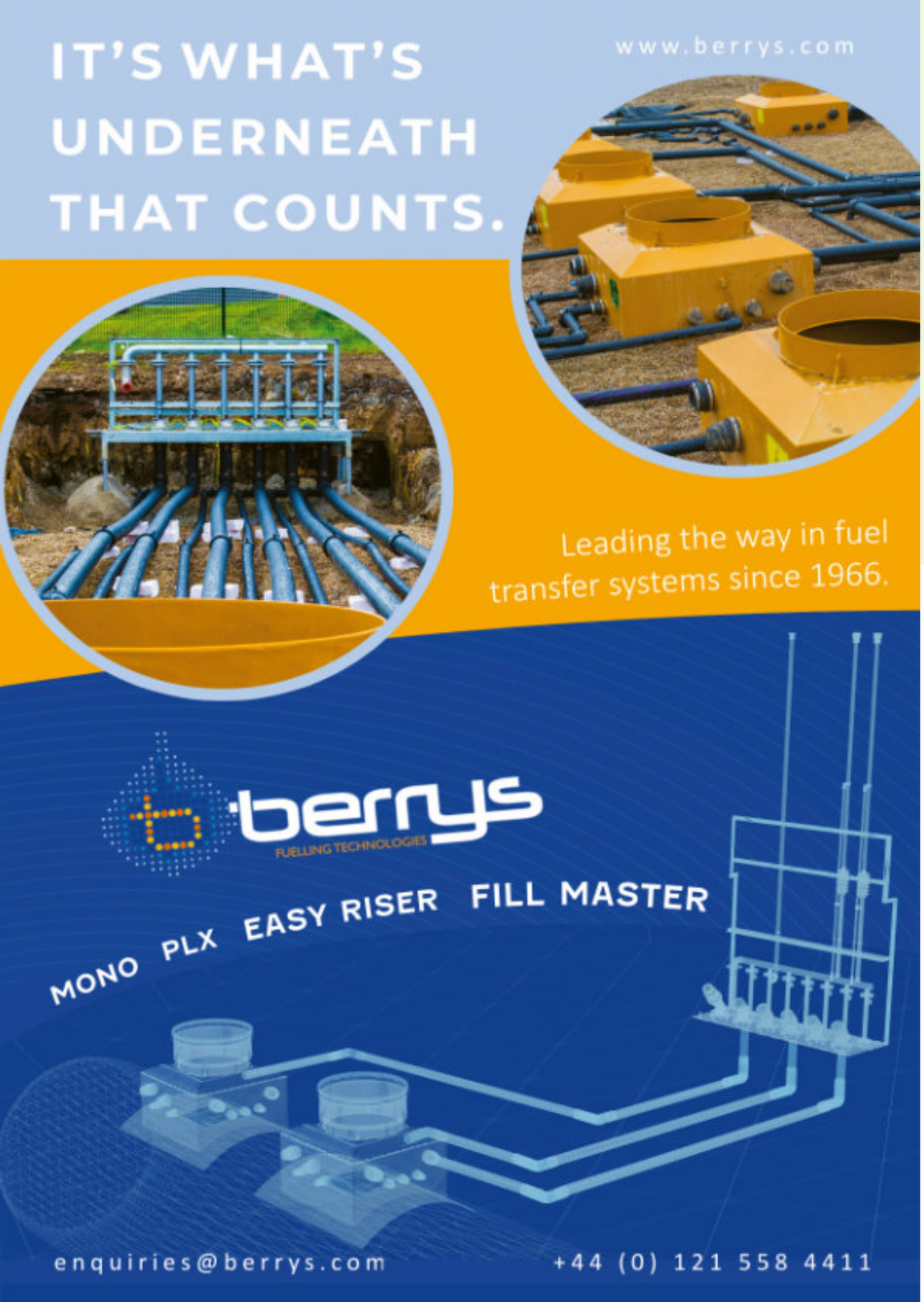
Forecourts 23

SUPPORTING FORECOURT RETAILERS

What does the future hold for forecourt retailers?

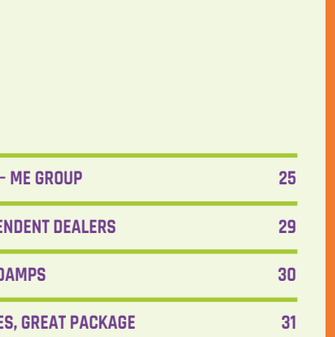
Your 'FORECOURTS 23' arrived to you in a recyclable plastic wrapper. So please handle it responsibly.



Contents

THE FUTURE FOR RETAILERS AFTER 2030 - TSG	4
DECLINING PETROLEUM SALES: NEW FUELS GROWTH - LEDBURY WELDING	6
BESPOKE VALETING - AIRSERV	8
INDUSTRIAL SERVICE REQUIREMENTS - ANCORRA ENVIRONMENTAL	10
GVR'S NEW E-COMMERCE PLATFORM	12
A LOT GOING ON AT NUPI	14
HYDROGEN ON SERVICE STATIONS: EXELBY SERVICES	16
ADLER & ALLAN - YOUR LONG-TERM ENERGY PARTNER	17
THE NEW PETROTEC AXON RANGE	18
OFF THE SHELF TO BESPOKE - STA TECHNICAL	20
THE WORLD'S MOST ADVANCED FORECOURT PROTECTION - VARS	22
WHAT DOES AI MEAN FOR SUPPLIES - EDGEPETROL	24
'REVOLUTION' LAUNDRY SYSTEMS - ME GROUP	25
GREENERGY - SUPPORTING INDEPENDENT DEALERS	29
INSURANCE FOR CONTRACTORS - OAMPS	30
MURCO: GREAT LOOK, GREAT PRICES, GREAT PACKAGE	31
BEWARE UNDER INSURANCE - JACKAMAN	34
OMJ WITH VITAL PRICING INFO FOR RETAILERS	36
'WATCH IT' FROM BIGBROTHER	38
HVO RENEWABLE DIESEL	40
UPGRADE TLS GAUGES - PFS FUELTEC	44
HENDERSON TECHNOLOGY BRING FRESH FOOD TO GO	46
ADBLUE STORAGE REGS: FUEL STORAGE SYSTEMS	50
ARE YOUR CONTRACTORS PEIMF+ MEMBERS?	51

So. The future.



For everyone running filling stations in these difficult times it must be incredibly difficult planning for your future. The balancing act of managing your business NOW – with 2030 looming large on the horizon.

So we're attempting in this **forecourts 23** retail publication (the 4th annual edition) to give you a smattering of new stuff, while encouraging the many excellent suppliers and contractors in the industry to shout loud and proud about their services.

Please have a read through, and then keep hold of this issue on your desk and refer back whenever you need something.

APEALive exhibition in November

It's always nice to catch up with retailers, and we'll be exhibiting alongside the brilliant PEIMF+ organisation at APEALive in Milton Keynes on November 16th. It would be great to meet you there.

Finally, we very much hope you enjoy this edition of **forecourts 23** as you continue to serve the motoring public.

Onwards and upwards

David & Carolyn

THAMES communications

Thames Communications • P.O. Box 152 GRAVESEND, Kent DA12 1ZZ
01474 321999 • www.peimf.uk

FORECOURTS 23 is independently published by Thames Communications, who accept no responsibility for articles provided by outside organisations. Advertisers and the suppliers of contributed articles are asked to ensure that material submitted is fair and accurate at all times.

Your 'FORECOURTS 23' arrived to you in a recyclable plastic wrapper. So please handle it responsibly.

The future of UK fuel retailers after 2030

Does the impending government ban on the sale of new fossil fuel cars from 2030 spell the end for the UK's forecourt sector? The answer is a resounding NO!

From 2030, the sale of new petrol and diesel cars/vans will be banned in the UK in order to reduce greenhouse gas emissions, in support of the government's idealistic goal of net zero by 2050. Sales of new hybrid vehicles will be suspended in 2035, with heavy goods vehicles to follow suit by 2040.

Without a doubt, the electric revolution is in full swing, with manufacturers including Ford, Jaguar, Volvo and Fiat committing to produce an all-electric version of every model in the range between 2025 and 2030. So what does this mean for UK forecourts?

Penetration of EV sales

Whilst the sales of EVs continue to increase, it is doubtful that by 2030, the electric vehicle parc will amount to more than one-third of all registered cars in the UK. Even if EV sales hit 1.5 million annually between now and the deadline, petrol and diesel vehicles will still be commonplace on British roads.

Furthermore, once we take into account the number of new fossil fuel cars that will be sold before the ban comes into effect, it is clear that UK forecourts will continue to prosper for many years to come.

Staying ahead of the curve

This news should reinvigorate fuel retailers across the UK and encourage them to consider expanding or enhancing their sites to remain competitive in the marketplace. This may include investing in more non-fuel retail (NFR) by taking advantage of partner synergies in the convenience store, adding a coffee shop or snack bar, postal services or car wash facilities. All of these added value components will certainly generate extra revenue, appeal to a wider audience and encourage motorists to spend more time on the forecourt.

The modern world is increasingly fast-paced with discerning consumers demanding swift, seamless and more personalised services. Gone are the days when customers would happily stand in line at the checkout to pay for fuel and groceries. This shift in behaviour has prompted forward-thinking retailers to redefine the way they serve shoppers and embrace digitisation in an attempt to boost efficiency and improve customer satisfaction.

It is an undisputed fact that customers are attracted to clean and well-presented forecourts in preference to tired or neglected premises. It is important for retailers to maintain the appearance of the sites to signal their commitment to delivering superior customer service, whilst upholding a strong brand image in the community. A proactive approach to regular site cleaning/maintenance is a must for all responsible retailers to build trust and loyalty amongst their customer base. A comprehensive care package typically features a deep clean of the forecourt, dispensers, car wash facilities, canopy, lighting and signage and may include minor repair work and the replacement of defective bulbs.

Moreover, dispensing equipment that is damaged, faulty or showing obvious signs of wear and tear can inadvertently act as a deterrent to passing motorists and should be replaced before they impact the site's profitability. The latest models from Dover Fueling Solutions (DFS), Tokheim and Wayne Fueling Systems are highly configurable, modular and versatile, supporting traditional fuels, AdBlue additive, compressed natural gas (CNG), liquid natural gas (LNG) and hydrogen. These dispensers boast a wide range of options to enhance the customer experience, such as digital media screens to help drive incremental business into the store and/or provide a pay-at-the-pump solution for busy travellers.

Embracing change

As established fuel suppliers, large forecourt networks and independent retailers are in the perfect position to capitalise on the prevailing transition to EVs. The installation of charge points will attract today's EV drivers to the site and retain those customers who are soon to make the switch from internal combustion engine (ICE) vehicles.

Nevertheless, as with any significant investment, it is always recommended that retailers conduct a feasibility study to identify past and current trends of EV sales within a site's vicinity to establish the viability of the initiative. It is also worth noting that forecourt owners planning to provide a charge point facility should partner with a reputable engineering, procurement and construction (EPC) contractor to project manage the installation.

TSG UK is here to help

TSG offers a one-stop-shop solution to all independent retailers, large networks, major oil companies and supermarkets, supplying a complete package of products and services across seven business lines.

TSG can deliver a full turnkey solution, from site survey, design, construction, project management, civil works, equipment installation and commissioning, backed up by a service and maintenance package. Drawing on over 30 years of industry experience, TSG is fully equipped to help guide retailers through the energy transition and support those who have yet to start their journey.

For more information on TSG UK and its products and services, visit: **https://www.tsg-solutions.com/uk**

TSG

Driving tomorrow's technology onto the forecourts of today

TSG UK provides solutions for the forecourt, commercial fleet and transport industry. Combining equipment sales, services and projects, we offer prompt and efficient service with a support network of engineers, technicians and sales representatives.

