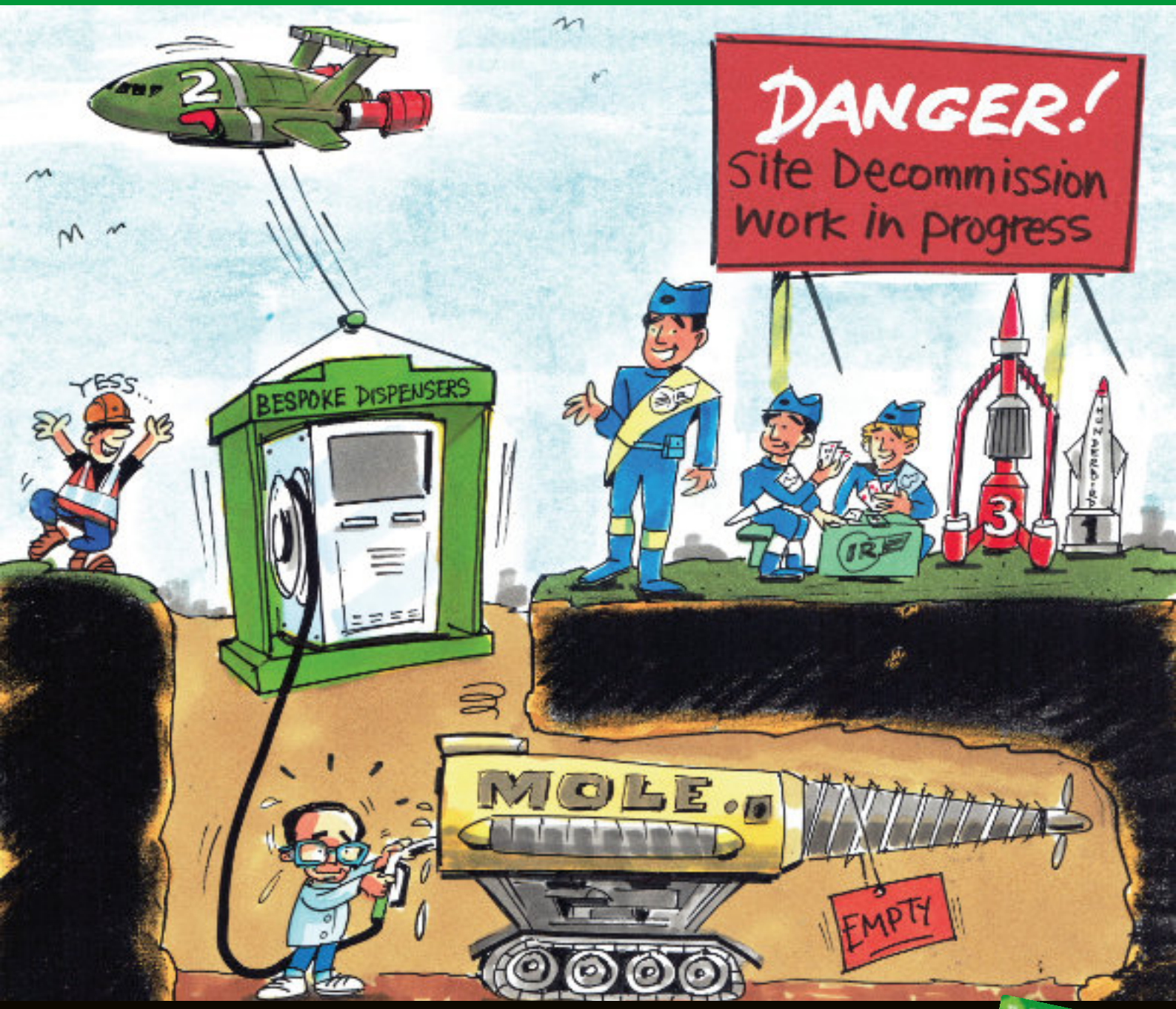
Winter 2020/21

ISSUE No.89

# Insite

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




## In this issue :

*Commercial fuel management • Bespoke products*
*Site decommissioning • Retail market analysis*

**PLUS:**
**The Green Pages**
**New Fuels Guide**

# Happy New Year: This year, more than ever

**Happy new year. A line that we all trot out; sometimes without really thinking about the true meaning of the words, or the implied sentiment.**

Let's face it, with the way 2020 has been for everyone, everywhere, the words 'happy' and 'new' seem more vital and optimistic than ever.

And looking through the prism of the petroleum industry, to top it off the government decides, in its wisdom, to announce the advance to 2030 of the cut-off for selling new diesel and petrol cars.

All good and honourable intentions of course – but I think you could do with a break; and maybe a smoother path to transition would help.

When I sat to write this introduction, my first thought was to maybe just to print a big ? as a comment on the future of the industry; or maybe use an arty picture of a light at the end of a tunnel, to reflect the good news regarding vaccines.

Ultimately, I don't think this is the time or place for flippancy. It's far bigger than any of us; 'unprecedented times' as we keep hearing.

So at the PEIMF, we extend our thanks and gratitude to everyone involved in this industry, as you have kept, and continue to keep, the country's wheels turning. We couldn't do it without you.

So please, try and stay safe. Try and keep your spirits up and support one other. Put simply; this year, more than just about any other, may we wish you and your families a real happy (and healthy) new year.



David Honeyman
Editor

## New PEIMF member

GSS TRAINING

### A nice testimonial

*"Thank you David, our coverage was great, we've had an enquiry from a customer already who wants a similar set up to the one in our article."*
*Natalie O'Neill, A&G Group*

## Committee

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|---|---|
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Front cover illustration
Brian Sage

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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.

# If hindsight is 20/20...

## Then Ancorra are defying the odds

**Two years after setting up the Irish division of Ancorra Environmental, we sit down with Christopher Evans to discuss: starting from scratch, establishing a european business in the aftermath of Brexit and growing a business during a global pandemic.**

**So Christopher; the last time we met you were just establishing Ancorra Environmental Services in Ireland: a huge leap during uncertain trading. How did the launch go?**

We are now a couple of years in and, looking back, the launch couldn't have gone any better.

The process of setting up a company from scratch and obtaining all of the necessary legal documents and licences was a challenge. However, once we had everything in place, with the fleet and equipment procured and all the systems set up, we broke into the market and successfully secured our place in Ireland.

*Start 'em young*

**How did you decide where to start?**

Our specialist services of tank cleaning, forecourt site maintenance, foam filling and 24-hour emergency response provide a complete set of environmental services; particularly for the petroleum and forecourt industries, and so I set this sector for my primary focus. Given our extensive experience, and the way the UK company had been set up, I knew we were capable of giving exceptional customer service, as well as providing a consistently high quality and compliant provision of our services. So in that respect I had a strong sales pitch. On the flip side, we were a brand new business to the region with little local reputation to trade on. I must admit it was hard going at first, getting people to take a chance on an unknown company.

**How did you get your first break into the market?**

Being a member of IPRA helped to make introductions and increase our visibility. I attended some Forecourt & Fuel Roadshows and I embraced social media, to extend our networks online. That being said, good old fashioned door knocking, quickly replying to calls & enquiries and building meaningful and mutually beneficial relationships are the basics I employed. So week in and week out, I worked to get our name out there and prove we were offering a superior service.

**Following on from that, how has business grown?**

It's been a whirlwind! The hard work finally paid off as word of mouth started to spread and we have quickly built up a strong customer base. Indeed, as a result of the increased activity and growth, we have recently invested in increasing our vacuum tanker fleet as, amongst other customers, we are now regularly working with two of the country's leading forecourt retailers. We fulfill all their needs; from pre-planned maintenance to forecourt interceptors, grease traps and car wash facilities. In addition, we provide a 24/7 emergency call out service to deal with spillages, drain blockages etc. So we are really pleased at the progress that the company has achieved.

**Just as you have gained traction, the world has been shocked by the Covid 19 pandemic. How has this affected you?**

I think if I had known in advance the economic and political landscape that would unfold since I made the decision to set the company up, I probably would never had dared to take the risk. However, being designated as an essential service, we are fortunate to have continued to operate. Government support has been a great help and the level of engagement from existing and potential customers has continued. I am not in control of the global or national landscape but I can ensure that we deliver the best service every day to our customers. I am a great believer, that if you are the best at what you do then you will be the last one to fail.

**So the last two years have been quite the journey. What do you think the next year has in store for you?**

I am excited for the next phase of developing the business, which will be ensuring that the growth of the company is carefully managed and sustainable. We are looking forward to maintaining the relationships we have acquired, and continuing to provide the high standard level of service that we pride ourselves on; whilst always being on the lookout for new opportunities.

**For more information on Ancorra Environmental, visit their website www.ancorra.ie / www.ancorra.co.uk or called Christopher direct on:**
**0151 546 3012 (UK)**
**00 353 (1) – 6330002 (IRE)**
**00 353 (87) 1650576 (IRE MOBILE)**

# Signware company Petrol Sign UK celebrates 5 years of growth

**Multinational forecourt signware specialists Petrol Sign is celebrating five years of continuous growth in the UK.**

Petrol Sign, a leading European sign manufacturer, was purchased by UK company MS INTERNATIONAL Plc. in 2015. This fitted in nicely with their existing forecourt structures division Global-MSI, the UK's market leader for canopy and shop buildings.

Petrol Sign UK was established in premises next to Global-MSI in Doncaster, but operating as a stand-alone division of MS INTERNATIONAL PLC. Starting small from modest beginnings, the office composed of two small rooms and a small workshop/storage area. However, growth of the business over the past five years has gradually grown the space required, and Petrol Sign now occupies several large units to incorporate the manufacture, refurbishment and storage required to support the business.

## Vinyl printing

One area they are very proud to promote is the establishment of an industry leading vinyl printing and laminating facility. This now allows Petrol Sign UK to quickly meet the customer's needs for vinyl labelling and posters of any size. From a nozzle label right up to a full size car wash wall with high definition graphics. These new facilities then doubled in capacity on receipt of multiple contracts for full scale nationwide roll outs of forecourt signage by major oil companies.

With the support of Petrol Sign B.V. the Petrol Sign Division is the main manufacturer and supplier of Esso signware for Europe. The backing of such a large organisation has meant that Petrol Sign UK has been able to steadily grow their UK business, picking up branding work with most major oil companies and dealer groups (regardless of oil company brand).

## Fast response

The company has also built up a reputation in the market place for fast response times with a value for money offer that is very well received by their clients. Building on this reputation Petrol Sign vehicles are now a regular sight on forecourts up and down the country. Whether this is on full site rebranding (including shops and car washes) or emergency repairs on main price signs and canopy damage.

Global-MSI and Petrol Sign Business Development Director Andy Kennedy said;

*"Petrol Sign UK is a great success story, with exponential growth over the last five years from being the new kid on the block back in 2015. In a shrinking marketplace, it is testament to the hard work of all the team to gain such a good reputation in the industry. This has allowed us to grow in strength year on year. All our achievements are based on repeat business from the limited customer base we have in the UK. So we are confident we are providing the service our customers are looking for through our service commitment to them."*

**Petrol sign can be contacted on:**
**Sales.uk@petrol-sign.com**
**or visit: www.petrol-signuk.com**
**Telephone: 01302 346968**

# Dover Fueling Solutions invests in UVC technology to help prevent COVID-19 spread

**Dover Fueling Solutions (DFS) is pleased to announce their purchase of a THOR UVC® disinfecting robot, in a bid to help prevent and control the spread of coronavirus infection at its facility in Dundee.**

The UVC device underwent comprehensive trials, to establish the best possible practice to be adopted for site disinfection and sanitisation.

## Employee health and safety

The safety, health and wellbeing of its employees is of paramount importance to DFS. When COVID-19 first forced the UK into lockdown, the Scottish government classified DFS Dundee as an essential business, and therefore required the facility to reopen and provide support to other essential services and key workers. Since then, DFS has been working hard to implement the strictest health and safety procedures to protect its people.

Enhanced safety protocols have been in place since production staff returned to work at the end of March. Among these ongoing measures are: enhanced sanitisation practices, one-way employee foot traffic, regular “fogging” procedures to disinfect the entire site and strict social distancing rules above and beyond what is recommended by the government. The introduction of UVC robotics takes the company a step further in its efforts to enhance the protection of its employees.

## Next level sanitisation

UVC robotics takes cleaning and sanitisation at DFS Dundee to the next level. Focusing on autonomous operation, the machine will allow the company to ensure that disinfection processes within the premises are thorough and consistent, and existing manual resources are well allocated. The device is also readily portable, meaning that it can be utilised in all areas of the facility.

Annette Crowe, Sales and Marketing Director at Finsen Tech, the manufacturer of the device says;

*"THOR UVC® is the very latest high-powered disinfection robot, that can work fully autonomously around public spaces. It uses shortwave ultraviolet-C light technology, which is proven to kill a large variety of common surface and airborne pathogens, including coronavirus. UVC disinfection is clinically proven, reaches floor to ceiling and is significantly more efficient than manual cleaning. The latest generation robot, acquired by DFS, generates more power than preceding UVC technologies, which is helpful in killing the new strains of viruses.”*

Mark Husband, EMEA EHS Manager at DFS noted;

*“We are fully committed to protecting our staff’s health, safety and wellbeing and have invested significantly in keeping the factory COVID-safe over the recent months.*

*“Our extensive research indicated that the technology behind the THOR UVC® robot is at the forefront of the coronavirus fight and widely used in medical settings and test centres.”*

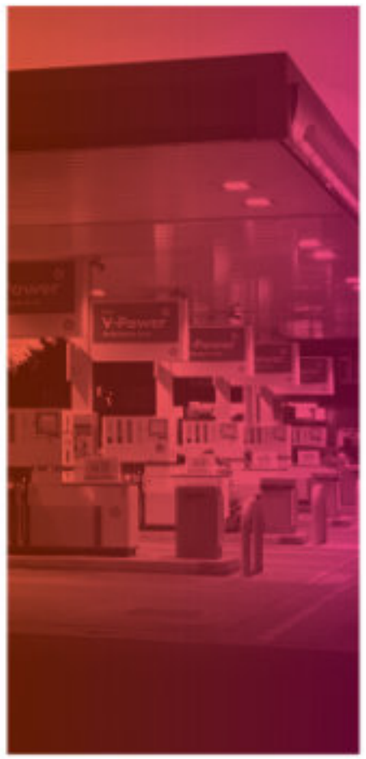
DFS is part of Dover Corporation, and comprises the product brands of ClearView, Fairbanks, OPW Fuel Management Systems, ProGauge, Tokheim, and Wayne Fueling Systems. Delivering advanced fuel dispensing equipment, electronic systems and payment, automatic tank gauging and wetstock management solutions to customers worldwide.

**www.doverfuelingsolutions.com.**

www.pumpislands.com

**The increasing consumer trend for convenience, top-up shopping and eat-in consumption of food and drink has led independent forecourt retailers to expand their food-to-go offerings and shopping experiences significantly during the course of this year.**

**Jon Maycock**
Commercial Director



Motivations are changing; and of course the need to fuel your vehicle will always be a reason to pay forecourts a visit. However with developments in retail, technology and supplementary services; it's clear that there is far more at play.

