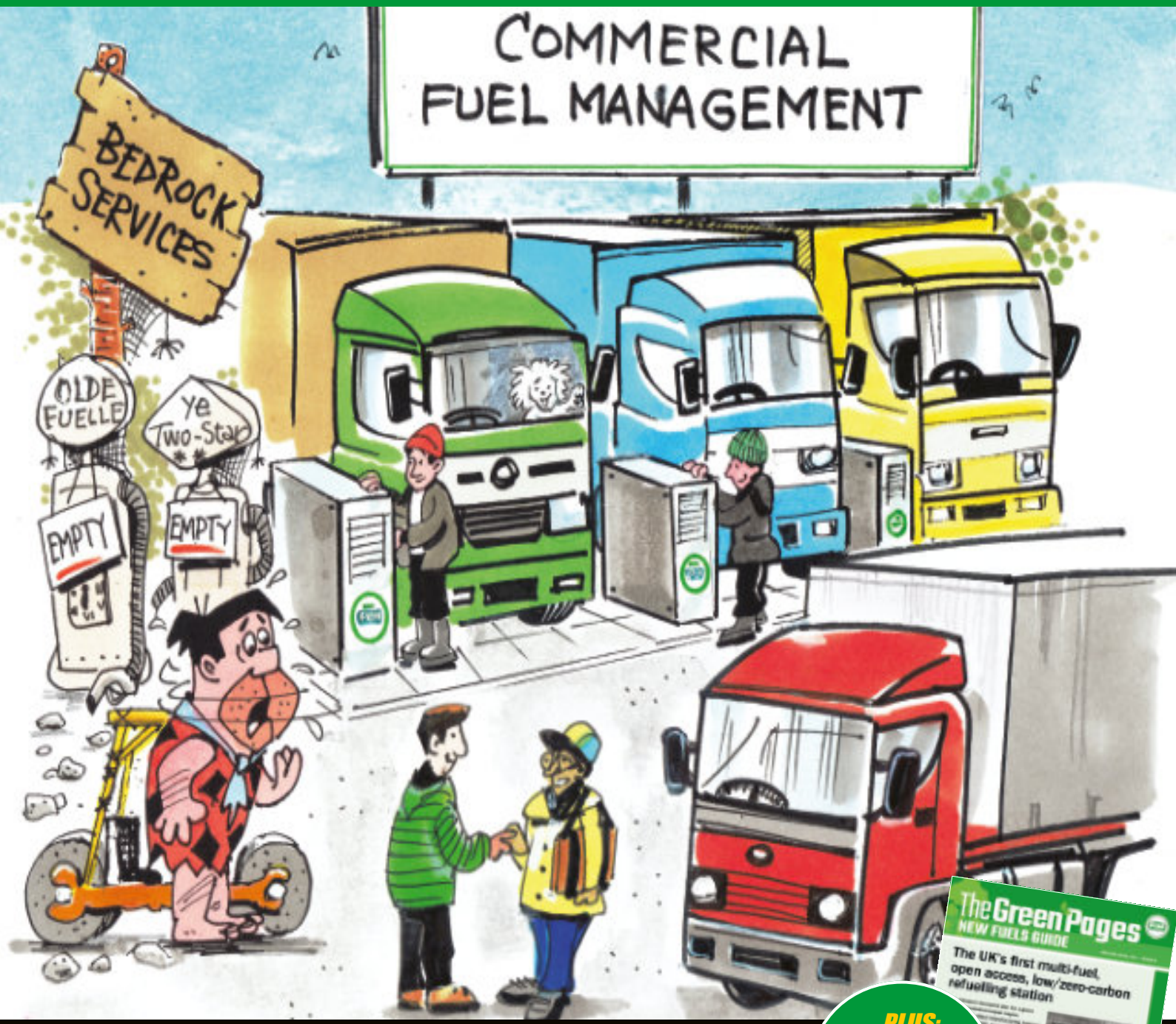
Winter 2021/22

ISSUE No.93

Insite

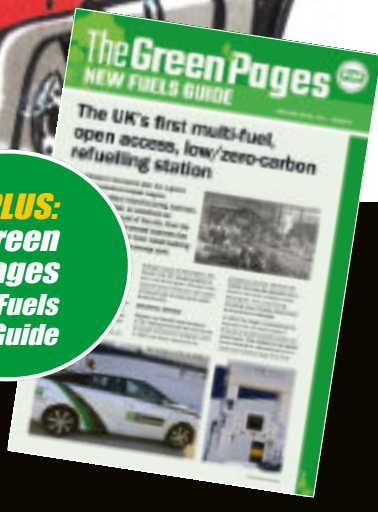
Insite is the official magazine of the Petroleum Equipment Installers and Maintenance Federation



In this issue :

- Commercial fuel management
- Construction & signage • Decommissioning
- Retail fuel market breakdown

PLUS: The Green Pages New Fuels Guide



So here we are – 2022.

And 'you know what' is still with us.

Who'd have thought, back in March 2020 when we first entered the strange new world of lockdown, that two years on we'd still be in the thrall of Covid; in its ever-changing forms.

But here we are. And I think an awful lot of people in this industry can feel rightly proud of your part in keeping the country moving (with PEIMF members at the forefront). Keep going!

Looking forward to this year, at the PEIMF we really hope to be able to host our popular AGM/networking event in the not too distant future. We're putting together an ambitious plan, providing a unique benefit to our members. At the time of writing, we still have I's to dot and T's to cross, so will be in touch asap. Needless to say, the future fuels agenda will be seriously addressed.

So please continue to do the right things, stay safe and have a happy, healthy and prosperous new year.

David Honeyman
Editor

Thanks to our friends at Elaflex for this perfect likeness!!

New PEIMF member

imf solutions

PEIMF AGM

Exciting news coming soon!

All PEIMF members will be contacted with full details.

With new fuels front and centre of the agenda for carbon reduction, we're endeavouring to keep our members informed with developments.

To keep in the loop, call David Honeyman
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Front cover illustration
Brian Sage

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The Green Pages New Fuels Guide

8 pages packed with specialist information on new fuel technologies

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Tackling the mental health epidemic

Could a simple-to-use, anonymous text service help tackle the mental health epidemic? We think it could. So we created one.

By Steve Martin, a Mental Health First Aider who is Managing Director of sign installation company Xmo Strata and digital scanning company SpectisGB.

You know the background by now. Mental health issues cost UK employers a staggering amount of money every year.

Until recently, it was a hidden cost, because mental health problems are harder to diagnose than the accidents and physical ill-health which they usually leave in their wake.

No one yet knows what the pandemic has done to this. There are some counter intuitive suggestions that it might have temporarily improved the situation (perhaps because people have spent less time in the workplace). I'm not sure about that personally.

But even if it has, as we try to find our way back to a healthy economy, common sense says we're facing a major mental health challenge in the UK's workforce.

If you know the facts, skip the next few paragraphs. If you've somehow missed them (how on earth did you manage that?) here's a tiny taste:

Millions of working days lost

The year before the pandemic (2019/20) 38.8 million working days in the UK were lost due to work related ill-health and non-fatal workplace injuries.

These weren't people who caught flu, had measles, or fell off their mountain bikes. These were people who were made sick, or were injured, in their workplace.

A fag packet calculation says the cost of that to British industry is £un*%$+ing believable

As we try to get the economy back on track, none of us can afford that.

You can argue the point in terms of specific figures; there are multiple studies, all calculated in slightly different ways, and the websites of organisations like Mates in Mind, the Samaritans, the Office of National Statistics, and many others, carry bucketloads of them.

All credible, all based on data.

There are some seemingly conflicting stats, as always in these situations, but the conflicts are minor and within statistical norms, and figures are universally huge.

I'm not talking about the cost of sickness and absence; merely the cost of sickness and absence caused by something that happened to them at work. Paying people, essentially, to recover, from what happened during working hours.

A common theme is mental health

There seems to be a consensus amongst mental health professionals, that one in six in the workforce have some kind of mental health issue right now, and one in four will do so in the course of the year.

That means people who are in turmoil of some sort, and who may be finding it difficult or impossible to apply focus, concentration and diligence. You see the results of that in low productivity, absenteeism and accidents.

This isn't about blame; only in the last few years have business leaders really woken up to this, and there's an increasing momentum to stem the cost. Both the human cost, and the financial one.

At Xmo Strata we must have had some awareness of it in 2011, because we introduced a service which offered employees 24/7 counselling. But even we've only really cottoned-on to the scale of the problem in more recent years.

We're now active in Mates in Mind, we have in-house Mental Health First Aiders, and we're making employees aware of the issue and helping to spot colleagues who need help.

Continued on p6

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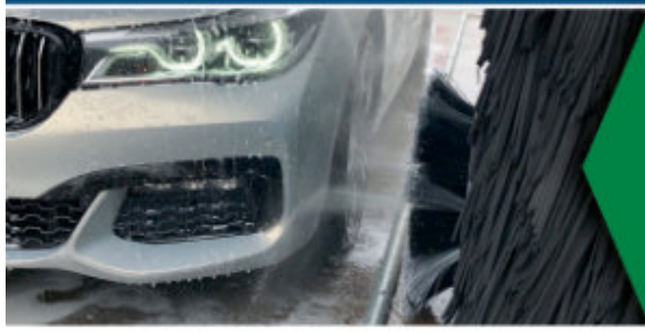

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Continued from p4

And therein lies the nub.

Identifying the problem, and getting an employee to seek help, before an accident occurs (or, at worst, they kill themselves, on purpose; or someone else, by accident and lack of attention).

Stigma among men

Stigma is the major obstacle. Men, in particular, find mental illness embarrassing. This is illogical, and irrational, and embarrassment should be an entirely redundant emotion, but mental health hides in the workplace and uses stigma as its cloak of anonymity.

The workplace banter surrounding the issue includes unhelpful language which reinforces the stigma, probably as a way of dealing with the discomfort that some would otherwise have when talking about it at all.

People think that seeking help will impede their promotion prospects, endanger their job, and make colleagues respect them less. They sometimes consider themselves to be 'weak' and there's a common theme about 'letting people down' (family, employer, colleagues, friends etc).

The brain is an organ, like a lung, liver or heart. If something goes wrong, it needs to be addressed, or in most cases, it will simply get worse. But the treatment usually involves 'talking therapies', or at very least, involves talking during a diagnosis. Refusing to face the problem, or even acknowledge it, impedes effective treatment.

Confidentiality is important

For that reason, confidentiality is important, but achieving and sustaining it is difficult. If you contact the Samaritans on the web, Google knows, because Google knows everything. If you call them, there's a record on your call log, and possibly on an itemised bill. It might seem a small thing, but to someone in mental distress small things get completely out of proportion.

That's the nature of mental illness.

(I'm not being critical of The Samaritans, by the way. In my view they've been instrumental in leading all of us to a greater awareness of these issues, and historically have done more than most to tackle them. The anonymity issues highlighted here apply to any organisation inviting contact via the web or a smartphone.)

At Xmo Strata we're a tech-led company. We have people on the team who are tech experts, can write their own code, and who've developed some advanced project software to enhance our quality and safety systems, compliance, delivery and productivity.

So we set them a challenge.

We had the Mental Health First Aiders, but (just like The Samaritans) when contacting them, anonymity was impossible. In a company our size, people will often recognise each other's voices. Some people aren't keen on phone calls anyway, and prefer text, but that presents its own challenges in terms of anonymity. It's taken a while, but we have a new tool for tackling this; see the inset box in this article for details!

www.matesinmind.org

WHAT WE'RE DOING ABOUT IT!

We've developed a totally anonymous, text-based service connecting any employee, with a Mental Health First Aider.

There are dedicated platforms for common problems (infant death, cancer etc) but it's a broader service than that. It's a 'web app' using encrypted code which is entirely untraceable. Even if you use your work phone there'll be no record of the service you accessed, no phone numbers, web addresses, or other records.

Of course, that's only half the problem. The real issue is that there shouldn't be a stigma at all.

So (like many others) we have a long-term, sustained campaign on social media and elsewhere (including this magazine, which has been extremely supportive of the drive to raise awareness of mental health issues). The campaign aims to normalise the discussion over mental health.

None of this is a 'solution'. There's no simple solution for mental health issues.

It's a contribution to a process that must be as relentless as the problem itself. It facilitates those who've been professionally trained to help.

We hope it will help to prevent suicide, and assist people having wretched lives to reach a better place. But if, as a manager, that's not enough for you, we also believe it will help to make our office, warehouse and sites safer, more productive, and less costly.

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Red diesel loses rebated vat rate

HM Revenue & Customs

The Government's planned changes to rebated fuel entitlement will come into force on the 1st April this year. In spite of the views expressed that this move would not create environmental benefit, the decision has been made to go ahead with the intention to remove entitlement for many of the regular purchasers at retail filling stations and commercial storage facilities.

For many current users of rebated diesel for mobile generators and other machinery, the switch to road diesel will only increase costs and do nothing to change the environmental impact.

This move will result in many retail sites withdrawing from the sale of red diesel and will convert the tanks for storage of other fuels.

The requirements to remove all traces of dye, from tanks converted to the storage of white diesel, will create a major task for specialist contractors. For many, this will result in the storage of petroleum spirit as the easier option. In such circumstances, site operators will need to check that these tanks are included on the storage certificate for holding petroleum spirit, or a new certificate will be required.

These are the options for newly redundant tanks.

Remove all red dye

Switching to the storage of road diesel will entail a major clean to rid all traces of red dye from the previously stored product. This will include the flushing through of supply lines as well as the tanks, as any traces of dye found in road diesel could lead to prosecution. Tank relabelling should also reflect change of fuel stored.