- Distributors of Tokheim and Wayne
- Strategic partner for Dover Fueling Solutions
- Alternative fuelling solutions - LNG, CNG and hydrogen
- EV charger installer – hardware agnostic
- Media and payment solutions
- Kärcher wash solutions
- Service and maintenance agreements
- Reverse Vending Machines (RVMs)
- Site audits including DSEAR assessments

TSG the sole UK distributor of Wayne FUELING SYSTEMS and TOKHEIM QUALITY

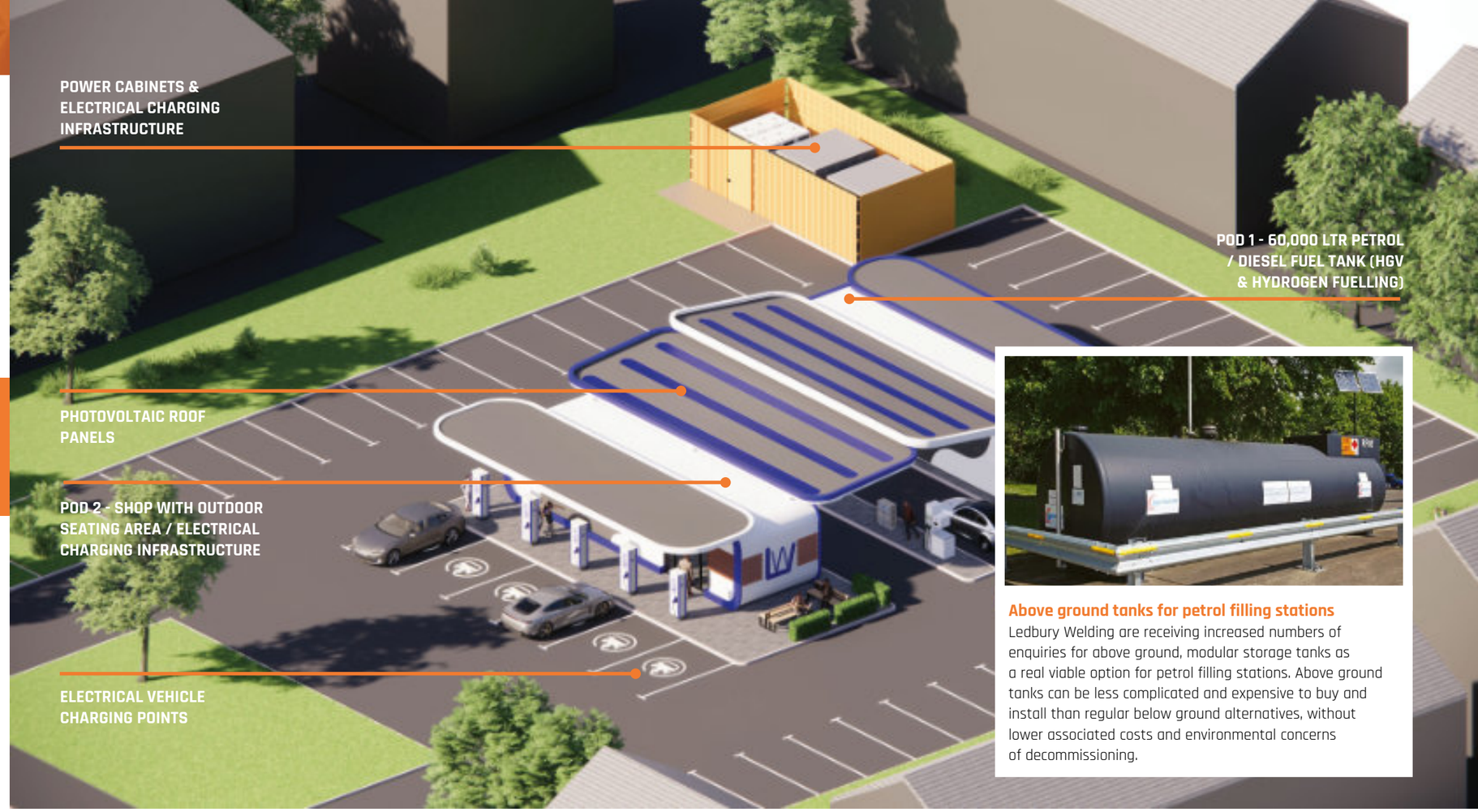
TSG Systems TSG Charge TSG Gas
TSG Retail TSG Fleet TSG Wash TSG Technics

T : 0333 015 3001 E : enquiries.uk@tsg-solutions.com
www.tsg-solutions.com/uk

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

AIR SERV

'CUSTOMERS FOR LIFE'

Managed Valeting Solutions

Bespoke for you.

MANUFACTURED IN THE UK

Speak to your AIR-serv contact to find more about our managed forecourt solutions.

+44 1942 722 333 sales@air-serv.co.uk www.air-serv.co.uk

Ancorra Environmental

Dedicated to fulfilling all your industrial service requirements to the highest standards

With over 150 years of experience across our team, it's no wonder our customers trust Ancorra to complete work to the highest standards. Ancorra can provide a range of services, including our newly acquisitioned Civils & Maintenance team as well as our Fuel Management team.

Fuel polishing

'Cleans and decontaminates fuel... saving you money and eliminating waste product'.

When your fuel integrity becomes compromised due to excess sludge, water or microbes, you have two choices:

- Dispose of all fuel entirely and start again
- Take full advantage of Ancorra's specialist fuel polishing unit.

This unit pumps out contamination, filers out the water and returns the cleaned fuel back into the tank - so you can pass any inspections.

Civils & maintenance

'For all the essential infrastructure that keeps your forecourt functioning. We have a special suite of services to match your requirements'.

When something on your forecourt is not in working order, we can provide this essential repair work quickly, efficiently and conveniently; from groundworks to interceptors, aco drain repairs and even tank refurbishment, tank removal or pump services. Our highly qualified operatives can be on site to carry out these important tasks and make recommendations to save you time, money and unexpected mishaps.

Tank & industrial cleaning

'With the right skills and correct equipment, we can deliver a bespoke service just when you need it'.

Ancorra provides a range of services for your tank and cleaning requirements including bespoke tank maintenance schedules – whenever you need them. Beginning with a full-scale site survey and carrying out the work in line with all current legislation and best practices, we can ensure your tanks, pipes and vessels are fit-for-purpose together with proof of all work prepared and implemented. Man-entry and non-man entry methods are available.

Foaming

'Our in house foam filling technology provides cost effective solutions for redundant tanks'.

Whether you are needing to decommission a tank, or just provide a semi-permanent solution for a redundant tank, our foam filling solutions are quick and cost effective.
For tanks holding flammable material, there is no need to gas free the tanks before injecting the resin; unlike concrete or water filling.

All that's required is for the tanks to be emptied of residues beforehand, as the foam absorbs any hydrocarbons left present in the tank - inert and safe.

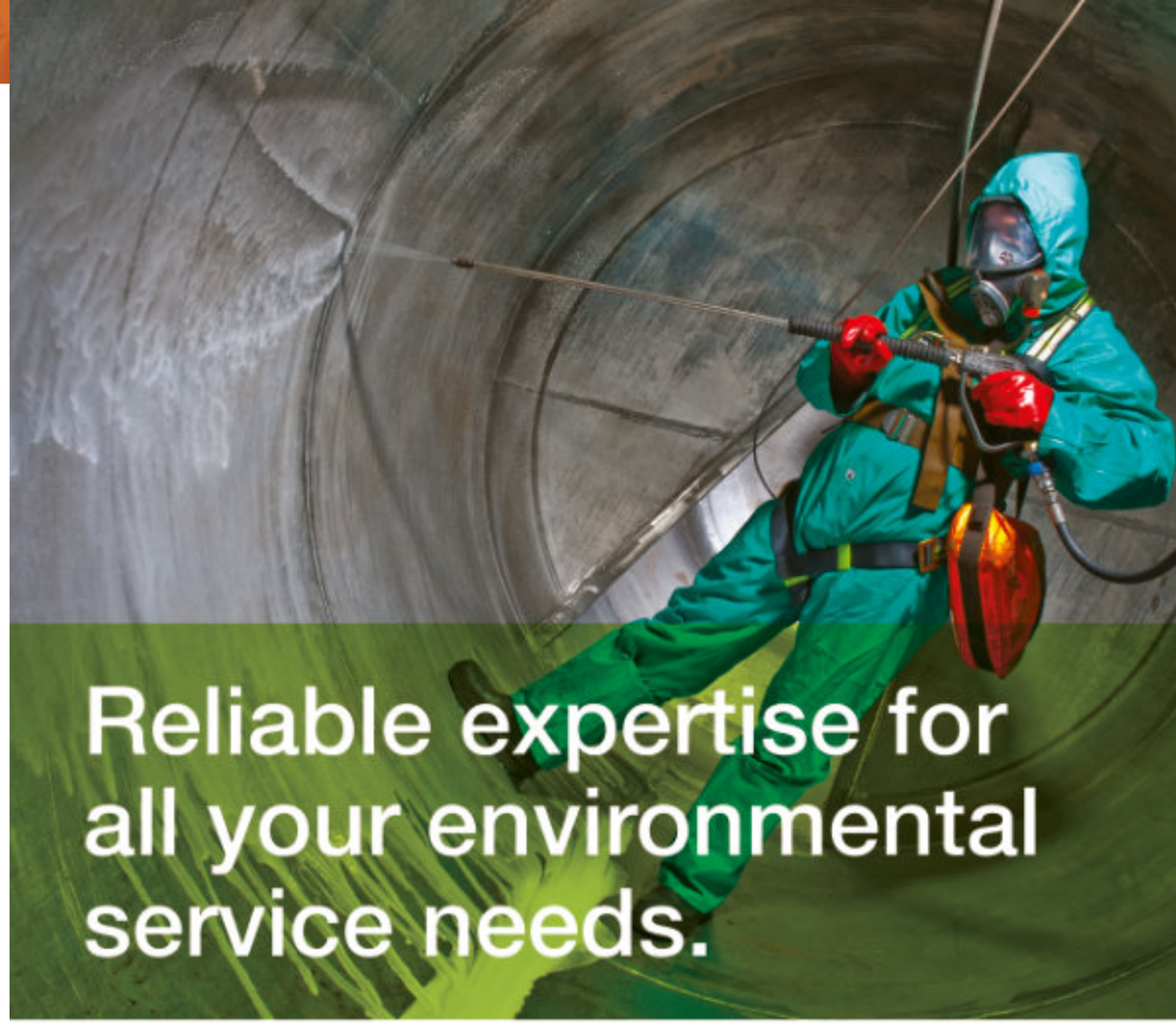
Our complete range of services;

24 hour emergency spill response • Specialist vessel and tank cleaning • Forecourt maintenance services

Fuel uplift & transfer services • Interceptor maintenance service • High pressure jetting

Bulk liquid transport • Disab vacuum hire • Site maintenance & shutdown • Waste management

www.ancorraenvironmental.co.uk



- 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

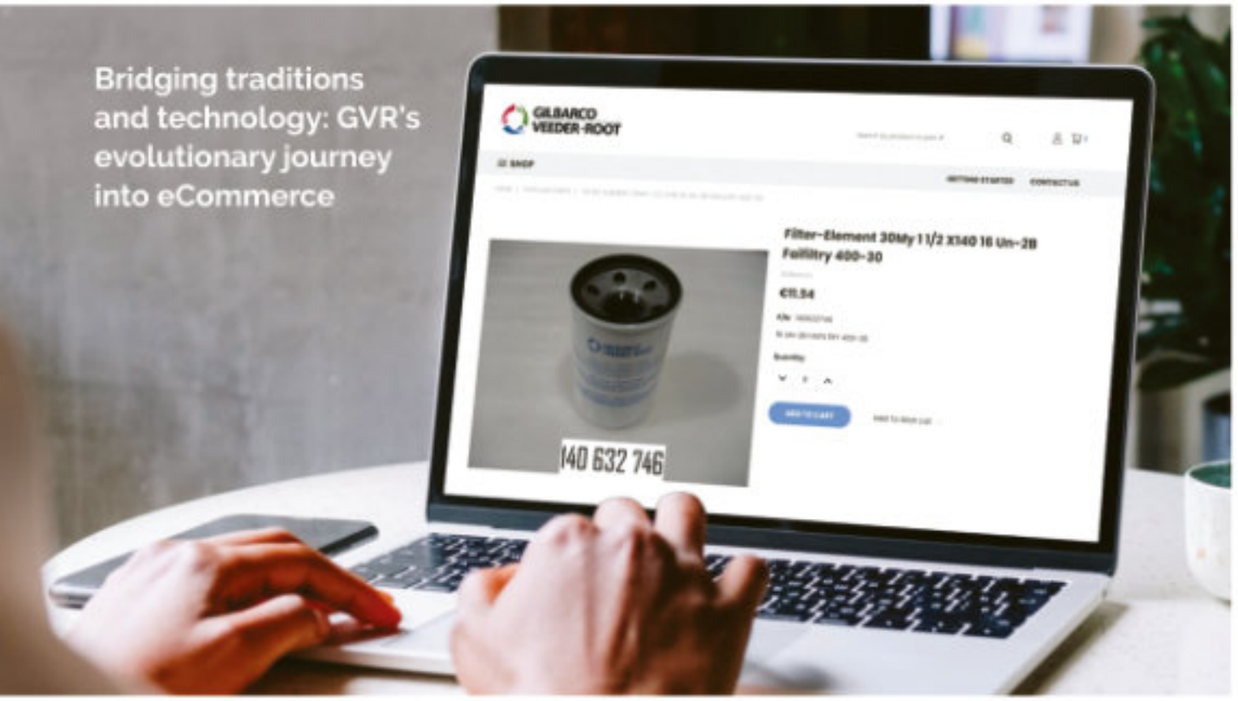
For more information about Ancorra Environmental Services

ancorra environmental services

ancorraenvironmental.co.uk 0151 546 3012

Gilbarco Veeder-Root fuels the future with new eCommerce platform

Ordering authentic Gilbarco spare parts just got easier



Gilbarco has been at the forefront of the connected forecourt for many years and today.

