Summer 2020

ISSUE No.87

Insite

Insite is the official magazine of the Petroleum Equipment Installers and Maintenance Federation

In this issue :

Retail fuel management | AdBlue products | Environmental services

PLUS:
The Green Pages New Fuels Guide

PEIMF: working for our members

Welcome everyone to the new edition of INSITE, in quite the strangest circumstances any of us would have ever encountered or imagined.

With fuel retailers taking the economic brunt of limited journeys, contractors restricted to 'essential only' and the furloughing of staff; at the PEIMF we feel it's more important than ever, that trade bodies do their very best to help members during these troubled times. During a period when numerous industry events are postponed or cancelled; when other trade magazines resort to publishing in a digital format only, we are communicating with our members as regularly as possible.

'Member Update' newsletter
The first mailing of our new monthly newsletter 'PEIMF member update' was really well received in May, and the June edition will be out soon. An important investment to help our members.

Receive INSITE at home
If you're working from home, or temporarily furloughed, we're more than happy to send INSITE direct to your home address. Just drop me a note and I'll make that happen for you. You can also see INSITE online at **www.peimf.uk**

No increase in membership fee
The imminent increase in the PEIMF membership fee of £20 has been postponed for the next 12 months. Not much; but a small gesture of support to our members during these troubled times.

PEIMF Primary partnership
If you haven't signed up to our scheme with Hampshire Trading Standards, please register asap. It's FREE and will provide you with assured advice that must be acknowledged by any authorities.

PEIMF Committee – Increasing their commitment
Our PEIMF management committee are now meeting regularly, once a month, over the digital airwaves. It's great to 'see' everyone and I thank them for their commitment. All the better for our members of course, at a time of great uncertainty.

And finally; well done to everyone for keeping our vital industry going. Stay safe.

David Honeyman
Editor

New PEIMF member

FORECOURT SOLUTIONS

Committee

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Amber

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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.

TOTAL SYSTEM SOLUTIONS

Franklin Fueling Systems

PIPING & CONTAINMENT SYSTEMS

1. Semi-rigid electrofusion weld pipe
2. Cable Tight™ Wire Management System
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4. Electrofusion entry seals
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6. Polyethylene tank sumps
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FUEL MANAGEMENT SYSTEMS

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10. Discriminating dispenser or tank sump sensors
    (also interstitial tank sensors – not pictured)
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12. Float kits for all common applications including LPG and chemical
13. Electronic line leak detection (Mechanical leak detector shown)
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    a. Variable speed submersible pumps
    b. Fixed speed submersible pumps (1 ½ hp, ¾ hp)
    c. Variable length
    d. High capacity submersible pumps and controllers (3 hp and 5 hp)
17. Mechanical leak detectors
18. EcoVFC™ variable frequency controller

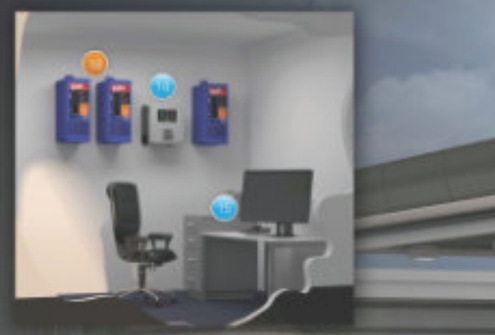
DISPENSING SYSTEMS

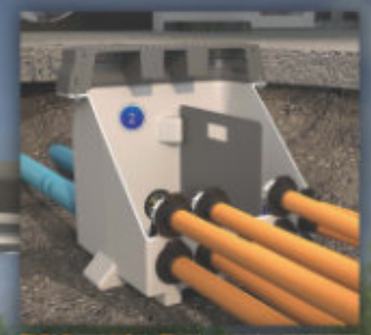
19. Swivel and in-line breakaways
20. Inverted coaxial hoses
21. Vapour recovery nozzles
22. Dispensers mounted and central vacuum pumps

SERVICE STATION HARDWARE

23. Product shear valves
24. Vapour shear valves
25. Defender Series™ single and double wall vapour spill containers
    without drain (mechanical or sensor monitored)
26. Access covers
27. Defender™ overfill prevention valves
28. Vapour recovery caps
29. Vapour recovery swivel adapter
30. Fill caps
31. Fill swivel adapter
32. Drop tubes
33. Tank bottom protectors
34. Extractor vents
35. Safety sever breakaways

Franklin Fueling Systems also offers a complete line of hardware for aboveground applications including anti-siphon valves, pressure vacuum vents, spill containers and overfill prevention valves as well as a complete line of transport systems hardware.





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TSG appoint new UK Managing Director

TSG Group appointed Henry Simpson as UK Managing Director with effect from 1st April 2020.

Henry joined TSG UK in September last year as Interim Managing Director, after more than 20 years as Commercial Director at Adler and Allan.

Henry said:

"I am delighted to have been appointed the permanent Managing Director. I enjoyed the interim role and believe that TSG is a business with great people and a very forward-looking strategy."

TSG emerged out of the Tokheim Group after a management buyout of the sales and service divisions in 2016. TSG Group has grown quickly and now has operations in 30 countries across Europe and Africa, and annual sales of over 650 million Euros. The UK business has also expanded with acquisitions, including Cameron Forecourt in 2019. TSG UK employs just under 250 full-time personnel, operating from 8 regional depots.

TSG's traditional business has been in the supply, installation and maintenance of dispensers and gauges in the fuel retail and fleet sectors. This remains the core of the business with partnerships with Tokheim and Profleet, and an increasing emphasis on service excellence.

The service centre in Dundee has recently been revamped with a new IT system and dedicated help desks for each business line. The construction division has also been restructured so that all installation teams, from each business line, report to the new Projects Director.

Diversification

With the trend for increased retail sales at forecourts, TSG has diversified into the valet market, with a key partnership with Kärcher to install and maintain car washes for fleet and retail customers. TSG is also enabling forecourt operators to better manage their business with hardware and software systems including; payment solutions, media screens, station management tools and CCTV. To help improve the station customer experience, TSG has developed complimentary in-house mobile pay (MobyPay) and data management in the cloud (CharliePay). MobyPay can be used for everything from paying for a car wash to buying a coffee in the store. CharliePay enables forecourt operators to monitor customer spending habits and to operate loyalty schemes.

TSG is also embracing the move away from fossil fuels to new energies, by launching complimentary gas and electric vehicle charge businesses; enjoying partnerships with key equipment manufacturers. TSG covers the complete lifecycle of these new energies from design and construction to operation and maintenance. The business is agnostic to the gas technologies available, offering the full range of LPG, LNG, CNG and Hydrogen. It also provides the largest range of EV solutions on the market and is working with a number of blue-chip pan-european companies, to deliver the expected extraordinary growth in this sector.

And the last word from the new MD:

"It is a very exciting time to be taking the helm, with my goal to make TSG UK the partner of choice for businesses looking to participate in the mobility transformation which we will see over the next few years."

More news from TSG

Change of company name

With effect from the end of April, Tokheim Solutions UK Limited became TSG UK Solutions Limited.

We are proud of our roots with the Tokheim brand (now owned by the Dover Group) but it is time to look to the future as TSG UK, part of the pan-European TSG Group.

As well as consolidating TSG UK's strong presence in the fleet and retail fuel sectors, we have restructured the business to deliver growth in the new sectors of car wash, systems, gas and electric vehicle charge.

We have also fully integrated recent acquisitions into TSG UK so starting a new chapter in our history as one consolidated business. Moving forward we will operate under one brand, delivering a consistently excellent standard of service to all customers.

For information about TSG UK and the six areas of the business, TSG Retail, TSG Fleet, TSG Wash, TSG Charge, TSG Gas and TSG Systems please visit our website **www.tsg-solutions.com/uk/** or contact us on **01162 437 476**.

TSG TECHNICAL SERVICES & SOLUTIONS

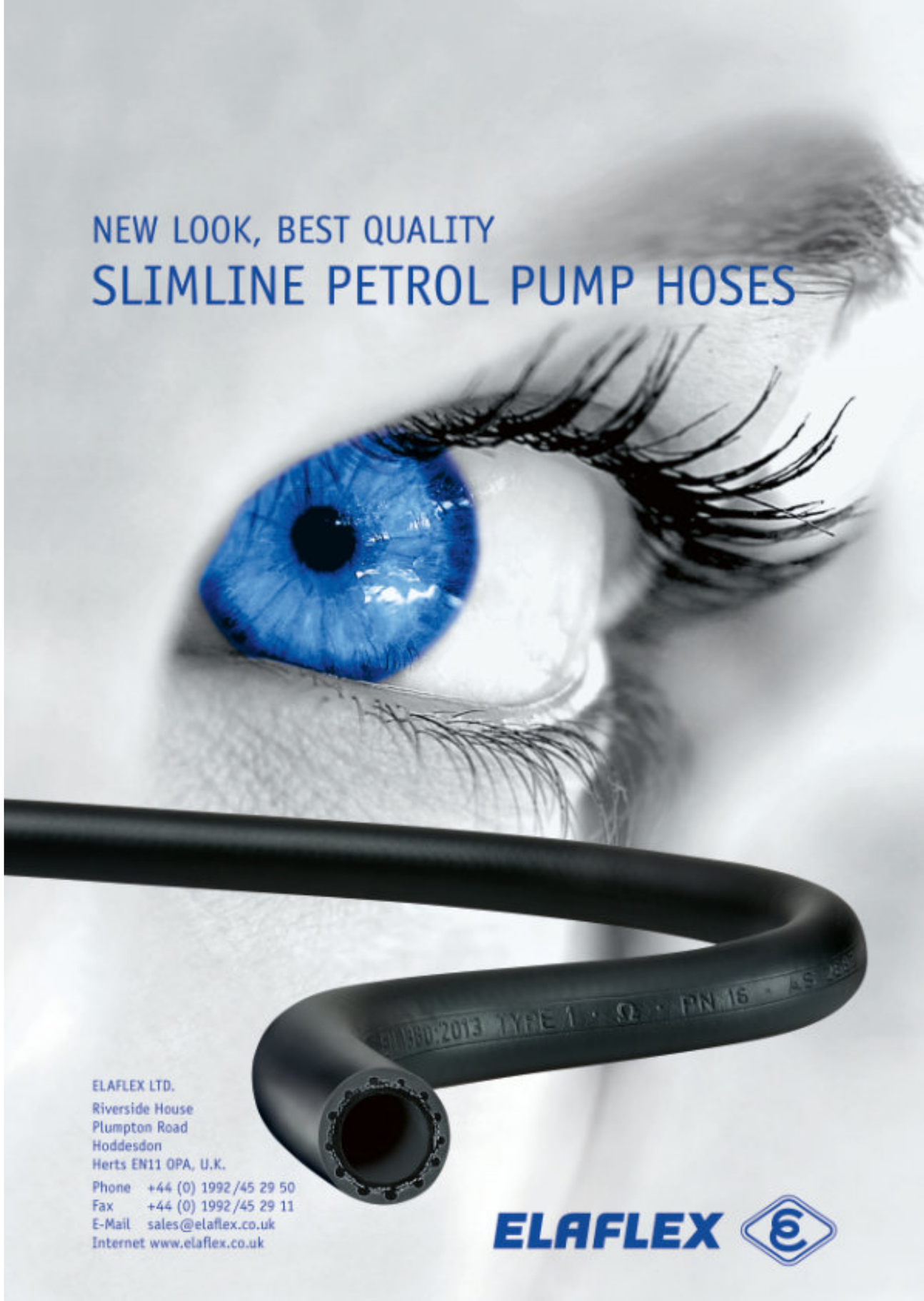
What's on??

Good question!

We usually publish dates and venues for all industry events – particularly with the very busy Autumn period coming up.

However, being realistic, we would suggest you contact the organisers of any scheduled trade exhibitions and conferences, for an update on whether their event is likely to go ahead this year.

That goes for forecourt roadshows, APEALive, PRA Business Breakouts etc.



GripHero produces and donates PPE face shields to NHS

Forecourt hand-protection manufacturer turns over 3D-printing machines to production of face shields

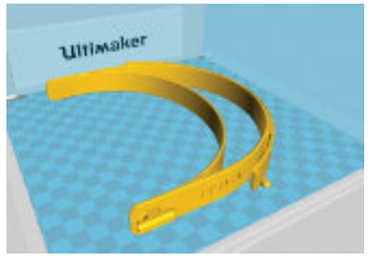
GripHero, is working around the clock to produce free protective face shields for frontline NHS staff during the coronavirus pandemic. These will be dispatched to a central collection centre in Sheffield before being distributed to hospitals across the UK.

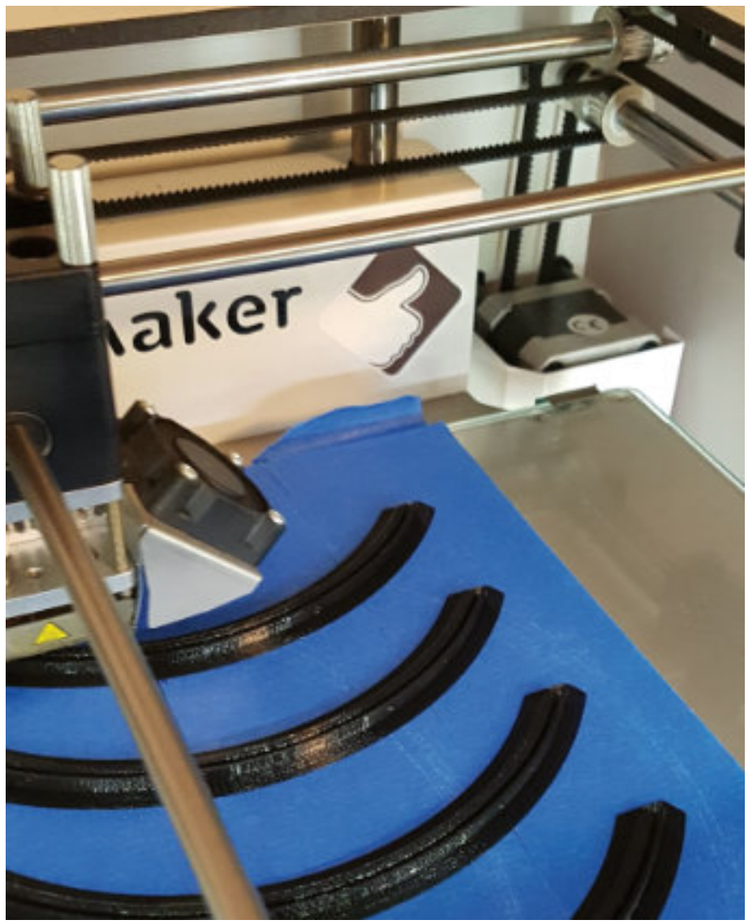
Following the outbreak of COVID-19 and the shortage of protective wear for medical personnel in the UK, the Devon-based business has been manufacturing and assembling protective face shields to help frontline NHS staff stay safe from the potential spread of the virus.