Switching to petrol

Any switch to storing petrol will require a bottoming of the tank; and in the case of sites with Stage 1b PVR, an inclusion of the tank vent into the manifold for vapour transfer. If not already included on the storage certificate, it will require a new certificate to be issued to be permitted to store petroleum spirit. If the tank is already included on the storage certificate, there is no duty to notify the Petroleum Enforcement Authority.

The PVR permit will also need to be renewed to show the additional tank. The dispenser nozzle will need to be changed to dispense petrol; tanks, dispensers and vent labels will also need changing to reflect the changed product. If the tank is below ground and not included in the wetstock management system, ensure that this is now included.

AdBlue corrosion

Some may have considered storing AdBlue in the redundant tank and if so, be aware that this will not only require extensive cleaning, but also the consideration of lining the tank to resist the corrodibility of the product to cause damage to an unprotected tank. This will also include the connecting to a non-corrodible supply line as this would otherwise eventually lead to leaks occurring.

The specialised pressure system for dispensing AdBlue from an underground supply is likely to be costly, so it could be more cost effective to install an above ground tank for storing the product even if space is limited, now that newer designs can be fitted in small spaces.

Relabelling

All tank changes must include relabelling to prevent error, showing the type of fuel and the maximum capacity of the tank.

HMRC have now published its interim guidance on changes to use of Red Diesel and other Rebated Fuels from 1st April 2022 and copies can be found here.

https://www.gov.uk/government/publications/changes-to-rebated-fuels-entitlement-from-1-april-2022

Agricultural machinery can still use red diesel

PEIMF AGM

Exciting news coming soon!

All PEIMF members will be contacted with full details.

With new fuels front and centre of the agenda for carbon reduction, we're endeavouring to keep our members informed with developments.

To keep in the loop, call David Honeyman 01474 321999 • david@peimf.com

Introduction of E10 petrol

The work to introduce E10 Petrol into the UK market concluded in August and the legislation came into force on the 1st September. It was a smooth introduction, made so by the amount of advance publicity which started in June and continued until the end of September.

The vehicle checker website simplified the process of determining if vehicles were compatible. There were more queries regarding lawn mowers and other power tools than for road vehicles! The panic buying of fuel rather overshadowed media attention on the new fuel and rather limited the amount of comment. E10 is still to be introduced in Northern Ireland, and this is not expected until the second quarter of 2022. They have the added requirement to get approval from the EC.

EV charging on filling stations

energy institute

The EI service station panel working group charged with the responsibility of finalising the text of the 'Site Operator's Guide to Electric Vehicle Charging Equipment at Filling Stations' held a further meeting to resolve one of the sticking points holding up the urgent publication of this essential guidance.

This is the current prevention of the use of the EV charging equipment when the site is closed for all other sales, with nobody available to monitor the activity. A compromise position has now to be put before the main committee, which identifies those sites which should not remain open and those that could, subject to certain safeguards.

Experian Catalist market summary report

(Data Released November 2021)

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	512	11,347	15.8	6.1	2.59
BP	1218	4,330	14.4	14.5	0.99
SHELL	1122	4,574	13.9	13.4	1.04
ESSO	1227	3,770	12.6	14.6	0.86
SAINSBURYS	315	11,773	10.1	3.8	2.69
MORRISONS	339	10,476	9.7	4.0	2.39
ASDA	324	8,678	7.6	3.9	1.96
TEXACO	716	2,485	4.8	8.5	0.57
CERTAS ENERGY †	676	1,250	2.3	8.1	0.28
JET	300	2,462	2.0	3.6	0.56
APPLEGREEN ††	133	4,438	1.6	1.6	1.01
CO-OP †††	109	4,003	1.2	1.3	0.91
MINOR BRAND	195	1,297	0.7	2.3	0.30
UNBRANDED	484	519	0.7	5.8	0.12
MURCO	175	1,191	0.6	2.1	0.27
HARVEST ENERGY	79	2,267	0.5	0.9	0.51
MAXOL	99	1,600	0.4	1.2	0.36
ESSAR	68	1,577	0.3	0.8	0.36
CIRCLE K	48	1,656	0.2	0.6	0.37
SOLO	64	838	0.1	0.8	0.19
GO	27	1,569	0.1	0.3	0.35
GLEANER	52	765	0.1	0.6	0.17
STAR	31	1,148	0.1	0.4	0.26
FOOD STORE	21	1,088	0.1	0.3	0.25
THAMES	25	666	0.0	0.3	0.15
RIX	19	628	0.0	0.2	0.14
TOTAL	8378	4,389			

Definitions

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

†† Applegreen – includes Welcome Break sites, previously included under Minor Brand.

††† 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).

* 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	130
POWER	18
SCOTTISH FUELS	21
UK	25
Other Brands	56
TOTAL	676

TOP FOUR UK DEALER GROUPS - SITES BY FUEL BRAND

	BP	CO-OP	ESSO	JET	SHELL	TEXACO	OTHER	Total
MOTOR FUEL LTD	265	0	327	66	172	88	3	**921**
EURO GARAGES	40	0	252	0	89	1	1	**383**
RONTEC	64	0	192	0	5	1	0	**262**
CO-OP GROUP	0	78	0	2	1	46	0	**127**
Total	**369**	**78**	**771**	**68**	**267**	**136**	**4**	**1693**

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	1501	4,825	19.7	17.9	1.10
DEALER	5372	2,524	36.9	64.1	0.58
HYPERMARKET	1505	10,614	43.4	18.0	2.42
TOTAL	8378	4,389			

Definitions

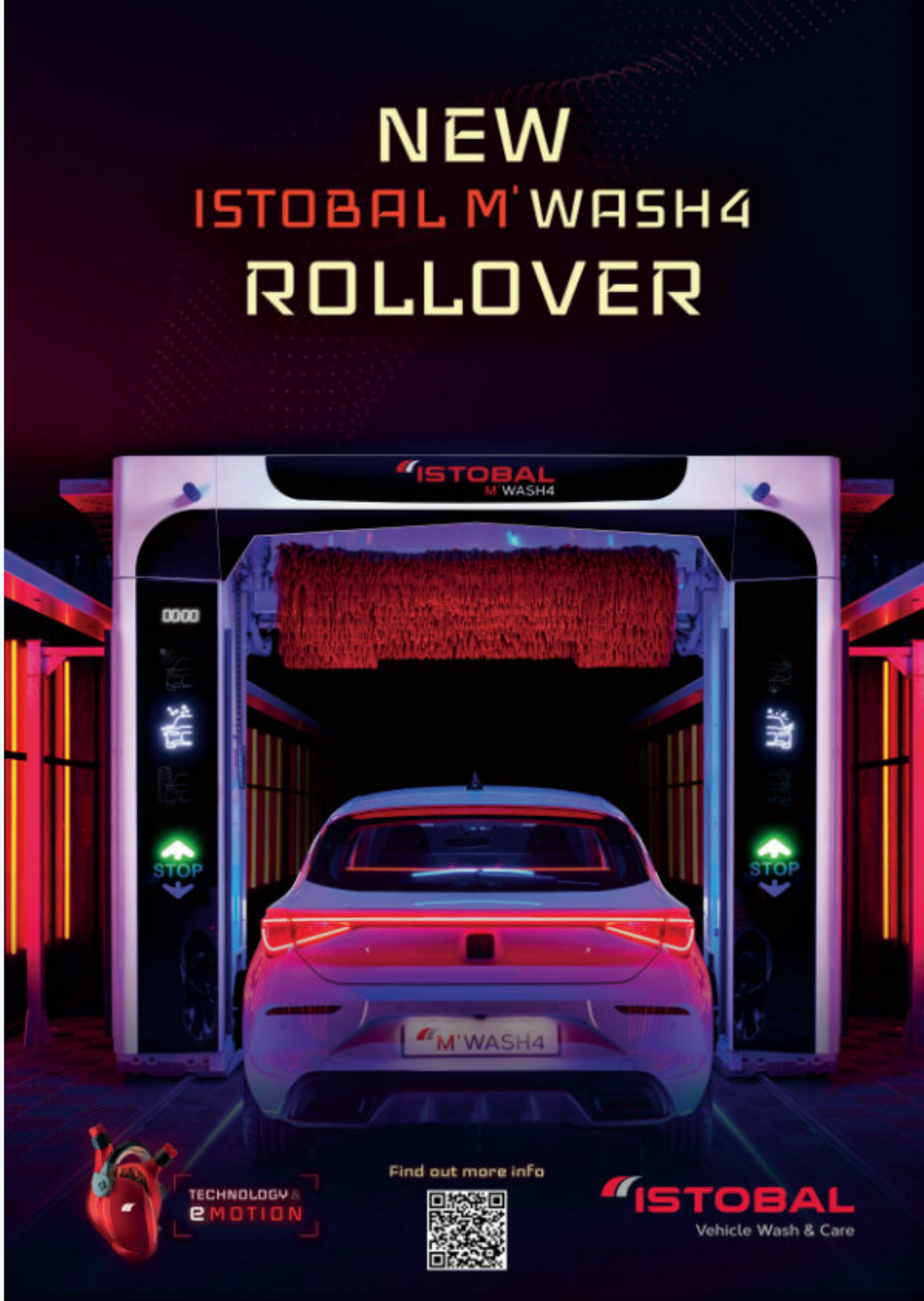
Company: Owned by the supplying Oil Company whose name appears on the brand sign.

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.

Continued on p12



Experian Catalist market summary report continued

MARKET DEVELOPMENT BY BRAND

Brand	No. open sites V3 2020	No. open sites V3 2021	Difference
APPLEGREEN	107	133	26
ASDA	325	324	-1
BP	1,229	1,218	-11
CERTAS ENERGY	690	676	-14
CIRCLE K	45	48	3
CO-OP	106	109	3
ESSAR	72	68	-4
ESSO	1,211	1,227	16
FOOD STORE	27	21	-6
GLEANER	53	52	-1
GO	27	27	0
HARVEST ENERGY	89	79	-10
JET	309	300	-9
MAXOL	98	99	1
MINOR BRAND	208	195	-13
MORRISONS	339	339	0
MURCO	180	175	-5
RIX	20	19	-1
SAINSBURYS	315	315	0
SHELL	1,086	1,122	36
SOLO	64	64	0
STAR	35	31	-4
TESCO	509	512	3
TEXACO	712	716	4
THAMES	27	25	-2
UNBRANDED	497	484	-13
TOTAL	8,380	8,378	-2

This table 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.

NUMBER OF SITES WITH A SHOP OR WASH BY BRAND

Brand	Number of Open Sites	% Sites with Shop	% Sites with Car Wash
APPLEGREEN	133	99	38
ASDA	324	17	35
BP	1,218	100	51
CERTAS ENERGY	676	66	27
CIRCLE K	48	100	27
CO-OP	109	98	64
ESSAR	68	93	25
ESSO	1,227	100	46
FOOD STORE	21	100	57
GLEANER	52	63	42
GO	27	59	11
HARVEST ENERGY	79	92	29
JET	300	99	60
MAXOL	99	89	52
MINOR BRAND	195	55	21
MORRISONS	339	99	90
MURCO	175	86	25
RIX	19	42	0
SAINSBURYS	315	96	65
SHELL	1,122	100	49
SOLO	64	83	36
STAR	31	94	39
TESCO	512	96	50
TEXACO	716	99	52
THAMES	25	64	48
UNBRANDED	484	50	14
TOTAL	8,378		

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:

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STA Technical reinvents ‘Offset fuel labelling system’

An incident that happened last year involving a petrol forecourt’s offset fuel labels has spurred STA Technical into action. They’ve developed an alternative system; which not only conforms to regulatory requirements, but offers a host of benefits at the forecourt.

STA’s client, Tom Bindley of CP Installations, explains the circumstances of the accident;

“Having filled up, a mum went to pay for her fuel but, unbeknown to her, whilst in the shop her child got out of the car. On this particular forecourt, the offset fill points were sited on a pump island, protected either end by bollards. Unfortunately the child slipped and fell on the corner of the label, resulting in a nasty gash to the leg requiring stitches.”

STA Technical director Warren Peters continues;

“When Tom relayed this story, I knew we could improve upon the existing holder design and develop a system that was not only safe, but also deliver improvements on the label design.

“We have engineered-out all sharp corners on our label holders and they are fitted with a rubber safety edging as standard. We’ve also changed the clamping system to make it quicker and easier to mount the label.

“This is a great example of our commitment to evolution not revolution.”

Using aviation technology

With STA’s eye for innovation, a new grade label system has also been developed to meet the needs of today’s busy forecourts.

Warren explains;

“Using aviation technology for our new laminated labels, we’re able to provide labels that are not only weatherproof, but are UV resistant, offer temperature stability and are easy to wipe down. And if the labelling needs to be changed due to a site refresh or grade change, it’s a case of following a few simple steps to remove the old and affix the new.”

For more information on STA Technical’s innovative new grade label system and other signage available: www.statechnical.com or call 0203 004 9326.

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GripHero launches new eco-friendly glove dispenser

to boost forecourt in-store sales

GripHero, the maker of the world's only static-safe glove and fuel-nozzle mounted dispensers, has announced its latest product breakthrough with the launch of the all-new GripHero 2; its smallest-ever, most efficient glove dispenser, which boasts 10% more advertising space than previous models.

20% smaller overall, the new dispenser is a ground-up redesign, taking on board feedback from the industry and customers. This creates a sleeker, universally compatible and faster refill solution, reducing glove-refill replacement times by 90%.

The new ATEX certified dispenser is now compatible with a range of global nozzle types. The brand new dispenser design is also available as a surface-mounted unit, for use on EV chargers, canopy stanchions and applications beyond the forecourt.

Switch fuel grades easily

The integrated display window allows fuel grade details to be switched with ease. It provides forecourts with an even larger area for product promotions and offers on-the-nozzle, catching the eye of drivers as they fill up; boosting in-store sales.

