Autumn 2022

ISSUE No.96

Insite

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

In this issue :

- Wayne: 130 years
- Health and safety
- Vehicle cleaning

PLUS:
The Green Pages
New Fuels Guide

Welcome to the latest edition of Insite...

...where we include some key areas of the industry:

Health & safety
We cover the topic from a number of perspectives, and you should make sure not to miss Robin's brilliant analysis of your risk assessment on pages 16-17.

Vehicle washing and valeting
See pages 26 to 32 for all the latest developments in this very important sector of the business.

130 years of history
Over pages 19-24 we are delighted to include a fantastic review of fuelling developments; from day one to today, and on to the future. All from the perspective of TSG and the Wayne brand. Excellent read.

End of an era
I have a major vested interest in the forecourt roadshows – as organiser for many years. The shows have been an important staple in the marketing plans of many suppliers for many years. With the change of ownership (to The Petrol Retailers Association) on pages 47-49 I pay tribute, and offer thanks, to the industry and the wonderful people in it for all the support and involvement over the years. You might even get a mention!

Committee
Thanks as always to our excellent PEIMF committee and our new management team of Kirk & Siobhan.

We wish you all well during these extremely turbulent times. Our industry looks like it's keeping everyone busy. Long may it continue.

Don't forget Ukraine
And finally; please don't forget Ukraine. The horrendous circumstances for the people there are obviously terrible. Which in turn is certainly a major influence in our current economic crisis. The mainstream media seems to be forgetting this already.

All the best

David Honeyman
Editor

New PEIMF member

ELECTRAJET
PRESSURE WASHERS

Committee

Chair:	Kirk Main
Deputy:	Siobhan Keogh
Business Manager and Insite Editor:	David Honeyman
Technical Officer:	Phil Monger
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Front cover illustration
Brian Sage

In this issue

Health & safety	**6**
Nupi	
Griphero	
Adler & Allan	
Jackaman Insurance	
Commercial Fuel Solutions	
Special feature : Wayne 130 years	**20-24**
Vehicle valeting	**26**
Air Serv	
Istobal	
GAW	
Scotia	
ElectraJet	
In the frame: Tom Lewis, Gilbarco	36
Forecourt Roadshows : end of an era	41-43
PEIMF Members	44-47

The Green Pages
New Fuels Guide

8 pages packed with specialist information on new fuel technologies

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

Technical update

Clarification on petroleum storage certificates

A certain amount of confusion has continued since the introduction of the Petroleum (consolidation) regulations in 2014. Some types of fuel storage have been required to have a storage certificate, although under the 1928 Petroleum (consolidation) Act they were not obliged to have a licence.

A number of PEIMF members have experienced difficulty in installing petroleum storage tanks on non-retail premises, that had been required to have a storage certificate under PCR, and this has created additional restrictions and delays.

HSE have now made the point that, unless the storage of petrol is for the main activity of the premises or in other words, is ancillary to the main business, a storage certificate should not be required; as the Dangerous Substances and Explosive Atmospheres Regulations (Dsear) will apply on such sites. This has yet to be formally agreed with HSE, but the Petroleum Enforcement Liaison Group is awaiting a formal ruling before publishing guidance for enforcement authorities.

Fuel thefts

Fuel thefts are increasing again, not surprisingly after the huge increase in transport fuel prices and home energy charges. One monitoring company has been quoted as saying that non-payment has increased by thirty nine percent since January 2022. This includes driving off without paying and claiming not to have means of payment with them.

Domestic and commercial premises are not exempt, with many reports of storage tanks being damaged in attempts to steal heating oil. In such cases it is not just the loss of fuel, but also environmental damage and clean-up that is proving costly.

Dispenser capability

The rapid increase in fuel prices, taking some forecourts over the £2.00 per litre rate, has exposed a number of fuel dispensers incapable of going beyond the two pounds per litre charge. Although these are very old dispensers mostly operating in rural petrol stations, it has been brought to the attention of the Office of Product Safety and Standards to give a ruling on the options for such site operators.

You may remember a similar set of circumstances when pricing went over the £1.00 price per litre, and at that time it affected a lot of petrol stations. Upgrades soon became available.

Road tanker incidents

AT least two incidents have occurred involving road tankers in transit, and the matter of safety on fuel deliveries to petrol stations has been raised at the latest Petroleum Enforcement Liaison Group (PELG). Improvements to training of drivers and site operators to tighten up on site safety, where it relates to petrol stations, is taking place.

Of the two tankers involved during transit, one had been carrying aviation fuel in the Essex area and had ignited the fuel spilling over the side. The other had rolled over on the road in the Aberdeen area. We understand that, thankfully, nobody was injured. Both incidents are under investigation.

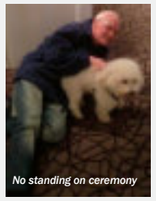
Barrie Butler, one of a kind

We heard the very sad news recently, that our old friend and colleague, Barrie Butler had passed away. Barrie had endured a long period of illness and faced it with the vigour and energy that he employed in all aspects of his life.

When he retired, some six years ago, we included the article (right) in INSITE magazine. It's only fitting that we share this again.

A truly great person.

Boxer, weightlifter, family man, fantastic salesman, I've known and worked with Barrie for over 20 years. During that time he has been client, advisor, friend and a massive help to us and everyone he's worked with. From starting Gemini Chemicals in 1979, with long term colleague Barry Dunne, Barrie has been ever present in the forecourt industry for nearly 40 years.



No standing on ceremony

When Gemini was taken over by Air-serv in 1999, the new company's turnover was around £2 million. Since then, the remarkable success of Air-serv has driven their turnover to over £20 million. As they saw off many competitive companies, Barrie was highly influential in establishing the Air-serv values; courtesy, professionalism, value for money, friendship, profit-sharing, loyalty and long term relationships forming the bedrock of their strategy.

He's always loved his job, loved working, and has enjoyed genuine bonds with both colleagues and clients alike.

A phrase you will often hear is "he will be missed by his clients" – and never has a truer word been spoken. I'm not sure what his job title is - he never needed one.

They say "They don't make 'em like that anymore" well they never made many like him in the first place.

All the best Barrie. The place won't be the same without you.

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

Smartflex is a single and double wall fuel pipework brand by Nupi Industrie Italiane S.p.A.

This company, which started as a family business, now has 6 factories and several warehouses around the world, including one here in the UK and celebrates its 50th anniversary this year.

The success of the company is owed to a constant focus on quality and improving on its products and installation methods.

Nupi makes pipes, fittings, sumps, manhole covers, welding machines and tools; all in-house to ensure full quality control.

The Smartflex multifunctional welding machine is the only one of its kind in the service station sector, and offers a **3 step control of the installation: before, during and after the installation**.

1. Before: only certified installers can operate the welding machine.
The welding unit simply won't operate unless the installer has a certified welding card issued by a Nupi certified instructor. The training is simple and all the certified installers are registered on Nupi's website.

2. During: the welding unit performs several tests during the welding process:
It measures outside temperature via a built-in thermostat and automatically adjusts the welding time accordingly. When dealing with plastic materials, temperature is important and needs to be taken into an account to ensure a strong, leak proof joint.

The welding unit does this job automatically, which saves time for the installer.

It works with a bar code system. All fittings have barcodes on them with fitting information (type and dimension) and welding parameters (voltage, and time). By scanning the barcode, the machine automatically sends the info to the machine and the electrofusion process can start.

In case of a problem, the machine will stop and report a problem on its display. This tells the installer what the problem is and how to fix it. By doing that, a potential problem is discovered instantly before the pipe is buried.

Control Parameter (Fitting Electrical Resistance) – makes it impossible to make mistake; scanning one fitting and welding, as the fitting resistance is different for each type. **This is very important safety feature that really improves on the quality of the installation.**

In addition the fitting bar code contains these 2 quality features:

a) *Raw Material type and batch number, production facility* - enables Nupi to track each fitting back to manufacturing facility, thus constantly controlling the quality

b) *Traceability code:* an additional option that works with a GPS unit, to enable locating of the fittings, once they are buried in the ground

3. After installation: welding and pressure test report

The SMARTFLEX welding unit is the only one in the forecourt market that offers the full welding and pressure test report of the installation. Both reports can be easily downloaded on a PC via USB stick and printed from any printer or saved and used in e-form.

The welding report has information on every single fitting that was installed: type, size, welding parameters, including also the information about the site, outside temperature, date and time and the certified installer.

The new model of the Smartflex welding machine, offers also instant cloud storage at the time of the installation, thus ensuring no data will be lost.

The Smartflex machine also has integrated software that allows pressure testing, in connection with Smartflex pressure test unit. The two machines work together and the pressure test is operated via pressure test cards, provided by Nupi. Up to eight lines can be tested at one time. The welding machine pressures the pipework to the required pressure/time and gives the full report of the test.

As a result of 3 step safety procedure, Nupi is able to give **30 year warranty** on its pipework that is followed with an Liability insurance policy of up to 12 mil euros per occurrence.

SMARTFLEX™

Here's what some key customers said about it:

Edward Wheeler, Eurotank Group Managing Director

"Nupi's Smartflex welder is the next generation of welding machines, which adds a new dimension to pipework installations. With other pipework systems, there is no record of who completed the welds, whether they were successful and whether they were trained. The Smartflex welding machine fixes all these problems.

"One of the main reasons for premature failure of plastic pipe work systems, is under welding of fittings due to the incorrect welding times being selected by the installer. The Smartflex welder and barcode scanning system stops that from happening. In addition to this, the welder promotes a good quality installation through the traceability of each weld and who did it.

"An installer is much more likely to prepare the pipe properly, if they know that a future fail can be directly linked to them. From a customer's point of view, the welding report and installer training card with bar code scanner, ensures that any failures due to installation can be acted upon, with persistent offenders, either forced to retrain or banned from completing pipe work installs on their network all together!

"Some of our customers would love to know who installed certain fittings on pipework systems that have failed after a short period of time, but there is no traceability with any of the other pipework systems!"

Matt Daglish, Kidderminster Petroleum Services Ltd, Installations Director

"We have been using SMARTFLEX welding unit and pipework for several years. The technology that this machine offers is far superior to anything else available on the market. Customers love it, as it gives them the full report of the installation. The installers like it as it makes it easy for them to use and gives them the confidence that the job is done well. Transferring data via USB is easy and I can get a full welding report on my PC in seconds. I am happy with both the welding unit and the quality of piping system, and I intend to use them for years to come"

For more information about Smartflex pipework system, please contact our European Sales Manager: maja.nedic@nupinet.com or visit www.nupiindustrieitaliane.com

One in five adults put children at risk by not wearing hand-protection when fuelling

Drivers and parents preparing for the big summer getaway are being urged to wear gloves at the fuel pump to help prevent the spread of more virulent strains of Covid – including BA.4, BA.5 and BA5.1 variants of Omicron - that can be passed on to passengers and children via food.

GripHero, which provides on-the-nozzle gloves, commissioned independent research into forecourt habits at the height of the Coronavirus pandemic in 2020. This showed that one in five adults filled-up without hand-protection and then passed food to children without sanitising. 73% of adults also admitted that they regularly fill up without using hand-protection, before eating a snack.

With falling levels of vigilance, and rising levels of more easily contracted viruses, the big-summer getaway could see millions of families on the road, travelling large distances, refuelling and eating on the go, magnifying the potential for the spread of transmissible disease.