Using their in-house 3D printers, combined with PrusaPrinters' downloadable face shield design, the company is well on the way to producing 200 face masks in just four weeks.

The PRUSA RC3 face shields are made from Polylactic acid (PLA) material, which provides a strong protection barrier from infectious droplets entering the eyes, nose and mouth of staff.

This is the latest step taken by GripHero to combat the spread of Covid-19. Just a month ago they took the bold step of offering its fuel-nozzle mounted hand-protection dispensers free to forecourts internationally to help stop the spread of the disease at the fuel pump.





The response to that offer, has been overwhelming with thousands of forecourts signing up to protect motorists by installing GripHero's dispensers.

Commenting on decision to help meet demand for NHS PPE, Oli Yeo, GripHero's creator, said:

"With our 3D printing capability, we realised that we could play an active part in PPE production. Now, it's a matter of how quickly we can make the masks and get them out to frontline staff and key workers. With a huge effort from our team, all observing strict social distancing, we have been able to produce 140 face masks to date and we plan to keep up production for as long as it is needed."

Oli added:

"Our ethos at GripHero is to protect individuals from the potential spread of infection and viruses when fueling their vehicles, so it seemed natural for us to step up to the plate and play our part in helping to develop more PPE equipment when the UK needs it most."

Our editor says:

"This is a fantastic effort Oli, so a big thanks to you and all the team down in Devon."

www.griphero.com
or call 01837 811035.

Adler and Allan proud to keep Britain moving

Environmental risk reduction specialist Adler and Allan says it is proud to be supporting the national effort, by helping organisations to keep Britain moving safely and compliantly during the current COVID-19 crisis.

Adler and Allan's core purpose is to help public and private sector businesses understand and manage their environmental risks; reducing the impact to the environment, their operation and their reputation.

In this time of national crisis, it has modified its procedures to safeguard its employees and customers' health, and strictly follows the guidelines for essential services published by the government.

Teams from Adler and Allan are supporting the effort to feed the nation by providing fuel deliveries, fleet fuel infrastructure maintenance and temporary expansion for supermarkets and other logistics organisations plus emergency services.

Continuity of power

Ensuring continuity of power is of critical importance at this challenging time. Modern biodiesels risk that continuity as they attract water, causing microbial contamination in tanks and exposing hospitals and other critical services to considerable operational risk. Adler and Allan is providing regular tank testing and maintenance, as well as fuel polishing, to ensure the nation's generators will provide power when required.

Our teams across the country continue to respond to pollution incidents; to ensure that our environment is kept safe and businesses can resume operations after an incident.

Bob Contreras, Executive Chairman, said:

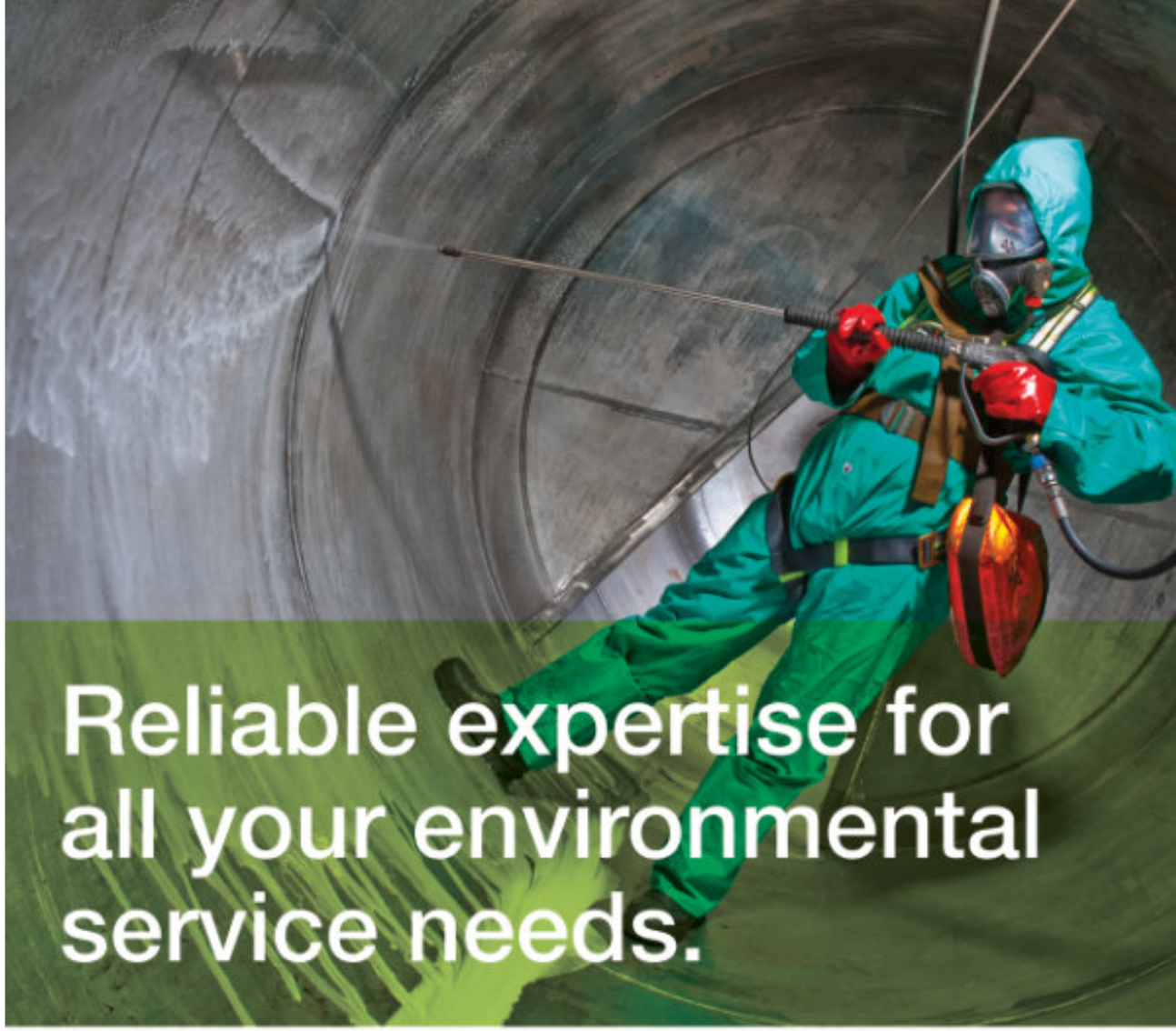
"The safety of our colleagues and customers is of paramount importance and we rigorously follow all HSE and Government advice on any work we carry out.

"Adler and Allan is proud to support many infrastructure projects that are critical to the nation's efforts to deal with the current coronavirus crisis. We are supporting our clients by providing maintenance of critical assets and response services to organisations across emergency services, military, supermarket, utilities, data centres, local authorities, forecourts, highways and rail operations.

"Our 24/7 UK-wide response services for incidents involving a range of oil, chemicals and other contaminants together with treatment of hazardous waste are also critical for keeping people safe and protecting the environment. As such, many of our colleagues are defined as key workers under the latest government announcement."

Adler and Allan provide market leading environmental risk reduction through preventative and responsive solutions, offering an expert 24-7 service to its customers. Customers include multinational blue-chip organisations across a wide range of sectors both private and public including defence, utility, marine, fuel, forecourt and facilities management. They give their customers peace of mind in detecting and identifying the environmental risks posed to their business. Its broad range of risk mitigation products and services keep businesses strong, reducing the prospect of litigation, costly fines and bad publicity, as well as reducing the threat to the environment. In a world where the environment and legislation are in constant flux, Adler and Allan also provides emergency response in a variety of settings.

For more information on Adler and Allan's critical work during the pandemic please visit **www.adlerandallan.co.uk**.



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For more information about Ancorra Environmental Services

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GripHero join the battle against COVID-19

Free fuel pump hand-protection dispensers dispatched worldwide

Over the past month, in excess of 2,000 forecourts across the world, have signed up to Devon-based GripHero's offer of free hand-protection dispensers on the fuel pump; keeping members of the public and staff protected against the avoidable transmission of Covid-19.

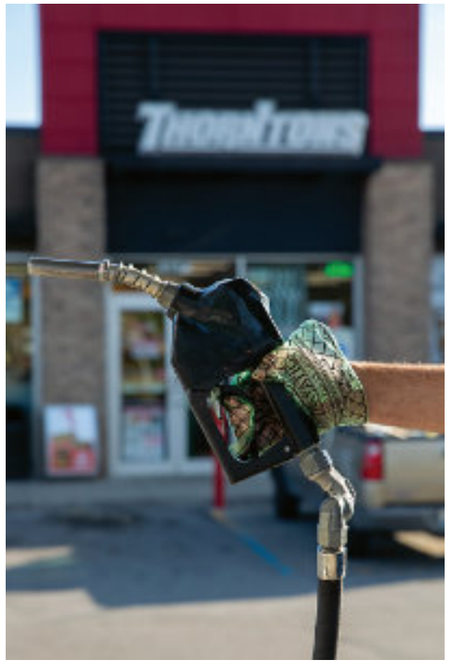
In addition to some major fuel retailers, top independent groups in the UK have been ordering GripHero to ensure they offer best-practice, efficient protection to their customers' safety.

Nick Fraser, Director of Fraser Retail, says:

"Efficiency and high standards are at the heart of everything we do. By using GripHero as our hand-protection solution, we want to be protecting our customers in the most efficient way possible, while minimising our impact on the planet and eliminating waste."

Hills of Corby Hill has installed GripHero across its 13 sites. Michael Gatty commented:

"At Hills, we're very proud to be doing the best we possibly can for our customers' safety. By rolling-out GripHero on all fuel nozzles across our group, we will be standardising protection for all drivers visiting our sites at the point of fuel delivery."



The award-winning patented hand-protection dispenser, designed by inventor and MD of GripHero Oli Yeo, is the only dispenser in the world permitted to sit on fuel pump handles. The use of ATEX certified anti-static hand-protection material, removes all chance of ignition caused by static, uniquely enabling the dispensers to be fitted in the refueling zone. So, when the UK Government announced nationwide restrictions as a result of Covid-19, Oli decided that offering dispensers free-of-charge until the end of April was the right thing to do.

By ensuring that hand-protection is available at the precise point where it is needed, on the fuel pump handle, GripHero helps to ensure that motorists refuelling their vehicles do not come into contact with plastic and metal surfaces where Covid-19 could easily be passed from one driver to another.

Since the global spread of Covid-19 has focused the minds of both drivers and operators into protection and safety at the pumps, GripHero has seen exceptionally high demand, resulting in the business doubling production and capacity.

Oli commented:

"There has been a clear realisation, that customer health and wellbeing is the number one priority, especially as forecourts are high touchpoint locations where Covid-19 can too easily be passed on.

"Wearing hand-protection prevents this. From our feedback, it's clear that both drivers and forecourts are benefiting as motorists are thankful that their health and wellbeing is being prioritised, and so they are returning to fill up and purchase items in-store."

Forecourts installing GripHero's dispensers will need to use GripHero's ATEX-Certified anti-static hand-protection.

First US forecourts roll-out GripHero

GripHero, has announced its first network roll-out in the U.S with convenience store and fuel chain Thorntons. GripHero enables

Thornton's forecourts to remain open 24/7 to serve customers safely during and after the Covid-19 crisis.

Based in Louisville, Kentucky, Thorntons operates over 200 convenience stores across six states. The vertically integrated company offers its own fuel terminals, as well as providing high quality fresh food and beverages.

Oli Yeo commented:

"We are thrilled that Thorntons is leading the way in North America with GripHero's award-winning hand-protection solution. Customer safety is optimised, stopping the potential spread of Covid-19 or any harmful bacteria for that matter. We see Thorntons as a leader in the US, with many US networks already following."

Simon Richards, President and CEO of Thorntons said:

"At Thorntons, we care greatly about the safety and well-being of our guests and our team members. We are pleased to offer this innovative new solution as an added layer of protection to bring our guests extra peace of mind when they shop for fuel and other products at our always clean stores."

GripHero's patented product range offers the only dispenser in the world permitted to sit on fuel pump handles. GripHero's award-winning ATEX-Certified anti-static hand-protection material removes all chance of ignition caused by static, uniquely enabling the dispensers to be fitted and used in the refueling zone.

For more information about GripHero, visit **www.griphero.com** or call **01837 811035**.

Environmental risks on your site?
The legal implications are yours

When it comes to the downstream petroleum industry, it is the owner who is liable for even genuinely unknown site contamination. Bryan Cherry, Environmental Risk Survey Manager from Adler and Allan and Simon Tilling, Environmental Partner at Burges Salmon discuss the legal implications of contamination from your operations. Plus the importance of carrying out risk assessment and robust asset management.

Variety of liquids

The variety of liquids a terminal or depot might handle is vast. The majority of the downstream sector focuses on the storage of refined petrochemicals; diesel, gas oil, kerosene, petrol, aviation fuel etc. Some may also store waste oil, lubricating oil, chemical compounds and energy-based fuels. The commodities are also received and stored in widely differing volumes before their onward journey.

One thing nearly all of them have in common though, is that they can cause considerable environmental damage if accidentally released into the environment.

The issues leading to contamination can sometimes go undetected for many years by operators, particularly when an effective asset management strategy has not been put in place.

Level of fine = level of harm

Under the contaminated land regime, if a local authority deems the condition of a site to pose an unacceptable risk of harm to people or the environment, then a remediation notice could be served.

There are risks of being fined under environmental law regimes for day to day operational issues. For example; if environmental damage occurs, or if a watercourse is polluted as a result of a company's activities on a site. If assets are not properly managed or correct operating systems are not in place, so an overfill occurs or continuous discharge of a polluting substance from badly maintained pipes, a company could face prosecution by an environmental regulator.