Alex Blanes, Head of Marketing Communications Europe brings us up to speed with the new and improved webshop experience for Gilbarco Veeder-Root spare parts.

Elevate your retail operations with Gilbarco's enhanced webshop

Why has Gilbarco decided to update its webshop?

We had both an evolutionary and a practical motivation. We received word in January 2023 that our previous eCommerce partner was sunsetting the software used to run the old webshop, so we needed to explore alternative options.
At the same time, we were putting significant investment into a global eCommerce function.

The two came together with a focus on our aftermarket operations, starting with Europe.

Our aim was to modernize the user experience, whilst retaining the familiar functionality our partners and customers are used to.

How does this new webshop enhance the ordering experience for Gilbarco's partners and customers?

In the simplest terms, the new webshop is a modern eCommerce platform with everything you'd expect to come with that: an enhanced user interface, improved search functionality, better account management, order history and easy reordering capabilities (including a "wishlist" feature – great for spares you need often), and much more.

One of the most important features is the broader catalog of authentic Gilbarco Veeder-Root spare parts, which will be expanded further in the coming months.
I think this is going to be a welcome improvement from a lot of our customers.

How have you ensured that the transition to this new platform will be smooth for your existing customers?

We have successfully migrated all accounts from the past webshop, so if you were a previous webshop user, you can simply use the same email address you used previously to request a password reset. If you never had an account, that's fine too – our Customer Service team is on hand to support new customer account requests.

It's important to note that this is actually "Phase 1" of a major shift toward a more modern eCommerce experience for our partners and customers.

Phase 1 focuses on core requirements and continuity of service; Phase 2 will involve working closely with our partners to design a truly evolutionary experience for sourcing and ordering authentic Gilbarco spare parts.

Source, order, relax: get the right Gilbarco parts, right now

Tell us more – what are the future plans for the webshop? Are there any exciting updates or features that customers can anticipate?

As mentioned, this is the beginning of an evolutionary shift toward a truly modern ordering experience for our partners and customers.

Our immediate next steps are simple: onboard our remaining channel partners, incorporate their feedback on must-have functionality, and add more product lines – starting with Veeder.

Next, we'll be adding one of the most requested features of all time: the ability to type in a dispenser's serial number to show either the full Bill of Materials (BoM) or a "visual BoM" in the form of a 3D rendering of that dispenser. You can then click into each part to find its part number, description and more, and quickly create an accurate parts list. We can't wait to release this feature to our partner and customer community.

Want to know more or have another question?
Head to **sk-spareparts.gilbarco.com**

GILBARCO VEEDER-ROOT

There's a lot going on at Nupi

Smartflex™ got BIGGER! Full range up to 315mm

Smartflex fuel pipework system by Nupi Industrie Italiane S.p.A. has been well known in the industry for its fully developed range of single and double wall pipes and fittings.

The typical service station installation uses sizes from 32mm to 110mm.

However, over the years we have seen a growing demand for bigger diameters, such as 160mm in the marina and airport sector, where a higher flow is requested (typically 1000l/min).

Smartflex already has lots of experience in this sector, with hundreds of installations around the world. These range from luxury mega yacht and cruiser marina ports, where we have delivered our full double wall system 160/225mm, to small fishing ports requiring smaller diameters.

But we have taken a step further and developed a full range of 315mm pipes and fittings.

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

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.

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.

30 YEARS WARRANTY
UK STOCK

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.

NUPI committed to reducing greenhouse CO_2

As a global manufacturer of plastic pipework, NUPI recognises its responsibility to act in reducing the environmental impact of its activities, by working towards environmental sustainability.

Being aware of the environmental impact of the organisation is key. This is the first step in understanding how to contain emissions, plus the energy measures needed to be introduced in order to reduce energy consumption.

In 2022, thanks to energy efficiency improvement, NUPI avoided emissions of CO2 equivalent to the emissions of over 800 cars in a year, or the consumption of 8,900 barrels of oil, or the charging of almost half a billion mobile phones

By the end of 2023, NUPI expect to prevent over 500 tons of CO2 emissions being released into the atmosphere.

NUPI was awarded the ISO 14001 Environmental Management System Certificate after demonstrating its commitment to sustainable management within its supply chain, *PLUS* the new ISCC PLUS - International Sustainability & Carbon Certification scheme.

LED lighting

Following the energy audits carried out in its production plants, since 2017 the company has undertaken a campaign of progressive replacement of traditional industrial lamps with LED lamps.

Environmental piping

One of the most important features of this action was the implementation, in 2018, of a dedicated EPD TOOL, for the creation of the Environmental Product Declarations (EPD) of its piping systems.

Hydrogen on service stations

Forecourt Trader of the Year winner, and Top 50 Indie, Exelby Services is to partner with hydrogen refuelling specialist Element 2, to develop two hydrogen refuelling stations in the North of England.

The Coneygarth A1(M), Yorkshire and Golden Fleece (M6), Cumbria sites are making a claim to becoming the first public service stations in the UK to provide hydrogen refuelling services for hydrogen-powered HGVs.

Exelby Services Managing Director Rob Exelby, said:

"Following the ever-increasing global focus on tackling climate change, now is the time to be proactive and embrace low- and zero-carbon alternatives to diesel.

"We're proud to be partnering with Element 2, who have shown a great understanding in how existing fuelling networks operate. With their expertise, we can implement hydrogen refuelling on our existing service areas to offer a one-stop-shop for all road users; as we transition to net-zero."

Tim Harper, chief executive officer, Element 2, added:

"This partnership is a pivotal moment in bringing hydrogen refuelling to the UK's roads. Together with Exelby Services, we will provide a turnkey solution for refuelling hydrogen HGVs on key haulage routes in the North of England.

We're building the UK's network of hydrogen refuelling stations in response to growing demand from fleet owners and operators, as they accelerate the transition of their HGV fleets to zero emissions, which will be critical in helping the UK meet its zero carbon targets."

Infrastructure and support

Element 2 will install hydrogen refuelling infrastructure at the two service stations, including provision for hydrogen tanker supply, storage, compression and dispensing. This is in addition to providing Exelby with technical and logistical support during planning.

While the two permanent hydrogen refuelling stations are being developed, Element 2 will deploy its mobile hydrogen refueller to meet current client demand for low-carbon fuel at Exelby's Carlisle site.

Exelby Services plans to integrate hydrogen into its forecourt operations around the country.

Earlier this year at the Forecourt Trader Summit 2022, Rob Exelby said he was looking at future fuels and new systems with hydrogen refuelling, especially trucks, explaining that there was some very promising data from initial trials with hydrogen and combustion fuel cells. He also spoke about the huge investments on sites like the hydrogen plant at Teeside. *"A stone's throw from us up the road. So potentially there will be key infrastructure and we want to play a part in that."*

Exelby Services was crowned Forecourt Trader of the Year in 2021 for its A19 Services North site. The company owns and operates five Shell service areas and truckstops in the North of England, covering the A1(M), A19, M6 and M62 major transport routes.

Following the ever-increasing global focus on tackling climate change, now is the time to be proactive and embrace low- and zero-carbon alternatives to diesel.

Long term energy partner for today, tomorrow and the future

Our services to the forecourt and retail fuel sector helping to maintain assets and prepare and install future fuels.

Understanding your assets

Keeping you compliant

Improving your environment

0800 592 827

adlerandallan.co.uk

Adler & Allan
ENVIRONMENTAL RISK REDUCTION

Introducing the new Petrotec AXON range

Redefining service stations

Petrotec, a leading European producer of fuel station equipment, has unveiled its latest family of fuel pumps, the AXON range. The AXON range is characterized by its intelligent design, premium materials, and state-of-the-art hydraulic and electronic components.

This combination ensures not only high durability but also minimal maintenance requirements. The Petrotec AXON range sets new benchmarks for quality, aesthetics, and ease of maintenance in service stations, providing retailers with heightened equipment uptime and increased profitability.

The Petrotec AXON range is a revolutionary new product that is sure to change the way service stations operate. The perfect choice for businesses that want to improve their customer experience, increase profitability, and embrace sustainable mobility.

A stunning visual experience

The AXON range is a manifestation of impeccable quality, meticulously crafted with several technological innovations in mind. Combining minimalist aesthetics high quality materials, every component within the AXON range is meticulously chosen.

The AXON range's eye-catching design is sure to turn heads. The sleek, modern aesthetic is complemented by a generous-sized touchscreen display, fitted with tempered glass for extreme resilience. The display is easy to read and navigate, even in direct sunlight.

Advanced multimedia and payment features

The AXON range incorporates cutting-edge multimedia and payment features that are sure to enhance the customer experience.

The touchscreen display can be used to display product information, in-store promotions, and general advertisements. This is a powerful tool for businesses to communicate with their customers and drive sales.

The AXON range also accommodates the integration of the Petrotec "ConnectPay" Outdoor Payment Terminal. This allows customers to pay for fuel and other purchases without having to go inside the service station, which can save time and improve convenience.

Flexible and configurable

The AXON range is tailored for versatility, with various models to cater to diverse customer demands. Options include features like Stage 2 Vapour Recovery & Monitoring, Automatic Temperature Compensation (ATC), Multimedia Display, and Outdoor Payment Terminals.

Most of these options can be retrofitted, aligning with the evolving needs and growth trajectories of businesses.

Full support across UK & N. Ireland

Petrotec AXON is supported by Petroassist UK Ltd, a constituent of the Petrotec Group. Petroassist has an extensive cadre of installation, maintenance, and support engineers who can provide customers with an end-to-end service experience.

Petrotec Group is committed to providing customers with flexible and customizable solutions. Their forward-thinking design teams remain committed to innovation and design, offering unwavering support to customers throughout their forecourt journey.

Embracing sustainable mobility

Petrotec is also committed to embracing sustainable mobility. In 2018, the company launched Hellonext EV & Smart Mobility, its sustainable mobility arm. Hellonext specializes in innovative and eco-friendly solutions in the Clean Energy Sector. Drawing on its unique expertise in Electric Vehicle Charging, Hydrogen Refueling, and Green Hydrogen production, Hellonext is poised to shape the future of sustainable transportation.

FUELLING THE WORLD WITH AMAZING SOLUTIONS

AXON

AN INTELLIGENT DESIGN FOR A GREATER EXPERIENCE.

