Forecourts 22

SUPPORTING FORECOURT RETAILERS

BACK

TO THE FUTURE

- The 'ME Group' celebrating 60 years
- 130 years of Wayne technology
- Environmental experts
- Tanks & services
- New fuels insight
- Retail technology
- Fuel suppliers
- Pipework

Suresite Group

TSG

TSG Systems

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- Accepts all major payment types including fuel cards
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- Transactions easily managed using ONE Portal web application
- Secure transactions via online authorisation and switching environment (OASE)

Orion IPTs facilitate transactions via Tokheim's online authorisation and switching environment (OASE). Transactions are authorised quickly and securely and can be viewed using ONE Portal: the 'all-in-one' web application that offers superior remote site and network management.

TSG Systems TSG Charge TSG Gas
TSG Retail TSG Fleet TSG Wash TSG Technics

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TSG

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Welcome to **Forecourts 22**

Originally launched in 2020 to help suppliers engage with operators during lockdown, the popularity of the mag has encouraged us to publish on a yearly basis, and share the latest in products and services. We are including some key features this time:

130 years of technological innovation from Wayne
We are delighted to include a fantastic 4 page review of fuelling developments; from day one to today, and on to the future. All from the perspective of TSG and the Wayne brand. An excellent read.

60 years of the ME Group
An interesting 4-page feature, explaining how the ME Group's philosophy of 'compounding value' has led to the exciting 'Revolution' Launderette service.

End of an era
The forecourt roadshows have been an important staple in the development plans of many forecourt operators for many years. With the change of ownership (to The Petrol Retailers Association) on pages 49-51 we pay tribute, and offer great thanks, to the industry and the wonderful people in it for all the support and involvement over the years. You might even get a mention!

I hope you enjoy the benefits from this year's model of Forecourts 22, and by all means drop us a line and tell us what you think.

All the best

Carolyn & David Honeyman

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Green hydrogen production

In the Port of Shoreham, West Sussex

H2 Green, a wholly owned hydrogen subsidiary of Getech, has signed a collaboration agreement with Shoreham Port. This Agreement grants H2 Green exclusive rights for the development of all port-based hydrogen, ammonia, and new onshore wind and solar power generation capacity at the Port of Shoreham, West Sussex.

They have been granted a two-year legally binding exclusive right to develop a renewable energy hub at the Port of Shoreham, West Sussex.

The Hub will initially focus on the provision of green hydrogen and renewable electricity to the port's fleet of 39 heavy forklift trucks and 12 HGV's.

Green Hydrogen will be sourced by a scalable green hydrogen production, storage and refuelling facility; optimised by its integration with new solar and wind electricity generation capacity.

The Hub will then be expanded to enable the decarbonisation of more than 800 HGV's that enter Shoreham Port daily, and to provide fuel to port and coastal marine vessels.

To deliver a third phase of hydrogen supply growth, H2 Green plans an ammonia importation facility. Ammonia is a medium for international hydrogen transport that can connect Shoreham to large-scale, low-cost, green energy projects worldwide.

H2 Green anticipate that development of the Hub will remove 45,000 tonnes of CO2 emissions each year from the port's fleet of trucks and HGVs and be a catalyst for the wider region's transport decarbonisation.

In addition to the port's fuel and energy demand, industries operating in and adjacent to the port, including gas-fired power generation, timber & steel handling and water treatment projects, are also potential customers for the Hub's hydrogen, renewable power, and the by-products of fuel generation, such as oxygen and heat.

H2 Green and Shoreham Port will now complete detailed planning and scheduling for each element of the renewable energy hub. Shoreham Port has committed in principle to convert all suitable and commercially viable port vehicles to utilise both hydrogen and renewable energy produced by the Hub. To service additional demand from regional trucking, marine and local industrial customers, H2 Green estimates the hydrogen facility will, at full capacity exceed c.8 tonnes per day.

H2 Green anticipate that development of the Hub will remove 45,000 tonnes of CO2 emissions each year

Jonathan Copus, CEO of Getech plc said:

"H2 Green has agreed with Shoreham Port a bold vision that will place the port's operations at the centre of both national and international decarbonisation innovation.

"By bringing together the building blocks of green hydrogen production, renewable power investment, ammonia import, and mobilising a wide range of stakeholders, H2 Green will provide the most flexible, reliable, and cost-effective green energy solution for the port, its customers and the wider region. It also

links Shoreham to international marine decarbonisation initiatives.

"H2Green's Shoreham green energy development plan showcases a scalable path for the decarbonisation of large-volume customers in marine and land transport settings. Getech intends to replicate this model across the UK and internationally."

Tom Willis, CEO of the Shoreham Port said:

"We are delighted to have selected H2 Green to develop a green energy hub at Shoreham Port. The project has the potential to make a significant contribution to the net zero ambitions across South East England through the local generation of hydrogen from renewable energy.

"The hydrogen production process is quiet, odourless and the clean fuel produced will reduce emissions across the region as transport operators convert large fleets to run on it. As a community organisation we intend to work with all our stakeholders to make this new stage of Shoreham Port's development a success."

Are your contractors PEIMF members?

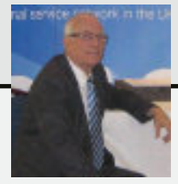
The PEIMF is the key organisation representing contractors in the downstream petroleum industry. With over 130 members, have you asked the question of your contractors?

So what does the PEIMF stand for?

- To provide the best possible service to our clients and customers
- To observe superior standards of conduct in our dealings
- To maintain a strict duty of confidentiality
- To acknowledge that contracts should be fair
- To continually strive to achieve best practices and methods
- To provide superior quality leadership, materials and workmanship
- To share best practices and learnings with other members 'Working Together
- Members signify their commitment to the above principles

For more information:
Tel: 01474 321999 • Email: info@peimf.com

Barrie Butler, one of a kind



We heard the very sad news recently, that our old friend and colleague, Barrie Butler had passed away. Barrie had endured a long period of illness and faced it with the vigour and energy that he employed in all aspects of his life.

When he retired, some six years ago, the article opposite appeared in INSITE magazine. It's only fitting that we share this again.

A truly great person.

Boxer, weightlifter, family man, fantastic salesman, I've known and worked with Barrie for over 20 years. During that time he has been client, advisor, friend and a massive help to us and everyone he's worked with. From starting Gemini Chemicals in 1979, with long term colleague Barry Dunne, Barrie has been ever present in the forecourt industry for nearly 40 years.

When Gemini was taken over by Air-serv in 1999, the new company's turnover was around £2 million. Since then, the remarkable success of Air-serv has driven their turnover to over £20 million. As they saw off many competitive companies, Barrie was highly influential in establishing the Air-serv values; courtesy, professionalism, value for money, friendship, profit-sharing, loyalty and long term relationships forming the bedrock of their strategy.

No standing on ceremony

He's always loved his job, loved working, and has enjoyed genuine bonds with both colleagues and clients alike.

A phrase you will often hear is "he will be missed by his clients" – and never has a truer word been spoken. I'm not sure what his job title is - he never needed one.

They say "They don't make 'em like that anymore" well they never made many like him in the first place.

All the best Barrie. The place won't be the same without you.

STA Technical

DELIVERING INNOVATION TO THE FORECOURT INDUSTRY

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A hattrick of innovations from STA Technical for the petrol forecourt sector

On a mission to make life easier for its forecourt clients, STA Technical's reputation is for quality and innovation.

Managing director Warren Peters says:

"When talking with clients, they say where we add real value, is by designing and developing products and components that mitigate the hassle factor usually associated with undertaking key jobs on the forecourt."

Here, STA introduces three such products:

Offset fuel label

An incident, in which a child was injured, prompted STA to develop an alternative label system that not only conforms to regulatory requirements, but offers a host of benefits at the forecourt.

Warren explains:

"On hearing that the child needed stitches in his leg having fallen on the sharp edge of an offset fuel label, we knew we could improve upon the existing holder design and develop a system that was not only safe, but delivered an improved and modern label design.

"In line with our 'evolution not revolution' philosophy, we have engineered out all sharp corners on our label holders and they're all fitted with a rubber safety edging as standard. We've also changed the clamping system to make it quicker and easier to mount the label."

With STA's laminated label system using aviation technology, the new labels are not only weatherproof, but are UV resistant, offer temperature stability and are easy to wipe down. And if the labelling needs to be changed due to a site refresh or grade change, it's a case of following a few simple steps to remove the old and affix the new.

Fit for purpose pump calibration trolley

STA's 20-litre fuel cannister trolley was designed on the request of TSG UK Solutions, and is used to undertake pump measurement checks on the forecourt.

It is recommended that fuel dispensers undergo a pump measure check at least once per year, to maintain compliance with the service legislation set by the Office for Product Safety & Standards (OPSS). If recalibration is required, the technician can adjust and restamp meters on the same day.

To help with the large-scale execution of these checks, TSG UK Solutions commissioned STA Technical to develop a trolley to carry the requisite fuel cannister from pump to pump during the recalibration process.

Warren says:

"The trolley fits the standard 20-litre fuel cannister perfectly and we have used UK-manufactured wheels and handles to ensure the best of British quality and to support UK business."

Procurement Team @ TSG UK Solutions state:

"We collaborated with STA Technical to create a prototype of a trolley that would assist our engineers on the forecourts. The prototype was approved by the team at our head office in Dundee and an order was placed for ten trolleys. STA Technical took the time to understand the issue and deliver a product right for the job. The trolleys are already making a difference on the forecourt."

Warren adds:

"A trolley isn't usually a product that gets much of a fanfare, but for those having to move a full 20-litre cannister around, it's a bit of a gamechanger. In addition to TSG UK Solutions, a couple of other major players are currently trialling the trolley both here and in Ireland. And now we've got a tried and tested design it can easily be adapted to provide assistance in other scenarios and environments."

Simple but effective

With cones used daily on a forecourt, the dilemma faced by forecourt owners is often where to store them and how to keep them secure when not in use.

STA Technical's cone post provides a simple but effective solution. Fabricated from mild steel and secured to the concrete forecourt, the standard post (height 1400mm) comfortably holds eight cones, all of which are then secured by a padlock on the top of the post.

Warren adds:

"As with many of our best-selling products the idea behind the cone holder is a simple but effective one. Proving their worth, having been installed on several Shell sites, they can also be customised in terms of height and colour°way."

For more information on how STA Technical's products can support forecourt owners, visit: www.statechnical.com or call Warren Peters on: 07881 702313

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We stock hundreds of lines of nozzle accessories, signs, labels, fill & VR adaptors, caps, padlocks, spill kits, filters and other critical forecourt equipment.

With wholesale prices and next day delivery it's no wonder the UK's major fuel retailers rely on us to keep their sites operational.

