiltshire, has installed networked surveillance systems at more than 140 sites across Britain.

LDE managing director, Julio Wildeboer, said: "We've seen several examples of thieves using angle grinders to cut holes in tanks above the oil line in order to gain access to the product. They don't even bother breaking into the tanks' caps anymore and are quite prepared to take the risk of setting the place on fire in their quest for the fuel."

"Thieves have also become more adept at evading the law when transporting stolen fuel. In one example, a curtain-sided lorry was used to hide six plastic domestic 2500 litre tanks of diesel stolen from a depot. Normally the police would have been out hunting for a fuel tanker and so this lorry

would have been able to escape initial detection. Luckily, the targeted depot had SmartAlarms and caught the whole event on camera. Police were called immediately and the vehicle seized whilst the criminals were still loading up."

LDE said stand-alone alarms were becoming less effective because neighbours were reluctant to alert the police when systems were triggered.

To combat this, LDE was increasingly working with companies to install surveillance solutions that transmit CCTV images over existing wide area networks (WANs) which are normally used for sending scheduling, order and accounts information.

Such images are transmitted securely to LDE, which provides 24-hour monitoring and emergency response. If LDE surveillance staff see that there is genuine criminal activity, its operators will call the site key holder to alert him/her to the situation, and the police will be informed that a theft is underway.

WESTERN FUEL AND NAVMAN DEAL

Western Fuel has agreed a deal with Navman Wireless whose Qube tracking unit became the first in the UK to meet health and safety requirements for vehicles transporting hazardous materials and operating in potentially-explosive atmospheres.



"We chose Navman Wireless because it was the only telematics company whose technology has been certified as suitable for the petrochem industry," said Craig Lamont, Western Fuel Director.

The Qube unit meets essential health and safety requirements for Category 3G of the ATEX directive, the fundamental legal requirement relating to the welfare of workers in explosive conditions. Navman Wireless has installed Qubes and MDT-860 terminals, which allow two-way messaging between drivers and offices, to 11 of the Somerset company's vehicles.

Western Fuel also utilises Navman Wireless ConEx technology, which enables the business to monitor when fuel pumps are active.

Navman Wireless is a global leader in vehicle tracking via GPS satellite technology.

High drama at filling station

There was high drama at a BP York filling station when a police van caught fire as it was being re-fuelled. However, the safety features at the petrol station meant that disaster was averted. The blaze was brought under control quickly by firefighters, who are now investigating. It is believed the generator that powers heating and lighting on the mobile police station caused the fire.

Petrol station owner Graham Kennedy was one who tried to put out the blaze. "I was here for a meeting," he said. "I was just about to leave and was getting a sandwich, and the police wagon went on fire, very quickly."

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