Beautifully crafted inside and out, AXON dispensers exhibit a sleek and compact construction while maximizing brand area visibility, adding an improved look to the forecourt.

powered by Petrotec

Hose Retraction

Integrated Multimedia

Up To 130l/min

Multiple Fuel Types

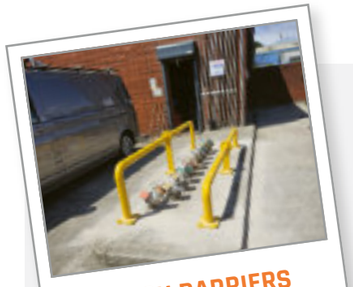
1 Dryden Court, Bilston Glen Industrial Estate, Loanhead EH20 9HT, PHONE +44 (0) 131 4405810

www.petroassist.uk | uk.sales@petroassist.uk

Petroassist
PETROASSIST UK LIMITED

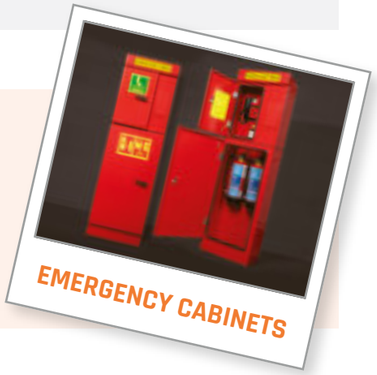
Off-the-shelf to bespoke and everything in between

On a mission to mitigate those hassle factors that are part of everyday life on the forecourt, STA Technical shares details of some of those products that are making clients' lives that bit easier.



CRASH BARRIERS

With a new bespoke crash barrier for high traffic area fitted and the customer over the moon, Dave Mayel from Fuel & Forecourt says: *"After repeated vehicles running into this petrol forecourt's brick wall and causing damage, the station owner needed more than a standard barrier to fix the issue. As always with STA Technical, when you share a problem, they come up with the solution. The crash barrier fitted like a dream and was even supplied with packers to mitigate the unevenness of the OSF."*

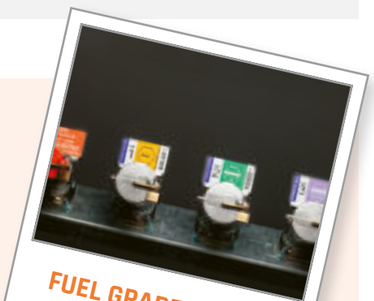


EMERGENCY CABINETS

One of STA's biggest forecourt success stories, the company's emergency cabinet has been designed to deliver innovation and improvements on legacy designs. Also designed with guidance from TR100 general technical requirements for motorway communications equipment, the decision to fabricate in Nirosta steel delivers a host of benefits. Gilbarco Veeder Root's project manager Kerry Wanstall says: *"With over 350 units now delivered by STA and installed across the forecourts of our supermarket client, the team's product development far exceeded our expectations."*

TEST RIGS

With STA's pipe and tank test rig now a 'go-to' piece of equipment for installers and equipment manufacturers across the UK, Simon Bayliss of Kidderminster Petroleum Services says: *"Having purchased a couple of test rigs from STA, our installers now wouldn't be without them. With day-to-day knocks on petrol forecourts and in the back of the van, these rigs have a hard life. This is where STA's refurbishment service steps in, overhauling the gauges to deliver 100% accuracy and ensuring the rig is fit for purpose at all times."*



FUEL GRADE LABELS

Bringing fuel grade labelling up to meet the rigorous demands of 21st century forecourts, STA's innovative design has removed all sharp edges and each holder is fitted with a rubber safety edging as standard.

Conforming to all regulatory forecourt signage requirements, the updated labels are ticking boxes for clients across the UK and Ireland. Colin Thompson of TPI says: *"Delighted with the first set of grade labels received from Warren and the team, we've now installed them across more than 12 client sites. With their innovative safety edging system our clients' customers are that much more protected."*

TANK LIDS

Requested by Eurotank, and others, to deliver a solution for those upgrading a fuel tank's single skin network, STA's new tank lid design sees the lid entry holes moved further into the centre, a solution that overcomes the constraints of the liner, whilst also enabling more entry holes per lid.

Having delivered over 75 lids to a range of customers (and all working perfectly), the new design is ticking all the boxes both in terms of effectiveness and flexibility. Eddie Fataciune, head of tank lining at Eurotank says: *"With a tight design spec, which led to tricky welding configurations, the STA team met our needs in terms of engineering, quality, lead times and costs."*

ROAD CONE HOLDERS

With road cones used daily on the forecourt, the conundrum is where to store them and how to keep them secure.

Committed to reducing hassle factor wherever possible, STA's cone posts can be customised in terms of height and colourway to meet clients' precise requirements. Mark Higgins of MH Fuel says: *"Simple and effective, STA is always looking to make life that bit easier. We're big fans of the cone holder and have installed over 35 for clients."*

FUEL TROLLEY

Initially commissioned by TSG UK Solutions, STA's fuel trolley is used to undertake pump measurement checks on the forecourt.

TSG UK Solutions' procurement team says: *"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."*

And with an order for over twenty just fulfilled for another client, the trolley exemplifies STA's commitment to making forecourt life that bit easier.

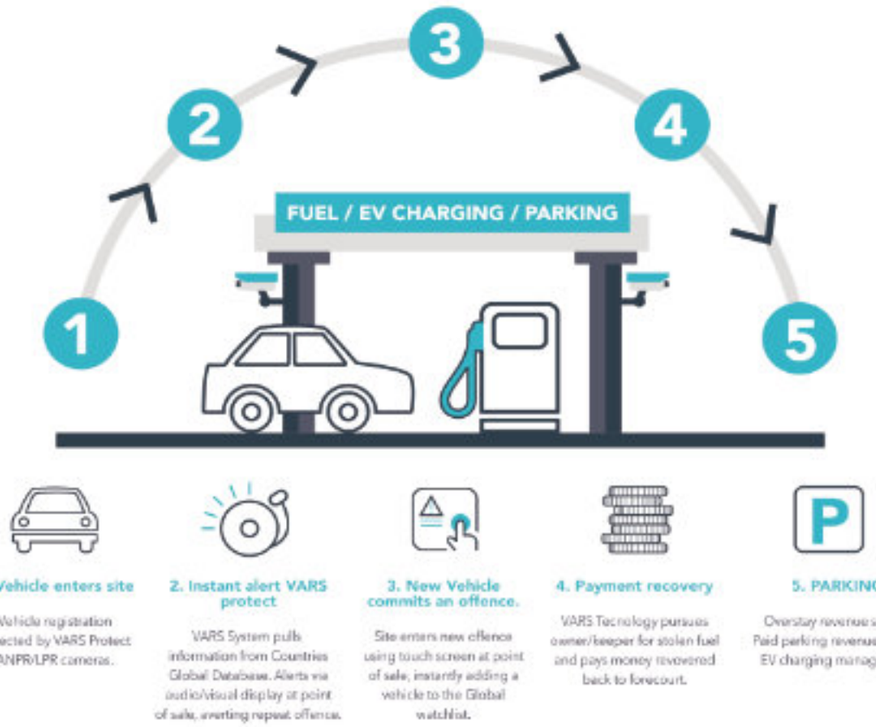
DELIVERING INNOVATION TO THE FORECOURT INDUSTRY

STA Technical Ltd | Unit H2
Base Business Park | Rendlesham
Suffolk | IP12 2TZ

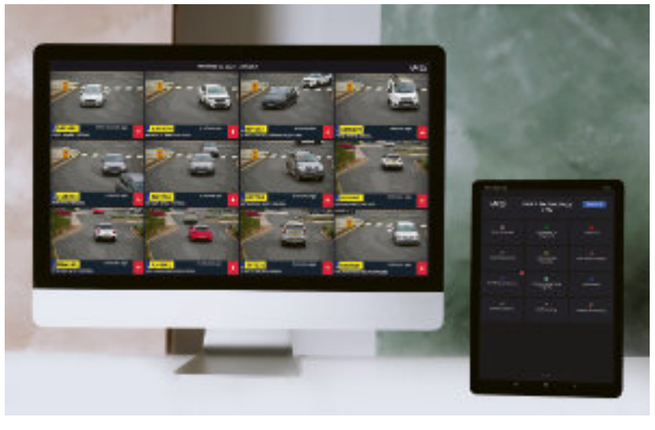
0203 004 9326
sales@statechnical.com
www.statechnical.com

With the STA team (left) busier than ever, managing director Warren Peters (far left) says: *"Looking at the rest of 2023 and with 2024 in sight, our plan is very much continue to do what we do best. That's listening to the needs of our customers, thinking outside of the box and using our engineering skills to deliver first class solutions."*

The world's most advanced forecourt protection system



PEIMF+ member, VARS Technology have saved forecourt retailers several million pounds. The world's most advanced forecourt protection system instantly reduces drive offs and then keeps them at bay!



The VARS system can protect your forecourt in many ways

VARS Dashboard allows simple 2 click management of the site for operators. Each vehicle that arrives or leaves the site shows at the top left corner of the screen. The operator can add any vehicle to the Blacklist with a simple click of a mouse, or they can Blacklist to a category with 2 clicks.

You will receive an audible and visual alert immediately when any of the following drive on to your site:

- Blacklisted vehicle for previous drive off
- Blacklisted vehicle for previous no means of payment not yet settled
- Blacklisted vehicle for previous dream off not settled
- Blacklisted Vehicle for previous aggression towards staff
- Warnings that vehicle may be stolen if make, model and colour do not match DVLA
- Customer service alerts (Disability assist days ETC)
- Shop theft alerts
- Jet wash damage protection

VARS uses state of the art ANPR cameras, they alert the cashier before a vehicle even arrives at a pump! Not only that, but they also chase first time offenders to reclaim the stolen fuel money; boasting the highest recovery rates in the industry.

The system includes a reporting tool for No Means of Payments and Drive offs which enables a cashier or manager to submit the details required in two minutes or less, so they are not tied up too long and embarrassed customers don't have a lengthy ordeal.

With additional features such as, hot and cold food storage temperature records, age refusal records and contractor signing in and out, these free value-added features make this a well-rounded forecourt tool.

As a fully accredited member of the British Parking Association, VARS Technology can also manage any car park small or large to free up spaces for customers to come and spend money in your outlets. Profits from parking are shared too.

2023 VARS latest

- Increased site count by over 500 sites in Q1 2023.
- Recovered over £1 million for UK customers.
- Due to be rolled out to another 1000 sites in the next 6 months.
- Drive offs reduced by over 80% for all customers with ANPR sites.
- Winners of the APEA Award for Innovation.

Using a state-of-the-art ANPR solution developed over several years, the result is the most effective drive off reduction tool in the industry. With approximately 36,000 vehicles known for offences countrywide, forecourts can get instant protection from the minute the system is switched on.

Testimonials

EG Group: Sameer Ali

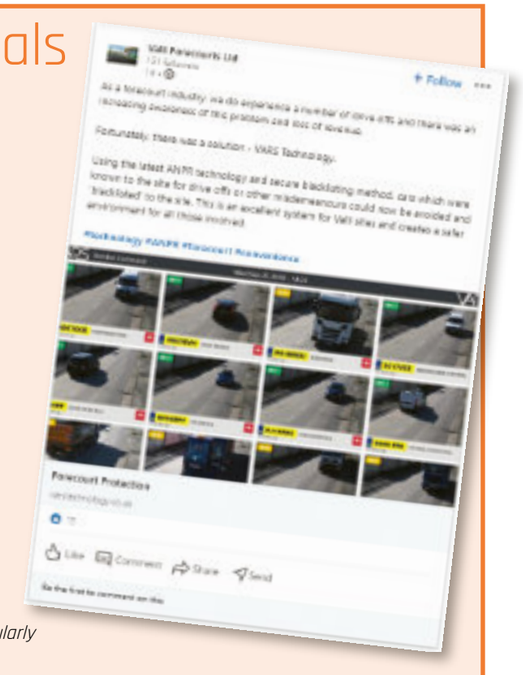
Vars Technology produce a fast and simple to use end-to-end solution, using forward thinking technology. The whole process could not have been any easier.

Sharma Garages Group: Kumar Sharma

I have found the ANPR Forecourt Protection and parking services to be an essential part of a forecourt business.