Being recognised as a shopping destination that meets the needs of an increasingly fast paced consumer market, forecourts can offer the perfect 'on-the-go' experience. Long gone are the days of forecourts simply being a place to fill up on fuel. They now rather position themselves as a convenience store that also sells petrol.

With the majority of shoppers visiting a forecourt by car, forecourts have the opportunity to tap into a customer base that convenience stores often can't due to being located in city centres or main roads with no parking available.

In recent months there has been a surge in convenience sales, a clear reflection that forecourts have played an important role in meeting consumers' needs even through the challenges posed by social distancing measures and local restrictions.

Over the last year independent forecourts invested £14,463 per store, 73% of which was from their own reserves. The biggest spend is shown to be in refrigeration, shelving and in-store lighting*.

Propel Finance offer solutions to ensure customers' needs are continually met while relieving cash flow pressures, enabling forecourts to obtain key equipment and technology to drive competitiveness and convenience.

'Like you, we know first-hand what it takes to build a business. At Propel, we make sure that we take the time to understand your need and the needs of your customers.'

The businesses we support are at the heart of everything we do; and our solutions can be individually tailored according to your specific requirements and particular circumstances.

All this is backed up by a dedication to detail and a speed of service that has powered us over the past two decades to become one of the UK's largest and leading independent finance providers.

Thanks
Jon

For more information on how we can help your business call Megan on 07464 498672 or email mkinghan@propelfinance.co.uk

You can also visit www.propelfinance.co.uk/sectors/retail-finance-direct/

*Figures shown are from internally conducted research June 2020.

Finance is subject to status. Terms and Conditions Apply. Propel acts as a credit broker or a lender for business customers only.

propel

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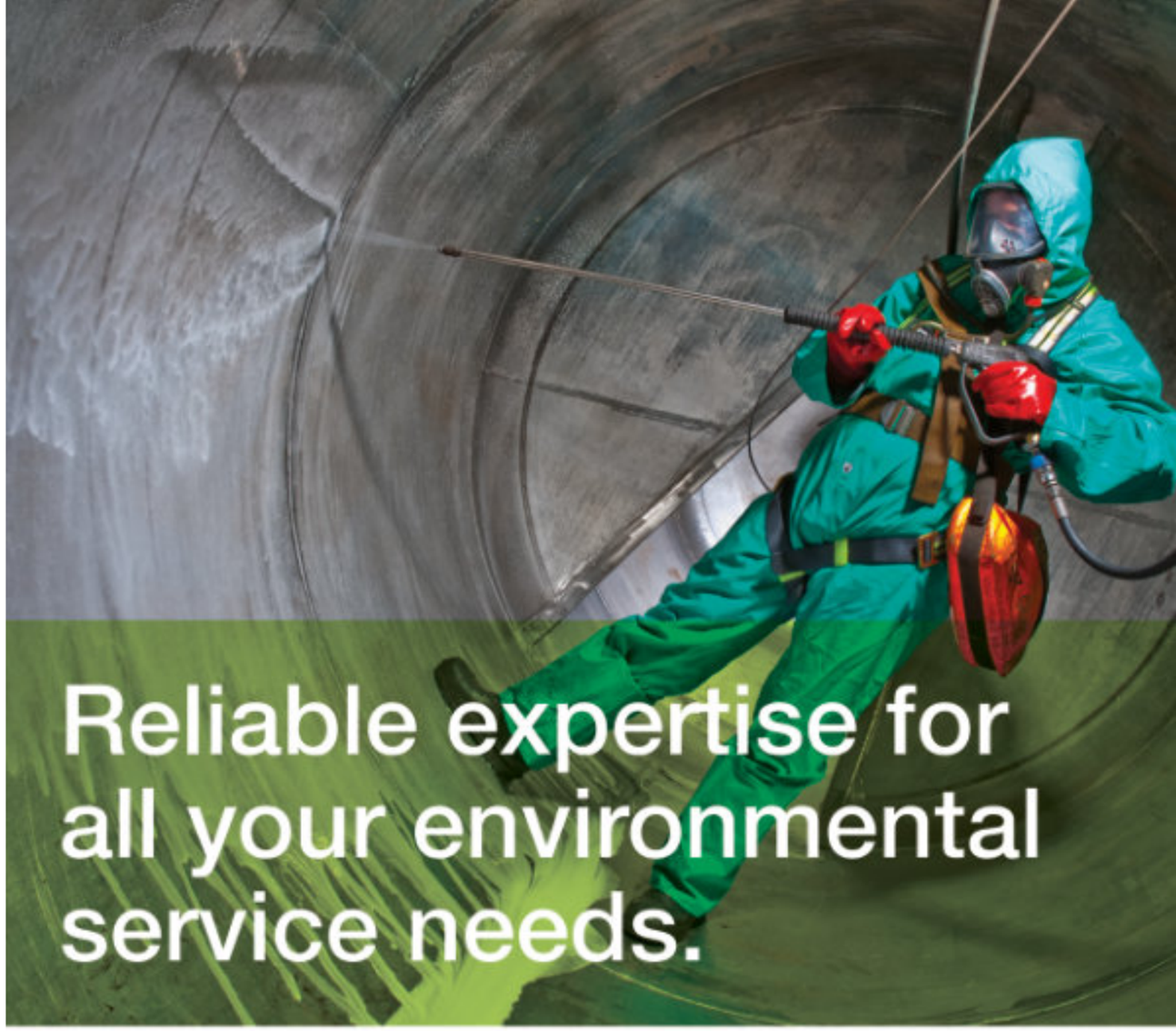


- Tank and vessel cleaning
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For more information about Ancorra Environmental Services

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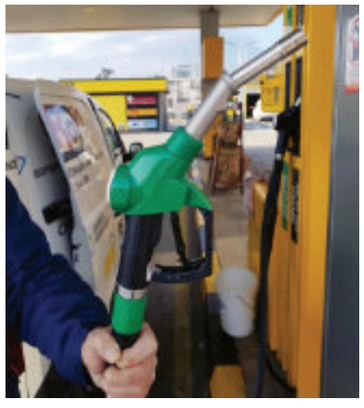
# OPW introduces brand new '21 Series' european style fuelling nozzles!



**OPW, a Dover company and a global leader in nozzle design and manufacture for over 125 years, is proud to introduce the all-new '21 Series' family of petrol, vapour recovery, diesel, and AdBlue dispensing nozzles. Designed with attractive european styling and refined ergonomic comfort, the '21 Series' nozzle is expertly engineered to exceed ATEX and TUV safety standards.**

Fred Hess, OPW's EMEA Sales Director said;

*"Combining form and function, the new OPW '21 Series' nozzle gives you a true quality handshake with your customers, backed by world-renowned OPW quality; providing much needed competition in the european nozzle market."*

**Defining What's Next**

OPW has been 'Defining What's Next' since they were founded in 1892, at the dawn of the petroleum age. This helped to usher in modern transportation with the introduction of the Model 411 fuelling nozzle, an innovation that became the industry standard and changed how vehicles were refuelled around the world. Since that time, automobiles and the fuelling industry have dramatically evolved, and OPW has been a leader in the advancement of fuelling technology.

OPW continues to set the industry standard for a clean and safe fuelling experience:

- The 1950 invention and patent of the world's first automatic shut-off nozzle, that made fuelling safe and efficient for attendants
- The 1984 introduction of the first, patented no-pressure, no-flow 11B nozzle (making self-service and pre-pay possible)
- The 1991 introduction of the 11VAI, the first and patented inverted coaxial vapour recovery nozzle (protecting air quality and ensuring accuracy), 2018 saw the introduction of the 14 Series, the industry's first third party approved dripless nozzle technology.

Today, one of the largest and most trusted fuelling nozzle brands in the world 'Define What's Next' with an all new European style nozzle, the '21 Series'.

The product is already receiving praise for its form and function.

Dimitar Zlatarev is CEO of SisCo-M Ltd, Bulgaria's largest supplier of gas station equipment. He says;

*"We are very happy with the '21 Series' nozzle which gives us and our customers choice, independence and opportunities.*

*"Bulgaria is one of the first countries to implement the presentation and installation of the new OPW '21 Series' nozzles and swivels. Thanks to the new product, there is a competitive nozzle on the market with excellent quality and a new look."*

Lots of customers have already installed the nozzle and enjoy the full range of OPW 21 Series products.



The nozzles come with the well-known exceptional quality of OPW products: top-quality materials, precisely assembled, very durable, precise, clean with no drips and spillage on forecourt, easy to operate, light and modern look, and cost saving."

The initial rollout of the 21 Series family is comprised the following six nozzles:

- **OPW 21A**: a conventional non-vapour recovery nozzle with a 25mm diesel spout or 21mm (21AP) unleaded petrol spout
- **OPW 21B**: a conventional non-vapour recovery nozzle with no pressure/no flow device for 25mm diesel or 21mm (21BP) unleaded petrol spouts
- **OPW 21AG**: an unleaded vapour recovery nozzle without vapour valve or (21AGV) with vapour valve
- **OPW 21BG**: an unleaded vapour recovery nozzle with no pressure/no flow device without vapour valve or (21BGV) with vapour valve
- **OPW 21H**: a high-flow truck stop diesel nozzle with 140 LPM and 32mm spout
- **OPW 21ADB**: an AdBlue nozzle with 19mm spout

Fred Hess added:

*"The 21 Series nozzle provides a superior fuelling experience, engineered to inspire customer preference. No matter the grade of gasoline, the type of fuel or where you are in the world, OPW provides solutions to keep fuelling stations operating at peak performance and in perfect compliance. Expert local support also comes as standard."*

**For more information on the OPW '21 Series' range, please visit: www.opwglobal.com/21**

# Temporary cradles become gamechanger for supermarket chain

**Since its formation in 2015, delivering innovation to the forecourt industry has been at the heart of STA Technical's success.**

**In this edition of INSITE, the East Anglian-based company shares a recent project, which demonstrates the benefits of working collaboratively with clients to engineer-out issues; and increase the productivity, efficiency, and longevity of forecourt components.**

Committed to engineering-out component issues across the forecourt industry, STA Technical collaborated with Petroassist to develop a temporary adaptable pump cradle. This can be swapped in to keep fuel flowing during pump refurbishment programmes.

Warren Peters says;

*"Richard Whiting of Petroassist was explaining how his supermarket client was keen to keep its pumps flowing during its current refurbishment programme, and asked the team here for our recommendations.*

*"In response, we devised a temporary adaptable cradle that could be easily swapped in to keep the forecourt fully functioning, whilst the original pumps are returned for their factory refurb. An unexpected secondary benefit, is that the temporary cradle also comes into its own for forecourts having to deal with the persistent problem of accident damaged pumps. With damage repair lead times of anything up to eight weeks, our cradle and new pump can be up and running and making money within a morning, as long as the pipework hasn't been compromised."*

Petroassist's key account manager, Richard Whiting, says of the collaboration;

*"The benefits of STA's cradle were immediate. Its simplicity is its strength. The the fact it can be used for refurbs and to replace accident damaged pumps is a win-win situation. The cradle's generic design also means it can fit any forecourt configuration and can be kept at the factory in readiness for the next time it's required."*

Quick to appreciate its benefits, Richard adds;

*"Dual purpose, the cradles can be quickly, easily and securely installed. For us, STA's temporary cradles are going to be a cost effective gamechanger for this particular client, and we hope for many others."*

# Collaborative working leads the way

**This latest project follows hot on the heels of two other recent bespoke projects completed by STA. Further evidence of the growing reputation for their expertise.**

## Forecourt emergency cabinet

Working with Gilbarco Veeder Root, STA's brand new emergency cabinet is now in full production and other companies, such as electrical contractors AMGS Electrical Ltd, are reaping the benefits.

STA Technical director, Warren Peters explains;

*"Working collaboratively with Gilbarco Veeder Root initially, and subsequently with AMGS Electrical, exemplifies how we like to do business."*

Terry Everitt, project manager for the pump manufacturer explains;

*"There's always been a host of rust and leak problems with the conventional cabinet. They're cumbersome and heavy to move. Having just evolved over time, no consideration has been given regarding long term durability or product improvement.*

*"We were delighted with the STA design and were particularly impressed that they had consulted with experts, to ensure the new design reflects guidelines set out in the Highway Agency's TR1000 build code for motorway communications equipment."*

## Bespoke pump cradles head to prestige car manufacturer

Working through installation company Fuel Storage Systems, STA provided three cradles to one of the UK's leading prestige car manufacturers, for its existing Pumptronics C series pumps.

Warren Peters comments;

*"The cradles were installed at the end of the summer. All our components are CAD designed and then laser cut for pinpoint accuracy, resulting in clients consistently telling us of time saved in the installation process, and perennial install frustrations mitigated.*

**www.statechnical.com**



**NEW | OPW 21 Series Nozzle**

European Style. World-Renowned Quality.

Designed For Petrol, Vapour Recovery, Diesel & AdBlue.
A True Quality Handshake With Your Customers.

**Contact OPW To Learn More:**

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# From insight to analytics

EDGE Analytics

## Your bespoke data service

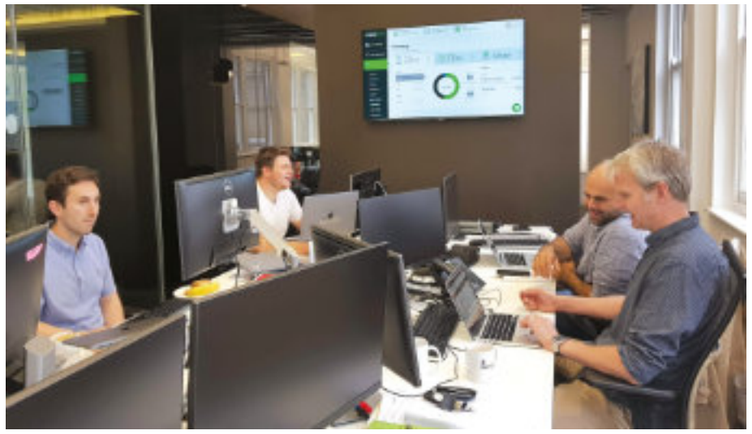
**Three years in, and EdgePetrol is being used by half of the UK Top 50 Independents, and has produced new and exciting features such as net margin and remote price change validation.**

We've worked to build the product to suit all retailers and provide them with the tools they need to set the optimum pole sign price every day. And we've done a great job of it, if we may say so ourselves!

Saying that, every retailer we work with is slightly different. This means there is a slightly different way they run their sites; and this changes the specific insight they need to make sure they are optimising their fuel prices.

### Volume or margin?

So we started to receive requests for more bespoke insight. *"Is volume or margin a bigger driver of my month end profit?"* and *"What times of day is my station profitable?"* Great questions, but we were getting hundreds of them!! Victims of our own success I think.



So we thought long and hard about how we can answer these questions. I won't credit the idea to anyone in particular (in my head it was me, although it almost definitely wasn't), but we said;

*"What if we build a fully flexible intelligence tool that is able to answer all the key questions a retailer might have?"*

And that was it. **Boom!!**

EdgeAnalytics was born.