The extra advertising space has been created following independent research, which shows that 77% of drivers are more likely to make impromptu purchases of snacks, coffees, ice creams and in-store items if they have clean hands.

Like all of GripHero's 2020 nozzle-mounted dispensers, the new GripHero 2 dispenser is tamper and impact proof, resistant to harsh fuels and chemicals, and is also temperature, weather, and UV-proof; preventing discolouration.

Commenting on the new dispenser Oli Yeo, inventor and managing director of GripHero, said;

"Since 2018, we've been adapting our dispensers to meet the changing demands of international forecourts and legislation. GripHero 2 takes all that learning and brings it together in an all-new dispenser.

Combined with our new R100 glove cartridges, made from 100% 'open loop' recycled plastics, which cuts CO2 by 94% compared to conventional gloves, we continue to take a lead in helping forecourts to enhance their green credentials."

Luke Jenkins, Sales and Marketing Manager of GripHero, added;

"Even though the unit is smaller and more streamlined, GripHero 2 has an increased advertising space on the dispenser. That's important, because motorists find themselves looking at the fuel-nozzle advert for up to two-minutes. Larger advertising helps entice customers in-store to make multiple purchases; improving forecourt turnover at a time when margins on fuel are often slim."

GripHero is the only patented glove dispenser that uses unique ATEX certified anti-static materials. This allows it to be used internationally within the fuelling zone, removing all chance of fuel vapour ignition at the pump, and blocking any static spark between drivers and fuel equipment.

Forecourts making new orders will receive the new GripHero 2 dispenser, which uses the same ATEX-certified glove options as all other GripHero dispensers.

To order new GripHero 2 dispensers, call 01837 811 035, email info@griphero.com or visit www.griphero.com

GripHero does the double at APEA awards

Success with two prestigious awards

Health & safety performance

The APEA Health and Safety Performance Award was presented in recognition of providing its hand-protection 'glove' dispensers free to forecourts across the globe in the battle against Covid-19. This resulted in 50,000 free-of-charge units being sent worldwide, providing best-practice hand-protection to the forecourt front line at a point when it was needed most.

Breaking the chain of transmission at the point of contact, GripHero played a key part in protecting the health and wellbeing of forecourt customers throughout the coronavirus pandemic.

GripHero was also recognised for its efforts to dramatically reduce CO2 and single-use plastic on the forecourt, through the launch of its 100% recycled plastic gloves.

Environmental protection and sustainability

This award highlighted the success of GripHero's R100 glove cartridges, which are made from 100% 'open loop' recycled plastics. Combined with GripHero's single item dispenser, GripHero has succeeded in cutting CO2 by 94% compared to conventional gloves.

Due to its unique design and zero-waste manufacturing techniques, more than 70 million additional standard gloves have been prevented from entering the environment, saving over 120 tonnes of unnecessary plastic, 25 tonnes of unnecessary cardboard packaging and 400 tonnes of CO2 from entering the global Carbon Footprint.

Commenting on GripHero's success Oli Yeo, inventor and managing director of GripHero, said:

"When the pandemic emerged, we knew we had a duty to play our part in preventing the spread of Covid-19 at the pump. Providing dispensers at no cost resulted in forecourts protecting over 60 million additional drivers at the exact point of contact with the fuel nozzle."

CASE STUDY

Fibrelite covers and KPS piping provide long-term retrofit solution for Nottingham city hospital's backup generator supply lines

Quick access to piping is vital for maintenance and inspection

Apertures were required in some covers to accommodate pipework connecting from within the trench to above ground networks

Hilton Bodill Construction specified Fibrelite covers and KPS piping for Nottingham City Hospital refurbishment

Project overview

Hilton Bodill Construction contacted Fibrelite on behalf of their client, Nottingham City Hospital They required a lightweight, strong modular covering system for their newly re-routed service trench, which relaced the traditional heavy concrete slabs. These protect and provide access to the hospital's backup diesel generator's supply pipes (diesel and oxygen). An easy-install, corrosion-free replacement for their previously existing steel piping was also required.

Previously existing concrete access covers were heavy and difficult to remove and replace

Problem

The previously existing concrete trench access covers were heavy, requiring specialist lifting equipment to remove and replace them; a time consuming and expensive process. Due to their weight, they also posed a risk of injury to maintenance teams (quick access to the piping is vital for maintenance and inspection). Nottingham City Hospital also wanted to replace their steel pipework with a reliable plastic piping system, eliminating the potential for corrosion and subsequent fluid egress.

Key issues with the previously existing products:

Concrete access covers

- Heavy concrete access covers posed a risk of injury to maintenance teams and required specialist personnel/machinery for removal and replacement
- Concrete covers often fracture and chip over time
- Some covers would need to be modified to accommodate pipework extending from within the trench to above ground networks

Steel Pipework

- Steel pipework can corrode over time, resulting in fluid egress (leaks)
- The traditional steel pipework was heavy and labour intensive to work with

SOLUTION

OPW's UK technical team put together a proposal combining lightweight Fibrelite GRP composite trench covers and KPS double wall polyethylene piping, which was accepted by the contractor and end user.

Key benefits of Fibrelite covers for this project:

- No specialist machinery or personnel required for removal and replacement
- Strength-to-weight ratio. All trench covers can be safely removed manually by two people while strong enough to withstand sustained loading
- Bespoke aluminium frame section supplied by Fibrelite to fit exiting rebate; ensuring minimal upheaval to site works
- Bespoke Fibrelite covers modified to include apertures accommodating pipework extending from within the trench to above ground networks
- Fibrelite covers are corrosion-resistant; unaffected by water, underground gasses and most chemicals

Key benefits of KPS piping for this project:

- Engineered for easy installation. Compact, installer friendly KPS fittings weld both walls of a double wall pipe simultaneously
- In house and onsite installation training provided (standard for clients new to the KPS piping system)
- Lightweight
- Corrosion free polyethylene piping
- Zero permeation (liquid/watertight)

Results

The easy access solution provided by Fibrelite trench covers eliminates the need for any specialist personnel or machinery during maintenance or operation, while KPS piping provides a compact, long-term fluid transfer solution (trusted by oil companies around the globe).

KPS' plastic piping provide a safe, easy-install fluid transfer solution

Fibrelite covers eliminate the need for specialist personnel or lifting machinery during maintenance or operation

Fibrelite and KPS benefits at a glance:

- Easy manual access to trench services using the ergonomically designed Fibrelite FL7 lifting handles
- Best access cover strength to weight ratio available in the market today
- Bespoke, made-to-measure • A long-term solution
- Fast, simple piping installation • Local technical support

To Learn More About:
Fibrelite products visit: www.fibrelite.com/learn
KPS products visit: www.kpspiping.com/learn

Fibrelite composite trench covers can be manually removed by two people using Fibrelite's FL7 lifting handles (as seen in the above image on another site)

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

Changes in law to limit gasoil use drawing closer

PEIMF member Merridale offers excellent help with this problem

Fleet operators should be aware that the government has legislated that, from 1st April 2022, gasoil, otherwise known as red or rebated diesel, will no longer be permissible for many types of vehicles and plant machinery in the UK. As a guideline, the following will still be permitted to use red diesel:

- Farmers for agricultural equipment
- Marinas and harbours for fuelling boats (except private pleasure craft in Northern Ireland)
- Railways in locomotives
- Local authorities in agricultural vehicles used for grass/verge/hedge cutting, gritting, and snow clearance.

It is the responsibility of all fleet operators who currently use red diesel, to determine whether the new legislation applies to them or otherwise.

As we are a leading supplier and service provider to the fleet industry, quite a significant number of companies have approached Merridale for guidance. From our perspective, where changes do apply, fleet operators appear to be faced with three main choices.

These are:

- To close or “mothball” the existing red diesel storage facility and utilise any existing white diesel facility.
- To modify the existing red diesel storage facility, to store white diesel and use it as a stand-alone facility
- To modify the existing red diesel storage facility, and to interconnect the storage tank formally used for red diesel with the existing white diesel storage tank.

Each of these will cost fleet operators, to some degree, and it is anticipated that this will place significant demand upon the pump & tank industry. It is important to note that it has been indicated that government is not prepared to create amnesty periods, and that all conversions MUST be completed by 1st April 2022.

To close or “mothball” the existing red diesel storage facility and utilise any existing white diesel facility.

It is almost certain that the Environmental Agency will not be prepared to let you simply cease usage and leave in situ and, since diesel is classified as flammable, any quantity of unused diesel that you store will probably be of interest to DSEAR and your insurance companies.

Unless you have a significant quantity of red diesel still stored, it would probably be of no interest to your fuel supplier for them to purchase this from you, due to the reprocessing that this would require. We would, however, still suggest you approach them to see if they do provide this option.

The likely outcome is that you will need to employ specialists to clean the tank, dispose of all remaining product, and uproot the storage tank for authorised disposal. Where such tanks are in very good order, there may be a market to sell these to refurbishers.

To modify the existing red diesel storage facility to store white diesel and use it as a stand-alone facility.

So far, this is the option that most companies have indicated that they are considering most. However, fleet operators would be expected to employ a specialist contractor to remove residues, clean out the tank, and flush with fresh product. As suggested by the following government report.

‘Registered fuel suppliers that switch a fuel tank from red to white diesel will need to flush out the tank and supply lines until no trace of marked rebated fuel remains. This will help to ensure compliance and minimise the risk that white diesel that has had the full duty rate paid on it is contaminated with the red diesel marker.’

The action does not finish here. Unless the tank is to be used for the same fuelling purposes as previously, the fleet operator may also need the services of a specialist equipment contractor, such as Merridale, to reprogramme existing fuel and tank management systems, as well as any driver and vehicle identifiers. We would also recommend that all line, pump, and nozzle filters are cleaned or replaced, and appropriate labels and descriptors are fitted.

Modify existing red diesel storage facility, and interconnect the red diesel tank with the existing white diesel storage tank.

Many fleet operators may wish to interconnect the former red diesel tank with the existing white diesel tank so that their overall storage capacity is not compromised.

To do this, the fleet operator will firstly need a specialist to carry out everything detailed above, to modify the use from red to white diesel. Additionally, there would need to be a specialist pump and tank pipework company to interconnect the outlet lines from both tanks, including the fitting of appropriate non-return valves. This can be a simple matter though, where the existing facility consists of multi-compartment storage tanks or two tanks very close together, so pipework can be interconnected easily.

Merridale services

Merridale will be happy to assist you with conversion, where our pumps, fuel, and tank management systems are concerned. We are establishing a booking period for these services and introducing guidelines to reconfigure identifiers. We may also be able to consider minor pipework alterations to interconnect tanks.

To discuss your options, please contact the Merridale sales department on 01902 350700.

Where product removal, tank uplift, and major pipework are required, fleet operators should contact suitable contractors to schedule works as appropriate.

www.merridale.co.uk

For more information on the new situation, see page 8.

Driving down your fuel costs

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

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

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

Fuel Management
One Solution

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

MERRIDALE®
Fuel **Management** · One **Solution**

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Email. support@merridale.co.uk

www.merridale.co.uk

HGV driver shortage: protecting your reputation

Insurance specialists, PEIMF member OAMPS Hazardous Industries, offer some excellent advice on this vital subject

With the current HGV shortage, it's now more important than ever for businesses to be aware of the risks associated with hiring a new driver. A rogue driver can quickly destroy your reputation, so when selecting a new driver employers should consider how their decision-making process can help to reduce the costs and risks that a new driver could generate.

New driver selection

The quality of your drivers plays a huge role in the overall success of your business. Diligent, deliberate and conscientious drivers will probably cost you less in damages, get better customer feedback and cause less management stress than someone who will make more deliveries, but cut corners to do so. Arguably, one of the most challenging aspects is sifting through the applicants for a vacancy and choosing the best driver for your business. As a minimum, we would recommend each potential new driver provides references and a claims record from their previous employers, as well as medical declaration.

In addition, we would suggest potential drivers completing:

- Licence check (online)
- Drug & alcohol test
- A medical declaration that they are fit to drive
- Medical fitness to drive check, including an eye test
- Online driver profiler assessment to assess their attitudes towards driving
- Theory or Highway Code test to assess their knowledge
- On-road practical assessment in the type of vehicle they will be driving

You should also bear in mind that:

- Employing an experienced driver with all the training does not protect you – it is the business responsibility to ensure they are competent i.e. not to rely on previous manual handling training etc.
- Foreign drivers will need to be disclosed to insurers
- Young and/or inexperienced drivers may need to be disclosed to insurers

Once the driver has pased these tests, we would also recommend a comprehensive induction process, which should include:

- Awareness and understanding of the company's driving for work policies and procedures
- Initial driver assessment and training for the vehicle and types of journey they will be making
- A 'Buddy' system, in which a new member of staff is paired with an experienced staff member to act as their mentor for a period of time. It's important to ensure the 'buddy' does not pass on incorrect information or bad habits, so some training and monitoring for 'buddies' should also be carried out
- Driver handbooks should include information about the company's driving rules and procedures, and advice about safe driving. Keep a copy in the vehicle's glove box.

- Vehicle and route familiarisation, especially if the new staff member will be driving a type of vehicle they do not normally drive or on types of roads or areas they are not familiar with
- Telematics (if used) can provide an accurate picture of how the new person is driving
- Managers should monitor the feedback about new drivers carefully during their induction period, and ensure that the driver is also looking at the data about their driving to see how they can improve.
- Contractually, you might also consider making new or temporary drivers responsible for a higher proportion of your own damage excess All training, manuals handbooks should be signed for as evidence of completion and understanding.