Shell Horncastle: Guy White

The team are fantastic, service is superb quality of images is second to none. The system helps us serve our customers better, particularly disabled and elderly people.



www.varstechnology.co.uk

What does artificial intelligence mean for suppliers?

All this talk about ChatGPT and AI. But what exactly is AI and what does it mean for suppliers to the fuel industry?

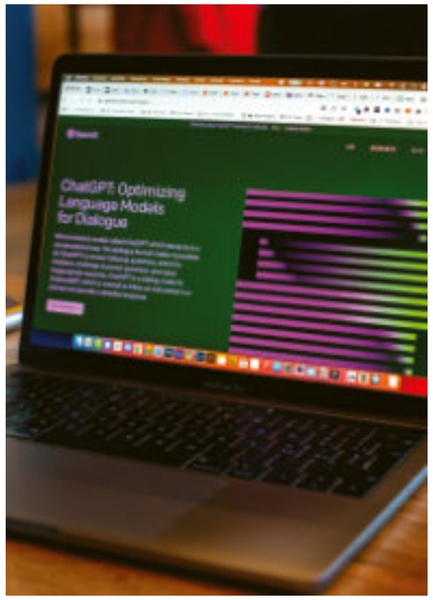
Let's start with a definition. Artificial Intelligence, simply put, is the simulation of human intelligence processes by machines, especially computer systems. By this definition, much of the automation processes our companies offer is already AI.

But something has changed. Over the last few years the abundance of data has allowed for the training of more complex AI models. What's more is they have become more simple to use.

ChatGPT

Take ChatGPT as an example. If you haven't already heard, ChatGPT is a natural language processing tool that anyone can use. Just type in a question or a request and it responds. It's not perfect, but it's learning every day.

The potential impact of this sort of intelligence is never ending (although Terminator does come to mind). It may not happen today, but this new level of AI will be coming to the fuel market, so it is important to understand how it might impact it.



So, in the spirit of the article, I asked ChatGPT itself how AI might impact the fuel industry.

It started by telling me that it can enhance the customer experience, offering 'chatbots' that can assist customers, but more interestingly it could eliminate the need for cards or cash through facial recognition. If you're in the payment card industry, take note.

The analysing of data from sensors and equipment to predict maintenance requirements came next. Ok, that's cool ChatGPT, but monitoring equipment in real time to identify issues before they result in breakdowns or service disruptions is something already offered. But it occurs to me that in many cases it has a human element that could likely disappear in the next few years. Improvements in this area mean less callouts and less site visits, resulting in less engineers needed on the payroll.

Things got really interesting from a fuel supplier perspective. AI will not only enhance wholesale trading and improve hedging, but also management of inventory and delivery schedules. With this improved service, trust from retailers will likely go up in vendor managed inventory, so we will see more retailers agreeing to let their fuel suppliers manage their deliveries.

Energy efficiencies

With many retailers suffering from rising costs, energy efficiency couldn't be more relevant. According to ChatGPT (who I am now talking to as if it were sat across from me in the pub), data from energy usage, weather conditions, and customer traffic patterns will be used to optimise energy consumption in lighting, heating, and cooling systems.

If you're in the EV market, AI will better manage charging stations, optimising both their usage and availability. This will make putting charging points on site more appealing for both consumers and retailers.

The real Mark Truman, or AI?

And then I decided to get more specific. What about marketing? Customer segmentation and personalisation, predictive behavioural analytics (importantly including demand), pricing optimisation, and sentiment analysis were all mentioned.

Dating apps

As a marketer myself, my feeling on AI is that it will make my life easier. ChatGPT alone is reducing the time I spend writing content by about 50%. I will have more information at my fingertips to engage properly with the right customers.
Saying that, whilst I am not a user of dating apps they did come to mind. Meeting people is more accessible, but it is more accessible for everybody. You can meet more people, but so can they.
The point is, expect a lot more noise and the quality of your competition's marketing activities to go up.

I finished up by asking ChatGPT if it intends to take over the world. It assured me that it doesn't have intentions, desires, or even the capability to take over the world. It's here to impact the world positively.

But it would say that, wouldn't it?

And the question Mark asked of ChatGPT

How will AI impact marketing in the petrol industry please mate?

www.edgepetrol.com
020 3865 8689

If you know, you know.

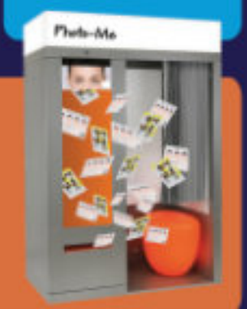
Over 60 years, we've known a few names. We've installed over 50,000 machines. We've expanded into more than 20 countries. We're confident you've heard of us, even if you don't know it.

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.**

REVOLUTION LAUNDRY
Wash.ME
Self-service external and internal launderette

ME Group



Making Easy

Photo-Me
Photo.ME
Automated passport ID and fun photos for all

Amuse.ME
Amuse.ME
Innovative children's entertainment solutions

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

'Revolution' unattended laundry services

What exactly is a 'Revolution' laundry unit?

Outdoor self-service laundry machines, operating 24 hours a day, 7 days a week. Providing access to large-capacity and energy-saving rapid laundry services.

Robert Mortimer is Head of 'Revolution' ME. He says:

"You're benefiting from rapidly growing brand awareness, but it's still early enough to get in on. We invest over £40k per site, which is completely free to the retailer. The revolution is here! You really do have to get in before it's too late."

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.

800 machines nationwide

Robert continues;

"We have over 800 units already installed nationwide, with some machines doing upwards of £40k a year. A machine that's doing five thousand washes a year - that's 5,000 forecourt customers. Our impressive roster of partners includes top 10 independent groups: SGN, Park Garages, Penny Petroleum, Welcome Break, Certas, Karen Retail, Moto, Co-op and Morrisons".

The benefits of a Revolution' external laundry unit

- Income generated from dead space on 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

Revolution laundry services operate around 6,000 units, across 12 countries. Machines are typically located on high-footfall sites such as supermarket car parks, and petrol stations.

www.me-group.com

Hellonext UK strengthens its UK market position

In a strategic move within the electric mobility, green hydrogen, and distributed energy space, Hellonext is setting its sights firmly on the UK and Ireland.

The company has recently created Hellonext UK Limited and is strengthening its team with the hiring of new specialists in electric mobility to assist customers in their green energy journey.

A comprehensive range of solutions

Hellonext offers a complete range of electric mobility solutions, including Fast and Ultra-Fast Chargers for Electric Vehicles, sophisticated management platforms and one of the largest and most experienced assistance networks in the mobility sector.

Within the UK & Northern Ireland market Hellonext is using its considerable expertise on DC Fast Charger Installations, Public Charging and Commercial Fleet Installations to grow its customer & installation base.

Proven track record

Drawing from its success in Portugal – a nation boasting one of the highest installed charging stations per 100 km of roads within the EU, Hellonext is among the top three manufactures & station installers.

The company ambition doesn't end here. Within the forthcoming half-decade, Hellonext aspires to rank among the top three charger manufacturers in Europe.

Complete solutions for our customers

Across the UK & Northern Ireland, Hellonext delivers an all-encompassing electric mobility service. This includes not just charger installation but complete operational & maintenance support.

For customers who do not want to make an initial investment, Hellonext has a "Fully Funded Model" allowing for an EV charging installation with No Upfront Cost. The network operator is responsible for the entire investment, guaranteeing the operation of the charging station and shares profit revenue sharing with the customer.

Keeping your business running

Hellonext UK is already responsible for many charging station installations in the UK and being one of the companies within Petrotec Group with four decades of experience in the fuel marketplace we have more than 1,100 employees in almost a hundred countries.

Petroassist UK Limited also being part of the group's companies is responsible for the assistance of Hellonext brand charging stations. Our highly skilled technicians are dedicated to ensuring your operations run smoothly every day.

From EV chargers to turn-key solutions you will get all the support you need to build your EV charging station.

AC and DC Chargers

Installation and Maintenance

Backend Maintenance Platform

Hellonext will guide you through the decarbonization challenge.

www.hellonext.world | info@hellonext.world | +44 (0) 131 4405810

HELLONEXT

Supporting independent dealerships.

>20 supply locations nationwide

24/7 service from our dedicated UK team

>600 in-house drivers

Our offer combines reliable fuel supply with best-in-class customer service to keep your forecourt running smoothly.

With EDGEPetrol

020 7404 7700

To find out more contact our local Territory Managers.

greenergy.com/independent-retailers

Esso | Greenergy

Great brands. Great price. Great service.

Insurance for contractors

Businesses involved in the maintenance and installation of forecourt equipment in the UK are evolving, as they help with the pursuit of the UK's carbon reduction strategy. So it's worthwhile highlighting some of the insurance-related factors, which contractors should be mindful of.

PEIMF+ member Oamps are ideally placed to offer advice, particularly regarding new technologies.

Policy wordings

As with all insurance policies, the devil really is in the detail. So you should always ensure your policy wordings & schedules reflect what you're doing!

Is business description vague or comprehensive?

A vague description could lead to insurers being able to decline a claim if your activities are not accurately described – e.g. fit-out contractor, or commercial builder.

You should also get confirmation of what activities have been disclosed to your insurers. The increasing use of insurer portals for quotations means that the choice of trades offered might not quite cover what you do; especially if you're involved in installing, servicing or decommissioning fuel storage systems or high voltage electrics or hydrogen production plants.

Many Public Liability policies contain a property being worked on exclusion, which means that there is no cover for any damage caused to the property that you're actually installing or servicing.

The wording of this exclusion is very wide in some policies. We've seen a claim where an employee incorrectly fitted a pressure relief valve, which failed to operate correctly when the system was refilled and the pressure distorted the tank. Insurers declined to indemnify their policyholder because the wording stated that damage to any part of the system being worked on is excluded.

The Pen policies we provide have no such exclusion.

You might well also have a condition or endorsement, stating that in order to cover your Bona Fide Sub Contractors activities, they must have valid insurance to the same level as yours. So check theirs too or get your broker to do it – they should know what to look for!

Public liability

Underwriters covering the installation of EV charging stations and small-scale Hydrogen generation plants will still expect the contractor to be specialists. If their best rates are to be secured, they will need to demonstrate this with comprehensive training records and site-specific RAMS, that show a strong and detailed understanding of the risks involved.

Underwriters generally also want more information than they did a few years ago; especially around these "new" technologies. They will also want the comfort that there are no "hold-harmless" clauses in place to prevent insurers subrogation of any claim against the manufacturers of a faulty product.

The installation of high-powered rapid charging stations might also be an area of concern for insurers. Some commentators have expressed reservations on the impact of repeated "rapid" charging sessions on the long-term integrity of lithium batteries. And whilst any claim for damage or injury caused by an allegedly defective charging station would likely be made against the manufacturer or distributor of the equipment, invariably the contractor could get drawn into claims. There there might also be allegations of negligence against the contractor by their employer or the manufacturer, in an effort to pass the claim on.

Contractors handling these "new" technologies could also face appetite challenges from the insurance market, as underwriters traditionally like to rely on historical data to support their rating structure. So rather than make a relatively uninformed decision on future rating, some will simply decide not to get involved until more data is available.

Given that these "new" technologies are relatively recent additions to many business's activities, underwriters will not often have long-term verifiable claims histories that show a low level of activity and claims payments.

That lack of capacity and claims history could lead to rates being inflated and choice of insurers being limited for these activities.

Employer's liability

Do your insurers sometimes settle Employers' Liability claims a little too easily in your view?

When we have seen this, it's usually due to the insurers feeling that there isn't a robust enough defence to dispute the claimant's allegations (PPE not provided, no training records, everyone else does it that way etc).

Being able to evidence the work you undertake to keep your employees safe, and that you reinforce these policy statements with real world recording & intervention, goes a long way to giving your insurers the confidence to be able to refute allegations.

Some business are using pre-employment health screening, to try to avoid being saddled with spurious claims for conditions that pre-date the employee's time with the company.

Occupational health plans can also support employees' physical health as well as general well-being.

Professional indemnity for contractors

If contractors are being asked to provide a turnkey solution for an alternative energy station, they could inadvertently end up being the designer of the system.

