Spring 2025

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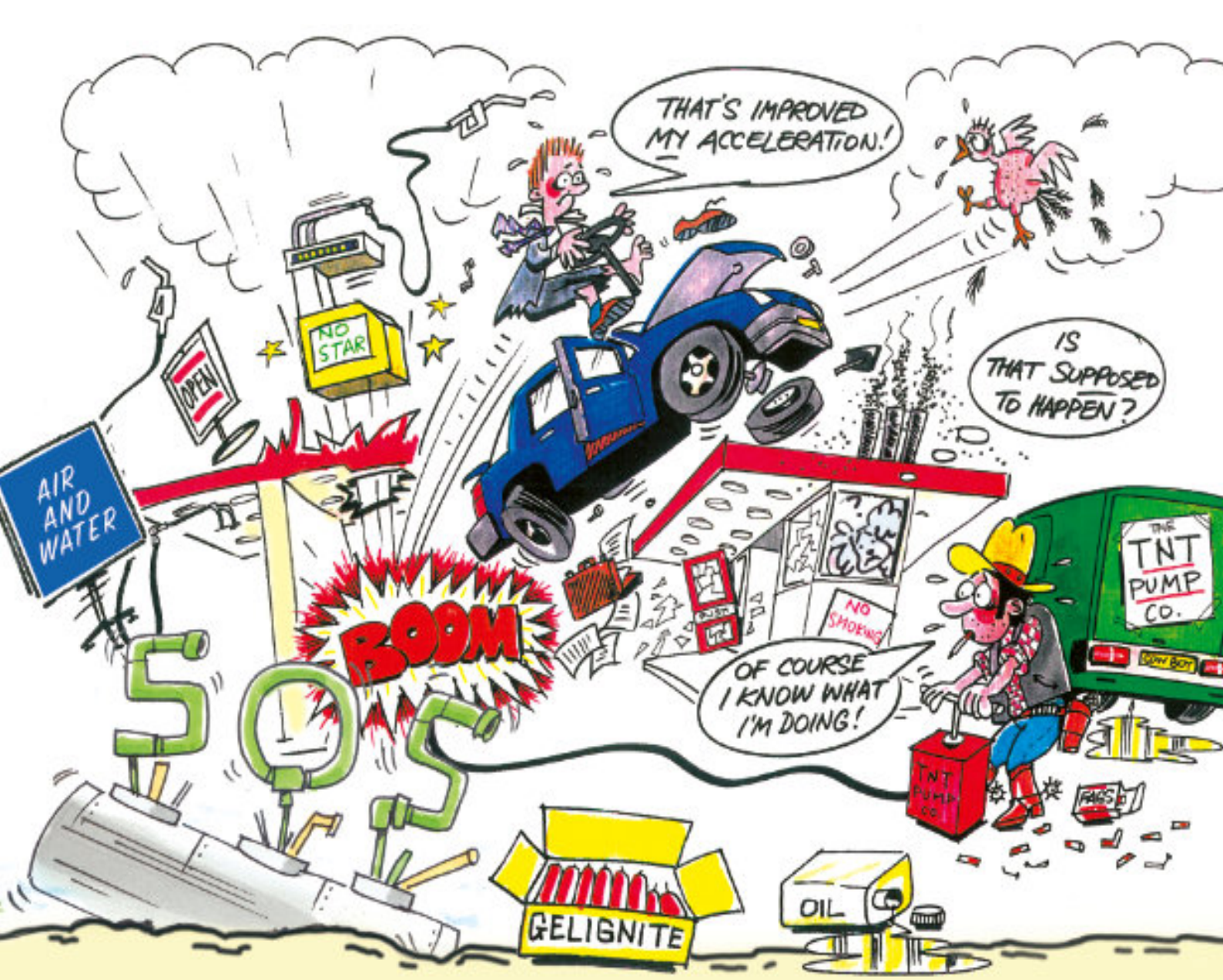
Insite

Insite is the official magazine of PEIMF+



PEIMF+
The future of fuel and energy services

In this issue :

- Storage tanks
- Tank services
- Valeting
- PEIMF+ event

RECYCLE THIS WRAPPER
The plastic envelope your INSITE has arrived in is fully recyclable.

Mind boggling. Magnificent. Mini

Another excellent get together of PEIMF+ members in Oxford recently. You can 'read all about it' on pages 4- 7. I'm pretty unapologetic about it, this is a great chance to show plenty of pictures of one of the most iconic British brands – the classic Mini (albeit now benefitting from German BMW engineering). A real eye-opener into modern manufacture and a brilliant trip for our members.

This year's visit follows on from previous trips to Cranfield University, Millbrook Testing Ground and Tyseley carbon-zero filling station. All fascinating in their own right.

So if you're a contractor reading this, and not a PEIMF+ member, this is a unique benefit each year – come and join us!

This Spring issue of INSITE contains a really comprehensive round-up of storage tanks and tank services, an in depth look at branding & signage, some valeting information, insurance and fuel management.

And don't forget to keep INSITE on your desk; you can find a very list of all members on the last 4 pages.

All the best.

David Honeyman, Editor

New members

adaptive Service

FSS

Birchel Construction

Andrew Simpson Electrical

Committee

PEIMF+ The future of fuel and energy services

Chair:	Siobhan Keogh
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Honorary Members:	Jeff Young, Steve Devine, Malcolm Hogg, Tom Hocking

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Front cover illustration
Brian Sage

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The Green Pages
New Fuels Guide

8 pages packed with specialist information on new fuel technologies

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PEIMF+ The future of fuel and energy services

Advertisers and the suppliers of contributed articles are asked to ensure that material submitted is fair and accurate at all times. The Editor reserves the right to amend or withdraw such material which may not comply with this request after consultation.

Mind-boggling. Magnificent. Mini manufacture

Join PEIMF+ as we take our annual two-day get together to a whole new level.

Late in February, we met at the BMW/Mini iFactory in drizzly Oxford. After surviving the complications of the coffee machine, we were split into 3 groups and spirited away to be given a health and safety briefing plus a potted history.

We were then togged up in hi-vis jackets, protective glasses and listening devices. We were told to lock up our phones and prepare for the experience.

We were entering a state-of-the art car plant, which has been a factory for motor manufacture for over 100 years. This site has had over two billion pounds invested in it and the tension in the air was palpable.

As our "apprentice style" people carriers whisked us over to the building, we were given the stunning fact that over 90 HGVs appear every day laden with chassis.

Futuristic robots

We entered the amazing "white building" where our guide Graham told us it was the size of 17 football pitches square. Frighteningly, it was populated almost solely by scary, monster-like robots, over 2,000 we were reliably informed. We really felt like we'd entered one of those futuristic film sets (or maybe the O2) where dinosaurs or monsters ruled the roost. The apparent cost of each one ranged from £80K to half a million quid.

Our professional tour guide at times had to fight for our attention, as there was so much to look at. Quite often, we had 4 levels of conveyors operating above or below us and numerous operations of spot welding, glueing (yes glueing) twisting, turning and blowing your mind.

As we watched, the adjectives were coming thick and fast:

Sensational

Unbelievable

Phenomenal

Genius

And more

The finish line

It seemed sad that there were hardly any people working in there (or associates as they call them!!) but we were to bump into plenty more staff in the assembly plant.

One other crazy fact was that the whole place was timed to ensure no single process would last more than – wait for it – 60 seconds with buffers and signals ruling everything.

The factory is working 20 hours a day, 4 days a week, and they totally maximise every available space. The other 3 days are used for essential maintenance.

EMU – not that one!

Then into the paint shop. Although, we couldn't go in and view the actual paint dipping, we were given chapter and verse on colours, and the whole process. An interesting aside was that the electromagnetic unit – or EMU for short, actually utilises ostrich feathers as a large duster, not unlike a rollover car wash. And they use upwards of 2,500 feathers per quarter (so I imagine a few ostriches are looking pensively over their shoulders).

As part of the iFactory's drive towards greener credentials, all water used in the paint process is harvested from the roofs, then filtrated so purely that you could drink it with your lunch – if you really fancied.

Continued on p6

Very happy looking bunch

Yes, signed by Miss Caine

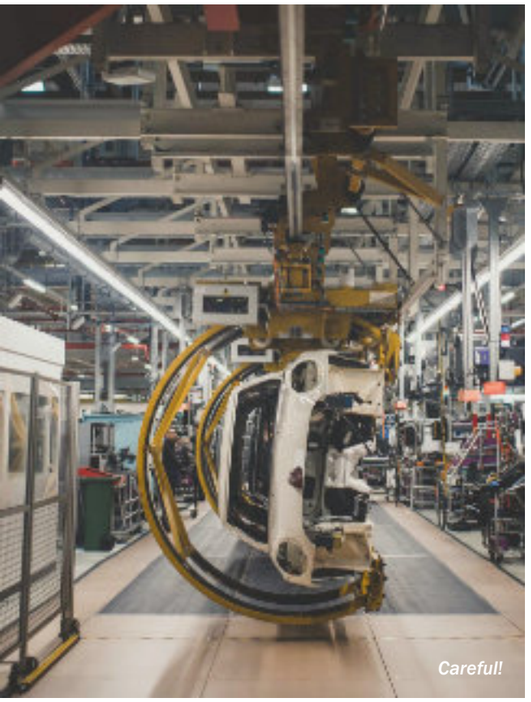
Great for motor sport

Kindly sponsored by

pfs FUELTEC · TSG · nupi · KIDDERMINSTER PETROLEUM SERVICES · GreenChem

Continued from p5

You were only supposed to...


Careful!

Final Assembly

Now we get to see many of the 4,000 “associates” doing their stuff, as many of the finer points of the vehicle are brought together. Almost unbelievably, the application of the wiring loom is allowed a monumental 67 seconds to complete!

The management try to avoid the team drifting into production line boredom by making sure each person is trained in 4 disciplines on each line, so they are rotated round during each shift.

As you stroll around the perimeter of this building, you feel like you are taking your life in your hands; as driver-less trollies wend their way around on special tracks. No need to worry though, these Automatically guided vehicles (AGV’s) are designed to stop before mowing down any unsuspecting pedestrians – and it seemed to work.

Each car is literally driven across the finish line, with a customary toot on the horn.

A few quick facts and figures:

They import parts from 26 different countries

70% cars are left hand drive for export

100% automatic transmission

Over 700 associates per shift in assembly

90 HGVs arrive daily containing chassis made in Swindon, from steel imported (since the shocking closure of the steel works in South Wales).

As has been reported recently in the news, the intended production of electric vehicles here has been put on hold, and they are looking to utilise the new building in a different capacity.

PEIMF+ AGM

Our members’ dinner was a jolly affair, as always, and a few of our guests were nursing sore heads the following morning.

We managed to get through the business of the day quickly and efficiently. Our Chair, Siobhan Keogh, and David Honeyman, PEIMF+ Business Manager, gave their annual roundups; and Treasurer Tom Burns offered the same on Finance.

We were delighted that Adam Ruck of Project–A was elected to join the committee. He will be a major asset to the team.

Full details of the minutes are available of the PEIMF+ website.

The official AGM was followed by 3 excellent presentations; Peter Jackaman asked the question to contractors: “Are you underinsured?. The devil is in the detail”.

John Garnett introduced AI powered forecourt protection from Vars Technologies and our very own Robin Futcher gave an insight into the development of guidance for hydrogen installations.

So we look forward to next year’s event with anticipation, and we thank all of our attendees for taking part and to our excellent sponsors for chipping in with their support.

Dream team

Pay attention Jeff

Dodgy geezer

Beautiful

Maybe break a bit earlier

I’ve seen the future

AIR-serv: Leading the way in forecourt vending solutions

with sustainability at the core

For over 40 years, AIR-serv has been at the forefront of providing innovative forecourt vending solutions across the UK and Europe. As a market leader, AIR-serv's commitment to operational excellence and sustainability has set it apart; ensuring that forecourt operators receive best-in-class solutions, while embracing environmentally responsible practices.

A sustainable approach to forecourt vending

Sustainability is no longer a choice; it is a necessity. AIR-serv recognises the importance of reducing environmental impact and has integrated sustainability at every level of its operations.
By employing cutting-edge technology, AIR-serv's vending equipment is designed to be highly energy-efficient, reducing electricity consumption without compromising performance.

AIR-serv's commitment to sustainability includes:

- **97% of machine recyclable:** Ensuring that end-of-life equipment is repurposed responsibly.
- **Reduced water usage:** Optimised systems to minimise water consumption.
- **Environmentally friendly wash concentrates:** Developed to reduce chemical impact on the environment.
- **Waste Management Strategy:** Implementing structured strategies to minimise waste.
- **Reducing plastic guilt:** Providing eco-friendly screen wash solutions that reduce plastic waste.
- **Recycling wash concentrate containers into flooring:** Transforming waste into sustainable materials for new uses.

Upgrade to contactless payment for maximum convenience

For forecourt operators who already have an AIR-serv vending machine, upgrading to a contactless card machine is a crucial step in enhancing service efficiency and customer experience. With the continued decline in cash usage and the rise of contactless payments, ensuring that your air, vac, or jet wash machine is equipped with a card payment system can significantly boost revenue and customer satisfaction.

Benefits of upgrading to contactless payment:

- **Faster transactions:** Contactless payments speed up the process, reducing queue times and improving customer convenience.
- **Increased revenue:** Customers are more likely to use the service when they have a simple, cash-free payment option available.
- **Improved hygiene:** Eliminating cash handling reduces the risk of germs spreading, aligning with post-pandemic hygiene expectations.
- **Reduced cash management costs:** Less cash handling means lower costs related to cash collection and security concerns.
- **Enhanced customer experience:** Digital payment options cater to modern consumer preferences, increasing repeat business.

Meeting the needs of a changing market

The forecourt industry is evolving rapidly, with an increased emphasis on customer convenience, digitalisation, and sustainability. AIR-serv is well-positioned to meet these demands, providing reliable, innovative vending solutions that align with these trends. With forecourts facing growing operational challenges, the ability to offer multiple services from a small, efficient footprint becomes a critical advantage.

Additionally, as electric vehicle adoption continues to rise, forecourt operators must adapt to shifting consumer behaviours. AIR-serv's versatile vending solutions support this transition, ensuring that customers continue to receive essential services while charging their vehicles.

Richard Sweet, Sales Director at AIR-serv, emphasises:

"At AIR-serv, we are committed to delivering not only innovative forecourt solutions but also ensuring that our partners benefit from the latest payment technologies. Contactless payments are becoming the norm, and upgrading vending machines ensures a seamless and efficient experience for customers while driving revenue for operators."

As the industry moves towards a greener and more efficient future, AIR-serv remains dedicated to providing innovative, market-leading solutions that benefit both businesses and consumers alike.

For forecourt operators seeking a no-risk, high-reward solution, contact: sales@air-serv.co.uk or call: 01942 722333

UPGRADE

Your AIR-serv Vending Machines with a Card Reader Today!

For over 40 years AIR-serv has been a market-leading supplier of forecourt vending machines, operating in the UK and Europe with a strong commitment to sustainability and minimizing environmental impact.

Why Upgrade?

More Payment Choices
Cater to customers who prefer cashless transactions.

User-Friendly Touchscreen Display
Modern and easy to use.

Remote Monitoring & Diagnostics
Keep track of performance and issues in real-time.

Increase Revenue Potential
Cashless convenience encourages more transactions.

Appeal to More Customers
Attract a broader audience, including those who rarely carry cash.

Accepts All Major Payment Methods
Visa, Mastercard, Apple Pay and Android Pay.

Boost Security
Reduce cash handling and improve site safety.

Contact 01942 722 333 or email sales@air-serv.co.uk for more information.

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CUSTOMERS FOR LIFE

Drive profits with car valeting solutions

Why investing in jet wash and vacuum systems is a smart move for forecourt owners

In the competitive world of retail forecourts, offering additional facilities can attract new business, enhance customer satisfaction and boost profitability. One such service is car valeting, specifically through high-pressure jet wash and car vacuum solutions. These systems offer numerous advantages over traditional automatic car washes, making them a preferred choice for many forecourt owners, especially where space is limited.

Cost-effectiveness

One of the primary benefits of jet wash and car vacuum systems is their cost-effectiveness. These setups generally require an affordable initial investment and have low maintenance costs, due to their relatively simple design with minimal mechanical parts. This makes them an attractive option for forecourt owners looking to maximise their return on investment.