Driver retention

Having found the driver(s) of your dreams, keeping them on your payroll when other sectors might be offering increased wages will be a challenge. Regardless of role, happy employees are generally productive employees, and providing a supportive and positive working environment is likely to be a low cost option.

Other factors would include:

- Competitive remuneration
- Private medical insurance
- Personal accident/sickness insurance
- Performance bonuses
- Profit share

Agency/temporary drivers

If you are forced to use agency or temporary drivers, all of the factors mentioned above should still be taken into account, and we would recommend you only use an agency that has driver negligence insurance cover

www.oamps.co.uk

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The Green Pages
NEW FUELS GUIDE
PEIMF PETROLEUM EQUIPMENT INSTALLERS MAINTENANCE FEDERATION
WINTER 2021/22 • ISSUE 8

The UK's first multi-fuel, open access, low/zero-carbon refuelling station

Boris Johnson's ten-point plan for a green industrial revolution helped inspire Birmingham's oldest manufacturing business, Webster and Horsfall, to transform an industrial site in the east of the city. Over the past decade, the family-owned business has been making a transition from metal bashing into a modern, low-carbon energy park.

Offering hydrogen, compressed natural gas, biodiesel and EV charging options, this unmanned facility is available 24/7 for refuelling; with integrated pay at pump options that accept credit, debit and fuel card payments.

The station has benefited from £10 million investment so far from a combination of public and private funding. The facility will support Birmingham in its commitment to reduce the levels of air pollution across the city and currently refuels 20 hydrogen buses for Birmingham City Council.

The TEP refuelling station is part of the Birmingham Transport Plan, supporting the introduction and supply of cleaner fuels to improve air quality across the city.

INDUSTRIAL HERITAGE

Webster and Horsfall was founded in 1720, making armoured wire for the first successful transatlantic telegraph cable in 1866 and laterly, spring wire for aeroplanes and cars. But from the 1960s, the business spiralled into a decline, like much industry across Birmingham. The once-thriving, industrial area of Tyseley faced social and economic challenges.

In 2010 they began consolidating the business into a smaller footprint, focusing on producing high-quality, low-volume wire. This enabled its old assets to be released for redevelopment on a rebranded Tyseley Energy Park (TEP).

Continued overleaf

Continued from p1

PHASE 1
10MW WASTE WOOD BIOMASS POWER PLANT

In 2013, TEP secured £50m investment and built a biomass power station that produces 10.4MW of green power from waste wood. The plant has diverted 72,000 tonnes of waste wood from landfill, generating power equivalent to the demand of 17,000 local homes. This electricity is supplied to all energy park tenants, enabling the company to reduce the unit prices of its manufacturing operation and make it more competitive while meeting its sustainability goals.

TEP director of property David Horsfall joined Birmingham City Council's green commission in 2013.

With a sustainability officer, he visited the Swedish city of Vaxjo, which had cut its fossil fuel emissions by 41% between 1993 and 2011.

David then helped the council create the Energy Capital project, funded by the EU climate knowledge innovation and community programme, which enabled serious research planning for the site.

TEP also formed a group bringing together influential stakeholders from the public sector, industry, business and academia, which meets quarterly to share ideas and develop projects and systems thinking that can be applied at the city scale.

The company was ahead of the curve in seeing its unused industrial land as a possible game-changer. It realised the future lies in becoming a renewable energy provider and developer of clean energy technologies and companies.

PHASE 2
THE UK'S FIRST LOW AND ZERO CARBON REFUELLING STATION

Taking advantage of its strategic location between the city centre and the airport, TEP developed a refuelling station offering a range of low and zero-carbon fuels (hydrogen, biodiesel, electric charging, bio-compressed natural gas) to enable trucks, vans and cars to comply with clean air zone requirements. An electric vehicle leasing company is based here, plus it refuels a fleet of 20 hydrogen buses.

PHASE 3
ENERGY FROM WASTE

As part of a relentless drive to make industry in the city greener, the next generation of waste reprocessing technologies will be developed on phase three, using clean energy linked to

city-wide grid infrastructure. Power generated within the site will be from renewable sources including the biomass plant on phase one and the energy from waste plant planned for phase three. This clean energy will be used to support the growth of the Webster and Horsfall Group's manufacturing operation, helping to achieve its' sustainability goals and reduce the unit price of products manufactured.

PHASE 4
BIRMINGHAM ENERGY INNOVATION CENTRE

TEP provides the university a 1ha plot on the site at a peppercorn rent for the Birmingham Energy Innovation Centre (BEIC). The university has invested £9m in new equipment and laboratories as well as construction. Next door will be an energy incubation hub. Horsfall says:

'We have been fortunate to secure £850,000 from the local enterprise partnership, which we are using to refurbish around 1,115m2 of office, laboratory and industrial space. This will provide facilities for green tech start-ups that want to co-locate with like-minded businesses.'

The energy institute will use the hub to run two SME engagement programmes, with 14 energy knowledge exchange fellows from its research centres providing expert technology support. There has already been lots of interest from a range of small companies, as well as university spin-outs keen on the potential to combine good-quality facilities with on-hand expert advice.

Horsfall continues:

'We'll have people with knowledge across the whole field – energy, waste, transport, recycling, labs and industrial space. Our goal is to support businesses from the initial concept through to full commercialisation across TEP and the wider area, to innovate, incubate and accommodate.'

R&D

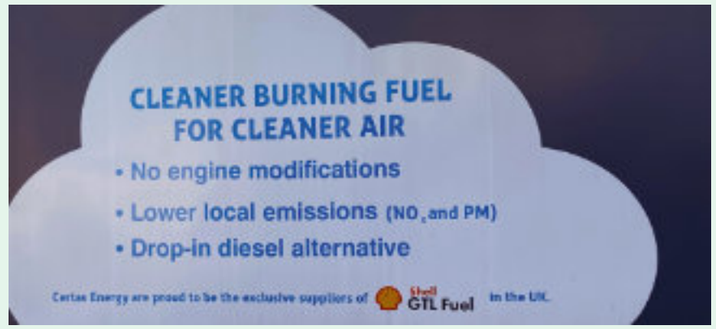
TEP has now moved onto supporting research and development in clean energy innovation, working with companies to commercialise them. Energy Institute staff will focus on six different energy components within the Innovation Centre. The majority of SMEs attracted to the Innovation Hub will link to one of these components and form working relations with relevant staff and researchers. The park as a whole will look to develop activities related to low carbon energy, transport and heat, waste and recycling, including any further capital

FUTURE ROAD MAP

There is still plenty of space on the existing site for further developments.

The university has submitted a substantial bid to build a national centre for decarbonised heat generation. The district heating potential of the site and surrounding industrial and housing estates and retail centres is also being assessed, as is scope for a decentralised energy system and smart grid with a 1.5MW battery storage facility. Horsfall and his colleagues envisage a wide range of possibilities, on which they have engaged with the local community.

TEP is a collaboration of passionate technology innovators, academics, scientists, project developers and proactive public sector bodies. Our intent is simple; challenge the norm and innovate to find solutions that will underpin the transition to a low or zero carbon future. In 2018 a TEP co-creation group was identified and assembled, bringing together key stakeholders from the public sector, industry, business and academia. The group meets on a quarterly basis to share ideas and develop projects and systems thinking that can be applied at the city scale



HYDROGEN

ITM POWER
Energy Storage | Clean Fuel

Hydrogen is produced on site using a 3MW ITM Power Proton Exchange Membrane (PEM) electrolyser, which splits water into hydrogen and oxygen. The hydrogen generated is very high purity, meeting all requirements for Fuel Cell Electric Vehicles (FCEVs). The hydrogen is dispensed at 700bar and 350bar ensuring a very quick and efficient refuel that can provide a 300-350 mile range.

When hydrogen is used in a fuel cell, it returns back to water vapour, meaning hydrogen as a fuel is a very clean fuel option.

BIOMETHANE OR BIO-COMPRESSED NATURAL GAS FROM CNG FUELS

Bio-CNG can be used by HGVs & vans as a low-emission and low-cost alternative to diesel. It helps reduce harmful particulate emissions from engines and the CNG vehicles themselves also run approx. 50% quieter than a comparable diesel vehicle.

The CNG refuelling station operates by connecting to the national gas pipeline, compressing the gas by using on-site compressors and then dispensing it into HGV's & vans. By displacing diesel with Bio-CNG an 84% reduction in CO2 eq. emissions compared with a diesel truck.

The refuelling experience is incredibly user friendly with an automatic fill once refuelling nozzle connected to the vehicle.

For more information please see http://www.cngservices.co.uk/

SHELL GTL

The Certas Energy state-of-the-art bunker provides a convenient place for HGV operators to refuel on diesel, gas oil and Adblue via eight high-speed pumps.

The facility is the second refuelling bunker in the country to dispense Shell GTL fuel, offering a cleaner burning, drop-in alternative to diesel for on-road and off-road applications. The use of Shell GTL fuel immediately lowers emissions of harmful pollutants such as nitrogen oxides (NOx) and particulate matter (PM). The fuel also delivers additional performance benefits for vehicles operating in built-up urban areas, such a reducing fuel odours and engine noise levels. Shell GTL fuel will also power the site's truck wash facility for large vehicles.

For further information on the fuel options available from Certas Energy please contact fuelcards@certasenergy.co.uk

certas energy

ELECTRIC CHARGING

Improved vehicle design, battery performance and falling prices, is enabling widespread electric vehicle market penetration. This combined with policy support and restrictions on other vehicles to improve air quality, such as Birmingham's Clean Air Zone will increase this momentum even further.

Tyseley Energy Park will offer a range of electric charging facilities including 150kW electric vehicle rapid chargers. Vehicle and fleet owners will be offered a lower cost electric charging unit price if they commit to a defined dwell time at the charging points.

For further information on electric charging available please contact enquiries@tyseleyenergy.co.uk

WINTER 2021/22 • ISSUE 8 • THE GREEN PAGES - NEW FUELS GUIDE

New ‘GRIDSERVE Partner Network’

To support and accelerate the shift to net zero carbon transport worldwide

GRIDSERVE Partner Network will provide the technology, expertise and support to partners worldwide, and accelerate the global rollout of net zero EV charging infrastructure

The GRIDSERVE Partner Network will open up the company’s ‘Sun-To-Wheel Ecosystem’ (comprising hybrid solar & battery farms, electric vehicle (EV) charging infrastructure, and electric vehicle solutions) to like-minded partners across the world, interested in accelerating net zero transport initiatives.

The aim is to speed up the global rollout of world-class EV charging infrastructure, powered by net zero carbon sustainable energy, in the shortest possible timeframes.

Toddington Harper, Founder and CEO of GRIDSERVE said;

“GRIDSERVE’s mission is to help deliver sustainable energy on the scale needed to move the needle on climate change. In the UK we are delivering this vision at an extraordinary pace, building a ‘Sun-to-Wheel’ ecosystem of hybrid solar & battery farms, high-power EV chargers, and electric vehicle leasing solutions.

“This is supported by customer experience technology that is decarbonising the UK’s transport system; giving drivers everywhere the confidence to go electric, sooner than anyone could have imagined only a few years ago.

“However, to be serious about addressing the climate crisis, we need to think and act on a global scale. That’s why, at COP26, we launched the GRIDSERVE Partner Network; to share our knowledge, expertise and experience from delivering and operating the leading charging network in the UK. We will help like-minded partners to also rapidly deliver the best possible EV charging networks at scale across the world.”

IN JUST 5 YEARS

In just five years since being established, GRIDSERVE has delivered the UK’s most comprehensive EV charging network, recently being awarded the prestigious crown of Chargepoint Network of the Year at the EVIES. The company also builds and operates hybrid solar & battery farms, which generate close to 100 million kWh’s of zero carbon energy each year. Also providing net zero carbon energy to GRIDSERVE’s charging network, which serves 85% of the UK’s motorway network as well as towns and cities across the UK.

GRIDSERVE opened the world’s first Electric Forecourt® in December 2020 in Braintree and plans to open several more in the next 12 months, starting with Norwich, Gatwick, Gateshead, and Uckfield. Over 100 Electric Forecourts® are planned to be built as part of a £1bn+ investment programme. More than 50 additional Electric Hubs, each featuring 6-12x 350kW chargers, are also being built across the UK in a separate £100m+ rollout, with the first site opened at Rugby services and several additional sites now also under construction.

MASSIVE INVESTMENT

Supported by Hitachi Capital UK plc. and TPG’s The Rise Fund, GRIDSERVE has also invested millions of pounds into research and development to deliver and operate net zero electric charging infrastructure that is functional, reliable and easy to use. It has developed relationships with some of the world’s leading technology providers, including charging hardware providers ABB and Tritium, and amassed huge experience in planning, development, procurement, construction, operation, maintenance and management of large-scale electric vehicle charging hubs.

Despite considerable growth and success in the UK, a truly global rollout of EV infrastructure is the only way to decarbonise transport in the timeframes required to limit the worst effects of climate change. GRIDSERVE is therefore sharing its many years of experience with partners globally to accelerate growth.

GRIDSERVE is already in discussions with international petrol forecourt operators, landowners and investors to deploy its infrastructure, and is using the platform created by COP26 to reach out to others to raise awareness about the GRIDSERVE Partner Network and to commence discussions.

In addition to GRIDSERVE leasing land and investing its own capital in building and operating its own EV charging infrastructure, the Partner Network provides the opportunity for partners to invest themselves, or co-invest alongside GRIDSERVE, to establish their own EV charging networks in partnership with GRIDSERVE, providing the maximum flexibility without having to build an entire tech-enabled EV charging business.

Toddington Harper added:

“Everything we have achieved in the UK has required us to overcome massive complexities and challenges; experience we’ve spent years developing. It’s now time to share those learnings with partners across the world and accelerate the shift to net zero transport. Our Partner Network allows us to do just that, enabling others to capitalise on our market leading EV charging solutions within their own networks and geographies.”