Covid on nozzles

Studies by Ardabil University of Medical Sciences have shown that 5% of fuel pump handles have Covid-19 present on their surfaces. That equates to at least one contaminated fuel nozzle at every fuel station in the UK. With 2 million motorists refuelling their vehicles on a daily basis, over 100,000 drivers will be coming into contact with fuel nozzles contaminated with Covid.

Oli Yeo, inventor of GripHero, commented;

"The latest variants of Covid-19 have been shown to be some of the most contagious yet, and are tearing their way across the UK. With a busy summer ahead, and warnings from experts that hospitalisations are yet expected to rise, there's a need for all of us to take extra precautions.

"The good news is that almost all UK fuel stations provide gloves for the health and safety of their customers. Wearing gloves before you pick up the fuel pump handle forms a physical barrier between your hand and whatever the drivers in front may have left on that surface.

"Given that you'll be tightly holding a surface that has been gripped by hundreds of other drivers for up to three minutes, we simply ask that drivers 'glove-up' to protect themselves and their loved ones. It's the only certain way of stopping the chain of transmission dead in its tracks."

A 2020 University study, which took 100 samples from 25 forecourts, acknowledged that 'an individual can get Covid-19 by touching a surface that has the virus on it and after that touching their own mouth, nose, or conceivably their eyes.'

"You only have to look at drivers in traffic to see how frequently they touch their face, rub their eyes, eat food on the go, or even hand food to their children after refuelling. That creates a direct path for bacteria, diseases such as Covid, or harmful chemicals if you don't use gloves when you refuel.

"This one simple act could help to slow the rapidity of the spread of Covid this summer, which can otherwise leap hundreds of miles in a matter of hours and sit secretly on fuel pump handles; a surface which has been proven to be over 11,000 times dirtier than the average toilet seat. It's a simple step that should become routine and help keep people healthy as they enjoy their summer break."

GripHero's recognition that fuel pump handles provide a clear path of transmission led GripHero to dispatch over 50,000 free hand-protection dispensers to forecourts on five continents during the pandemic; protecting an extra 60 million drivers against Covid-19, in addition to the 500 million motorists already protected by GripHero's on-the-nozzle glove solution.

For more information call 01837 811 035, email info@griphero.com or visit www.griphero.com

Separating good practice from bad

Separators are essential for avoiding pollution on premises where oil, or other hazardous spills are a risk, including: distribution depots, forecourts, fuel storage sites and major carparks.

Designed to trap harmful substances before they enter the surrounding area, separators can become blocked and their filters saturated, stopping the flow of water off-site or causing contamination to the local environment. Sites that do not keep separators in good working order risk flooding and downtime, while facing hefty fines for non-compliance and prosecution if the surrounding area is polluted.

Vital part or maintenance

The current applicable standards and good practice are BS EN 858-2:2003 and GPP3 use and design of oil separators. Regular separator maintenance and cleaning is essential to keep all pollution prevention equipment working at optimum efficiency and also provides the information needed for service log scrutiny during environmental inspections.

Separators should:

- Be fitted with an automatic warning device / high-level alarm
- Be serviced and maintained as a minimum on a six-monthly basis
- Be subject to a maximum interval of a five-yearly integrity test
- Have full service and maintenance records available for inspection

Good practice guidance: CIRIA C736

CIRIA C736 is the current good practice guidance documentation for the design, inspection, and maintenance of containment measures to prevent pollution.

It has been designed to assist operators meet the statutory obligation under the Control of Major Accident Hazards Regulations 2015 (COMAH) and the Environmental Permitting (England and Wales) Regulations and associated regulations. It applies to the containment of a wide range of inventories and to all sizes of sites – from small commercial premises with a single storage tank through to large chemical or petrochemical sites, as well as warehouses storing hazardous substances. A pollution incident, due to a poorly maintained asset or inadequate containment is a strict liability offence.

Increase in fines

There has been a marked increase in fines over the last decade, especially for large companies. Businesses can be fined up to 100% of their pre-tax profits and, in certain circumstances, senior officers of offending businesses have been held personally liable. Beyond the obvious financial fallout, organisations must also deal with ecological, legal, and reputational damage. The onus is on operators to demonstrate compliance with regulations to reduce the risk of a pollution incident and a robust asset maintenance programme is essential.

Experienced partner

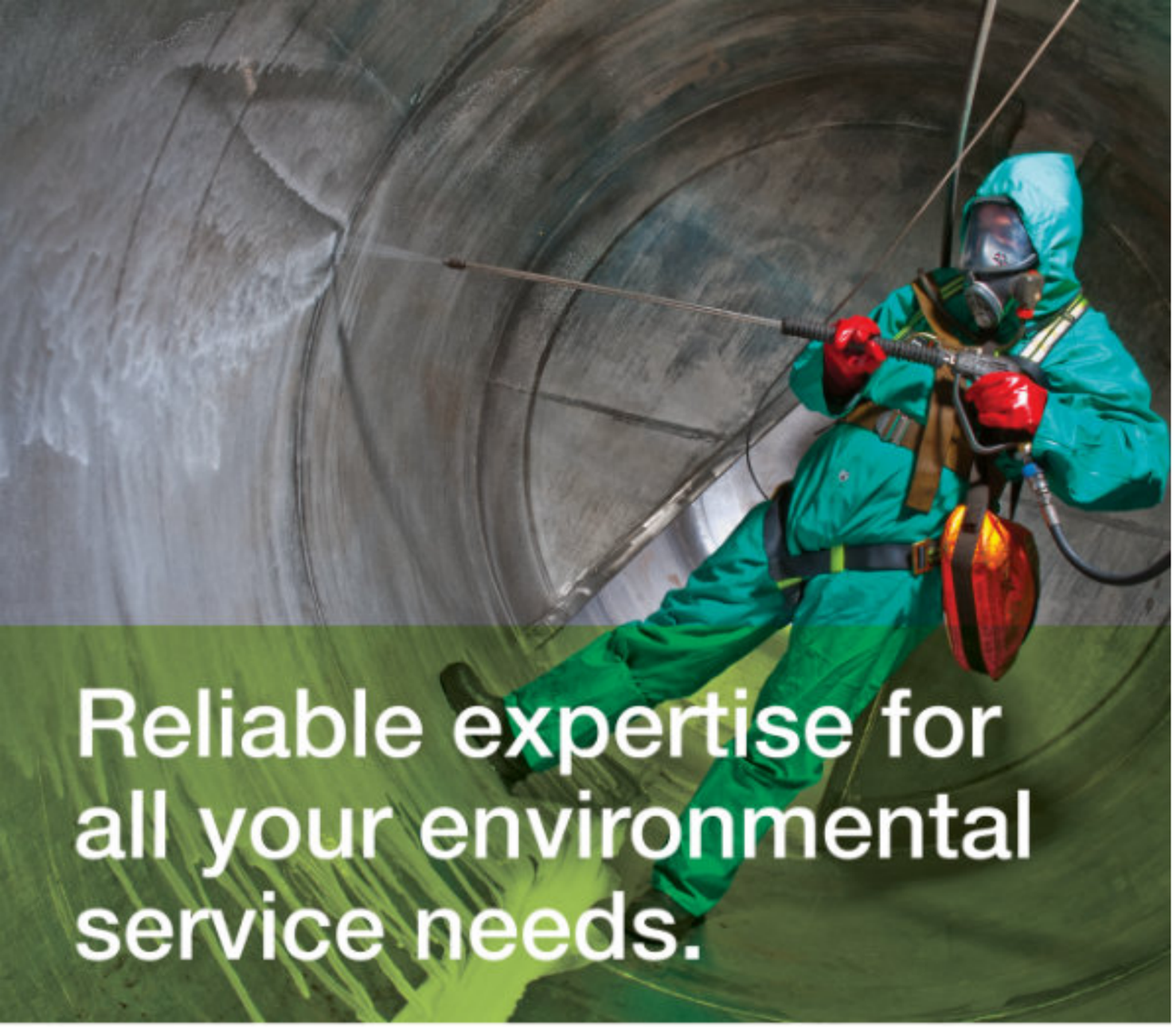
Over the past few years, the number of pollution incidents either caused by failed separators or exacerbated by a loss of containment has increased. Regulators are increasingly clamping down on poorly maintained and non-compliant operations. In order to help its clients, Adler and Allan utilise their full knowledge and experience in implementing various maintenance packages based on site specifics and client requirements.

A separator alarm system monitors oil, silt, and liquid levels within underground separators, ensuring they are operating correctly and preventing pollutants. Adler and Allan can specify, supply, install, and service oil separator alarm systems and provide the necessary services.

Separator inspection and maintenance

As an experienced and nationwide environmental partner, Adler and Allan can provide a full 'peace of mind' service package, appropriate to the separator type and setting. The six-monthly inspection should be a non-intrusive, 'in-service' inspection to check levels and functionality of key components. The five-yearly integrity inspection is a critical service, as several faults can develop within the body of the tank, including fractures, displacements, and groundwater ingress. The five-yearly inspection is an 'out-of-service' survey however, due to the adoption of cutting-edge technology and methodologies, Adler and Allan will usually complete the service within a day. Operators are provided with complete records of inspection and testing to satisfy regulatory and standard auditing requirements.

To find out more visit: www.adlerandallan.co.uk or call: 0800 592 827



- Tank and vessel cleaning
- Interceptor cleaning
- 24 hour emergency spill response
- Fuel uplift & transfers
- Grade changes
- Fuel recycling
- High pressure jetting
- Foam filling
- Tank decommissioning and removal
- Water filling and dewatering
- Waste management
- Forecourt maintenance

For more information about Ancorra Environmental Services

ancorra environmental services

ancorraenvironmental.co.uk 0151 546 3012

Cost-effective environmental solutions from Ancorra

Ancorra Environmental provide an innovative approach to balance the demands of sustainability, whilst delivering cost-effective environmental management solutions. They are confident that their expertise will assure your project will be completed efficiently and in strict compliance to all the relevant health, safety and environmental regulations. Their spectrum of services are overseen by dedicated project managers to ensure your satisfaction.

24 hour spill response

Emergencies seldom arise during normal working hours, so Ancorra are available when you need help most. They are experienced in responding to emergency situations, both in the first instance and during any resultant clean-up operations. Vehicles, equipment and labour can be instantly deployed to help minimise any risk to employees, the public and the environment, whilst maintaining high levels of standards and professionalism.

Technical personnel can attend site and assist in liaising with authorities. All your legal obligations will be met, and advice and reports could minimise the severity of any formal action against your company.

Waste management

By examining, mapping and analysing all waste streams on site, their technical expertise ensures that customers are utilising the best environmental and financial options for their waste disposal, whilst adhering to all applicable health, safety and environmental legislation.

They promote recovery and recycling options to provide cost-effective environmental management solutions. Ancorra are free to choose the most suitable approved licensed facility, to provide you with the best environmental option at the most competitive prices. This flexible approach enables them to provide significant cost savings to the customer.

They can supply all your packaging, labelling and documentation in strict compliance with all legislation; and ensure that you are provided with any necessary documentation, returns and reports to provide an audit trail and demonstrate your compliance. Their own fleet of vehicles can then provide transport for bulk, packaged or skipped waste.

Interceptor maintenance services

A representative will ensure that all requirements are fully understood and that all documentation, including method statements, risk assessments and other documents are prepared in advance. Fully trained personnel will be briefed on site specifics, to enable Ancorra to provide its services with minimal disruption on your premises.

They hold all the essential apparatus to complete all types of maintenance and clearance works including: hot and cold cutting equipment, high pressure jetters, breathing apparatus, confined space entry safety equipment, vacuum loading and DISAB tankers.