Flexibility and customer control

Jet washes and vacuums provide customers with greater control over the cleaning process. High-pressure jet washes allow customers to focus on specific areas of their vehicles that need extra attention. This hands-on approach appeals to customers who prefer a thorough and personalised cleaning experience.

Space saving

Space is often limited at retail forecourts, and jet wash and vacuum stations are designed to occupy minimal room. Their compact footprint makes them ideal for forecourts with restricted capacity, enabling owners to offer additional services without sacrificing valuable space

Reduced downtime

The simplicity of jet wash and vacuum systems translates to reduced downtime and fewer repairs. With fewer mechanical components, these systems are less prone to breakdowns, ensuring they remain operational and consistently available for customers. This reliability is crucial for maintaining customer satisfaction and maximising revenue.

Customer preference

Many customers prefer the thoroughness and personal touch of using a jet wash and vacuum over an automatic wash. By providing jet wash and vacuum services, forecourts can cater to customers who value a meticulous and customisable cleaning experience.

Environmental considerations

Jet washes can be water-efficient and environmentally friendly, especially if equipped with water reclamation systems. These systems reduce water consumption and minimise environmental impact, aligning with the growing demand for sustainable business practices.

Regular maintenance

To ensure the longevity and reliability of jet wash and vacuum systems, it is essential to perform daily checks, alongside regular servicing and maintenance. Forecourt owners should not rely on customers to report issues, such as leaking triggers. Instead, a daily check at the start or end of the day, running through all cycles, can ensure the equipment is ready for use and prevent potential problems.

Conclusion

Investing in high-pressure jet wash and car vacuum services offers numerous benefits for retail forecourts. From cost savings and space efficiency to enhanced customer satisfaction and environmental sustainability, these systems provide a compelling alternative to traditional automatic car washes.

By opting for high-pressure jet wash systems and interior valeting solutions, forecourt owners can attract new customers, increase profitability and stay ahead in the competitive market.

Continued on p12

Car Valet Solutions from TSG
- Clean, Efficient & Profitable

Experience more than just Kärcher's innovative valet range – adopt a complete solution. With expert installation, dependable maintenance and enhanced services for your visitors, you're not merely cleaning cars; you're driving profits. Elevate your valet offering and start cleaning up today.

Kärcher Self-Service Vacuum Cleaner SB VC: Unmatched suction power, comfort and design.

Kärcher Air Water Tower (AWT): A sleek, compact unit combining a tyre pressure gauge and water dispenser, perfect for any forecourt.

Kärcher SB OB Self-Service Jet Wash System: Powerful, compact, configurable and cost efficient.

Benefits of Kärcher Solutions from TSG:

- Installation, service & maintenance
- High-quality products
- Low maintenance
- Sustainable
- Cost-efficient
- Compact designs

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www.tsg-solutions.com/uk

TSG

Continued from p10

TSG is here to help

TSG UK offers comprehensive and adaptable wash solutions for all vehicle types and locations. From the initial design and equipment selection to installation and a customised service and maintenance plan, TSG supports customers at every step.

TSG is dedicated to providing eco-friendly wash solutions that minimise water usage, reduce costs and ensure compliance with operational standards.

Partnering with the esteemed Kärcher brand, TSG delivers top-tier wash solutions that combine reliability and efficiency, ensuring an exceptional customer experience.

Kärcher high-pressure jet wash SB OB

The Kärcher SB OB self-service single-bay unit allows for a complete vehicle wash in confined spaces. This versatile one-bay solution can be tailored to meet individual customer needs and performs vehicle washes efficiently in limited spaces. The adaptable single-bay unit offers up to seven different wash programs, easily selected via a user-friendly touchscreen with clear visual guides. Ideal for tight spaces, this compact unit generates attractive additional revenue with minimal investment.

It comes with up to four dosing pumps and provides up to seven wash programs. It also offers a third wash tool, with power foam and power rim foam available as additional wash options. Intensive pre-cleaning ensures excellent cleaning results, leading to high customer satisfaction.

Kärcher SB VC 1 high-power vacuum

The Kärcher SB VC 1 is a robust single-bay self-service vacuum cleaner, renowned for its consistently high suction power, hose retrieval system with a fibreglass pole, and ergonomic suction nozzle. Featuring the Tact automatic filter cleaning system as standard, the SB VC 1 ensures peak suction performance throughout its operation, enhancing the efficiency of the ergonomic suction nozzle.

Whether tackling surfaces or reaching into the numerous crevices and gaps within vehicle interiors, it delivers exceptional cleaning results.

Thoughtful features like the hose retrieval system with a fibreglass pole, which reduces ground contact and prevents dirt from entering the vehicle, are integral to its design. Additionally, you can customise various equipment options, such as the start system, with choices between an electronic coin acceptor that handles different coins and tokens, or a mechanical coin acceptor.

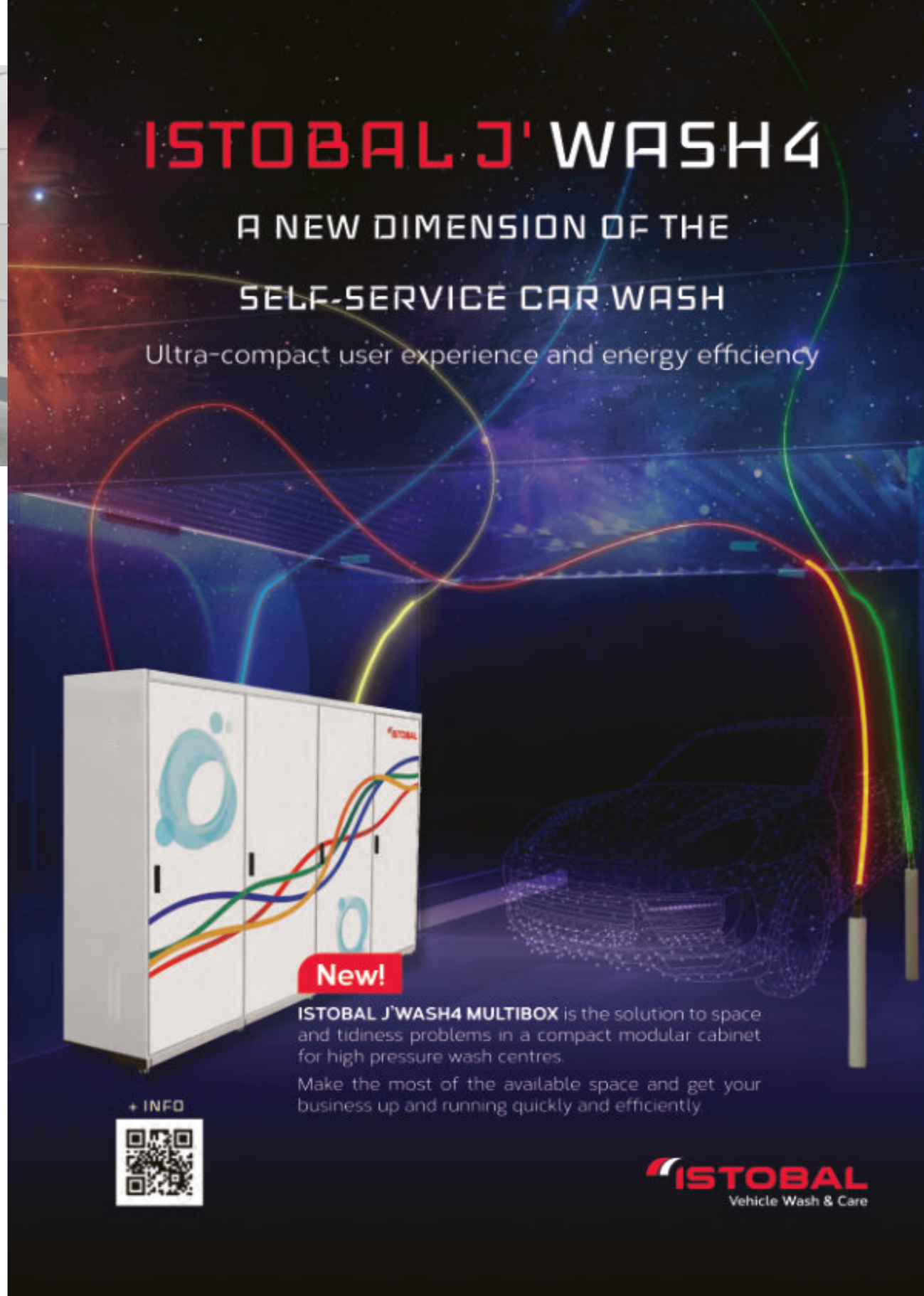
Kärcher air water tower (AWT)

The Air Water Tower (AWT) is a compact unit that combines a tyre pressure gauge and a water dispenser. The AWT's sleek design and small footprint make it a perfect fit for any forecourt, enabling customers to easily check and adjust tyre pressure and refill screen wash containers.

The AWT addresses two common vehicle maintenance needs simultaneously. It features a user-friendly tyre pressure gauge that can adjust pressures up to 8 bar, and an integrated water dispenser that provides clean water directly into the screen wash container.

Additionally, the AWT includes an electronic coin acceptor that can be programmed to accept coins or tokens, with a configurable run time of up to 7 minutes.

www.tsg-solutions.com/uk/karcher



Elevate your fuel management system with the TLS-450PLUS

In today's fast-paced world, fuel management is a crucial aspect of any operation that relies on a consistent and efficient fuel supply. A precise and reliable fuel management system is essential for optimising costs, preventing losses and ensuring operational efficiency.

For over 25 years, the TLS-350 Automatic Tank Gauge (ATG) by Gilbarco Veeder-Root has been the benchmark for quality and dependability and has long been a reliable choice for fuel management. However, as technology evolves, so must your fuel management systems.

Why upgrade to the TLS-450PLUS?

While TLS-350 consoles might still be operational, relying on them can lead to increased costs, risks, and downtime; due to outdated technology. Upgrading to the TLS-450PLUS reduces these risks, by providing automated, real-time monitoring of fuel levels, helping to minimise losses and maximise efficiency. Other enhanced benefits include connectivity, security, and functionality; as well as the knowledge that GVR can support you with repair and replacement parts whenever you need them.

Stay connected and informed

The TLS-450PLUS brings connectivity up to date; providing real-time access to ATG data through web-enabled interfaces and the PLUS VIEW mobile app, available on iOS and Android. The app delivers up-to-the-minute insights into inventory, alarms, and delivery data, allowing operators to monitor fuel levels and respond to alerts from any location.

For businesses with multiple sites, Centralised Device Management (CDM) further streamlines operations by allowing remote software updates, data backups, and comprehensive monitoring across your entire network.

This comprehensive connectivity ensures you always have a clear view of your fueling assets and operations, no matter where you are.

Enhanced security for modern operations

Fueling stations face greater cyber risks than ever before, and older systems like the TLS-350 lack the advanced security protections required to safeguard data and operations. The TLS-450PLUS introduces robust security measures, including encrypted web access, network segmentation, and role-based access controls; ensuring only authorised users can interact with critical data. With isolated network ports and encrypted serial access, the TLS-450PLUS prevents unauthorised access to sensitive corporate data and maintains compliance with regulatory standards.

Expanded capabilities and lower costs

The TLS-450PLUS goes beyond monitoring; with enhanced inventory management, advanced leak detection and automated reporting.

Features like Digital Pressurised Line Leak Detection (DPLLD), Business Inventory Reconciliation (BIR), and customisable reporting improve site management, while maintaining accuracy and efficiency. These capabilities help streamline daily operations and support long-term goals for business growth and compliance.

A smart investment for the future

Upgrading to the TLS-450PLUS is an investment in reliability, security, and operational efficiency. Reduce site downtime, minimise labour costs through remote management, and benefit from a scalable platform ready to accommodate future regulatory and technological developments.

If you are looking to elevate your fuel management system, now is the time to embrace the power of the TLS-450PLUS technology. Ensure your fuel management system is ready for the demands of tomorrow. Make the switch today and take control of your fuel management.

www.gilbarco.com

ELEVATE YOUR
FUEL MANAGEMENT SYSTEM

Welcome to the **TLS-450PLUS**, the comprehensive compliance and wetstock management solution for large networks or single sites.

Packed full of features, the **TLS-450PLUS** is ready and equipped to put you in control of ROI.

Remote Connectivity
Gain remote access to your ATGs from any device, anywhere, as if you were standing in front of the gauge. See tank inventory, last delivery, alarms, and much more in real-time.

Enhanced Cyber Security
Better connectivity needs greater protection – the TLS-450PLUS provides the security needed for today's connected world, giving you full network separation, encrypted web and serial access and much more.

Lower Cost of Ownership
From reduced downtime through real-time access, to significant labour savings through remote configuration and automatic event notifications, the TLS-450PLUS saves you time and money.

Expanded Capabilities
The TLS-450PLUS provides the data needed to manage day-to-day inventory needs, regulatory, and environmental reports to maximize site operations and profit – AccuChart™, BIR, DPLLD included.

Find out more at:
www.gilbarco.com/eu

GILBARCO VEEDER-ROOT

SPECIALISTS SINCE 1986

OAMPS have specialised in providing bespoke insurance solutions to businesses operating in the downstream petroleum industry since 1986, and can arrange cover for contractors, suppliers and manufacturers connected with the sector.

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www.oamps.co.uk

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The future of fuel and energy services

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Our highly experienced groundwork team will prepare the site to accept all your chosen refuelling infrastructure requirements.

• Concrete Work • Drainage • Interceptors
• Barriers • General Repairs • Tank Pads

Installations
All work will be carried out with precision by our highly trained in-house engineers, resulting in the best fuelling solution for your business.

• Dispensers • Tanks • Fuel Management Systems
• Pipework • Gauging

Maintenance
If you want to avoid downtime or even fines, then on-going inspections and maintenance are critical to the smooth running of your fuelling infrastructure.

• Site Audits • Tank Inspections
• Calibration • Pressure Testing

OAMPS Hazardous Industries enjoys brand refresh

This industry-innovator connects future growth strategy to its origins

OAMPS
HAZARDOUS INDUSTRIES

OAMPS Hazardous Industries, the specialist insurance advisor to the hazardous goods and environmental sectors, has undergone a brand refresh to mark 40 years of consistent commitment to the sector.

The use of 'heritage blue' throughout its website, advertising and social channels is a deliberate nod to OAMPS' origins in the 1980s, as an innovator that emerged to deliver fleet risk solutions to the highly specialist hazardous fuels sector; when no others were available.

Over the next four decades, the blueprint for developing those bespoke insurance solutions for fuel distributors has been applied and expanded to encompass everything from chemical companies, anaerobic digestion, and adhesives & sealants to environmental contractors, oil/chemical waste & recycling, and LPG distribution and haulage. Today, OAMPS Hazardous Industries can cover every aspect of clients' requirements from manufacture to wholesale, distribution, import/export, storage, haulage, installation and servicing.

Brand origins

Forty years ago in the early 1980s, following some large explosions in the late 70s, health and safety concerns surrounded the movement of hazardous fuels. This resulted in the whole sector finding itself well outside the appetite of mainstream insurance brokers and insurance companies.

OAMPS Hazardous Industries was founded by petrochemical specialists to change that.

Incorporated as OAMPS UK Ltd in 1985, OAMPS Hazardous Industries began life placing high-risk fuel fleet motor business into its own, specially established insurance captive, to ensure the wheels could keep turning on a vital sector that underpins so many industries.

Brand refresh

Building and maintaining close working relationships with leading industry organisations has played a crucial part in OAMPS Hazardous Industries reaching its 40th year;looking ahead to the decades to come, by ensuring its knowledge and industry insight grow in step with the sectors it supports.

Commenting on the brand refresh to recognise four decades in business, Karl Jones, Account Director at OAMPS Hazardous Industries, said:

"To mark 40 years of unwavering commitment to the industries we support, our return to heritage blue ties together a past, present and future where our core values remain unchanged.

"OAMPS Hazardous Industries was a 'disruptor' before the term even existed. It was created out of real need, to develop viable alternative risk solutions for customers in the downstream fuel market where there were none.

And that same approach – blending innovation with integrity and expertise with transparency – powers our business today.

"Four decades of working closely with so many of the UK's hazardous industrial sectors, has also given us the risk understanding needed to support new, emerging and innovative technologies using the same can-do creative outlook.