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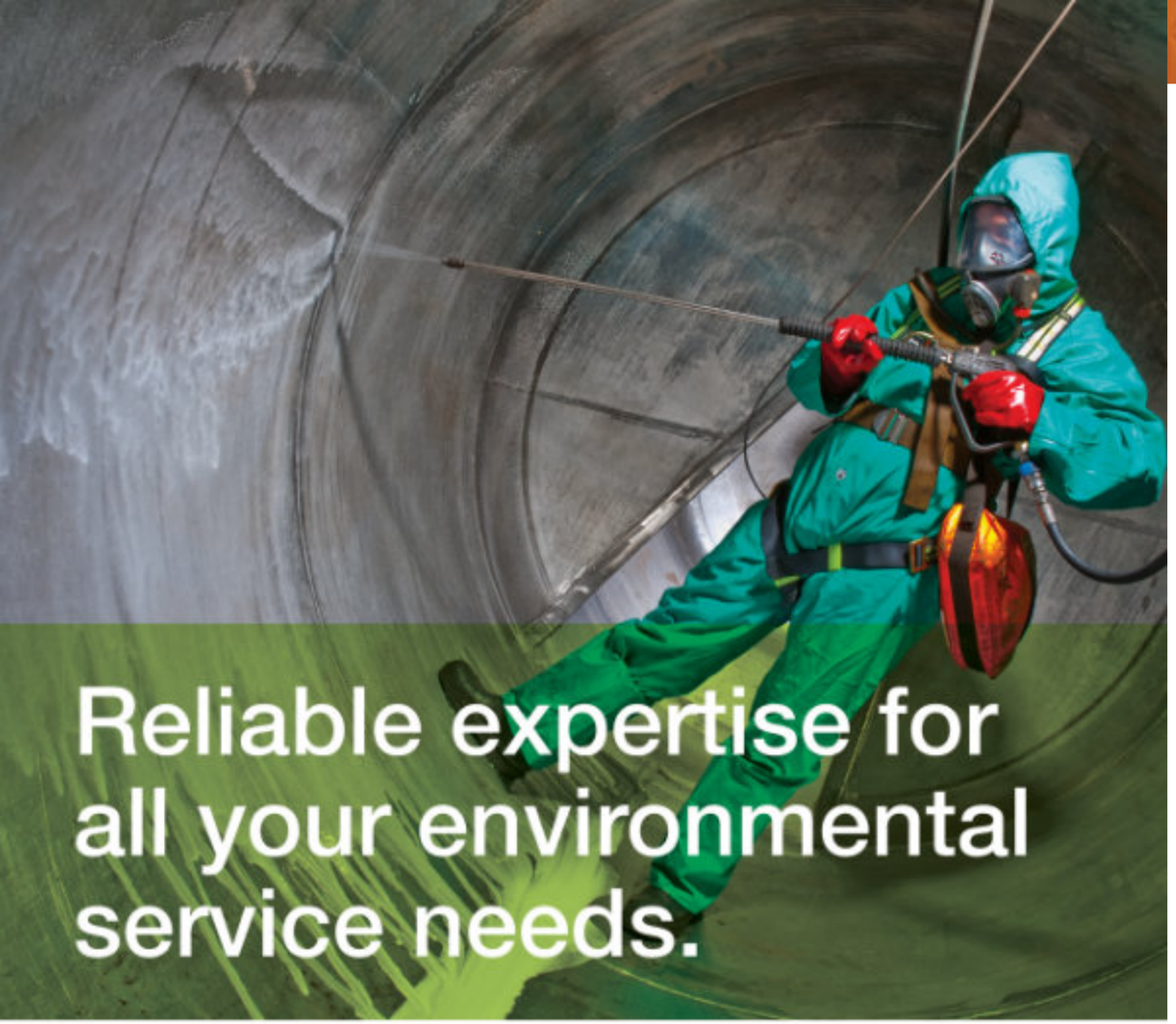


- Tank and vessel cleaning
- Interceptor cleaning
- 24 hour emergency spill response
- Fuel uplift & transfers
- Grade changes
- Fuel recycling
- High pressure jetting
- Foam filling
- Tank decommissioning and removal
- Water filling and dewatering
- Waste management
- Forecourt maintenance

For more information about Ancorra Environmental Services

ancorra environmental services

ancorraenvironmental.co.uk 0151 546 3012

Cost-effective environmental solutions from Ancorra

Ancorra Environmental provide an innovative approach to balance the demands of sustainability, whilst delivering cost-effective environmental management solutions. They are confident that their expertise will assure your project will be completed efficiently and in strict compliance to all the relevant health, safety and environmental regulations. Their spectrum of services are overseen by dedicated project managers to ensure your satisfaction.

24 hour spill response

Emergencies seldom arise during normal working hours, so Ancorra are available when you need help most. They are experienced in responding to emergency situations, both in the first instance and during any resultant clean-up operations. Vehicles, equipment and labour can be instantly deployed to help minimise any risk to employees, the public and the environment, whilst maintaining high levels of standards and professionalism.

Technical personnel can attend site and assist in liaising with authorities. All your legal obligations will be met, and advice and reports could minimise the severity of any formal action against your company.

Waste management

By examining, mapping and analysing all waste streams on site, their technical expertise ensures that customers are utilising the best environmental and financial options for their waste disposal, whilst adhering to all applicable health, safety and environmental legislation.

They promote recovery and recycling options to provide cost-effective environmental management solutions. Ancorra are free to choose the most suitable approved licensed facility, to provide you with the best environmental option at the most competitive prices. This flexible approach enables them to provide significant cost savings to the customer.

They can supply all your packaging, labelling and documentation in strict compliance with all legislation; and ensure that you are provided with any necessary documentation, returns and reports to provide an audit trail and demonstrate your compliance. Their own fleet of vehicles can then provide transport for bulk, packaged or skipped waste.

Interceptor maintenance services

A representative will ensure that all requirements are fully understood and that all documentation, including method statements, risk assessments and other documents are prepared in advance. Fully trained personnel will be briefed on site specifics, to enable Ancorra to provide its services with minimal disruption on your premises.

Ancorra are confident that their expertise will assure your project will be completed efficiently and in strict compliance to all the relevant health, safety and environmental regulations.

They hold all the essential apparatus to complete all types of maintenance and clearance works including: hot and cold cutting equipment, high pressure jetters, breathing apparatus, confined space entry safety equipment, vacuum loading and DISAB tankers.

They can decommission tanks or plant, or even manage the entire site clearance. Ancorra would segregate materials on site, diverting all recyclable materials for recovery, at a significant cost saving to the project, ensuring remaining materials are safely treated and disposed of.

On completion, a report can be issued, detailing tasks completed and containing all the necessary documentation, providing you with a fully auditable summary of the project.

Bulk liquid transport

They ensure that the correct vehicle is provided, with all the necessary fittings, for both uploading and offloading of the material. Should you require, Ancorra's technical team can assess your waste and locate an appropriate fully licensed recovery or treatment facility for final disposal.

All necessary paperwork will be provided to accompany your load in accordance with environmental legislation ensuring that your activities are fully compliant and auditable.

Fuel uplift and transfer services

Ancorra's high specification road tanker fleet consists of a large range of modern vehicles. These include: multicompartment tankers, 304-316 stainless steel barrels from 15,000L to 30,000L capacity vacuum tankers with the whole range of fittings such as camlock, bauer, BSP, screw or other speciality fittings.

The fleet is ADR certified, compliant for fuel transfers and uplifts under current petroleum regulations too.

Using purpose-built ATEX approved pumping equipment, they have experience in the safe handling of all types and grades of fuels.

Clean and dry tank certificates can also be provided for inspection and added peace of mind. Water filling and dewatering solutions are also available services should you require.

Tank & vessel cleaning

Ancorra provides a full service, beginning with a comprehensive site survey right through to the issue of a gas free certificate, if required.

Once an order is received, a bespoke health & safety pack is produced. They can provide jetting units, breathing apparatus, safety equipment, hot/cold cutting tools and support vehicles, to ensure that the job is completed efficiently and professionally.

www.ancorraenvironmental.co.uk

Separating good practice from bad

Separators are essential for avoiding pollution on premises where oil, or other hazardous spills are a risk: including distribution depots, forecourts, fuel storage sites and major car parks; anywhere hydrocarbons are frequently used.

Designed to trap harmful substances before they enter the surrounding area, separators can become blocked and their filters saturated, stopping the flow of water off-site or causing contamination to the local environment. Sites that do not keep separators in good working order risk flooding and downtime, while facing hefty fines for non-compliance and prosecution if the surrounding area is polluted.

Vital part or maintenance

Separators can form an integral part of a tertiary containment strategy as they are designed to trap harmful light liquids before they enter the surrounding area. The current applicable standards and good practice are BS EN 858-2:2003 and GPP3 use and design of oil separators. Regular separator maintenance is essential to keep all pollution prevention equipment working at optimum efficiency. Separator maintenance, including separator cleaning, also provides the information needed for service log scrutiny during environmental inspections. The current standard by which separators should be operated and maintained is BS EN 858-2:2003Separator systems for light liquids (e.g. oil and petrol).

It states that separators should:

- Be fitted with an automatic warning device / high-level alarm
- Be serviced and maintained as a minimum on a six-monthly basis
- Be subject to a maximum interval of a five-yearly integrity test
- Have full service and maintenance records available for inspection

Good practice guidance – CIRIA C736

CIRIA C736 is the current good practice guidance documentation for the design, inspection, and maintenance of containment measures to prevent pollution.

Regular separator maintenance is essential to keep all pollution prevention equipment working at optimum efficiency.

It has been designed to assist operators meet the statutory obligation under the Control of Major Accident Hazards Regulations 2015 (COMAH) and the Environmental Permitting (England and Wales) Regulations and associated regulations. It applies to the containment of a wide range of inventories and to all sizes of sites – from small commercial premises with a single storage tank through to large chemical or petrochemical sites, as well as warehouses storing hazardous substances. A pollution incident because of a poorly maintained asset or inadequate containment is a strict liability offence. Prosecutors will review how an operation has adhered to standards and guidance, such as CIRIA C736, when considering enforcement action.

Increase in fines

There has been a marked increase in fines over the last decade, especially for large companies. Businesses can be fined up to 100% of their pre-tax profits and, in certain circumstances, senior officers of offending businesses have been held personally liable. Beyond the obvious financial fallout, organisations must also deal with ecological, legal, and reputational damage. The onus is on operators to demonstrate compliance with regulations to reduce the risk of a pollution incident. A robust asset maintenance programme is essential for providing the information needed for service log scrutiny in the event of an incident or during routine environmental inspections.

Adler and Allan can specify, supply, install, and service oil separator alarm systems and provide the necessary services to ensure your alarms work properly.

Experienced partner

Over the past few years the number of pollution incidents either caused by failed separators or exacerbated by a loss of containment has increased. Regulators are increasingly clamping down on poorly maintained and non-compliant operations. In order to help its clients, Adler and Allan utilise their full knowledge and experience in implementing various maintenance packages based on site specifics and client requirements.

A separator alarm system monitors oil, silt, and liquid levels within underground separators, ensuring they are operating correctly and preventing pollutants. Adler and Allan can specify, supply, install, and service oil separator alarm systems and provide the necessary services to ensure your alarms work properly.

Separator inspection and maintenance

As an experienced and nationwide environmental partner, Adler and Allan can provide a full 'peace of mind' service package, appropriate to the separator type and setting. The six-monthly inspection should be a non-intrusive, 'in-service' inspection to check levels and functionality of key components. The five-yearly integrity inspection is a critical service, as several faults can develop within the body of the tank. These include fractures, displacements, and groundwater ingress that can compromise the tank but are not possible to detect during a six-monthly inspection. The five-yearly inspection is an 'out-of-service' survey. However, due to the adoption of cutting-edge technology and methodologies, Adler and Allan will usually complete the service within a day, causing minimum disruption. Operators are provided with complete records of inspection and testing to satisfy regulatory and standard auditing requirements.

To find out more visit:
www.adlerandallan.co.uk
or call: 0800 592 827

TSG and Wayne Fueling Systems

over 130 years of technological innovation

Where it all began

In 1891, Sylvanus Freelove Bowser invented a very simple but effective pump that could reliably measure and dispense kerosene (or paraffin). He later sold his new creation to a grocery store in Fort Wayne, Indiana, USA, where it was used to dispense lamp fuel to customers.

As consumer demand for kerosene grew, Bowser's device faced some stiff competition from other manufacturers, including the Wayne Oil Tank and Pump Company which designed and built 50 new model pumps in 1892. In the same year, US roads saw the advent of the combustion engine motor car, prompting Wayne to adapt its very popular pump to dispense gasoline.

From these humble origins, began the compelling story of how Wayne Fueling Systems (Wayne) helped to shape the retail and fleet fuelling industry, and history was made.

Making an impact

At the turn of the century, the popularity of the automobile started to accelerate; roads improved and the market for gas pumps soared - attracting challengers into the sector, notably the Tokheim Oil Tank & Pump Company. Together, these two businesses turned the city of Fort Wayne into the gasoline pump manufacturing capital of the world, striking up a rivalry that would span over 100 years.

Hand crank in use

1920s hand pump

Visible pump

As the company prospered, Wayne established itself as a true leader in progressive technological innovations on a global scale, operating in many strategic locations around the world.

In the following two decades, the Wayne business flourished and began to steal a march on the competition with the launch of the first visible hand pump. This breakthrough allowed motorists to see and control the amount of gasoline being dispensed into their tanks. It was the first of many ground-breaking products released by Wayne, including the mechanical computing dispenser, the blending pump, the electronic dispenser and the first customer-activated terminal (CAT), a development that paved the way for the age of self-service and pay-at-the-pump.