The level of fines will depend on the level of harm, the culpability of the offender and, in the case of corporates, the size of the company's turnover. While penalties vary, they have been steadily increasing over recent years, with some of the highest reaching seven figure sums. Regulatory prosecutions for breaches of environmental laws can also, in some cases, implicate individual company directors.

Finally, neighbouring landowners can petition for the costs of dealing with migrating contamination under the law of nuisance, while those whose economic activities are disrupted by spills may also have a route to compensation.

Risk reduction

When operating a depot, terminal or forecourt for instance, contamination can occur at any time from the day to day operations. It is therefore important that businesses manage and reduce these risks throughout their operation or ownership of a site.

A responsible, efficient organisation always has a robust, ongoing programme of environmental risk reduction in hand. The first step is understanding what or where impacts could occur. An environmental risk survey looks at site operations and considers the likelihood for contamination to occur and its severity if it did so. It also looks at what nearby environmentally sensitive features could be impacted and the routes by which it could happen.

All these factors are used to determine what the risks are and identifies measures that are needed to reduce it. In addition, they should detect any pollution that does occur as early as possible, so that it can be remedied with as little impact and as cost-effectively as possible and, hopefully, without legal sanction.

This risk assessment allows an operator, especially where they operate from multiple sites, to find out where needs the most urgent attention, prioritising spend to sites, or areas of a site, where the greatest reduction in environmental risks can be achieved.

Open lines of communication

Lines of communication should be kept open throughout normal business operations, informing the agencies of key operational changes and showing practical permit compliance. By doing so, a verifiable track record of business transparency, willingness to engage, consideration and care for the environment is created.

Underpinning this, it is also good to secure the right advice when making changes in activity, initiating growth or introducing new processes.

Should an incident take place further down the line, having the paperwork showing this advice (and that it was followed) will do much to avoid or mitigate against sanction.

There is no absolute guarantee of preventing a pollution incident or contamination. However, the more site owners can show that they have acted responsibly and legally and are always on top of all that happens on the site while they are its stewards, the easier it will be to persuade both prosecutors and the courts that they weren't reckless, negligent or deliberately harmful.

A thorough environmental risk audit will give businesses peace of mind in detecting and identifying the environmental risks posed today and in the future. It will offer strategies to remedy any existing contamination in a manner to suit the current business, and reducing future damage to the environment, reputation and finances.
www.adlerandallan.co.uk

New watertight fibreglass tank sump from Franklin Fueling Systems

Franklin Fueling Systems has announced the release of its new and innovative Watertight Fibreglass Tank Sump. Designed to provide maximum protection from water intrusion with a simplified installation process, the sump delivers easy access to tank top equipment for fast maintenance and servicing.

The sump's game-changing lid design includes several innovative features that prevent liquid intrusion. These features include a side sealing gasket, integrated lid vent, and three lid latches which provide a visual indication that the lid is appropriately seated and remains in place.

Senior Product Manager Allan Busch said;

"New EPA inspection regulations prompted us to talk to our customers about their biggest challenges regarding service and maintenance".

"Keeping containment sumps dry was at the top of their list. Our innovative new lid was designed with key features specifically chosen to eliminate liquid intrusion."

Another new addition to Franklin's tank sump design is a pour-in-place channel. This makes connecting the sump riser to the octagonal base quick and easy for installers, with no messy, time-consuming fibreglass seam work to do.

Allan continues;

"There's something for everyone with this new tank sump design. Distributors get simplified ordering and stocking with only having two models to order; either a 42" or 48" diameter sump that can be field height adjusted anywhere from 60" down to 34".

Installers will love the simplified installation, and maintenance personnel

will benefit from the lightweight lid design that helps them verify a watertight seal that locks liquid out."

www.franklin.com

Fevzi Apaydin promoted to Vice President of Sales, EMEA and India for Franklin Fueling Systems

Franklin Fueling Systems, the global leader in total system solutions for the petroleum equipment industry, announced today the promotion of Fevzi Apaydin to the position of Vice President of Sales, EMEA and India.

Fevzi has over 28 years of combined experience in the petroleum equipment industry. Over the last 14 years, he has held various positions within Franklin including his most recent role as Sales Director of Middle East, Western Asia, and India. Fevzi holds a Mechanical Engineering degree from Bosporus University and an MBA in Business Management from Istanbul University.

Speaking on his new appointment Fevzi commented;

"I am very excited to have the opportunity to support our customers throughout the EMEA and India markets and focus our efforts on delivering world class products and solutions to meet their business needs."

John Adrian, Sr. Vice President of Sales says;

"Fevzi brings a strong customer-focused perspective to this new position. That, coupled with his many years of experience in our industry, make him the right person to direct our growth throughout EMEA and India."

Fevzi will continue to base his operations out of Istanbul, Turkey where he lives with his wife Deniz, son Kaan, and daughter Selin.

FuelClear MB15 Fuel Biocide

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UK industry suppliers are well positioned to respond to COVID

PEIMF member Edge Petrol offer their take on how a 'can-do' attitude will see the petroleum industry prevail in the current circumstances

We wrote a piece for our weekly newsletter about how the forecourt industry is robust enough to withstand the short-term losses incurred by COVID-19.

Of course, this won't be the case for every business, but most operators started from the bottom and have seen many challenges in their career to date.

As industry suppliers ourselves, the future is also uncertain. But from what we've seen in the UK market within our short time of operating, innovation and adaptability is growing at an exceptional rate.

First impressions

Our first impression when we entered back in 2017 was that there were key solutions missing throughout the industry, and we couldn't quite understand why.

After spending some time with both suppliers and customers, it was clear just how complex this industry really is. The 'nouse', the know-how and the experience you need to be successful both in building solutions and selling them is substantial.

What is now clear to us, is that suppliers in this market have found a way to get past old infrastructure; business-critical equipment that is no longer supported by manufacturers, and to work with conservative (but savvy) customers to build the UK market into a thriving and desirable industry.

People rarely leave this industry; we've heard "16 years" " 25 years" "40 years" and even "50 years" from people we've met. Not only is there incredible experience here, but this industry is not just a job for most; it's home.

This is just our humble view, but it is because of this can-do attitude that the

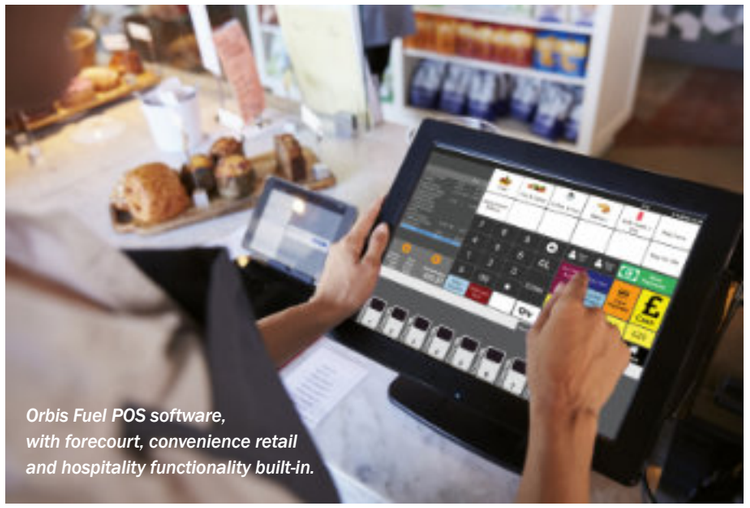
industry will conquer this period and come out thriving on the other side.

Keep innovating!
Have a question for us?
Email: hello@edgepetrol.com
or visit edgepetrol.com.

Mismatching EPOS technologies on site?

Orbis Tech eliminate the problem - head on

Orbis Tech was founded in 2008 in the UK. The company is a fuel site system software business, on a mission to futureproof the technology on offer. The key driver for the development of Orbis Tech's site system EPOS software technology is the transformation of the forecourt station into a multi-faceted retail, fuel and hospitality facility.



Orbis Fuel POS software, with forecourt, convenience retail and hospitality functionality built-in.

Smart fuel retailers are realising the income potential from meeting increasing consumer demand for coffee, food to go, fast dining, groceries and other convenience retail offerings. The limitation on achieving the potential from this burgeoning sector has been the mismatch of the technology available; because most software solutions do not have the functionality needed for all the retailing sectors deployed - something Orbis Tech is addressing head on.

Suitable for all businesses

As a result, Orbis Tech have built an integrated, single platform point of sale (POS), back office and head office software solution. Developed on an open platform, which transforms the way mixed petroleum retailer businesses operate. It enables hybrid business models to be run on a modular and single platform across their entire estate.

The Orbis POS architecture ensures that the POS interface can easily be applied to suit different fuel, retail and hospitality sectors; something we envisage will be a requirement for more and more fuel retailers in the future. Whilst most EPOS software is designed specifically for a single type of retail operation, Orbis POS has a core solution with multiple interfaces, designed for specific requirements - so it can be easily adapted to suit various business needs.

Orbis's 'Thin Web Client' means all back-office and head-office is held in the cloud. As a result, no need for an expensive or bulky server to be kept on site.

This year Orbis Tech are pleased to announce the release of the Orbis Cloud Site Management software solution to the marketplace. Orbis Cloud's software as a service (SaaS) set of applications, allows fuel retailer business users to subscribe and use Orbis's various software modules and data storage capabilities in a single cloud environment.

Orbis Tech have disrupted the marketplace further, by embracing new technologies in data, cloud and automation to enable the back-office and head-office to run 'thin web client' across the retailer's entire estate.

Therefore, using Orbis negates the need for expensive on-site IT server infrastructure, complex interfacing and costly support call out charges. The benefits of this include introducing faster implementation roll outs of the software, quicker software updates, greater security, better monitoring, safer back-ups and longer service up time.

Orbis Cloud and the ability of the applications to run on any web browser including; Google Chrome, Microsoft's Edge and Apple's Safari. This means the Orbis back-office and head-office can run on many different types of device, including tablets. Additional benefits include the ability to have multiple windows open in the applications on a single browser tab; allowing the user freedom to multi-task and perform multiple jobs at the same time.

Orbis Cloud's back-office and head-office runs in any web browser. As a result, it can run on any device, PC desktop, laptop, Mac. So, you can be in the office when you are out!

Orbis Tech's CEO, Jorundur Jorundsson, comments;

"The Orbis Cloud Site Management and Business Intelligence software is designed to be completely modular, so that the solution can be built around our customer requirements. As their business evolves and grows, Orbis Cloud can be adapted; adding additional modules as they are needed. This flexibility is the key to our innovative approach."

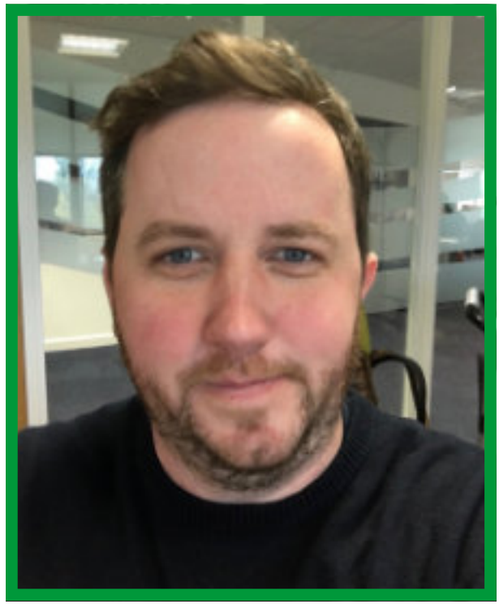
For more information about Orbis Cloud please contact info@orbistech.com to request a demonstration or discuss the product suite in more detail.

www.orbistech.com

In the frame...

Motorsport enthusiast, environmentalist and sometime musician, Adam Ruck is Director of Project A International Ltd.

During these difficult times, we really appreciate Adam taking the time out to put together his 'life story'.



How long have you held your present role?

I formed PROJECT-A last Summer and it's certainly been an exciting and busy year. Focused on creating solutions for industrial clients in an environmental and ethical way, PROJECT-A is a technical consultancy pooling two decades of knowledge, using a trusted and dedicated team of specialists.

My role is to develop opportunities and serve industry with an approachable, friendly and trusted high-quality offer.

How come you're in the industry?

I was working as an engineer for Yara UK in 2015 on water treatment systems and CO2 installations. A new product was introduced, with no history, and no business, yet massive potential, and I grabbed the opportunity to look at some basic transfer systems for this unheard of product that 'goes in trucks'.

Product development, engineering and problem solving have always been my forte, and having the opportunity to develop a complete fully engineered technical solution from scratch, for a significant market shaper such as Air1 AdBlue, was a real privilege.

The market and reliance on AdBlue was, and still remains, an exciting place to be. 2007 is when I really started to get involved in the petroleum industry.

Tell us about your career to date?

I joined Yara UK after studying Electrical and Electronic engineering, followed by a focus on Mechanical engineering in the late 90s. Prior to that I served an apprenticeship with Salter Weigh Tronix and Avery Berkel. I soon became the dedicated UK AdBlue Project Engineer, developing not only the fundamental technical offers, design standards and ways of working, but then the complete operational and environmental policies and stance. Metrology featured heavily in my approach, which of course was aided by my days in the weighing industry.

I was able to shape and influence the marketplace and work with great people in various technical forums, the Environment Agency, fire and rescue services and local government authorities.

Following the work in the UK, I became the technical expert for Europe and Scandinavia, and anywhere else that needed some support! I focused on sharing best practice regarding storage, dispensing, production and distribution from all regions. I soon realised, although similar, every country does something different, and the petroleum industry is a fine example of that!

Trying to nail down some harmonisations in the petroleum industry, to drive efficiency on procurement and operational standards was a real challenge. Further development of my role meant the need to lead design standards for production and storage methods, terminal redesign, road tanker construction standards and metering requirements.

Beyond this, my role changed as the NOx abatement market developed further. I became the engineering and operations manager in the transport and reagent sector, which was essentially AdBlue and NOx abatement technology for other applications (incinerators, ships, generator sets). Environmental legislation, and lack of knowledge around the need for NOx abatement systems, has meant this market is only now really beginning to gain traction.

In summer 2019 I founded PROJECT-A and being in a position to provide solutions, insight and experience to make positive impacts in business is really fulfilling; and I've been able to develop links between industry sectors to give added value and efficiencies.

Which role have you enjoyed most?