"Alternative fuel sources, such as HVO and BioLPG, as well as energy production and waste disposal, like anaerobic digestion, are a case in point, and we will continue to work closely with trade associations to help insurance underwriters understand these evolving risks and how they can be effectively managed.

"We're also a founding member of a working group that aims to highlight the environmental benefits of engaging experienced and independently assessed spill responders to the wider insurance market; encouraging those insurers that are not necessarily familiar with these incidents to focus on optimising outcomes and adherence to best practice.

"As we look to support our clients and their sectors in the transition to a renewable energy-fuelled, low-carbon future, we'll make sure we use our expertise to deliver innovative risk solutions and real value, just as our founders did 40 years ago."

www.oamps.co.uk

Tank equipment

HYTEK

At Hytek, we specialise in supplying essential components and equipment for efficient, compliant, and reliable tank installations. While we don't sell tanks directly, we work closely with tank manufacturers, installers, and contractors to provide high-quality accessories and systems that ensure safe and seamless fuel and fluid storage operations.

Supporting the tank industry with cutting-edge solutions

We offer a comprehensive range of tank-related products and solutions, collaborating with distributors and partners who specialise in design, installation, and maintenance. Our services are always tailored to meet the industry's exacting standards, ensuring compliance and operational efficiency. Our solutions include:

- **Expert design, installation & maintenance:**
  Our partners deliver state-of-the-art tank solutions, from initial design to ongoing maintenance.
- **Seamless integration:**
  We support expert installation and integration, ensuring systems meet the demanding standards of the tank industry.
- **Regulatory compliance:**
  We help ensure your systems meet all relevant environmental and industry regulations.

Knowledge & expertise

With significant experience in the tank sector, we provide comprehensive support at every stage. From design through to installation and maintenance, we ensure our clients have reliable, high-quality solutions tailored to their needs.

Our products meet or exceed all relevant industry standards and regulations, giving you confidence in their quality and compliance. We are committed to delivering practical and effective solutions, always focused on understanding and addressing the unique challenges faced by tank professionals.

Fuel tank solutions – who we work with

We collaborate with a range of professionals and organisations to deliver tailored fuel transfer solutions and services to the tank sector, including:

- Tank suppliers
- Tank installers
- Pipework installers
- M&E contractors
- Design consultants & specifiers
- Installation & project contractors

Why work with Hytek?

- **Industry expertise:**
  With decades of experience working alongside tank manufacturers and installers, we understand the industry's unique challenges.
- **Comprehensive solutions:**
  We provide a wide range of products to support every stage of tank installation.
- **Customer-centric approach:**
  Our solutions are tailored to meet the specific needs of our partners and clients.

Expert insight

Andrew Olive, Technical and Projects Director, says:

"At Hytek, we provide well-designed supporting products that improve operational efficiency by enabling precise monitoring and control, helping businesses optimise usage and minimise waste.

These products also enhance safety by reducing risks and ensuring compliance with stringent industry standards. In essence, the right supporting products are essential for protecting investments, maintaining productivity, and safeguarding the environment."

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Adler & Allan announces new chairman and non-executive director

Adler & Allan, a leading provider of environmental risk reduction services, is pleased to announce the appointment of Dominic Casserley as Chairman of the Board and Monica Collings as a Non-Executive Director.

Dominic Casserley - Chairman

Dominic brings extensive leadership experience in financial services, professional services, and private equity. With a distinguished career that includes serving as CEO of Willis Group and as a Senior Partner at McKinsey & Company.

Monica Collings

Monica joins the Board as a Non-Executive Director, bringing a wealth of expertise in business transformation, customer engagement, and leadership within regulated industries.

Commenting on the appointments, Dominic Casserley said:

"I am delighted to join Adler & Allan at such an exciting time. The company plays a crucial role in helping organisations navigate environmental challenges, and I look forward to working with the Board and leadership team to drive its continued success."

Monica added:

"I am thrilled to join Adler & Allan's Board and contribute to the company's mission. As businesses face increasing environmental and regulatory pressures, Adler & Allan is uniquely positioned to provide essential expertise and solutions."

Henrik Pedersen, CEO of Adler & Allan, also welcomed the new appointments:

"We are delighted to have Dominic and Monica join our Board at this pivotal time. Their experience and strategic insights will be instrumental in driving our mission to help businesses build resilience in an evolving environmental landscape."

These appointments reflect Adler & Allan's commitment to leadership excellence and its vision for a more sustainable and resilient future and follow's the groups recent investment from Goldman Sachs Alternatives.

www.adlerandallan.co.uk

A new standard in overfill protection

The hidden risk in automated diesel, HVO & fuel oil tank filling on generator installation

For years, overfill protection in fuel storage systems has been built around standards designed for manned fuel deliveries. The EN and KIWA standards ensure that tanker drivers can safely manage overfill situations by incorporating a small leak rate in mechanical overfill valves. This allows residual fuel to be drained from delivery hoses after the valve closes, preventing fuel from being trapped under pressure.

But what happens when no one is there to intervene?

With the rise of automated tank filling—particularly in generator day tanks, belly tanks / slab-base tanks—this leak rate becomes a critical flaw. In these systems, site operators and contractors often assume that a mechanical overfill valve will act as a last line of defence, completely shutting off fuel in the event of an overfill.

The reality: A dangerous assumption

Consider a high-profile government building in London where an automated diesel generator day tank in a basement was automatically filled from a nearby bulk tank. The electronic fill system failed, and the site team wrongly assumed the mechanical overfill valve would completely seal the fuel line. What they didn't realise was that all mechanical overfill valves on the market at that time (including LAFON and standard Risbridger RIS-STOP valves) had a built-in leak rate.

Fuel continued to flow through this tiny opening, and over hours, the day tank overflowed, filling the bund. Eventually, the fuel vented into the basement, causing a hazardous situation.

The solution: DEAD-STOP – a new standard in overfill protection

Recognising the risk, Risbridger Ltd developed the DEAD-STOP overfill valve—the only mechanical overfill valve designed specifically for automated tank filling systems with a ZERO leak rate.

Unlike traditional overfill valves, the DEAD-STOP guarantees complete fuel shut-off, ensuring that if an electronic fill system fails, there is no way for fuel to continue filling the tank.

Why industry standards must catch up

Current EN and KIWA standards haven't yet addressed the shift towards automated fill systems. That's why Risbridger and industry experts are actively working with standards committees to drive updates that reflect this evolving risk.

What this means for installers and operators

If you're installing or maintaining automated tank filling systems, it's time to rethink your overfill protection. Most mechanical overfill valves do not provide full shut-off, a fact that many fuel contractors and site managers are unaware of.

To ensure your installation is truly protected against overfill incidents, choose the only valve that guarantees a full seal: the Risbridger DEAD-STOP.

Want to learn more?

As the UK & Ireland distributor for Risbridger products, you can check-out the Dead-Stop valve on our website.

PFS Fueltec offer a convenient one-stop-shop for all your fuel equipment solutions across retail and industrial fuelling installations. We also offer honest, practical and experienced advice on all such fuel projects.

www.pfsfueltec.com

Charity donation to Cat Welfare Group

At our recent AGM and Members' Dinner, the team at PEIMF+ presented the annual 'Frank Hare' award, in memory of our original Editor of INSITE and General Secretary. We provide the opportunity for one of our guests to make a donation of £250 to a charity of their choice.

We were delighted that Dave Pearce from Madic UK had his name pulled out the hat and he chose to reward the Cat Welfare Group, based on the south coast.

This supplements the charities we've supported over the past few years, including a homeless charity, mental health and animal welfare.

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Robert McArthur

Robert McArthur, Director of DRB UK, sadly passed away in November. His colleagues at TSG remember him fondly.

Robert was a well-respected member of our team, leading the DRB business with dedication and good humour for over 44 years. His impact on our organisation and the lives he touched are immeasurable, and he will be deeply missed by all who knew him.

Robert co-founded DRB in June 1980, alongside Donnie and Bill. The business began in Robert's house in Hamilton, Scotland, and although it has moved locations over the years, it remains close to its roots. From a small team of three, DRB has grown to over 60 employees, expanding its reach from Scotland and the Northeast of England to across the UK by the early 90s.

Initially, DRB focused on electrical installations and maintenance at petrol stations. Under Robert's visionary leadership, the company diversified its services, including the formation of the signage division in 1992 and becoming one of the first NICEIC hazardous area contractors. In recent years, DRB has successfully ventured into installing EV charge points at forecourts, a testament to Robert's forward-thinking approach.

Robert's career in the petrochemical industry spanned five decades, marked by his unwavering commitment to excellence. He fostered a culture of teamwork and inclusivity, where everyone felt part of one big family. His open-door policy made him approachable to all; he was always there to offer advice, support and a cheerful word, whether for work-related discussions or personal matters, making a lasting impression on everyone he worked with. Robert was not just a leader but a friend to many, known for his quick wit, sense of humour and unwavering commitment to his team.

His passing has left a significant void within our business. Robert's leadership was not about titles or authority but about respect, integrity and a genuine care for others. His guidance wasn't just professional - it was personal.

Robert's vision, work ethic and dedication have shaped DRB into the successful company it is today, as part of the wider TSG organisation. His legacy will continue to inspire us for years to come.

Our thoughts are with Robert's loved ones during this incredibly difficult time.

Dennis West

Andy West, from Fuel Storage Systems Ltd shares memories of his father, Dennis, who recently passed away.

My dad, Dennis, started in the industry around 40 years ago, for the then Cameron Technical. He later became the joint owner, with the company rebranded to Cameron 2000, which is when my brother and I started in the industry, within this business.

This company was purchased by Forecourt Engineering and rebranded as Cameron Forecourt; which has now been acquired by TSG.

From a young age, my dad's work ethic and dedication were a massive inspiration to me. I spent 6 years working for him at Cameron 2000/Cameron Forecourt, during which time he had a huge impact on my career.

Our editor says:

I never knew Dennis personally, but I've heard nothing but extreme respect and totally fond memories of him from many people around the industry. I'm sure he'll be greatly missed.

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SPRING 2025 • ISSUE 21

The Department for Transport have been seeking views on proposals to support the UK's transition to zero emission vehicles (ZEVs)

"Phasing out the sale of new petrol and diesel cars from 2030 and Support for the Zero Emission Transition"

CONSULTATION DESCRIPTION

This consultation seeks views on delivering the commitment to end the sale of new cars powered solely by internal combustion engines by 2030 and supporting the UK's transition to zero emissions vehicles. The consultation is split into 2 parts.

Part 1 is about phasing out sales of new petrol and diesel cars from 2030 and supporting zero emission transition. It is conducted solely by the UK government and seeks views on:

- options to end the sale of new cars with internal combustion engines from 2030
- potential requirements for new non-zero emission vans to be sold from 2030 to 2035
- consideration of approach for small volume manufacturers
- demand measures to support the uptake of zero emission vehicles

The second part of this consultation is about the ZEV Mandate, delivered through the vehicle emissions trading schemes (VETs).

It is conducted by the UK government, Scottish Government, Welsh Government and the Department for Infrastructure (NI) and seeks views on:

- the existing flexibilities within the ZEV mandate, and consideration of further flexibilities
- other technical updates to the ZEV mandate to ensure its efficiency

Evidence from part 2 of the consultation will inform potential future amendments to the ZEV Mandate and CO2 emissions regulation.

The analytical annex sets out the analytical approach and tailpipe CO2 analysis results for the proposed VETS amendments and options for delivering the 2030 commitment.

COP29 Baku Azerbaijan

MINISTERIAL FOREWORD

The UK automotive industry drives growth right across the country. It directly employs 152,000 people in brilliant jobs, is our most valuable exported good, and it adds £19 billion to our economy. This is an industry full of history and heritage, but it is now undergoing a once in a lifetime technological change.

Our world is changing and our habits as consumers have to change with it. As the Prime Minister set out in his speech at COP29 in Baku, the need to transition away from a reliance on fossil fuels to power the global economy has never been clearer. And it offers a huge opportunity for the UK to lead the world in the industries and technologies of the future - ensuring the prosperity and security of our nation, with higher growth, better jobs, and cheaper bills.

In the move away from combustion vehicles to those powered by electricity, the automotive sector is almost uniquely placed in its ability to deliver huge cuts in carbon emissions, and to deliver them quickly. The transition to electric vehicles brings with it multiple other benefits for the UK. It means increased energy security as we reduce our reliance on imported foreign oil and instead power our transport system through a diversified array of domestic energy sources as the UK moves to becoming a clean energy superpower by 2030.

Continued on GP2

Continued from GP1

And it means cleaner air and quieter streets in our towns and cities, forever removing one of the prime sources of local air pollution.

British consumers are already revealing their preferences: in 2024 roughly one in every five new cars purchased in the UK will be electric. Five years ago the equivalent figure was less than one in every fifty. The British people are embracing electric vehicles because they are cheaper (consumers can save hundreds of pounds a year and they have the potential to be run from as little as 2 pence a mile), they are great to drive, and simpler to maintain.

Overwhelmingly the transition also represents a clear industrial opportunity - for all parts of the UK. All major automotive manufacturers recognise the inevitability of the shift to electrification. All are having to invest huge sums in developing new vehicles and new technologies at pace, at great cost, and in the face of new competitive and international headwinds. We should not pretend that this is easy or that it will happen without a government willing to listen and respond to global trends.

This Government is determined to support automotive companies as they revamp their production lines, adjust their business plans, and develop the technology needed for the next generation of zero emission vehicles. The UK now has an extensive automotive innovation ecosystem from fundamental research though to manufacturing.

This includes the Advanced Propulsion Centre R&D programme to develop strategically important zero emission vehicle technologies including batteries, electric motors and power electronics.

The last Government did great harm to the UK's reputation as a leading nation in the EV transition by moving goalposts on phase out dates and creating doubt in the minds of investors and boardrooms. Their actions imperilled the billions of pounds of committed investment in the automotive sector and in key areas such as the UK's burgeoning chargepoint sector. We will not repeat this mistake. All new cars and vans will need to be 100% zero emission by 2035. And no new petrol or diesel cars will be sold after 2030.

This consultation is largely technical in nature. It concerns what sort of vehicles should be allowed for sale in the 2030-2035 period and seeks views on potential adjustments to the UK's largest carbon saving measure. More importantly, it represents the first step in a new phase of engagement between this Government and all those involved in ensuring that the UK's transition to zero emission vehicles is a success. We want to work in partnership with industry to make sure that our approach to the transition supports a thriving UK automotive sector now and in the future.

It is fundamental to our Growth and Clean Energy missions and will help lead Britain and the world into a cleaner, safer, a more prosperous future.

INTRODUCTION

1. Through our manifesto and our plan for the automotive sector, this government is committed to supporting the transition to zero emission vehicles (ZEVs). We will provide certainty to manufacturers, the chargepoint industry, and to consumers by restoring the phase out date of 2030 for new cars with internal combustion engines (ICE) and by accelerating the rollout of charging infrastructure.

2. This transition is an unprecedented transformation of our transport system and delivering it will require support both from government and the private sector, but businesses cannot operate in a shifting policy environment. Sticking to commitments matters.

This is why reinstating the 2030 phase out date will give much-needed clarity to industry, two thirds of which had announced plans to meet the phase out when it was delayed. It will also give confidence to consumers considering making the switch and will invigorate the charging infrastructure sector that is already putting billions of pounds of investment into our networks.

3. Households, consumers and businesses will benefit from the transition to ZEVs. Already, in many cases ZEVs are significantly cheaper to run, maintain, and repair than their petrol and diesel equivalents, and they emit fewer dangerous particles which can damage health and worsen air quality. Lower running costs can help drive down the cost of living in the long term – and, for company vehicle fleets, it means a lower cost of doing business.

So, the ZEV transition will also support the government in meeting its economic growth mission and in raising living standards. At the same time, by switching to ZEVs, consumers can insulate themselves from fossil fuel price spikes and, as we deliver our clean energy mission, the electricity that EV owners use will increasingly be clean, cheap, and homegrown. These benefits mean more than 97% of ZEV buyers would not switch back to an ICE.

4. The ZEV transition is also critical for tackling climate change. For the 11th consecutive year, domestic transport is the largest emitting sector of our economy accounting for 28% of UK greenhouse gas emissions in 20223 and, as such, it must be front and centre of our efforts to accelerate to net zero and to tackle the global climate crisis.

The government is committed to meeting legally binding targets for reducing greenhouse gas emissions across all sectors, including transport. These targets – known as carbon budgets – will keep us on track to deliver net zero by 2050.