Now, not only are there set reports answering key questions to help set site strategies and report both internally and externally (to investors or banks), but retailers are able to build their own insight; bespoke to them at a click of a button.

But, really, I shouldn't be telling you this. At the moment, EdgeAnalytics is only available to a few select EdgePetrol customers.

That's right - you have to be chosen to use it...! We expect this to change in the near future, so watch this space – and you too may have a bespoke data insight tool at your disposal in 2021.

**Visit www.edgepetrol.com**

# GripHero installed at 70% of motorway service stations

**Over 70% of the UK's motorway service stations are now utilising GripHero.**

**This follows a titanic effort by the majority of the UK's motorway service area operators to install GripHero dispensers across the entire network. Every motorway on mainland Britain is now equipped with a GripHero service station on it, providing the world's only static-safe protection to drivers from chemical and biological contamination (and the possibility of contraction of Covid-19) when handling the fuel nozzles.**

The roll-out includes Moto's network and includes a mix of fuel pump mounted, pillar mounted and on-the-nozzle mounted GripHero dispensers, which can all be used in the refuelling zone without concern of petrol vapour ignition caused by static-energy discharge.

Located on each and every fuel bay and in many cases on each pump, the dispensers' one item withdrawal mechanism prevents clumps of gloves being withdrawn and wasted; a common problem with traditional dispensers.

Among the many motorway service stations utilising GripHero is the multi-award-winning Gloucester Services, run by Westmorland Ltd. Andy Smith, Group Fuels Manager, explains:

*"It is more important than ever before to protect our customers in the best way we possibly can. By offering GripHero, Westmorland Ltd is playing its part in the battle against coronavirus; dramatically reducing wastage and eliminating static risks in the fuelling zone."*

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

AIR SERV GO

- **Always** moving forward
- **Always** creating value
- **Always** supporting clients

AIR-serv **Always** best in class

**AIR-serv GO**

Throughout the height of the pandemic the AIR-serv Service Team worked hard to support site operators who remained open as an essential service. Meanwhile the AIR-serv Development and Commercial Teams used this time to create new and exciting vending opportunities, and launch partnerships to further enhance the AIR-serv offer.

**Aquarama Rollover Car Wash**

AIR-serv are pleased to announce a new co-operation with Aquarama to supply and support their full range of rollover, and self-service carwash equipment throughout the UK, with new machine installations already taking place.

**NEW In-car Sanitiser**

In-car Sanitiser vending machine sanitises and eliminates harmful microbes and bacteria, and forms an invisible protective shield on interior surfaces. An ideal addition to any valeting location.

**NEW Foaming Lance & Air Blaster**

Foaming Lance is an exciting Jet wash programme which allows users to cover their vehicle in thick active foam aiding the cleaning process.

Air Blaster car blower removes water from those awkward places such as wing mirrors, light clusters, door jams and alloy wheels leaving your car with streak-free drying.

REDGATE ROAD, SOUTH LANCASHIRE INDUSTRIAL ESTATE, ASHTON-IN-MAKERFIELD, WN4 8DT
+44 1942 722 333 sales@air-serv.co.uk www.air-serv.co.uk

# Are your contractors PEIMF members?

**Representing over 130 companies in the petroleum industry, the PEIMF represents contractors, installers and suppliers of the infrastructure of the petroleum industry.**

### So what do we do?

- Work with industry bodies on regulations, standards and guidance
- Enhance best working practices and safety codes
- Provide best possible service to customers
- Observe strict standards of conduct
- Continually educate staff
- Provide quality leadership, materials and workmanship
- Educate through INSITE magazine

Every membership application is assessed to ensure health & safety standards, insurances, experience and skills. All members receive an annual certificate and often carry the logo on paperwork and website (even on the side of their vans).

Founded over 25 years ago, we now have in excess of 130 members and are the key organisation in our field.

So next time you employ someone, maybe ask the question?

**www.peimf.uk**

## PEIMF AGM ONLINE!

**Thursday, 28th January 2021**

***Full details to follow.***

## Come and get involved!

**The PEIMF committee can benefit from your experience**

**Call David and discuss how you can help!**

**01474 321999**

# Technical update

## Phil Monger, PEIMF Technical Officer

### Introduction of E10

Discussions are continuing between industry and the Department for Transport to determine the best options for introducing the new grade of petrol. The industry view is that the optimum choice for coming into force is to coincide with the change to winter grade fuel at the beginning of September 2021, but this has not yet been agreed. Labelling will need to be done in advance of that date, at least one month ahead; and the publicity campaign will need to start in early Spring.

Although we have yet to receive a copy of the draft regulations, it is expected to require a minimum of 5.5% ethanol, although a maximum of 10% is permissible within the BSI EN228 standard. The number of non-compatible vehicles is likely to be no more than 2% by that time (September 2021) and a high percentage of these will most likely be classic cars (already using the super grade) which will become the protection grade.

Some of these may not even be compatible with E5, and are already having to make alternative choices, such as using super grade. There will also be a vehicle checker website, to which motorists can be referred, and by inserting the vehicle registration number they will get a response - positive or negative.

### Petroleum Enforcement Liaison Group (PELG)

PELG met online in September to continue the work of the PCR Post Implementation Review recommendations. A high strategy sub-group of PELG reported on progress, with a priority of training for new petroleum inspectors and forecourt operators. It was agreed that better enforcement, in order to bring compliance, was also a high priority.

### Hydrogen

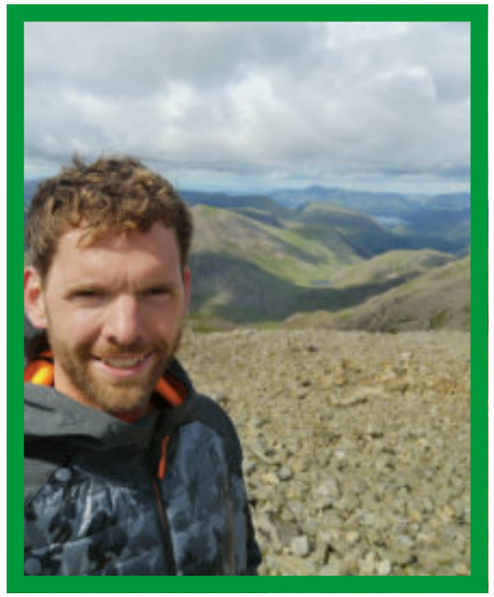
A Hydrogen Council has been set up to oversee developments in the use of hydrogen in road transport and other energy uses. Working groups have been put in place, to carry out further work in establishing research and development; developing sectors and a better understanding in the use of the various technologies.

## PEIMF Linkedin Group

**All employees of PEIMF member companies can join our new Linkedin Group for technical information.**

If you're not already signed up, just link with our Editor, David Honeyman, and we'll include you. Regular updates, technical info plus instant access to your fellow members, for help and advice.

# In the frame...



**From cocktail shaker to mountain walker! Tom Burns is Director of Technical Services at Octane in Bradford. He grabs the baton for this edition of 'In the Frame'.**

### How come you're in the industry?

It was just by chance really. I was made redundant from a previous job, and saw an opportunity working for Harden Pumps & Tanks Ltd, which asked for electrical experience. As a bonus, it was just 3 miles from home; so I applied and got the job as a field service engineer in May 2011.

### Your career to date

My first proper job when I turned 18 was with Direct Line car insurance in Leeds, as a customer services representative. The social life was great but the job wasn't really for me. After that I had a go at print finishing, making magazines after the pages have been printed. It became clear that printed magazines were on the decline, so I enrolled in college and trained to become an electrician.

After finally becoming a qualified electrician, my role for several years was an out and out sparky; doing everything from re-wiring houses to testing industrial premises, until the financial crisis hit and I was made redundant.

I then joined Harden Pumps and Tanks as an electrical engineer, when they had a grand total of 4 staff! We're now rebranded as Octane and have a team 40-plus. So it's been good to be part of something that's grown, and to grow with it.

I was made Director of Technical Services at the beginning of this year.

### Which role have you enjoyed most?

While at college training to be an electrician, I worked at TGI Fridays in Leeds as a bartender. For a place of work this was by far the most enjoyable. It was basically like going on a night out, but getting paid for it.

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

Apart from being part of the PEIMF go-kart winning team last year *(don't rub it in – ed!)* I gained a degree in management and leadership a couple of years ago, which I completed in my own time. This took an immense amount of time and effort, so it was a great feeling when I finally passed, as it was something I thought previously I'd probably never achieve.

### Where do you see yourself in say, 10 years?

If you had asked me this question 10 years ago my answer definitely wouldn't have predicted that I'd be where I am now! So this is a difficult one; but I'm glad to say things are going really well and I'm enjoying it, but there are so many variables in life. So who knows?

### And in your spare time?

Climbing mountains (and when I say climbing, I actually mean walking) has been my hobby for the last couple of years. Mostly in the Yorkshire Dales and The Lake District. I also like to travel as much as I can get away with, and I'm a keen follower of F1.

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

I guess I've not really been in the industry that long' so I think the biggest change I'm witnessing is happening right now with electric vehicles.

### What do you think the future holds?

I hate to put a downer on things, but like coal and steam power, the use of oil is clearly on the decline and with every new electric car, that's one less vehicle powered by petrol or diesel. However, I don't think the decline in the use of hydrocarbons is going to happen as quickly as lots of people are speculating, so it's not panic stations just yet.

### How are Octane preparing for the future?

I think it's important to add as many strings to your bow as possible, both personally and as a business. At Octane we're good at doing that; so if one aspect of the business goes quiet from time to time, it can be easily supported by another busy sector. Also by having a team of people that are multi-skilled, we have been able to diversify into other areas, not necessarily within the fuel industry.

### What about a 'philosophy of life'

I once saw a philosophical sentence that said; *'Don't waste your time looking back, you're not going that way'.*

That always stuck in my mind, because I think you can apply that to all aspects of life, and it's particularly relevant to our industry.

You should always reflect on the past of course, but so often people put forward the argument that you should continue to do something in a certain way, just because that's how you've always done it. Eventually that will catch you out - unless you keep moving forward.

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# MFG opens new flagship forecourt on Jersey

**Motor Fuel Group (MFG), the UK's largest independent forecourt operator, has just opened a new-to-industry station on Jersey. Operated under MFG's Roberts Garages brand.**

Located beside Jersey Airport, this Esso branded station is the largest petrol forecourt in the Channel Islands. It offers the full range of Esso fuels, a 2000 sq.ft. convenience store, extensive valeting facilities and a 'state of the art' Auto Centre.

The attractive store offers an exciting range of fresh Jersey produce, groceries, a varied selection of 'food to go', dessert bar, bakery, Costa coffee and a wide range of wines and beers. The valeting area features a top of the range rollover car wash, four undercover jet wash bays, vacuum and air/water facilities.

The Auto Centre, which complements a Roberts Garages' Auto Centre in St. Helier, offers customers the repair and fitting of tyres, batteries, exhausts and brakes in addition to full vehicle servicing and repairs.
**info@motorfuelgroup.com**
**www.motorfuelgroup.com**

# John Carey, former BP and ADNOC senior executive, appointed as GripHero Chairman

**GripHero, the company behind the award winning hand-protection for fuel retailers, has appointed former BP and ADNOC senior executive John Carey as Chairman. The move comes as they look to meet increased demand for safe, convenient and environmentally friendly hand-protection at fuel stations globally.**

John was formerly a CEO of various BP fuel retail, B2B, refining and lubricants businesses in the US and Europe. He then joined ADNOC Distribution to lead its successful $8.5bn IPO and transformation, which resulted in 22% EBITDA growth in his first year. John said;

*"GripHero is a fantastic start-up success story that has a unique product, which addresses a genuine consumer need for safe, convenient and environmentally friendly hand-protection. Oli is a first-class engineer who's built an impressive business that is primed for further growth, particularly given increasing expectations around safety and hygiene in the COVID-19 era. I look forward to supporting Oli as the company develops in the future."*

## Greenest product available

GripHero's internationally patented hand-protection system is ATEX-certified and anti-static, allowing it to be fitted on fuel pump handles. This improves convenience and, combined with its single item release system, removes waste. With a plastic and carbon footprint over 70% lower than standard gloves, GripHero has been independently verified as the greenest product of its type on the market.

Already in 2020, GripHero has experienced triple-digit sales growth. New supply agreements have made its core hand-protection products available to motorists on four continents; and continued expansion in these markets is expected before the end of 2020.

GripHero's Founder and CEO, Oli Yeo, commented;

*"Demand for GripHero's safe, convenient and environmentally friendly hand-protection has grown substantially in 2020 as consumers increasingly demand a better product. John brings more than 30 years of downstream experience in the US, Europe and the Middle East, which will prove invaluable as we look to drive further growth and develop new product lines. I am delighted to officially welcome John to GripHero."*

GripHero is privately held and was established in 2017 by Oli Yeo. The business has since won several industry awards, which are closely aligned to the company's core values and attributes, including:

- the prestigious 2019 APEA Environmental Protection and Improvement Award;
- the 2019 APEA Innovation Award;
- and the 2019 Tomorrow's Health and Safety Award.

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

*Apologies to Adler and Allan, as this article should have appeared in the 'Electrical specialists' feature in the Autumn issue of INSITE*

# Safety first!

## Are you risking prosecution by not adhering to the recommendations in your electrical safety certificate?

***Did you receive a 'suitable for continued use' forecourt electrical certificate at your latest inspection?***

***Have you adhered to the recommendations defined in the certificate?***

**If not, Kevin Stack, Divisional Manager Electrical Services at environmental risk reduction specialists Adler and Allan, explains how you could be putting your forecourt at risk of fire, explosion and electrocution as well as putting yourself at risk of prosecution.**

As part of the Electricity at Work Regulations 1989 (EWR) and the Dangerous Substances & Explosive Atmospheres Regulations 2002 (DSEAR), forecourt operators have a legal obligation to undertake an annual electrical inspection by an approved electrical contractor; to verify the equipment's continued safety and effectiveness.

The inspection checks for compliance against the APEA publication 'Guidance for the Design, Construction, Modification & Maintenance of Petrol Filling Stations Electrical Installations.'

Once inspection has been carried out, you will be issued with one of three certificate codes:

**'A' = SATISFACTORY**
as far as could be ascertained.

**'B' = SUITABLE FOR CONTINUED USE**
subject to the defect(s) being remedied before the date(s) shown on the accompanying Inspection and Test Report & Action plan.

**'C' = UNSATISFACTORY**
Defects observed are of a dangerous nature and require immediate attention.

### Easily overlooked

Forecourt owners are often quick to remediate defects deemed 'unsatisfactory' as there is a clear and imminent danger.

However, it is the 'suitable for continued use' certificate that some forecourt owners overlook. This certificate will include recommendations to rectify problems by a particular deadline of between one and 12 months.

Many forecourt owners are unaware that if they receive a 'suitable for continued use' certificate and do not adhere to the recommendations in the time specified, the certificate becomes void and they are exposing their site to fire, explosion, electrocution and themselves to prosecution.