Building the empire

As the company prospered, Wayne established itself as a true leader in progressive technological innovations on a global scale, operating in many strategic locations around the world. The merger with Dresser Industries in 1968 strengthened Wayne's position in the sector and primed the business for the emergence of lead-free fuel and the subsequent rise in demand for dispensers. Soon after, Wayne opened its headquarters in Austin, Texas where it remains to this day.

Wayne continued to extend its influence in Europe with the introduction of the very successful Helix™ line of fuel dispensers.

Fill 'er up!

My oh my!

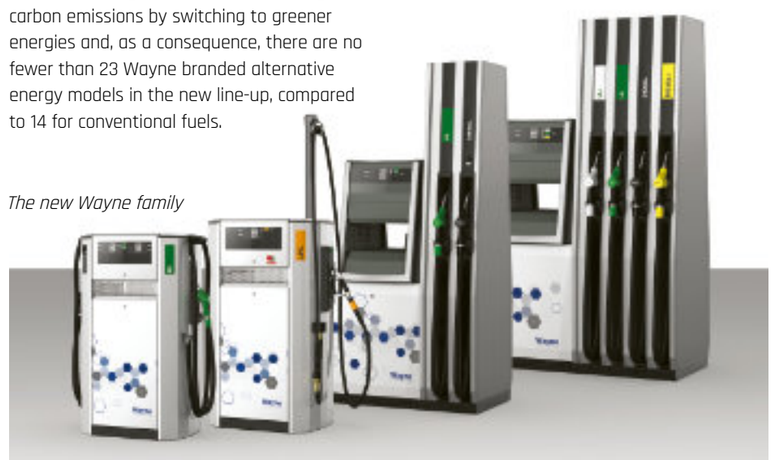
Fast forward to today

Wayne, together with its long-standing adversary Tokheim, is now part of Dover Fueling Solutions (DFS), the leading provider of advanced fuelling equipment, electronic systems and payment, automatic tank gauging and wetstock management solutions in the fuel and convenience retail industries.

This alliance has provided the Wayne brand with fresh impetus, and it continues to break boundaries in the development of new technologies and integrated solutions across the globe.

At the UNITI expo trade fair, Stuttgart, Germany in May of this year, DFS unveiled the latest Wayne dispenser family to the European market, comprising three ranges; Helix 6000 II, Helix 5000 II and Century 3. These new models are set to take the market by storm, cementing Wayne's standing on the international stage

There is now a greater focus on reducing carbon emissions by switching to greener energies and, as a consequence, there are no fewer than 23 Wayne branded alternative energy models in the new line-up, compared to 14 for conventional fuels.



The new Wayne family

Coin operated press

Liquefied natural gas (LNG), compressed natural gas (CNG) and hydrogen are all supported, demonstrating DFS' drive to stay ahead of the game in the race to net zero.

TSG UK and DFS

DFS recently nominated TSG as the sole distributor of Wayne products and solutions in the UK, further strengthening the already well-established partnership between the two companies.

As such, TSG is now able to add the extensive Wayne product range to its current offering, which also includes DFS' Tokheim and ProGauge solutions.

For many years, TSG has been closely associated with Tokheim, but now this perception is starting to shift and customers are enjoying a far greater product choice than ever before, backed up by the UK's largest retail service team.

For more information about TSG and the services it offers, visit: https://www.tsg-solutions.com/uk/

Continued overleaf

Continued from p15

The electric revolution is here to stay

The facts

In April 2022, UK new-car registrations were down nearly 16% when compared to the same month last year, but the market share for electric models continues to grow at a very healthy rate. Plug-in models are expected to account for a quarter of all registrations during the year, with pure-electric vehicles representing around one in six new cars appearing on our roads in 2022.

The catalyst for this dramatic increase in the popularity of electric vehicles (EVs) is primarily attributable to the government's ban on new petrol and diesel cars which will come into effect in 2030, with the sale of hybrids being outlawed from 2035.

Subsequently, those in the market for a new car will be presented with a choice of battery-electric vehicles or cars powered by hydrogen, with no fossil fuel options on the table.

But what about the new car buyers of today? There is still much to be done to convince UK motorists to make the switch to electric, as the lack of confidence in the supporting charge infrastructure remains relatively high. Nevertheless, evidence shows that traditional fossil fuel drivers are now at least considering an EV for their next purchase, demonstrating a slight swing in public perception.

The uncertainty

The biggest hurdle motorists have to overcome surrounds the notional 'range anxiety', which in actual fact is nothing more than 'charger anxiety'. The inability to complete a journey without running low or out of energy is a common misconception among EV drivers, due to a potential lack of operational charging facilities en route. In reality, most daily trips are ten miles or less and the likelihood of needing a recharge during their journey is very slim. In addition, the latest range of EVs boasts a mileage range similar to that of equivalent petrol models, when coupled with rapid charging speeds and reduced charging times, EVs are fast becoming a very attractive proposition.

The solution

To address these concerns, there are already schemes in progress such as 'on the go' charging, an economical subscription-based programme that is providing EV drivers access to thousands of public chargers in convenient locations. Additionally, EV chargers are now popping up in numerous different public and semi-public places, such as shopping centres,

Wireless charging

gymnasiums, car parks, hotels and restaurants – this is typically referred to as 'destination charging'. Whilst there is still a shortage of workplace chargers, employers now recognise that offering charging facilities to their EV-driving employees is a valuable tool for attracting and retaining staff.

The total cost of ownership (TCO)

Electric cars are often more expensive to buy than their petrol and diesel-engine counterparts, and many cost more to insure. However, the total cost of ownership comprises far more elements than the initial outlay. It is important to consider mileage costs, road tax and the service/maintenance charges.

On average, the cost per electric mile is one third of unleaded petrol, however, recently the exorbitant rise in fuel cost has seen that figure drop to one fifth – meaning every mile covered in a petrol vehicle will cost five times more than an EV. It is worth noting that purchasing EV energy via a monthly subscription plan is far more cost-effective than adopting a pay-as-you-go approach.

As with fuel, so it is with servicing. Electric vehicles generally work out much cheaper to service and maintain than equivalent traditional models, largely because they have fewer moving components and parts prone to wear.

Currently, fully electric cars are 'zero-rated' for road tax, whereas combustion engine cars are taxed in line with their emissions and range from £165 to over £600, depending on the grams per kilometre of CO2 produced.

As car buyers become increasingly aware of the time limit on internal combustion engines, the depreciation of these vehicles is gathering pace. Meanwhile, EVs are gaining traction in the marketplace and their residual values are growing stronger by the day, making them a far more lucrative investment.

Taking everything into account, it is easy to see that the EV is a clear winner in the TCO stakes and should be forgiven for its higher purchase price, as over the EV's lifetime there are generous savings to be made.

Looking to the future

The global EV market share has taken a tremendous leap forward in the past decade, and this trend is expected to gather pace as world leaders strive to achieve net zero.

The current EV charging infrastructure is being stretched to capacity to keep abreast of this growth, however, new technological developments are furthering the evolution of the UK's charging facilities in a very 'electrifying' way.

Wireless charging

Wireless car charging works in a similar way to the wireless smartphone charger, only on a much bigger scale. In both cases, the technology required is called inductive charging.

Whilst wireless EV charging is still in its infancy, it is already being piloted in car parks, along bus routes and on taxi ranks across the UK, and the results so far have been very promising.

To carry out this trial, wireless charging pads were strategically installed in recognised stopping places of a wide-ranging sample of EVs, and the corresponding wireless charging kit was fitted to the vehicles to ensure compatibility. The vehicles need to be parked in such a way that both the transmitter and receiver are in alignment before charging can begin.

The energy is then seamlessly transferred through an air gap from the charger to the car.

If this preliminary investigation into the viability of wireless EV charging goes to plan, it is feasible that wireless chargers will be installed into roads and car parks across the land, and the worry of finding the next functional charge point will become a thing of the past.

Driverless cars

Autonomous Electric Vehicles (A-EVs) rely on artificial intelligence to operate with varying degrees of human input. By computing billions of data points each second from an array of sensors, cameras and radar systems, A-EVs can effectively 'see' the road and respond to changing conditions or navigate obstacles. Tesla has recently taken this technology to a whole new level, but will electric vehicles ever become truly autonomous? The answer is a resounding yes – with new technologies being developed at an exponential rate, it is simply a case of 'watch this space'.

Battery swap

Chinese car manufacturer Nio has introduced a very successful 'battery swap' scheme to eliminate lengthy recharge waiting times. In simple terms, car buyers purchase an electric vehicle without a battery, reducing the retail price by thousands of pounds; consequently addressing the higher-price pain point of EVs. Customers then pay a monthly subscription fee for the battery which includes several 'swaps'.

Instead of plugging in to recharge the battery, motorists simply drive to the nearest Power Swap station and the battery is exchanged for a fully charged power pack. The whole process takes between three and five minutes.

This game-changing subscription model is not in the UK as yet but is surely a scheme that warrants serious consideration from other major car manufacturers wanting to make their mark on the EV scene.

Supercapacitors

A supercapacitor, like a battery, is designed to store and release electricity. But rather than storing energy in the form of chemicals, supercapacitors store electricity in a static state, making them far more efficient at rapid charging and discharging energy.

Supercapacitors already exist in cars with regenerative braking systems, thanks to their greater power density than lithium-ion batteries. They store the energy generated whilst braking and then discharge it rapidly upon acceleration.

Fast charger installation

But is it realistic to believe that the EVs of the future will be powered by supercapacitors, charging from zero to full in a split second? At the moment it is simply a pipedream, but who knows what the future holds, it will be here sooner than we think.

EV Hubs

EV charging hubs are public stations solely dedicated to electric car charging and will benefit the local communities, businesses, commuters and visitors to the area. The concept was derived to provide the ultimate consumer experience to EV drivers who are looking for a fast charge, comfortable surroundings, in a convenient location with ample refreshment and shopping facilities. There are currently only a handful of EV hubs across the UK, however, these sites are forming a template for forecourts of the future.

Alternatives

Hydrogen

In the short term, hydrogen is not regarded as a pragmatic opponent to electricity when it comes to everyday cars and vans, as the technology behind it lacks maturity. However, hydrogen prevails over electricity in the haulage industry and public transport sectors such as trains and buses, as it offers a far greater range with much shorter refuel times.

The foremost challenge for the hydrogen economy is finding a viable solution to the problem of storage. At present, hydrogen can be stored as either a compressed gas in high-pressure tanks or as a liquid at -253°C in cryogenic tanks. Both of these methods are considerably more expensive than conventional storage systems for petroleum products.

TSG leads the way

Undoubtedly, electricity is currently blazing a trail in the alternative energies race, and as adoption grows and technology develops, it will become the obvious choice for forward-thinking motorists and businesses alike.

Whatever the future holds, TSG has the expertise to provide a complete end-to-end turnkey solution, from site survey, design, consultancy and distribution network operator (DNO) connections.

TSG's UK Director of Electric Business, Michael Mounteney commented "TSG is best placed to deliver the electrical infrastructure to support the EV revolution, by being recognised as the UK's first choice engineering, construction and procurement (ECP) contractor, regardless of the technology behind it."

As part of its future growth strategy, TSG is investing in people, systems, technology and processes. TSG is currently holding a nationwide recruitment drive, seeking talented electrical managers and engineers, as well as opening a new TSG Charge head office in the Milton Keynes area.

For more information about TSG and the positions available, visit: https://www.tsg-solutions.com/uk/

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AS SEEN AT TOUT'S

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Optimize your entire fueling system with Dover Fueling Solutions

Managing all aspects of a fuel business can be a difficult job, fraught with challenges. At Dover Fueling Solutions (DFS), we've designed our wetstock product and solutions portfolio to offer enhanced site optimization capabilities to fuel retail businesses, in order to help make their day-to-day operations smoother and more profitable.

Fuel retail markets across the globe have been taking advantage of efficient, third-party fuel management services for many years, replacing the traditional, manual processes that once were standard. Over the last 20 years, the fuel retail industry has become more technologically advanced, and retailers now have access to a vast array of wetstock management and tank gauging products and services. These products and services alert retailers if they are losing fuel, help pinpoint the source and exact location of the loss, and also provide valuable insights into many other aspects of running a fuel business, such as: the extent of which fuel deliveries are accurate, how best to optimise fuel stations to increase sales and throughput and improve logistics and financial reconciliation.