5. Countries, cities, and companies across the globe are committed to tackling climate change and delivering zero emission transport, and we want to ensure the UK is at the forefront of this transition. Fortunately, there are already over one million battery electric vehicles on our roads, with increasing numbers of models becoming available and purchase costs for consumers falling.

Billions of pounds of investment have already been committed to UK manufacturing and battery supply chains, supporting an increase in the numbers of jobs and the reindustrialisation of Britain, whether at Nissan's global EV manufacturing hub in Sunderland or Tata's gigafactory in Somerset that will power JLR. But to accelerate this investment at the right pace, we need to ensure that demand for ZEVs continues to grow and that consumers feel able to take advantage of the benefits that ZEVs can bring.

6. The reinstatement of the 2030 phase out date will build on the regulatory framework put in place by the previous government. That framework – the Zero Emission Vehicle (ZEV) Mandate – is among the most ambitious regulatory frameworks of its kind in the world, shaped through continued engagement with industry.

It was introduced in January 2024. The Mandate is implemented through the Vehicle Emissions Trading Schemes Order 2023 (VETS) and sets out the percentage of new cars and vans that must be zero emission each year. This regulation has provided investment certainty, already unlocking over £6bn of charging infrastructure investment, with the potential for further automotive investment to come.

7. At the same time, the UK market for ZEVs is maturing. In the first 11 months of 2024, the UK has been the second largest market in Europe for zero emission cars.4 Vehicle manufacturers representing 67% of the UK's new car market have already committed to being fully zero emission by 2030. With the transition already in full flight, and business and consumer certainty a critical priority, we are fully committed to maintaining the fundamentals of the ZEV Mandate, including the current trajectories for annual ZEV sales. But the ZEV transition as a whole can only be achieved in partnership with industry.

For this reason, we are seeking views on the flexibilities in the ZEV Mandate which allow manufacturers to meet the mandate in a way that fits with their individual transition plans. This includes whether we should extend flexibilities already in place out to 2026 and whether we should consider new flexibility to trade emissions across van and car fleets.

8. Part 1 of this consultation therefore seeks views on options to deliver our manifesto commitment to end the sale of new cars powered solely by internal combustion engines from 2030. We are seeking views on what types of cars could be sold from 2030 onwards, which are not fully zero-emission including hybrids. In 2035, all car sales will be pure-electric vehicles, in line with commitments made by the previous government and phase out dates set elsewhere in Europe. Part 1 also seeks views on demand measures to support the uptake of zero emission vehicles as the transition unfolds.

9. Part 2 of this consultation seeks views on flexibilities in the ZEV Mandate up to 2030 and other, technical updates to support the efficient running of the regulation. We look forward to your responses.

Full details on references available at https://assets.publishing.service.gov.uk/

SPRING 2025 • ISSUE 21 • THE GREEN PAGES - NEW FUELS GUIDE

New car registrations, European Union

NEW CAR REGISTRATIONS: +0.8% IN 2024; BATTERY-ELECTRIC 13.6% MARKET SHARE

In 2024, new car registrations rose slightly, increasing by 0.8% to around 10.6 million units. Spain continued to show resilience with a solid 7.1% growth rate. In contrast, declines were observed in France (-3.2%), Germany (-1%), and Italy, with a slight drop of 0.5%.

In December 2024, new EU car registrations rose by 5.1%. Spain led the way with a robust double-digit 28.8% increase, followed by France with a modest 1.5% rise. However, among the four largest EU markets, declines were observed in Germany (-7.1%) and Italy (-4.9%).

Data source: the European Automobile Manufacturers' Association (ACEA), based on aggregated data provided by national automobile associations, ACEA members and S&P Global Mobility.

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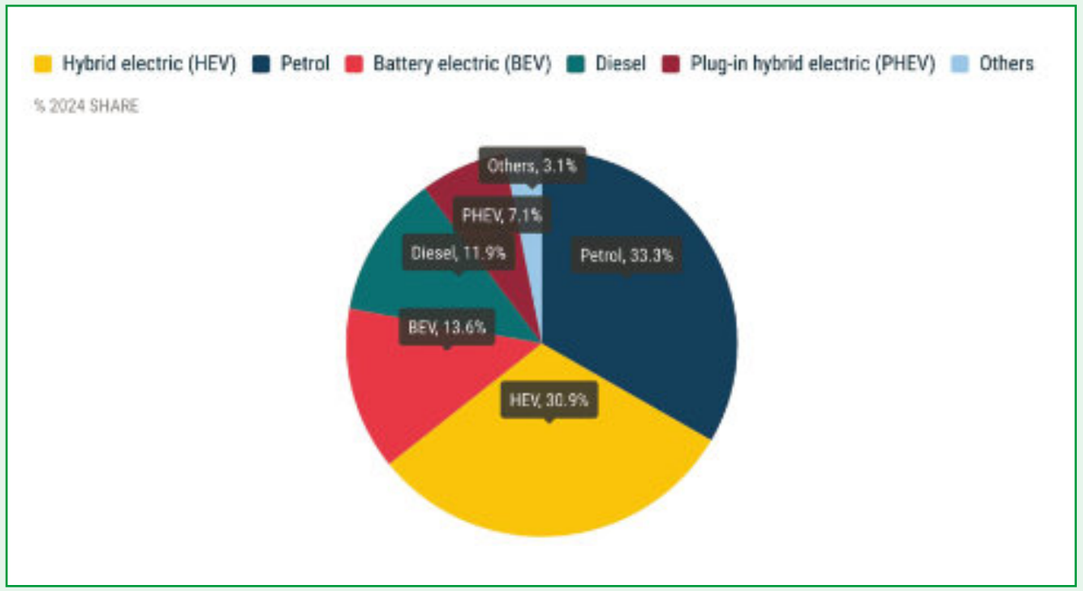
NEW EU CAR REGISTRATIONS BY POWER SOURCE

Battery-electric cars remained the third-most-popular choice for buyers in 2024. In December, their market share stood at 15.9%, contributing to a 13.6% share for the full year, again surpassing diesel, which declined to 11.9%. Petrol cars retained their lead at 33.3%, while hybrid-electric cars strengthened their second position, commanding a 30.9% market share.



ELECTRIC CARS

Registrations of battery-electric cars fell by 10.2% to 144,367 units in **December 2024**. This decline was primarily driven by a significant decrease in registrations in Germany (-38.6%) and France (-20.7%), leading to a 5.9% decrease in market volume for 2024 compared to 2023. As a result, the total market share for battery-electric cars stood at 13.6% for 2024.

Plug-in hybrid car registrations rose by 4.9% last month, driven by significant increases in France (44.9%) and Germany (6.8%). In **December**, plug-in hybrids accounted for 8.3%, maintaining the same level as the previous year. However, year-total volumes for 2024 were down by 6.8% compared to 2023.

Hybrid-electric registrations increased by 33.1% in December, with market share rising to 33.6%, up from 26.5% last December, exceeding petrol car registrations for the fourth consecutive month.

PETROL AND DIESEL CARS

In **December 2024**, petrol car registrations dropped by 1.8%, with all major markets showing declines except Spain, which saw an increase of 16%. France experienced the steepest drop, with registrations plummeting by 23%, followed by Italy with an 11.4% decline. Germany also recorded a decrease of 7.4%.

With 269,260 new cars registered last month, the market share for petrol dropped to 29.6%, down from 31.6% in the same month last year. The diesel car market declined by 15%, resulting in a 9.8% market share for diesel vehicles last December. Overall, double-digit declines were observed in most EU markets.

NEW CAR REGISTRATIONS BY MARKET AND POWER SOURCE - MONTHLY

	BATTERY ELECTRIC			PLUG-IN HYBRID			HYBRID ELECTRIC[1]			OTHERS[2]		PETROL			DIESEL			TOTAL		
	December 2024	December 2023	% change 24/23	December 2024	December 2023	% change 24/23	December 2024	December 2023	% change 24/23	December 2024	December 2023	% change 24/23	December 2024	December 2023	% change 24/23	December 2024	December 2023	% change 24/23	December 2024	December 2023	% change 24/23
Austria	4,263	4,019	+6.1	1,282	1,146	+11.9	5,864	3,865	+51.7	0	0	7,076	5,921	+19.5	3,204	3,546	-9.6	21,689	18,497	+17.3
Belgium	7,439	6,462	+15.1	2,018	5,443	-62.9	2,408	2,314	+4.1	240	189	10,419	9,753	+6.8	913	1,554	-41.2	23,437	25,715	-8.9
Bulgaria	113	161	-29.8	28	24	+16.7	81	40	+102.5	0	0	2,084	2,503	-17.5	445	395	+12.7	2,731	3,123	-12.8
Croatia	125	134	-6.7	94	65	+44.6	1,335	794	+68.1	164	114	1,487	1,536	-3.2	540	810	-33.3	3,745	3,453	+8.5
Cyprus	43	49	-12.2	53	32	+65.6	289	381	-24.1	0	0	251	263	-4.6	42	18	+133.3	678	743	-8.7
Czechia	978	517	+89.2	373	418	-10.8	4,642	3,291	+41.1	474	440	7,975	7,433	+7.3	3,447	3,026	+13.9	17,889	15,125	+18.3
Denmark	10,753	9,869	+9.0	695	1,723	-59.7	2,670	2,721	-1.9	0	0	2,818	3,779	-25.4	532	1,093	-51.3	17,468	19,185	-8.9
Estonia	88	139	-36.7	212	39	+443.6	1,578	853	+85.0	8	9	895	498	+80.4	794	277	+186.6	3,573	1,813	+97.1
Finland	2,329	2,103	+10.7	1,179	1,503	-21.6	1,411	1,215	+16.1	3	16	1,171	689	+70.0	190	274	-30.7	6,283	5,800	+8.3
France	29,619	37,355	-20.7	24,717	17,058	+44.9	68,939	48,138	+43.2	5,130	5,014	43,683	56,700	-23.0	11,574	16,739	-30.9	183,662	181,004	+1.5
Germany	33,561	64,654	-38.6	19,103	17,804	+6.8	70,570	56,687	+26.7	1,123	1,351	69,333	74,804	-7.4	31,031	37,403	-17.0	224,721	241,883	-7.1
Greece	1,081	577	+87.3	722	668	+8.4	3,964	3,100	+27.9	504	332	1,950	2,912	-33.0	483	653	-26.0	8,704	8,240	+5.6
Hungary	753	424	+77.6	559	420	+33.1	6,204	3,874	+60.1	110	37	3,104	2,195	+41.4	1,149	1,036	+10.9	11,879	7,986	+48.7
Ireland	286	199	+48.7	9	45	-80.0	49	56	-12.5	0	0	44	10	+340.0	25	35	-28.6	423	345	+22.6
Italy	6,807	6,815	-14.8	3,686	4,434	-16.7	42,634	38,921	+9.5	9,830	10,248	30,021	33,879	-11.4	13,799	16,930	-18.5	105,786	111,227	-4.9
Latvia	97	83	+16.9	101	17	+494.1	447	348	+28.4	36	24	254	420	-39.5	326	223	+46.2	1,261	1,115	+13.1
Lithuania	111	182	-39.0	196	64	+206.3	1,175	825	+42.4	42	39	405	505	-19.8	552	155	+256.1	2,481	1,770	+40.2
Luxembourg	879	799	+10.0	255	361	-29.4	754	633	+19.1	0	0	907	918	-1.2	319	533	-40.2	3,114	3,244	-4.0
Malta	445	245	+81.6	34	46	-26.1	70	120	-41.7	0	0	88	124	-21.0	8	12	-33.3	656	547	+19.7
Netherlands	17,403	11,118	+56.5	3,474	2,327	+49.3	8,045	6,961	+15.6	238	316	7,781	5,517	+41.0	146	201	-27.4	37,087	26,439	+40.3
Poland	1,740	1,703	+2.2	1,469	1,304	+12.7	22,923	17,935	+27.8	2,352	1,302	21,817	15,658	+39.3	5,390	4,215	+27.9	55,691	42,117	+32.2
Portugal	5,142	3,957	+29.9	2,487	2,686	-7.4	3,437	1,997	+72.1	1,418	1,324	5,709	4,909	+16.3	1,989	1,762	+12.9	20,182	16,635	+21.3
Romania	1,360	1,279	+6.3	-	-		5,510	3,789	+45.4	1,177	1,121	4,377	3,683	+18.5	1,383	1,491	-7.2	13,807	11,373	+21.4
Slovakia	139	205	-32.2	213	186	+15.1	2,903	1,583	+83.4	186	117	3,953	2,234	+76.9	1,276	1,004	+27.1	8,672	5,328	+62.8
Slovenia	288	338	-14.8	61	51	+19.6	287	309	-7.1	59	21	2,005	1,624	+23.5	520	462	+12.6	3,220	2,805	+14.8
Spain	8,818	5,896	+49.6	6,306	6,546	-3.7	45,180	27,926	+61.8	3,435	3,062	34,140	29,420	+16.0	7,467	8,922	-16.3	105,348	81,772	+28.8
Sweden	10,697	11,482	-6.8	5,797	7,092	-18.3	2,553	2,233	+14.3	231	482	5,523	6,108	-9.6	1,520	2,039	-25.5	26,321	29,436	-10.6
EUROPEAN UNION	**144,367**	**160,764**	**-10.2**	**75,132**	**71,589**	**+4.9**	**366,922**	**229,909**	**+33.1**	**26,760**	**25,557**	**+4.7**	**269,260**	**274,093**	**-1.8**	**89,064**	**104,808**	**-15.0**	**910,505**	**866,720**	**+5.1**
Iceland	306	1,242	-75.4	47	59	-20.3	48	46	+4.3	1	0	21	22	-4.5	411	82	+401.2	834	1,451	-42.5
Norway	11,668	8,957	+30.3	593	1,964	-69.7	993	709	+40.1	0	0	71	183	-61.2	327	380	-13.9	13,652	12,193	+12.1
Switzerland	5,624	7,240	-22.3	2,263	2,782	-18.7	8,899	7,074	+25.8	3	4	6,330	7,580	-16.5	2,235	2,268	-1.5	25,354	26,948	-5.9
EFTA	**17,598**	**17,439**	**+0.9**	**2,903**	**4,786**	**-39.5**	**9,940**	**7,829**	**+27.0**	**4**	**4**	**6,422**	**7,785**	**-17.5**	**2,973**	**2,730**	**+8.9**	**39,840**	**40,592**	**-1.8**
United Kingdom	43,656	27,841	+56.8	12,716	12,102	+4.6	46,282	41,838	+10.6	0	0	34,820	54,360	-35.9	3,302	4,891	-32.5	140,786	141,092	-0.2
EU + EFTA + UK	**205,621**	**206,044**	**-0.2**	**90,751**	**88,548**	**+2.5**	**382,154**	**279,576**	**+29.5**	**26,764**	**25,561**	**+4.7**	**310,502**	**336,238**	**-7.7**	**95,339**	**112,429**	**-15.2**	**1,091,131**	**1,048,394**	**+4.1**

1 Includes full and mild hybrids | 2 Includes fuel-cell electric vehicles, natural gas vehicles, LPG, E85/ethanol, and other fuels