The most common problem we see is usually around documentation that is meant to be kept in the site register, such as previous electrical inspections, not being present.

There can be two reasons why documentation is not available. Either inspections have not been carried out or, more commonly, documentation has been lost. This often happens when a forecourt is sold, and documentation is cleared at the point of sale.

The best way to avoid this issue, is to ensure documentation stays with the site when it is transferred.

Specific documentation that we find goes missing regularly, is non-hazardous circuit certification, site inventories and DSEAR risk assessments with site specific ATEX zone drawings. These documents are important, not only for inspection, as they provide a guide to your site which is critical for safety and could save you money.

### Air con next to a vent pipe!

Take the example we saw when we inspected a site, where the air conditioning unit was placed next to a vent pipe.

The DSEAR documentation states that there should be two metres around the vent pipes. The electrical safety certificate would advise that the air conditioning unit be moved for safety, which is an additional unexpected cost and disruption to your operation. This could have been avoided if the engineer that installed the unit had sight of the DSEAR documentation.

One of the common issues we see, when performing the electrical safety certificate, is when testing for stray current leakage in the main Earth conductor. We would expect to see anything up to 100 milliamps of current leakage. Anything over this would need to be investigated and a 'suitable for continued use' certificate would be issued.

In one incident, we clamped the main earth conductor to see if any stray current was flowing. On this occasion 60amps were flowing in the Earth wire. We immediately isolated the whole petrol station and drafted in the supply authority to investigate. It turned out a storm had caused overhead lines to come down and in the process of repair the neutral wasn't connected into the transformer, so all the current was going through the Earth.

Another part of the electrical safety investigation is to check the cable ducting on hazardous to non-hazardous areas is properly sealed and resistant to petrochemicals.

An incident once occurred, where the site ducting wasn't sealed correctly. They had a small fuel leak and vapour travelled through the ducting system into the kiosk and caused an explosion.

As part of the investigation, we would check the seals are suitable for the application and if not, we would identify as 'safe for continued use' but needs remediation.

At Adler and Allan we undertake hazardous area electrical testing and inspection and can help your business remediate any defects in the time specified on your certificate to ensure your operation remains compliant and safe.

**www.adlerandallan.co.uk**

ADVERTORIAL

# 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**



The Green Pages
NEW FUELS GUIDE
WINTER 2020/21 • ISSUE 4

# Welcome to the latest edition of our new fuels supplement

**At the PEIMF, we support our members with education and help on traditional petroleum products and services and INSITE is always packed with information. Virtually all editorial contributions are provided by PEIMF members (which is a great member benefit).**

**'The Green Pages'** is a series of regular special supplements, in which we endeavour to cover many aspects of new and alternative fuels, during the huge changes and developments in the industry.

Electric vehicle charging is in everyone's consciousness, but there is a lot more going on, for both fuelling and the infrastructure involved.

## In this edition

**Page 2**
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- Electric vehicle charging installations at filling stations **APEA**

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- Petrotec moves into the electromobility sector with Hellonext EV charging solutions **Petrotec**

**To contribute to 'The Green Pages'**
**Contact our editor: david@peimf.com**
**tel: 01474 321999**

## Car registrations
### October 2020

**October**

| | 2020 | 2019 | % change | Mkt share -20 | Mkt share -19 |
|---|---|---|---|---|---|
| Diesel | 20,941 | 34,004 | -38.4% | 14.9% | 23.7% |
| Petrol | 69,704 | 88,522 | -21.3% | 49.9% | 61.9% |
| BEV | 9,335 | 3,162 | 195.2% | 6.6% | 2.2% |
| PHEV | 7,775 | 3,126 | 148.7% | 5.5% | 2.2% |
| HEV | 11,038 | 7,943 | 39.0% | 7.8% | 5.5% |
| MHEV diesel | 6,129 | 3,813 | 56.8% | 4.3% | 2.7% |
| MHEV petrol | 16,023 | 2,481 | 545.6% | 11.4% | 1.7% |
| TOTAL | 140,945 | 143,251 | -1.6% | | |

**Year to date**

| | YTD 2020 | YTD 2019 | % change | Mkt share -20 | Mkt share -19 |
|---|---|---|---|---|---|
| Diesel | 230,034 | 512,151 | -55.1% | 16.6% | 25.5% |
| Petrol | 789,612 | 1,293,341 | -38.9% | 57.0% | 64.5% |
| BEV | 75,946 | 28,259 | 168.7% | 5.5% | 1.4% |
| PHEV | 50,052 | 26,141 | 91.5% | 3.6% | 1.3% |
| HEV | 95,031 | 85,622 | 11.0% | 6.9% | 4.3% |
| MHEV diesel | 50,480 | 25,844 | 96.8% | 3.6% | 1.3% |
| MHEV petrol | 93,446 | 34,364 | 171.9% | 6.7% | 1.7% |
| TOTAL | 1,384,801 | 2,005,522 | -31.0% | | |

**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

# Charging Destination of the Year

**BP's flagship UK retail site has been recognised as the country's best place to charge an electric vehicle, by winning 'Charging Destination of the Year' at the inaugural Electric Vehicle Innovation and Excellence Awards.**

Featuring four 150kW ultra-fast chargers operated on bp Chargemaster's Polar network, as well as one 50kW rapid charger, BP's Hammersmith Flyover site is the only ultra-fast public charging hub in London. The award comes as bp Chargemaster switches on its 51st 150kW charger, giving it the UK's largest ultra-fast public charging network.

Matteo de Renzi, CEO of bp Chargemaster, said;

*"We are incredibly proud to be operating the UK's largest ultra-fast public charging network and this award validates our strategy of combining easy, reliable and fast charging with great convenience. We believe that bp Hammersmith Flyover is the most-visited public charging destination in the UK, recently charging an average of 115 vehicles each day with more than 2,000 kWh of energy.*

*"Ultra-fast charging is the new frontier of public charging, with even the latest generation of small electric cars offering 100kW charging speeds. It is as important to private motorists without off-street parking, as it is to professional drivers with higher mileage requirements, such as taxi and private hire drivers."*

BP Hammersmith Flyover is BP's UK flagship retail site, with 24-hour operation and facilities on a 4,000 square metre site including an M&S Simply Food store, a Wild Bean Café offering coffee and hot food-to-go, a seating area with 3-pin and USB power outlets, free Wi-Fi, toilets, disabled facilities and a free-to-use cash machine. Outside the store, facilities include jet wash bays and two automated car washes in addition to our ultra-fast public charging hub.

# Electric vehicle charging installations at filling stations

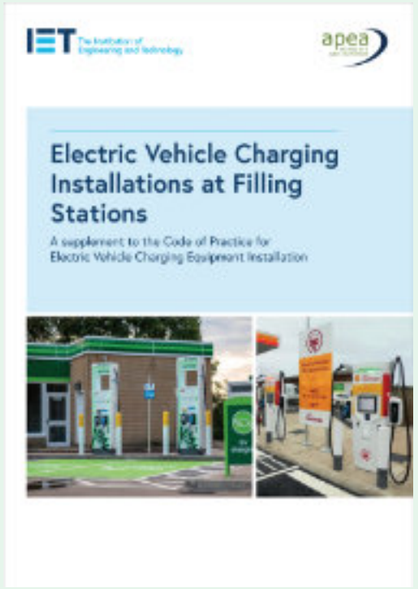
## A supplement to the code of practice for electric vehicle charging installation

The Institute of Engineering and Technology (IET) has recently published the 4th Edition of the code of practice for the installation of electric vehicle chargers. As part of the rapid growth and development of the electric vehicle charging infrastructure, filling stations are seen as an obvious place for charging facilities.

This presented unique challenges, due to the presence of flammable atmospheres, with customers requiring different fuelling options at the same site, and it is recognised that difficult safety and logistical issues are linked to such installations.

When the 4th Edition of the Code of Practice for Electric Vehicle Charging Equipment Installation was published, significant technical discussions were still underway about this area to help finalise and clarify the safety issues that needed to be addressed. The work behind these meetings was led by APEA, who represent the major stakeholders in this sector. APEA and the IET are therefore now issuing this joint publication to help provide important guidance in this area.

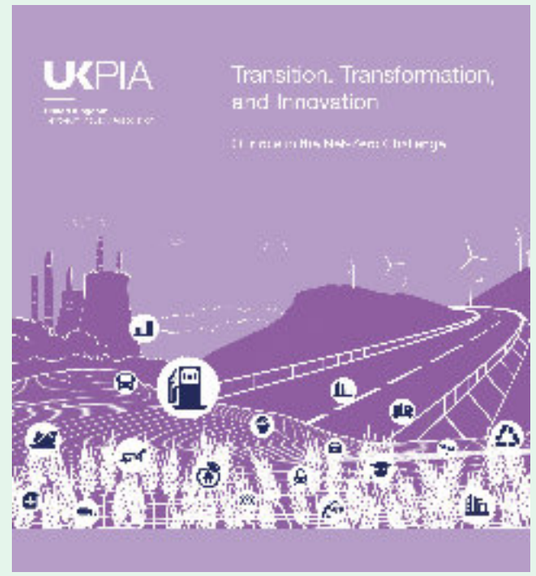
This guidance can be obtained from the APEA or IET and is costed at £50 for a non-member and £32.50 for an APEA or IET member at **www.apea.org.uk/pages/publications/apea-publications**






# A Transition, Transformation, and Innovation towards Net-Zero in UK downstream

**The UK downstream oil sector is already playing a significant role in meeting societal targets for decarbonisation, and is capable and willing to do more to reach Net-Zero, according to a recent report**




UKPIA has launched its ground-breaking report titled; ***Transition, Transformation, and Innovation: Our role in the Net-Zero Challenge.***

This looks at credible scenarios, and proposes an illustrative pathway for the UK downstream sector to achieve government mandated Net-Zero target; with practical policy solutions to help overcome this challenge.

Transition, Transformation, and Innovation makes three key findings:

1) **Low-carbon liquid fuels**
   can play a key role in the UK's decarbonization, and are doing so already
2) **Hydrogen**
   is a critical component of meeting Net-Zero. The downstream sector is the largest producer of hydrogen in the world and can maintain and grow its role in producing and delivering zero-carbon emitting hydrogen
3) **A systems-based approach**
   and enabling policy framework is required to produce low carbon, and eventually Net-Zero liquid fuels. As part of this, consider bespoke approaches for sectors with limited decarbonisation options like aviation.

**Stephen Marcos Jones, UKPIA Director-General;**

*"This is an exciting, yet challenging period of evolution for the downstream oil sector, we are committed to action on climate change and this report shows that within the right policy framework, this sector can transform and deliver Net-Zero.*

*"We see hydrogen as a critical component of meeting Net-Zero, and while this is only now coming on many people's radar, it is an area where the sector is the largest producer of hydrogen in the UK and can use that experience to maintain and grow its role in the emerging hydrogen economy.*

*"Only with industry and government working hand-in-hand in a systems-based approach will the task of Net-Zero be achieved in the UK. As such, this report urges ongoing and rigorous dialogue to ensure optimal results. We want to work now across government to make this report a reality."*

**Jacob Young MP, Member for Redcar:**

*"I welcome the Transition, Transformation, and Innovation Report released by UKPIA, which sets out the huge potential for the downstream oil sector to continue to be a valuable contributor to the UK economy for years to come.*

*"Having worked in the in the Petrochemical industry prior to Parliament, I know that we need a sensible transition to help decarbonise these 'hard to abate' sectors, if we want to avoid the migration of jobs overseas.*

*"The downstream oil sector employs over 100,000 people in the UK, and so it's really encouraging to see industry on the front foot and willing spell out how we will protect these jobs, while helping us transition to a Net-Zero economy."*

The UK Petroleum Industry Association (UKPIA) represents eight oil refining and marketing companies that operate the six major oil refineries in the UK and source over 85% of the transport fuels used. UKPIA members also own around 1,250 of the UK's 8,476 filling stations in the UK.

UKPIA's members are BP, Essar, Exxonmobil, Petroineos, Phillips 66, Shell, Total and Valero.

The Transition, Transformation, and Innovation: Our role in the Net-Zero Challenge report is available at: **www.ukpia.com** or in hard copy on request from the UKPIA Press Office.



WINTER 2020/21 • ISSUE 4 • THE GREEN PAGES - NEW FUELS GUIDE

# UK’s first Electric Forecourt®

## GRIDSERVE unveils major partnerships to offer “Best of British” retail customer experience as UK’s first electric forecourt® nears completion

GRIDSERVE have announced multiple new partnerships with leading retail, service and technology giants to deliver a “world-class” customer experience at the UK’s first Electric Forecourt®, due to open near Braintree, Essex, this November.

Retail partners, including WHSmith, Costa Coffee, Post Office, Booths, and Gourmade, alongside world class charging infrastructure partners ABB, Tesla, and customer support from the AA, have teamed up with GRIDSERVE to help deliver its vision of making electric vehicle charging as simple and stress free as using petrol stations, but with a radically improved customer experience, designed for the modern age.

Toddington Harper, Founder and CEO of GRIDSERVE said;

*“Our UK-wide network of over 100 customer-focused Electric Forecourts® will eliminate range and charging anxiety by making it easier and cheaper to charge an electric vehicle than to fuel a petrol or diesel alternative.*

*The UK’s first Electric Forecourt®, represents so much more than an electric equivalent of a modern petrol station – it will deliver a fully loaded customer experience, offering the Best of British retail and customer service to cater for a full range of consumer and driver needs.”*

The UK’s first Electric Forecourt® will be the first of over 100 sites to be built by GRIDSERVE in the next five years, as part of a £1bn programme to help make EV driving an enjoyable, ultra-convenient and stress-free experience. The Electric Forecourt® has been financed by GRIDSERVE together with Hitachi Capital UK PLC and Innovate UK. 30 electric vehicles can be charged simultaneously with high power chargers that can deliver up to 350kW of charging power, enabling people to add 200 miles of range in just 20 minutes, and much faster in the future as battery technologies within the cars mature.

While vehicles charge, drivers will be able to relax and shop in a state-of-the-art facility that will cater for all their needs. The two-story building houses a waiting lounge, free superfast Wi-Fi, high-end washrooms, a dedicated kid's area, wellbeing area and business meeting room pods. On the ground floor, a comprehensive retail space, includes a coffee shop, convenience supermarket, as well as fresh and frozen food.

Toby Keir, Managing Director at WHSmith Travel said:

*“At WHSmith, we have been serving customers on their journeys for over 200 years and we understand how important convenience is to people on the go. We’re therefore delighted to be partnering with GRIDSERVE’s Electric Forecourt to deliver a new first-class retail experience, with fantastic service and a tailored product offer.”*

Edwin Booth, Executive Chairman at quality supermarket chain, Booths, said:

*“We’re excited to work with GRIDSERVE to deliver on our one simple aim – to sell the best food and drink available, in attractive stores, staffed with first class assistants. As a family-owned retailer with sustainability baked into our core, we couldn’t think of a more fitting opportunity to continue our journey into the South of England.”*

Alongside a “Best of British” retail offer, the Electric Forecourt® will include an education centre to showcase electric vehicles, providing people with the confidence, knowledge and support to transition to an all-electric future.