They can decommission tank or plant, or even manage the entire site clearance. Ancorra would segregate materials on site, diverting all recyclable materials for recovery, at a significant cost saving to the project, ensuring remaining materials are safely treated and disposed of.

On completion, a report can be issued, detailing tasks completed and containing all the necessary documentation, providing you with a fully auditable summary of the project.

Bulk liquid transport

They ensure that the correct vehicle is provided, with all the necessary fittings, for both uploading and offloading of the material. Should you require, Ancorra's technical team can assess your waste and locate an appropriate fully licensed recovery or treatment facility for final disposal.

All necessary paperwork will be provided to accompany your load in accordance with environmental legislation ensuring that your activities are fully compliant and auditable.

Fuel uplift and transfer services

Ancorra's high specification road tanker fleet consists of a large range of modern vehicles. These include: multicompartment tankers, 304-316 stainless steel barrels from 15000L to 30000L capacity vacuum tankers with the whole range of fittings such as camlock, bauer, BSP, screw or other speciality fittings.

The fleet is ADR certified, compliant for fuel transfers and uplifts under current petroleum regulations too.

Using purpose-built ATEX approved pumping equipment, they have experience in the safe handling of all types and grades of fuels.

Clean and dry tank certificates can also be provided for inspection and added peace of mind. Water filling and dewatering solutions are also available services should you require.

Tank & vessel cleaning

Ancorra provides a full service, beginning with a comprehensive site survey right through to the issue of a gas free certificate, if required.

Once an order is received, a bespoke Health & Safety Pack is produced. They can provide jetting units, breathing apparatus, safety equipment, hot/cold cutting tools and support vehicles, to ensure that the job is completed efficiently and professionally.

www.ancorraenvironmental.co.uk

The Devil is in the detail

Would you benefit from a free insurance policy healthcheck?

Is your forecourt adequately Insured?

PEIMF member, Jackaman Insurance Services offer a specialist, professional service and are specialists in placing Forecourt Insurances including Property Damage covers.

Its vastly experienced principal – Peter Jackaman – offers a free policy healthcheck. This is a 'no-cost' opportunity for you to make sure you're fully, adequately covered.

"We have many available Insurers at our fingertips to ensure that the best and widest policy is tailored to our clients' individual needs. This could Include associated motor fleet and Motor Trade extensions to standard covers."

Do you have Contamination Liability cover as standard?

We have seen a lot of Insurance Polices exclude damage to Third Party vehicles following contamination to your fuel stock following ingress of water or foreign bodies. This could be an expensive liability which is why some Insurers will exclude it

Do you have cover for Denial of Access or Failure of Electricity?

Have you had a failure of electricity or your Local Authority dig up the road and prevent access to your premises - resulting in loss of business? Some policies will not naturally extend to cover for these eventualities.

Are there exclusions sitting in your policy you are not aware of?

We have lost count of the amount of policies we have checked for prospective clients, which have exclusions and restrictive conditions which could result in Insurers declining to deal with a claim.

Peter started his insurance career in 1981 at Lloyds of London, on an underwriting syndicate. He then switched to Insurance Broking, concentrating on negotiating heavy Insurance contracts in both the Lloyds and London Insurance markets; arranging business on behalf of regional Insurance Brokers, who were not able to place "difficult" or high risk" business with their local Insurers. Such business included Heavy Contractors, entertainment and leisure, heavy motor fleets, petrochemical and related business etc..

In 1997, he decided to leave the City and use his expertise to negotiate contracts direct with the Policyholders themselves, rather than with their Brokers. This allowed him to have a better understanding of his clients' needs and tailor contracts especially for them, whilst retaining his London market insurer contacts.

Industry specialist

Jackaman Insurance Services is a recognised Forecourt Broker, working closely with petroleum experts, including the PRA and PEIMF. They pride themselves in their ability to provide bespoke products for their clients and can offer a varied spectrum of covers. They have a panel of insurers willing to participate and welcome any enquirer.

Peter comments:

"We have come across many insurance contracts, which do not include the widest cover available, and with exclusions or cover restrictions which the Policyholder may not be aware of, so we are pleased to offer our "Free policy healthcheck" to anybody who would like to use it"

It costs you nothing and will really be worth it.

www.jackamaninsurance.co.uk

Free Policy healthcheck

We offer all Forecourt owners a "no obligation" free policy health check. Just send it in to **sales@jackamaninsurance.co.uk** or click the "petrochem" button on our website **www.jackamaninsurance.co.uk** and complete the easy contact form and we will contact you.

Otherwise, please contact one of our team on **01474 557427**

Environmental Liability

An Environmental Liability policy can include cover for:

- Loss arising from pollution conditions
- Own site clean-up costs
- Off site clean-up costs
- Biodiversity damage
- Third party bodily injury on/off-site
- Third party property damage on/off-site
- Defence & assessment costs
- Emergency response costs
- Mitigation expenses
- Environmental crisis containment

How good are your risk - assessments?

Brand new support pack available

(Discounted for PEIMF members)

PEIMF member Commercial Fuel Solutions have 20 years' risk management expertise, gained through extensive research, investigation and regulatory work. Here, Managing Director, Robin Futcher, outlines your obligations and offers a brand new, comprehensive method of evaluation.

Throughout the UK there are hundreds of thousands of diesel fuel storage tanks, which collectively each year dispense hundreds of millions of litres.

These storage and transfer systems vary greatly in type and size, ranging from small agricultural installations dispensing gas oil into tractors, all the way up to multiple storage facilities delivering to national fleets. As with any place of work, the Health and Safety at Work Act applies and, irrespective of the scale of any diesel fuel installation, it is necessary to ensure certain risk assessments are undertaken.

The risk assessments which apply are;

- Those relating to hazards arising from handling flammable liquids (DSEAR),
- The suitability of the handling equipment (EPSR)
- Their potential impact on the environment (Oil Storage/Control of Pollution).

For many diesel installations, especially where fuel is dispensed, employers also have specific obligations under both PUWER and the Health and Safety at Work Act.

A brief overview of these requirements and respective obligations is outlined right.

DSEAR (Dangerous Substances and Explosive Atmospheres Regulations)

The scope and application of DSEAR has been a heated debate for a couple of years now, but put simply; *it is necessary for all diesel tanks in the UK to have a DSEAR risk assessment undertaken.* Effectively, a DSEAR assessment evaluates those risks to employees which arise from handling diesel. A correct assessment will also confirm if the system is suitably designed to prevent hazardous areas of flammable vapour and mists from forming.

It should be duly noted, that this does not necessarily mean ATEX equipment is needed. Regulation 5 of DSEAR confirms if the EPSR (see below) applies. This confirms if requirements for certified equipment are to be used in addition to existing protection methods and control measures.

EPSR 2016 (The Equipment and Protective Systems Intended for use in Potentially Explosive Atmospheres Regulations) (previously EPS 1996)

In the UK, relevant apparatus in hazardous area applications must be selected on the basis of EPSR, unless the risk assessment under DSEAR regulation 5 finds otherwise. The EPSR advises the protection levels and type approvals needed.

Oil Storage/Control of Pollution Regulations

Regulation varies slightly between regions but there is a national requirement to ensure that commercial fuel storage facilities greater than 200 litres comply. This includes having adequate materials and training to deal with a spill and having spill response planning in place.

"Already proving very popular amongst councils, as they utilise this excellent service, M.O.D installations are now showing real interest in this comprehensive tool"

PUWER (Provision and Use of Work Equipment Regulations)

If you are an employer or self-employed person, and you provide equipment for use at work, or if you have control of the use of equipment, then PUWER will apply to you.

Your obligations are to ensure that the equipment is;

Suitable for use, and for the purpose and conditions in which it is to be used.

Maintained in a safe condition for use so that people's health and safety is not at risk.

Inspected; to ensure that it is, and continues to be, safe for use. Any inspection should be carried out by a competent person (this could be an employee if they have the necessary skills, knowledge and experience to perform the task) and a record kept until the next inspection.

In conclusion;

These requirements may seem excessive to some, however it is necessary that all the regulatory requirements are met.

Fortunately, Commercial Fuel Solutions Ltd have produced a user-friendly support pack consisting of various information including; documentation, guidance, labelling and forms. This pack enables site operators to quickly evaluate the risks associated with diesel storage and then assist them to prepare the required risk assessments.

20 years' experience

By investing in one of our support packs, you can take full advantage of the risk management expertise we've gained through our extensive research, investigation and regulatory work over the last 20 years. You will benefit from our experience and unique understanding of common causes of failure, good working practices and how you can apply our methodology in your own business to manage your diesel storage and handling risks.

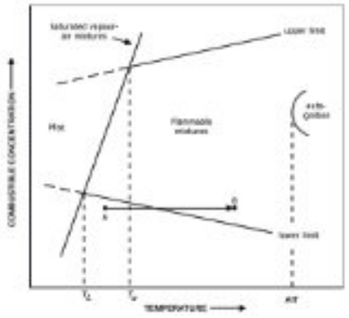
The support pack includes a wealth of information and provides easy to follow step by step guidance, with corresponding check lists to enable the correct use of the included templates.

In addition to the DSEAR risk assessment documentation, guidance on environmental spill response planning and spill kit calculations are included. This is supplemented with adhesive spill response notices and a selection of labels for the storage tank, which meet the new globally harmonised system (GHS).

To complement the risk assessment documentation, guidance on creating suitable procedures and training records is included, along with advice on maintenance and producing documented service records.

Contained within a tough, long-lasting polypropylene binder with additional pockets, the support pack forms a durable risk assessment folder which can endure industrial use and be kept on hand where it is needed - adjacent to the storage tank.

Future updates on guidance and changes in legislation are also provided through our bulletin service. All customers purchasing a pack are entitled to technical support from our team of consultants and engineers.



For more information on the specifics included within our diesel storage tank risk assessment support pack, please visit: www.commercialfuelsolutions.co.uk/risk

For a limited time, PEIMF members can purchase the Support Pack at a discounted rate of 50%.
To order at the discounted rate please contact our sales team on 02380 231007 with your membership details.

What's on – *this autumn*

SCOTTISH FORECOURT SHOW

- Radstone Hotel, Larkhall
  15th September

FORECOURT & FUEL ROADSHOWS

- Westpoint Centre, Exeter
  20th October
- Cedar Court Hotel, Bradford
  10th November

www.theroadshows.co.uk

APEA LIVE

- Milton Keynes
  17th November

www.apealive.co.uk

PRA BUSINESS BREAKOUTS

- Cambridge
  22nd September
- Durham
  28th September
- Oadby
  6th October
- Belfast
  3rd November
- Newport
  24th November

PRA
PETROL RETAILERS ASSOCIATION

Membership code of ethics

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

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

OUR AIMS AT ALL TIMES ARE:

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

TSG

TSG Retail

Driving tomorrow's technology onto the forecourts of today

TSG is Dover Fueling Solutions' sole distributor of Wayne Fueling Systems, in the UK. With innovation and industry-leading technology in every core component, Wayne dispensers deliver reliable performance year after year. Certified meter accuracy and stability leads to fewer service interventions and a low total cost of ownership.

TSG
the sole UK distributor of
Wayne
FUELING SYSTEMS

- Low total cost of ownership
- IoT technology
- Highly configurable
- Smart, secure access
- Industry-leading payment security
- Advanced modular design
- Durable materials

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

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TSG

TSG and Wayne Fueling Systems

over 130 years of technological innovation

Where it all began

In 1891, Sylvanus Freelove Bowser invented a very simple but effective pump that could reliably measure and dispense kerosene (or paraffin). He later sold his new creation to a grocery store in Fort Wayne, Indiana, USA, where it was used to dispense lamp fuel to customers.