My work now is by far the most exciting and interesting step I have taken, but there have been so many highlights for me, particularly looking back at the Yara engineering manager role with fondness. To be able to embrace a new product and develop a complete industry offer, expand it into every facet of legislation, steer standards and impact an entire market to introduce a product that has a positive environmental impact. That's pretty cool!

What do you feel have been your biggest achievements? (modesty allowed!)

I think this feeds in from the last question; feeling that I have been successful in providing and supporting an industry in an environmentally sensitive and ethical way. I have been able to add insight and knowledge to multiple organisations, whilst supporting key industry stakeholders such as the Energy Institute and Environment Agency. This feels like a great achievement.

I'm a director of a charitable organisation called *Toiletries Amnesty* which works to end hygiene poverty across the UK and abroad, whilst also redirecting excess products from landfill.

What have been the most significant changes in the fuel industry during your time?

Obviously in the last 15 years the introduction of AdBlue has been an impressive example of how much the industry can change in such a short period of time. The HGV need, combined with the now common sight of passenger cars needing AdBlue, mean it is hard to imagine a forecourt without some form of supply.

And what do you think the future holds for the fuels industry?

I really feel the immediate future for fuels will remain pretty unchanged for the next 5 -10 years. The constant battling over alternative fuels and focus on environmental impact of diesels etc really is some way off being resolved. The push for zero emission cars, and the merits of specific technologies, still are yet to provide a compelling 'no brainer' type argument for me.

I am still an advocate of diesel technology, with correct NOx abatement systems as, in my view, the latest generation still offer the least overall impact. People often don't differentiate between local and global air pollution, and therefore have a skewed view of the full environmental impact. Certainly we will see an element of shift towards other technologies, but in the short to mid-term there are quite some steps and investment needed to make any real change.

Where do you see yourself in say, 10 years?

If there is one thing the last 12 months has taught me - you can't rely on any plans! The Brexit path the country is on, and now COVID-19, really demonstrates how we are all pretty vulnerable to factors outside of our own control. I will continue to support industry and develop opportunities wherever I can, for myself and others. Either that or maybe I'll just go and live in a cave!

And in your spare time ?

I am an avid motorsport fan and enjoy racing, preparing cars and developing things to go fast! I also play guitar (not so much now since feeling a bit foolish after playing a bad selection of songs one PEIMF Christmas dinner on Mr Onions' guitar!)

Or was it a selection of songs played badly? I'll never forget your performance Adam – Ed!

And your philosophy of life?

Do something good!

"People

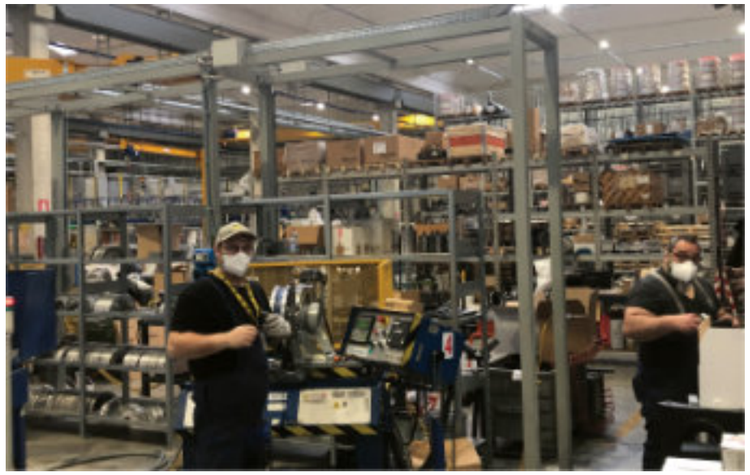
are our real strength, the engine that allows us to face the challenges of the market and to continue growing and improving every day."

This statement, printed in our company brochure in 2016, has never been more true than living and working in the recent Covid-19 pandemic times. People have been, and always are, our biggest strength!

The spread of the coronavirus these past few months has been affecting the lives of people worldwide and we are all confronted with great challenges.

As the manufacturers of equipment for essential industries, we have worked 24/7 in all of our factories and warehouses throughout the global crisis, making sure that our customers and key workers stay supported.

Extra safety and hygiene measures were implemented immediately at the beginning of the pandemic.



It has not been easy. We all had to adapt and push harder than ever, and our usual smiles with our colleagues at the work place had to be hidden behind the masks.

But we have been working, and continue to operate our factories and warehouses around the world.

So, this is a very BIG THANK YOU to all our office, production and warehouse workers, engineers, designers, sales managers and every one around the world. You put in an enormous effort to made sure that we all go through this pandemic together, with the least amount of disruption. Hopefully soon we'll return to normality.

This is also a BIG THANK YOU to our customers around the world; who are keeping their service stations going, keeping the trucks on the road, keeping the supply of essential goods and services going and keeping their employees and their families going.

It continues to be a challenging time for everyone, but we will get through this together.

By Maja Stirrat, European Sales Manager Nupi Industrie Italien S.p.A.

UKIFDA 2020 Expo (formerly FPSExpo): *Cancelled*

The organisers of this key industry event in Liverpool have issued us with the following notice.

Following the recent publication of *Our plan to rebuild: UK Governments COVID-19 strategy*, UKIFDA have been working with Exhibition Centre Liverpool (ECL)on ways in which the 2020 EXPO could be safely organised and hosted.

In the end, and with great reluctance, we have concluded that it is just not possible to safely run an event that our members, exhibitors and delegates would want.

The lack of clarity in the government plan from July onwards (unavoidable given that future stages depends on how the early stages progress) means that we do not know if mass gatherings will be allowed to take place in August and if they are, under what procedures, set-up and management nor whether local hotels or restaurants will be open for business.

Many corporate restrictions on non-essential travel are also in place thereby reducing delegate numbers. A tough decision but the right one for the health and safety of all.

Thanks to the generous spirit of ECL, we have been able to rearrange dates.

UKIFDA EXPO 2021 is on May 19th/20th 2021 at Exhibition centre Liverpool.

Registration for 2021 will be open in the near future

The Green Pages

NEW FUELS GUIDE

SUMMER 2020 • ISSUE 2

Welcome to the second edition of our new supplement in INSITE magazine

At the PEIMF, we support our members, and the petroleum industry with education and help on traditional petroleum products and services. The pages of INSITE are always packed with information, which is almost totally provided by PEIMF members (a great member benefit). With the massive onset of change and developments in new fuels, we are proud of our new addition – The Green Pages.

'The Green Pages' is a series of regular special supplements, in which we endeavour to cover many aspects of new and alternative fuels in each edition.

Electric vehicle charging is front and centre of the debate, but there is a lot more to it, for both fuelling and the infrastructure involved.

In this edition

Pages 2-4
- LNG, an alternative fuel
  The National Grid

Page 5
- Helping deliver an EV structure, fit for purpose: The office for low emission vehicles (OLEV)

Page 6
- LPG: How feasible is it as an automotive fuel?

Page 7
- MDM Services and Liquid Gas UK

Page 8
- Hydrogen keeps key workers moving
  ITM Power

All of these areas, and more, will be covered on a regular basis, and we are keen to engage with all organisations involved.

We're open to your contributions, thoughts and comments; and as a not-for-profit organisation, we welcome sponsorship and advertising support.

Contact our editor
on: david@peimf.com
tel: 01474 321999

Car registrations
April 2020

April

	2020	2019	% change	Mkt share -20	Mkt share -19
Diesel	1,079	45,239	-97.6%	25.0%	28.1%
Petrol	1,553	101,153	-98.5%	35.9%	62.8%
BEV	1,374	1,522	-9.7%	31.8%	0.9%
PHEV	95	1,922	-95.1%	2.2%	1.2%
HEV	48	6,752	-99.3%	1.1%	4.2%
MHEV diesel	75	1,435	-94.8%	1.7%	0.9%
MHEV petrol	97	3,041	-96.8%	2.2%	1.9%
TOTAL	4,321	161,064	-97.3%		

Year to date

	YTD 2020	YTD 2019	% change	Mkt share -20	Mkt share -19
Diesel	92,498	232,919	-60.3%	19.0%	27.0%
Petrol	293,562	559,141	-47.5%	60.2%	64.9%
BEV	19,630	7,519	161.1%	4.0%	0.9%
PHEV	13,757	10,506	31.0%	2.8%	1.2%
HEV	28,438	33,010	-13.9%	5.8%	3.8%
MHEV diesel	17,224	5,500	213.2%	3.5%	0.6%
MHEV petrol	22,769	13,467	69.1%	4.7%	1.6%
TOTAL	487,878	862,100	-43.4%		

BEV - Battery Electric Vehicle, **PHEV** - Plug-in Hybrid Electric Vehicle, **HEV** - Hybrid Electric Vehicle, **MHEV** - Mild Hybrid Electric Vehicle

These figures are courtesy of the society of motor manufacturers and traders. www.smmt.co.uk

Liquefied natural gas (LNG)

An alternative fuel for road transport

Here is an introduction to LNG; its source, usage and viability, which has been compiled with help from Grain LNG, an LNG import terminal based in North Kent.

Natural gas is the cleanest burning fossil fuel available today. Cooling it to approximately −162 °C transforms it into liquefied natural gas (LNG) which comprises predominantly methane, but with variable small quantities of other gases, such as ethane and propane. The subsequent LNG has a volume 1/600th of its original volume; making it easy to transport and store.

LNG is transported to the UK from various global locations on large ships, and delivered to import terminals such as National Grid's Isle of Grain terminal in the South East. The LNG is later warmed up and delivered into the transmission system in the form of natural gas, to heat our homes and power our industries. Alternatively, it is collected from the terminal in its liquid form by specialist LNG trailers and delivered to 'off-grid' areas, or to fuelling stations for use as a transport fuel.

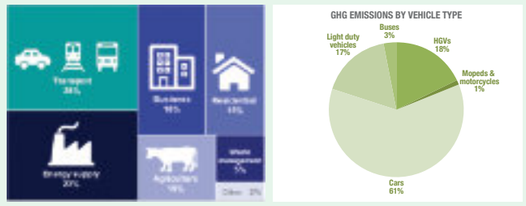
The specialist LNG trailers have custom-designed pressurised tanks, ensuring the prevention of any leakage. At the site of the fuelling station, the product is stored in well insulated tanks and the cold temperature is maintained using evaporative cooling. This means the liquid 'boils off' and a small amount reverts back to its natural gas state. This vapour can be captured and converted to compressed natural gas (CNG) to fuel CNG vehicles. Provided there is continual refilling of the storage tank, the temperature will remain fairly constant.

LNG IN TRANSPORT

LNG is an excellent fuel option for powering large long-distance trucks. Its use in passenger cars is far less viable (unless in its CNG form) because they stand idle more often, which would give rise to high evaporative losses.

Nevertheless, the use of LNG in the transport sector still has substantial environmental benefits. It is reported that a truck powered by a 'cleaner' LNG engine will emit up to 95% lower NO_x emissions and there is evidence of substantial reductions in 'Well-To-Wheel' CO_2 emissions, compared to diesel powered trucks. Overall, the technology to use LNG as a transport fuel is a well-developed (if niche) market.

Transport in the UK remains the highest greenhouse gas emitting sector. Despite the Government's commitment to a 'net-zero' target by 2050, there was relatively little improvement in transport emissions between 1990 and 2018. The government's 'Road to Zero' whitepaper looks to address this and encourage further uptake of ultra-low emissions vehicles ("ULEV").



UK Greenhouse gas emissions 2018, BEIS

LNG FOR HGVS

Within the transport sector, road transportation remains the highest emitting category, accounting for 91% of emissions. Heavy goods vehicles (HGVs) represent just 5% of road vehicles and yet are responsible for 18% of the CO_2 emissions.

Switching to natural gas as a fuel is one of the few available options for HGVS, with the immediate effect of reducing CO_2 by up to 20%. Natural gas also produces 95% less NOx, 99% less Sox and 100% less particulates than diesel.

Natural gas vehicles could also utilise biomethane, which offers a pathway to a much higher CO_2 reduction for LNG and CNG vehicles. Other lower carbon alternatives, such as battery-electric or hydrogen fuel cells, currently remain costly and impractical in HGV applications.

The UK has seen a remarkable evolution of natural gas HGVs since they were first introduced in 2012. The technology has undergone a complete overhaul, moving from post- manufacture conversions to original equipment manufacturer ("OEM") produced trucks as illustrated below.

Euro 5 Post manufacture conversion Jan 12 - Nov 14		
Euro 6 OEM manufactured	Scania 340hp LNG/CNG	
	Iveco 400hp (2 axle) LNG/CNG	
Dec 14 - Dec 19	Iveco 420hp LNG/CNG Scania 420hp LNG/CNG Volvo 420/460hp LNG	

During 2017 and 2018 there was a drop in the number of natural gas-fuelled HGVs as older post-manufacture conversions came to their end of life, without a readily available replacement. The numbers recovered in 2019 as the availability of OEM manufactured trucks ramped up.

Fuelling stations

There is a total of 27 LNG and CNG fuelling stations in the UK[1]. The stations are setup in various operational combinations including bio-CNG, bio LNG and L-CNG.