GRIDSERVE and Hitachi Capital UK PLC have also partnered to accelerate the uptake of electric vehicles by offering simplified electric vehicle solutions that reduce upfront costs and have charging included in competitive monthly costs; designed to bring the cost of using electric vehicles below the overall costs of using petrol or diesel cars.

Robert Gordon, CEO of Hitachi Capital (UK) PLC, said:

*“Our partnership with GRIDSERVE is revolutionising energy and transport, accelerating us towards a zero emissions future. Flagship projects like the Braintree Electric Forecourt® are the essential infrastructure needed to fast-track the electric vehicle revolution in the UK and prepare for a zero-carbon future.”*

In combination with GRIDSERVE, customer support will be provided by the AA via a dedicated team of electric vehicle experts. Drivers will be able to call a dedicated helpline from each supercharger and receive industry-leading advice on any technical questions related to the charger or even their vehicle.

Edmund King OBE, President at the AA, added:

*“The UK’s first Electric Forecourt® is an incredibly exciting project, pioneering the future of electric vehicle charging. We are thrilled to be partnering with GRIDSERVE to provide instant support for EV drivers as they charge. Just one of the ways we’re transforming our customer service to help accelerate the shift to electric vehicles.”*

24 of the Electric Forecourt’s® high power chargers, half of which can deliver up to 350kW of power, are provided by Swiss-Swedish technology giant ABB, they will be able to charge every electric vehicle on the market today. In addition, there are 6 Tesla Superchargers specifically for Tesla vehicles, which is a format that GRIDSERVE plan to replicate or enlarge with Tesla at many other Electric Forecourt® sites in the future.

Frank Muehlon, Head of ABB's Global E-Mobility Infrastructure Solutions said:

*“This Electric Forecourt® is a step-change for e-mobility and our cutting-edge charging infrastructure will deliver unrivalled charging speeds, enabling people to charge any type of electric vehicle with ease and as fast as the vehicle will allow.”*

**DELIVERING A NET ZERO TRANSPORT FUTURE, TODAY**

GRIDSERVE’s £1bn Electric Forecourts® programme is eliminating electric vehicle charging concerns, and paving the way for electric vehicles to become mainstream as soon as possible. The company has already secured exclusivity at 100 sites along busy routes, near powerful grid connections and close to populated areas or transport routes. Planning applications for two additional sites in Uckfield and Norwich East, have been submitted.

GRIDSERVE’s network of Electric Forecourts® will be powered by zero carbon solar energy and battery storage projects, ensuring carbon emission targets can be met, whilst also keeping prices low. To achieve this, they are developing several large solar farms, supported by grid-scale batteries, as part of its “Sun-to-Wheel” initiative. Thus ensuring that 100% of the electricity used at its forecourts is renewable and, from the grid’s perspective, sustainable. GRIDSERVE recently acquired the UK's first subsidy-free solar farm, the Clayhill Solar Farm in Bedfordshire, to guarantee that all of the energy used at the Braintree Electric Forecourt® comes from net zero-carbon solar power.

Toddington Harper Added:

*“It’s our collective responsibility to deliver sustainable energy and move the needle on climate change. By delivering a series of hybrid solar farms in tandem with our Electric Forecourt® rollout, we can ensure that every kWh of energy used to charge EVs is matched from 100% renewable, zero carbon energy sources, enabling us to start delivering net zero carbon transport in 2020, well ahead of the UK’s 2050 net zero target.”*

GRIDSERVE recently completed the UK’s most advanced solar farm, a 34.7MWp project at York with bifacial panels, single axis sun trackers, and a 30MWh battery, and is completing a 25.7MWp project at Hull using similar technologies. In April this year, GRIDSERVE joined forces with Hitachi Capital UK PLC which brought its financial strength and motor industry expertise to support the rollout of its Electric Forecourts® and hybrid solar projects.

GRIDSERVE® aim to radically transform the experience of using electric vehicles. Delivering a UK-wide, sustainable energy powered network of convenient, customer-focussed Electric Forecourts,® allowing the fastest possible charging of electric vehicles, whilst delivering awesome customer experience.

This is a tech-enabled international sustainable energy business which develops, builds, owns and operates solar energy and battery storage solutions for critical power infrastructure. GRIDSERVE’s team have been responsible for the development, construction and operation of more than a gigawatt of solar energy and energy storage solutions, including connecting over 100 utility-scale sustainable energy projects to the UK grid.

**www.gridserve.com**



WINTER 2020/21 • ISSUE 4 • THE GREEN PAGES - NEW FUELS GUIDE

# Global-MSI helps protect green drivers

## Drivers of electric and hydrogen cars don't have to fill up in the rain!

**Doncaster based Global-MSI has been busy recently; designing bespoke canopies for clients wishing to provide their environmentally-conscious customers with a better filling experience.**

While more and more low carbon fuel filling points have been installed, few have been supplied with the luxury of being under cover. As the customer base grows, operators are looking to differentiate themselves from the competition, and provide the best experience for their customers. To meet this demand, most large operators are approaching Global-MSI, as the UK's leading forecourt canopy specialist, to provide a canopy solution.

### DESIGN & BUILD

With a full 'design and build' capability using in-house staff, Global–MSI work with our clients to provide an individual canopy, to meet their specific needs. This is based on the individual requirements and restrictions of that site. As this is still a relatively young market, there is scope to work with the client and architect to provide statement designs, as well as cost effective options based on the customer's requirements for each site.

O2 E.V canopy

### HYDROGEN

For example; the hydrogen filling facility at Heathrow has a striking design that stands out with a very distinct look. We believe this enhances the installation, and makes a bold statement that hydrogen is a fuel of the future. There are additional complications that Global-MSI had to take into consideration, looking at such as hazardous zones around the hydrogen dispenser.

Heathrow Hydrogen

BP O2 concept

Cobham Hydrogen

Another hydrogen installation completed was for Shell at Cobham services. While the design is still a cantilever canopy it is a more utilitarian design than Heathrow. This fits in better with the existing forecourt structures and maintains a corporate style in keeping with the rest of the site.

As can be seen from the BP E.V. installation at the O2, Global-MSI took the design from concept drawings through to full design, construction and installation.

The brief for the canopy was a 'light airy look' to fit in with the rest of the charging low carbon footprint complex. The idea being, that it blends into the surrounding background to minimise the effect on the area street scene.

The Shell Derby installation took a different direction; with a stronger canopy installation to incorporate solar charging panels in the roof, to maximise carbon offset.

Global-MSI has the skills and experience to work with leading innovation and market pioneers, to bring such schemes to fruition. They are pleased to be part of the growing green revolution in forecourt energy sources, and look forward to progressing with the industry as these new products become commonplace in our industry.

**Please visit www.global-msi.com to view other forecourt structures recently installed, or contact info@global-msi.com for more information.**

### EV CHARGING

Global-MSI is also seeing an uptake to supply protection canopies for E.V. charging stations. Sites are realising (as they did may years ago with forecourt canopies) that customers do not like to fill up their vehicles in the rain! To provide some protection from the elements, a small canopy over the charging point is an ideal solution. Compared to the overall cost of a new installation, the addition of a canopy is a small part of the full investment and can be seen as a long-term investment on the site.

Derby E.V canopy

# Petrotec moves into the electromobility sector with Hellonext EV charging solutions

**The global electric vehicle market has taken a huge leap forward in the past decade. Despite some barriers to its adoption, the industry is moving ahead and Petrotec has recently presented a new set of EV charging solutions and services. The group's brand, Hellonext, aims to provide the most effective EV charging solutions, turning them into a mainstream service, accessible for everyone.**

Hellonext is building the pathway for a highly effective and robust network of EV chargers, by providing car owners and service providers with the tools they need to achieve a smarter and sustainable mobility ecosystem. From the delivery of a single residential EV charger to the deployment of full turnkey solutions, the company provides the required infrastructure to shape the next mobility ecosystem.

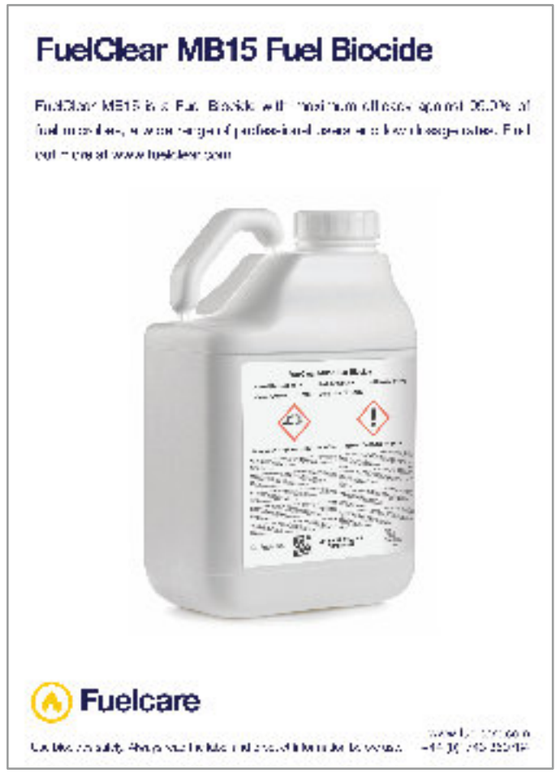
### WIDE RANGE OF MODELS

With a wide range of models, Hellonext provides both AC and DC charging solutions that can adapt to a multitude of environments. For residential, hospitality, corporations, fleets, smart cities, parking lots, and service stations, there are numerous possibilities and models to better fit the EV business demands. The AC Charger models range from 7 to 44 kva and can be wall-mounted or based on a pedestal for a more practical and compact installation. The DC Chargers range from 30 to 180 kW and provide wall, movable and free-standing options. The movable option can be easily used in a car washing business, for instance, while the free-standing fast chargers can be perfectly integrated into a service station. Adding to the wide range of flexible options is the fact that all models are built with superior quality and safety standards.

Since every project is unique, Hellonext also provides tailored solutions, supporting all project phases required to build an EV charging facility from scratch. All the services are sustained by a 24/7 service to support customers' operations and keep their business up and running.

Hellonext emerges from the creative and experienced minds of a team with over 35 years of experience at Petrotec Group. During the last decades, Petrotec has built a solid business by responding to the most demanding challenges and regulations in the downstream and midstream market.

**www.petrotec.uk**



# Environmental considerations
## for forecourt decommissioning and repurposing

**As the demand for affordable property rises across the country, developers are looking to brownfield sites, such as decommissioned petrol filling stations, as a creative solution to the UK housing crisis. The transformation of filling stations to family homes or retirement communities can be a lucrative leap for both builders and site owners. However, the greatest risk for these developments is from what is in the ground, meaning the process presents considerable time, cost and environmental risks.**

Bryan Cherry, Bsc (Hons), Environmental Risk Survey Manager at Adler and Allan, explains the complex journey from decommissioning to remediation and development; and how to ensure that the development goes ahead whilst reducing risk and cost.

### Pinpointing potential contamination

Before any construction work can begin, operators must verify that the land in question is safe for its intended use and does not contain pollutants that could impact human health or the site's surrounding environment. They must also prove that all environmental risks have been examined, and that pre-emptive plans are in place to protect local residents, wildlife and water sources.

An efficient, effective, and environmentally responsible approach to decommissioning demands a wide-ranging team of experts: from geo-environmental specialists and DSEAR-qualified demolition engineers to skilled project managers, who co-ordinate the entire operation. Partnering with an environmental risk specialist not only demonstrates duty of care from day one but also provides access to key services.

The majority of vacated and derelict forecourts present some measure of contamination; sourced from leaking pipework, corroded fuel storage tanks or past surface-level spills. An expert's initial aim is to accurately assess whether anything is there; how bad it is, and whether it is a problem. With that in mind, the decommissioning process generally begins behind the desk, with research into the 'big picture' view of soil and groundwater conditions and what contaminants are likely to be there.

### Detailed study

A detailed desk study involves historical map reviews, as well as liaison with the local authority and local petroleum licensing officers to flag potential contamination hazards (referred to as 'sources'), what could be affected (a 'receptor), and how these can be impacted by any contamination ('pathway'). The combination of all three of these aspects (known as a 'pollutant linkage') enables an initial assessment of the environmental risks that may be present.

In the case of a former forecourt, the most likely scenario involves petrol, diesel and/or disused paraffin stores leaching through soil into nearby groundwater supplies, posing health hazards to neighbouring communities and the wider environment.

As well as toxic compounds within petroleum products, these early exploratory exercises highlight legacy pollutants from the property's former uses (such as asbestos and heavy metals) left behind from decades of poor earthworks, construction and site management.

### Digging deeper – soil sampling and quantitative risk analysis

Armed with a conceptual model of potential pollutant linkages, experts then progress to a technical site investigation. This process involves testing of the site for the presence of contamination on, in or under the ground through excavation and/or borehole drilling. Samples of soil and water (groundwater and from nearby water features if necessary) are collected during this process and tested to confirm the levels of contamination present.

An in-depth scientific report then outlines the scale and scope of contamination. Present at the site and this allows an updated risk assessment (including mathematically modelled quantitative risk assessment if necessary).

While trusted technical expertise is key at this stage, the right partner will also actively support the commercial drivers of decommissioning work. It is at this stage when the full picture of the extent and severity of contamination is known, that the experts use this to design a strategy for remediating the site so that the scale of contamination can be reduced to a level suitable for its proposed end use.

### Breaking ground – due diligence, degassing and demolition

With a remediation strategy now defined, the project now shifts to the demolition phase, making the site safe, clear, and accessible. Depending on the land's intended use, 'demolition' work could range from infilling tanks and leaving them safely in situ (a cost-effective option for non-residential estates such as car parks and retail spaces) to full tank removal and disposal – the typical required approach for proposed housing developments.

The extraction of fuel tanks is a highly specialised, hazardous operation that requires both a technically trained team and a catalogue of legal preparation. A 'one-stop-shop' environmental specialist with access to full turnkey solutions will ensure third party contractors and in-house professionals hold appropriate qualifications and that necessary due diligence is carried out. Essential work at this stage runs from initiating updated risk assessments and health and safety provisions under the Construction, Design and Management (CDM) Regulations 2015, to the production of a point-by-point remediation method statement (RMS).

The method statement document details the plans, processes and protocols required to deliver the work alongside all possible environmental and health and safety considerations, from excessive noise to explosive atmospheres, and the control measures in place to prevent them. This document is submitted to regulatory authorities and planners for sign off before demolition begins. It also acts as a blueprint for internal teams and subcontractors to guarantee a co-ordinated course of action once work is under way.

Tank drainage and gas freeing are the first critical steps in rendering the site safe. After exposing the below ground infrastructure, expert fuel engineers carry out an environmentally sensitive process called 'bottoming'. This includes dropping fuel valves to purge them of gas and liquid, cleaning tanks, lines, separators and dispensers, and removing residual materials for responsible waste disposal.