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

“Our partnership with GRIDSERVE has been a total game-changer for electric mobility in the UK. Not only are we providing electric vehicles at some of the most competitive rates on the market, but we are at the same time developing a network of rapid, reliable and renewably powered EV charging infrastructure that will fast-track the electric vehicle revolution.

“We’re incredibly excited to support GRIDSERVE in its next phase of growth as it launches the Partner Network to export its unique expertise across the world and help like-minded partners everywhere to deliver sustainable energy and move the needle on climate change.”

GRIDSERVE was promoted by the UK Government as one of the world’s foremost companies leading the fight against climate change on a video played at the COP26 World Leaders Summit.

COP 26: Transport

Following last year's Cop26 conference, new HGV's sold in the UK will need to have zero emissions by 2040. The Government also announced the new design for the UK's network of electric charging points.

The Government hopes the vehicle chargers, designed with the Royal College of Art and PA Consulting, will become as recognisable as the red post box or London's black cabs.

The plans came in a series of announcements on low carbon transport made on 'transport day' at Cop26.

The Department for Transport (DfT) also said new trucks of 26 tonnes and under must be net zero by 2035, which comes on top of its pre-existing pledge to phase out the sale of new petrol and diesel cars by 2030. But exemptions to the phase out dates will be considered for specialist vehicles, such as those for the military or emergency services, and for small manufacturers who need more time to adapt.

Logisitics UK, which represents logistics businesses, welcomed the announcement as providing "much-needed certainty" for the industry, but warned the deadlines were achievable only with Government support.

Transport Secretary Grant Shapps said:

"The transition to zero emission transport has reached a tipping point. To support the transition to EVs, it's integral that we have the infrastructure to support it. My vision is for the UK to have one of the best EV infrastructure networks in the world, with excellent British design at its heart."

Transport day saw the launch of a working group of ministers from 24 countries and industry leaders – including representatives of GM, Ford, Mercedes, and Volvo commit to 100% zero emission new car and van sales by 2040.

ZERO EMISSION VEHICLE TRANSITION COUNCIL

It also saw the launch of the Zero Emission Vehicle Transition Council (ZEVTC), a network of 30 countries agreeing to work together to make zero emissions vehicles the new normal.

Other announcements include 220 million dollars in funding coordinated by the World Bank to support the decarbonisation of road transport in the global south.

Nineteen countries unveiled plans for 'green shipping corridors;' ports equipped with the necessary infrastructure to facilitate the shift to zero emissions vessels.

And 14 states, collectively making up for more than 40% of global aviation emissions, have put their names to a commitment to a new decarbonisation target under a new International Aviation Climate Ambition Coalition, the DfT said.

GUILT FREE TRAVEL

Mr Shapps said;

"I believe, as Transport Secretary, that we can get to guilt-free travel in this country. There's been an idea that's been allowed to percolate that somehow if we're going to meet all these different carbon commitments we are going to need to get to the point where we all stay home, that travel is somehow something which attracts great guilt.

"It gets worse the further you travel, so flying is, of course, the ultimate evil, as it's presented, and that's just not what we believe as the British Government. Any changes to the way we live our lives "should not be the inability to go and visit you friends and family and do business".

But the UK's biggest bus and coach provider warned the UK will not achieve the shift to net zero emissions through technology alone, and urged the Government to incentivise the use of public transport.

Martin Griffiths, chief executive of Stagecoach, said;

"We need leaders to be honest with citizens that we cannot go on as we are now by simply replacing jams of diesel and petrol cars with jams of electric cars. "Congestion is costing our economy billions of pounds each year, and that cannot be reduced by technology alone."

He added;

"Stagecoach is investing hundreds of millions of pounds in new clean electric buses and making major changes to reduce carbon, but we need the government's help in encouraging people to switch from cars to more sustainable public transport, cycling and walking."

And Michelle Gardner, head of public policy at Logistics UK, said;

"These dates will only be attainable if the Government provides the right support: our members need to see a nationwide network of recharging and refuelling infrastructure put in place, effective and affordable vehicles made readily available for all, and fairer charging arrangements for the necessary power upgrades to commercial premises.

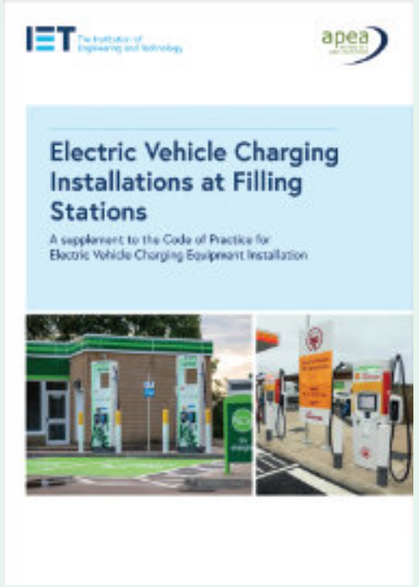
"We are disappointed that low carbon fuelled vehicles will not be available for sale after 2040. These fuels can act as interim solutions while the technology for zero emission HGVs matures; many of our members are keen to utilise these low-carbon alternatives."

UN CLIMATE CHANGE CONFERENCE UK 2021

IN PARTNERSHIP WITH ITALY

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**

Green hydrogen production

In the Port of Shoreham, West Sussex

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

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

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

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

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

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

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

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

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

Jonathan Copus, CEO of Getech plc said:

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

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

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

Tom Willis, CEO of the Shoreham Port said:

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

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

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Decommissioning a fuel terminal

PEIMF member Adler and Allan are experts in site decommissioning and share their experience of a major project

The challenge

The client, a large forecourt operator, approached us about the demolition of one of their assets. The main challenge was ensuring the site was safe to work in, which required the removal of any remaining fuel from site.

As the site was situated on a waterway, we also needed to ensure no contamination occurred.

Our response

Due to the area being hazardous, CompEx electricians first ensured that the site was safe, and free of live cables or other hazards. The first phase was to remove all the residual fuel from the site, then carry out all the tank cleaning with confined space certified operators.

Each tank had different fuels, including petrol, diesel and kerosene, and were capable of holding around five million litres of product. We drained all the tanks, took the fuel off site and then did a man-entry clean on each tank to ensure they were gas-free and ready for demolition.

The second phase was to dismantle the pipework and structures. There was still about 20,000 litres of fuel in the pipes that needed to be removed, before this could happen. In order to do this, all the valves were dropped and each area was sucked out. Once the fuel was removed, we used gas monitoring wands to ensure there was no gas left inside. This was done a few weeks before the demolition started to allow any residual vapours to vent away.

In phase three, we broke up the concrete and excavated the site. We also undertook ground testing and sampling to make sure there was no contamination.

The fourth phase was to remove all the pipework from under the jetty, grade the site, remove the remaining buildings and carry out final soil testing; before handing the site back to the client.

The outcome

The project was completed on time and on budget; safely and compliantly.

We removed, and disposed of, all the waste liquid fuel and managed the demolition of the physical assets.

Our teams of highly qualified consultants and ecologists supported in the remediation of any contamination in the land, allowing it to be handed over primed and ready for redevelopment.

What the client said

"The decommissioning of the fuel terminal is one of the most significant projects we have undertaken. Adler and Allan were selected, based on their excellent safety record and historic quality of service delivery. Their ability to provide in-house expertise across multiple disciplines was reflected in their highly competitive costs."

Infrastructure Manager (Health & Safety)

The Adler and Allan difference

Adler and Allan has been a one-stop shop; from arranging the risk assessments and method statements at the start, right through to handing the land back to the client at the end of the project.

Our in-house expertise has seen us deliver services from: gas-freeing and removal of fuel from site, to CompEx electricians removing the electricals in hazardous areas, teams of highly qualified consultants and ecologists supporting in the remediation of contaminated land and, ultimately, demolition.

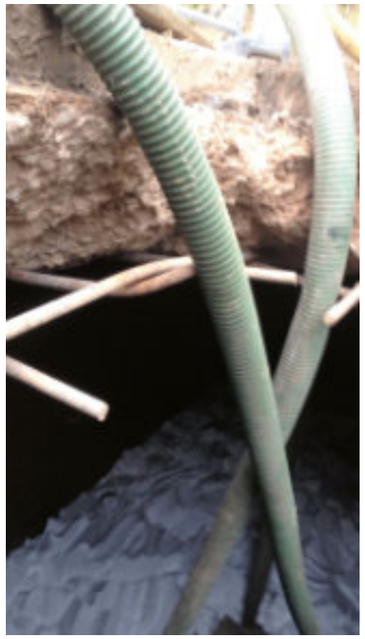
We have a wide range of assets at our disposal from vacuum and fuel tankers for fuel removal, and demolition equipment for the breakdown of the tanks.

We also have the infrastructure to get our people wherever they are needed, with depots and equipment nationwide.

www.adlerandallan.co.uk

To foam – or not to foam?
That is the question

When the use of resin generated foam (as an alternative solution for decommissioning tanks and filling void spaces) was introduced to the industry over 25 years ago, it was welcomed as an innovative and pioneering use of the product. Its lightweight and hydrocarbon-absorbing properties were applauded as significant advantages over traditional methods of tank filling, such as cement slurry or sand.



As foam injection has become the favoured solution of both the industry and enforcing officers, and the method has been fully legislated and incorporated into the Blue Book, there have been some people who have brought this application into question with a number of criticisms and observations.

1) Water filling is cheaper and easier

Whilst this is undoubtedly true in the first instance, water filling of tanks provides only a temporary decommissioning solution. It requires that the tank is either cleaned beforehand or for the water to be disposed of as hazardous waste upon emptying. Also, water filling should only be used for up to 12 months. Yet it is a common criticism of Petroleum Officers that this method is increasingly being utilised for longer periods, something which they are keen to crack down on as it does not provide a permanent solution.

2) The use of foaming concrete has introduced another inventive product to rival the use of hard foam

The use of foaming concrete does negate the use of difficult agitation techniques required for traditional concrete slurry. However, the product does not become a true contender as it still cannot absorb and neutralise the residual hydrocarbons as RG hard foam can. A single wagon can deliver up to 250 cubic metres of hard foam compared to 25 wagon loads required to deliver the same volume of concrete.

This provides direct significant cost savings in transport and also indirectly, by reducing operational down time, since the site can often continue to operate.

Whilst lighter than traditional concrete slurry, foaming concrete still has a density of 1100 kg/m^3 as opposed to 22kg/m^3 of hard foam, resulting in increased disposal costs if the tank is removed for site redevelopment.

3) The presence of formaldehyde in the foam presents a risk to human health

Undoubtedly there are considerations to be made involving the handling of applied foam, and the debate continues over the future classification of formaldehyde as a carcinogen. At present, the reacted foam is classified as a mild irritant and will remain stable for a period of up to 150 years. The formaldehyde in the set foam acts just the same as in other products utilising the chemical; such as garden furniture or car door panels.

A risk and COSHH assessment will determine the level of exposure, and certainly for close range work it may result in the requirement of alternative working methods, or appropriate PPE as a last resort. Contractors must consider this when planning works, but it is not an onerous task for a reputable contractor as he give considerations to the presence of other substances such as; petrol, diesel, AdBlue, asbestos, wet concrete and construction dust.

Continued on p32

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To foam – or not to foam? continued

4) Foam filled tanks have been found to have void spaces and areas where product has not set

Known cases of poor standards have undoubtedly called in to question the use of foam injection as a fully competent method of filling and decommissioning tanks. The London Fire Brigade recently carried out an investigation following allegations relating to sub standard work on a job.

They found evidence of erroneous self-certification and substandard application practices. As a result, the Energy Institute issued a warning that any tanks filled by the company were not to be deemed as safely decommissioned, over concerns of void spaces containing flammable gases.

However, reputable contractors should have in place thorough safe operating procedures, comprehensive training and checks in place to ensure the correct and proper application of the hard foam product. This includes the sufficient density and back pressure being applied to counteract shrinkage. Ancorra Environmental source high quality RG hard foam product from a reputable manufacturer in Europe and, as part of the supply agreement, pay to send its operatives abroad to their site to receive training direct from the manufacturer. Whilst we also have internal procedures in place as part of our management systems, we believe our suppliers are the best placed to train and advise on the correct and optimal use of their product, thus ensuring the highest standards for our customers.

5) The removal of a foam filled tank results in the whole tank being landfilled for disposal

Whilst this may be the practice for some contractors, the nature of hard foam means it is possible, unlike concrete, to remove it to enable the tank to be re-used or to allow for the metal to be recycled. If the tank is to be removed, contractors are often reluctant to do this because the foam is friable. This presents contamination issues and so the whole tank is often sent for landfill, which in itself presents difficulties as landfills are reluctant to accept bulky mixed materials.