Fuel Type	No. of Stations
Bio-CNG	8
Bio-LNG	14
CNG	5
LNG	18

SUPPORT SCHEMES

The UK government has in place a fuel duty differential fixed until 2032 (to coincide with the end of the 5th Carbon Budget). This differential results in significant savings for gas operated HGVs of up to £16,429 per year as shown in the table below:

	D	LNG / CNG
Road fuel duty	57.95ppl	24.7 p/kg
Volume (truck/yr) 160,000km/yr	45,400 litres	40,000 kg
Annual cost of fuel duty	£26,309/yr	£9,880/yr
Saving	**£16,429/yr**	

CURRENT BARRIERS TO FURTHER USE OF LNG/CNG AS A FUEL FOR ROAD TRANSPORT

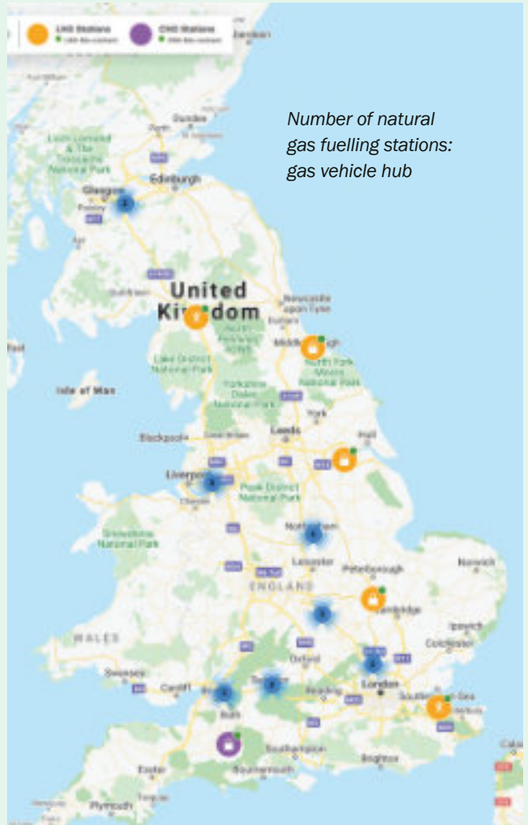
The key barrier to further use of LNG/CNG as a fuel for road transport is the availability of refuelling stations in the UK. Secondary barriers include:

- The cost of LNG trucks compared to Euro 6 trucks
- The uncertainty of the green policies versus fossil fuels
- The availability of biomethane as a substitute

Loading of LNG trucks/ containers/trains

AVAILABLE TRUCK LOADING INFRASTRUCTURES

Currently all LNG as transport fuel in the UK is supplied by the National Grid Grain LNG terminal in Kent, which is the largest in Europe with around one million cubic metres of storage. Grain LNG has sold long term regasification capacity to six major global LNG companies and has several truck loading customers currently operating at the terminal.



Number of natural gas fuelling stations: gas vehicle hub

ISO containers via road and rail

Small scale LNG distributors are currently performing over 500 round trips of intermodal transportations of ISO containers to Scotland. The route involves loading an ISO container at Grain LNG (already loaded onto a truck), which is then transported to the midlands, where it is shunted onto a train.

The ISO container is then delivered to Glasgow, where it is then moved back onto a truck for the final leg of its journey. Intermodal transportations not only offer security of supply but are also a safer, greener, scalable and cost-effective solution as demand grows in the extremities of UK.

[1] *Please note some bio-LNG and bio-CNG are also included in the LNG and CNG stations numbers and vice versa*

SUMMER 2020 • ISSUE 2 • THE GREEN PAGES - NEW FUELS GUIDE

LNG fuelled Anthony Veder vessels off Teesport

LNG for inland and maritime transport

LNG is currently the most cost-effective and sustainable alternative fuel solution for the marine sector. It is possible however that it will serve only as an interim fuel, before being replaced by other greener alternatives. There is therefore uncertainty in the marine sector, with fleet operators delaying the purchase of new vessels, which represent a 25 to 30-year investment. These has however not stopped several companies leading the way in purchasing and using LNG powered vessels with 2 examples below.

Saudi Arabia Basic Industries Corporation (SABIC) developed an LNG bunkering facility at Teesport in the UK in 2015. This serves two LNG-fuelled vessels.

A major cruise operator will be operating a new ship, which will be bunkered by ship to ship using Shell's Cardissa LNG bunkering vessel at Southampton Port.

How is Grain LNG supporting ssLNG developments?

TRUCK LOADING SERVICE

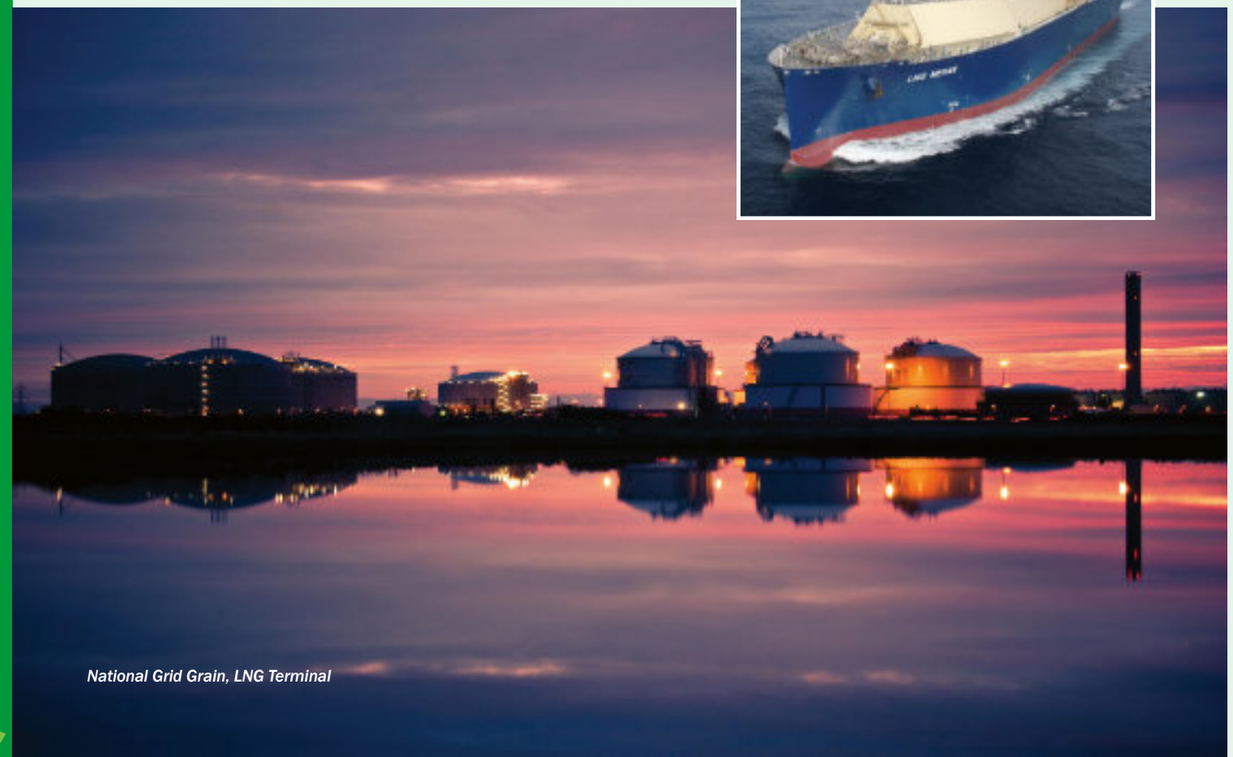
Grain LNG continues to offer a flexible and competitive service to both small and large ssLNG distributors on equitable terms. The truck loading bay has been built to ensure maximum reliability as this is key in supporting a growing market. There is already planning permission in place to enable a quick expansion to four bays should the market demand require the additional capacity.

In addition to the existing intermodal solution, Grain LNG is exploring the feasibility of transporting LNG ISO containers from the Isle of Grain directly on rail or ship.

COST-EFFECTIVE, BREAKBULK MARINE SERVICE

In the absence of any viable 'greener' alternative however, Grain LNG is continuing to investigate a cost-effective, flexible breakbulk marine solution, which would cater for the LNG marine fuel market and allow for the loading of small vessels (below 30,000 m^3) which would in turn proceed to bunker commercial vessels.

LNG fuelled P&O cruise ship, Iona



National Grid Grain, LNG Terminal

Office for low emission vehicles (OLEV)

Helping deliver a fit for purpose EV infrastructure network

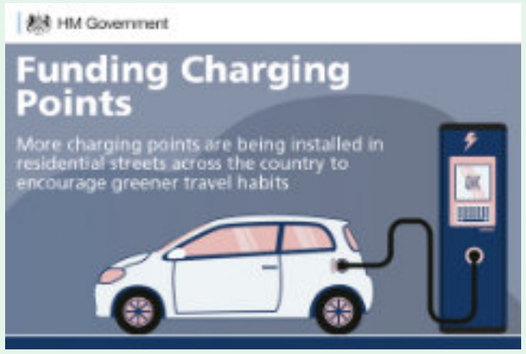
In mid-May the Transport Secretary announced a vision for the rapid chargepoint network in England.

The vision will be supported by a Rapid Charging Fund, which was announced in the March 2020 Budget as part of a £500 million commitment for EV charging infrastructure. Extensive public charging infrastructure across our motorways and major A roads is a key part of the transition to zero emission vehicles. Government will be working with the operators of major service areas to ensure that charging provision is in place ahead of consumer demand. The aim is to help support early adoption of electric vehicles and remove range anxiety concerns for drivers on long journeys.

CONFIDENCE IS VITAL

It is vital that EV drivers can have confidence in the public charging network, and the Government expects public chargepoints to be easy to use and hassle-free. That is why the Transport Secretary announced last weekend that the Government will consult on regulating to improve the consumer experience of using electric vehicle chargepoints. OLEV will take views on board in order to develop solutions that work for industry whilst putting the consumer experience at the heart of EV charging.

The Transport Secretary also announced a boost of green transport, by doubling of funding to £20m this financial year for local authorities under the On-street Residential Chargepoint Scheme. This will fund up to another 3,600 chargepoints (7,200 in total for 2020/21) across the country to make charging at home and overnight easier for those without an off-street parking space.



All installers should read the Government guidance on COVID-19, available at: **www.gov.uk/coronavirus** and working safely, available at: **www.gov.uk/guidance/working-safely-during-coronavirus-covid-19**.

This will provide the latest advice on how to ensure your workplaces are as safe as possible.

FUNDING CHARGING POINTS

Further efforts to encourage drivers to make the switch include the upcoming launch of a consultation which hopes to make charging electric vehicles just as easy as filling up a traditional petrol or diesel car. It will explore measures such as requiring rapid charging points – which are fundamental for longer journeys - to offer contactless payment, improving transparency on pricing and giving drivers better access to information about the chargepoints available on their journey.

The government is also working alongside the tech sector to see how technology could be used to help commuters stagger their journeys and advise on alternative modes of travel. Leading transport tech experts including Google, Zipabout and Trainline met this week at a roundtable chaired by the Transport Secretary, to explore how technology could help ease overcrowding and reduce the risk of a second spike in coronavirus cases.

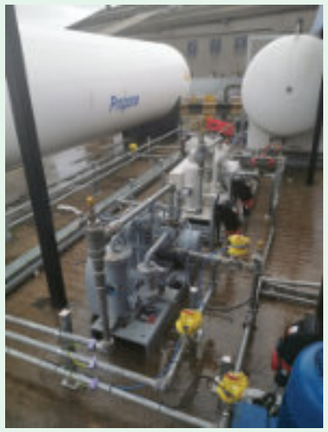
Potential solutions could include mobile phone apps warning when public transport is particularly busy or advising on a quieter time to travel, allowing people to flex their hours and prevent the transport network from being overburdened.

www.gov.uk

The future of LPG:
Use as an automotive fuel up to 2050

Liquid Gas UK is the trade association representing companies that operate in the Liquefied Petroleum Gas (LPG) and bioLPG industry in the UK. Members include LPG producers, distributors, equipment and service providers, and vehicle converters.

They commissioned a report just a few years ago, on the future use of Liquefied Petroleum Gas (LPG) in transport through to 2050.



CONTEXT
There are currently more than 144,000 LPG vehicles in the UK, with more than 1,400 refuelling points. In addition, more than 2,000 private depots, including facilities for non-road mobile machineries (NRMM) and approximately 30% of all forklift trucks (FLTs) in the UK run on LPG.

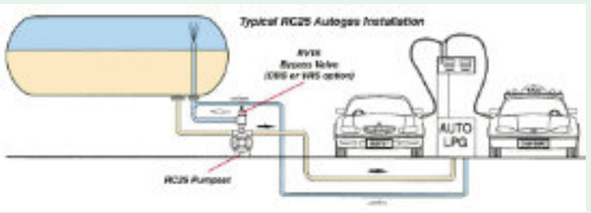
While it is clear that a continued investment in robust engine performance and emission testing data is needed for automotive LPG to further support its case, this report demonstrated that there is already a significant research base available.

ENVIRONMENTAL RETURNS
The report reinforced the potential environmental returns from automotive LPG. For example, the EU Fuel Quality Directive publishes carbon intensities of current major fuels and notes that LPG has 23% reduced carbon intensity versus diesel and a 21% reduction versus petrol.

Greater recognition of the air quality benefits of automotive LPG is also crucial, and data from an independent German test facility showed that, compared with diesel, LPG is lower on the pollutants that are harmful to human health.

POWERTRAIN OPPORTUNITIES
There is no doubt that vehicle mix will be markedly different in 2050 from today; Internal combustion engines, electric propulsion (pure EV, fuels cells, hybrid or plug-in hybrids) and low carbon liquid and gaseous fuels will all have a role to play.

PLUG IN HYBRIDS:
With appropriate development, LPG could be used as the single fuel when a compatible IC engine is used, with similar advantages to its use in conventional petrol vehicles. Alternative types of APU (free piston engines, rotary engines, Stirling engines, etc.) are in the research and development phase, and some of these may also lend themselves to using LPG as fuel.



COMMERCIAL AND OFF-ROAD HGVS:
This represents an important potential opportunity for LPG, provided compatible vehicles are available to the marketplace and the commercial considerations are favourable

BUSES:
Within urban areas, where air quality can be a very significant issue, LPG powered vehicles can be produced with very low levels of regulated emissions.

LONG-TERM SUPPORT AND POLICY:
While the various Automotive Council road maps (passenger car low carbon technology; power train technology; commercial and off-road technology, bus technology) suggest a significant shift away from conventional petrol/diesel vehicles to alternative propulsion based on electrification (batteries or hydrogen) by 2050, there is still a recognised space for sustainable liquid/gaseous fuels.

UKLPG continues to work with government, lobbying to ensure that LPG is considered and included in policy making decisions for the transport sector. This includes calling for parity for LPG in its fuel duty differential, and its inclusion in the National Policy Frameworks revisions resulting from the Alternative Fuel Directive to name a few examples.

CONCLUSIONS AND NEXT STEPS:
Following the launch of the LPG Autogas Blueprint in January 2015 and the Evidence Report of February 2015, UKLPG is calling for a number of steps to be taken in partnership with UK and European policymakers and the automotive industry;

Overtly promote an integrated fuels strategy that sets out a framework for all fuels, including automotive LPG

Implement a level playing field; setting the same duty rate for all gaseous fuels to achieve fuel parity in the UK

Explore LPG applications in line with upcoming powertrains and the requirements of OEMs

Establish LPG/bio-propane as an integral player in the long-term strategy for emissions reduction

www.uklpg.org

How feasible is LPG

Kyle Palmer is LPG Sales & Service Manager at PEIMF member MDM Services Ltd. At the tender age of just 31, he has vast experience in the industry including bulk LPG installation, sales and service to major gas companies and design & project management of large-scale gas recovery systems.