At this point in the tank removal process, the risk of leaks, fires and explosions from combustible gases is at its highest. As petrol can release flammable fumes even at very low temperatures, gas monitor wands are placed inside pipes to regulate vapour levels and ensure all activity complies with the Dangerous Substances and Explosive Atmospheres Regulations 2002 (DSEAR). CompEx electricians, trained to work in unstable environments, are then tasked with isolating the site, dealing with electrical distribution equipment and cutting through potentially volatile structures, ready for removal.

### Environmental awareness at every stage - the decommissioning process

The dismantling of fuel networks and removal of hazardous liquids are pivotal points in the decommissioning operation. Because petrol will freely flow in excess of 400 metres, a spill at this risk-charged stage will endanger ecosystems well beyond the boundaries of the site; and place polluters open to prosecution.

Under the Environmental Protection Act 1990, negligent operators must cover all containment, decontamination and compensation expenses following a pollution incident. Penalties often spiral into the tens of millions, and liability can be transferred between parties. For example, the developer may buy the land at a reduced rate in exchange for covering clean-up costs; but all stakeholders stand to face significant financial and reputational damage. In line with increasingly stricter sentencing laws, courts can now find individual company owners and executives personally responsible for serious ecological events. Aligning with an expert in spill prevention, environmental regulations and emergency response not only cuts the risk of severe harm but also of heavy fines, negative press, and crippling operational downtime.

### Enabling development, remediation, monitoring and measurement

Once the site has been decommissioned and made safe, then remediation work to reduce contamination levels can commence. This may involve large scale excavation but, due to cost and sustainability reasons, the industry has moved away from this method and now focusses on a variety of treatment methods by either biological or chemical means. These allow the treatment of the contamination whilst it is still in the ground (known as 'in -situ' remediation) or on the surface of the site.

To demonstrate environmental best practice, an ongoing programme of soil and groundwater monitoring is introduced to check for signs of subsurface pollution. Validation continues through the entire remediation process, and for a period of time afterwards, with regular collection and analysis of soil and water samples to track decreasing contamination loads.

The duration of the monitoring following remediation – which is often a collaborative effort between the Environment Agency, local council, and environmental consultant – depends on the degree of pollution present, overall site condition and the land's future function.

### First-class support from start to finish

Once contamination has been reduced to an acceptable level under UK law, regulators and environmental advisors formally sign off the site. With the green light granted to commence construction, the developer is now free to launch the next phase in the land's evolution.

Decommissioning a forecourt for redevelopment can be a highly profitable process and an innovative route to more accessible and affordable housing throughout the country. But there are numerous challenges prior to the development emerging from the ground which can lead to delays, a legal minefield, and catastrophic costs.

A skilled partner – able to draw on qualified experts, specialist in-house equipment and decades of hands-on fuel management experience – will ensure every project is responsibly managed. All from first inspection to final handover, protecting assets, investments and business growth – and the vital natural resources they're built upon.

**www.adlerandallan.co.uk**

# Pumptronics joining Hytek; a stable future

**Way back in 2018, Hytek GB acquired the North Walsham based pump manufacturer Pumptronics. Since then a lot has changed for both the companies and the world. With the sweeping changes the global economy has seen, the addition of Pumptronics to Hytek GB's growing business seems like an auspicious event.**

The merger has added resilience to Hytek GB, having come out of the first wave of the pandemic fully intact and in a way that no one would have hoped to imagine at the beginning of the pandemic. Now, Hytek is going into 2021 with a fully-fledged pump range.

What was once a sensible purchase has evolved into an investment in a stable future.

## Online pump configurator

In combining over 65 years of experience, processes, and people, Hytek GB has emerged as a force to be reckoned with in the commercial fuelling industry.

It's no surprise then that the Pumptronics brand has had a complete overhaul, with a new website (and catalogue to come) that conveys a strong and powerful intention. The website itself is easy to navigate and supplies a wealth of technical information that will serve potential customers and end-users well.

With this reinvention also comes the addition of an online pump configurator. A first in the field, the configurator allows users to create a pump before their eyes. It features a submit/save option, allowing users to submit their design for a quote, or to save the pump as a proof of concept for key stakeholders.

The most noticeable difference though is the addition of a new range to the Pumptronics line: the iconic ALPHA.

## The ALPHA

Originally a Hytek developed product, the ALPHA pump has long been seen by some as a Pumptronics rival; but history is awash with rivalry transfers. Will the move be as iconic as Campbell to Arsenal or Van Persie to Man United? Time will indeed tell...

However, unlike those sporting rivalries, this transfer has not seen fans turn on their old favourites. In fact, both Hytek GB and Pumptronics customers are singing the praises of the new-look range.

Natalie O'Neill, Managing Director at A&G Group, commented:

*"Having been in the fuel industry for over 35 years now, we've worked with both Hytek and Pumptronics from the beginning. The merger has combined two incredible companies, with an excellent product range and a fantastic team of people, who are always friendly, knowledgeable, and happy to help."*

It's obvious that A&G Group is not the only one happy with the direction of the company. Both internally and externally the company is brimming with positivity.

A long-time customer of Pumptronics, Octane has over 50 years of experience in the commercial fuelling industry. Their Director Richard Sykes had this to say about the Hytek GB acquisition:

*"After working with Pumptronics products and people for years, we're pleased that we can continue our long-running partnership. The transition has been smooth with no delays or changes to our processes. We're thrilled to work with a Hytek team full of familiar faces."*

With two years of development, this launch marks an exciting time for the Hytek GB team and a platform to establish themselves as the best in Britain for pump manufacturing. This opportunity does not escape Martin Russell, Hytek GB's Managing Director, who looks set to drive Pumptronics into a bigger brighter future:

*"Acquiring the North Walsham team has allowed us to establish a fully developed range of pumps; one that meets any need that our customers come to us with. We're now onto planning the next five years, what our pumps will look like, how we take the Pumptronics brand forward. It's really a very exciting time."*

It's clear that there are big plans on the horizon for the team. With the C-Series, ALPHA, and Zeon all expected to be key features over the coming years as the business grows and adapts, we're sure to see big investments in each platform.

If you have any commercial fuelling needs that you'd like Hytek GB to support you with, please speak to our sales team on 01279 815 600

**www.hytekgb.com**



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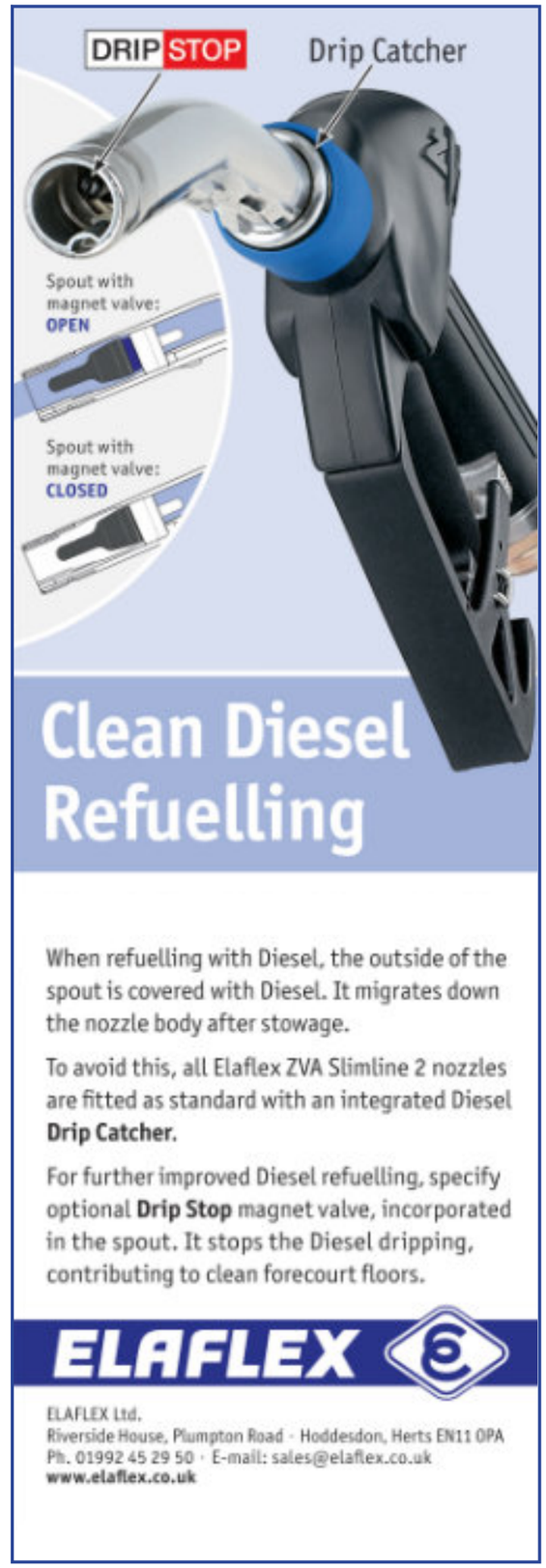
## PEIMF AGM ONLINE!

**Thursday, 28th January 2021**

***Full details to follow.***

**Come and get involved!**

**The PEIMF committee can benefit from your experience. Call David and discuss how you can help! 01474 321999**



# The Best of the Best!

## Petrotec pumps are at the top of the largest producers of commercial and retail fuel equipment

**Petrotec fuel pumps were created back in 1985 and became the group's calling card. Utilising 100% of our own technology, Petrotec fuel pumps excel due to their cutting-edge technology, durability, and quality. With a wide range of options available for retail and fleets, Petrotec custom-made solutions can easily adapt to the customer's most demanding needs.**

The industrial line of Progress fuel dispensers provides a set of possibilities, with an attractive and compact design, maximum performance and extreme flexibility. Made with the finest materials and with a superior construction quality, they add a clean look and an extra appeal to the forecourt; representing the perfect choice for those who are looking for performance, robustness, and reliability.

With support for one to ten hoses, five different products and a flow rate of up to 200 L/min, all the Progress retail line models offer great performance and user experience on the forecourt.

For the retailer, all the models allow an effortless access to all parts for easy maintenance and upgrade capabilities. The large image panels and the uncluttered hydraulic cabinet offer plenty of space for a continuous branding across the forecourt. All the models can be further tailored to retailer needs by upgrading with multimedia, payment terminals, vapour recovery, monitoring and ATC.

### LPG & AdBlue

The product line also includes support for alternative products such as LPG and AdBlue. The AdBlue models will guarantee the correct storage, conservation, and delivery of AUS32.

With an electro-galvanised steel structure with double coated painting, 40mm of thermal insulation panels and a reinforced construction for protection against mechanical damage, it represents a robust and reliable solution for the storage and distribution of the product. The forced ventilation with temperature control and optional heating ensure that AUS32 is stored in appropriate conditions.

## About Petrotec:

Equipped with 100% own technology, Petrotec Group focuses on the production of fuel dispensers, car wash equipment, fleet managements systems and filling stations, offering a wide range of flexible and custom-made solutions. Its capacity for technological innovation and design capacity sustain the entire course of the organisation.

**For more information about the Petrotec set of solutions please visit:**
**www.petrotec.com**

# FuelQuip wireless radio link technology

## Providing contactless safety measure for Coronavirus

**Motoring experts say scientific data shows fuel pumps can be a breeding ground for bacteria and viruses, potentially exposing drivers. It's already recommended to use gloves when operating a pump, preventing unwanted contact with liquids that could cause irritation. More importantly, they protect users from transmitting the potentially deadly virus.**

*No excavation works required, simply plug in and go!*

***What about the fuel management system?***

### Contactless automated mileage capture

The FuelQuip fuel management system is designed to provide a contactless option; quickly and accurately recording vehicle mileage, this reduces driver input at the terminal, creating a safer, smoother operation.

By utilising wireless data capture technology, the FuelQuip fuel management system communicates with fleet telematic software, enabling the AMC:150 to instantly record vehicle mileage.
By linking the two cloud software packages, it eliminates the need for drivers to physically input mileage, providing more accurate data to produce detailed reports and calculate MPG. Ultimately minimising the number of surfaces and touch points for drivers.

The automated system attracted Nick Hutt, MD of Hatch Green Coaches in Somerset, as an area to make significant improvements; ensuring employee safety and upgrading their refuelling process.

*"I wanted to take advantage of the technology and bring the operation of the company into the 21st Century. It seemed the perfect opportunity to move onto a digital, cloud-based system. This would improve the reporting process of fuel accountability and also provide my drivers a safer way to fuel their vehicles, by having as little contact as possible with the terminal."*

With many staff members now working remotely, another great feature of the FuelQuip fuel management system is the cloud-based software, accessed from any computer, mobile or tablet anywhere. This comes at no extra cost to the client, is not limited to user, or device, numbers and is proving invaluable to clients.

Nick wanted the cloud-based fuel management system to control two existing fuel pumps, and to be able to view his tank stocks instantly & remotely. Due to the position of the existing pumps, he was told by other providers that he would need to dig up the fuel island and install additional cabling, to connect pumps to the new system. This would add expense, inconvenience and prove time consuming.

FuelQuip worked closely with them to discuss alternatives, including the possibility of installing a combined fuel management integral pump. However, as the pumps were still perfectly fine, it didn't warrant replacement. The most cost-effective solution was to install just one stainless steel FuelQuip terminal on top of the existing pump.

### Wireless radio link technology

A wireless radio link was added to the second pump, allowing control of both pumps without excavation or installation of additional cables.

Steve Preston MD of FuelQuip;

*"We initially developed our radio link controller over 3 years ago to control remote AdBlue pumps and vehicle washes. It has proved a very reliable way in which to connect them to the system, as they may be some distance away from the fuel island. We have now found that our radio link is a very cost-effective method to utilise on fuel islands; avoiding cost and inconvenience of civil work.*

Working within Government Covid guidelines, FuelQuip carried out the hardware installation in just under 4 hours. A connection to the cloud software was instantly established, and the site was operational very quickly.

Josh Stickland, from Hatch Green Coaches commented;

*"FuelQuip are very straightforward to deal with and they have provided us with the perfect solution for managing our fuel process, quickly & easily".*

FuelQuip are continuing to remain operational during the lockdown restrictions and envisage the wireless radio link between pumps and terminal will provide a quicker, safer method in which to install a fuel management system.

**For more information about the wireless radio link and automatic milage capture, please visit: www.fuelquip.co.uk or call: 0845 838 1048**

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# What should you be looking for when buying a new fuel pump?

## *Aren't they all the same? Isn't a pump just a pump?*

**These misconceptions are commonplace when purchasing fuel pumps and management systems. However, there's been a decline in standards and quality of fuel pumps over recent years. When a decision to purchase is heavily driven by cost, there's a serious risk of the equipment failing to meet the expected durability, performance and accuracy that fleet operators will depend upon.**

It goes without saying, that the price of a product will always impact someone's decision to purchase, but many other factors with fuel pumps should be considered. Fleet operators must assess the nature of usage and their fleet, before settling with the cheapest option.