Wetstock management can easily help fuel business owners mitigate risk with real-time visibility and insights, because when it comes to selling fuel, every penny counts. With tight margins, instances of fuel loss can significantly impact profits, the longer they are left unnoticed. The problem? Most fuel site owners don't know when or where fuel losses are occurring and are therefore unable to address the issue.

A comprehensive solution

DFS believes having good data and visibility on volumetric data is no longer sufficient and does not proactively help the retailer control and maximise their business potential – quite simply, the future of wetstock management goes way beyond data reconciliation. What fuel retailers need are tools, information, guidance and advice regarding when to order new fuel stock, the ability to assess the status of their inventory underground and gain insights into possible problems that need attention. For maximum efficiency, all these elements should come together in one, easy-to-use and comprehensive solution, enabling retailers to do everything they need to maintain best practice without spending valuable time and resources on analytics, data-crunching or problem-solving. DFS has created an extensive fuel system optimization package that provides the help and support fuel retailers need to do exactly that.

With wetstock management from DFS, retailers can pick and choose the elements and functionality they need to successfully run their business. The whole process starts with DX Wetstock™, a solution that focusses on enhanced, real-time wetstock monitoring and in-depth loss analysis, followed by compliance and asset management – an element related to wetstock monitoring that is business-critical but not always as visible. Retailers need to comply to with all sorts of rules and regulations, while making sure their equipment is up to standard, fully certified and controlled, which can be time consuming and complex. With wetstock management from DFS, compliance and asset management is embedded, as it is incredibly beneficial to the overall performance and management of a fuel station. To ensure the availability of such useful services, DFS has partnered with Techniche, allowing it to provide best-in-class compliance and asset management tools to the fuel retail industry.

With wetstock management from DFS, retailers can pick and choose the elements and functionality they need to successfully run their business.

Wetstock management package

All of these elements; wetstock management and compliance and asset management, come together in the DFS wetstock management package. Retailers can now locate and diagnose instances of fuel loss quickly with DX Wetstock; and minimise site and equipment downtime and maintain compliance of their key assets with DFS Compliance Manager and DFS Asset Manager.

With the ability to help any size of fuel station, this package is simple to set-up and use and it can help any size of fuel station. DFS has the power to transform your entire fuel retail network through connected solutions that bring you enhanced site optimisation. Are you interested? Let's get connected!

www.info.doverfuelingsolutions.com/optimization

Not having EDGE, can leave gaps in your fuel pricing KNOWL _ _ _ _

Beat market volatility with real-time weighted and blended margin.

EDGEPetrol

edgepetrol.com

How Greenergy and EdgePetrol are empowering fuel retailers with data-led decisions

Managing a business through challenging market conditions is difficult in any sector, and fuel retail is no exception. The uncertainty of the last couple of years has placed increasing pressure on fuel retailers' business models, making it difficult to maintain a consistent margin, which in turn has a knock-on effect on volumes.

This is breaking the old ways of pricing fuel. Benchmarking the competition and waiting until the end of the day, week and month for volume, margin and profit data is not enough. Adaptive, timely and informed decision making is helping retailers extract value and drive growth.

This new approach to pricing isn't just being driven by volume and margin data. While sustaining volume and margin targets is critical as these impact fuel profit and shop sales, fuel cards can also have a huge impact on profitability. Many retailers report 'bill shock' when fuel card bills are higher than expected. This highlights the need for a more diligent approach to pricing strategy.

The problem with fuel cards

This was the challenge facing Greenergy-supplied retailer Shan's Group. They couldn't see the effect fuel cards were having on their margin until the end of the month; an issue stopping many fuel retailers from making optimal pricing decisions quickly enough to be impactful.

The percentages of volume paid for by fuel cards has also been volatile since the start of the pandemic. In order to price for the desired margin without waiting until month end (and looking back in regret), Shan's started making use of EdgePetrol's net margin solution.

EdgePetrol uses weighted and blended margins to display the true cost of fuel in the tanks at any given moment.

Net margin accounts for fuel card fees in real time. Not only are Edge users able to see how much of their volume is being taken up by fuel cards, they can also view the real impact this has on their gross margin and overall fuel profitability today.

Through working closely with his dedicated EdgePetrol Customer Success Manager, Nemal (owner of Shan's Group) realised he was making less on diesel than he originally thought due to high fuel card volumes. This insight prompted him to make the right pricing changes to receive a more desirable, stable margin.

Pricing with confidence

Using EdgePetrol to monitor the new approach, Nemal saw a minimal impact on retail volume which enabled him to maintain the new pricing strategy with confidence. This resulted in a 9% increase in profit from diesel over the thirty day period. This a decision that could only have been made with the right data at his fingertips.

Timely access to the right information is vital for dealers in times of uncertainty, as it helps them to make well informed, data-backed decisions for their stations. This is why Greenergy has included EdgePetrol in their branded retail offer for both new customers and renewals who can use the app at no extra cost, giving them real time information and data to help drive decisions.

EdgePetrol uses weighted and blended margins to display the true cost of fuel in the tanks at any given moment. Because of this, Greenergy dealers manage cost price volatility without wondering what could have been when month-end accounts come in.

Fuel retail is changing, but with real time data, you will be able to make better data-led decisions for your business.

To find out more please contact your Greenergy Territory Manager or reach out to EdgePetrol at hello@edgepetrol.com

GRIDSERVE opens new Electric Forecourt® in Norwich

The first 'Compact' Electric Forecourt® opens as part of GRIDSERVE's £1 billion UK-wide investment into electric vehicle charging infrastructure.

The Norwich Electric Forecourt® is one of the most advanced electric vehicle charging facilities in the world.

This first of its kind EV experience facility, delivers the latest charging technology, supplied by 100% renewable energy, and helps to pave the way for mass EV adoption.

The new Electric Forecourt® is one of the most advanced EV charging facilities in the world, hosting 36 EV chargers, (including 22x high-power chargers with up to 350kW of power). These are the fastest chargers commercially available today, capable of adding up to 100 miles of range in only five minutes.

The Norwich site forms part of GRIDSERVE's £1 billion UK-wide investment being rolled out into its charging infrastructure network.

Doubling capacity

This site more than doubles the number of high-powered chargers in the region, providing essential charging infrastructure that delivers drivers the confidence to go electric. Norwich and the wider East of England region currently have comparatively low EV charger coverage compared to other regions in the UK; hosting just 29 chargers per 100,000 people compared to the UK average of 42 per 100,000 people.

The immediate 10km radius area also has over 40,000 households with no access to off-street parking to accommodate home charging. The result is that currently EVs only account for 1% of cars on the road in the Norwich area. In addition to this, Norwich received government funding to assess the viability of a zero-emission zone in the city in a bid to cut air pollution from the city centre. If the plan goes ahead, all petrol and diesel vehicles could be banned from the city, making emission free electric vehicles essential.

Ideal for businesses

The Norwich Electric Forecourt® also provides a great solution for drivers looking to switch to an EV who don't have the ability to charge at home, and for local businesses in the area looking to switch their fleets to electric.

The Norwich site more than doubles the number of high-powered chargers in the region, providing essential charging infrastructure that delivers drivers the confidence to go electric.

GRIDSERVE Electric Forecourts® have also been demonstrated to increase electric vehicle uptake in surrounding areas. Since the company opened the world's first Electric Forecourt® in Braintree, Essex in 2020, the district has seen a significant uptake in EV registrations, growing by 82% – more than double the UK's average.

More than just great charging, Norwich Electric Forecourt® is an EV experience destination, where visitors without electric cars can find out more about them, and chat with impartial EV Gurus about charging or vehicle leasing options, whilst enjoying well-known brands including Costa Coffee, M&S Food, and WHSmith, along with super-fast WIFI and bookable meeting pods.In the coming weeks, visitors will also be able to test drive the latest in electric cars from the biggest brands, all in one place thanks to GRIDSERVE Car Leasing. To celebrate the launch of Norwich Electric Forecourt®, GRIDSERVE is also now offering 1000 miles of free charging for every car they lease until the end of June (terms and conditions apply).

Toddington Harper, CEO of GRIDSERVE said:

"This decade is crucial for climate action and it's vital that we deliver the solutions that will move the needle on climate change. The widespread transition to electric vehicles, powered by sustainable energy, is a key part of what's needed.

"Giving drivers the confidence to switch to an electric vehicle and enabling a widespread transition away from fossil fuel vehicles is a central aim of our Electric Forecourts®. That's why we have put the consumer at the heart of our design, with our Electric Forecourts® serving the needs of local communities in their transition to electric vehicles."

If you know, you know.

Over 60 years, we've known a few names. We've installed over 50,000 machines. We've expanded into more than 20 countries. We're confident you've heard of us, even if you don't know it.

In our experience, the best-kept secret of top forecourt managers across the UK is compounding value. Value for a site owner's money, and value for their customer's time. They know that working with ME Group isn't like working with other solution providers, because unlike most we understand that principle.

Our array of automated vending innovations work together, always, with top-notch service support, utilising modern marketing practices, to increase interest in your forecourt. Get to know us. **Enquire about our vending suites today.**

ME Group

Making Easy

Since 1962

Find out how to compound value for your forecourt. Learn about our vending suite at www.megroup.uk/forecourts

ME GROUP 60 YEARS ANNIVERSARY

The revolution revving up footfall for forecourts

They call him 'Mr. Revolution'. He's earned the title after six years of selling the external laundry units to forecourt managers across the UK. It started in Scotland, when Robert Mortimer caught onto the potential of Revolution Laundry machines.

"I saw how well they were all doing," says Mortimer. "I really had to give it a go. I sat down with a few forecourts and said 'look, these have got potential - if you put them in you'll see what they can do". Six years later, he hasn't looked back.

The future of Forecourts

The issue, Mortimer posits, is that not enough forecourt managers are thinking about the future of forecourts. Some assume that big name brand supermarkets are sure to suck up all the air and dominate local convenience and amenities. The way Robert pictures it, forecourts are missing out on a piece of the pie.

"Just look at Japan and the whole of Asia," he says; "they're way ahead of us. They've got a 7Eleven or something like it on every street corner and they're able to sustain that because of automated vending." Robert isn't wrong either. CBS news reported that "a low crime rate and a craving for convenience have made Japan a Mecca for automated self-service."

According to Statista, the number of vending machines in Japan exceeded 4.8 million in 2018. That's around 1 vending machine to every 25 people in Japan.

"You've got to take notes," Robert urges. "They're making those petrol stations and forecourts gathering places. You can get everything in there, a coffee, a slush, get a bit of lunch and do some washing. That's the next step for us in the UK."

Robert admits he wasn't always gung-ho about external laundry machines, but time has changed his mind. "I wasn't sure it would work here but now, we've got a fair few machines doing upwards of 40k a year - but that's not what I sell it on. It's the footfall. A machine doing 40k? That's five thousand washes a year - that's 5,000 more visits to a forecourt, and a lot of the time it's repeat customers too. They're gonna make a habit of spending in-store while they're waiting for their washing."

Find out how to compound value for your forecourt. Learn about our vending suite at www.megroup.uk/forecourts

ME | GROUP UK

Revolution Laundry surpasses 600 units nationwide

So what exactly is a Revolution Laundry unit? With over 600 units already installed nationwide, Robert assures it's the best time to find out. "You're benefiting from the brand awareness that's already growing, but it's still early enough to get in on it. We're big on maintaing site integrity, so we would never want to do installs closer than two miles apart. Within a few years we could be at market saturation. By then, if your forecourt is missing one of these, I guarantee people are gonna notice. The revolution is here - you really do have to get on it before it's too late."

The benefits of a Revolution External Laundry unit

- Income generated from dead space at your Forecourt
- Increased footfall at your site and new repeat customers
- Highly secured laundry machine with contactless payment
- 9KG washer, 20KG washer and 20KG dryer in one unit
- Fully managed unit at no additional cost
- Machine maintained and refilled by trained engineer

Ready to go

Forecourts need only 2 car park spaces, access to a foul drain and 3 phase power to get a Revolution unit on-site. Installs take less than 24 hours, and customers can begin using the machine for their laundry immediately.

Join the Revolution. Contact your local BDM.

We work with site owners to position our machines in opportune locations, avoiding overcrowding while boosting awareness through our network of units.