His current role lends itself to helping explain the merits of LPG to our readers.

LPG is everywhere, at least as far as the broad understanding of the term is concerned. LPG - originally abbreviated specifically from Liquid Propane Gas - has become a “roll off the tongue” identification for all gas in general, to a degree.

Across the country, butane is feeding barbecues, patio heaters, roofing torches and refrigerators. It’s being used to produce lighters and aerosols and in many other applications. Propane is fuelling forklift trucks; a massive industry in itself. It’s heating homes, being used to tarmac roads and power boats for industry and recreational purposes.

Lesser known forms of gas such as Pentane (Iso or other) are used as blowing agents to create polystyrene foam, on production lines to charge containers, in laboratories as solvents and the list goes on! All of the above could easily fall under the now broadly know term “LPG”.

Nevertheless, as we are addressing the readers of INSITE magazine, the obvious reference will be to the original Liquid Propane Gas or Autogas.

AUTOGAS
Initial momentum for LPG started as far back as the 1930s, but it wasn't until the mid-60s that we started to fuel cars, buses, taxis and even heavy plant. It wasn’t until this point that we could really identify an ‘Autogas industry’.

So, the question on everyone's mind is;

‘Can LPG/ Autogas come back for a second leg in the UK? Is it an alternative clean fuel that can compete with the likes of our modern movements towards electric & hydrogen?’

There are some 1500 LPG fuelling stations across the UK. Some under large canopies branded with oil company names we know and trust; others tucked away behind buildings in the most unlikely of places. Even now at a time considered to be the dying age for Autogas, the infrastructure is there to take a lot more traffic than it is currently serving.

Speak to any private seller of LPG and they will tell you that the margins are good, but the volume is poor. My point is that if we were to increase the number of Autogas vehicles on the road, not only would we be utilising this cleaner, cheaper fuel, the infrastructure costs would be a fraction of that required to see a large increase of electric or hydrogen vehicles.

So why isn't this happening? In my opinion, it’s all down to a lack of government backing and the import / manufacturing costs within the industry. Put simply; everything in the Autogas industry is so damn expensive. Converting your car to LPG is difficult to say the least. It’s seen as a specialist job so you will pay higher labour costs than most average car garages. Cut corners on the installation or opt for a cheaper product and it will give you unreliable results. So at stage one of the process, people are going to face hurdles.

Making your car tax exempt is definitely not enough of an incentive to get people lining up to convert their vehicles over to LPG. However, if a grant was on offer, it could convince more people to make the change. I don't drive an LPG car myself, but if I was given £1000 to cover the conversion costs, I’d certainly be more inclined to do so.

TOUGH FOR DISTRIBUTORS
Also, I feel for distributors of Autogas; with smaller numbers of sales going through the till. It must be a hard pill to swallow when a company such as ours comes along and quotes thousands of pounds for a pump-set swap out or other seemingly smaller works. I wish we could offer our customers a better price on equipment that would boost the likelihood of the Autogas market picking up, but the truth is, as a service provider in the industry, we are bound by the costs decided by our suppliers. The suppliers of Autogas equipment need to drive down prices if the market is going to pick up. Drop the profit margins now so that those costs can be made up by higher volume further down the line. I agree that it’s very easy to type that up as a suggestion, but in practice it’s one hell of a gamble.

So to answer the question; ‘Is LPG still a feasible fuel alternative?’ I’m sorry ladies and gentlemen but I really don’t know. I’d certainly like to think so. OK, I’m biased: I work in the industry, but there are a lot of elements in its favour and it could potentially take only a few small steps by people in higher places to make an industry boom a reality. Only time will tell, I guess. In the meantime, anyone looking to invest in or expand on their Autogas equipment, MDM and I will be here to offer an honest opinion.

Many thanks to our present customers; you are appreciated.

Keep safe in these uncertain times everyone & all the best for the future!

www.mdmservices.co.uk

SUMMER 2020 • ISSUE 2 • THE GREEN PAGES - NEW FUELS GUIDE

Hydrogen helps keep key workers moving

ITM Power, the clean fuel and energy storage company, is proud to be continuing to play a part in the support of key workers during the COVID-19 pandemic.

These customers include the FCEV Metropolitan Police vehicles used for policing activities in London and Green Tomato Cars, who are helping to get key workers where they need to be. Both the MET Police and Green Tomato Car drivers are continuing to use the company's hydrogen refuelling stations in and around the London area in Teddington, Cobham on the M25, Beaconsfield on the M40 and Rainham. Each three minute car refuel provides a range of up to 400 miles.

ITM Power electrolysers generate hydrogen fuel on-site, using renewable electricity and water, with the fuel dispensed at the station where it is generated. This means a zero carbon footprint and no use of further transport infrastructure. An additional benefit of hydrogen is its role in supporting the drive for cleaner air; especially important in high population cities. When hydrogen fuel cell electric vehicles are driven, the only emission is water vapour.

Dr Graham Cooley, CEO, ITM Power, said:

"We should all recognise the contribution made by the UK's key workers who are keeping the country running in these difficult times. Keeping our hydrogen refuelling stations open means that we can play our part in helping them continue to work, for the benefit of all UK citizens."

Jiggs Bharij, Head of Fleet Services, Metropolitan Police added:

"Fulfilling our duties during the coronavirus lockdown does not mean that we should abandon our commitments to lowering carbon emissions. We salute all those key workers who are keeping us all going."

Jonny Goldstone, Founder, Green Tomato Cars said:

"Thanks to the reliability and range of our zero emission fleet of fuel cell electric vehicles, we can get people where they need to be to keep us all safe and well, and, at the same time, help provide London with cleaner air."

Jon Hunt, Manager Alternative Fuels, Toyota GB said:

"We are delighted that ITM Power has taken the decision to keep its refuelling infrastructure operational during this important time, allowing the emergency services and other UK key workers to continue to use the zero emission Toyota Mirai in confidence despite the difficult circumstances."

Sylvie Childs, Nexo Product Manager, Hyundai Motor UK, said:

"In these difficult times, it is our responsibility to do what we can to support our key workforce. This move by ITM ensures that zero emission hydrogen cars can continue to operate as normal ensuring key workers mobility and additional improvements in air quality."

ABOUT ITM POWER PLC

ITM Power plc manufactures integrated hydrogen energy solutions for grid balancing, energy storage and the production of renewable hydrogen for transport, renewable heat and chemicals. ITM Power plc was admitted to the AIM market of the London Stock Exchange in 2004.

In October 2019, the company announced the completion of a £58.8 million fundraise, including a subscription by Linde of £38 million, together with the formation of a joint-venture with Linde to focus on delivering renewable hydrogen to large scale industrial projects worldwide.

ITM Power signed a forecourt siting agreement with Shell for hydrogen refuelling stations in September 2015, (which was extended in May 2019 to include buses, trucks, trains and ships) and in January 2018 a deal to deploy a 10MW electrolyser at Shell's Rhineland refinery.

ITM Power announced the lease of the world's largest electrolyser factory in Sheffield with a capacity of 1GW (1,000MW) per annum in July 2019. Customers and partners include Sumitomo, Ørsted, Phillips 66, National Grid, Cadent, Northern Gas Networks, Gasunie, RWE, Engie, BOC Linde, Toyota, Honda, Hyundai and Anglo American among others.

For further information please visit **www.itm-power.com**

AdBlue recirculation:
Complete recycling system from Franklin Fueling

When it comes to DEF AdBlue® Franklin Fueling Systems offers a complete system of Diesel Exhaust Fluid (DEF) compatible recirculation products. At around 12 degrees F (-11 degrees C) DEF will freeze, preventing sales and potentially damaging your piping lines.

Our recirculation system provides an energy efficient means of keeping DEF from freezing at low temperatures, with a complete lineup of premium products. With the use of an EVO™ Series Automatic Tank Gauge (ATG), temperature sensors are placed in the DEF pipelines. When the temperatures drop, the system triggers the submersible pump to recirculate the fluid, preventing it from freezing in the lines. The temperature sensor is installed into a "tee" pipework configuration which allows the sensor to come into direct contact with the DEF at all times, providing accurate temperature readings. Users have total control the recirculation system as it utilises the rules engine inside the EVO™ Series ATG.

You have the flexibility of writing your own rules for automated recirculation based on your climate, receive data on your system status, product levels, and usage, and monitor all this remotely with timely system notifications. Instead of turning on a heated pipework system at the beginning of winter and constantly running it, the temperature sensors turn on only when necessary to save you costs and energy usage.

Economical

Let's face it, heated pipework systems are expensive. Our DEF recirculation system allows you to use our APT™ brand pipework system solutions, including stainless steel fittings, rigid entry boots, and split test boots! Save big on the economical APT™ system and minimise installation time with the products you and your contractor are already familiar with using at your site. Also, with regulations constantly changing, our 1½" DEF pipework system is large enough to be used with other types should the need arise in the future. With a full-feature ATG in place, you can also take advantage of advanced features like electronic leak detection or containment monitoring of your DEF system.

When it comes to STP kits, our FE Petro® brand DEF STP comes in a pre-configured package for ease or ordering and installation. The DEF STP's output caters for both large and small applications without excessive nozzle pressure that can make the trigger hard to squeeze. The accompanying service station hardware products are composed of DEF compatible materials, including stainless steel and elastomers. Make easy connections with our DEF flex connectors and know you have support from crash protection, with our DEF shear valves. Our DEF dispenser sump has an optimised design; banded two-sump creation allows for clear separation between regulated and non-regulated liquids.

Mis-fill prevention

Finally, our complete DEF hanging hardware solution includes everything you need to safely dispense DEF and protect you and your customers from costly mis-fills. Our mis-fill option DuraDEF nozzle will prevent dispensing in non-DEF fill pipes, eliminating costly contamination. The DEF hoses feature anti-kink sleeves on both ends to prevent accelerated wear and our in-line breakaway solutions provide protection from drive-offs by sealing at both ends to prevent any fuel from being released.

Our DEF recirculation system prevents your system from freezing up, while also providing you with energy cost savings throughout the life of the system as well as upfront cost savings on equipment. We offer a one-stop-shop for all service station hardware, management, and hanging hardware needs.

www.franklinfueling.com

Tight for space?

Try SMARTFLEX by Nupi

Double Wall fully coaxial fittings and pipe.

SMARTFLEX offers full range of coaxial double wall fittings in a compact design in the following sizes:

- **32/40mm** • **50/63mm**
- **90/125mm** • **110/125mm**

The SMARTFLEX double wall electro-fusion fittings are manufactured using injection molding and are the most advanced products of their kind available on the market today. They are entirely coaxial in design, providing a continuous interstitial space throughout the line.

This means that they can be tested or monitored under pressure or vacuum in both the primary and secondary systems, from the tank to the last fitting on the line.

Moreover, the SMARTFLEX double wall fittings come with full welding connections for both the primary and secondary pipe. No need for extra couplers and other connections, which saves cost, installation time and space.

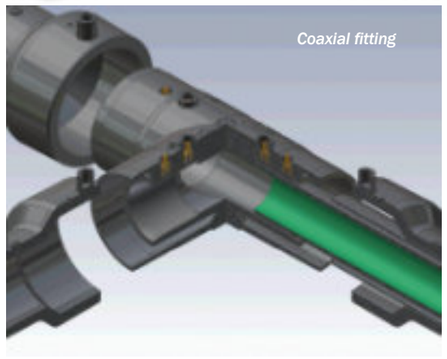
Product benefits:

- Reliability and durability – 30 year warranty.
- Traceability (barcode technology on the fittings) + welding report.
- Ease of installation.
- Less number of welds and fittings per installation.
- High chemical resistance to all fuels, alcohols, bio fuels, solvents, saline, acid and alkaline solutions.
- High resistance to long-term pressure.

For more information, contact our European Sales Manager:
maja.stirrat@nupinet.com

or visit:
www.nupiindustrieitaliane.com

Double wall elbow and tee



Coaxial fitting

AdBlue : 2 liquids, 1 bowser

As a leading manufacturer of fuel storage equipment, Western Global has always been an innovative player in the fuel and lubricant sector. They have been providing AdBlue storage for many years. For the past four years, Western have ensured they have kept up with trends and the escalating needs for AdBlue, by increasing this range of storage equipment.

PEIMF member Western Global is the provider of transportable and modular self-contained tanks and equipment for the safe storage and handling of fuels, lubricants and other liquids. It has in-house design and engineering capabilities, with sales and operating facilities in Europe, North America plus a global distributor network in over 20 countries.

Launched in February 2015, the ABBI Blue is a fully bunded bowser that has been engineered to hold 1500 litres of fuel and 160 litres of Adblue. This dual system eliminates the need for an additional unit and speeds up refuelling operations.

Shortly after, a 950 litre fuel tank with a 160 litre AdBlue capability was launched, in order to have a bowser that eliminated the need for an ADR certificate.

The ABBI Blue is UN approved IBC (intermediate bulk container) suitable for transporting diesel on the road. Like all of Western's steel tanks, the ABBI blue is 110% bunded to ensure environmental compliance with pollution prevention guidelines. All of these approvals ensure the upmost quality for customers.

Design solution

To ensure the tank is contaminate free, the design solution was to completely separate both compartments and pumps to avoid any cross contamination.

A key feature which increases the lifespan of the tank is the direct access to the inner tank for cleaning; which has been very well received by customers. A farmer in Somerset expressed his delight at the efficiency and ease of use;

"The tank really speeds up the amount of time I was spending, when AdBlue was in a separate tank. The access means I can clearly see inside should any issues arise".

The Abbi Blue has won a Plantworx innovation award, for the 'efficiency in innovation' category. This is proudly displayed at Western's headquarters.

As emission regulations continue to grow, the market for AdBlue is more prevalent and Western Global will continue to explore further innovations.

www.western-global.com

VEEFIL-RT

50kW DC RAPID CHARGER

Compact, Customisable and Near-Zero Maintenance.

World's smallest footprint DC rapid electric chargers. Designed for easy integration into existing forecourt structures and compact spaces. Features include patented liquid cooling technology and weather-tight casing for near-zero maintenance.