Many Public Liability policies have exclusions relating to professional services (and design is often included within the definition of those services) so any injury or damage to third party property would not be covered if the loss arises from the defective design.

Likewise, if the defective design leads to a financial loss where no damage occurs, even policies with no professional services exclusion could fail to respond, as the policy activation point (damage to third party property or physical injury to third parties) has not been triggered.

This cover is also sometimes purchased because of contractual obligations, where the principal contractor agreed to provide the design; and even though you might sub-contract the design element out or work to a someone else's design, you still have to pay for the cover.

If you make any amendments to a system design, you also run the risk of assuming design responsibility, unless all changes are signed off by the designer (not just your employer, who may not possess sufficient experience or expertise to be able to accept these changes from a position of knowledge).

Always ensure proposal forms are properly completed . If you only have 10% of your turnover on Design & Construct contracts, then this needs to be conveyed to the underwriters; otherwise you run the risk of being charged premiums that don't reflect your exposure levels.

Professional Indemnity policies often also have onerous claims reporting clauses too, so make sure you don't fall foul of them by not reporting a possible claim as soon as you know about it.

www.oamps.co.uk

The sole purpose of this article is to provide guidance on the issues covered. This article is not intended to give legal advice, and, accordingly, it should not be relied upon. It should not be regarded as a comprehensive statement of the law and/or market practice in this area. We make no claims as to the completeness or accuracy of the information contained herein or in the links which were live at the date of publication. You should not act upon (or should refrain from acting upon) information in this publication without first seeking specific legal and/or specialist advice. Pen Underwriting Limited trading as OAMPS Hazardous Industries accepts no liability for any inaccuracy, omission or mistake in this publication, nor will we be responsible for any loss which may be suffered as a result of any person relying on the information contained herein.

OAMPS is part of Pen Underwriting Limited which is authorised and regulated by the Financial Conduct Authority (FCA number 314493). Registered Office: The Walbrook Building, 25 Walbrook, London EC4N 8AW. Registered in England and Wales. Company Number: 5172311

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
10 Bricket Road St Albans Hertfordshire AL1 3JX
Tel: 01727 898890 Email: info@motorfuelgroup.com
Web: www.murco.co.uk and www.motorfuelgroup.com

MURCO

*A **motor fuel group** brand*

Do you want insurers to pay your claims? Beware of underinsurance!

Peter Jackaman, Managing Director of Jackaman Ins Services Ltd outlines the pitfalls of underinsurance

What is underinsurance?

Underinsurance is when a policyholder has inadequate insurance cover for their needs. In the event of a claim, this could mean a claim amount exceeding the maximum limit that can be settled by the insurance company.

This could result in a shortfall for the policyholder, potentially leading to a serious financial loss for the organisation. Common areas of underinsurance are typically property, stock & contents, equipment and business interruption.

What can lead to being underinsured?

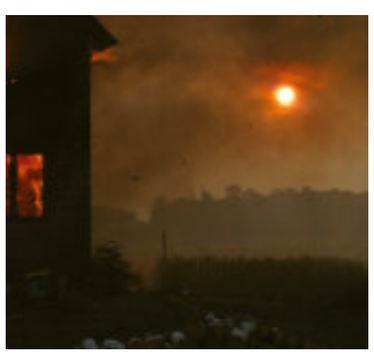
There are a number of reasons a policyholder may be underinsured. It can happen when valuations are out of date, roughly estimated, or incorrectly calculated.

Your business premises may be your highest value asset, and integral to the smooth running of your day-to-day operations. And yet, many businesses have an element of underinsurance on their commercial properties.

Here are some of the common pitfalls:

Out-of-date valuations:

If a property has not been professionally valued for insurance purposes there may be a shortfall in cover, even if the premises have not been altered or improved. If you have made alterations or extended the property, you should let your broker or insurer know as soon as these changes are made, rather than waiting until your policy is due to be renewed.



Market value versus reinstatement costs:

Another common oversight for business owners is to insure for the market value, when the sum insured should be the rebuild cost. Not only can the market value fluctuate but it is not an accurate reflection of the total cost to rebuild the premises from scratch. As well as materials and labour costs, you should also consider factors such as professional fees (architects, legal, planning, demolition etc).

Rebuild/repair of listed buildings:

When considering the original construction of the building a number of factors will determine the reinstatement cost such as: whether the building is listed, the nature of materials it is built from, and the age of the building. Listed or heritage buildings may typically have higher rebuilding costs than other properties, as they must adhere to traditional forms of construction and specialist materials. This is where a professional valuation should be an important consideration.

For example; we have recently had clients whom (after obtaining a professional valuation of their building) realised they had underinsured their buildings by over £4,000,000. A further client was 100% under insured on their buildings following a professional valuation.

Stock and contents

When determining the cover required for the contents in the business (both on and off the premises) and the stock you hold, it is important to bear in mind how insurers view this. As a policyholder, you may believe selecting a cover amount is your choice, based on how much cover you think you may need should an insured event occur. However, insurers are seeking to establish the total level of risk they will be taking on their books. Therefore, rather than simply selecting what you feel is an appropriate amount of cover, it is important to determine the cost of replacing all contents and stock on a new-for-old basis.

Why is this important?

If you were to insure only part of the total value of your buildings/stock or contents on the basis that a complete loss of your stock seems unlikely, this overlooks the fact that the total figure is required by your insurer. Policyholders may believe they can claim up to that limit, however this is not necessarily the case. This is due to a standard 'average clause' within most policy wordings that allows insurers to pay a lower claim amount if a policyholder has underestimated the declared value of stock and/or contents.

Business interruption

When 'business-as-usual' trading is affected or interrupted, there will most likely be a financial impact. Therefore, considering a realistic time frame to get back up and running after an insured event is an important aspect of a business continuity plan; taking into account scenarios including physical events such as a fire or flood.

A common oversight with cover for business interruption, is that the period of cover selected to protect the business financially turns out to be far shorter than the actual period of disruption. This then leaves the business with ongoing losses after the insurer stops paying.

The recovery process may take longer than you think – even smaller, straightforward businesses can need longer than 12 months' protection. If you are rebuilding premises for example, you may require planning permission which can often take months before any rebuilding works can even begin.

Business interruption insurance cover and the definition of profitability

Another accidental cause of underinsurance within business interruption policies is the confusion around the definition of profit.

Standard accounting says that gross profit is sales minus the costs of production. But the insurance definition is different. Business interruption insurance generally defines gross profit as turnover less the cost of raw materials and other expenses directly variable with turnover.

Tips for preventing underinsurance

By considering all aspects of your business, from your assets to your staff and customers, it is possible to identify areas and help remove the risk of underinsurance.

Rebuild:

Your overall sum insured is the most you would need to rebuild and replace from absolute scratch. Consider a professional valuation by a RICS qualified valuer.

Limits:

Are the policy limits insufficient? Check them against the needs of your organisation.

Values:

Update the new-for-old replacement values of plant, assets and premises for your organisation annually.

Recovery:

Set a realistic indemnity period within business interruption insurance that gives your business enough time to recover from an insured event. Your sum insured should reflect the anticipated business growth and not just past performance.

Review:

Conduct an annual review of all relevant policies with your insurance broker, based on your changing valuations, so you have suitable cover. Remember areas such as Employers' Liability, Public Liability and Professional Indemnity: as your circumstances change, so does your risk.

Inflation:

Check if your insured sums have automatically been index-linked to inflation. The cost of materials for re-build or replacement of goods will change from one year to the next.

Ultimately, managing the risk of underinsurance is about doing the groundwork to provide an accurate valuation to the insurer, and being aware of what could happen if you fail to fulfil your duty of disclosure. Working with a broker provides an extra set of eyes to ensure you have a clear, in-depth picture of cost, value and liability.

In a more challenging insurance market it can be more difficult for businesses to secure cover, as insurers may be more selective of the risks they will take on. Remember when reviewing your existing cover and ascertaining your up-to-date valuations, you should not take for granted renewal on the same terms as the previous year. This is where an insurance review from a dedicated broker can help you prepare for renewal in order to secure adequate cover.

Risks change so businesses need to constantly reassess what could affect them. We can help you ensure you have sufficient cover for your organisation in a shifting risk landscape.

How can we help?

Call us today on **01474 557427** to discuss the benefits of a full insurance health check.

You can ensure that adequate protection is in place across your business, and navigate any underinsurance pitfalls. As well as helping you to secure the most appropriate cover at renewal, we offer dedicated support throughout the policy year should you need to make any amendments to your policy if your cover requirements change.

Jackaman Ins Services Ltd is a friendly and professional service with over 40 years' experience in commercial insurance. We are specialist hazardous trade and fuel insurance brokers with exclusive products available.

www.jackamaninsurance.co.uk

Vital pricing information for forecourt operators

The Oil Market Journal provides: oil prices, foreign exchange prices, energy & economics news, oil price research and weather forecasts to service stations across the UK and Ireland.

Services are delivered to clients via innovative delivery systems, including a web-based solution for PCs, by ticker, wallboard, email, text messaging, smartphones and tablets. All content can be fully customised in-line with the specific needs of each company and user.

Since our founding in 1999, the once 'cutting edge' automated fax and text message services have long since been superseded by modern web & cloud-based systems, which bring up-to-the-second oil prices to even the smallest forecourt. This information was previously only available to large global oil majors.

Fluctuating prices

Keeping abreast of fluctuating petrol and diesel prices is critically important for service station operators, who must manage daily stock levels alongside many other operational issues.

OMJ predicts price rally

During July, the OMJ editorial team provided clients with very accurate guidance on the oil price rally, which saw diesel prices surge 28% in just four weeks.

The foundations of the rally were laid months earlier, when Saudi Arabia announced that they would cut oil production by 1 million barrels per day in July. After months of oil price weakness, OMJ warned clients supply tightness in the July edition of their global supply and demand review.

On 5th July, Director of Markets Ian Moore wrote;

"ICE Gasoil is building a base above $700/t. with the risks to the upside. During May and June ICE Gasoil has posted a series of "higher lows" in the oil price graph has broken above resistance of $700/t. - $710/t. We believe the risks are to the upside and our target price is $790/t. - $800/t."

The OMJ team continued to report on Saudi Arabia oil cuts, lower US inflation and refinery outages, all of which helped push prices higher. Ian wrote on 14th July:

"The news flow this morning is supportive for oil prices and the graphs for the five main oil futures traded on ICE and NYMEX also look bullish, indicating the oil price risks remain to the upside".

OMJ reported on lower oil stocks in the Northwest European storage hub, the ARA, while also reporting on additional Saudi Arabian production cuts and Russian supply cuts; as the oil market continued to tighten. OMJ also reported on positive US economic data, which began to suggest that the US could avoid a recession. On 21st July, OMJ wrote:

"ICE gasoil continues to trend higher off the base at $750/t. with $800/t. in sight and $850/t a risk."

On 27th July the OMJ team reported that ICE Gasoil was moving higher and trending towards $850/t. ICE Gasoil hit the OMJ target of $850/t. on 28th July. The OMJ team continue to report on continued supply tightness in Europe as ICE Gasoil traded between $850/t. and $900/t. However, in early August OMJ warned that the ICE Gasoil was "overbought." Prices dropped lower from highs of $918/t. as profit taking pushed ICE Gasoil back towards the target level of $850/t.

Wallboard: visual to the whole team

A larger service station operator, benefiting from OMJ services for many years, uses our large format Wallboard product to conveniently display live prices for the entire trading team. Senior management appreciate our daily insights into the market and our in-depth research publications help in negotiating long term contracts with suppliers using OMJ swap prices to hedge supplies. Having a broad portfolio of products ensures we can offer a targeted service for all their staff who have very different requirements.

Software development

The OMJ continues to invest strongly in technology with an in-house team of experienced software developers working daily to improve the product. Customer feedback helps mould our products & services and our aim is to remain on the forefront of technology, giving our customers 'the edge' over their competitors that is so important in a challenging market.