NEW CAR REGISTRATIONS BY MARKET AND POWER SOURCE - YEAR TO DATE

	BATTERY ELECTRIC			PLUG-IN HYBRID			HYBRID ELECTRIC[1]			OTHERS[2]		PETROL			DIESEL			TOTAL		
	Jan-Dec 2024	Jan-Dec 2023	% change 24/23	Jan-Dec 2024	Jan-Dec 2023	% change 24/23	Jan-Dec 2024	Jan-Dec 2023	% change 24/23	Jan-Dec 2024	Jan-Dec 2023	% change 24/23	Jan-Dec 2024	Jan-Dec 2023	% change 24/23	Jan-Dec 2024	Jan-Dec 2023	% change 24/23	Jan-Dec 2024	Jan-Dec 2023	% change 24/23
Austria	44,622	47,621	-6.3	16,819	16,856	-0.2	64,099	50,630	+26.6	13	21	-38.1	84,004	77,354	+8.6	44,132	46,568	-5.2	253,789	239,150	+6.1
Belgium	127,703	93,285	+36.9	67,034	100,308	-33.2	41,305	36,781	+12.3	3,520	3,593	-2.0	186,836	200,994	-7.0	21,879	41,714	-47.5	448,277	476,675	-6.0
Bulgaria	1,685	1,874	-11.2	467	355	+31.5	1,005	693	+45.0	0	1	-100.0	32,818	28,665	+14.5	6,986	6,136	+13.9	42,941	37,724	+13.8
Croatia	1,793	1,637	+9.5	1,405	992	+41.6	17,736	12,875	+37.8	1,404	1,722	-18.5	30,479	28,639	+6.4	12,203	11,829	+3.2	65,020	57,694	+12.7
Cyprus	1,193	788	+51.4	664	511	+29.9	5,438	5,633	+14.3	0	0		6,394	7,360	-13.1	368	448	-17.9	15,057	14,740	+2.2
Czechia	10,920	6,680	+63.5	4,826	5,251	-8.1	50,973	40,287	+26.5	4,817	4,025	+19.7	110,695	115,971	-4.4	49,166	49,205	-0.1	231,597	221,419	+4.6
Denmark	89,199	62,715	+42.2	7,092	17,276	-58.9	29,869	30,266	-1.3	0	1	-100.0	39,906	54,355	-26.6	7,048	8,132	-13.3	173,114	172,745	+0.2
Estonia	1,320	1,445	-8.7	1,268	560	+126.4	11,536	9,087	+27.2	148	68	+121.2	6,695	8,848	-24.3	4,421	2,836	+55.9	25,388	22,820	+11.2
Finland	21,888	29,535	-26.0	14,863	18,087	-17.8	22,505	22,378	+0.6	160	470	-66.0	11,255	12,910	-12.8	3,413	4,124	-17.2	74,084	87,502	-15.4
France	250,614	296,219	-2.6	148,392	162,950	-10.2	588,895	432,299	+36.2	59,805	57,944	-12.0	507,755	541,582	-20.9	124,951	171,728	-27.2	1,718,412	1,774,722	-3.2
Germany	380,609	524,219	-27.4	181,805	175,724	+9.2	755,493	664,580	+13.7	14,115	14,645	-4.9	981,948	978,660	+1.4	483,261	486,581	-0.7	2,817,331	2,844,609	-1.0
Greece	8,707	6,379	+36.5	8,262	8,836	-6.5	57,917	41,550	+39.4	3,431	3,775	-9.1	48,923	56,291	-13.1	9,835	17,653	-44.3	137,075	134,484	+1.9
Hungary	8,565	5,799	+47.7	5,696	5,542	+2.8	56,034	45,022	+24.5	363	562	-35.4	36,280	37,752	-3.9	14,674	13,043	+12.5	121,611	107,720	+12.9
Ireland	17,459	22,852	-23.6	12,538	10,382	+20.8	26,839	25,039	+7.2	0	0		36,732	36,878	-0.4	27,828	27,249	+1.4	121,196	122,400	-1.0
Italy	65,820	86,287	-1.0	51,752	68,464	-24.4	823,685	566,387	+10.1	146,806	144,696	+1.5	456,052	447,451	+1.9	215,294	273,888	-21.4	1,559,229	1,567,151	-0.5
Latvia	1,270	1,787	-28.9	798	352	+126.7	8,095	5,475	+11.3	374	346	+8.1	5,848	7,965	-26.6	2,944	3,003	-2.0	17,329	18,928	-8.4
Lithuania	1,779	2,105	-15.5	1,665	1,059	+69.1	13,891	10,781	+28.8	577	461	+25.2	7,844	10,018	-21.7	4,346	3,242	+34.1	30,122	27,666	+8.9
Luxembourg	12,778	11,033	+15.8	3,831	4,802	-20.2	10,460	9,462	+10.5	0	0		13,824	16,332	-15.4	5,786	7,476	-22.9	46,659	49,105	-5.0
Malta	2,888	1,515	+90.5	515	990	-48.0	1,410	1,638	-13.9	0	1	-100.0	2,558	2,688	-4.1	294	624	-52.9	7,663	7,436	+3.1
Netherlands	132,185	113,967	+16.0	52,581	47,096	+11.6	107,124	89,880	+19.1	2,186	2,407	-9.2	83,407	112,215	-25.7	3,763	3,966	-5.1	381,227	369,631	+3.1
Poland	16,564	17,070	-3.0	14,860	13,279	+12.9	246,531	189,863	+30.8	16,563	12,604	+31.4	206,054	196,453	+4.9	48,866	45,643	+7.1	551,568	475,032	+16.1
Portugal	41,757	36,390	+14.7	28,346	27,145	+4.4	35,020	28,859	+21.3	15,077	11,211	+34.5	71,072	72,030	-1.3	18,443	23,987	-23.1	209,715	199,623	+5.1
Romania	9,795	14,438	-32.2	-	-		58,470	43,401	+34.7	16,392	17,378	-11.4	49,005	51,801	-5.4	18,443	16,082	+14.8	151,105	143,080	+5.6
Slovakia	2,227	2,346	-5.1	2,243	2,997	-25.2	28,206	24,183	+16.6	1,807	1,812	-0.3	44,118	41,412	+6.5	14,808	15,253	-2.9	93,409	88,003	+6.1
Slovenia	3,148	4,330	-27.3	1,162	1,158	+0.5	5,572	7,098	-21.5	834	504	+65.5	32,844	27,432	+19.0	9,858	8,404	+14.9	53,018	48,924	+8.4
Spain	57,374	51,611	+11.2	58,556	62,185	-5.8	392,385	302,888	+29.5	33,521	26,343	+27.2	378,887	387,609	-2.3	98,380	118,646	-18.8	1,016,885	949,382	+7.1
Sweden	94,333	112,179	-15.9	63,113	61,058	+3.4	27,409	23,581	+16.2	5,234	6,834	-23.4	60,722	62,347	-2.6	18,771	23,821	-21.2	269,582	288,820	-7.0
EUROPEAN UNION	**1,447,934**	**1,538,106**	**-5.9**	**758,944**	**814,294**	**-6.8**	**3,288,862**	**2,720,914**	**+20.9**	**326,145**	**321,622**	**+1.4**	**3,542,755**	**3,721,990**	**-4.8**	**1,267,741**	**1,431,239**	**-11.4**	**10,632,381**	**10,548,185**	**+0.8**
Iceland	2,661	8,776	-69.7	1,646	1,755	-6.2	2,091	2,889	-27.6	3	3	+0.0	1,551	1,711	-9.4	2,281	2,409	-5.3	10,233	17,543	-41.7
Norway	114,396	104,588	+9.4	3,489	10,189	-65.7	8,869	7,584	+9.4	9	2	+350.0	986	1,493	-34.0	2,938	3,117	-5.7	128,687	128,953	+1.4
Switzerland	46,141	52,728	-12.5	20,801	23,220	-10.4	80,513	68,830	+17.0	23	71	-67.6	69,527	83,866	-17.1	22,530	23,499	-4.1	239,535	252,214	-5.0
EFTA	**163,198**	**166,092**	**-1.7**	**25,936**	**35,144**	**-26.2**	**89,473**	**79,303**	**+12.8**	**35**	**76**	**-53.9**	**72,064**	**87,070**	**-17.2**	**27,749**	**29,025**	**-4.4**	**378,455**	**396,710**	**-4.6**
United Kingdom	381,970	314,687	+21.4	167,178	141,311	+18.3	689,973	601,071	+14.8	0	0		658,853	774,484	-14.9	54,804	71,501	-23.4	1,952,778	1,903,054	+2.6
EU + EFTA + UK	**1,993,102**	**2,018,885**	**-1.3**	**952,058**	**990,749**	**-3.9**	**4,068,308**	**3,401,288**	**+19.6**	**326,180**	**321,658**	**+1.4**	**4,273,672**	**4,583,544**	**-6.8**	**1,350,294**	**1,531,765**	**-11.8**	**12,963,614**	**12,847,929**	**+0.9**

1 Includes full and mild hybrids | 2 Includes fuel-cell electric vehicles, natural gas vehicles, LPG, E85/ethanol, and other fuels

SPRING 2025 • ISSUE 21 • THE GREEN PAGES - NEW FUELS GUIDE

HVO switch saves RNLI lifeboat six tonnes of carbon emissions

An RNLI lifeboat has saved six tonnes of carbon emissions on its maiden voyage, by using Hydrotreated Vegetable Oil (HVO).

The lifeboat went 200 miles from Fleetwood to Salford Quays using HVO supplied by Certas Energy, during its RNLI 200 'Coast To Cobbles' event, which took place at the end of last year.

The 2,500 litre fill saved approximately six tonnes of carbon emissions - compared to using standard gas oil (red diesel).

This event was a celebration of the lifeboat crew and the communities that they support.

Against a backdrop of growing demand for renewable alternative diesels, across the transport and sector, the current cost of HVO has never been closer than it is now to diesel. The fuel performs well in the cold, making it ideal for fuelling marine crafts.

PROUD OF THE MOVE TO SUSTAINABILITY

Kevin Latcham, operations manager at Certas and an RNLI crew member said:

"The shift we've seen towards HVO use this past year has been outstanding. It's been wonderful to see companies of all sizes actively working to reduce their carbon footprint.

"Fuelling the RNLI vessel for this historic celebration not only commemorates 200 years of service but also signals a shift towards a more sustainable future in marine operations.

"As a member of the crew I was lucky enough to be onboard the Coast To Cobbles lifeboat for this historic moment. And as a member of the Certas Energy team, I am especially proud to be part of this move towards sustainability."

RAC trialling HVO in recovery trucks

As part of its strategy to reduce carbon emissions, the RAC is trialling 100% renewable hydrotreated vegetable oil (HVO) as an alternative fuel to power its recovery trucks.

The RAC has installed a tank at its headquarters in Walsall to store the fuel, which can generate a reduction of up to 85% in CO2 emissions. It will be used to run the seven recovery trucks based there and is hoped could save up to 300,000kg of CO2 per year.

The RAC has chosen Certas Energy – the UK's largest distributor of fuel and lubricants – as its HVO supplier. Its HVO is made from 100% renewable raw materials and sustainable waste from verified vegetable fats and oils, making it ideal for use in both on and off-road commercial vehicles and machinery.

RAC fleet manager Matt Hilliar said:

"This is an exciting project which will deliver both environmental and business benefits. If the trial continues to be as successful as the early indications show, we will explore using HVO more widely."

Great signage won't make your brand

And I say that as someone who built a sign installation company

By Steve Martin of Xmo Strata

Nearly quarter of a Century ago BP invested $211m in implementing a new branding strategy. It remains one of the biggest such investments, but there are many which involve bewildering sums of money. If you want to check it out, Google the five most expensive logo designs and rebranding campaigns of all time.

There's a reason companies are willing to do this. Effective branding is one of the most powerful business-building strategies. But branding experts will tell you that it's about a lot more than just the signs. If all you do is spend a bucket load of money on some high-quality visual stuff at the interface between you and your customer, you might as well chuck the cash away. What you've done is buy some cheap 'publicity' – and that's got nothing to do with branding. *(By the way, to many branding experts, the word 'publicity' is pretty much an insult. They prefer terms like 'strategic marketing'.)*

Brands are built from the bottom up, and their foundations are a set of corporate or organisational values. You can't create a brand by putting some signs up; even really good signs.

Lots of companies that *think* they have a brand, don't – they have a good trading name.

A good trading name is not the same thing as a brand. A brand is powerful; a good trading name is helpful.

There's all the difference in the world between those two things. Brands have 'brand marketing'; trading names have 'publicity', but some might call it 'brand marketing'; they might even genuinely believe they're right. If you want to understand the power of a brand there are many examples, but one is often quoted by a friend who worked at the consultancy end of the motor industry.

In the 90s, when BMW introduced a new Five Series saloon, he had to wait months for one, because the entire first allocation of the model destined for the UK market sold out before a single car had appeared in a UK showroom.

They sold mainly to business leaders and entrepreneurs who wouldn't dream of spending the same sum on a piece of industrial equipment without conducting extensive research and asking some penetrating questions. Kicking the tyres, so to speak (even if the industrial equipment came from a company with a good name). But they bought the Beamer without any of that because hey, it's a Beamer, it's gonna be great. Right?

It was about trust in the brand, and, whilst BMW signage is as good as you'd expect, those people didn't spend the money, without even seeing the vehicle first hand, because the signage was good. Really, they just didn't; however good your signage, no signage is that good.

They spent the money because the cars were good, and had been for decades. BMW set out its brand values, found its customers, and consistently delivered what they expected (or better).

But wait, I'm a signage guy, so why am I saying this?

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Surely, I should be cracking-on that great signage is all it takes?

But that wouldn't be very honest, and to those readers who know their stuff (probably quite a number, in this publication) it would come across as garbage.

If this branding stuff is new to you, though, you need to go elsewhere for the real low-down on that area; my point is that the intellect behind a brand has to be in-place first. I'm not daft, however. I do have a compelling selling message for good quality signage, and it's this.

Signage can't create or build a brand; it's job (along with brand marketing, advertising, PR, and social media) is to tell you about the brand once it has been built.

But one thing is for sure; bad signage can damage a brand just as effectively as bad service. Your signage is highly visible, and if it's tatty, cheap and nasty, it's telling your customers that your brand, and probably that specific site, is tatty, cheap and nasty, too. It undermines all the other brand-building work you've done.

I was struck, some years ago, by research that said that a single non-working tube in an illuminated sign could make a forecourt look tatty, dirty and unappealing at night, and it had a direct and measurable impact on customers. A percentage would simply drive on to the next place, even if they were familiar with the forecourt; particularly lone women or anyone who felt vulnerable in any way.

Another anecdote from years ago concerns Mobil, before its retail operation merged with BP. I remember them discovering that the lighting lux levels on their sites were much higher than those on competitor sites.

As a result, more women used their sites after dark than any other brand. They had very effective uplighters in spreader boxes, and down lighters under the canopies, to maximise this competitive advantage.

So, once you've built your brand, then yes, the signage is critical - absolutely critical. And if you want to continue to deliver the brand promise, the signage had better live up to it.

Imagine if BMW had sold those beautiful cars from a tatty under-the-arches dump, with oily, battered signs; it wouldn't have been meeting the customer's brand expectations. They'd have built the brand with great cars, quality, corporate values, R&D, innovation technical competence and all their other values, but failed to transmit that with the signage. They'd still have sold some cars to the initiated; but they wouldn't be BMW.

If a brand is really about values, details count, too. Even the health and safety on your sites.

If your brand is all about quality, excellence, and service delivery, but you get taken to court for health and safety breaches because you took a cheap quote for sign installation, your brand values are already being undermined. In addition, the media coverage of the court case will very effectively draw unwanted attention to that conflict.

Branding is central to the delivery of your company's key marketing messages. If you spend a lot of money to prove that your signs fall down, delaminate, look cheap and nasty because they aren't maintained properly or (at worst) kill people when they fall over (more common than you'd think), then you aren't, shall we say, maximising the benefits of your marketing budget.

Take a look at Google 'the ten highest HSE fines of all time', or 'HSE V Merlin Attractions sentencing remarks' if you want some sobering examples of that.

One of the common issues on a forecourt is the risk of striking underground cables when installing ground-mounted signs. Google 'Digging disasters: rise in injuries amongst construction workers' if you want details. Site owners often don't know about the hidden services underground their site and the burn injuries, which can result may be either fatal, or truly horrifying.

We train extensively on this, and issue crews with CAT scanners to identify underground services and minimise the risks which, incidentally, place the site owner in legal peril if there's an issue. But it's quite common to see contractors enthusiastically engaged in digging operations without doing a CAT scan first.

Issues like this are why oil companies are so focused on the details of the brand image of their sites. It has to look right, and be safe. The staff who monitor this know their companies have spent staggering sums to build the brands, and protecting them is critical. This is particularly in the oil industry, which can be surrounded by robust debate, and needs robust brands to fight its corner.

We do a lot of work in the forecourt industry (and for years, we only did forecourts) but to make the point in a different way, I'll give you an example from another sector in which we work extensively. A sector which most readers will know well from a customer perspective.

One of the central brand values for most four and five star hotel chains is a 'peaceful stay'. But replacing or installing signs, which all hotels have to do sometimes, can be a noisy, disruptive process.

Not what you want if you're hosting a wedding, a conference, a product launch, a press event, have a stack of booked meeting rooms, and international guests sleeping off their jet-lag well into the working day.

It's a conflict: necessary construction work, versus the client's brand values.