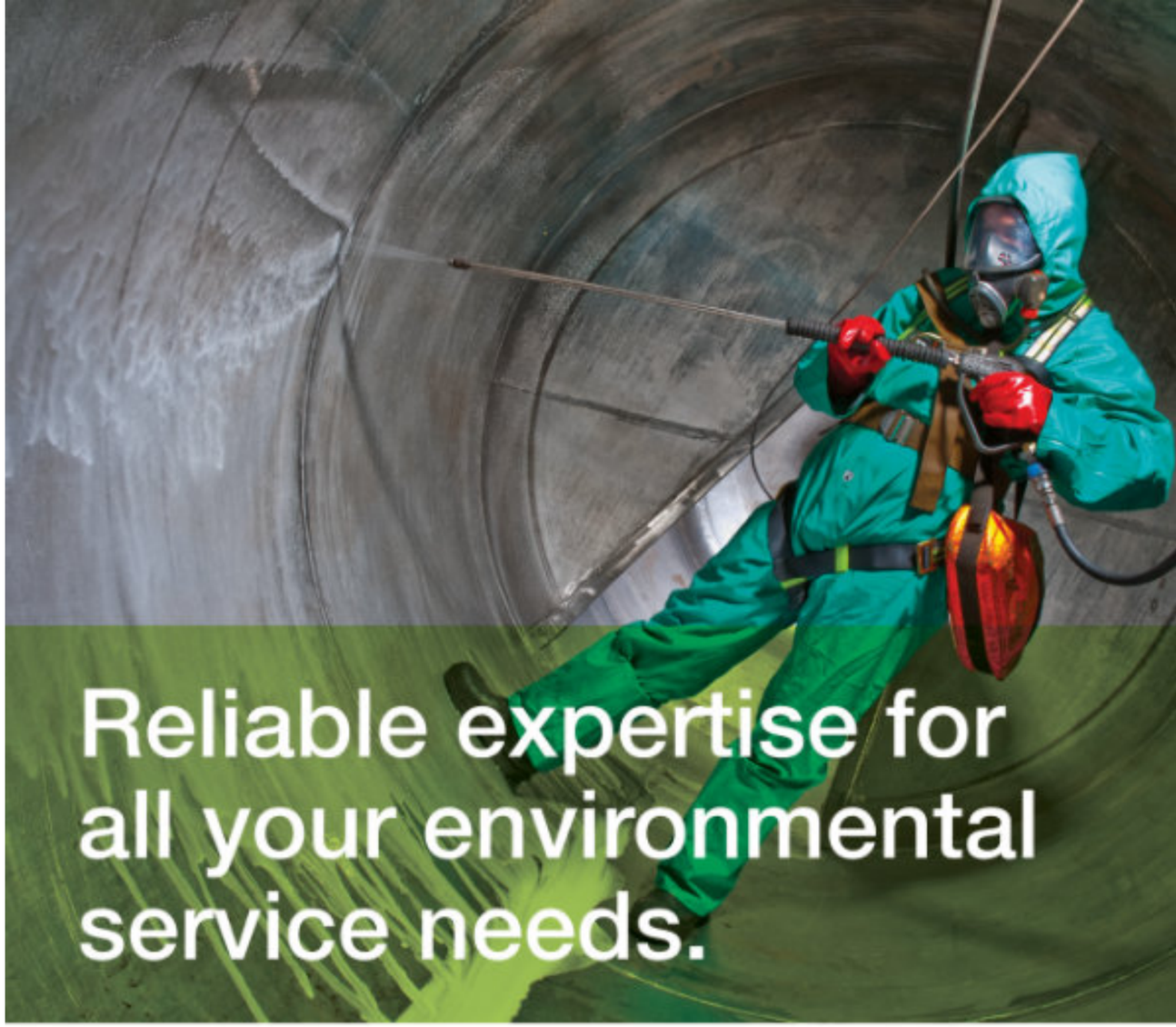
Ancorra Environmental have a commitment to providing recovery solutions for their customers wherever possible. With the use of adequate control measures, Ancorra could carry out this separation work on site or alternatively can utilise a fully licensed facility to accept a foam filled tank. The foam can be separated under contained conditions for onward disposal, leaving the metal uncontaminated for recycling.

In conclusion

It seems that some criticisms of foam filling are not totally unfounded, but the underlying problem appears to be as a direct result of misapplication or mishandling, as opposed to a problem with the product itself. New products have since been introduced but as yet none have been proved to be able to match all of the beneficial properties presented by hydrophobic foam. For this reason Ancorra Environmental Services Ltd continues to endorse and recommend the use of RG Hardfoam as the leading decommissioning solution, whilst ensuring the systems are in place in order to provide its customers with the highest application standards.

If you would like to find out more about foam filling, contact Simon Palmer at **simon@ancorraenvironmental.co.uk** or **0151 546 3012**

www.pumpislands.com



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Don't ignore the signs

The construction industry is playing an important role in the economic recovery of this country; however it can be a challenging sector to work in, and occupies the top spot when it comes to fatal injuries in the workplace. Safety signage makes a vital contribution towards helping to prevent these injuries, whilst also conveying the right message to workers and visiting parties. Neil Farmer, from leading forecourt construction provider, TSG UK Solutions, discusses.

Due to the nature of our business, TSG UK specialises in the field of health and safety signage, and we are here to help guide and advise our customers every step of the way. It can be easy to underestimate the value of clearly defined safety signage on a construction site. Signage creates that all-important first impression of a business to its stakeholders, other industry operators and passers-by and, crucially, helps to keep people safe.

First impressions count

Signage is often the first point of contact for site workers and contractors, immediately telling them something about the standards and expectations of the operation. So it is important to get it right. Inadequate or damaged signage (and fencing) suggests standards are low, leading to complacency amongst staff, which will ultimately affect their safety; even if related protocols are otherwise high. People respond with respect to environments that appear official, well-run and looked after.

Safety at work

Under the Management of Health and Safety at Work Regulations (1999), signage is a means of advising employees and other visitors of the risks associated with the site. For signage to be effective however, it is crucial that it is well-placed and not overused. Highlighting every conceivable hazard can leave people 'sign blind', becoming counterproductive and potentially causing confusion by diluting the key information.

Signage should not be used as an alternative to more thorough measures. The Health and Safety (Safety Signs and Signals) Regulations (1996) requires that signage should only be used in high-risk situations and not in replacement of other precautions. For example, placing a 'deep-excavation' sign on fencing around a site would not give adequate risk control. Edge protection and task lighting, supplemented with supervision, instruction and training all provide effective layers of safety. The sign is a reminder of these layers, rather than the only means of accident prevention.

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In the event of an injury, whilst safety signs cannot fully protect companies against a claim, they can help. If clear signs were in place but recklessly ignored, it is less likely that site owners will be held responsible.

Effective signage

Where signs are used effectively, they have a three-fold benefit:

Signs can advise on the access requirements, the hazardous nature of the site, what PPE to wear and where more detailed information on site safety arrangements can be found.

Signs can serve as prohibition (no unauthorised access), warning (danger construction site) to potential trespassers.

Signs can present a strong brand identity to stakeholders, visitors and passers-by. Clean, well-designed and detailed signage projects a well-managed and properly resourced business.

The second point is important under the Occupiers Liability Act (1984), which stipulates a duty of care for site operators. The act requires that responsible parties take reasonable steps to prevent access and warn of the risks to those considering a breach.

Whilst the duty of care required is less for a trespasser than a person with legal right of entry, site operators must still consider what other measures to take to control the risk of unauthorised access; a sign alone may not be deemed as sufficient.

Well-appointed signage

However good signage may be, if it is not fixed properly in the right location, then its purpose can become meaningless. Signs

can quickly look poor if attached in a haphazard manner, are allowed to become soiled, or the fixings are damage by adverse weather conditions.

For example, high winds create a significant challenge, causing large signs in particular to act as sails. Even perforated signage has the potential to cause Heras panels to become unstable and blow over, compromising security and creating the risk of injury. The temptation to remove warning signage during periods of high wind should be avoided where possible, as the legal requirement to advise the hazardous nature of site would be lost. Adding weighted ballasts to the fence can provide a good solution, or simply bags of sand.

Signs should be strategically placed throughout the site, in areas where:

- There is a specific risk that could cause injury; falling objects or moving vehicles
- There are hazards not immediately obvious - radiation or high voltage
- There are temporary hazards; ice on walkways or wet floors
- There is a PPE requirement
- There are dangerous substances; flammable or toxic chemicals, key in the forecourt environment
- There is any other hazard that could pose a health problem - asbestos or excessive noise

If used alongside appropriate training and safety measures (lighting etc.) the addition of suitable safety signs on your construction site can be a convenient and cost-effective way to prevent injury and maintain standards.

Even well-trained staff need reminders to take precautions, use safety equipment and wear protective clothing. Visitors to site need clear, visual warnings of any hazards that may not be obvious. Cutting corners will damage reputations, could lead to civil and criminal prosecution, injury, ill health or loss of life; a risk no business should take.

At TSG UK, we recognise how complex and daunting all of this information appears. But as market-leaders in the forecourt construction industry, with over 25 years of experience, we can help our customers to make the right signage choices for any size of project and offer guidance on health and safety procedures on site.

TSG UK is an expert in the construction of forecourts, including retail and commercial fleet sites. Providing an end-to-end service, from the supply of equipment through to project management and construction, small works, re-pumps, re-builds, landscaping and shop fitting. The company delivers an expert service, with health and safety at its core.

For more information, visit: www.tsg-solutions.com/uk/construction/

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Re-branding a petrol forecourt

Re-branding a petrol forecourt will probably not be something you're aware of until you drive past your local site one day and notice the oil company brand has changed. However, there is a lot of work needed behind the scenes to make this all happen seamlessly.

Oil companies are sticklers for detail and, quite rightly, fiercely implement their brand image. Having spent millions to build their brand, they need to ensure their franchised sites meet their brand standard. The franchisee or dealer also wants their site to look new and fresh to attract new custom.

PEIMF member, Doncaster-based Petrol Sign, has been kind enough to provide a breakdown of what is involved in a major forecourt rebranding exercise.

The first step

The first step is agreeing on the scope of the refurbishment with the customer. Normally this will be guided by the oil company, who's brand they are converting to, with strict rules on branding applied. As you would, many customers also take the opportunity to refresh other parts of their site: whether this is cleaning, painting or additional new signage. An example of a common update is the replacement of old under canopy lighting with the latest LED fittings, and an under-canopy sheeting clean.

The scope is decided by an in-depth site survey, to measure up and decide the signage requirements. Other factors need to be taken into account, such as access and obstructions. Primary consideration is how to work safely, ensuring the safety of site staff and engineers. Getting people and materials up to five metres in the air is not something you can leave to chance! Work is always pre-planned with the client, to minimise disruption to their business, and often includes working around other third party contractors on site at the same time. So planning is the key at all stages, but always starts with a good survey.

Once the scope is agreed and signed off the work really begins. Very little of the signage will be an off the shelf product, with the majority being manufactured bespoke for each site. To give you an example, on a recent project for a re-branding major oil company image, Petrol Sign encountered 49 different models of dispenser/pumps. Then you have to take into account 1 hose, 2 hose, 4 hose and 8 hose variants. Canopy fascia signage also has to take in length and depth of the existing canopy. Then each forecourt will have its own requirements for directional and equipment signs. This means the majority of materials will need to be produced from the survey and specific for that site.

Standard Esso re-brand

To give you an example of a standard Esso re-brand on a smallish forecourt with five pumps, the material list may be something like below.

- 1 x 6.5m Esso LED price sign
- 1 x Grillage to mount sign
- 50m Canopy facia signage
- 48m LED strip

Continued on p40

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Continued from p38

- 2 x Esso LED illuminated logo
- 2 x Height signs
- 2 x Esso canopy column illuminated blades above pumps
- 2 x Esso Wave branding towers
- 8 x Canopy column advertising panels
- 4 x Pump top advertising banners
- 2 x Vent stack signs
- 5 x Tank fill labels
- 8 x Pump operating instructions
- 8 x Pump numbers
- 24 x Pump grade labels
- 8 x Pump lower door oil company graphics
- 4 x grade available labels for canopy columns
- 6 x waste disposal bins in new oil company colours
- 1 x car wash menu board.
- Car wash fascia

Painting

- Paint canopy under lip
- Paint canopy fascia without branding panels
- Paint canopy columns
- Paint all pumps
- Paint lamp posts
- Paint car wash fascia edging

Cleaning

- Clean underside of canopy
- Deep clean forecourt

Ensure site owner is happy

Once the engineers arrive on site, the first task is to agree the work process with the site manager or owner; to ensure both parties are happy with the process and scope of works. This may occur over multiple visits. For example, where a price sign base needs to be installed prior to the sign being installed. Extreme care and planning is required as the sites usually stay open to some extent. So the priority is to separate the public from the works, where moving mobile access equipment is normally involved.

Before

After

The re-brand normally begins by stripping off all the old oil company branding. This is often the part where hidden issues then appear. Some canopies are over 40 years old and look OK until you see what is hidden behind the signage. Once stripped off, the old signage is packed up for return and to get separated for recycling wherever possible. Forecourt cleaning can then take place before the branding begins.

No splashes!

The second step is painting of the canopy and pumps before branding. This needs to be carefully planned to minimise disruption on site, but ensuring the safety of the public at all times. This can also be a very tricky task as anybody who has painted a ceiling will know. (How to paint at height and ensure that splashes don't get on things they are not meant to. Especially customers' vehicles...)

Finally - new oil company signware

The LED price sign installation is a specialist task, involving lifting a 6.5m high (or taller) sign with an HIAB. This requires the skills of an experienced crew with a lifting company, and should never be undertaken by inexperienced third parties.

The next step is the installation of the oil company canopy fascia signs and LED lighting. As this is the main element the customer sees on approach, it is crucial that this element looks good on completion. This is followed by the additional canopy column branding, such as pump numbers, grade signs, operating instructions and spreader panels.

Pump livery and grade labelling is then applied to the newly painted pumps. This is followed by the secondary works, such as tank labelling and any other ancillary branding required on the job.

Once complete, we all know how amazing the change a re-brand can make to a tired old petrol forecourt. With the latest in LED brand imaging, it is especially transforming; seeing the modern forecourt illuminated in the oil company colours on a dark evening.

Andy Kennedy from Petrol Sign says;

"It is very satisfying to see the re-brand completion photos coming back from our engineers. Even the smallest site can be transformed by a re-brand, and it is pleasing to see what a difference we can make in a very short time. We know from feedback we receive from our clients, just how pleased they are with the new image and how pleased their customers (the public) are with result of the re-image."