As consumer demand for kerosene grew, Bowser's device faced some stiff competition from other manufacturers, including the Wayne Oil Tank and Pump Company which designed and built 50 new model pumps in 1892. In the same year, US roads saw the advent of the combustion engine motor car, prompting Wayne to adapt its very popular pump to dispense gasoline.

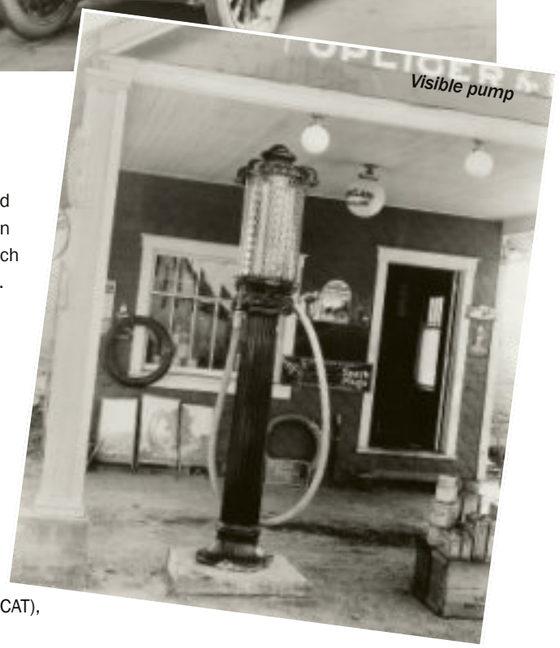
From these humble origins, began the compelling story of how Wayne Fueling Systems (Wayne) helped to shape the retail and fleet fuelling industry, and history was made.

Making an impact

At the turn of the century, the popularity of the automobile started to accelerate; roads improved and the market for gas pumps soared - attracting challengers into the sector, notably the Tokheim Oil Tank & Pump Company. Together, these two businesses turned the city of Fort Wayne into the gasoline pump manufacturing capital of the world, striking up a rivalry that would span over 100 years.

Hand crank in use

1920s hand pump



Visible pump

In the following two decades, the Wayne business flourished and began to steal a march on the competition with the launch of the first visible hand pump. This breakthrough allowed motorists to see and control the amount of gasoline being dispensed into their tanks. It was the first of many ground-breaking products released by Wayne, including the mechanical computing dispenser, the blending pump, the electronic dispenser and the first customer-activated terminal (CAT), a development that paved the way for the age of self-service and pay-at-the-pump.

Building the empire

As the company prospered, Wayne established itself as a true leader in progressive technological innovations on a global scale, operating in many strategic locations around the world. The merger with Dresser Industries in 1968 strengthened Wayne's position in the sector and primed the business for the emergence of lead-free fuel and the subsequent rise in demand for dispensers. Soon after, Wayne opened its headquarters in Austin, Texas where it remains to this day.

Wayne continued to extend its influence in Europe with the introduction of the very successful Helix™ line of fuel dispensers.

Fill 'er up!

Coin operated press

My oh my!

Fast forward to today

Wayne, together with its long-standing adversary Tokheim, is now part of Dover Fueling Solutions (DFS), the leading provider of advanced fuelling equipment, electronic systems and payment, automatic tank gauging and wetstock management solutions in the fuel and convenience retail industries.

This alliance has provided the Wayne brand with fresh impetus, and it continues to break boundaries in the development of new technologies and integrated solutions across the globe.

At the UNITI expo trade fair, Stuttgart, Germany in May of this year, DFS unveiled the latest Wayne dispenser family to the European market, comprising three ranges; Helix 6000 II, Helix 5000 II and Century 3. These new models are set to take the market by storm, cementing Wayne's standing on the international stage

There is now a greater focus on reducing carbon emissions by switching to greener energies and, as a consequence, there are no fewer than 23 Wayne branded alternative energy models in the new line-up, compared to 14 for conventional fuels.

Liquefied natural gas (LNG), compressed natural gas (CNG) and hydrogen are all supported, demonstrating DFS' drive to stay ahead of the game in the race to net zero.

TSG UK and DFS

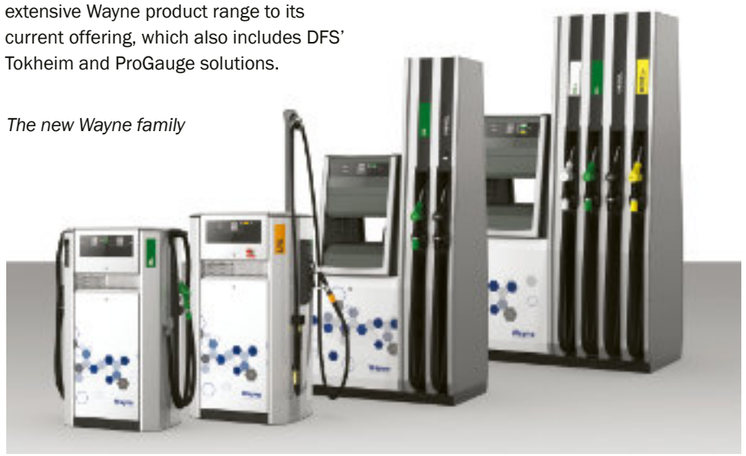
DFS recently nominated TSG as the sole distributor of Wayne products and solutions in the UK, further strengthening the already well-established partnership between the two companies.

As such, TSG is now able to add the extensive Wayne product range to its current offering, which also includes DFS' Tokheim and ProGauge solutions.

For many years, TSG has been closely associated with Tokheim, but now this perception is starting to shift and customers are enjoying a far greater product choice than ever before, backed up by the UK's largest retail service team.

For more information about TSG and the services it offers, visit: https://www.tsg-solutions.com/uk/

The new Wayne family



The electric revolution is here to stay

The facts

In April 2022, UK new-car registrations were down nearly 16% when compared to the same month last year, but the market share for electric models continues to grow at a very healthy rate. Plug-in models are expected to account for a quarter of all registrations during the year, with pure-electric vehicles representing around one in six new cars appearing on our roads in 2022.

The catalyst for this dramatic increase in the popularity of electric vehicles (EVs) is primarily attributable to the government's ban on new petrol and diesel cars which will come into effect in 2030, with the sale of hybrids being outlawed from 2035.

Subsequently, those in the market for a new car will be presented with a choice of battery-electric vehicles or cars powered by hydrogen, with no fossil fuel options on the table.

But what about the new car buyers of today? There is still much to be done to convince UK motorists to make the switch to electric, as the lack of confidence in the supporting charge infrastructure remains relatively high. Nevertheless, evidence shows that traditional fossil fuel drivers are now at least considering an EV for their next purchase, demonstrating a slight swing in public perception.

The uncertainty

The biggest hurdle motorists have to overcome surrounds the notional 'range anxiety', which in actual fact is nothing more than 'charger anxiety'. The inability to complete a journey without running low or out of energy is a common misconception among EV drivers, due to a potential lack of operational charging facilities en route. In reality, most daily trips are ten miles or less and the likelihood of needing a recharge during their journey is very slim. In addition, the latest range of EVs boasts a mileage range similar to that of equivalent petrol models, when coupled with rapid charging speeds and reduced charging times, EVs are fast becoming a very attractive proposition.

The solution

To address these concerns, there are already schemes in progress such as 'on the go' charging, an economical subscription-based programme that is providing EV drivers access to thousands of public chargers in convenient locations. Additionally, EV chargers are now popping

Wireless charging

up in numerous different public and semi-public places, such as shopping centres, gymnasiums, car parks, hotels and restaurants – this is typically referred to as 'destination charging'. Whilst there is still a shortage of workplace chargers, employers now recognise that offering charging facilities to their EV-driving employees is a valuable tool for attracting and retaining staff.

The total cost of ownership (TCO)

Electric cars are often more expensive to buy than their petrol and diesel-engine counterparts, and many cost more to insure. However, the total cost of ownership comprises far more elements than the initial outlay. It is important to consider mileage costs, road tax and the service/maintenance charges.

On average, the cost per electric mile is one third of unleaded petrol, however, recently the exorbitant rise in fuel cost has seen that figure drop to one fifth – meaning every mile covered in a petrol vehicle will cost five times more than an EV. It is worth noting that purchasing EV energy via a monthly subscription plan is far more cost-effective than adopting a pay-as-you-go approach.

As with fuel, so it is with servicing. Electric vehicles generally work out much cheaper to service and maintain than equivalent traditional models, largely because they have fewer moving components and parts prone to wear.

Currently, fully electric cars are 'zero-rated' for road tax, whereas combustion engine cars are taxed in line with their emissions and range from £165 to over £600, depending on the grams per kilometre of CO2 produced.

As car buyers become increasingly aware of the time limit on internal combustion engines, the depreciation of these vehicles is gathering pace. Meanwhile, EVs are gaining traction in the marketplace and their residual values are growing stronger by the day, making them a far more lucrative investment.

Taking everything into account, it is easy to see that the EV is a clear winner in the TCO stakes and should be forgiven for its higher purchase price, as over the EV's lifetime there are generous savings to be made.

Looking to the future

The global EV market share has taken a tremendous leap forward in the past decade, and this trend is expected to gather pace as world leaders strive to achieve net zero.

The current EV charging infrastructure is being stretched to capacity to keep abreast of this growth, however, new technological developments are furthering the evolution of the UK's charging facilities in a very 'electrifying' way.

Wireless charging

Wireless car charging works in a similar way to the wireless smartphone charger, only on a much bigger scale. In both cases, the technology required is called inductive charging.

Whilst wireless EV charging is still in its infancy, it is already being piloted in car parks, along bus routes and on taxi ranks across the UK, and the results so far have been very promising.

To carry out this trial, wireless charging pads were strategically installed in recognised stopping places of a wide-ranging sample of EVs, and the corresponding wireless charging kit was fitted to the vehicles to ensure compatibility. The vehicles need to be parked in such a way that both the transmitter and receiver are in alignment before charging can begin.

The energy is then seamlessly transferred through an air gap from the charger to the car.

If this preliminary investigation into the viability of wireless EV charging goes to plan, it is feasible that wireless chargers will be installed into roads and car parks across the land, and the worry of finding the next functional charge point will become a thing of the past.

Driverless cars

Autonomous Electric Vehicles (A-EVs) rely on artificial intelligence to operate with varying degrees of human input. By computing billions of data points each second from an array of sensors, cameras and radar systems, A-EVs can effectively 'see' the road and respond to changing conditions or navigate obstacles. Tesla has recently taken this technology to a whole new level, but will electric vehicles ever become truly autonomous? The answer is a resounding yes – with new technologies being developed at an exponential rate, it is simply a case of 'watch this space'.

Battery swap

Chinese car manufacturer Nio has introduced a very successful 'battery swap' scheme to eliminate lengthy recharge waiting times. In simple terms, car buyers purchase an electric vehicle without a battery, reducing the retail price by thousands of pounds; consequently addressing the higher-price pain point of EVs. Customers then pay a monthly subscription fee for the battery which includes several 'swaps'.

Instead of plugging in to recharge the battery, motorists simply drive to the nearest Power Swap station and the battery is exchanged for a fully charged power pack. The whole process takes between three and five minutes.

This game-changing subscription model is not in the UK as yet but is surely a scheme that warrants serious consideration from other major car manufacturers wanting to make their mark on the EV scene.