Over the last few years, OMJ has greatly expanded its product offering with the latest version of the client website, providing a wide range of pricing tools for service station operators. In addition to live oil and forex pricing, news, comment, analysis and weather, OMJ now also provides a wide range of Ebob E5 and E10 barge prices, swap prices, differential prices, and biofuel swap prices including Used Cooking Oil, UCOME and Tallow.

For further information or for a free trial contact Sam Galloway sg@the-omj.com or telephone +44(0)28 6632 9999 (www.the-omj.com)

Never miss the action on oil markets

Real-time Petrol & Diesel Prices	Research, News & Analysis	Innovative Delivery Systems
Live Rotterdam oil prices	Oil news, comment & analysis	Live oil prices website
Energy futures prices	Dow Jones energy newswires	Price updates by email & SMS
Platts oil prices	Oil fundamental data	Smartphone & tablet service
Forex prices	Oil price & forex technical analysis	Ticker & wallboard service

the-omj.com

OMJ

‘Watch-it’ from BigBrother

With the World’s Smartest Security Technology platform ‘’Watch-it’’, BigBrother responds to the complexity of the mobility market.

For 28 years, BigBrother has set the standard in camera security for service 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’.

By providing 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.

‘Watch-it’ offers entrepreneurs the knowledge they need by adding intelligence to the large amount of data the system generates and interprets.

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.

Prevent Drive-offs: 80% less drive-offs – save £9,000 per year

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 lots of opportunities in preventing theft; like drive-offs, fraud and unsafe situations. ‘Watch-it’ alerts and informs the cashier about registered drive-offs and false number plates by comparing the DVLA-data linked to the license plate with the actual car standing at the pump.

According to a case study of a British mobility multinational ‘Watch-it’ reduces the number of drive-offs by 80%, while the investment pays for itself within one year.

www.mobility.bigbrother.nl

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

Circle K Ireland's delivery fleet to be fuelled by 100% HVO renewable diesel

milesBIO HVO100, a fossil-free biofuel made from waste and by-products from the food industry, will be used to fuel Circle K's fleet of fuel delivery trucks in Ireland.

Circle K will become the first fuel retailer in Ireland to power its national fleet of delivery vehicles with HVO renewable diesel, made from waste and by-products from the food industry. HVO alternative diesel offers an up to 90% reduction in carbon emissions over traditional diesel.

Circle K has announced that its fleet of delivery vehicles will be fuelled exclusively by milesBIO HVO100. Their fuel station located at Dublin Port will be the first to fuel the fleet with HVO renewable diesel, with work underway at two further locations in Galway and Cork; to ensure the full fleet is powered by milesBIO HVO100 soon.

While milesBIO HVO100 is new to Circle K Ireland, this renewable diesel has been available across Scandinavia at Circle K locations in Norway, Sweden and Denmark in recent years, which is helping to guide the introduction of the product.

The fuel will also be available to commercial customers at Circle K's service station in Dublin Port, to be rolled out at Circle K's locations in Cork and Galway in the coming months. This will support commercial customers in decarbonising the journeys of their own respective fleets. Circle K anticipates that organisations operating large fleet transport vehicles in sectors such as refuse, retail, and logistics amongst others will benefit greatly from this new product.

Circle K is already supporting the commercial freight and haulage sectors, being the only forecourt to offer Compressed Natural Gas (CNG) refuelling stations at Dublin Port,

Through its strategic partnerships with ESB, IONITY and Tesla, Circle K already has the most advanced EV charging network within the forecourt sector in Ireland, with EV charging facilities located at 37 service stations nationwide.

Cashel, Clonshaugh and Ballysimon in Limerick, with City North to follow.

With more Irish motorists opting for EVs, Circle K is adapting to keep pace with this change. Through its strategic partnerships with ESB, IONITY and Tesla, the business already has the most advanced EV charging network within the forecourt sector in Ireland, with EV charging facilities located at 37 service stations nationwide and continues to add to this network.

Jonathan Diver, Fuels Director with Circle K Ireland commented:

"Circle K is committed to implementing environmentally sustainable practices across our product range and operations, as well as supporting our customers to reduce their level of carbon emissions. "The launch of milesBIO HVO100 across our fleet of delivery vehicles will have a significant impact in reducing emissions across our Irish operations and once fully rolled out early next year, will equate to the emissions of over 2,000 cars being removed from the road.

"milesBIO HVO100 is a renewable diesel product that combines both excellent technical and environmental properties, that significantly reduces the net carbon emission when compared to regular diesel fuel, while at the same time offering the same performance as conventional diesel. We are delighted to be introducing alternative fuels of this nature to Circle K Ireland and hope our lead will encourage others to do the same."

The world's most advanced forecourt protection and parking solution.

VARS TECHNOLOGY

The VARS system can protect your forecourt in many ways

VARS Dashboard allows simple 2 click management of the site for operators

Each vehicle that arrives or leaves the site shows at the top left corner of the screen. The operator can add any vehicle to the Blacklist with 2 clicks on the touchscreen

State-of-the-art ANPR solution

Preventing and reclaiming millions of pounds of retail fuel loss for forecourts

Fully compliant accredited member of the British Parking Association

Simple and fast reporting No Means of Payments and Drive offs

Audible and visual alerts of Blacklisted vehicles

VARS Parking will allow you to manage your parking spaces in the following ways:

- Charge for a select few bays for hourly or all day parking
- Charge for overstay if people spend too long in the car park

VARS TECHNOLOGY

varstechnology.co.uk

pfs FUELTEC

Suppliers of Innovative and reliable fuel equipment solutions.

STILL USING OLD TLS GAUGES?

Upgrade and Embrace the Future with EVO!

RECIEVE UP TO £2,250 TRADE-IN FOR YOUR OLD TLS TANK GAUGE.

SCAN THE QR CODE TO GET AN INSTANT QUOTE AND TRADE-IN VALUATION

VISIT https://qrco.de/beFGWF

WARNING - THE OLD TLS GAUGE RANGE IS NO LONGER SUPPORTED.

DON'T GET STUCK WITHOUT ANY WETSTOCK MONITORING!

Gilbarco Veeder-Root have discontinued their old TLS-350 and TLS-2 tank gauge models. Spare parts and support are fading fast and with lead-times of new models from GVR measured in months, waiting until your old system fails is not a sensible option.

Make the switch to the EVO Series ATG today and experience unmatched performance and support.

Seamless Transition and Optimal Performance

The EVO Series is designed to integrate effortlessly into your existing systems such as Fairbanks and other remote wet-stock systems as well as connecting to all POS and Forecourt controllers.

Plus, EVO gauges and probes can utilise the existing power and comms wiring from your TLS gauge and probes,, allowing you to upgrade in a matter of hours without compromising your daily activities.

Unlock a new era of efficiency and performance:
The EVO Series empowers operators with actionable insights, remote access via any web browser and integrated emailing of reports and alerts, enabling you to optimise operations, minimise costs and always be in complete control of your wetstock.

Reliability, Availability and Unparalleled Support:

The EVO Series is manufactured by Franklin Fueling, a trusted and customer-centric US-based forecourt equipment supplier known globally for its industry-leading products.

In the UK & Ireland Franklin products are distributed and supported locally by us here at PFS Fueltec Ltd, a well known distributor of fuel equipment.
We keep stock of gauges and all ancillary equipment so you don't need to wait months to implement a new system or for maintenance parts.
If you want to use your own preferred contractor to install and maintain your EVO gauges then go ahead, we will support them and you every step of the way.

Call: 01376 535260
Email: pfssales@pfsfueltec.com
www.pfsfueltec.com

SCAN THE CODE, VISIT qrco.de/pfs-evo OR CALL US TODAY TO GET YOUR NO OBLIGATION QUOTE AND TRADE-IN VALUATION

Bringing locally sourced fresh food and food to go to forecourts

One forecourt site which plays an important part role in their community is SPAR Mallusk, in Newtownabbey, a large town just north of Belfast.

The forecourt and convenience store outlet was specifically designed following extensive local customer research and built - a 'For Now' zone, and a 'For Later' zone which includes Mayfield Village Butchers, and an amazing array of fresh foods, 75% of which is supplied by local fresh suppliers.

The multi-million-pound investment by Henderson Retail consists of an all-new forecourt and convenience store outlet, which also brings the first ever Barista Bar Coffee Drive-Thru exclusively to the local area.

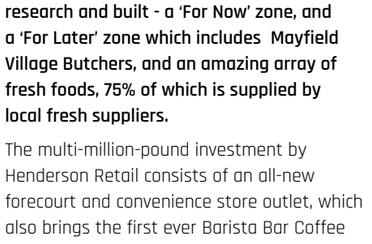
Future forecourt concept

Damien Nevin, Henderson Group Retail Development Manager says the outlet is the future of forecourt retailing.

"This modern outlet is multi-purpose, packed with new services and products under one roof. When designing this site, we wanted to ensure we were delivering on freshly prepared food to go options, alongside an abundance of value driven local products and essentials for tonight's tea and beyond, as well as attractive consumer services that make us stand out in a busy marketplace."

The first ever Barista Bar Coffee Drive-Thru

This future-proof site strategy has resulted in a unique and exclusive food-to-go offering, from SPAR's newest food to go brand, Delish, complemented by Northern Ireland's first Barista Bar Drive-Thru and a Subway counter. This is a combination of products and services that will be a huge draw to the high footfall, low dwell time shopper the team expect for the area.



The multi-million-pound investment by Henderson Retail consists of an all-new forecourt and convenience store outlet, which also brings the first ever Barista Bar Coffee Drive-Thru exclusively to the local area.

Breakfast, lunch, and dinner from Delish and Barista Bar in-store can also be ordered online via the SPAR Savvy Shopper App and collected at store, a real plus for time pressed consumers.

Nevin says:

"Every part of the store has been considered and built for differing shopper demands. Barista Bar, created by Henderson Foodservice, has seen exceptional growth in the past couple of years.

"Shoppers can expect the full Barista Bar experience at the drive-thru with signature cappuccino, americano and lattes, alongside specialities from flat whites to mochas and chai teas. There is even more choice available as customers will be able to personalise their drinks with a plant-based milk alternative (oat) and the decaf options available. We will also have seasonal specialities, and shoppers can take advantage of a full hot breakfast, lunch and treats menu from Delish."

In store, SPAR Mallusk houses three Barista Bar machines, one of which is new concept, Barista Bar Planted, providing the same great taste and quality of a signature Barista brew, with non-dairy options at the touch of a button. It is only the second machine to be introduced to stores in Northern Ireland.

The addition of modern EDGEPoS technology

Retail technology has played a huge role in the development of SPAR Mallusk.

"There is a whole layer of systems that the customer does not see, and then our future concept additions that the customer can see and use." Adds Nevin.

On the forecourt, there are ten lanes of EDGEPoS scanning, three of those are cash and card self-checkout lanes, which has a massive positive impact of getting customers in and out of the store quickly. The Glory Cash Management has been integrated into the cashier and self-checkout tills, as well as the back of house Glory system.

What's next for EDGEPoS?

Henderson Technology is launching two exciting app integrations. The introduction of Fuel, Pay, Go! and Fuel, Pay, Assist! will be a market first. The single app platform is a white label Pay@The Pump app integrated with EDGEPoS system and pumps. Additionally, it allows forecourts to offer Pay@The Pump assistance. There are 2.6 million blue badge drivers across the UK and using the system they will be able to arrive on the forecourt, identify their pump on the app and request assistance from the team in the store. The assistant fuels up for the customer, and the transaction is processed and completed through the app.

Later, Henderson Technology will be launching a Deliverect link, which allows EDGEPoS to link to multiple platforms, including Deliveroo, Uber Eats, Just Eats and many more.