Does your site have potential? Email pmi.revolutionbdm@photo-me.com today.

REVOLUTION LAUNDRY

THE WASHING REVOLUTION IS HERE

OVER 600 IN THE UK

ONE OF A KIND IN THE UK. THE EXTERNAL LAUNDERETTE SYSTEM ESSENTIAL TO THE FUTURE OF FORECOURTS.

100's of partners trust us with their sites. Our machines can be seen across the UK in sites such as Morrison's, Moto service and Texaco petrol.

- Secure washing machines
- Contactless payment
- Text alerts at the end of wash cycle
- Eco-friendly detergent
- Maintenance included

INCREASE INCREASE FOOTFALL by advertising the facilities in your community. We offer site partners support through Point of Sale collateral and more.

REPEAT ENCOURAGE CUSTOMER LOYALTY and repeat visits thanks to a proven concept. Laundry is a necessity, making visits to your site inevitable.

COLLECT GENERATE INCOME from a service that runs itself. Your commission could contribute to the overhead costs of your site.

FULLY MANAGED
We take care of everything. We provide weekly servicing, inclusive of detergent refills, maintenance and cleaning of the machine.

NO INVESTMENT
Providing you are eligible for a Revolution Laundry system, we do all the work. We invest £40k - £60k to install our machine at your site.

COMMISSION
You earn a commission from every transaction. No secret costs. No hidden fees. We pay for the machine and the install, you pay for utilities.

FIND OUT MORE AT WWW.MEGROUP.UK/CAMPAIGN/B2BREVOLUTION

The Devil is in the detail

Would you benefit from a free insurance policy healthcheck?

Is your forecourt adequately Insured?

PEIMF member, Jackaman Insurance Services offer a specialist, professional service and are specialists in placing Forecourt Insurances including Property Damage covers.

Its vastly experienced principal – Peter Jackaman – offers a free policy healthcheck. This is a 'no-cost' opportunity for you to make sure you're fully, adequately covered.

"We have many available Insurers at our fingertips to ensure that the best and widest policy is tailored to our clients' individual needs. This could Include associated motor fleet and Motor Trade extensions to standard covers."

Do you have Contamination Liability cover as standard?

We have seen a lot of Insurance Polices exclude damage to Third Party vehicles following contamination to your fuel stock following ingress of water or foreign bodies. This could be an expensive liability which is why some Insurers will exclude it

Do you have cover for Denial of Access or Failure of Electricity?

Have you had a failure of electricity or your Local Authority dig up the road and prevent access to your premises - resulting in loss of business? Some policies will not naturally extend to cover for these eventualities.

Are there exclusions sitting in your policy you are not aware of?

We have lost count of the amount of policies we have checked for prospective clients, which have exclusions and restrictive conditions which could result in Insurers declining to deal with a claim.

Peter started his insurance career in 1981 at Lloyds of London, on an underwriting syndicate. He then switched to Insurance Broking, concentrating on negotiating heavy Insurance contracts in both the Lloyds and London Insurance markets; arranging business on behalf of regional Insurance Brokers, who were not able to place "difficult" or high risk" business with their local Insurers. Such business included Heavy Contractors, entertainment and leisure, heavy motor fleets, petrochemical and related business etc..

In 1997, he decided to leave the City and use his expertise to negotiate contracts direct with the Policyholders themselves, rather than with their Brokers. This allowed him to have a better understanding of his clients' needs and tailor contracts especially for them, whilst retaining his London market insurer contacts.

Industry specialist

Jackaman Insurance Services is a recognised Forecourt Broker, working closely with petroleum experts, including the PRA and PEIMF. They pride themselves in their ability to provide bespoke products for their clients and can offer a varied spectrum of covers. They have a panel of insurers willing to participate and welcome any enquirer.

Peter comments:

"We have come across many insurance contracts, which do not include the widest cover available, and with exclusions or cover restrictions which the Policyholder may not be aware of, so we are pleased to offer our "Free policy healthcheck" to anybody who would like to use it"

It costs you nothing and will really be worth it.

www.jackamaninsurance.co.uk

Free Policy healthcheck

We offer all Forecourt owners a "no obligation" free policy health check. Just send it in to **sales@jackamaninsurance.co.uk** or click the "petrochem" button on our website **www.jackamaninsurance.co.uk** and complete the easy contact form and we will contact you.

Otherwise, please contact one of our team on **01474 557427**

Environmental Liability

An Environmental Liability policy can include cover for:

- Loss arising from pollution conditions
- Own site clean-up costs
- Off site clean-up costs
- Biodiversity damage
- Third party bodily injury on/off-site
- Third party property damage on/off-site
- Defence & assessment costs
- Emergency response costs
- Mitigation expenses
- Environmental crisis containment

Specialist insurance

Jackaman Ins Services Ltd

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Jackaman Ins Services Ltd provides versatile and specialist insurance products for most commercial clients

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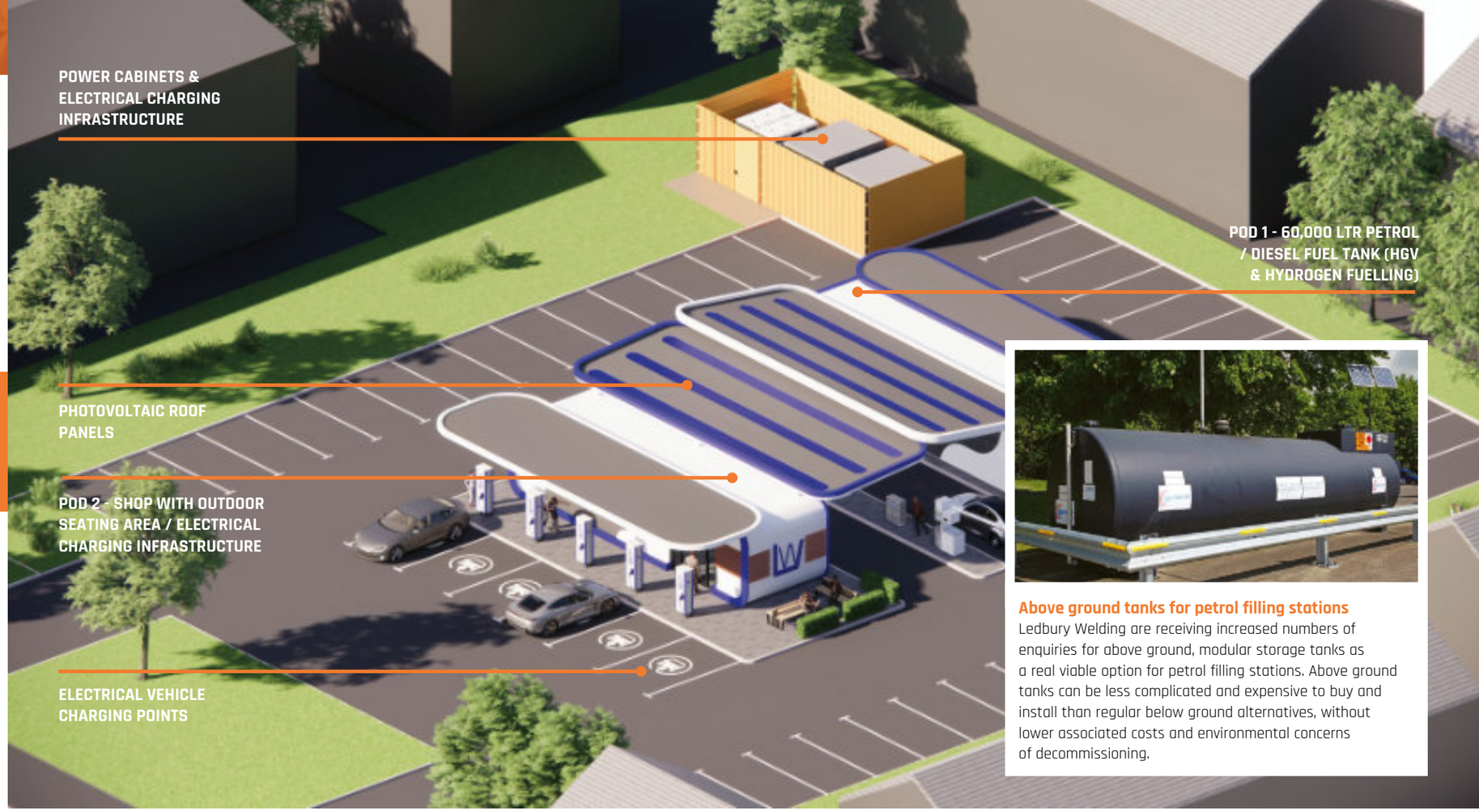
Petroleum sales declining: New fuels growth

Introducing VEHESTA the VEHicle Energy STAtion of the future

LWE believe that the VEHESTA can bridge that gap between the present and the future, in a way which maintains your customers' need to obtain fuel/energy to power their vehicle, whilst going about their daily life.



Above ground tanks for petrol filling stations
Ledbury Welding are receiving increased numbers of enquiries for above ground, modular storage tanks as a real viable option for petrol filling stations. Above ground tanks can be less complicated and expensive to buy and install than regular below ground alternatives, without lower associated costs and environmental concerns of decommissioning.

Ledbury Welding & Engineering Ltd (LWE) are the leading manufacturer of above ground petrol storage tanks in the UK. The SuperVault is their flagship product, with this vessel providing the storage element of their modular filling stations.

The format of a standard petrol filling station (PFS) has developed significantly over the years; however, in terms of liquid storage, the reliance of below ground tanks to hold the fuel has largely remained the same.

LWE have pioneered the alternative concept of Modular Filling Stations. However, with the road to 2030, LWE felt that this needed rebranding and developing. As a result, they are pleased to introduce the VEHESTA : VEHicle Energy STAtion.

Uncertainty

The reasons for, as well as the principle causes of, climate change can be debated at great length. However, the net effect of the need for action to halt its progress is going to have a dramatic effect on the petroleum industry as we know it. The development of vehicles powered with alternative fuels is a direct result of the UK Government's policy to ban the sale of new petrol and diesel powered vehicles by 2030.

We believe the VEHESTA provides the flexibility to aid the creation of energy stations, which cover the needs of the alternative fuels sector; as well as the development of new methods of vehicle propulsion. It is essential for the long-term future of our industry firstly, that we survive these changes, and then continue on to prosper, as the motor industry follows government policy by delivering new production models for the mass market.

VEHESTA for the future

Looking at the future of the industry, are we able to confidently predict that the current blueprint for PFS design will meet the needs of customers in the medium to long term?

Continuing to follow the existing model may result in fixed, inflexible installations; where the cost of change or decommissioning may not be in 30+ years, but in the region of 15 years or even less. Should this be the case, then the solution is a design that not only meets the needs of today's marketplace, but also has the flexibility to change, adapt and incorporate the needs of vehicle propulsion and energy in the future.

Having considered this, the VEHicle Energy STAtion of the future may well change significantly, and there will be a need to provide flexible, adaptable and cost-effective solutions.

The VEHESTA is an above ground solution. Its location can be moved and it remains an asset to the owner and has the flexibility to incorporate whatever changes are needed for the energy station to remain viable. LWE are developing new designs and configuration; which will initially cater for large bulk fuel storage. But as volumes gradually decline, this capacity may be adapted to encapsulate alternatives.

The principle is a POD design, which can be adapted to cover the need to keep specific separation distances between hazardous zones. These designs also allow the inclusion of a kiosk/shop within the structure but, as always, maintaining the principle of covered multiple fuelling lanes; to ensure a pleasant customer experience.

LWE believe that the VEHESTA can bridge that gap between the present and the future, in a way which maintains your customers' need to obtain fuel/energy to power their vehicle, whilst going about their daily life. As human beings, we are creatures of habit, so a solution that delivers on both the technical and operational requirements, but also has the flexibility to be that "Go To" place to for your vehicle energy may well be the station of the future.

VEHESTA delivers on the following:

- Flexible for future vehicle energy needs, as driven by environmental change.
- Proven design that delivers the requirements for a modern fuelling station.
- The ability to integrate future alternative fuels and technology; cost effectively.
- The alternative solution that maintains asset value through whole life cycle.
- Allows the incorporation of a shop/kiosk, within one of the pods.