Supercapacitors

A supercapacitor, like a battery, is designed to store and release electricity. But rather than storing energy in the form of chemicals, supercapacitors store electricity in a static state, making them far more efficient at rapid charging and discharging energy.

Supercapacitors already exist in cars with regenerative braking systems, thanks to their greater power density than lithium-ion batteries. They store the energy generated whilst braking and then discharge it rapidly upon acceleration.

Fast charger installation

But is it realistic to believe that the EVs of the future will be powered by supercapacitors, charging from zero to full in a split second? At the moment it is simply a pipedream, but who knows what the future holds, it will be here sooner than we think.

EV Hubs

EV charging hubs are public stations solely dedicated to electric car charging and will benefit the local communities, businesses, commuters and visitors to the area. The concept was derived to provide the ultimate consumer experience to EV drivers who are looking for a fast charge, comfortable surroundings, in a convenient location with ample refreshment and shopping facilities. There are currently only a handful of EV hubs across the UK, however, these sites are forming a template for forecourts of the future.

Alternatives

Hydrogen

In the short term, hydrogen is not regarded as a pragmatic opponent to electricity when it comes to everyday cars and vans, as the technology behind it lacks maturity. However, hydrogen prevails over electricity in the haulage industry and public transport sectors such as trains and buses, as it offers a far greater range with much shorter refuel times.

The foremost challenge for the hydrogen economy is finding a viable solution to the problem of storage. At present, hydrogen can be stored as either a compressed gas in high-pressure tanks or as a liquid at -253°C in cryogenic tanks. Both of these methods are considerably more expensive than conventional storage systems for petroleum products.

TSG leads the way

Undoubtedly, electricity is currently blazing a trail in the alternative energies race, and as adoption grows and technology develops, it will become the obvious choice for forward-thinking motorists and businesses alike.

Whatever the future holds, TSG has the expertise to provide a complete end-to-end turnkey solution, from site survey, design, consultancy and distribution network operator (DNO) connections.

TSG's UK Director of Electric Business, Michael Mounteney commented "TSG is best placed to deliver the electrical infrastructure to support the EV revolution, by being recognised as the UK's first choice engineering, construction and procurement (ECP) contractor, regardless of the technology behind it."

As part of its future growth strategy, TSG is investing in people, systems, technology and processes. TSG is currently holding a nationwide recruitment drive, seeking talented electrical managers and engineers, as well as opening a new TSG Charge head office in the Milton Keynes area.

For more information about TSG and the positions available, visit: https://www.tsg-solutions.com/uk/

TSG

TSG Charge

EVery project is different

TSG Charge offers a complete turnkey solution for you to drive your business into a greener future. Let us take **Charge!**

TSG Charge is here to guide you on your EV journey - from site survey, design, construction, distribution network operator application, equipment supply and installation, maintenance and support – TSG do it all!

Don't miss out

Adoption of the electric vehicle (EV) is accelerating across the UK, so now is the time to upgrade your site to meet consumer demand.

- Customers shop while they charge-up
- Drive incremental footfall to store
- Increase sales and boost profits

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TSG

The Green Pages
NEW FUELS GUIDE
AUTUMN 22 • ISSUE 11

Confused about some of the terminology surrounding alternative fuels? Clarity is on its way

The RTFA is the trade body for UK producers of renewable and low carbon fuels, established in Autumn 2020. Gaynor Hartnell, Chief Executive of the Renewable Transport Fuels Association (RTFA) explains what motivated her to bring others together to produce a glossary of low carbon fuels terms.

There's no doubt that alternative fuels is a rapidly evolving area. Indeed, it's moving so quickly that not even those in the field can be confident that there is a common understanding of the various terms and acronyms used. It's all too easy to find oneself talking at cross purposes with others, for whom transport fuels are their day job, and for those for whom this is not their day job it must be a minefield.

This hit me full on, when working with a consultant who was helping the RTFA biodiesel manufacturer members put together our case that the UK should maintain the anti-dumping and anti-subsidy tariffs on biodiesel coming from the US. The consultant concerned was an expert in trade remedies, and the actual commodities concerned were relatively unimportant to him. Current cases under consideration are as diverse as aluminium extrusions from China and rainbow trout from Turkey, but the economic principles underlying an assessment of whether UK producers of these commodities are at risk from dumped or subsidised imports, are common to all. I set about defining 12 terms for him, and soon realised that even in this short list it wasn't an easy task. It included the terms "drop in" fuel, biodiesel, blend wall, FAME, HVO, paraffinic diesel and renewable diesel.

WE NEED COMMON TERMINOLOGY

It got me thinking; and I made a suggestion at a Zemo Partnership Fuels Working Group that there should be a common terminology, or glossary, in order to make the subject matter more accessible to the uninitiated and to prevent people talking at cross purposes. I gave a couple of examples of the same term different meaning things.

For example; synthetic fuel is defined in the Collins dictionary as *"fuel in the form of liquid or gas (synthetic natural gas) manufactured from coal or in the form of oil extracted from shale or tar sands" whereas in the UK's Low Carbon Fuels Strategy it says "A fuel which is produced from a mix of hydrogen and a nitrogen or carbon source (e.g. carbon monoxide or carbon dioxide). A synthetic fuel can also be classed as a renewable fuel if the hydrogen is produced from a renewable source and any carbon source used is from a renewable or unavoidable carbon stream, for example an industrial process where carbon dioxide would otherwise be vented into the atmosphere."*

I proposed that what is needed is something that was detailed enough to aid understanding, but not to be the go-to source for legal / technical definitions. The idea was met with enthusiasm, and some high calibre individuals from key organisations volunteered to sit on a review group. They included UKPIA's Chris Gould, SMMT's Nick Lowe and the chair of its fuels working group Paul Lacey, Nik Hill from Ricardo and Steve Sapsford, consultant to Coryton Fuels amongst others.

We worked at it over the spring and early summer, and the first draft of our glossary totalled 49 terms for liquid fuels and 13 for gaseous fuels.

We've confined ourselves to road fuels, and will probably leave it there for the foreseeable future.

So if there's a term you've come across that's ambiguous, or you want to check that your understanding of it corresponds that of other people, you'll know where to go.

INSITE magazine will publish a tear-out version of the glossary in the Winter edition.

www.rtfa.org.uk

rtfa Renewable Transport Fuel Association

H_2 vehicles to exceed one million in 2027

The number of hydrogen vehicles in service globally will exceed one million in 2027, from just over 60,000 in 2022, according to a new study.

The report by Juniper Research, which provides analytical services to the global hi-tech communications sector, identified hydrogen vehicles as an increasingly viable alternative to battery electric vehicles (BEVs). It found that the potential for enhanced range and rapid refuelling compared favourably with BEVs, reducing customer anxieties around BEV ownership.

The report says the limitations of EVs are highlighted by the existence of hybrid vehicles in many commercial sectors. Buses, trains, and trucks are widely available as diesel-electric hybrids; proving that based on current technology, EVs are not up to the task of providing a mass transit solution.

Additionally, hydrogen is being touted as an alternative to EVs because EVs use large, heavy, expensive batteries that require rare earth metals such as cobalt, nickel, and lithium. As much as hydrogen requires platinum in the production process, it is needed only in production centres and in minimum quantities. Research on finding an alternative to platinum is also at an advanced stage.

Juniper Research defines hydrogen vehicles as vehicles that use hydrogen propulsion systems as their onboard fuel. The chemical energy of hydrogen and oxygen reacts with the fuel cell and converts the energy to electricity.

ADVANTAGES OVER EV

The rare metals used in EVs are required for every EV battery, says the report. The advantages hydrogen vehicles have over electric vehicles include:

- Hydrogen should be able to be pumped using the existing network of petrol stations.
- Hydrogen vehicles can achieve longer distances, as they densely pack their energy storage.

- Filling up a hydrogen vehicle takes a few minutes compared to EVs, which can currently take eight hours.

The report claims that major vehicle manufacturers, including BMW and Audi, believe that a change in the political atmosphere could favour hydrogen vehicles over EVs. They are presently developing hydrogen fuel cell passenger vehicle prototypes in addition to their battery cars, as part of preparations to phase out fossil fuels.

Before this, Japanese carmakers Toyota, Nissan, Honda and Hyundai were the only manufacturers developing and pushing for hydrogen fuel cell cars for years. Moreover, China is expanding its hydrogen fuelling infrastructure, and the EU wants to build more hydrogen fuelling stations for commercial vehicles. The future of hydrogen vehicles is expected to be expansive based on the latest developments

The research forecasts that the consumer market will lead the hydrogen vehicles space, with consumer vehicles accounting for over 60% of hydrogen vehicles in service globally in 2027.

The report identified the nascent development stage of many commercial vehicle types and the high average cost of hydrogen-powered commercial vehicles, at over $70,000 globally in 2022, as key factors limiting adoption.

Research co-author Olivia Williams explained;

"Manufacturers will need to make hydrogen vehicles more affordable to become viable for fleets, but increased range and suitability for heavy goods transport will ultimately drive growth and economies of scale."

Additionally, the report identified the low availability of fuelling infrastructure as a key challenge for wider adoption, but highlighted heavy industry investment as key to reducing this concern over the next five years. The report recommends that infrastructure vendors provide 'green' hydrogen, produced using renewable energy sources, to best take advantage of concerns around the environment driving the adoption of alternative fuels.

bp and BOC explore UK hydrogen infrastructure network to accelerate the decarbonisation of UK road freight

bp and BOC, have completed a detailed joint feasibility study, exploring designs for a potential hydrogen distribution and supply network for heavy duty transportation in the UK.

The study provided important technical insights into requirements and options for hydrogen distribution, station design considerations, and dispensing costs for heavy duty transport applications.

The study concluded that, in the near-term, distribution of hydrogen as compressed gas via road trailer is the best option to stimulate the UK market for hydrogen fuel for heavy duty transport. Over the longer term, as the market expands into new geographies, both liquid and gaseous hydrogen have potential to play a role.

bp and BOC are now exploring opportunities to collaborate to design and deploy an initial network for heavy duty transport hydrogen refuelling infrastructure in the UK. Reducing emissions from heavy duty transportation can make an important contribution to meeting the UK's climate goals. Whilst responsible for just 5% of vehicle miles, HGVs accounted for around 16% of UK road transport tailpipe emissions in 2019.

Richard Harding, Senior Vice President Portfolio & Integration, bp said;

"Our customers in hard-to-abate sectors, such as heavy-duty transport, are demanding low carbon alternative fuels. They need and want to decarbonise. Cutting HGV emissions requires new infrastructure, and by bringing together our technical expertise, understanding of the supply chain, and insights from our customers, I am confident that together we can do more to drive change at pace for our customers."

Jim Mercer, Business President, BOC UK & Ireland said;

"If we are to meet net zero targets, tackling road freight emissions needs to happen now. This study shows us the optimal ways in which hydrogen can be used to help decarbonise the UK freight sector and deliver a hydrogen refuelling network for the UK's HGVs."

IN ADDITION:

- bp is looking to invest up to £18 billion in the UK through to the end of 2030, delivering our energy, while accelerating the transition to cleaner energy.
- They are developing a network of up to 25 hydrogen refuelling stations across the UK by 2030.
- bp plans to build H2Teesside, a 1GW blue hydrogen production facility integrated with carbon capture and storage to help decarbonise heavy industry on Teesside.
- bp has partnered with Aberdeen City Council to deliver a scalable green hydrogen production, storage and distribution facility, powered by renewable energy.
- BOC is the UK's leading supplier of hydrogen, operating the UK's largest independently owned hydrogen production plant in Teesside
- BOC has more than 100 years' experience in hydrogen production, and is now leading the UK and Ireland's drive to deliver commercially viable hydrogen transport.
- BOC works with local authorities and transport organisations across the country on hydrogen storage and distribution, and operates one of Europe's largest and highest performing hydrogen refuelling stations, in Kittybrewster.