And frankly, there's always a bit of a compromise. You're always going to have to drill into concrete, for example, and whilst you can manage the issues around that to some extent, you can't eliminate them entirely.

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But our hotel customers value service providers who work really hard, and use genuine effort and innovation, to help them deliver their brand promise. And who are seen to be doing that, by the guests.

So, what we do is have a protocol. We carefully think out the work schedule, the tools, the precise timings; we communicate with clarity; we understand the client's requirements - which differ, in hotel chains, from site to site. We involve the client in our planning; we brief the crews really well, though several of our crews are pretty experienced at this work. The single most important thing is that crews understand that whilst they are on site, they will occasionally bump into guests. And when they do, they must act with the highest levels of diplomacy and tact.

Not many sign installation crews are trained to the customer-facing standards required in the hospitality industry. Of necessity, ours are. They're transferrable skills which the crews will use on any site, in any sector of business or industry. Every sector we work in has its challenges and understanding those is an essential part of the sign installation process. Our crews will interface not just with our customers, but with our customers' customers, yet they'll still be under pressure to get jobs done on tight schedules.

On fuel forecourts, as we all know, the starting point for site work is speeding traffic, stressed motorists, multiple distractions, and a boatload of 'human factors'. You have a lethal mix of electrics exposed to the weather, large underground fuel tanks, fuel vapours, and site visitors, including customers, who may or may not pay diligent attention to safety issues.

Safety – of staff, customers and our own crews – has to be paramount, but the opportunity loss (to our customers) of closing fuel lanes can be an eye-watering cost and speed of work is clearly vital, too.

High productivity levels are needed to get the job done as quickly and safely as possible with minimum snagging. In turn, that requires high training levels, high skills levels and constant retraining.

Since we started in 2002, we've completed more than 45,000 jobs on filling stations. These range from rebranding the whole site, to specific one-off tasks.

Those tasks include (but aren't remotely limited to) maintaining and repairing impact damage to forecourt canopies; respraying dispensers; replacing canopy undersheeting, top sheeting and gutters; and more recently, providing signage for EV and green energy programmes. Not just at forecourts but in car parks, hotels, on large retail sites and in an increasing variety of other locations.

Our core business is also very focused on brand maintenance work, so we have a network of sign installation, maintenance, and canopy engineers, painters, sprayers, valeters and electricians, all over the UK, able to meet challenging Service Level Agreements. That might mean the ability to attend a health & safety critical incident anywhere on the mainland in less than 4 hours.

No one is ever going to hire us because our van livery is really eye-catching.

That's not the way it works. (For the record, our van livery is really eye-catching!) They're going to hire us because, for more than 20 years, we've been demonstrating the ability to do our core business well. We have a reputation for that.

The reputation was built the hard way; doing the work, well, year after year.

But if we tipped up with scruffy crews in tatty vans it would undermine that professional reputation. When our vans are parked on the customer's premises, and highly visible to the public, it sends a message, not just to our customers (who know us) but to their customers (who don't).

Those highly visible van liveries can't do a lot to help us build a reputation for great work; only doing great work will achieve that. That is our brand. But if our fleet was shabby, it would undermine that reputation on site.

So, my message on this topic can boiled down to this.

Signage won't create a brand but will help promote it and maintain it; bad signage will damage a brand. And it's not just about the way the signage looks; it is about the professionalism with which it is installed and maintained. Some of that professionalism is invisible; you'd only notice it if it wasn't there. And if you have a brand, that would be a self-imposed problem you don't need to have.

www.xmostrata.com

Future-proof fuel storage

Ensuring safety, efficiency, and sustainability for a growing industry

Introduction:

Fuel storage tanks are the unsung heroes in the fuel supply chain, yet their role is critical in ensuring smooth, safe, and efficient operations across multiple industries. As the UK and global markets continue to evolve with technological advances and regulatory shifts, the need for reliable, durable, and sustainable fuel storage solutions has never been more important.

As the market leader in fuel storage tanks, Ledbury Welding & Engineering is proud to be at the forefront of this essential sector, providing cutting-edge solutions that meet the highest standards of safety, efficiency, and environmental responsibility.

Section 1: The critical role of fuel storage tanks in today's economy

In today's fast-paced world, industries ranging from transportation & manufacturing to agriculture & construction rely on fuel storage tanks, to ensure a consistent and secure supply of fuel. But as the demands on fuel storage continue to grow, so too must the technology and infrastructure behind it. A few points to consider:

Reliability is key:

Reliable storage tanks prevent operational downtime by ensuring that businesses always have a steady fuel supply. This is crucial for industries that depend on fuel for day-to-day operations, especially in remote locations or critical services.

Safety first:

The safety of both workers and the environment is non-negotiable. Properly designed and constructed fuel storage tanks, compliant with stringent regulations, are vital in preventing accidents, spills, and leaks, which can have catastrophic consequences for businesses and the surrounding communities.

The growing need for compliance:

As environmental regulations tighten, the need for tanks that are not only safe but also compliant with emerging standards for emissions and safety grows. This is where innovation in tank design plays a crucial role.

Section 2: Innovation in fuel storage tank design

At Ledbury Welding & Engineering, we pride ourselves on developing fuel storage tanks that not only meet the demands of today's market, but anticipate future challenges. This forward-thinking approach is what sets us apart in the industry. Here's how our tanks are leading the way:

Advanced materials and technology:

Our tanks are built with the most advanced materials to ensure durability, corrosion resistance, and longevity. With cutting-edge technologies like double-walled construction, secondary containment, and leak detection systems, we deliver fuel storage solutions that can withstand the harshest environments.

Sustainability at the core:

As the world increasingly focuses on sustainability, we have integrated eco-friendly practices into our designs. Our tanks are designed to reduce environmental impact by preventing leaks and minimising the potential for contamination, aligning with both UK and international environmental standards.

Smart storage for a smarter future:

The future of fuel storage isn't just about holding fuel safely; it's about making the storage process smarter. Our tanks can be integrated with technology for real-time monitoring and management, providing customers with data-driven insights to improve fuel management and reduce operational costs.

Section 3: Meeting the needs of a diverse market

Fuel storage tanks are not a one-size-fits-all solution. Different industries and applications have specific requirements, and we have built a range of customisable options to meet those needs.

Custom solutions for unique demands:

Whether it's a high-capacity storage tank for commercial fuelling stations or a smaller, more compact tank for industrial machinery, we offer tailored solutions designed for efficiency and safety.

Focus on the future of transportation:

With the rise of electric vehicles and alternative fuels, the landscape of fuel storage is evolving. As more industries adopt green technologies, we are working on innovative storage solutions for alternative fuels like hydrogen, biofuels, and EV charging infrastructure.

Ensuring business continuity:

In an unpredictable world, business continuity is vital. Our tanks are designed to operate under challenging conditions, providing uninterrupted fuel supply to industries that rely on consistent service delivery.

Section 4: The future of fuel storage

The world of fuel storage is changing rapidly. From the rise of new fuel types to increasing regulatory pressures, the challenges and opportunities for the fuel storage sector are expanding. At Ledbury Welding & Engineering, we are committed to staying ahead of these changes, innovating solutions that don't just keep pace with the industry but lead it.

Adapting to new regulations:

As regulations around environmental sustainability and safety continue to evolve, we ensure that our products meet or exceed these standards. We're committed to providing solutions that not only help our customers stay compliant but also contribute to a cleaner, safer environment.

The shift towards automation and efficiency:

Fuel storage and dispensing systems are increasingly being integrated with automation and AI-driven technologies. These advancements offer improved operational efficiency, reduced human error, and better overall management of fuel stocks.

The role of industry collaboration:

Collaboration between fuel tank manufacturers, suppliers, and regulatory bodies is more important than ever to ensure that storage solutions remain effective, safe, and sustainable. As leaders in the field, we actively engage with industry groups to share knowledge and drive continuous improvement.

Conclusion:

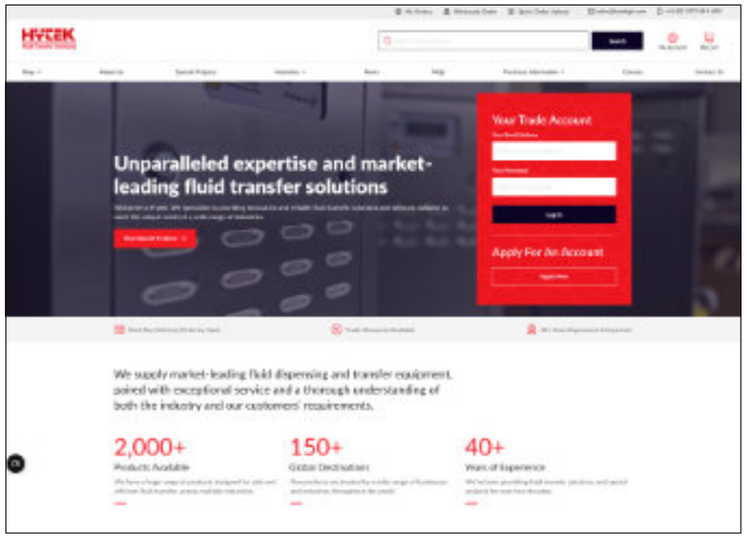
The demand for safe, efficient, and sustainable fuel storage solutions is growing, and Ledbury Welding & Engineering is proud to be at the forefront of this vital industry. By embracing innovation, focusing on safety, and committing to sustainability, we are ensuring that the fuel storage tanks of tomorrow are not only a reliable asset but a smart investment for businesses across the UK and beyond.

As we look to the future, we continue to push the boundaries of what's possible, ensuring that our customers can rely on us for the best storage solutions for years to come. Together, we're not just storing fuel – we're powering progress.

Interested in learning more about how our market-leading fuel storage tanks can benefit your business? Contact us today for a consultation or visit our website to explore our full range of products: www.lweltd.co.uk

Hytek celebrates 40 years with the launch of a brand-new website

This year marks a major milestone for Hytek, as we celebrate 40 years of delivering quality and expertise to the fluid handling industry. To kick off this exciting anniversary year, we are proud to introduce our brand-new website, a platform designed to make our customers' experience faster, easier, and more efficient than ever before.



A website designed for customers

With customer convenience at the heart of our redesign, the new Hytek website offers a host of features to streamline the ordering process. Whether you are placing regular orders, exploring new solutions, or managing your account, the platform has been built to meet your needs and make your day-to-day work simpler.

What's new on the Hytek website?

A seamless shopping experience

We've revamped the website to ensure it's faster, clearer, and easy to navigate. Whether you are searching for products, checking details, or placing orders, the process is intuitive and efficient.

Ordering made easy

Managing your orders has never been simpler. Access your full order history to easily reorder the products you need, build multiple wish lists to plan purchases at your own pace and take advantage of our new Quick Order Upload feature.
For regular, large orders, you can upload a .csv file with SKU numbers and quantities, speeding up the process considerably.

Special projects highlights

Explore some of the real-world, unique projects we've delivered for customers like you. From complex bespoke solutions to innovative product applications, the site showcases the expertise and commitment that define Hytek.

New industries section

Discover the wide range of industries we serve. From aviation and marinas to tanks and critical power, we are committed to delivering solutions tailored to every sector.

Detailed technical specifications

Need precise product details?
All our products now come with comprehensive technical specification documents, ensuring you have the information you need to make informed decisions.

Getting started is easy

Already a Hytek online customer?
Your details have been transferred to the new site, so you're good to go. Simply reset your password the first time you log in, and you're ready to start exploring.

Not yet a customer? No problem!
Registering for an account is quick and easy - It takes just a couple of minutes, we will confirm your access right away and you receive extra benefits.

Why choose Hytek?

As a business built on quality, reliability, and unmatched expertise, we're proud to continue providing the best products and service in the industry:

Extensive product range

From our own engineered solutions to products from leading brands, Hytek offers an unrivalled catalogue of fluid transfer solutions.

Next-day delivery

Place your order by 4pm, and we'll get it to you the next working day (reduced web costs £11.95; free over £325.
UK mainland addresses only).

Trade-only supply

We sell exclusively to trade resellers, installers, and distributors - so your customers will never see our list prices.

24/7 ordering

Shop whenever it suits you. Whether it's the middle of the day or the middle of the night, the new site is always open.

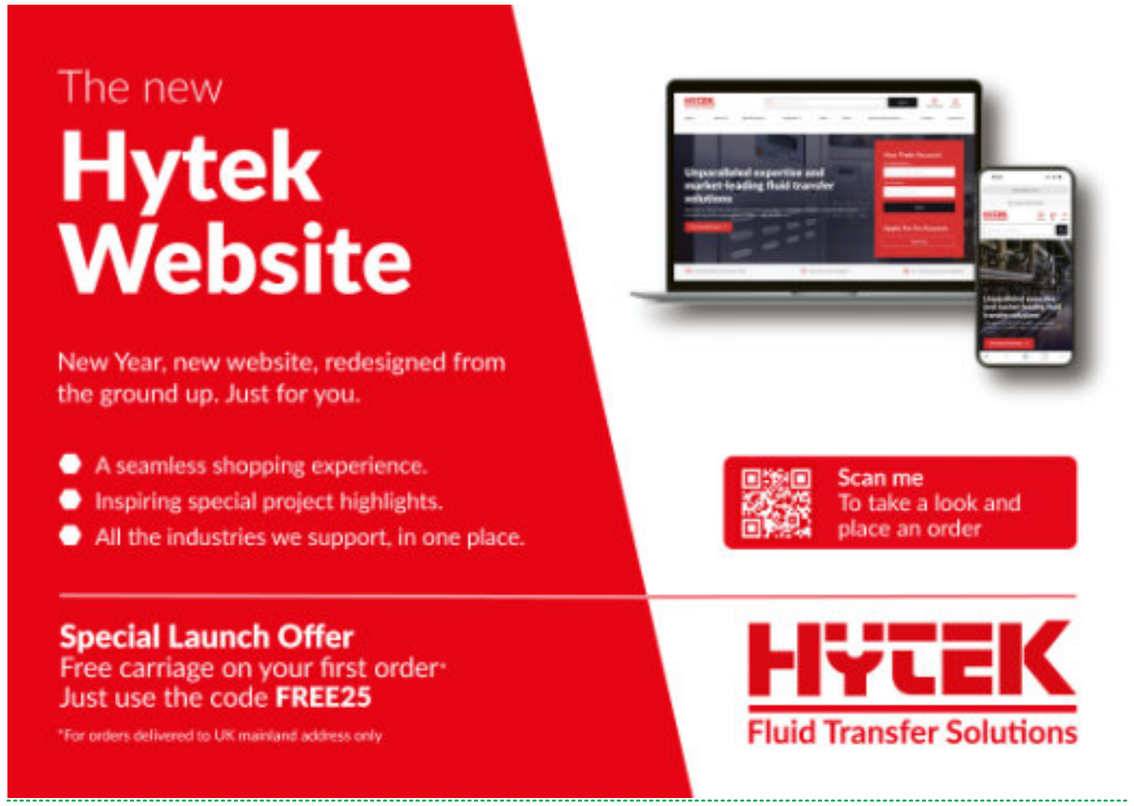
Launch offer: Free carriage on your first order!

To celebrate the launch, we are offering free carriage on your first order and that's even if you are already registered. Just use the code FREE25 at checkout, and the carriage cost will vanish right before your eyes.

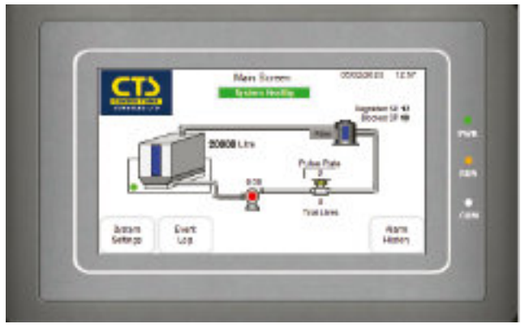
Your feedback matters

At Hytek, we're committed to delivering exactly what our customers need. That's why your feedback is so important to us. Whether it's about the new design, features, or anything you'd like to see improved, we would love to hear your thoughts. Just drop us an email to marketing@hytekgb.com or call myself (Andy Seal) or my colleague Nathan Morgan.

Take a look around the new site, explore all the exciting new features, and see how we are continuing to make your Hytek experience better than ever. Hytek only supply the trade.