Get in touch with our e-Mobility experts:
euenquiries@gilbarco.com gilbarco-emobility.com

30 min. 100km driving (approx.)

Stand out from the competition

High customisability

Drive c-store revenue

Near-zero maintenance

FUTURE RESOURCE

Join us at the NEC Birmingham 11-12 Sept. 2019. Booth W115

GILBARCO VEEDER-ROOT TRITIUM

Fuelling the future, today.

Petrotec: for liquid fuel, AdBlue and EV

Petrotec Group are manufactures of Petroleum equipment for the retail and commercial sectors; with a broad range of products, backed by a UK network of maintenance engineers.

Products include the Progress range of fuel pumps and dispensers; with various models: from the Progress 1000, one product pump, through to the Progress 5000 MPD, which can accommodate up to five products and ten hoses and integrate special grades directly, such as AdBlue and LPG.

AdBlue storage

Petrotec are also manufactures of AdBlue storage tanks; with volumes including 1500, 3000, 5000 and 10,000 litre options. There is also the option to integrate the dispenser directly inside the tank to give a 'drop in tank' option for a simple and cost-effective solution. All tanks are fully bunded to protect the environment.

EV charging

As the fuel industry evolves, Petrotec are designing new products to meet future market requirements. EV charging is the next evolution in our product range with many models available; from 3.3kW AC home chargers through to 22kW AC chargers, 60kW DC fast chargers and our latest model of 175kW ultra-fast chargers, these can be upgraded to 350kW+ in future as the technology evolves.

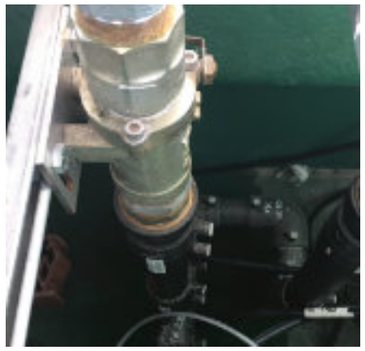
www.petrotec.co.uk

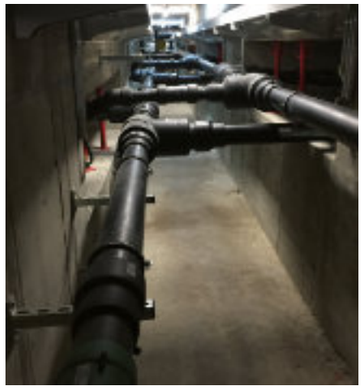
PROGRESS 1000 ADBLUE

PROGRESS 3000

PROGRESS 5000 HH

Nupi's SMARTFLEX AdBlue pipework: *perfect for Spanish truckstop*





The Project:
Extension of diesel and AdBlue supply system.

Material used:
Smartflex double wall diesel and AdBlue pipework, sizes: 63/75mm (2"), 90/125mmmm (3"), 110/125mm (4").

50 year lifetime:
With a design life of 50 years, and the extra reassurance of the welding report on every single weld done automatically by our award winning multi-functioning welding unit, Smartflex AdBlue pipework was an ideal solution for this busy truck service station in Madrid.

The compact design of Smartflex double wall fittings made installation a lot easier in a tight space.

Plus the ability of connecting a leak detection system (by a simple push-in connection) on our terminating fittings; to monitor the interstitial space in our pipework was a great way of making sure things run smoothly. And any potential problem is spotted immediately.

For more information, contact our European Sales Manager:
maja.stirrat@nupinet.com or visit www.nupiindustrieitaliane.com

Specialist AdBlue pipe from Nupi

AdBlue or DEF (Diesel exhaust fluid) is produced from a chemical called urea, a synthetic product created from natural gas and dissolved in pure water.

It is used as an advanced pollution control technology installed in the exhaust system called selective catalytic reduction or SCR.

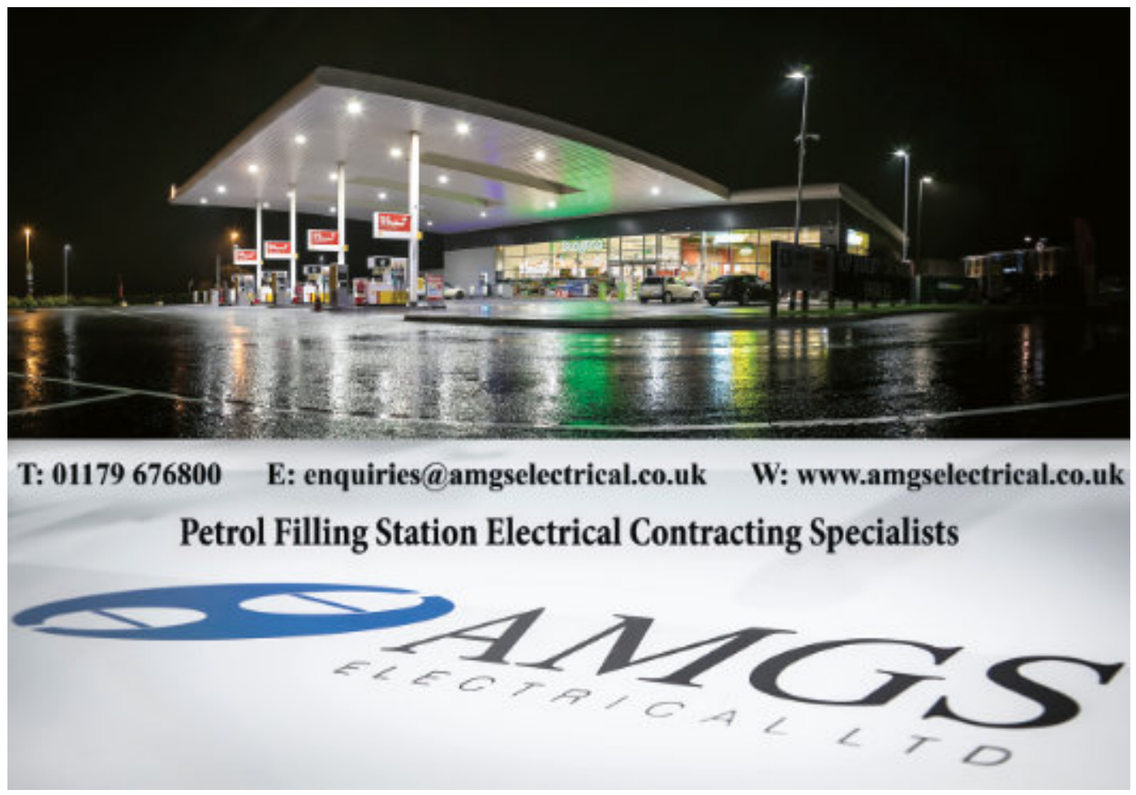
Smartflex AdBlue pipe has a special protective layer which gives the pipe a designed life of 50 years.

In combination with a full range of specially designed, high grade stainless steel/ HDPE transition fittings, flanges and special gaskets, the Smartflex AdBlue piping system makes the perfect, long lasting solution for AdBlue Installations.

Smartflex AdBlue pipework is available both in single and double wall versions from 32mm (1") to 110mm (4")

The system is easily installed using our welding unit with bar code technology;

offering full traceability of every single weld and pressure test of the installation.



Air1: Keeping the wheels of industry turning

AdBlue is crucial in road transportation; especially during these difficult times. Here, PEIMF member Yara explain how they are maintaining their service to the industry under the most testing conditions.

Virtually all modern diesel vehicles are equipped with selective catalytic reduction (SCR) to be fully compliant with emission regulations. Programmed not to run without AdBlue, these vehicles will not restart if the AdBlue tank is left empty, and without diesel vehicles the transport system would break down. And without a transport system, face masks and hand sanitizers would not reach the hospitals; food and toilet paper would not reach the shops and builders and electricians would not reach the building sites. It is Yara's position that Air1 AdBlue should be classified as essential in keeping supply chains working.

In order to maintain business continuity during the Covid-19 pandemic, Air1 has outlined a triple responsibility to get through these challenging times:

- Safeguard our employees, contractors, partners, neighbours and society at large.
- Keep our operations running; to help support the continued supply of food and other essential products to society.
- Be a responsible company and behave according to government guidelines.

The world's largest AdBlue producer

As the world's largest producer of AdBlue, with a total UK terminal capacity of an impressive 15 million litres – in Immingham, Dagenham and Liverpool; our security of supply is already unparalleled.

The best chance of keeping our supply chain operations running at this critical time is down to all the parties involved, by following government guidance and avoiding unnecessary contact. We wouldn't have the ability to keep successfully supplying AdBlue if it wasn't for our partnership with our engineering service provider, PEIMF member Westfield Services, and our dedicated UK team of experienced AdBlue engineers.

Mario Cieply, Westfield Managing Director advises;

"Westfield Services (UK) Ltd, as Yara's service partner have taken a number of additional steps to ensure staff and client safety. Engineers now travel one man, one vehicle. They observe the 2 metre rule on site and wear the appropriate PPE with hand sanitizer available.

"A new method of confirming site paperwork has been agreed, to ensure that engineer and customer contact time is kept to a minimum. Administration staff and management are working to a rota system, operating on the basis of a maximum of two people in the offices, with other staff working from home and liaising via a linked computer system

Overall we are satisfied with the way the company has adapted to the government guidelines in this difficult time."

Critical service

We are fully aware of the criticality of our products to keep your wheels turning. Currently, all our UK plants are operating as normal, however, ongoing operations depend on a number of factors, all of which we are monitoring closely, and the whole Yara team is working together to stay ahead of any challenges.

The situation is dynamic and could impact both demand and supply chains, depending on the spread of the virus and severity of government measures, but with the continued support from our business partners and customers, we are determined to keep the wheels turning and keep supplying AdBlue.

For more information, please call Charlotte Friggieri on: **01472 889254** or email: **charlotte.friggieri@yara.com.**

www.yara.com

AdBlue is a registered trademark of the Verband der Automobilindustrie e.V (VDA).

Diesel – NOT a fuel of the past!

PEIMF member, Commercial Fuel Solutions, are AdBlue experts. Here they help explain the use of AdBlue and the necessity of diesel-fuelled vehicles.

Reading the popular press or listening to the news, it would be easy to think that diesel is a fuel of the past; soon to be replaced by electrically-powered vehicles. The truth, however, is very different.

Diesel cars still account for over 20% of new purchases, compared to 10% for every type of hybrid/electric/plug-in models. This means nearly 110,000 new diesel cars have been registered in the first quarter of 2020, with most of those being SCR/AdBlue equipped. This is a big drop on previous years and part of a general decline, but it still means an estimated 400,000 new vehicles on the road this year alone. This will take the UK diesel car parc to over 2million, at least 80% of which require AdBlue.

Potential forecourt customers

Each one of these is a potential forecourt customer for the product. Currently almost all forecourts cater for motorists with small packs of AdBlue, but very few have easy-access dispensed product, which can be much more convenient and attractive for the consumer.

Small packs are messy, often big and heavy, difficult to pour, and create waste plastic on the forecourt (sometimes still containing product) for the operator to clean up and dispose of responsibly.

As a result, Commercial Fuel Solutions have produced the revolutionary COSSU (Customer Operated Self Service Unit) dispenser to enable forecourts to dispense AdBlue at low cost but maximum profit. The single-dispense unit was designed following our close involvement with, and authorship of, GUIDANCE ON THE CORRECT AND SAFE HANDLING OF NOx REDUCTION SOLUTION (AUS 32/AdBlue®) 1st edition.

Due to the inconveniently-sited AdBlue filler aperture on many car models (sometimes under the carpet in the boot), and the novel nature of the product, topping up can be a slow process, meaning queues on the fuel lanes and therefore lost sales. The COSSU, in line with Blue Book guidance, is designed to be sited away from those lanes to enable a safe and convenient filling operation.

COSSU - Dispensing per litre

It may seem the obvious thing to do, to dispense AdBlue on a per litre basis, like fuel. But having a dispenser on site that earns less profit than small packs is not financial common sense. Not only does the operator lose profit on AdBlue sales, but they have to pay for capital equipment, meaning a return on investment of many years. The COSSU, being single dispense (offering consumers discreet units of 5litres of AdBlue per payment), allows the forecourt to maximise profit and measure easily how quickly they will obtain a return on their investment.

With its slim design, and easily linked to smaller above ground tanks, installation of the COSSU is very quick and easy; without any civil work disrupting the forecourt operation or closing lanes. It also means it can fit on almost any site.

Token or contactless payment means the operator can also choose whether they wish to engage directly with customer for additional shop sales, or to operate the unit 24/7 on unmanned sites, for example. The COSSU is Primary Authority Partnership certificated and we would definitely recommend this service.

Wide range and bespoke service

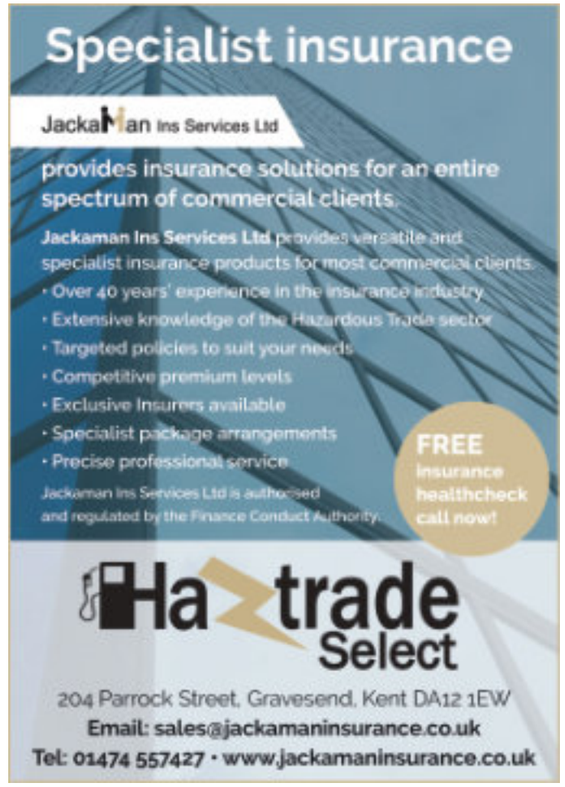
Commercial Fuel Solutions offers an unrivalled range of products suitable for forecourt operators and installers, supplied and guaranteed by leading manufacturers, plus unique customer service.