30% of second hand car sales electric by 2030

Research carried out by LV= General Insurance predicts that almost a third of second-hand car sales will be electric by 2030.

By 2030 the UK will have a thriving second-hand market for battery electric cars (BEVs), with almost a third of annual used car sales being BEVs, according to new analysis and modelling by the insurance company.

The research compared current sales of new electric cars with petrol/diesel vehicles, using data from the Department for Transport and DVLA. This sales data was then used to model expected changes in the number of electric car sales and petrol car registrations over the next decade, based on current growth rates.

By factoring-in both the number of used cars being sold on and the number being taken off the road according to the Department for Transport and DVLA data, projections then estimated the expected changes in the second-hand market leading up to 2030.

In 2021, BEVs made up just 1.3% of the total number of cars on the road (under 400,000). While this is expected to exceed one million in 2023, this will still only equate to 3.1% of total cars. By 2025, the figure will double to approximately 6% and then treble to 19% by 2030 (6.4 million cars). However, with the Government's Zero Emission Vehicle (ZEV) Mandate due to be introduced in 2024, which will require manufacturers to sell a certain number of electric cars each year, it is possible this figure could be higher.

SECOND-HAND NEEDED

The need for a healthy and robust second-hand market for electric cars is clear. Purchase information shows the majority of people now opt for a second-hand rather than new car. SMMT data reveals 7,530,956 used cars were bought last year, compared to 1,647,181 new vehicles.

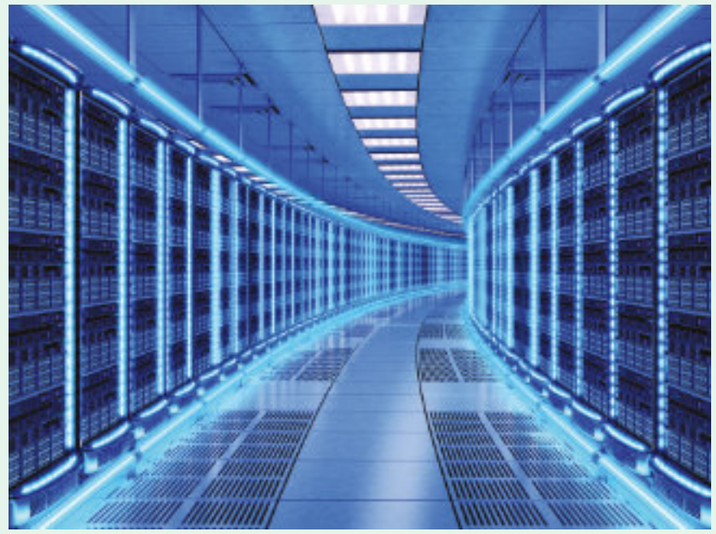
In 2021, BEVs made up only 2% of the total second-hand car market (ICE and EVs), with 129,032 sold. The number of second-hand BEVs sold annually is expected to see a steady increase over the next few years, but it won't be until 2026 when there will be over one million on the road (approx. 1,238,301) equating to 15% of the second-hand annual sales market. By 2030 however, this figure will rise to over three million and BEVs will account for 31% of all annual used car sales. The expected increase in used electric cars will likely drive competition and make electric cars more affordable.

Gill Nowell, Head of EV at LV= General Insurance said:

"While the average annual running costs of electric cars are significantly cheaper than petrol or diesel cars, the sticker price remains one of the big barriers for drivers considering making the switch, which is why these projections for a thriving second hand market by 2030 are so encouraging. The rapid development of the second-hand market is so important and can't come quickly enough. The more electric cars on the road, the more upfront costs will come down, creating competition in the market and ultimately meeting our goals of making the nation's roads greener."

Data centre installing hydrogen-ready fuel cell to provide clean energy

Teledata will be installing a scalable 1.2MW hydrogen-ready fuel cell microgrid to provide clean energy to its Wythenshawe facility.



Working with energy providers Conrad Energy, Electricity North West (Construction & Maintenance) Ltd and Bloom Energy, Teledata will be the first data centre in the UK to deploy fuel cell technology. It's a move which will see the firm reduce greenhouse gas emissions through a cleaner, hydrogen ready fuel supply, whilst also boosting the resilience of the data centre via a second power feed into the facility.

Fuel cells work by converting fuel such as natural gas, biogas, and hydrogen, or a blend of fuels, into electricity through an electrochemical process that requires no combustion; avoiding the emissions normally associated with burning this type of fuel.

Solid oxide fuel cell technology converts fuel into electricity through an electrochemical process without combustion, at high efficiency. The fuel cells consist of three parts – an electrolyte, an anode and a cathode and electrical ions move through the electrolyte in a fuel cell. An electrochemical reaction converts fuel such as natural gas, biogas or hydrogen, into electricity without combustion.

Warmed air enters the cathode side of the fuel cell, while steam mixes with fuel entering the anode side to produce reformed fuel. As the reformed fuel crosses the anode, it attracts oxygen ions from the cathode. The oxygen ions combine with the reformed fuel to produce electricity – and clean, affordable, highly reliable, always-on power.

Teledata will be working with Conrad Energy on the power project, who will fully fund the fuel cell installation, which is provided by Bloom Energy.

Matt Edgley, director for Teledata, said;

"As a data centre provider we are constantly looking for innovative energy solutions to help ensure a cheaper, cleaner, uninterrupted energy supply. We have already reduced our carbon output by over 500 tonnes annually through a number of energy-saving measures including the installation of a 2MW smart energy battery storage system in 2019.

"The fuel cell solution not only reduces our carbon emissions through a cleaner, hydrogen-ready fuel supply, but it also gives us a second power feed into the facility from a completely different fuel source. This level of resilience, running in parallel with the existing mains supply, will give our clients even more certainty when hosting business critical equipment at our data centres."

Mark Kelly, Conrad Energy's Head of Power Solutions, said;

"The Teledata deal comes hot on the heels of our partnership announcement with Bloom Energy and ENWCML. Forward thinking companies like Teledata recognise the need to future-proof their energy supply whilst taking control of their energy costs."

Charles Hesketh, ENWCML Market Sector Manager, said;

"To be able to announce the first collaboration with one of our existing customers so quickly evidences the huge potential fuel cell technology has for the UK energy sector. Not only is it our first project, but also Bloom Energy's first foray into the European market.

Tim Schweikert, Senior Managing Director of International Business Development at Bloom Energy, said;

"We are delighted Teledata has selected Bloom's energy platform as their technology of choice to bring clean and resilient power to the UK. Teledata is a progressive leader in the data centre industry, and we look forward to supporting their mission critical infrastructure with clean, always-on power while facilitating a transition to a net-zero future."

Brand new H2 and EV testing site

£5m EV and Hydrogen vehicle testing facility gets go ahead at MIRA Technology Park

A £5m redevelopment scheme, to provide charging and testing infrastructure for electric and hydrogen vehicles, has been given the go ahead at MIRA Technology Park in Leicestershire. The green infrastructure project linked, to a Low Carbon Innovation Hub, will support companies as they focus on developing low carbon technologies.

The investment will be made through a partnership between the Leicester and Leicestershire Enterprise Partnership (LLEP), Hinckley and Bosworth Borough Council (HBBC) and site owner MIRA Technology Park. The new Low Carbon Innovation Hub will entail the £2.5m refurbishment by Horiba MIRA of the existing technology building, which fronts the A5.

This will be supported by a £2.5m investment from the LLEP and HBBC in the installation of electrical vehicle (EV) and hydrogen infrastructure, to aid safe testing and handling of EV and related systems at the Leicestershire Enterprise Zone site.

HELPING SCIENTISTS AND ENGINEERS

The charging infrastructure will help engineers and scientists on the site in research and development around battery development, hydrogen fuel cells and other low carbon and alternative fuel technologies.

Andy Reed, LLEP interim chair said:

"The site offers world-class facilities to the mobility sector. Projects such as this will help it continue bringing in employers and creating quality jobs, while also supporting wider low carbon testing and development."

A planning application for the project has been approved by Hinckley and Bosworth Borough Council.

Bill Cullen, chief executive of HBBC, said:

"I welcome this further investment in low-carbon technologies at MIRA Technology Park, which is a world class facility on our doorstep in Hinckley and Bosworth.

This will strongly align to the delivery of the council's ambitions around climate change and carbon reduction and boosting local jobs in this sector."

"This scheme will be another great example of the impact achieved via the strong collaboration between the council, LLEP and MIRA Technology Park."

Companies based at the technology park are at the forefront of the latest automotive technologies. It is a location of choice for attracting foreign direct investment.

As well as investment in the development of low carbon technologies, the site has made significant investment in facilities for testing autonomous vehicles.

Tim Nathan, managing director at MIRA Technology Park, said:

"We're continually investing in maintaining our position as a leading hub for the development of low-carbon technologies and R&D. With the industry undergoing a revolution in mobility technologies, these investments future proof our capability ensuring we can best support businesses across the technology, engineering and advanced manufacturing sectors."

Juice Booster 2, the wall charger for on the go

Safe and flexible, this portable charging solution from Juice Technology lets you charge your car everywhere and at any time.

One of the main concerns of EV drivers is running out of energy before reaching their destination or a charging station, a fear also known as "range anxiety". Now, imagine being able to effortlessly charge your car's battery whenever you need it – so that you can just sit back and enjoy the journey. All you need is a portable charging solution that will let you tap into the energy that's available all around you. Enter the Juice Booster 2. With this charger and its range of adapters, you can connect your electric car to any standard household or industrial socket anywhere in the world.

Portable EV chargers are important, as they have the potential to close gaps in the charging network by enabling e-car drivers to charge their car wherever it is parked. In contract to charging stations that have to be permanently mounted to a wall, portable charger units offer the same functionality with requiring a fixed installation. Whether it's at a hotel, a roadside restaurant, your workplace or your home, all you need is a socket.

The TÜV-certified Juice Booster 2 is a portable charging station that offers a charging power of up to 22 kilowatts and is compliant with the latest IEC 62752 standards. It enables single, 2 or 3 phase charging of e-cars at a current of up to 32 amps. What's more, this portable EV charger is reliable and safe, intuitive to operate, and suitable for use in any country. The charger is compatible with all electric cars equipped with a Type 2 or Type 1 charging connection. The five-meter cable and theft-proof lockable adapter means you can charge your car in a variety of locations and positions.

SAFE CHARGING – EVERY TIME, EVERYWHERE

Even though household sockets are not designed to deliver the continuously high currents needed for e-car charging, the Juice Booster 2 is completely safe to use. The Juice Booster 2's household adapters are all equipped with the patented Juice Celsius temperature monitoring system, which ensures safe and reliable charging even from normal household sockets. The integrated temperature sensors communicate with the Juice Booster 2 via the Juice Connector plug connection. If the plug detects potential overheating, it immediately transmits a signal to the portable charging station, which then shuts down the charging process in a controlled manner. This prevents any damage to the power socket or the car's battery. Charging then restarts once the temperature of the overheated pins has dropped to a normal level.

The Juice Booster 2 is equipped to automatically detect the socket input current and set the charging power accordingly. It's also waterproof and dustproof (to protection rating IP 67), and can withstand being driven over by wheel loads of up to three tonnes. The Juice Booster 2 is also a 3-in-1 solution that can cover any and all electric charging applications, whether as a fixed wall-mounted box, a portable charging station, or a Type 2 charging cable for recharging in public spaces.