Uninterrupted power starts with uninterrupted fuel conditioning cycles



With talk of diesel bugs, and the impact of their nasty sludge on equipment and generator performance dominating conversation in the industry for a while, you will know by now the importance of fuel filtration, especially when it comes to fuel storage.

So, after much research and development from Technical Director Rob Terry, Centre Tank Services Ltd have launched the advanced alternative to their successful CTS Fuel Recirculation unit; to clean stored fuel to an even higher level.

With a quality manufactured Piusi Panther pump, two high performance Cim-Tek Ultimate Defense particle and water filters, plus a magnetic fuel conditioner to breakdown diesel bug, the new CTS Advanced Fuel Conditioner targets ISO 14/13/11 via multi-pass filtration. But the real beauty of this system lies in its added intelligence - limiting preventable downtime in fuel conditioning for your emergency power customers, who simply cannot risk it!

But how?

So, what makes the Advanced Fuel Conditioner intelligent?

The intelligence comes in the form of filter and operational data via the custom micro controller, which includes:

- **Filter degradation data** – flow rate graphs and trends show any reductions in flow that could indicate filters are degrading and give the user an idea of filter life expectancy.

This means that, rather than waiting for a surprise filter block to happen and the system be out of use, users will receive warning messages when filters are degrading; thus allowing pre-emptive replacements to be carried out.

- **Alarm and event log history** – complete visibility of what's been happening with the conditioner is shown in the controller's event log. This will include anything from filter degradation to filter block, leak or low-level alarms, pump start/stop, and engineer login and out activity.

- **Pump intelligence** – run time and schedule information is provided within the micro controller so the user can see when the pump will next cycle. Pump service required warnings will show when the pump is near the end of its working life (based upon the number of cycles the pump has run for) allowing pre-emptive maintenance to take place before breakdowns can occur.

Whilst the standard unit comes with two BMS outputs, CTS also offer a Modbus version which will communicate system status and alerts to devices using this data communication protocol.

Available this year, will also be an integrated level gauge version, which displays a constant tank reading in bar graph and percentage form. The system can also be set to stop running when the low level is reached to avoid dry running, all without the need to buy an external gauge.

Making sure YOU get the sales!

Not only does the fuel conditioner offer a multitude of benefits for your customers, but there's a benefit for you as the tank supplier or generator engineer.

Similar to the original CTS recirculation unit, the front of the panel can be branded with your company logo and contact information, so tank owners know to contact you when replacement filters are required. But CTS haven't stopped there!

They can also customise the micro controller with QR codes which direct the tank owners straight to your website to order the spare elements when the alert appears.

If you're interested in offering your customers a solution with the intelligence to ensure there is no downtime in its conditioning, contact the CTS technical sales team today on: **+44 (0)121 351 4445** or by emailing your requirements to: **enquiries@centretank.com**

Managing your fuel installation is critical

Storage tank maintenance is crucial to effective fuel storage

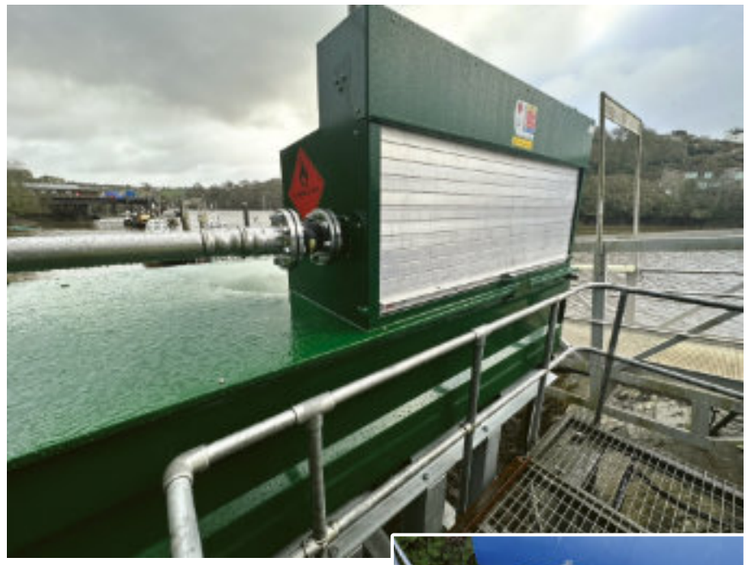
Fuel storage tanks continue to play a critical role in industries ranging from agriculture and transportation to energy production, commercial operations and the leisure sector. These essential tools are the backbone of many businesses, ensuring the resources needed to operate seamlessly and efficiently. However, like any infrastructure, they require proper care and maintenance to maximise performance, ensure safety and, with ever increasing prices, protect stock.

The importance of the services that manage fuel installations is easy to overlook. Complacency of ease of use to cause a site to overlook aspects such as: regular maintenance, contents monitoring, tracking, and pipework installation and repair.

An overview

Modern fuel storage tanks are engineered to store fuel safely, reduce environmental risks, and meet regulatory standards. Proper installation and maintenance of these tanks are essential to prevent costly leaks, contamination, or operational downtime. The design of the tank might take into consideration some of these risks and mitigate a portion of them by design. Consultation with the manufacturer/ installer is a must to ensure all risks are recognised and accounted for in the design and installation of fuel facility.

Whether used for diesel, petrol, kerosene, or biofuels, fuel storage tanks provide businesses with a reliable supply of energy. However, maintaining this reliability requires a proactive approach to servicing.



The importance of regular maintenance

Regular maintenance is the cornerstone of effective fuel storage tank management. Over time, tanks can be affected by rust, sediment buildup, and microbial contamination (commonly known as “diesel bug”). Without proper maintenance, these issues can compromise fuel quality, corrode tank interiors, and lead to system failure. Routine inspections include checking for:

- Corrosion: Identifying and treating rust before it leads to structural issues.
- Leaks: Monitoring seals, valves, and walls for signs of damage.
- Sludge buildup: Cleaning tanks to prevent contamination of stored fuel.
- Compliance: Ensuring the tank meets current regulatory and environmental standards.

Professional maintenance services can extend the lifespan of tanks, reduce repair costs, and minimise environmental risks. A good partner will take the heavy lifting out of it for you. Make you aware of issues on your annual inspections reports and advise what should be done to stop any issues or downtime from occurring.

Contents monitoring and tracking

Efficient fuel management depends on accurate monitoring and tracking of tank contents. This can be done manually for accurate and regular stock reconciliation, or with the use of more advanced monitoring systems These system can provide real-time data on fuel levels, temperature, and usage patterns. They can also identify unusual drops in levels which could identify leaks or theft. The cloud-based systems can be viewed from anywhere with an internet connection, offering control to the end user and allowing a host of automated functions.

With larger fuel users, forecasting usage and ensuring stock is always available becomes an easier job. We have a number of customers that don't know how they operated without a fuel management system previously. Guidance is essential and a good installation company that knows the product can make sure the correct system is set up to offer you all the features you require.

Key benefits of fuel monitoring systems include:

- Efficiency: Streamlining fuel ordering and usage to prevent shortages.
- Cost savings: Reducing waste and optimising inventory management.
- Environmental compliance: Detecting leaks early to prevent contamination.

With remote monitoring, operators can access critical information from anywhere, enhancing operational efficiency and decision-making.

Pipework installation and maintenance

The pipework associated with fuel storage tanks is just as important as the tanks themselves. Proper installation and maintenance of pipework ensures a safe and efficient fuel distribution system.

Making sure the correct pipework is used for the environment and any monitoring equipment that may be required is installed and maintained are all considerations. These things will also all be checked during your annual service and maintenance schedule. Professional installation includes:

- Selecting the appropriate materials to withstand the specific fuel type and environmental conditions.
- Ensuring secure connections to prevent leaks.
- Installing systems that comply with local regulations and industry standards.

Pipework maintenance focuses on preventing blockages, leaks, and corrosion. Regular pressure testing, cleaning, and inspections are essential to keeping the fuel delivery system functioning optimally.

Electrical installation and maintenance

With all fuels but especially fuels with a low flash point such as petrol a safe and correctly installed electrical installation for any electrically powered equipment is of the upmost importance. The company you partner with will know the correct equipment and the necessary approvals required for the position of the equipment in relation to the zones of the fuel tanks they are attached to.

Annual inspection of the electrical connection is also an important safety aspect that should never be overlooked. The correct CompEX qualified electricians will ensure you and your operators safety by making sure everything is maintained and certified on an annual basis.

Partnering with experts

Given the complexity of fuel storage systems, partnering with a professional tank service provider is critical. These experts offer a range of services, including:

- Tank installation and decommissioning
- Compliance inspections
- Fuel testing and polishing
- CompEX electrical installation and annual certification
- Emergency repair services
- Annual inspection and servicing
- Fuel monitoring and stock tracking

By working with suppliers that can offer the above, businesses can ensure their fuel storage systems remain reliable, safe, and efficient. The Petrol Tank Company can offer all the above services to end users or subcontract on your company’s behalf to ensure that the customer is getting exactly the service they would expect from a reliable partner.

Fuel storage tanks and their associated systems are vital to the success of many industries. Regular maintenance, contents monitoring, tracking and pipework care are essential to maximising the lifespan and performance of these assets. By investing in professional services, businesses can reduce operational risks, ensure compliance, and maintain a steady fuel supply; ultimately saving time and money while protecting the environment.

For businesses looking to optimise their fuel storage systems, the key is simple: don’t wait for problems to arise. Proactive care and expert support are the foundation of a successful fuel management strategy.

Tel: 01283 820213
www.petroltanks.com

Merkland Tank: Harnessing the power of automation to boost efficiency and productivity

Merkland Tank, the UK-wide provider of tank cleaning and industrial services, are harnessing the power of automated technologies to boost efficiency and productivity in their operations.

The company offers a full range of site-specific tank services across the UK, including tank and pipework cleaning, bespoke industrial cleaning, waste disposal, fuel tank maintenance and tank decommissioning.

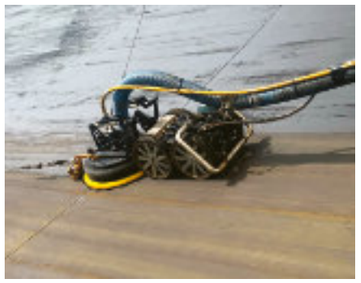
Last year they delivered more projects using automated technologies, which included the state-of-the-art MagTrack robotic crawler for closed water-blasting and surface preparation. Plus the Sentinel and Compass systems for fully automated and semi-automated heat exchanger tube bundle cleaning.

Merkland's latest project in the Oil and Gas sector utilised the remote controlled, magnetic, 4-wheel drive MagTrack crawler – in conjunction with UHP jetting – to successfully remove up to 50mm of GRP lining from the interior of their client's 32-metre diameter fuel tank. The state-of-the-art compact crawler was able to handle the tank's steel base and hard-to-reach walls with precision and speed, removing GRP lining that had been within the tank for almost five decades, to allow for essential tank inspection.

Kirsty McIntyre, Managing Director at Merkland Tank said:

"The adoption of automated and semi-automated technology brings real opportunity for Merkland Tank. Not only does it minimise, or in some cases eliminate, the need for confined-space entry and work at height in high-risk environments, our customers are able to benefit from the efficiency gains and reduced downtime on site to keep their operations running smoothly.

"This year, we expect to continue to utilise automated technology for bespoke industrial cleaning and we'll be keeping a close eye on the latest technology to further enhance our service offering."



To learn more about Merkland Tank's services, visit:
www.merklandtank.co.uk

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Driving down your fuel costs

The **Merridale** range includes fuel management systems, fuel pumps and dispensers, fuel storage tanks, tank gauges and fuel management software for client and web-based solutions.

Merridale systems are installed at over 4,000 sites throughout the UK, Ireland, Channel Islands and Holland.

Up to 400,000 vehicles fuel every day on a **Merridale** system.

Fuel Management
One Solution

- Highest build quality
- Designed to last a minimum of 10 Years
- Meets ATEX for diesel standards where applicable
- Optional reporting software
- Accurate, robust, reliable and up-gradable
- UK designed, developed and manufactured

MERRIDALE®
Fuel Management · One Solution

Merridale Ltd
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Email. sales@merridale.co.uk

Service and Support
Tel. +44 (0) 1902 350 701
Email. support@merridale.co.uk

www.merridale.co.uk

Inside the factory

OTS Group takes immense pride in their comprehensive, in-house approach to tank manufacturing. In fact, all their tanks are certified to the highest local and international standards; including BS799-5, OFCERT OFS T200, EN-12285-2 and KIWA.

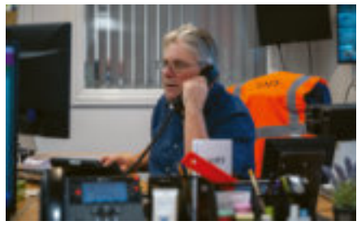
From the moment an enquiry is received, to the final commissioning, every stage of the process is meticulously managed to ensure the highest quality and precision. OTS Group's fully integrated workflow guarantees that customers receive a product tailored to their exact specifications, delivered with efficiency and expert craftsmanship. This article takes you behind the scenes at the factory.

OTS Group rectangular tanks are certified to OFCERT OFS T200, meaning that unlike the BS799 Part 5 2010 standard, which only covers the primary tank, the OFTEC OFS T200 certification includes the bund, providing an enhanced specification. Cylindrical tanks are certified to EN-12285-2 standard, and Class A and structural slab tanks are certified to local and international standards such as KIWA.

Phase 1: The initial enquiry and site survey

The journey of a tank begins with an initial enquiry, where the team gathers essential details about the customer's specific needs and application requirements. This is a crucial stage as it helps define the project's scope, ensuring that all relevant factors are considered from the outset.

Once the initial information is reviewed, the project team will arrange a site survey where the engineers visit the location to assess critical elements such as space availability, environmental factors, and compliance requirements. This hands-on approach ensures that every tank is designed to integrate seamlessly into its intended environment.



Phase 2: Design and planning

After the site survey, the engineering design team compiles the first draft of the tank's drawings. These blueprints are accurately crafted, ensuring that every specification aligns with the customer's needs. Alongside the drawings, the team generates a comprehensive bill of materials that details every component required for the build. This document serves as the foundation for the cost analysis, detailed cost build-up, and initial proposal.

Before a proposal is ready to be sent to the customer, it needs to undergo a rigorous internal review process to ensure accuracy and competitiveness. Once finalised, the proposal is sent to the customer for feedback and approval. OTS Group's emphasis on open dialogue ensures that any modifications or clarifications that need to be made happen at this stage, ensuring that the final product aligns perfectly with expectations.

Phase 3: Final Drawings and Factory Preparations

Once the client has accepted the proposal, the design team finalises the drawings, which then proceed to the approval stage, and once approved, these detailed schematics are forwarded to the factory, where the manufacturing process begins. The necessary stock materials are ordered, and any components requiring precision laser cutting, etc. are processed accordingly. This preparation ensures that every piece required for the tank build is ready and available before construction commences.

Phase 4: Tank construction

With materials prepared, the tank enters the first stage of the build process. Positioned within one of several dedicated bays, the construction begins under the careful supervision of OTS Group's expert fabricators. Drawings are once again reviewed and checked against customer specifications to ensure accuracy, and then the factory team starts welding.

Taking shape from the ground up, the tank's base structure is constructed by OTS Group's team of fabricators. The frame and internal supports are then welded into place, ensuring robust structural integrity, before the rest of the design can come together.

Depending on the tank's intended application, the construction may involve multiple tanks or storage compartments for storing different products, or even a combination of different materials, such as carbon steel and stainless steel, to meet specific operational requirements. This adaptability allows OTS Group to manufacture tanks suitable for a wide range of industrial and commercial uses.

Phase 5: Quality control and finishing touches

Once the main construction phase is completed, all tanks undergo thorough inspection to verify that all welds, dimensions, and structural components meet OTS Group's exacting standards. Quality is paramount, and every tank is scrutinised to ensure it aligns with industry best practices.

Quality assured, the tanks are transferred to the paint bay. Here, the surface is prepared before receiving an undercoat, followed by the application of the final paint layers and client specified colours. This process not only enhances the aesthetic appeal of the tank but also provides essential protection against corrosion and environmental exposure. OTS Group offers a wide range of fit for purpose finishes and many of the tanks that leave the factory are painted to their clients' corporate colours.

Following the painting process, another quality inspection is conducted before decals and information plates are applied, ensuring that each tank is correctly labelled and ready for its intended use.