For further information on the VEHESTA or for above ground fuel storage tanks, contact Ledbury Welding Ltd
Tel: 01531 632222 • www.lweltd.co.uk

Tank lining specialists

JSM Developments have 40 years' experience in the fuel industry and cover all areas of the UK and Europe. Here they share their expertise with us.

What do we do?

We conduct maintenance repairs to a high standard, with fair and competitive pricing. All our staff are fully qualified engineers – SPA passport, BA, confined space / first aid and risk assessment awareness trained.

We are APEA accredited, TUVNORD approved and work to BSI standards

Why re-line tanks?

There are numerous tanks and sites that are subject to 'old age / end of life.' We believe that using our Rafibra system will provide these sites with the best solution to a longer-use expectancy; this means that the costly solution of replacing tanks is no longer always necessary.

We went into partnership with Rafibra, as we believe that they have the best system in the world. We wanted to conquer the UK & Ireland and give the fuel industry the best sustainable product, providing longevity and world class warranties.

Over the last 2 years since our partnership began, we have installed multiple 4-layer double skin systems without any problems. Almost unbelievably, we have not had to enter or inspect the works on any of the tanks that have had work completed on them.

We can guarantee, with our world class leading warranties, that tank inspections will not be required until one year before the warranty expiration date.

Partnership with Rafibra ES - Leaders since 1987

Rafibra began its operations in 1987, founded by the Martínez Navarrete brothers and is currently the leader in the sector of the integral maintenance and repair of atmospheric tanks.

The constant evolution and innovation in our services and products has enabled us to expand both nationally and internationally, managing to penetrate the European, Asian and American markets.

We have the best professionals in the sector, with a highly qualified team dedicated to the exhaustive monitoring of the services provided to our customers.

Rafibra 2

Recommended options

Option One

'Simple Wall' – This is a 3- Layer system without interstitial space.

This comes with upto a 15 year warranty, certification and NDT Report.

Option Two

'Double Skin '- This is a 4 Layer system with additional 3D Fabric, Interstitial space and class 1 leak detection system.

This comes with a 20 Year warranty, full certification, NDT Report, 24/7 Tank Monitoring with a longevity of 70 Years.

On both systems we prepare tanks to EEMUA159 and fully ultra sonic test to prove serviceable.

Manhole covers

- Fully watertight: preventing liquids, gases and odours from leaking.
- Easily installed, anti-theft security lock, resistant to corrosion.
- No noise emitted, no vibrations and slip-resistant.

Additional tank services

Water retention valve

- **Water retention valves**

Rafibra water retention valves are efficient and economical – and maintenance free. They are easy to install and prevent water from infiltrating the fuel tank.

- **Overfill prevention**

The Rafibra system has easy installation, prevents splillages and protects the environment. The system has both audio and visual alarms.

- **Tank cleaning**
- **Dewatering**
- **Remote cleaning**
- **Installation**
- **Decommissioning**
- **Gauge installation and repair**
- **Manhole covers**
- **Leak detection systems**

Single to double wall tank

Intended for:

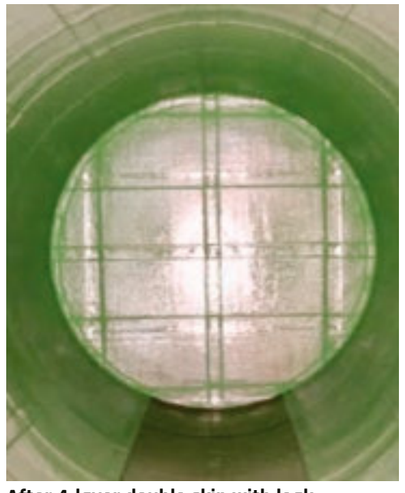
- Buried fuel tanks
- Repairing old tanks
- Tanks with horizontal and vertical access

Advantages:

- Ground water exclusion
- Fuel protection
- Hardening of original tank
- Pollution avoidance
- Cheaper than replacement
- No site closure

Before lining process - tank installed in 1984

During lining process


After 4-layer double skin with leak detection works completed

Who are we at JSM Developments Ltd?

We are a family run business established in 2008, based In East Yorkshire.

Sean Stanhope - Director
Jackie Stanhope – Finance Director
Jack Stanhope – Director & Head of Operations
Rachelle Musto (our daughter) – Company Secretary

You can contact us on:
Tel: 01377 259374 or 01377 250669
info@jsmdevelopments.com
www.jsmdevelopments.com

JSM DEVELOPMENTS LTD
INFO@JSMDEVELOPMENTS.COM
TANK LINING SPECIALISTS

Ready for a new lease of life?

Add a new lease for life to your forecourt with Essars Fresh look branding, complete with vibrant led lights and signature curved pole sign your site will stand out from the rest. Did you know Essar are also looking to expand our footprint of forecourt locations and are looking to acquire forecourts? Why not get in touch today!

For more information about joining our expanding network, contact us at
T: 0151 350 4003 | retail@essaroil.co.uk | www.essaroil.co.uk

Supporting independent dealerships

Benefit from our market leading offer that combines reliable fuel supply with best in class customer service, a choice of brands, and a range of support services to keep your forecourt running smoothly.

Now with EDGEPetrol

To find out more contact our local Territory Managers.

020 7404 7700

greenergy.com/independent-retailers

Esso | inver | Greenergy

Great brands. Great price. Great service.

Reliable fuel supply helping keep forecourts running

From unprecedented shifts in demand to never-before seen nationwide supply disruptions, the last two years have demonstrated the importance of reliability for independent retailers.

As an established supplier of road fuels, Greenergy's growth has come from providing customers with reliable fuel supply from its 25 supply locations across the UK and its in-house haulage company, Greenergy Flexigrid.

Even in situations of extreme shifts in demand, Greenergy is ready to respond; leveraging its end-to-end control of the supply chain from its lift and owned import locations to customer sites. With its own scheduling, resourcing, customer service teams, and a fuel distribution fleet with over 170 dedicated Flexigrid trucks and supported by more than 600 drivers, the company ensures continued supply of petrol and diesel.

In a competitive market, Greenergy has also recently enhanced its retail offer by teaming up with EdgePetrol.

Supply resilience

Commenting on the company's priorities, Caroline Lumbard, Greenergy's UK Trading Director, said;

"Our integrated business model means we are straightforward when it comes to providing supply resilience. Our customers always come first, so we focus on finding solutions through any market challenges to secure supply,"

For independent retailers, Greenergy's unique fuel offering also includes a choice of brands – the well-known Esso brand and the Inver brand, both backed by:

- Greenergy's nationwide fuel supply footprint;
- A choice of support services to suit independent dealers' needs to keep forecourts running smoothly;
- 24/7 UK-based customer service support; and
- A team of experienced Territory Managers on-hand to help and provide advice.

In a competitive market, Greenergy has also recently enhanced its retail offer by teaming up with EdgePetrol to give its dealers access to retail fuel pricing software for the term of their contract at no extra cost. This enables dealers to increase margins and optimise their profits all at the click of a button.

Increase margins and profits

Caroline said;

"As the first company in the UK to incorporate EdgePetrol's technology into our branded retail offering, we are supporting our dealers to grow their businesses with more informed pricing decisions by turning information into actionable insight, which has never been more important."

Gideon Carroll, EdgePetrol's CEO, added;

"By providing retailers with real-time fuel pricing data, we are helping them to make better decisions for their sites. Partnering with Greenergy means we are helping retailers across the UK evolve their businesses."

Customer Don Godfrey, who operates the Seafront Garage in Fishguard, South Wales, commented:

"We no longer need to use any of our old manual processes, which is not only saving us time but also enabling us to make price movements much more quickly."

With EdgePetrol, Greenergy is equipping its retailers with the more tools to tackle industry-wide challenges and keep their forecourts running.

www.greenergy.com

MURCO

*A **motor fuel group** brand*

Great Look, Great Prices, Great Package...

Behind Murco's striking brand image is one of the most flexible and competitive fuel supply deals available and more and more dealers are benefiting from switching to Murco.

Join Murco for:

- Great prices
- Multiple deal types:
  Platts, guaranteed margin or price-matching
- Reliable fuel supply and deliveries
- Flexible load sizes
- Capital investment
- Industry leading card support with Suresite
- Advantageous credit terms
- Optimum premium fuel grades
- Expert advice and support

In addition, Murco dealers get preferential access to the following added value benefits:

- Forecourt equipment suppliers
- H&S specialists
- Shop suppliers
- Forecourt and shop design specialists

To find out more about what Murco can do for you, call **01727 898890** or email **murcodealers@motorfuelgroup.com**

Motor Fuel Limited
Gladstone Place 36-38 Upper Marlborough Place St Albans Hertfordshire AL1 3UU
Tel: 01727 898890 Email: info@motorfuelgroup.com
Web: www.murco.co.uk and www.motorfuelgroup.com

MURCO

*A **motor fuel group** brand*

Smartflex multifunctional welding machine offers 3 step safety process for a risk free and long-lasting installation

Smartflex is a single and double wall fuel pipework brand by Nupi Industrie Italiane S.p.A.

This company, which started as a family business, now has 6 factories and several warehouses around the world, including one here in the UK and celebrates its 50th anniversary this year.

The success of the company is owed to a constant focus on quality and improving on its products and installation methods.

Nupi makes pipes, fittings, sumps, manhole covers, welding machines and tools; all in-house to ensure full quality control.

The Smartflex multifunctional welding machine is the only one of its kind in the service station sector, and offers a **3 step control of the installation: before, during and after the installation.**

1. Before: only certified installers can operate the welding machine.
The welding unit simply won't operate unless the installer has a certified welding card issued by a Nupi certified instructor. The training is simple and all the certified installers are registered on Nupi's website.

2. During: the welding unit performs several tests during the welding process:
It measures outside temperature via a built-in thermostat and automatically adjusts the welding time accordingly. When dealing with plastic materials, temperature is important and needs to be taken into an account to ensure a strong, leak proof joint.

The welding unit does this job automatically, which saves time for the installer.

It works with a bar code system. All fittings have barcodes on them with fitting information (type and dimension) and welding parameters (voltage, and time). By scanning the barcode, the machine automatically sends the info to the machine and the electrofusion process can start.

In case of a problem, the machine will stop and report a problem on its display. This tells the installer what the problem is and how to fix it. By doing that, a potential problem is discovered instantly before the pipe is buried.

Control Parameter (Fitting Electrical Resistance) – makes it impossible to make mistake; scanning one fitting and welding, as the fitting resistance is different for each type. **This is very important safety feature that really improves on the quality of the installation.**

In addition the fitting bar code contains these 2 quality features:

a) Raw Material type and batch number, production facility - enables Nupi to track each fitting back to manufacturing facility, thus constantly controlling the quality

b) Traceability code: an additional option that works with a GPS unit, to enable locating of the fittings, once they are buried in the ground

3. After installation: welding and pressure test report
The SMARTFLEX welding unit is the only one in the forecourt market that offers the full welding and pressure test report of the installation. Both reports can be easily downloaded on a PC via USB stick and printed from any printer or saved and used in e-form.

The welding report has information on every single fitting that was installed: type, size, welding parameters, including also the information about the site, outside temperature, date and time and the certified installer.

The new model of the Smartflex welding machine, offers also instant cloud storage at the time of the installation, thus ensuring no data will be lost.

The Smartflex machine also has integrated software that allows pressure testing, in connection with Smartflex pressure test unit. The two machines work together and the pressure test is operated via pressure test cards, provided by Nupi. Up to eight lines can be tested at one time. The welding machine pressures the pipework to the required pressure/time and gives the full report of the test.

As a result of 3 step safety procedure, Nupi is able to give **30 year warranty** on its pipework that is followed with an Liability insurance policy of up to 12 mil euros per occurrence.

Here's what some key customers said about it:

Edward Wheeler, Eurotank Group Managing Director

"Nupi's Smartflex welder is the next generation of welding machines, which adds a new dimension to pipework installations. With other pipework systems, there is no record of who completed the welds, whether they were successful and whether they were trained. The Smartflex welding machine fixes all these problems.

"One of the main reasons for premature failure of plastic pipe work systems, is under welding of fittings due to the incorrect welding times being selected by the installer. The Smartflex welder and barcode scanning system stops that from happening. In addition to this, the welder promotes a good quality installation through the traceability of each weld and who did it.