It is designed and developed by Juice Technology, a Switzerland-based global company that has been trading in the UK since earlier this year and which offers both portable and stationary AC and DC solutions, as well as software for charging electric vehicles.

Accelerating the move to zero emission mobility in the UK

We are a not-for-profit, independent partnership, jointly funded by government and our members, whose breadth of backgrounds and perspectives make us unique.

We are collaborative, bringing together government, industry, NGOs, experts and the widest range of key stakeholders at the highest levels, with a shared vision of accelerating transport to zero emissions.

We shape government policy, regulation and initiatives, influence business strategy and provide information and advice to those working to reduce emissions, improve air quality, and combat climate change through cleaner mobility.

Active since 2003 as the Low Carbon Vehicle Partnership, we've played a pivotal role successfully delivering the UK's low emission transport targets.

In February this year, acutely aware of the growing climate emergency and that 'low' is now not enough, we relaunched as Zemo Partnership, embracing a bold new chapter and the need for accelerated change to zero emissions.

From personal transport to freight, fleet and fuels, we are determined to create a shift in the way people think about mobility — and steer them towards a future of zero emissions, sustainable transport that's better for all.

ZEMO PARTNERSHIP'S MISSION IS:

"Driving the decisions today that result in practical changes for a cleaner, more sustainable transport world tomorrow".

OUR AIMS ARE:

- To facilitate cross-sectoral engagement between industry and other stakeholders with the aims of:
  - Developing collaborative initiatives that develop the market for low carbon vehicles and fuels
  - Building understanding and consensus regarding the optimal pathways to low carbon road transport
  - Influencing Government and other decision makers on future policy directions and optimal policy mechanisms
- To encourage research, demonstration and commercialisation of low carbon automotive technologies in the UK and help UK businesses to participate in emerging markets
- To contribute towards the setting and achievement of UK Government targets for carbon reduction from the road transport sector
- To coordinate an effective flow of information within and between industry and other stakeholders to:
  - Raise awareness of recent developments and new opportunities
  - Improve knowledge and awareness of key issues
  - Increase stakeholder understanding about the mission of the Partnership and its achievements.

Zemo Partnership reviews its activities, based on the overall objectives, on an annual basis. Progress is reported periodically to the board, which comprises:

- Automotive manufacturers
- Automotive supplier
- Consultant or technology provider or after service
- Fuel or energy supplier
- Transport operators and consumer organisation
- Public sector (including trusts, agencies NDPBs and local government)
- Environmental, academic and other organisations

www.zemo.org.uk

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How Greenergy and EdgePetrol are empowering fuel retailers with data-led decisions

Managing a business through challenging market conditions is difficult in any sector, and fuel retail is no exception. The uncertainty of the last couple of years has placed increasing pressure on fuel retailers' business models, making it difficult to maintain a consistent margin, which in turn has a knock-on effect on volumes.

This is breaking the old ways of pricing fuel. Benchmarking the competition and waiting until the end of the day, week and month for volume, margin and profit data is not enough. Adaptive, timely and informed decision making is helping retailers extract value and drive growth.

This new approach to pricing isn't just being driven by volume and margin data. While sustaining volume and margin targets is critical as these impact fuel profit and shop sales, fuel cards can also have a huge impact on profitability. Many retailers report 'bill shock' when fuel card bills are higher than expected. This highlights the need for a more diligent approach to pricing strategy.

The problem with fuel cards

This was the challenge facing Greenergy-supplied retailer Shan's Group. They couldn't see the effect fuel cards were having on their margin until the end of the month; an issue stopping many fuel retailers from making optimal pricing decisions quickly enough to be impactful.

The percentages of volume paid for by fuel cards has also been volatile since the start of the pandemic. In order to price for the desired margin without waiting until month end (and looking back in regret), Shan's started making use of EdgePetrol's net margin solution.

Net margin accounts for fuel card fees in real time. Not only are Edge users able to see how much of their volume is being taken up by fuel cards, they can also view the real impact this has on their gross margin and overall fuel profitability today.

Through working closely with his dedicated EdgePetrol Customer Success Manager, Nemal (owner of Shan's Group) realised he was making less on diesel than he originally thought due to high fuel card volumes. This insight prompted him to make the right pricing changes to receive a more desirable, stable margin.

Pricing with confidence

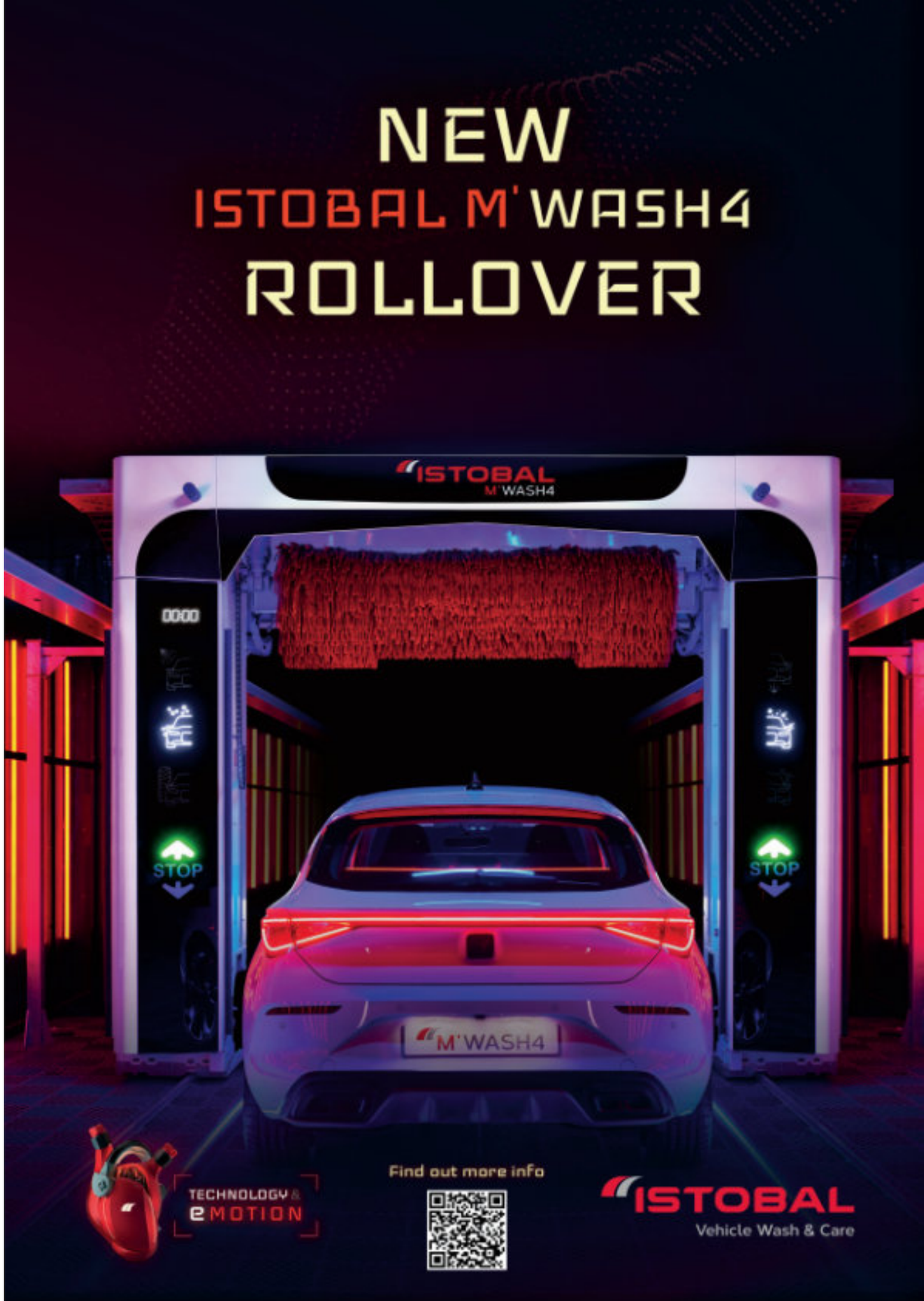
Using EdgePetrol to monitor the new approach, Nemal saw a minimal impact on retail volume which enabled him to maintain the new pricing strategy with confidence. This resulted in a 9% increase in profit from diesel over the thirty day period. This a decision that could only have been made with the right data at his fingertips.

Timely access to the right information is vital for dealers in times of uncertainty, as it helps them to make well informed, data-backed decisions for their stations. This is why Greenergy has included EdgePetrol in their branded retail offer for both new customers and renewals who can use the app at no extra cost, giving them real time information and data to help drive decisions.

EdgePetrol uses weighted and blended margins to display the true cost of fuel in the tanks at any given moment. Because of this, Greenergy dealers manage cost price volatility without wondering what could have been when month-end accounts come in.

Fuel retail is changing, but with real time data, you will be able to make better data-led decisions for your business.

To find out more please contact your Greenergy Territory Manager or reach out to EdgePetrol at hello@edgepetrol.com



G.A.W. Washes: Car wash specialists

Supplying jet washes, vacuums & air towers in the South West

GAW Washes has have been supplying Jet Wash, Vacuum & Air equipment throughout the South-West for almost 20 years.

Owner, Keith Ellacott says;

With over 30 years' experience in the industry, I am proud to say G.A.W. Washes is supplying and working in partnership with petrol filling stations, car sales and garages, retail stores, wash bay centres, and independent sites".

As well as outright purchase, equipment is available for profit-share, which means:

- No capital cost
- Free installation & 24/7 call out response
- Free labour & parts warranty
- Free service & maintenance cover
- Equipment installed and maintained by GAW

Keith confirms;

"We are a committed, proud, family run company who you can trust. With our proactive, professional and personal touch your car wash business future is safe and secure in partnership with G.A.W. Washes".

www.gawwashes.co.uk

Payment: The contactless option

SCOTIA forecourt services

Scotland-based PEIMF member, Scotia Forecourt Services, looks at developments in methods of payment for valeting services

Self-service forecourt valeting equipment continues to be a fantastic way of optimising the full potential of the space on your forecourt, and many aspects have changed over the years. Displays have grown larger and clearer and branding has become brighter and more elaborate.

Payment: Cash operation has its advantages, but is always open to crime. You can take precautions of course (additional locks, a more secure safe, CCTV, additional lighting or signage insisting that no money is held in the machine). Unfortunately, as well as potentially losing cash, theft, can leave you with thousands or pounds worth of repairs or, in some cases, irreparable damage to your equipment

So what are your options?

Code access: The technology is tidy but can be expensive.

Tokens: On the surface, are an ideal solution. They avoid the security issue but can be slow and put customers off.

Contactless technology: This has become rapidly more popular, with the introduction of not only contactless payments on debit and credit cards, but now on mobile devices.

For optimal convenience we have now introduced contactless payment terminals as an option on our self-service jet wash and vacuums and air towers. The option of running a jet wash on a cash operation, in tandem with contactless payment, is now available too.

Modernising your equipment

Keeping up with the current market trends could help assure that you're continuing to attain the full potential of your site - for many years to come.Sb

www.scotiaforecourt.com

The latest jetwash innovations

Brand new PEIMF member, Electrajet, offer the latest jetwash innovations

Buy time multifunction range

Available with up to 4 vend options in one cabinet, this new multifunction unit caters for all locations including: Petrol Forecourts, Electric Charging Areas, Car Wash Locations, Car Parks and any other high traffic sites.