Phase 6: Installation and commissioning

Finishing touches completed, the tank is ready for dispatch and is either stored at the OTS Group facility or transported directly to the installation site. Unlike many manufacturers who rely on subcontractors for installation, OTS Group provides a complete, in-house commissioning service with dedicated service engineers fulfilling the installation process. This ensures that each tank is expertly positioned and integrated into the customer's operations.

From basic storage tanks to multi-tank installations with complex pipework, fuel management and dispensing requirements, OTS Group's commissioning team ensures that every system is fully operational and meets all functional requirements. This comprehensive approach eliminates the need for third-party involvement, offering customers a seamless, end-to-end service that guarantees efficiency, reliability, and peace of mind.

Commitment to excellence

OTS Group are committed to delivering high-quality, bespoke tank solutions that meet the evolving needs of the fuel industry. Their detailed approach to manufacturing, rigorous quality control, and in-house commissioning capabilities set them apart in the industry and every tank that leaves the factory is a testament to their engineering expertise and dedication to excellence.

By maintaining complete control over the entire process, from enquiry to installation, OTS Group ensures that every project is delivered on time, within budget, and to the highest industry standards. Whether it's a standard fuel storage tank or a custom-built solution, OTS Group stands as a trusted partner in tank manufacturing, providing reliable and innovative solutions for a wide range of industries.

For more information on our manufacturing process and product offerings, visit us at www.otsgroup.co.uk

Fuel storage solutions: compliance, efficiency & customisation

As the petroleum industry evolves, businesses face increasing demands for efficient, compliant, and sustainable storage solutions. With over 40 years' experience, backed by British design and engineering skill, Tuffa is a leading manufacturer of a vast range of customisable products designed to meet the storage and dispensing needs of diesel, petrol, and AdBlue®. Our tanks ensure businesses stay compliant with industry regulations while optimising operational efficiency.

Diesel storage: reliable solutions for every application

Diesel is the backbone of many industries, powering everything from transport fleets to agricultural machinery. To ensure smooth business operations, secure and efficient storage is essential. Tuffa's diesel tanks are available in both plastic and steel, with capacities ranging from 1350 to 100 000 litres. These bunded tanks are designed to prevent spills and leaks, safeguarding fuel supplies and reducing environmental impact.

Tuffa's diesel tanks come with a wide range of integrated as well as optional features such as:

- **Dispensing equipment:** Pumps of varying flow rates, flow meters, and fuel management systems for accurate distribution.
- **Bunded design:** Double-layered construction to prevent leaks and contamination.
- **Weather-resistant build:** Durable materials ensure longevity in harsh environments.
- **Customised measurements (steel tanks):** In addition to our standard range, we offer bespoke sizes tailored to fit specific operational needs.
- **Double-door access (on plastic tanks from 3500 litres):** Unlike single-door designs that require identifying correct orientation and more space, our high security double doors are tamper-proof and take up less space when opened making installation more flexible.

One of our recent projects involved manufacturing a 10 000-litre steel bunded diesel tank for Merridale, a supplier and installer of pumps and fuel management systems, for installation at Leicester Fire Station. Designed to meet the demands of emergency services, this bespoke tank was equipped with a high-security roller shutter cabinet, safeguarding the dispensing equipment and fuel management system. This tank also includes an overfill prevention valve, anti-siphon valve, multiple spare sockets for future adaptability, and lifting eyes for easier transportation and installation.

This project is only a glimpse of Tuffa's capability to provide tailored fuel storage solutions. While this installation met the customer's essential requirements, we offer far greater customisation options to accommodate even the most complex or specialised needs.

Bunded tanks for AdBlue®: reducing emissions, increasing efficiency

Alongside diesel storage, AdBlue® plays a crucial role in reducing NOx emissions from diesel engines, helping businesses comply with increasingly stringent environmental regulations across the UK and Ireland. However, AdBlue® requires specialist storage to prevent contamination and maintain its effectiveness. Tuffa offers purpose-built rotomoulded plastic tanks for AdBlue® designed to preserve product integrity while ensuring safe and convenient dispensing.

Tuffa's tanks for AdBlue® offer:

- **Corrosion-resistant materials:** High-quality polyethylene construction prevents AdBlue® degradation.
- **Complete dispensing systems:** Including pumps, nozzles, and flow meters for accurate and efficient usage.
- **Large capacity range:** From 1350 to 15 000 litres, catering to various business needs.
- **Double-door access:** Similarly to our plastic diesel tanks, on models from 3500 litres, our double-door design means the tank is tamper-proof and takes up less space when opened, making installation more flexible.

One of our tanks for AdBlue® has recently replaced an outdated system. The new Tuffa tank was connected to two Hytek Alpha dispensers. The installation also included an external GRP cabinet with a new consumer unit, OLE gauging, alarms, and a remote data logger.

Additionally, a second suction line was linked to a cabinet dispenser pump for emergency use, ensuring uninterrupted AdBlue® supply. This project highlights the importance of transitioning to modern, more efficient storage solutions.

Petrol storage: safe & certified solutions

Petrol storage comes with specific challenges due to its highly flammable nature, which means it requires specialist tanks that meet strict safety regulations. Tuffa's petrol tanks are designed in accordance with Blue Book guidelines and incorporate safety features in line with the Dangerous Substances and Explosive Atmospheres Regulations 2002 (DSEAR). These regulations help manage the risks linked to the storage and dispensing of petrol, ensuring that Tuffa tanks are appropriate for a range of refuelling activities.

Key features include:

- **Fire-resistant construction:** Our petrol tanks are fully bunded and come with a fire protective jacket on primary tanks, which helps ensure the safe storage and dispensing of petrol.
- **Essential safety features:** A 2" 4.5m spark arrestor vent stack is included as standard to safely release vapours, reducing potential hazards. Optional fire kits with extinguishers and spill kits are available to enhance on-site safety and compliance.

- **Secure dispensing equipment:** Built-in pumps and nozzles for controlled refuelling.
- **Lockable cabinets:** Added security to prevent unauthorised access.

Above-ground petrol storage tanks are ideal for those who consume petrol in such quantities where jerry cans, small petrol dispensers, or bowsers are not sufficient and, therefore, impractical. We have been manufacturing petrol tanks for a diverse range of industries and enterprises, from construction to country estates.

Our petrol tanks have been a particularly popular choice for the leisure and sports sector for maintaining grounds or fuelling leisure and sports vehicles. For example, we manufactured a petrol tank for Leicester City Football Club's new £103m state-of-the-art training ground.

This is being used to fuel the dozens of John Deere maintenance vehicles required to maintain the 185-acre complex.

Customisation & support for every industry

Ultimately, at Tuffa, we understand that no two businesses are the same, which is why we offer custom-built solutions to fit specific storage needs. Whether adapting tanks to site restrictions, adding advanced dispensing technology, or incorporating telemetry systems for remote monitoring, Tuffa ensures that every tank delivers maximum performance and efficiency.

Additionally, our dedicated after-sales support team provides expert assistance, helping customers with installation guidance, maintenance queries, and troubleshooting. This ensures businesses get the most out of their investment while maintaining compliance with industry regulations.

As fuel regulations continue to evolve, businesses must stay ahead of the curve with storage solutions that offer safety, efficiency, and compliance. Tuffa's bunded diesel, petrol, and AdBlue® tanks provide industry-leading solutions designed for the demands of modern fuel storage. With decades of experience and a commitment to innovation and quality, Tuffa remains a go-to choice for storage solutions across the liquid storage industry.

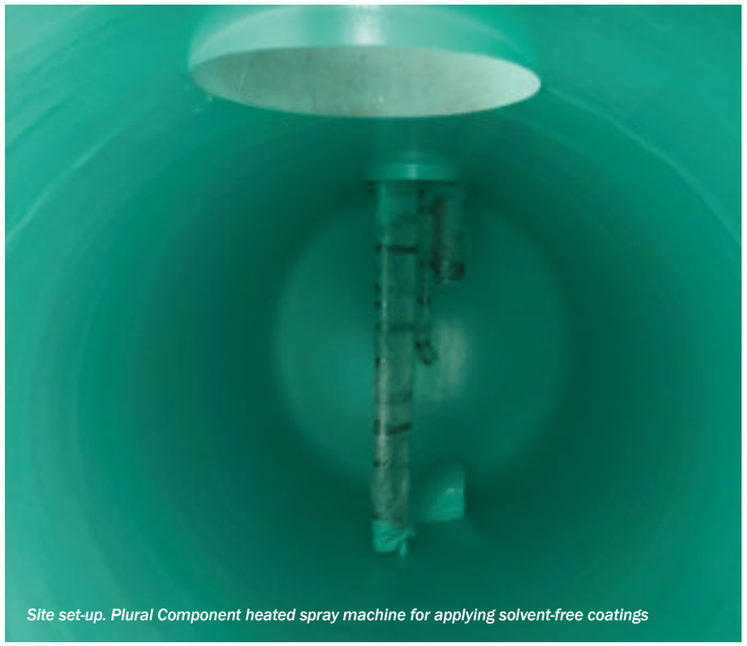
To find out more about Tuffa's industry-leading fuel storage solutions, visit: **www.tuffa.co.uk** or contact our expert team today on: **01889 567700**.

Why solvent-free double skin storage tank lining is the superior choice

When selecting the ideal storage tank lining for industrial applications, particularly for fuels, hazardous chemicals and other valuable liquids, there are several factors to consider. Among the various options, solvent-free coatings, whether as a single skin or as part of a double skin lining system, stand out as the superior choice due to the combination of durability, environmental safety, and ease of maintenance.

At Abfad we recognised the benefits of solvent-free coatings long ago, which is why we use them both in single skin applications and for our double skin tank lining system, Fuelvac®.

Let's delve into why solvent-free tank lining offers superior benefits compared to other alternatives.



Site set-up. Plural Component heated spray machine for applying solvent-free coatings

1. Superior environmental safety

The most obvious advantage of solvent-free coatings is their reduced environmental impact. Traditional tank linings often use solvent-based coatings, which have volatile organic compounds (VOCs) that can evaporate into the atmosphere during application and throughout the life of the lining. These VOCs contribute to air pollution, environmental contamination, and health risks for workers. The solvents from the paint, once applied, starts to evaporate and eventually the paint itself starts to break down leading to remedial coating protection much earlier than solvent-free coatings.

Solvent free double skin liner finish coat

Solvent-free coatings, on the other hand, contain little to no VOCs, making them an environmentally friendly alternative. By using solvent-free linings, companies can significantly reduce their environmental footprint. This is particularly important in industries where strict environmental regulations are in place, such as oil and gas, chemical manufacturing, and food processing.

Solvent-free coatings do not have solvents to break down, therefore last much longer for fuel resistance protection of storage tanks. Some coatings have a life span of twenty years or more, until first major maintenance.

2. Improved safety for workers

The application of solvent-based linings can expose workers to toxic fumes and chemicals, leading to respiratory issues and other health concerns. In contrast, solvent-free double skin tank linings eliminate these health hazards.

Since they do not release harmful solvents during application or in the days, weeks, months or years following installation, the safety of workers involved in both the tank construction and ongoing maintenance is significantly improved.

For companies that prioritise worker health and well-being, this is a crucial factor. The use of solvent-free linings minimises the risk of harmful chemical exposure, ensuring a safer working environment and rleducing the need for costly safety measures.

3. Durability and long-term performance

When comparing solvent-free double skin linings to their solvent-based counterparts, durability is another key advantage. Solvent-free coatings often show superior adhesion properties to blasted steel and better resistance to abrasion, chemical attack and temperature extremes.

Site set-up. Plural Component heated spray machine for applying solvent-free coatings

This leads to an extended lifespan for the storage tank and a reduction in the frequency of repairs or re-application of the coating, saving clients both time and money.

Because solvent-free coatings typically have a higher solids content, they tend to form thicker, more robust layers, which provide more comprehensive protection against leaks, corrosion, and chemical damage. These features make them particularly suitable for harsh industrial environments where safety and reliability are important.

4. Faster curing and reduced downtime

Another significant benefit of solvent-free linings is their faster curing time. Traditional solvent-based coatings often require a long drying period due to the evaporation of solvents, meaning storage tanks must be out of action for extended periods; leading to costly downtime in operations.

In contrast, solvent-free coatings cure faster, as they do not rely on solvent evaporation. This can speed up the entire installation process, allowing tanks to be put back into service more quickly. This not only reduces operational downtime but also enhances productivity, a crucial factor for companies looking to improve efficiency.

Solvent-free coatings are also one coat application, there is no need to over-coat with solvent-free novolac systems so coating can be in one application.

5. Enhanced chemical resistance

Solvent-free linings often provide superior chemical resistance compared to solvent-based options. The absence of solvents means there is less likelihood of degradation or reaction between the lining and the chemicals stored within the tank. This is particularly important for tanks used to store aggressive chemicals, oils, fuels, and acids that may corrode or weaken traditional linings over time.

A solvent-free double skin tank lining can significantly extend the tank's lifespan, ensuring that it stays intact and effective in providing storage containment. This enhanced resistance to chemical attack means solvent-free linings should be the go-to choice for industries managing highly reactive or corrosive substances.

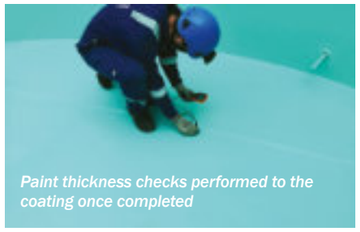
6. Cost-efficiency over time

While solvent-free linings may sometimes come with a slightly higher initial cost compared to less effective solvent-based coatings, they offer substantial long-term cost savings. Their durability, resistance to wear and tear, and ability to extend the life of the storage tank reduces the need for frequent maintenance or re-coating. Overall, this makes solvent-free single skin coatings and double skin storage tank linings a cost-effective investment.

Furthermore, the reduction in downtime due to faster curing times and the absence of the need for extended special ventilation, heating or health and safety measures, further boosts the overall cost efficiency of solvent-free coatings.

The superior choice

Solvent-free tank linings offer a combination of environmental safety, worker protection, superior durability, and long-term cost-efficiency that make them the best choice for industries storing hazardous or sensitive materials. By avoiding harmful solvents, these linings contribute to a cleaner, safer working environment and reduce the risk of contamination or leaks. Whether in the chemical, pharmaceutical, or oil and gas industries, solvent-free coatings provide unmatched protection, reliability, and compliance with modern environmental standards.



Paint thickness checks performed to the coating once completed

Solvent-free novolac epoxy coatings if applied for storage tank protection are the cutting edge, state of the art formulas used in today's world-wide infrastructures. Novolac epoxy systems are environmentally friendly and do not mix with water, so they do not leach into the environment.

Because these novolac systems are free of VOCs, they are safe to apply and virtually odourless. Novolac epoxies achieve higher chemical resistance due to their chemistry and they have superior abrasion resistant qualities and amazingly strong adhesive strength.

Novolac resins are multi-functional - meaning their cross-link densities are so closely grouped that aggressive species such as bacteria sulfuric acid cannot penetrate their matrix; the coating protects the tank against future internal corrosion.

In an increasingly eco-conscious world, choosing solvent-free tank linings is not just the best choice—it's the most responsible and forward-thinking decision for businesses committed to safety, sustainability, and cost-effectiveness.

Abfad Limited has been using solvent-free coatings for over two decades and are experts in their application. Their increased durability and protection, along with faster curing and the reduced tank downtime they bring make them the best choice for our client's storage protection needs.

www.abfad.co.uk

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Membership code of ethics

In addition to our complete review of the PEIMF+ constitution, we have also had a team dedicated to reviewing and updating our members' code of ethics.

All membership renewals will be accompanied by this document, as all member companies are expected to agree with, and adhere to, these principles:

OUR AIMS AT ALL TIMES ARE:

- To provide the best possible service to our clients and customers.
- To observe superior standards of conduct in our dealings with clients, customers and peers regarding integrity, fairness and honesty.
- To maintain a strict duty of confidentiality of our clients' affairs.
- To acknowledge that contracts should be fair to all parties and, where appropriate, to settle disputes by voluntary agreement or impartial arbitration.
- To continually strive to achieve best practices and methods relevant to our industry.
- To provide superior quality leadership, materials and workmanship to the best of our ability.
- To undertake to share best practices and learnings with other members thus promoting our 'Working Together' philosophy.
- To show that, by virtue of membership of PEIMF+, the members have and do signify their commitment to the above principles.

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Continued overleaf

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