### Beware cheaper options

Pumps with higher standards of build quality will ensure a longer service life and be more durable, compared to commonly found low-cost light-duty pumps that flood the market today. Although these seem like the cheaper option at first, their performance falls woefully below standards and ultimately result in frequent repairs or an early replacement.

Different types of fleet may require a specific type of pump. Many manufacturers put emphasis on pump delivery speed, but a fast pump is not always the best answer. If a fleet consists of a mixture of HGVs, vans and cars a fast delivery pump would only slightly serve its purpose. Cars and vans will not accept a high-flow input, or the nozzle type fitted on fast-flow pumps. Therefore, it would be better to compromise on the fuelling time of an HGV, and opt for a pump of approximately 70LPM which can be used on all three vehicles. Better still; duel-hose pumps are now widely available which provide both a high-flow and standard-flow output from a single outlet.

### Accuracy

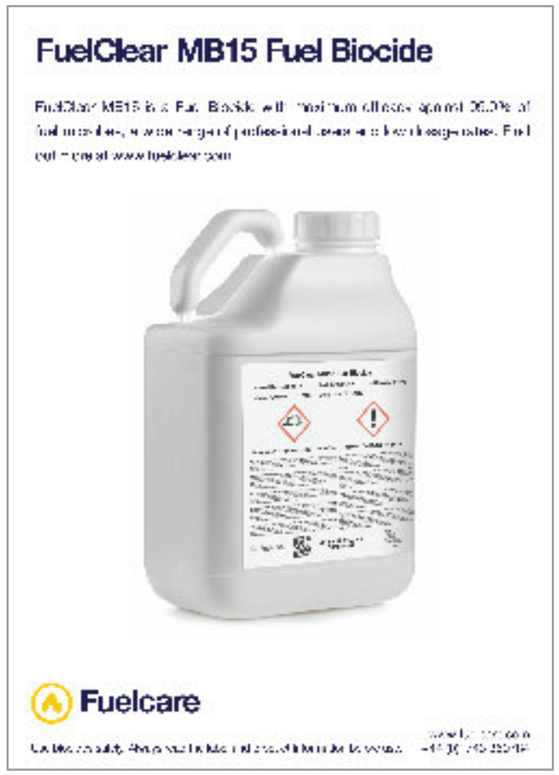
Arguably, the most common flaw with low-cost pumps is accuracy. Rightfully, many fleet operators expect fuel data to be as accurate as possible, with the need to monitor and account for each litre of fuel being as vital as ever. Unfortunately, basic pumps fail to provide accuracy of no better than +/-1%, even before age and wear starts to take effect. At worst, an accuracy rate of +/-0.5% is the least that should be considered; with the very best pumps, such as Merridale's MX range, offering an even greater accuracy of +/-0.25%.

It is a requirement under DSEAR that all fuel installations are assessed for risk. This has become ever more important with diesel recognised as flammable. Failure to purchase a pump that adheres to all requirements, as well as being ATEX certified, could put fleet operators at risk or void their insurance should any issues arise.

### Finance

Inevitably, finance will always be a factor when investing in a fuel pump and management system. However, rather than having misconceptions in mind when shopping the market, it may be wise to be thinking 'You get what you pay for'.

**www.merridale.co.uk**



# Fuel management system for essential services

## A&G Group give peace of mind during the pandemic

**During the first lockdown, we all had to get used to new ways of working, with many people working from home. This created a bit of an issue for one of our essential service customers, as it meant the office was unable to monitor their fuel. But some monitoring was still required, as their drivers were still working. There was also the issue of security, as the site had to be left open for drivers to fuel up, but there were times during the day when nobody was on site; creating a risk of fuel theft. The best solution to combat both these issues was a new fuel management system.**

We discussed the different fuel management options available. After demo-ing the system and speaking to another of our customers who was already using it, they chose the Hytek FC20; due to its reliability, ease of use and integration with fleet management software.

### Link to OLE gauges

We also installed OLE gauges with links to the fuel management system, to allow them to manage their fuel completely remotely. The link allows them to see live gauge readings and for the system to automatically detect fuel deliveries. The software is also set up with automatic re-ordering from their preferred supplier so that everything is autonomous.

A spokesman from Hytek said; *"We've been working with A&G Group for many years now and are proud to have them as a trusted installer. It's great to see these FC20's installed for such a vital service, we're sure they'll serve the site well."*

The installation took place in their quieter period during the day to minimise disruption, and training on the software was done remotely by video call and screen sharing, to maintain social distancing. The same set-up was then ordered for .their other site

The equipment is maintained and calibrated regularly by our team of highly experienced engineers. At the time of writing this, we are about to go into the second lockdown, so this investment back in May has been invaluable in giving them peace of mind that their fuel is taken care of and is one less thing to worry about during these uncertain times.

**A&G provides all fuel site products and services, including: tanks, pumps, fuel management and accessories, as well as full installation, inspection, maintenance and decommissioning. Get in touch today to see how we can help with your fuel equipment: 01579 344503 | info@aggroupltd.co.uk**

www.aggroupltd.co.uk

# Road tanker testing from Adler & Allan

**Adler and Allan has agreed a three-year partnership with HOYER Petrolog UK Ltd to carry out road tanker testing across its road fuel tanker fleet.**

The contract with HOYER Petrolog will include holding their fleet details on a secure database, to ensure that all tests are carried out on schedule. Clients have password-protected database access to view their fleet information, including test results and certificates.

The integrity of the barrel and tank on road tankers should be tested every two years, according to the Road Traffic (Carriage of Dangerous Substances in Road Tankers and Tank Containers) Regulations 1992.

Adler and Allan is approved by the Department for Transport; to provide road tanker testing across the UK and issue Safe Loading Passes, as well as meeting strict UKAS standards (0311 Type C Inspection Body Accredited to ISO/IEC 17020:2012).

**Range of services**

Adler and Allan is also approved and accredited for testing general purpose and bitumen tanks, as well as meter and fire extinguisher testing which is required annually.

Andrew Clarke, Forecourt Services Managing Director, Adler and Allan, said: *"We are delighted that HOYER Petrolog UK Ltd has trusted us with their road tanker testing in the UK. As well as road tanker testing, we are accredited to perform vapour tightness testing, intermediate and periodic inspection and testing.*

*"We are also experts in chemical compliance and have a 24/7 hazardous materials advice line. If you are transporting any bulk liquid in the UK, we can ensure you remain compliant and safe."*

Adler and Allan has extended its leak detection capability; offering Leighton O'Brien's Automatic Tank Gauge Alarm Management solution and Wetstock Live fuel management software to the UK petroleum industry.

For more information visit the website at: **www.adlerandallan.co.uk/fuel-and-energy-services/tank-services/road-tanker-testing/**

# He's back!!

**Our intrepid reporter Jeff Young has emerged blinking in the sunshine, in one of europe's hotspots, with more old beauties to take us down memory lane.**

**Jeff recounts;**

These pumps were nicknamed "Light House pumps". The white shell one is a Gilbert & Barker, but the BP green one is a bit of a mystery.

The petrol was pumped up by a semi-rotary hand pump into the calibrated glass container, then drained into the car's tank. Some had a number of different tanks connected to the supply fuel, not just different grades of fuel, but also different oil companies.

The more upgraded version had sealed storage tanks, and as air was pumped into the storage tanks the pressure forced petrol by control valves into the vessels.

As many as eight tanks could be connected, with five or six oil companies; all looked after by individual oil company pump engineers.

'Til next time.

# ISTOBAL transforms vehicle wash facilities into sanitisation sites

**PEIMF member Istobal develops new technologies for the interior and exterior sanitisation of cars, to respond to the new cleaning needs arising from COVID-19.**

The company leads the development of advanced technologies for cleaning, sanitisation and disinfection through solutions that are safe for people, and do not damage surfaces.

## Interiors

For interior sanitisation, ISTOBAL has developed a manual sprayer that sprays disinfectant product onto all vehicle surfaces and can also be used for exteriors.

In addition, the group produces ozone equipment that completely sanitises the vehicle in 8 minutes, including the ventilation system, using the vehicle's air recirculation.

## Exteriors

They have designed an easy-to-install autonomous arch, composed of several sprayers that spray biocidal product as vehicles drive through. This reaches all areas, including the underside.

## Photocell detection

Thanks to a photocell detection system, the arch is automatically activated when the vehicle drives through, and quickly and effectively disinfects vehicles up to 2.8 metres high. This arch has an average disinfection capacity of about 1,000 vehicles per day and is particularly suitable for first response vehicles that may be in constant contact with the virus; such as ambulances or law enforcement emergency vehicles.

ISTOBAL will soon launch an adaptation of this arch for the external disinfection of commercial vehicles (such as buses and fire engines).

For the disinfection of truck interiors, the company already has ISTOBAL HW'INTRAWASH. This is Europe's first standardised automatic equipment for the professional washing and disinfection of refrigerated trailers, truck bodies, trailers and shipping containers

In addition, ISTOBAL has incorporated specific programs in the rollovers of its M'NEX and M'START range and in its high-pressure jet wash facilities for external vehicle sanitisation, as a final complement to a wash programme.

For greater safety they recommend a specific brush shampoo product with sanitiser, which prevents contamination by transfer between machines and vehicles.

## Chemicals

All ISTOBAL disinfectant chemicals are registered as virucidal and biocidal for contact surface hygiene. They have been tested for effectiveness in terms of concentration and application times, as well as compatibility with various surfaces inside and outside the vehicle.

A large number of customers have shown interest in incorporating this new wash facility concept for the disinfection and sanitisation of vehicles, the first prototypes of which are already in operation in Spain.

## Multinational

ISTOBAL, a multinational group based in Valencia, is a market leader in the design, manufacture and marketing of car wash and car care solutions. With over 65 years' experience, ISTOBAL harnesses innovation and the latest technology to provide products and services that generate high returns for the car washing business and great added value for users.

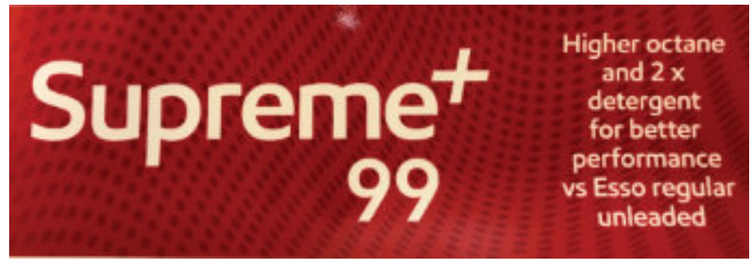
**www.istobal.co.uk**

# Petrol Sign help Esso launch Synergy Supreme+ 99 fuel

## Just 90,000 labels!

**Doncaster based Petrol Sign UK were recently selected to manufacture and supply all the forecourt brand labelling for the recent Esso Synergy Supreme+ 99 high octane fuel launch.**

Esso tendered for the supply of high-quality, vinyl adhesive labelling for the new 99 octane brand on all their forecourt dispenser and directional grade signs (including pumps and nozzle branding). The project required approximately 90,000 individual adhesive vinyl labels, of varying types, to complete the network.




## Tight timescale

The labels were required to meet a very tight timescale of a two week roll out, to correspond with the Esso launch and TV advertising campaign. All the vinyl labels are printed with high resolution graphics for visual impact, and laminated to ensure long life without fading.

According to Esso, the new fuel features three key attributes:

- A higher octane level (99) which is known to help prevent 'knock-related' performance losses.
- Double detergent additives, compared to Esso's regular petrol, giving the engine a deeper clean; which helps improve performance and better fuel efficiency.
- The double protection additives include friction-reducing molecules, which help an engine's moving parts work more efficiently.

Petrol Sign

## All hands to the pumps!

Petrol Sign also surveyed and installed the new branding on a large portion of the Esso network. Given the tight two week window to carry out the roll out, it was all hands to the pumps (literally) to complete the project in the timescale required.

Paul Firth (Petrol Sign General Manager) said;

*"We are very pleased to be awarded the contract for the supply the forecourt labelling for this high profile roll out, which is such a key strategy for Esso.*

*Having supplied Esso with the label materials on previous projects, including 'Pay at pump' and 'Biofuels re-labelling' this gives us recognition of the quality and service of the products we are providing to the forecourt market".*

**Petrol Sign UK can be contacted on:**
**01302 34 69 60**
**sales.uk@petrol-sign.com**
**www.petrol-signuk.com**

PEIMF AGM ONLINE!
Thursday, 28th January 2021
*Full details to follow.*
Come and get involved!
The PEIMF committee can benefit from your experience.
Call David and discuss how you can help!
01474 321999

# Save time on site!

## Aliaxis' new PLX secondary-contained, one weld fittings range

**Aliaxis is pleased to announce the launch of its PLX One-Weld Fittings; a new range of secondary-contained electrofusion fittings that offer the ability to fuse four welding surfaces in only one weld cycle.**

The range comprises an innovative coupler and an industry first 90-degree elbow. The new fittings are designed to generate significant time savings for installers.

Part of the PLX fuel system range from Aliaxis, the One-Weld Fittings are designed for use with the PLX Close-Fit Pipe. The new fittings, in comparison to traditional secondary-contained products, will save installers an average of 15 minutes per fitting on site, and half a day of labour on a typical forecourt project. This is because primary and secondary joints can be welded simultaneously, which reduces total fusion time, as well as reducing the number of preparation steps required, making the installation process much quicker and more efficient.

**Unique 90 degree elbow**

An industry first, the 90-degree elbow is the only integrated one-weld elbow design on the market. The coupler enjoys the benefit of an integrated pipe measurement guide, which indicates the correct socket depth that is required for both primary and secondary PLX close-fit pipes, allowing for quicker and easier installation. The secondary-contained One-Weld Fittings also provide an opportunity for interstitial monitoring for continuous leak detection and offer manual and barcode welding options as standard.

Designed with the forecourt sector in mind, PLX One-Weld Fittings are available in sizes 110#125mm for offset tanker fill lines and 63#75mm for dispenser product lines, ensuring that forecourt and service station specifications can be met.

Rich Pedley, Product Manager: Fuel Systems at Aliaxis, commented:

*"We are constantly challenging ourselves to think further and faster, ensuring that we deliver smarter and more innovative solutions to our customers. While the use of traditional fittings requires six preparations and three separate welds, the new fittings can be installed with four pipe preparations and just one weld - making the products extremely installer friendly. The One-Weld Fittings also offer a more compact option in terms of size.*

*"In line with the launch, we have also developed the PLX Hand-Held Pipe Clamp to aid the installation of the new fittings; it secures both the primary and secondary pipes in position, prior to the electrofusion welding process and prevents movement within the joint. With the introduction of the new fittings and the pipe clamp, PLX will be the most efficient pipework system to install on the market."*

The new fittings are fully compatible with the existing PLX tooling range. In addition, the One-Weld Fittings range conforms to EN 14125 Standards when used in conjunction with the PLX Close-Fit secondary-contained pipework.

**Available from Berrys**

Available from July 2020, the new fittings and pipe clamp can be purchased from Aliaxis' specialist UK forecourt distributors, Berry's Technologies, as well as all other Aliaxis UK stockists across the country.