These include: AdBlue storage tanks of all sizes, dispensing equipment, fuel and lubricants, as well as the AdBlue product itself, provided by trusted global leader Yara with their Air1 brand. We are also able to design and construct specialist, bespoke installations and equipment, both small and large.

Many AdBlue equipment suppliers offer product, without the backup of extensive knowledge of its application. At CFS, Rob Futcher, our MD, was involved in the original specification of equipment back in 2004, and Sean Cole, Account Manager was jointly responsible for setting up the Air1 AdBlue infrastructure from 2005.

Quite simply: we have more industry experience than anyone else in the market.

Please see our website for more details: www.commercialfuelsolutions.co.uk



KPS provides easy-install zero-permeation piping solution for Maxol AdBlue production facility

Client: Petroleum Installation Solutions / Maxol
Industry: AdBlue / Diesel Exhaust Fluid (DEF) Transfer
Location: Ireland
Products: KPS 63 mm 2" & KPS 90 mm 3" Primary Containment (Single Wall) Piping
Status: Complete

Project overview

Petroleum Installation Solutions approached KPS, to provide a reliable installer-friendly primary containment piping system for a new Maxol AdBlue production facility in Ireland.

KPS piping proved the perfect solution for this new Maxol AdBlue production facility

Problem

Petroleum Installation Solutions, the company charged with supplying and installing the pipework, needed a primary containment piping system (90 mm 3" and 63 mm 2") for a new Maxol AdBlue production facility; which could be trusted to perform for the long term with zero permeation. Due to the layout of the facility, a system with a large range of fittings was required, including tight bends and transitions to tanks and steel pipework. This project also had a tight build schedule, so installation time was key.

The contractor was already familiar with the KPS piping system, having previously worked together on a number of forecourt sites. They understood the product's reliability and easy electrofusion installation. Their installation team had also received on site and classroom training from KPS previously. Consequently they approached KPS for a solution for this project.

Solution

KPS' primary contained (single wall) 90mm 3" and 63 mm 2" plastic polyethylene pipework proved the perfect solution.

The KPS technical team worked with Petroleum Installation Solutions to create drawings using KPS' extensive range of fittings including stainless steel transition fittings and short radius bends, and supported the team through the installation. This included visiting the site before, during and after the installation.

Key features of KPS piping for this project:

- Engineered for installers: reducing cost and build time
- Compact fittings, elbows and tees
- Tried and tested for over 25 years
- Approvals from EN 14125, ATEX 137, EN 13463-1 and many other country specific standards
- Zero permeation
- Full technical support
- Corrosion-free

Results

The installation was competed ahead of schedule, and Petroleum Installation Solutions continue to specify KPS piping for new projects, both on forecourts and for other industries requiring high-performance piping.

www.kpspiping.com

KPS piping is engineered for installers, reducing cost and build time

Technical requirements

Product/s	Brand/s	Model Type/s
90 mm Primary Containment (Single Wall) Piping & Fittings, Including Transition Fittings	KPS	Standard
63 mm Primary Containment (Single Wall) Piping & Fittings, Including Transition Fittings	KPS	Standard

The installation was competed ahead of schedule

GreenChem go contactless

As part of their ever-developing system hardware offerings, GreenChem have developed a “contactless” payment system for retail AdBlue dispensing tanks for trucks, vans and passenger cars.

The new Smart Retail range is available in three sizes; depending on available space for the dispensing tank and the potential volume of sales on the sitess” payment system for retail AdBlue dispensine. All tanks are MID approved retail heads and can be placed in most locations. It does not even have to be a forecourt!

Anywhere there is a high volume of passenger cars could be a useful location, even a car park.

Suiting the current crisis

With a move towards unmanned sites and contactless payments, which is encouraged during the current global conditions, this is a safer, cost effective solution. All that is required is a power supply and a flat level surface big enough to place the tank. The payment transactions and telemetry for tank refills are GPRS based, no civils are required!

The development was finalised in conjunction with AIR-serv, utilising their extensive knowledge of contactless payment systems and forecourt equipment. There are several financing options available.

The model is also available, connected directly to the till, and can facilitate both truck and car nozzles in any combination. Purpose-built tanks sizes are also available depending on the site’s space availability.

For further information and details please contact GreenChem Ltd on: 01296 678548 or email: uk@greenchem-adblue.com

www.pumpislands.com

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Space

The Shark Submersible AdBlue pump: The first of it's kind – from Piusi

PEIMF member, Centre Tank Services are delighted to promote the specialist Piusi Shark Submersible AdBlue pump.

Rewind a few years, and a lot of fleets using AdBlue were still dispensing from IBCs; and in some cases even 205 litre drums. However, as fleets have had to upgrade their vehicles and replace them with Euro Emission Standard compliant models, the call for bulk AdBlue storage has grown. And this is gradually becoming as sophisticated as diesel.

With the swing in demand leaning towards storing and dispensing AdBlue from bulk tanks, we welcome the introduction of new products from AdBlue equipment suppliers, such as the Shark submersible pump from leading Italian manufacturer Piusi.

Whilst there are other submersible pumps on the market for AdBlue dispensing, many of these were originally designed for water. With a submersible solution being desired when space in the tank cabinet is tight, these pumps naturally started being used on AdBlue tanks due to their wetted materials being compatible.

Specialist design

Acknowledging this, Piusi designed the Shark submersible pump – the first model designed specifically for dispensing AdBlue from a tank for the purpose of refilling vehicles. Given this very specific application, the pump was produced with two key features in mind.

Firstly, with a flow rate of 35lpm, the Shark dispenses at the tried and tested speed in the market for refilling vehicles and off-road machinery with AdBlue, due to the smaller tank size than diesel. It also benefits from an integrated bypass valve, which means that the Piusi submersible pump can be used with a dispensing nozzle, without the cost of buying and installing a pressure relief valve.

And what's more, it also benefits from:

- Low 30mm suction level for almost complete emptying of the tank, saving AdBlue waste
- Built-in pressure regulator, to optimise flow rate and reduce unnecessary energy consumption; saving the fleet owner from additional energy costs
- Mesh strainer to prevent any debris sitting at the bottom of the tank from entering and damaging the vehicle's expensive SCR system
- 5 metre pre-fitted power cable for use on tall tanks, and a swivel outlet to aid installation
- Version c/w 6 minute timer to prevent costly damage that can be caused by the pump dry running if the operator accidentally leaves it on after dispensing.

For more information, contact the exclusive agent for Piusi in the UK, Centre Tank Services Ltd.

www.centretank.com

Introducing 'VESTA'

The Vehicle Energy Station of the future, from Ledbury Welding

VESTA – for the future

Looking at the future of the industry, are we able to confidently predict that the current blueprint for PFS design will meet the needs of the customers in the medium to long term? Continuing to follow this model may result in fixed, inflexible installations where the cost of change or decommissioning may not be 30 years + but in the region of 15 years.

Should this be the case, then the solution, is a design that not only meets the need of today's marketplace, but also has the flexibility to change, adapt and incorporate the need of vehicle propulsion and energy for the future. Having considered this, the PFS of the future may change significantly, and there will be a need to provide flexible, adaptable and cost-effective solutions.

At Ledbury Welding & Engineering they believe that their Modular Above Ground Units do this, by meeting the needs of the motorist and the developing needs for petrol, diesel, EV and alternative fuels by giving the customer a Vehicle Energy Hub. Hence they have developed, with their strategic partners, VESTA Vehicle Energy Station.

VESTA delivers on the following

- Flexible for future vehicle energy needs, driven by environmental change
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- Ability to integrate future alternative fuels and technology, cost effectively
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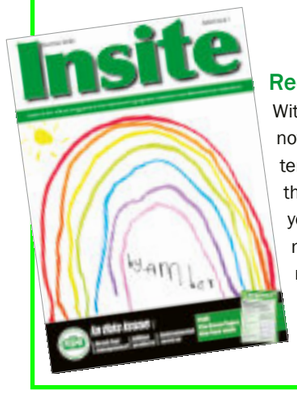
PEIMF: working for our members

'Member Update' newsletter: keeping you in touch

The first mailing of our new monthly newsletter 'PEIMF member update' was really well received in May, and the June edition will be out soon. At a time of great upheaval in the industry, and across the country, we're delighted to make this important investment to help our members.



Receive INSITE at home

With so many people in the industry now working from home, or temporarily furloughed, we're more than happy to send INSITE direct to your home address. Just drop us a note with your details and we'll make that happen for you.

You can also see INSITE online at **www.peimf.uk**

No increase in membership fee

The imminent increase in the PEIMF membership fee of £20 has been postponed for the next 12 months. Not much we know, but a small gesture of support to our members during these troubled times.

PEIMF primary partnership

If you haven't signed up to our scheme with Hampshire Trading Standards, please come back to me for details. It's FREE to use and will provide you with assured advice that must be acknowledged by any authorities.

For your diary

PEIMF AGM & Working Together meeting
28-29 January 2021

PEIMF Committee – Increasing commitment

Our PEIMF management committee are now meeting regularly, once a month, over the digital airwaves. It's great to 'see' everyone and I thank them for their commitment. All the better for our members of course, at a time of great uncertainty.

david@peimf.com

Shear class

Chris Godfrey is Operations Manager for PEIMF member Risbridger Ltd. He explains why they believe the best last line of defence for your AdBlue® dispenser should be mechanical.

In recent times; there has been discussion as to whether there is a better way to ensure AdBlue® dispensers are protected against product spillage, due to accidental damage or forecourt crashes.

At Risbridger we developed the original RIS-SHEAR-ADBLUE as a solution, when we recognised the need for this type of protection back in 2009/10. The original RIS-SHEAR-ADBLUE body was based on a one-piece HDPE construction, to ensure complete chemical resistance to this urea-based product. Following successful installation, the product performed its function admirably.

Downside

The downside of this construction was the in-house manufacture and assembly difficulties, but these purely internal considerations became incidental compared to reports received from our customers, about the difficulty of installation. It became apparent that applying too much torque to the fittings during installation would cause the valves to distort and fail, meaning that the guys at the sharp end, the installers, did not see this product as being very user friendly.

Listening to customers

Here at Risbridger, we have always prided ourselves on customer service, and we took on board the issues the original RIS-SHEAR-ADBLUE was presenting to installers. As the market for this product was growing, a project was set up in 2014 to address these issues and the RIS-SHEAR-ADBLUE-MK2 was developed.

With an all stainless-steel construction for parts in contact with the product, and a contrasting blue anodized aluminium snap ring, the RIS-SHEAR-ADBLUE-MK2 is a product that has evolved to meet the requirements of our customers and their installation teams. It ensures that any leakage caused by catastrophic damage to the dispenser is kept to virtually zero. Simpler manufacturing processes of the new shear valve is also an improvement. The original functional, but not overly user-friendly, product has evolved into an easy to make, easy to install product, that not only does the job well, but looks the part too.

If it ain't broke ...

There is an old saying that still holds true. "If it 'ain't broke, don't fix it." Risbridger has always recognised the need for progress and as a company we have often pioneered new concepts for our industries. We have shipped thousands of shear valves all over the world for decades and in our experience, the simplicity of a shear valve is exactly what is needed to protect our customers from product loss due to accidents. The results are the outstanding benefits of protecting the environment from spillages that could cause significant damage to plant or animal life.

The RIS-SHEAR-ADBLUE-MK2 is a well manufactured, easy to install, and stylish looking piece of engineering. It is proven in the field and to date, has not had a single reported failure to fulfil its role when required. Why would you use anything else?

Let me use another example. Diesel and spirit tanks at service stations are now kitted out with a myriad of different control devices and level sensors to enhance their everyday functionality and monitor tank filling levels. But the bottom line is, when all else fails, the very last line of defence against overfill is a mechanical overfill prevention device such as a RIS-STOP-3P.

Surely the best last line of defence for your AdBlue® dispenser should be mechanical too.

Don't take the chance! Fit RIS-SHEAR-ADBLUE-MK2 to protect your forecourts.

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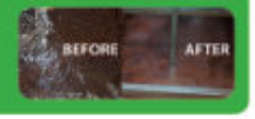

PEIMF: working for our members

Covid update

One booming (or should it be Zooming) development as a consequence of lockdown business has been the use of video technology. Yes I know it's been around a while, but we're now all doing it (or being taken over by it).

It seems, surprisingly, that the number of meetings being held by key industry bodies has actually increased, due to this burgeoning technology.

At PEIMF, we're at the heart of decision making; with constant communication via a fortnightly conference call with BEIS (Dept for Business Energy & Industrial Strategy). Previously only sitting down on a quarterly basis, key industry bodies discuss the effects of the virus on industry; including fuel stocks and retail sales.

Storage tank cleaning & maintenance:

PEIMF at the heart of guidance:

The Energy Institute Service Station Panel are working to prepare this document. This is an on-going project, with no less than five PEIMF member companies involved and leading the creation of this guidance.

The BSI PT 1-2 committee is investigating the failure of heating oil and commercial (red) diesel in non-road vehicles (e.g farm machinery). This involves filter blocking analysis. PEIMF are at the table and affecting discussions.

Our Technical Officer recently re-established links with Defra, who have had a number of personnel changes. Subject areas included:

- Local authority permitting
- Air quality
- PVR 1&2
- Fuel management
- Power plants
- Mobile generators
- Transport
- Groundwater protection

Defra owns the relevant legislation in these areas and our renewed involvement will be creating an opportunity for our members to exert future influence. In this instance, we were able to stress the need for clear messages to local authorities during the current situation.

www.peimf.uk

What the PEIMF stands for

Code of ethics

- To provide the best possible service to our clients' and customers' maintenance.
- To observe strict standards of conduct in our dealings with clients and customers.
- To strive to develop practices within our industry founded on integrity, fairness and honesty.
- To maintain a strict duty of confidentiality of our clients' affairs.
- To perform both in letter and in spirit our contracts whether written or verbal.
- To acknowledge that contracts should be fair to all parties and, when necessary, to settle controversies by voluntary agreement or impartial arbitration.
- To continually work to educate ourselves and our staff of the facts and forces affecting our industry and our own business.
- To provide quality leadership, materials and workmanship to the best of our ability.
- To earn a fair profit as business owners which is commensurate with the cost of providing the skills, expertise, advice and experience required within our industry, taking into consideration the risks involved.
- To show that by virtue of membership of the Petroleum Equipment Installers and Maintenance Federation the members have and do signify their unqualified assent to the above principles and to practice accordingly in their daily business activities.

Directory of PEIMF members

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