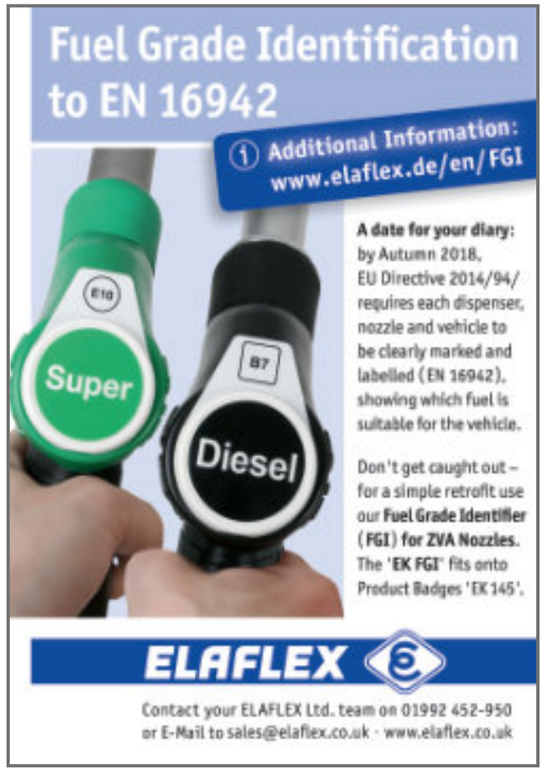
Before

After

Before

After

Petrol Sign can be contacted on sales.uk@petrol-sign.com Call 01302 346968 or visit www.petrol-signuk.com



News from TSG UK

Offering a helping hand to local community school

TSG UK is proud to announce the completion of a very special project at the Humphrey Perkins School; the construction of an additional recreational area for the pupils, finished just in time for the start of the new school term.

The Humphrey Perkins School, part of the Lionheart Educational Trust, nestles in the historic village of Barrow upon Soar, surrounded by the beautiful Leicestershire countryside. This popular, award-winning secondary school takes a proactive approach to continuous improvement in all aspects of school life, including its facilities.

When the school head identified an opportunity to invest funding into creating an attractive, functional space for the students, they approached TSG UK with their idea.

The TSG team from Loughborough visited the site, to survey the location and discuss potential options. Recognising the value and impact such an improvement would have on the school and its students, TSG agreed to carry out the work during the summer holidays - and at cost price.

Planning and preparation

Meticulous planning and preparation are key in any construction work, and this venture was no different. They carefully assessed and measured the site, inspected the drainage, completed a CAT scan to check for cables and pipework, before creating 3D visuals for the school to review.

Once the groundwork was completed, TSG joined forces with BC Shelters of Ormskirk, who was also happy to provide the materials at cost price to support this commendable initiative.

The result was a new canopy; bridging the gap between the school canteen and classrooms, providing a brand-new and inviting social area, fully equipped with picnic tables and benches. All ready to welcome back the students after the long summer break.

Jacqueline Davies, Projects Director for TSG UK commented;

"We were delighted to have had the opportunity to be part of this worthwhile endeavour, where the benefits to the students are plain to see. I would like to thank BC Shelters for their assistance in getting this build over the line, within a strict time frame and budget."

Ethan Trueman, Industrial Designer at BC Shelters noted;

"It was an easy decision for us to collaborate with TSG UK on this assignment, as together we have made a real difference to the daily lives of both the pupils and the staff at the school."

Associate Principal at Humphrey Perkins School, Della Bartram said;

"We are thrilled with our new al fresco dining experience and it is proving to be so popular with our students."

Kärcher transfers wash systems to TSG UK

Kärcher and TSG have extended their four year partnership in the UK. With immediate effect, TSG will take sole responsibility for the sale of Kärcher Wash Systems in Britain. This follows TSG Group's experience working with Kärcher; servicing and managing the installation of vehicle wash across Europe.

Kärcher will continue the sale, hire and service of all other Kärcher products (i.e. pressure washers and scrubber driers) and remain committed to providing the best solutions for all cleaning needs. Customers looking for Kärcher's range of vehicle wash solutions, including truck and bus washers and gantry systems, will now be directed to TSG UK as the first point of contact.

Since 2017, TSG UK has been working with Kärcher delivering the installation, servicing, and maintenance of its wash systems to customers such as Shell and Stagecoach. Now TSG UK is responsible for the whole process, providing one port of call for customers looking for either a complete 'end to end' wash service.

Frank McLaughlan, TSG UK Wash Director said;

"TSG UK and Kärcher's relationship has gone from strength to strength over the last four years, with their products and our installation and servicing capabilities perfectly complementing one another. With our strong position in the commercial and retail sector in this country, it makes sense that we take the sales reins too."

"We're extremely pleased that Kärcher has handed us the baton, something that can only enhance our commercial wash provision to new and existing customers."

For all enquiries relating to Kärcher Wash Systems, contact: www.tsg-solutions.com/uk

Acquisition of specialist electrical and signage contractor, DRB UK

TSG has acquired DRB UK Maintenance Limited (DRB) from Emtec Group.

The acquisition follows the rapid growth of TSG UK in the new energies sector (including EV, gas and hydrogen) as customers look to reduce their carbon footprint and adopt alternative fuels.

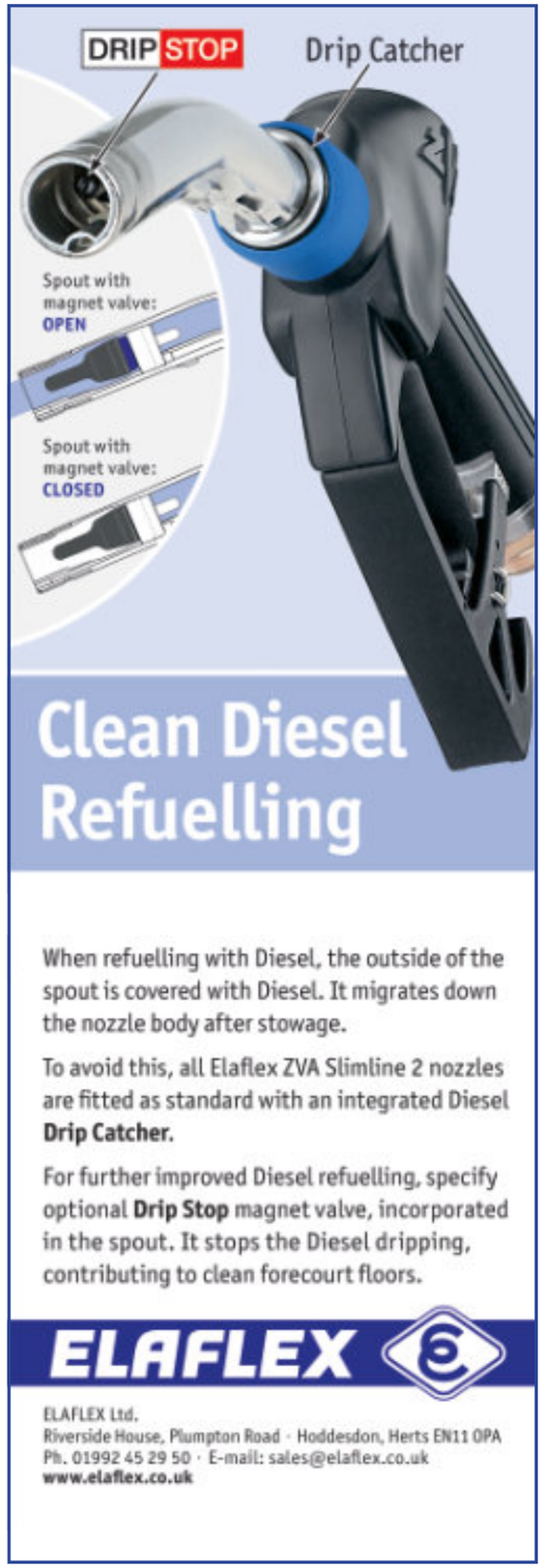
DRB is the UK's premier nationwide forecourt electrical contractor specialising in design, installation, commissioning, testing and maintenance. With over 40 years' experience and contracts with major and national oil companies, they have been at the forefront of enabling forecourt operators to install EV chargers for their customers. DRB is also one of the leading branding and signage installation contractor on forecourts.

Henry Simpson, Managing Director of TSG UK said;

'I am delighted to welcome the DRB team to TSG UK. DRB are a leading specialist service provider in the forecourt retail industry with an enviable record for providing a high level of HSSE, quality, technical support and value for money on project delivery'.

Scott Stevenson, CEO of Emtec Group said;

'We are pleased to be handing over DRB to the very safe hands of TSG where I know the business will continue to thrive. DRB have been an integral part of Emtec Group's success for over a decade, and we wish them every success for the future.'



Stefan Kunter elected new CECOD president

The European manufacturers' association CECOD has a new leader. A longtime CECOD Exceutive Board member and CEO of ELAFLEX, Stefan Kunter was elected president for a period of two years during the General Assembly held in September 2021.

Stefan outlines one of the main goals of his presidency

"In 2022 and 2023 the european manufacturers will face challenges in the transition to sustainable mobility. Creating further framework conditions, standards and regulations for the infrastructure is our eminent task.

"This is the only way to manage the move towards alternative fuels. It is our goal to help make everyday use of alternative fuel dispensing as user-friendly, safe and sustainable as is the case today with petrol and diesel for customers throughout all member countries."

CECOD is actively engaged in the fields of safety, legal metrology and environmental regulations, and has world-leading experts for the measurement of fuels and vapour recovery. Their technical committee members have key roles writing European standards and guides. Members from many european countries enable CECOD to gain information and influence at both European and national levels.

The following PEIMF member companies are also CECOD members: Dover Fueling Solutions, Elaflex, Hytek, Franklin Fueling Systems, Gilbarco-Veeder Root, OPW, Petrotec Group and TSG

www.cecod.eu

New Low Level Water Float for Diesel

From Franklin Fueling

Franklin Fueling Systems has announced the launch of its Low Level Water Float for Diesel. The new float can detect water levels down to ¼", compared to existing water floats which can only detect water at ¾".

In an 8' x 8,000 gallon tank, the Low Level Water Float can detect just 4 gallons of water, which is a 69% reduction from the standard ¾" float. Because even the smallest amount of water can cause corrosion, this float enables station owners to be alerted sooner and react to water before corrosion can develop.

Mark Seitz, Senior Product Manager of Fuel Management Systems for Franklin Fueling Systems says;

"For years, water at the bottom of a tank had a negligible effect on a diesel fuel system. That changed in recent years when the fuel composition was altered, leading to widespread corrosion caused by water in tanks.

"With this new Low Level Water Float we're now able to understand when water is coming in at a much lower level than before."

The Low Level Water Float for Diesel can be paired with Franklin Fueling System's Corrosion Control™ System for an added layer of protection from water in the diesel fuel system.

www.franklinfueling.com

EV, non-fuel retail, and the rise of digital wallets: how digital payments can give forecourt businesses the competitive edge

Nick Horne, Sales & Commercial Director at Suresite

Digital wallets, in-app payments, prepaid cards, QR codes, wearables - those payment methods once considered 'alternative' are now very much the mainstream. Driven in part by the need to cut down on physical contact due to the pandemic, contactless payments accounted for 88.6% of card transactions in the UK in 2020. Physical credit and debit cards can expect to soon be eclipsed by e-payments, with forecasts suggesting a growth in usage of 70% between 2020 and 2025.

But what does the digital payments revolution mean for forecourt retailers?

The accelerating adoption of faster, more efficient and convenient forms of payment, combined with the growing popularity of electric vehicles and the rise of non-fuel retail, is causing a fundamental shift on the forecourt.

Offering digital payments can help unlock serious additional value for retailers - and those businesses who offer a broader range of options at POS can expect to enjoy a competitive edge over those who don't.

Spending money is easier with digital

Ensuring a frictionless payment experience in store is one of the simplest ways that retailers can unlock further value - and mobile and contactless payments provide exactly that. Offering digital payment methods at point of sale can encourage higher basket spend, lay the groundwork for more frequent visits and foster customer loyalty.

Customers now expect to be able to pay the way they want to at checkout - whether that's using a digital wallet, an in-app payment, via a QR code or otherwise. PayPal's How we Shop report (September 2020) found that the shopping decisions of 57% of consumers would be impacted by the digital payment options on offer from the retailer. In short, if forecourt businesses want to succeed, they must ensure a seamless payment experience that enables the customer to choose the best option for them.

There's no doubt too that contactless and digital payments make it easier for consumers to spend their money.

Minimising the number of actions required to make a payment is, in essence, removing barriers to customers, and making their lives much easier. ApplePay, for example, sets no limit on how much you can spend in one transaction, and with the contactless card limit now at £100 in the UK, retailers might see a positive impact on the totals spent at checkout. The Treasury anticipates that the uplift will provide a boost to the struggling retail sector in the wake of the pandemic.

Digital equals data

Digital payments equals data - and data is often the difference between having the competitive edge, or not.

Modern POS systems are enabling retailers to access aggregated customer insights on spend and shopping behaviours. The simple act of offering a digital receipt by email – and thus attaching email addresses to transactions – can unlock whole new depths of insights at individual customer level.

Mobile apps too, can help retailers to extract further data and information from the customer, and provides an ideal method by which forecourts can send personalised offers to customers based on their shopping habits, and by linking store loyalty programmes with digital payment options retailers can drive further sales and brand loyalty.

The business benefits of making money simple

Investing in a broader range of payment options at point of sale is also as much about making the retailers' lives easier as it is the customers'.

With certain additional payment methods, transactions can be processed much quicker - rather than a wait time of say, transaction day plus three, retailers can enjoy much more immediate receipt of funds. The benefit to the forecourt is easier cash flow management, and the ability to better predict budgeting and spending, and avoid short-term financing.