PLX is a complete range of specialist electrofusion welded pipework systems suitable for above and below ground, for the safe transfer of liquid fuels and their vapours. Comprising an internal permeation barrier, offering maximum environmental protection and peace of mind, PLX is suitable for use with traditional fuels, leaded, unleaded petroleum, diesel and alternative fuels such as bio-diesel, E10, E85 and a range of fuel oils.

**For more information or enquiries on Aliaxis' PLX One-Weld Fittings, please contact plx@aliaxis.com**



# Experian Catalist market summary report

(Data Released November 2020)

This provides a summary of the data recently released from the Experian Catalist UK database. If you would like further information or an explanation, please contact Experian Catalist – contact details are provided at the end of this document.

All data in the following tables is based on 'open' sites (including sites under development and excluding non-retail sites).

### MARKET SHARE BY BRAND

Brands are listed in order of market share for motor fuel volume sales (see definitions right).

| Brand * | Number of open sites** | Average MF volume per site (kl p.a.) *** | % Market share MF volume | % Outlet share | Effectiveness **** |
|---|---|---|---|---|---|
| TESCO | 509 | 11,365 | 15.9 | 6.1 | 2.62 |
| BP | 1229 | 4,302 | 14.5 | 14.7 | 0.99 |
| SHELL | 1086 | 4,625 | 13.7 | 13.0 | 1.06 |
| ESSO | 1211 | 3,733 | 12.4 | 14.4 | 0.86 |
| SAINSBURYS | 315 | 11,781 | 10.2 | 3.8 | 2.71 |
| MORRISONS | 339 | 10,482 | 9.7 | 4.0 | 2.41 |
| ASDA | 325 | 8,652 | 7.7 | 3.9 | 1.98 |
| TEXACO | 712 | 2,493 | 4.9 | 8.5 | 0.57 |
| CERTAS ENERGY † | 690 | 1,240 | 2.3 | 8.2 | 0.28 |
| JET | 309 | 2,439 | 2.1 | 3.7 | 0.56 |
| CO-OP †† | 106 | 3,945 | 1.1 | 1.3 | 0.90 |
| APPLEGREEN | 107 | 3,550 | 1.0 | 1.3 | 0.82 |
| MINOR BRAND | 208 | 1,729 | 1.0 | 2.5 | 0.40 |
| UNBRANDED | 497 | 502 | 0.7 | 5.9 | 0.12 |
| MURCO | 180 | 1,161 | 0.6 | 2.1 | 0.27 |
| HARVEST ENERGY | 89 | 2,301 | 0.6 | 1.1 | 0.53 |
| MAXOL | 98 | 1,577 | 0.4 | 1.2 | 0.36 |
| ESSAR | 72 | 1,519 | 0.3 | 0.9 | 0.35 |
| CIRCLE K ††† | 45 | 1,603 | 0.2 | 0.5 | 0.37 |
| SOLO | 64 | 832 | 0.1 | 0.8 | 0.19 |
| GO | 27 | 1,559 | 0.1 | 0.3 | 0.36 |
| GLEANER | 53 | 774 | 0.1 | 0.6 | 0.18 |
| STAR | 35 | 1,089 | 0.1 | 0.4 | 0.25 |
| FOOD STORE | 27 | 1,109 | 0.1 | 0.3 | 0.26 |
| THAMES | 27 | 682 | 0.1 | 0.3 | 0.16 |
| RIX | 20 | 600 | 0.0 | 0.2 | 0.14 |
| TOTAL | 8380 | 4,352 | | | |

### TOP FOUR UK DEALER GROUPS - SITES BY FUEL BRAND

| | BP | ESSO | JET | SHELL | TEXACO | OTHER | Total |
|---|---|---|---|---|---|---|---|
| MOTOR FUEL LTD | 250 | 325 | 66 | 167 | 88 | 4 | **900** |
| EURO GARAGES | 44 | 265 | 0 | 86 | 3 | 1 | **399** |
| RONTEC | 64 | 176 | 0 | 3 | 17 | 0 | **260** |
| CO-OP GROUP * | 0 | 0 | 3 | 1 | 54 | 80 | **138** |
| Total | **358** | **766** | **69** | **257** | **162** | **85** | **1697** |

### MARKET SHARE BY OWNERSHIP

The table below shows how the UK market is divided according to ownership.

| Ownership | Number of open sites | Average volume per site (kl p.a.) | % Market share MF volume | % Outlet share | Effectiveness |
|---|---|---|---|---|---|
| COMPANY | 1494 | 4,823 | 19.7 | 17.8 | 1.11 |
| DEALER | 5384 | 2,476 | 36.6 | 64.2 | 0.57 |
| HYPERMARKET | 1502 | 10,608 | 43.7 | 17.9 | 2.44 |
| TOTAL | 8380 | 4,352 | | | |

Continued on p47

**Definitions**

† Certas Energy – for list of sub-brands see table on below

†† Co-op Share Brand is Co-op sites from various societies operating under their own Co-op branded pole sign (other Co-op dealer sites operating under other fuel brands, e.g. Texaco, are shown under that Share brand).

††† Circle K – includes sites branded Topaz

* Brands include sub-brands or subsidiaries as appropriate (identified as Share Brand in the database).

** Open sites column includes all currently operating petrol stations and those sites that are under development at time of publishing.

*** MF Volume refers to all grades of fuel bought on the forecourt by cars, vans and light commercial vehicles (petrol, diesel, LPG etc.) and is based on Experian Catalist estimates. This excludes fuel sold to the Heavy Goods Vehicle (HGV) commercial sector usually through separate facilities away from the normal forecourt.

**** Effectiveness is Volume Market Share divided by Outlet Market Share.

### CERTAS ENERGY

| Sub-Brands/Subsidiaries | Count |
|---|---|
| GULF | 426 |
| PACE | 136 |
| POWER | 23 |
| SCOTTISH FUELS | 21 |
| UK | 26 |
| Other Brands | 58 |
| TOTAL | 690 |

**Definitions**

Company: Owned by the supplying Oil Company whose name appears on the brand sign.

Dealer: An independently owned site usually supplied under an agreement with an Oil Company whose name usually appears on the brand sign. Also includes unbranded sites with no Oil Company identification.

Hypermarket: Owned and operated by the multiple retailers (Hypermarket groups). Also includes sites that may be away from the main Hypermarket store but are owned and branded by the Hypermarket; and includes Co-op Stores with Co-op fuel branded forecourts.

Note: All Coop branded sites previously identified as Hypermarket have now been re-classified as Company Owned.

# Michael O'Loughlin joins Eurotank

## Eurotank welcomes prominent industry expert as non-executive director

**Eurotank Service Group has appointed industry leader Michael O'Loughlin as Non-Executive Director, to help the fuel system specialist on its continued journey of expansion.**

Bringing a knowledge of the independent sector amassed over 23 years, Michael will provide support to further strengthen Eurotank's position in the forecourt industry.

Michael said:

*"I'm delighted to be appointed in a non-exec capacity to the Eurotank Service Group. Since moving to the UK in 2008 I have watched with admiration at how Eurotank has developed and strengthened and I'm really looking forward to my new role in supporting the business in whatever area I can."*

Michael's forecourt career began in 1997 when he joined Petrogas in his native Ireland. There he spent 15 years on the board of directors, and from 2008 took the lead on the UK expansion strategy as Managing Director of Applegreen UK, where he successfully built up a portfolio of 80 new forecourts.

In 2017 Michael took on the role of Managing Director of acquisitions & business development at Motor Fuel Group, and this year joined grocery retailer, SimplyFresh, as Chief Operating Officer.

Eurotank's Group Managing Director Edward Wheeler said:

*"We're very excited to have Michael on board. We hugely value his experience in the independent sector, which is a key market for Eurotank, and we look forward to reaping the benefits of his contribution as we continue our growth strategy."*

**www.eurotank.eu.com**

# Big news for Total

**As part of a wider international strategy adopted by the Prax Group, owners of downstream fuel brand Harvest Energy, they have signed an agreement with energy major Total to purchase Lindsey Oil Refinery, situated in the north east, and its associated logistic assets, Buncefield, Kingsbury and the Finaline. This allows for product to be brought direct from the refinery at a very competitive price.**

The Prax Group has a strong track record of integrating acquisitions and managing assets in the oil value chain. The acquisition of Lindsey provides the opportunity to integrate the refinery and its associated product flows into the Group's UK distribution and retail footprint, which operates under the Harvest Energy brand, ensuring a secure supply of energy to new and existing customers.

### Exclusive Total brand

In addition, the Group has also signed a brand licence agreement with Total. This agreement gives Harvest Energy the exclusive right to use the TOTAL brand on its service stations and those of its dealerships in the UK. Total's brand appeal and services will lead to new partnerships with independent dealer-owned stations and, with this in mind, Harvest Energy is keen to engage with businesses interested in taking up this offer.

Forecourt owners and operators wishing to switch to TOTAL branding on their sites will benefit from the brand's investment into each location: from complimentary uniform provision, to national benchmarking exercises, to quality control processes such as annual external audits and mystery shopper visits; as well as a wide range of TOTAL-branded products and services.

Call: **01932 334488** or visit: **www.harvestenergy.com/what-wedo/become-a-dealer-with-total**



## Experian Catalist market summary report continued

### MARKET DEVELOPMENT BY BRAND

| Brand | No. open sites V3 2019 | No. open sites V3 2020 | Difference |
|---|---|---|---|
| APPLEGREEN | 106 | 107 | 1 |
| ASDA | 324 | 325 | 1 |
| BP | 1,221 | 1,229 | 8 |
| CERTAS ENERGY | 711 | 690 | -21 |
| CIRCLE K | 49 | 45 | -4 |
| CO-OP | 99 | 106 | 7 |
| ESSAR | 73 | 72 | -1 |
| ESSO | 1,205 | 1,211 | 6 |
| FOOD STORE | 31 | 27 | -4 |
| GLEANER | 53 | 53 | 0 |
| GO † | 0 | 27 | 27 |
| HARVEST ENERGY | 80 | 89 | 9 |
| JET | 312 | 309 | -3 |
| MAXOL | 96 | 98 | 2 |
| MINOR BRAND | 212 | 208 | -4 |
| MORRISONS | 335 | 339 | 4 |
| MURCO | 180 | 180 | 0 |
| RIX | 24 | 20 | -4 |
| SAINSBURYS | 315 | 315 | 0 |
| SHELL | 1,070 | 1,086 | 16 |
| SOLO | 63 | 64 | 1 |
| STAR | 37 | 35 | -2 |
| TESCO | 509 | 509 | 0 |
| TEXACO | 726 | 712 | -14 |
| THAMES | 28 | 27 | -1 |
| UNBRANDED | 526 | 497 | -29 |
| | | | |
| TOTAL | 8,385 | 8,380 | -5 |

The table below compares the number of open and under development sites by brand, for the current release of data and the same period last year. It also shows the change in site numbers for each brand during the last 12 months to give a clearer picture of which brands are expanding and which brands are reducing their site numbers.

Note:

† Go sites previously included under Minor Brand

### NUMBER OF SITES WITH A SHOP OR WASH BY BRAND

| Brand | Number of Open Sites | % Sites with Shop | % Sites with Car Wash |
|---|---|---|---|
| APPLEGREEN | 107 | 100 | 46 |
| ASDA | 325 | 18 | 35 |
| BP | 1,229 | 100 | 52 |
| CERTAS ENERGY | 690 | 67 | 28 |
| CIRCLE K | 45 | 100 | 29 |
| CO-OP | 106 | 99 | 71 |
| ESSAR | 72 | 92 | 24 |
| ESSO | 1,211 | 100 | 46 |
| FOOD STORE | 27 | 100 | 52 |
| GLEANER | 53 | 64 | 42 |
| GO | 27 | 59 | 11 |
| HARVEST ENERGY | 89 | 96 | 24 |
| JET | 309 | 98 | 61 |
| MAXOL | 98 | 87 | 53 |
| MINOR BRAND | 208 | 59 | 21 |
| MORRISONS | 339 | 99 | 90 |
| MURCO | 180 | 86 | 25 |
| RIX | 20 | 45 | 0 |
| SAINSBURYS | 315 | 96 | 65 |
| SHELL | 1,086 | 100 | 49 |
| SOLO | 64 | 84 | 36 |
| STAR | 35 | 94 | 31 |
| TESCO | 509 | 97 | 50 |
| TEXACO | 712 | 100 | 54 |
| THAMES | 27 | 67 | 52 |
| UNBRANDED | 497 | 49 | 14 |
| | | | |
| TOTAL | 8,380 | | |

The table left shows the percentage of sites with a shop and car wash by brand.

### FURTHER INFORMATION

For an explanation of these figures or if you require any further information, please contact:

**James Haigh**
**Business Consultant**
**UK and Ireland**
**Experian Catalist**

**Mob: +44 (0) 777 914 0937**
**Email: james.haigh@experian.com**

# Directory of PEIMF members

**A & G Group Ltd**
01579 344503
www.aggroupltd.co.uk
Electrical and tank testing, supply installation and servicing of pumps

**A & R Pavelin Transport Ltd**
01268 270470
Distribution & collection of pumps and forecourt equipment

**AbFad Ltd**
**0191 543 7166**
**www.abfad.co.uk**
**Tank linings, leak detection, rope access**

**Adler & Allan Ltd**
01992 657400
www.adlerandallan.co.uk
Tank cleaning & lining, VR testing, fuel polishing, sampling & analysis. Spill response

**Aidan Strain Electrical Engineering Ltd**
02830 888861
www.aseeltd.com
Electrical & mechanical generator installation contractors

**Air Fuel Systems**
01268 928827
www.airfuelsystems.com
Systems to preserve aviation fuel

**Air-Serv**
**01942 722333**
**www.air-serv.co.uk**
**Air lines, jetwash, vacuums, servicing, chemicals**

**Allego Charging Ltd**
07444 515517
www.allego.eu
Pan European installer of electric vehicle infrastructure, including own network of 14,000+ chargepoints.

**Alliance Inspection**
01244 952531
www.allianceinspection.co.uk
NDT & asset integrity inspections

**AMGS Electrical Ltd**
0117 967 6500
www.amgselectrical.co.uk
Electrical contractors specialised in petrol filling stations

**Ancorra Environmental Services Ltd**
**0151 546 3012**
**www.ancorraenvironmental.co.uk**
**Forecourt maintenance, tank & vessel cleaning, foam injection**

**Andel Ltd**
01484 845000
www.andel.co.uk
Pollution control, tank & fuel maintenance

**Andrew Simpson Electrical Services**
01772 616826
www.andrewsimpsonelectrical.co.uk
Electrical contracting, maintenance on hazardous areas

**Arnold Diggle & Co**
01229 582769
www.arnolddiggleandco.co.uk
Tank cleaning, oil depot decommissioning/ demolition & remediation

**Baltor Systems**
02890 603232
www.baltor.co.uk
Design, supply & installation of fuel equipment

**Berrys Technologies Ltd**
**0121 558 4411**
**www.berrys.com**
**MIDAS, OP, USpump spares, pipework, tank lid assembly, forecourt equipment**

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