Some popular fuel features on EDGEPoS:

- Fuel payment cards integrations such as Esso, BP, Texaco, Gulf
- Fuel VAT receipts can be printed separately for the customer
- No Means to Pay and Drive Off reporting at tills
- Fuel Pump price changes at till
- Instore Coupons, i.e. 2 pence off per litre of fuel – printed from till receipt printer
- Employees have the ability to authorise fuel straight from the tills
- Fuel is documented on the back office including drive offs and sales
- Fuel information is clearly displayed along the bottom of the till system, allowing employees to be aware of which particular fuel has been selected at each pump
- Fuel prepay option
- Fuel bunkering facilities
- Integration with fuel loyalty programmes such as BPMe, Oomph, Nectar, Star Rewards
- Wholesaler Links integration
- OPT integration
- White label Pay at the Pump integration
- Refund fuel back onto pump it was released from
- Live tank gauge and wet stock report
- Full Credit Accounts in system

Other Highlights:

- Reliable, fast and flexible software
- 24/7/365 customer support
- Global customer base
- Award winning innovation and technology software and service
- Easy to use and implement

www.henderson.technology

40 years' experience : 100% forecourts

Converting site from pressure to suction system

A case study of success

Kidderminster Petroleum were tasked by their client to convert a 6 island 8 hose pressure site into a suction system site with individual lines. The main task for this was to have absolute minimal down time on fuel sales and maintain site access to shop sales at all time.

With the correct planning, and our dedicated team of engineers, we managed to achieve our client's goal with great success.

The job was phased over a five-week period and fuel deliveries were maintained along with shop sales. Down time on fuel sales was minimal; just 5 days. Other than this, the site-maintained fuel sales on both main grade and ultimate grades on at least 2 islands.

Spaghetti junction

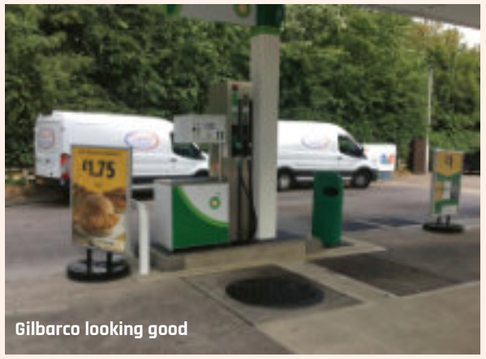
Well organised

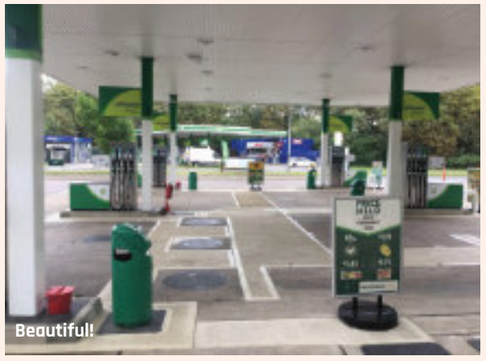
Nupi pipework

New NUPi suction pipework was installed from the tanks to all islands, which again was installed by our own fully trained and certified Nupi Installers. The old Pressure system was fully removed from all tank chambers. New concrete kerbed islands were created to fit the new Gilbarco SK700 ST2 Live pumps and all trenches concrete finished to match the existing forecourt services.

All new electrical cables were also pulled to the pumps and the mains board modified to suit.

During handover, not only did our on-site teams receive high praise from the site manager, but our client was delighted with both the end result and the efficiency with which the project had been carried out.


Gilbarco looking good


Beautiful!

The finishing touch!

Kidderminster Petroleum Services

Service & installation for multiples & independents

At Kidderminster Petroleum Services Ltd, we are petrol station forecourt contractors, who have built a great reputation with over 40 years' experience in the petroleum industry. We passionately believe in this industry and are totally committed; so much so that;

We work 100% in petrol stations – can anybody else say that?

Working with major multiples, as well as many single independents operators, we specialise in providing a comprehensive range of high-quality services across the UK, from our conveniently-sited premises in the midlands.

Keeping up to date

All jobs are managed in-house by our experienced and capable project managers and skilled staff. We make sure to keep up to date with industry changes, and know what's needed to ensure your equipment is installed to meet current regulations

Our range of installation & servicing expertise includes fuel pipework systems, tank gauges, fuel dispensers, forecourt drainage systems, civil works and more.

Our work ranges from minor maintenance to full re-development works and we also offer: Emergency response service; 24 hours a day, 7 days a week.

We're there when you need us!

Fuel dispensing equipment

Installation and service of dispensers from all major manufacturers

- Fuel dispenser replacement
- Fuel dispenser service & maintenance

Redevelopments

Out with the old, in with the new!

- Site redevelopment and decommissioning
- Tank Installations and decommissioning

Tank gauge installations

Specialists in all aspects of fuel gauging

- Tank contents gauging systems
- Installation & maintenance
- DCD installation & maintenance
- Tank chamber & dispenser sump sensor installation
- PLLD installation & service

Fuel pipework installations

Experts in all areas of pipework

- Suction / vent / offset fill pipework
- Grade changes
- Overfill prevention
- Stage 1 & Stage 2 vapour recovery systems
- Forecourt / pipe work maintenance
- Forecourt Inspections

Water supply problems

All issues concerning mains water delivery to your site

- Loss
- Leaks
- Damage repair

Fabric works

A complete, bespoke service

- Civils
- Carpentry
- Plumbing
- Signage
- Forecourt painting

Electrical installations

Qualified for forecourt electrical work

- Hazardous & non-hazardous electrical installation & maintenance
- Electrical inspection & certification

Forecourt drainage installations

Systems for all drainage issues including:

- Forecourt interceptor installations
- Aco drainage systems
- Carwash drainage systems

Major customers

We service a number of our leading multiple site operators including:

- Shell
- Rontec
- Co-op
- MFG

We're there when you need us!

Emergency response service;
24 hours a day, 7 days a week.

Emergency contacts:
07783 807055 • 07889 617018

Unit 31, Rowland Way
Hoo Farm Ind Est, Kidderminster
Worcestershire DY11 7RA

01562 861636
www.kidderminsterpetroleumservices.com

What are the AdBlue® storage regulations?

FUEL STORAGE SYSTEMS

Our colleagues at PEIMF+ member company Fuel Storage Systems offer some useful help and advice.

AdBlue® solution is corrosive to some materials, and pollutes surface and groundwater. Despite this, there are currently no enforced AdBlue® storage regulations in the UK. However, the Environmental Agency has issued storage guidelines, and under the Anti-Pollution Works Regulations, they can issue a notice enforcing appropriate improvements.

The Environmental Agency guidelines state:

1. Your container, pipework and dispenser equipment are suitable for use with urea
2. You have secondary containment for the container and ancillary equipment (i.e. a bunded tank)
3. The dispensing area drainage is isolated from surface water drains
4. You have a trigger nozzle with an auto shut-off to dispense AdBlue®
5. You have appropriate emergency equipment to deal with large and minor spills.
6. You have an emergency plan and suitable training for dealing with spillages or other accidents

With emission legislation becoming increasingly demanding, SCR technology and AdBlue® usage will likely become much more popular long before it declines.

Additionally, the Environment Agency, SEPA and the APEA encourage using a secondary container (bund) when bulk storing AdBlue®.

How should I store AdBlue®?

AdBlue® stored incorrectly can become contaminated and cause damage to vehicles or equipment. When storing in bulk, it should be kept in an AdBlue® tank made from non-corrosive materials such as polyethylene.

AdBlue® stored outside should be kept out of direct sunlight in a sealed & clean container. Keeping AdBlue® out of direct sunlight and between -6°C and 25°C will prevent contamination and increase the lifespan.

Most AdBlue® tanks are bunded and manufactured from opaque UV-stabilised polyethylene. This means tanks can be stored outside while keeping the solution out of direct sunlight.

The capability of making these available for mass-market, and the percentage of ultra-low emission vehicles within the UK is still minimal.

Euro emission standards

AdBlue® and SCR technology remain the most popular and viable way of achieving Euro emission standards. With emission legislation becoming increasingly demanding, SCR technology and AdBlue® usage will likely become much more popular long before it declines.

It must be noted that it is only the sale of cars powered by fossil fuels (including hybrids) which will be banned by 2035 or before. AdBlue® usage for cars will wane after that but will still be required until a total ban on driving these cars is enforced.

Due to the increased difficulty in powering heavy vehicles, the sale of new diesel HGVs won't be banned until 2040.

www.fuelstoragesystems.com

Are your contractors PEIMF+ members?

PEIMF+

A & G Group Ltd
A & R Pavelin Transport Ltd
AbFad Ltd
Adler & Allan Ltd
Aidan Strain Electrical Engineering Ltd
Air-Serv
Alpha Eco Ltd
Andel Ltd
Ancorra Environmental Services Ltd
Arnold Diggle & Co
Baltor Systems
Broham Forecourt Developments Ltd
Berrys Technologies Ltd
Bulk Meter Services Ltd
Centaur Fuel Management Ltd
Centre Tank Services
Clarke Construction Services Ltd
Commercial Fuel Solutions Ltd
County Pumps Ltd
C P Installations Ltd
DMCS Ltd
Dover Fueling Solutions
DP Fuel Tank Services
Durapipe UK
D R Forecourt Services Ltd
E & S Environmental Services Ltd
EdgePetrol Ltd
Elaflex Ltd
Electrajet Ltd
Equipe Environmental
Eurotank Service Group
Falcon Fuel (N.I.) Ltd
Fast Fuel Services Ltd
Fleetsolve Ltd
Forecourt Installation and Maintenance
Forecourt Solutions Ltd
Franklin Fueling Systems
Fuelcare Ltd
Fuelcom
FuelMii
FuelQuip Ltd
Fuel Storage Systems Ltd
G.A.W. Washes
Gilbarco Veeder-Root
Greenchem Solutions Ltd
GripHero Ltd
GSS Training Ltd
Henderson Technology
Htec Ltd
Hunter Fuel Solutions
Hytek (GB) Ltd
Ideal Tanks & Pumps Ltd
IMF Solutions
Industrial Services
Istobal UK Ltd
Jackaman Ins Services Ltd
James Blake & Co (Engineers) Ltd
Judvia Construction Service Ltd
J W Hinchliffe (Tanks) Ltd
Kidderminster Petroleum Services Ltd
Ledbury Welding & Engineering Ltd
Lees Industrial Services Ltd
Leighton O'Brien
LCM Environmental
LS Forecourts Ltd
M&E Services (NI) Ltd
M & Co Construction Group Ltd
Makeen Energy
MDM Services (Cardiff) Ltd
ME Group
Merridale Ltd
Merkland Tank
Mitchell & Webber
North West Pumps Ltd
Nupi Industrie Italien S.p.A
OAMPS Hazardous Industries
O'Connell Site Services
Octane Holding Group
Oil Tank Supplies Ltd
On The Level
OPW
Panks Engineers (Castle Hill) Ltd
Pennine Pump & Tank Company
Petroassist
Petrol Sign UK Ltd
The Petrol Tank Company Ltd
PFS Fueltec Ltd
Premier Forecourts & Construction
Project-A International Ltd
Propel Finance plc
Protego UK Ltd
Pumpwatch Ltd
Risbridger
R M Pumps (Cumbria) Ltd
Safefill
Scotia Forecourt Services Ltd
SDM Fuel Solutions
Southern Tank Services Ltd
SR Electrical Services Ltd
STA Technical Ltd
Suresite Group Ltd
T.P.I (Ireland) Ltd
Tanks & Pipework Ltd
TLM Technologies
Toureen Retail Ltd
Transflo Instruments Ltd
TSG
The Triscan Group
United Pipework Services Ltd
VARS Technology Ltd
Vectec Ltd
Washtec UK Ltd
Western Forecourt Services
Westfield Services (UK) Ltd
West Fuel Systems Ltd
Worcester Petroleum Services Ltd
Xmo Strata Ltd
Yara UK Ltd

EVerse™

Smart cloud software suite for EV charging management

EV Charger Management Portal | EV Driver App | Built for the Petroleum Retailer

Mobilise and monetise your EV charging network with the only end-to-end e-Mobility Platform designed for the unique business needs of fuel retailers.

- Unique off-the-shelf e-Mobility platform
- Available with EV charging hardware or as software only
- Designed for you, by the forecourt specialists
- Backed by our nationwide service and support

Ready to join the e-Mobility revolution?

Speak to our specialist e-Mobility team for a no obligation consultation today

euenquiries@gilbarco.com
gilbarco.com/eu/everse

Fuelling the future, today.

EVerse

GILBARCO VEEDER-ROOT