EV and the digital life of the forecourt

There are almost 300,000 electric vehicles on UK roads today - and an additional 600,000 plug-in hybrid vehicles. Sales of EVs are accelerating (up by 186% in 2020 alone according to HeyCar) and some sellers of electric cars even reported an uplift in enquiries throughout September, linked in part to fuel shortages at UK petrol stations during that particular month.

The electric vehicle revolution demands that the digital life of fuelling stations evolve. The way consumers engage with the forecourt will invariably shift, and so too will the way in which they pay for services.

There are a number of great examples of major forecourt brands embracing the digital needs of the customer through mobile apps. These platforms can enable customers to easily pay for electric vehicle charging using the app at EV charging points across the UK. Mobile apps may well be the future of the forecourt as electric vehicles gain in popularity - enabling customers to pay for EV charging, purchase a coffee, and even book a working space with WiFi, all from one convenient app.

The longer dwell times at the forecourt - as customers wait 30 minutes or more for their cars to reach full charge - will see sites become clean, slick and busy retail hubs. In the future we might expect to see a whole host of brands, from pop-ups, to restaurants and eateries, clothing stores and fashion brands on the forecourt. This larger retail offering would have a huge impact on how payments are taken - we could even see the adoption of other retail trends on the forecourt, such as click and collect, payment using QR codes, and even buy now, pay later schemes.

Those forecourts and fuelling stations that offer convenience, a broader non-fuel retail offering to fill dwell time, and simple and easy ways to pay will take the competitive edge over others.

Digital payments are just the beginning.

Investing in the future

For the small and medium-sized forecourt retailer, the likes of a mobile app akin to Shell Recharge or BP Pulse may seem out of reach, given the investment required to build and brand consumer apps and platforms.

Offering a broader range of digital payment options in store, however, is not - and this is the best place to start.

Although this too will require financing and infrastructure, retailers can focus on gradual implementation of digital payments rather than enabling every possible type of payment straight away.

Working with experienced payment providers and utilising key POS data can help retailers to identify the needs of their site(s) from a payment perspective. Is there demand from consumers for ApplePay or AliPay to be accepted? For some forecourts, perhaps the need for the latter is far less likely than, say, sites in central London. But considering the likely adoption rate of a payment method, before making an investment in mechanisms and infrastructure, will help retailers to make the right decisions for their own forecourt.

The good news is that, with a contemporary POS system, the cost of integrating an additional payment method is going to be minimal.

Customers demand flexibility, convenience and options at checkout - and failing to deliver a variety of digital payment options for in-store transactions is likely to result in loss of custom. Digital payments also have the potential to unlock plenty of additional value for forecourts - by helping to understand their customers and remove barriers to a frictionless experience.

Now very much in the mainstream, retailers must ensure they accept digital payments of every shape and size in order to gain and retain the all-important competitive edge.

www.suresite.co.uk

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01579 344503
www.aggroupltd.co.uk
Electrical and tank testing, supply installation and servicing of pumps

A & R Pavelin Transport Ltd
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AbFad Ltd
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www.abfad.co.uk
Tank linings, leak detection, rope access

Adler & Allan Ltd
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Aidan Strain Electrical Engineering Ltd
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www.aseeltd.com
Electrical & mechanical generator installation contractors

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Air lines, jetwash, vacuums, servicing, chemicals

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NDT & asset integrity inspections

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

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

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

Broham Forecourt Developments Ltd
www.broham.co.uk
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Specialist principal contractors in retail forecourt & commercial fuel installation

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

Bulk Meter Services Ltd
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www.bms-ltd.com
Supply, install & service bulk meters & registers for fuelling applications

Trade events – *they're back!*

Trade events – so vital in establishing business relationships, have obviously been side-lined for the best part of 2 years. Doors were finally thrown open towards the end of last year and our editor attended a couple of key exhibitions.

Here is his review of one of the industry's major days *(disclaimer: he organised the roadshow!)*

Which events did you attend in the autumn?

In November I was at the Forecourt & Fuel Roadshow in Bradford, West Yorkshire and the APEA live expo in Milton Keynes.

Regarding Bradford, what Covid protocols were put in place?

- The exhibition suite in Bradford was a nice large space – enabling extra refreshment and buffet stations
- Exhibitors were served lunch at their stands
- Plenty of table space was available for visitors to dine
- Exterior windows and doors were left ajar to help circulate fresh air
- Visitors were requested to have been double vaxed or have had a negative test
- Face coverings were provided, as required, with hand sanitisers aplenty

How was the attitude of exhibitors and visitors?

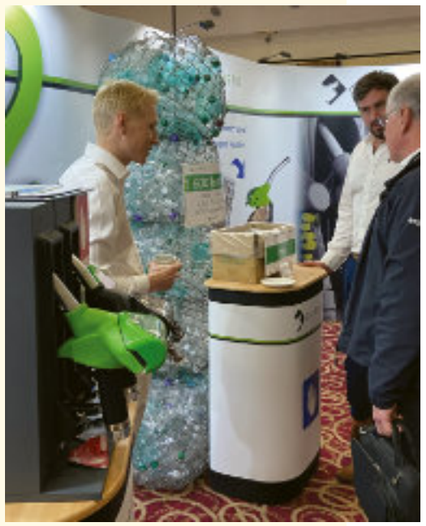
Very positive, with a real feeling of freedom and release. We may have lost a few potential visitors, but these were undoubtedly replaced by new faces. Exhibitor number was an all-time high, and these events were certainly welcomed and well attended.

Do you feel the events were successful?

Certainly Bradford was a great success. I also felt APEA live had a similar level of attendance as previous years and the awards dinner seemed a fantastic night.

Any negative reaction after the event?

Fingers crossed 'No'. I'm sure we'll get to hear if there have been infections, but certainly nothing has been reported to date.



And so - to the future

Undoubtedly onwards and upwards for these and other trade events in the new year.

There will be five forecourt and fuel roadshows in 2022

www.theroadshows.co.uk

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0870 757 6323
www.centauronline.co.uk
Installers of fuel pumps, tanks & fuel management equipment

Centre Tank Services
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www.centretank.com
Fuel dispensing, storage tank and AdBlue equipment, Piusi products and Husky nozzles

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Commercial Fuel Solutions Ltd
02380 231007
www.commercialfuelsolutions.co.uk
DSEAR specialist in fuel storage & handling systems, bulk metering, management, AdBlue

Cookson & Zinn (PTL) Ltd
01473 825200
www.czltd.com
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County Pumps Ltd
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www.countypumps.co.uk
Installation repair and service of fuel systems, pumps & fuel monitoring systems

C P Installations Ltd
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www.cp-installations.co.uk
Tank & pipework specialists, electrical services, site maintenance, decommissioning

DM Petroleum Services Ltd
07836 587291
Pump & pipework installations, line testing

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www.dmcslimited.co.uk
Calibration of bulk liquid storage vessels

Dover Fueling Solutions
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Fuel management solutions for independent, hypermarket and multinational.

Durapipe UK
01543 279909
www.plxpipe.co.uk
Manufacturer of plastic pipework systems

D R Forecourt Services Ltd
01691 610733
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E & S Environmental Services Ltd
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Tank cleaning & testing, site maintenance, fuel services

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Software start-up providing real-time visibility to petrol retailers

Elaflex Ltd
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www.elaflex.com
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Equipe Environmental
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www.equipeenvironmental.co.uk
Supply, install & test tanks, gauges, covers, pipeworks, pump spares

ETTS
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www.etts.co.uk
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Manufacturers of commercial fuel management systems

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www.global-msi.com
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Greenchem Solutions Ltd
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GT Forecourt Solutions Ltd
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enquiries@gtforecourt.com
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H&S training & advisors, SPA passports, IOSH & confined space training

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Install, maintain & repair forecourt valeting equipment

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www.leightonobrien.com
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O'Connell Site Services
0151 546 9888
Tank installation, demolition, decommissioning, pump calibration

Octane Holding Group
0113 201 2460
www.octane.uk.com
Pumps, tanks, environmental and technical services

Oil Tank Supplies Ltd
01386 853409
www.oiltanksupplies.com
Fuel storage systems including hire and industrial tanks

On The Level
0780 0731489
www.ontheleveluk.co.uk
Installation & service of tank gauges, DCDs and associated equipment

OPW
01756 799773
www.opwglobal.com
Manhole covers, underground enclosures, tank & dispenser sumps

Orbis Tech Ltd
023 8022 7645
www.orbistech.com
Fuel retail software solutions; point of sale, back-office and head-office

Panks Engineers (Castle Hill) Ltd
01603 620294
www.panks.co.uk
Water specialists, dirty water, bore hole drilling, treatment and installations

Pennine Pump & Tank Company
01254 679099
www.penninepump.co.uk
Pumps, fuel management systems, tank, pipe and electrical testing

Petroassist
0131 440 5810
www.petroassist.uk
Fuel dispensers and forecourt technologies

Petrol Sign UK Ltd
01302 346968
www.petrol-signuk.com
Supply & install brand signage, sister company to Global MSI

The Petrol Tank Company Ltd
01283 820213
www.thepetroltankcompany.co.uk
Manufacture small above ground petrol tanks

Petrotec
01442 219733
www.petrotec.uk
Distribution of fuel dispensers, car wash equipment, fleet management systems

PFS Fueltec Ltd
01376 535260
www.pfsfueltec.com
Specialist suppliers of fuel equipment to contractors owners/operators

Power Post Ltd
0800 085 6746
Petrol pump services and suppliers

Premier Forecourts & Construction
01792 310600
www.premierforecourtsandconstruction.com
Specialists in PFS fuel systems, construction & maintenance

Project-A International Ltd
07785 570185
www.project-a.uk
AdBlue consultancy, project management, compliance auditing, process engineering and environmental management

Propel Finance plc
01633 415222
www.propelfinance.co.uk
Specialist asset finance in the forecourt and convenience market

Protego UK Ltd
01543 420660
www.protego.com
Safety valves and tank accessories

Pump and Tank Services
01142 617015
www.pts-ltd.co.uk
Installation and maintenance of tanks, pumps, fuel management systems

Pumpwatch Ltd
00353 458 92155
www.pumpwatch.ie
Carbon fibre test measures for checking the accuracy of fuel dispensers

Risbridger
0845 644 2323
www.risbridger.com
Forecourt products to protect the environment and make forecourts safer.

R M Pumps (Cumbria) Ltd
01768 892444
Forecourt maintenance, installation, decommissioning & servicing

Safefill
01782 414526
www.safefill.co.uk
Suppliers of refillable LPG cylinders

Scotia Forecourt Services Ltd
01382 828576
www.scotiaforecourt.com
Manufacturing, refurbishing, and servicing forecourt valeting equipment

SDM Fuel Solutions
023 8063 4746
www.sdm-fuelsolutions.com
Engineering services, fuel sampling, cleaning, uplifts, emergency response

Southern Tank Services Ltd
01722 714514
www.tankservices.co.uk
Domestic & industrial oil tank replacement, removal and general services. Fuel polishing, water services

South Midland Installation Ltd
01296 422039
www.smiltd.com
Design & build tank and pipe installations, pipelines, decommissioning

SR Electrical Services Ltd
01562 750804
www.srelectrical.com
Design, install, test & inspect electrical systems in hazardous areas

STA Technical Ltd
0203 004 9326
www.statechnical.com
Bespoke engineering specialists for the forecourt industry

Suresite Group Ltd
01772 790901
www.suresite.co.uk
Providing health and safety (risk assessments and compliance audits) card processing, training & wetstock services

T.P.I (Ireland) Ltd
0771 5207168
www.tpi-ni.co.uk
Pump & tank installations, tank / pipeline testing, decommissioning and maintenance

Tanks & Pipework Ltd
01474 855587
www.fassuk.com
Tank / interceptor cleaning, inspection, relining. Fuel polishing, uplifts, transfers

TLM Technologies
0330 4339 620
www.tlmtechnologies.co.uk
New Tatsuno dispensers, OPT supply and support, tank gauge sales & maintenance, meter calibration, pump maintenance/ refurbishment

Toureen Retail Ltd
0208 424 7999
www.toureenretail.co.uk
Specialists in PFS construction, fuel systems, fit out maintenance, groundworks and signage.

Transflo Instruments Ltd
0844 257 8181
www.transflo.co.uk
Fleet fuel management systems, including pumps, gauges and software

TSG
0333 015 3001
www.tsg-solutions.com/uk
Tokheim & Wayne Dispensers, Karcher Car Wash, EV Chargers, EPOS, Hydrogen/CNG Equipment

The Triscan Group
0845 225 3100
www.triscansystems.com
Onsite commercial fuel management solutions, including tanks, pumps, gauges & software

United Pipework Services Ltd
01922 722737
www.united-pipework-specialists.co.uk
Forecourt construction & pipework services

Vectec Ltd
01296 624548
www.vectec.co.uk
Diesel fuel dispensing, storage & management

Western Forecourt Services
01446 736900
www.wales-and-west.co.uk
Supply, installation, maintenance of fuel dispensing equipment. Contract service work

Western Global Ltd
01454 227277
www.western-global.com
Manufacturers of static and transportable above ground storage tanks

Westfield Services (UK) Ltd
01924 477324
www.westfieldservicesuk.com
Contractors for pumps, pipework, electrical and building work

Worcester Petroleum Services Ltd
01905 620053
Forecourt, commercial, marine, petroleum installations and servicing

Yara UK Ltd
01472 889250
www.yara.co.uk
Suppliers of the Air1 AdBlue Solutions

OPW 21 Series Nozzle

European Style. World-Renowned Quality.

Designed For Petrol, Vapour Recovery, Diesel & AdBlue.
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