"An installer is much more likely to prepare the pipe properly, if they know that a future fail can be directly linked to them. From a customer's point of view, the welding report and installer training card with bar code scanner, ensures that any failures due to installation can be acted upon, with persistent offenders, either forced to retrain or banned from completing pipe work installs on their network all together!

"Some of our customers would love to know who installed certain fittings on pipework systems that have failed after a short period of time, but there is no traceability with any of the other pipework systems!"

Matt Daglish, Kidderminster Petroleum Services Ltd, Installations Director

"We have been using SMARTFLEX welding unit and pipework for several years. The technology that this machine offers is far superior to anything else available on the market. Customers love it, as it gives them the full report of the installation. The installers like it as it makes it easy for them to use and gives them the confidence that the job is done well. Transferring data via USB is easy and I can get a full welding report on my PC in seconds. I am happy with both the welding unit and the quality of piping system, and I intend to use them for years to come"

For more information about Smartflex pipework system, please contact our European Sales Manager: maja.nedic@nupinet.com or visit www.nupiindustrieitaliane.com

UK Hydrogen strategy

As the Prime Minister made clear when he launched his 'Ten point plan' for a 'Green industrial revolution' last year, developing a thriving low carbon hydrogen sector in the UK is a key plank of the government's plan to build back better with a cleaner, greener energy system. With the potential to overcome some of the trickiest decarbonisation challenges facing our economy, including our vital industrial sectors, and secure economic opportunities across the UK, low carbon hydrogen has a critical role to play in our transition to net zero.

Here we look at the section within the report, relating specifically to transport.

Use of hydrogen in transport

Hydrogen is likely to be fundamental to achieving net zero in transport, potentially complementing electrification across modes of transport such as buses, trains and heavy goods vehicles (HGVs). It is also likely to provide solutions for sectors that will not be able to fully decarbonise otherwise, including aviation and shipping.

Low carbon hydrogen can provide an alternative to petrol, diesel and kerosene as it can be used directly in combustion engines, fuel cells and turbines or as feedstock for production of transport fuels, including ammonia and sustainable aviation fuels.

We expect low carbon hydrogen to play a key role in decarbonising the sector, which is the largest single contributor to UK domestic GHG emissions and was responsible for 27 per cent of emissions in 2019.

Transport is also a crucial early market for hydrogen; driving some of the earliest low carbon production in the UK. There are over 300 hydrogen vehicles on UK roads, mostly passenger cars and buses, and the government is supporting hydrogen use in transport with a £23 million 'Hydrogen for transport' programme. Our latest analysis places transport as one of the biggest components of the hydrogen economy in future.

We expect low carbon hydrogen to play a key role in decarbonising the sector, which is the largest single contributor to UK domestic GHG emissions and was responsible for 27 per cent of emissions in 2019.

Scaling up the hydrogen economy

How will we develop and scale up hydrogen in transport over the 2020s?

We expect that the role of hydrogen in transport will evolve over the course of the 2020s and beyond. To date, road transport has been a leading early market for hydrogen in the UK. Going forward, we expect hydrogen

vehicles, particularly depot-based transport including buses, to constitute the bulk of 2020s hydrogen demand from the mobility sector. Fuel cell hydrogen buses have a range similar to their diesel counterparts. Back-to-depot operating means hydrogen refuelling infrastructure can be more centralised and is likely to be compatible with distributed hydrogen production expected in this period.

Concurrently, we will undertake a range of research and innovation activity which will focus on difficult to decarbonise transport modes, such as heavy road freight. As we demonstrate and understand these larger-scale applications we are likely to see more diversity in transport end uses in the late 2020s and early 2030s.

By 2030, we envisage hydrogen to be in use across a range of transport modes, including HGVs, buses and rail, along with early stage uses in commercial shipping and aviation. Beyond this we expect to see an increased role for hydrogen in aviation and shipping decarbonisation which could become a large component of the overall hydrogen demand in the long term.

We recognise that the longer-term role for hydrogen in transport decarbonisation is not yet clear, but it is likely to be most effective in the areas where energy density requirements or duty cycles and refuelling times make it the most suitable low carbon energy source. Key challenges in this area include technology uncertainty, lack of existing hydrogen infrastructure, cost differentials and low numbers of hydrogen powered vehicles.

Continued investment in research and innovation by government and industry will help to overcome these. As we learn more about ways in which hydrogen can be used in transport, we will need to put policy in place to support this technology rollout.

What are we doing to deliver?

Throughout the 2020s, government is taking forward a programme of development and demonstration of hydrogen technologies across different transport modes.

PUBLIC TRANSPORT

Approximately two per cent of England's local operator bus fleet is now zero emission (either battery electric or hydrogen fuel cell). We will deliver the 'National bus strategy' and its vision of a green bus revolution, including setting an end date for the sale of new diesel buses and the Zero Emission Bus Regional Areas (ZEBRA) scheme. ZEBRA will provide up to £120 million in 2021/22 to begin delivery of 4,000 new zero emission buses, either hydrogen or battery electric, and the infrastructure needed to support them.

RAIL

Rail is already one of the greenest ways of moving people and goods, and government is committed to making it even greener, in line with our net zero target by 2050. To decarbonise currently unelectrified parts of the network, electrification will likely be the best solution because electrified trains are faster, quicker to accelerate, more reliable and cheaper. There will also be a role for new traction technologies, like battery and hydrogen trains, on some lines where they make economic and operational sense.

HEAVY GOODS VEHICLES

Large long-haul HGVs are the most challenging segment of the road sector for developing zero emission options, due to their long journey distances and heavy payload requirements. Some vehicles are in constant use and therefore require fast refuelling to meet operational requirements.

We are investing up to £20 million this financial year in designing trials for electric road system and hydrogen fuel cell HGVs and to run a battery electric trial to establish the feasibility, deliverability, costs and benefits of these technologies in the UK. To further support the shift away from fossil fuels, government is also consulting on the phase out date for the sale of new non-zero emission HGVs.

SHIPPING AND AVIATION

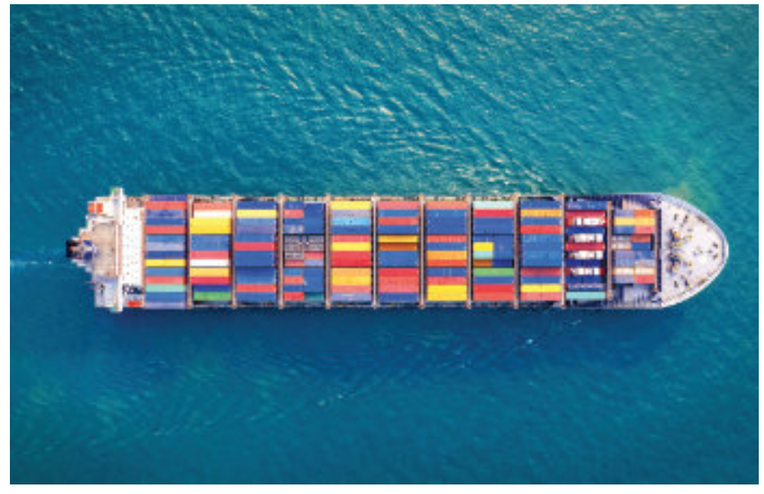
Shipping and aviation are responsible for approximately five per cent of global emissions and are some of the most difficult areas of transport to decarbonise.

HYDROGEN IN SHIPPING

Low carbon hydrogen and hydrogen derived fuels, such as ammonia and methanol, are likely to play a crucial role in the decarbonisation of the maritime sector. Analysis commissioned by the Department for Transport (DfT) estimated that by 2050 there could be massive demand for hydrogen based fuels (principally in the form of ammonia) from UK domestic and international shipping.

Coupled with decarbonisation of road and rail freight, hydrogen use in shipping could help create an end-to-end low carbon freight system from port to door. The potential for adopting battery electric technology in the maritime sector is mostly constrained to domestic navigation: the size and weight required for battery powered ships means that their range is limited and they are not a compatible option with larger ship types.

Hydrogen could be used to decarbonise ships directly, through combustion or in fuel cells, or as feedstock for methanol or ammonia. Liquid ammonia is more energy dense than hydrogen meaning less storage volume is required on vessels, which may represent an effective option for larger ships on long-distance routes. Ammonia is also already internationally transported on ships so some infrastructure and supporting regulations are in place (although this ammonia is currently not low carbon).



"Watch-it"

With its new security platform Watch-it, BigBrother responds to the complexity of the mobility market.

For 27 years, BigBrother has set the standard in camera security for petrol stations, retail companies and logistics centres. The continuous pursuit of data-driven innovation has led to a wide range of solutions. These are now brought together in one complete platform for security technology: Watch-it. The existing PumpWatch system will be absorbed into the new platform.

By proving services through a platform rather than a local system, data and insights become available anytime and anywhere to the team on site, the headquarters and other stakeholders. It goes without saying that these data are being secured and protected. The platform architecture also allows new features to be implemented more quickly.

Turn challenges into opportunities

The energy transition makes the mobility market increasingly complex. New fuels also involve new risks. Processes become more complicated and transactions more diverse, the filling area expands and the risk of vandalism increases. Customers want more convenience, speed, safety and availability, while the market suffers from labour shortages. In order to respond to these challenges, specific knowledge is required. Watch-it offers entrepreneurs the knowledge they need by adding intelligence to the large amount of data the system generates and interprets.

The energy transition makes the mobility market increasingly complex. New fuels also involve new risks. Processes become more complicated and transactions more diverse.

More insight and improved customer experience

The system's greatest added value is the association of camera images with data from cash register transactions, technical reports, access control and more. This offers many more possibilities than preventing theft, fraud or unsafe situations. First of all, Watch-it gives insight into the shop's traffic and transactions, enabling the entrepreneur to improve security, returns and customer experience. Furthermore, Watch-it provides insight into customer behaviour: what does the customer want and what does he think? Also, more can be done with less staff, because manual operations are automated. In short, Watch-it offers entrepreneurs countless tools to get a better grip on their business and prepare for the future.

If you like our Air, Vac and Jet Wash machines, **you are going to love our Rollovers!**

Supplying Indie Top 50 site operators such as:

MFG, Penny Petroleum, Park Road Group, Harvest Energy, East of England Co-op, car dealerships and car rental companies.

Providing high specification machines.

Driving customers revenues through unrivalled service.

Our Air, Vac & Jet Wash options include:

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Coalition for the decarbonisation of road transport

Launched by Green Finance Institute

The Coalition for the Decarbonisation of Road Transport has been launched by the Green Finance Institute. This will bring together global experts and leading figures from the finance, automotive, energy and infrastructure sectors to accelerate the transition to zero emission vehicles.

The Coalition's role is to unlock the level of private finance necessary for transport decarbonisation to happen at pace and at scale, whilst creating financing solutions required to support the transition to zero emission vehicles.

Analysis undertaken by the Green Finance Institute estimates that more than £150 billion of gross capital investment may be required to decarbonise the UK road transport sector between 2021 and 2030; a significant acceleration in the rate of investment into zero-carbon transport solutions.

Green Finance Institute estimates that more than £150 billion of gross capital investment may be required to decarbonise the UK road transport sector between 2021 and 2030

Finance solutions will initially cover three areas:

Consumer finance and leasing

Financial innovation is needed to help consumers decide to choose electric vehicles. Key will be mechanisms to mitigate the upfront costs of EVs and accelerate the maturity of the used market.

EV charging infrastructure

The Institute estimates that over six million chargers are required, costing over £20 billion. Public and private sector collaboration will be needed to unlock the finance for a national charging infrastructure roll-out.

Commercialisation of battery technology

The UK urgently needs to scale up current levels of investment into battery manufacturing, to build a globally competitive battery sector. A capacity of up to 60 GWh P.a. may be needed by 2030, requiring at least three UK gigafactories and more than £5 billion in investment. Other issues include safe and sustainable battery disposal, and the creation of a sustainable supply chain.

Dr Rhian-Mari Thomas OBE, Chief Executive of the Green Finance Institute, said;

"The Green Finance Institute has already demonstrated the impact of bringing together experts, to co-design innovative financial solutions and promote the enabling conditions needed to channel capital towards net zero goals.

"Identifying the most effective interventions and public investments in order to catalyse private sector finance requires thorough, detailed analysis as well as creativity and ingenuity. We're excited to be working with KPMG and our founding coalition members to tackle the challenge of financing the decarbonisation of road transport."

The CORT brings together the public and private sectors, academia and non-profit organisations. Decarbonising transport is an essential part of the UK's plan to achieve net zero greenhouse gas emissions by 2050. The UK has committed to phase out the sale of new petrol and diesel cars and vans by 2030. Transport is the largest contributor to UK greenhouse gas emissions, responsible for 24% of total emissions in 2019.

UK Transport Minister, Rachel Maclean, said;

"As we accelerate towards a net zero future, I'm delighted that government and industry are coming together to encourage more people to make the switch to zero-emission vehicles.

"From government-backed grants to electric vehicle charging infrastructure, we're offering £1.8 billion in support to help make EVs more affordable and to increase charging availability for those thinking about making an EV their next car. This will propel us further towards a green transport revolution as we build back better."

The UK Government is set to publish its Transport Decarbonisation Plan this Spring in the run up to the COP26 Climate Summit in Glasgow, and last year established the Zero Emission Vehicle Transition Council, bringing together ministers and governments representing some of the world's biggest car markets.

The forecourt roadshows change hands

The end of an era!

The forecourt & fuel roadshows have been organised by David & Carolyn Honeyman for around 30 amazing years. But it's all change, as ownership of the shows is transferred to The Petrol Retailers Association (PRA); kicking off in Knutsford in March next year.

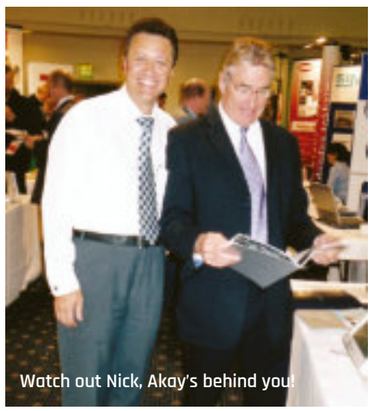
As a well-known and (dare I say) well loved series of events in this great industry, our editor (co-incidentally also called David Honeyman) reflects on 30 years' involvement in this business, and pays tribute to everyone who's helped make it happen along the way.

My aim is not for this to be self-indulgent waffle, but rather an acknowledgement of gratitude to so many industry professionals who have been a part of our well-established events. It may prove to be a very difficult article to write without including too many exclamation marks (!!) and smiley faces 😊.

But here goes!

We originally launched as 'forrex' in November 1991 at Sandown Park racecourse – totally my idea, but at that time I was working freelance for the publishers of Service Station magazine (if any of you can remember that far back!) The show was nine months in the making and, with the greatest respect to my kids, this truly was 'my baby.' Following a further date in Coventry 1992 the management sold the company – oops!

I subsequently jumped ship, and will be eternally thankful to all the pre-booked exhibitors who stuck with me as I created **The Regional Forecourt Show**. (This included the legendary Terry Potter of Mars, Ferrero and Ginsters fame). This group grew to fill a banqueting suite at Old Trafford Cricket Ground in October '92.



Watch out Nick, Akay's behind you!

Bessell, Boycee and a youthful Luke Baker

And how about this – on the day I left, a press release came round from the then owners of the National Forecourt Show at the NEC. They would not be holding the event in 1993! Christmas really did come early for me that year 😊.

A further show in Maidstone that year and we were really on our way.

Kicking off '93 at The Webbington

So off I went with six shows.

I really appreciated the vote of confidence of all exhibitors in that early stage, but a real big special "hats off" and thanks to his Lordship – the great Arthur Plumpton of North Yorkshire, who booked four stands at all six venues – for Microlec, Pumptronics, Lectronics and Triscan.

One phone call - 24 Stands!!

And he's still a great friend to this day.

The queues to get in, back in those early days were legend (isn't life grand looking back 😊).

Great times – great memories!

We have many, many memories from the many, many roadshows over the years. I hope you've shared some of them. Here is just a brief selection, in no chronological order.

Let's start with Nottingham – 23rd March 1993. Who's idea was it to build a ramp to build-up to the 1st floor? A steep incline, scaffold poles, boards, no nails, rain – what could possibly go wrong?? The answer was – basically everything! But visitors came, and the day was saved

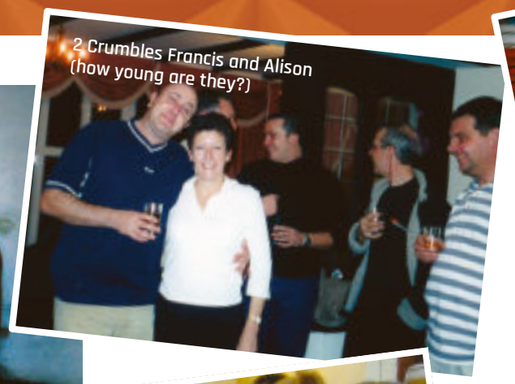
Peterborough – where were the visitors 😊?

Skittles nights at The Webbington – such fun, with the mini bus, the sticker-uppers, local beer and access to the skittle alley via the gents'. Oh and a certain Sales Director falling flat on his face!

Continued overleaf

Continued from p49

Ralph and Roger up to no good


2 Crumbles Francis and Alison (how young are they?)

KingPin Beeby and the great Keith Almond – oh and Mrs H

Tickets for the Football – Utd v Celtic at Old Trafford and Villa winning 6 – 0 in the league cup (and Carolyn picking up the sweepstake)

Ejecting an un-named retailer in Manchester for upsetting everyone

Keith Mowbray holding court for three hours with Sam the sheepdog

The poor rep from Q8 knocked out during breakdown in Scotland

The Boozy nights, with the 2, 3 and even 4am clubs

Crazy golf, karting, kilts and haggis in Scotland – great times

The Wesumat truck wiping out the front of the hotel in the snow in Runcorn

The huge tank of water suddenly appearing in the suite in Southampton

Arthur waxing lyrical

The tour de France buses filling the car park in Bristol

The perennial grief we got from Inchyra Grange cancelling, forgetting or just plain losing our bookings

The evenings when we opened after setting up, and those magnificent 15 visitors in Maidstone

The inedible food in Bolton – where none of us paid and they ran out of alcohol and glasses!

The regular, brilliant pre-show evenings with 10-20 exhibitors round the dinner table truly enjoying the company (and getting paid for it 😀)

The Guinness running out in Belfast (twice!)

The guided tours of Old Trafford "The Theatre of Dreams"

And of course, the gypsy wedding in Cheshire – complete with murder!

And so to March 2020: Knutsford

Just two weeks before the first lockdown. Who could possibly have known how the next 18 months would go, as we held our last show in the 'old world'.

And as we were due to reboot in Wakefield at The Cedar Court last November, they kindly informed us that they had decided not to open their doors – just a few weeks before the show.

But when one door closes... And their sister hotel in Bradford became our new home in West Yorks, and proved to be the best room we've ever used. See you there on November 10th for our last hurrah😀.

It's all about the people

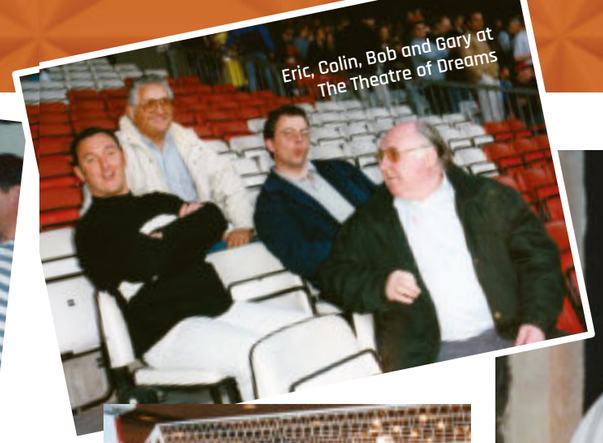
Ultimately, our events are about the people, and we've been blessed with such a warm, friendly attitude from exhibitors and visitors alike. We've made many, many friends, and been pleased to have helped develop business relationships, friendships, and even the odd marriage, between industry colleagues.

Hot 100!

I'd like to offer special thanks to so many of you who have visited, through thick and thin and (believe me) have been so much more than just exhibitors or retailers. You have been part of the roadshow family.

So, in no particular order (and apologies to anyone I leave out) here are a hundred forecourt operators that I'd like to offer a special mention to, for all your support over the years.

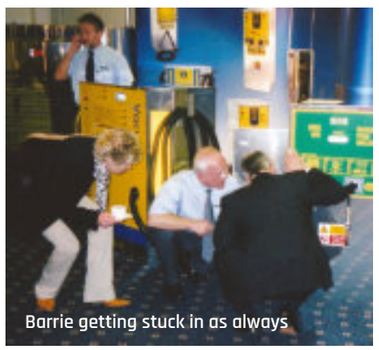
Farook & Haroon Valli
Keith Mowbray
Usman Patel
Colin Duckworth
Lee Loder
Charles Dodman
Ken & Barry Somers
Andy Cotton
Andrew & Scott Aitken
Joseph Richardson
Janet & Ian Beaumont
John Cook
David & Ishbel Buchan
Richard Garvie
Tim Blight
Brian Hain
John Campbell
Mr Akrami
Raman Sood
Mr & Mrs Griffiths


Eric, Colin, Bob and Gary at The Theatre of Dreams

Where was Don from again?

Cooper and Potter. What a combo!

Ismail Bismillah
Joe Brough
Asif Patel
Tom Dant
Asif Doud
Iqbal Patel
Abdul Aziz
Jerome Fellows
Salim Patel
Dave & Alison Kitson
Guy White
Abdul Majid
Reezwan Patel
Liaquat Ali
Jamie Wood
The Campbells
Idris Patel
Roger Perry
Raman Sood
Ian & Lina Burns
David Penny
Jimmy & Diane Beveridge
Muaaz & Mohammed Munshi
Freddy Camp
Iain MacBean
Tom McAvoy
Ritesh Rai
Darryl Watt
Aidan McAnerney
Mr Hans
Yakub Patel
Robin & Robert Allingham
Terry Mulkerns
Simon Lunn
John Carter
Natalie & Lee Curtis
Bryce Smith
Mike Haines
Mr Sylvian
Robert Malek
Robert Simpson
George Gauld
Mohammed Saeed
Eugene & Gerard O'Reilly
Dianne & David Cliffe
Ian Knight
Mike Stayte
Shane Johnston
Euan Powrie
Ghulam Yasin
Colin & Denise Johnston
Kenny Bradley
Kevin Cole
Alan Murray
Fuzail Patel
Nim Mattu
David Combey
Kamal Parmar
John Sommerville
Dugald Munro
Mahmood Saleem
Calum Charlwood
Gerard & Janet O'Reilly
GrahamLambert
Muhammad Khan
Mr Pragash
Robert Thompson
Jim & Jason Maguire
David Ostler
Geoff Aston
Darren Wilks
Tim Burton
Judith & Gordon Scott
Matt Cheskin
Sudan Kamal
Mr Dixon
Andrew Wallis


Barrie getting stuck in as always

Our team

A big thanks for the countless hours Alison has put in over the years, chasing up visitors and helping Carolyn on reception. It's been great working with you Alison and we will of course stay in touch.

Denise – our design guru, who continues to do an amazing job on INSITE and will cringe when she reads this.

Our little dog Teddy was integral to the team. He came to a number of shows and was always welcomed by many guests and exhibitors alike – now sadly missed.

And, of course, my partner in crime. Carolyn is always 100% enthusiastic and honest, treating everybody exactly the same – whatever their job title – with respect and friendship (even if she did have to knock the occasional uppity exhibitor into shape 😀).

And so to the future

We've worked with the PRA at the Roadshows for many, many years; and we're confident our events are going to a good home. Gordon, Steve and the team are committed to serving fuel retailers – so where else could be better? We wish them every success.

We are running the shows for the remainder of this year and will do all that we can to ensure a smooth and pain-free transition of management. We will always be at the end of the phone if needed.

I'm still very much involved in the industry, with my role at the PEIMF and INSITE magazine (very reasonable advertising rates 😀) and will be pleased to keep in touch.

So, when the curtain comes down on the forecourt roadshow in Bradford on November 10th, as far as Carolyn and I are concerned (and to quote Looney Tunes)

That's all folks!

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