Choose from 4 different variants including a 2-in-1, 3-in-1 and the deluxe 4-in-1 model.

All variants utilise a smart dual screen display with individual vend buttons, based on a buy-time format. The user is able to use up 4 modes in just one payment vend.

Product Variants

- 4-in-1 (Air/ Vacuum/Water or Screen-wash/ Fragrance)
- 3-in-1 (Air/ Vacuum/Fragrance)
- 3-in-1 (Air/Vacuum/ Water or Screen-wash)
- 2-in-1 (Air/Vacuum)

Full range of forecourt equipment available

Buy time jet wash

These units have proven to generate up to THREE times more revenue than prior existing equipment on site. Achieved through the exciting and sometimes UK 'first to market' new features, including:

- UK's First Bespoke Wheel Cleaner Hose
- Bespoke Snow Foam Hose Reel
- Genuine Reverse Osmosis (PureWater) Streak Free Rinse
- LED Advertising Screen

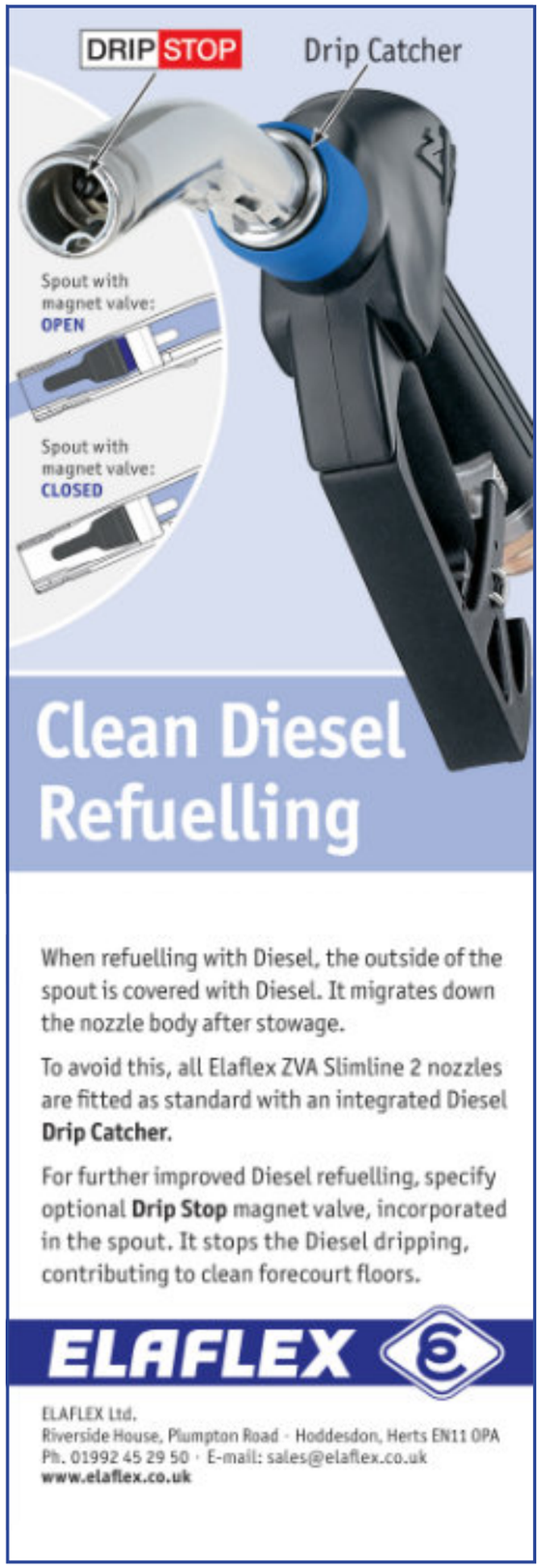
With 7 wash options available, bring your car wash into the 21st century with the latest product from Electrajet. With a team of highly skilled and competent engineers, Electrajet offer nationwide installation and servicing.

Product benefits

- Robust, secure and durable design
- Attractive looking unit with striking vinyl wrap and optional LED advertising screen
- Range of payment options including contactless card / coin / token
- Cost effective purchase with delivery and installation included

All products come with: Single phase or 3 phase pump, Integrated frost protection with internal heater and automatic hose blowdown, Stainless steel hose reel for wheel cleaner application, Smart PLC control and functional timer display with touch screen parameter and totals display, twin heavy duty boom for lance and brush, super soft brush and insulated pole, compressed air high foam system, Stainless steel 316 marine grade cabinet and RCD safety protection. Many optional extras are also available.

Tel: 0141 946 0441 • Email: sales@electrajet.co.uk • www.electrajet.co.uk



When refuelling with Diesel, the outside of the spout is covered with Diesel. It migrates down the nozzle body after stowage.

To avoid this, all Elaflex ZVA Slimline 2 nozzles are fitted as standard with an integrated Diesel **Drip Catcher.**

For further improved Diesel refuelling, specify optional **Drip Stop** magnet valve, incorporated in the spout. It stops the Diesel dripping, contributing to clean forecourt floors.

ELAFLEX

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Riverside House, Plumpton Road · Hoddesdon, Herts EN11 0PA
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A hattrick of innovations from STA Technical for the petrol forecourt sector

On a mission to make life easier for its forecourt clients, STA Technical's reputation is for quality and innovation.

Managing director Warren Peters says:

"When talking with clients, they say where we add real value, is by designing and developing products and components that mitigate the hassle factor usually associated with undertaking key jobs on the forecourt."

Here, STA introduces three such products:

Offset fuel label

An incident, in which a child was injured, prompted STA to develop an alternative label system that not only conforms to regulatory requirements, but offers a host of benefits at the forecourt.

Warren explains:

"On hearing that the child needed stitches in his leg having fallen on the sharp edge of an offset fuel label, we knew we could improve upon the existing holder design and develop a system that was not only safe, but delivered an improved and modern label design.

"In line with our 'evolution not revolution' philosophy, we have engineered out all sharp corners on our label holders and they're all 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."

With STA's laminated label system using aviation technology, the new labels 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.

Fit for purpose pump calibration trolley

STA's 20-litre fuel cannister trolley was designed on the request of TSG UK Solutions, and is used to undertake pump measurement checks on the forecourt.

It is recommended that fuel dispensers undergo a pump measure check at least once per year, to maintain compliance with the service legislation set by the Office for Product Safety & Standards (OPSS). If recalibration is required, the technician can adjust and restamp meters on the same day.

To help with the large-scale execution of these checks, TSG UK Solutions commissioned STA Technical to develop a trolley to carry the requisite fuel cannister from pump to pump during the recalibration process.

Warren says:

"The trolley fits the standard 20-litre fuel cannister perfectly and we have used UK-manufactured wheels and handles to ensure the best of British quality and to support UK business."

Procurement Team @ TSG UK Solutions state:

"We collaborated with STA Technical to create a prototype of a trolley that would assist our engineers on the forecourts. The prototype was approved by the team at our head office in Dundee and an order was placed for ten trolleys. STA Technical took the time to understand the issue and deliver a product right for the job. The trolleys are already making a difference on the forecourt."

Warren adds:

"A trolley isn't usually a product that gets much of a fanfare, but for those having to move a full 20-litre cannister around, it's a

bit of a gamechanger. In addition to TSG UK Solutions, a couple of other major players are currently trialling the trolley both here and in Ireland. And now we've got a tried and tested design it can easily be adapted to provide assistance in other scenarios and environments."

Simple but effective

With cones used daily on a forecourt, the dilemma faced by forecourt owners is often where to store them and how to keep them secure when not in use.

STA Technical's cone post provides a simple but effective solution. Fabricated from mild steel and secured to the concrete forecourt, the standard post (height 1400mm) comfortably holds eight cones, all of which are then secured by a padlock on the top of the post.

Warren adds:

"As with many of our best-selling products the idea behind the cone holder is a simple but effective one. Proving their worth, having been installed on several Shell sites, they can also be customised in terms of height and colourway."

For more information on how STA Technical's products can support forecourt owners, visit: www.statechnical.com or call Warren Peters on: 07881 702313

STA Technical

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In the frame...

Our 'victim' this time round is Tom Lewis, Commercial Director, UKI & Western Europe, for Gilbarco Veeder Root

Tom, tell us about your present role & how long you've held it

I have been working at Gilbarco Veeder-Root for the past 8 years and over the last 12 months my role has been as Commercial Director, Western Europe. I am very lucky that this role takes me across 8 different countries, working with a variety of diverse cultures and people. I am responsible for leading the teams that support our partners and customers across the region with the full suite of GVR products. Helping them manage their transition towards future fuels and connected retail.

How long have you been in the industry?

After graduating in Economics I joined a marketing agency, which had GVR as a client. I worked very closely with the GVR Sales and Marketing teams in the UK and loved every minute of working in the fuel retail industry. I think I looked at almost every petrol station in the UK on Google Earth and became a bit of a petrol pump geek!

I then went to work at a technology start-up, focussed on machine learning and Ai, which was a very interesting experience. In 2014, I received a call from GVR asking me to come work for them directly. I jumped at the opportunity and haven't looked back!

Which role have you enjoyed most?

I am very lucky to have experienced a number of different roles at GVR, each offering me the opportunity to grow and develop in my career. I absolutely love my current role, which allows me to travel and meet customers every week. The best part is working with my world class team; they have so much experience in the fuel industry and it is a privilege to work with some of the best in the business!

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

At 23 I had the goal to become UK Sales Director for Gilbarco before I was 30. I was happy to achieve that with a few months to spare!

I am also proud of how we are evolving GVR from being known as a fuel dispenser, hardware-focussed business to becoming a world class technology provider. In 2021, GVR sold more EV chargers than fuel dispensers in the UK, not bad for a 150-year-old petrol pump company!

Where do you see yourself in say, 10 years?

In 10 years' time I will have played a significant role in transforming GVR and helped the industry evolve, to become more customer centric with a world class retail offering; achieving our net zero strategy and leaving a more environmentally secure world for future generations.

And in your spare time?

As a proud Welshman you can often find me watching a game of rugby, although my playing days are long behind me now! I am also an avid skier, and can't wait to get back to the slopes soon.

For the past two years I have been learning Spanish. My team in Spain always speak English with me, but I am trying to make an effort to learn the lingo!

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

This industry never sits still. Whether it is the divestment of oil company sites, the growth of the retail offering or the disruption from alternative fuels; the only constant is change!

What do you think the future holds for the fuels industry - and how are you preparing for it?

We are currently witnessing the largest change in the industry since the motor vehicle displaced the horse & cart. GVR are playing a key role in supporting retailers manage the transition to future fuels, and have dedicated teams focussed on electric mobility and hydrogen technologies. We are mobilising the future to create a better world.

And a philosophy?

Ask for forgiveness rather than beg for permission! Always trust your instinct and be decisive in your actions.

Fibrelite design and engineer retrofit replacement for heavy cast iron recess access covers with concrete infill

Project Overview

Fibrelite was contacted about this upgrade project and shortly thereafter was invited to conduct a site survey. This client desired a simple replacement for their previously installed heavy cast iron recess (access) covers with concrete infill. The retrofittable design and engineering solutions offered by Fibrelite meant that they would be an ideal candidate for manufacture and supply.

Heavy cast iron access covers

Problem

The previously installed cast iron and concrete access covers were very heavy. This caused frequent operational difficulties for the customer which they considered manageable for some time. After a certain point, the site managers decided that the cost and health and safety risks posed by these heavy cast iron recess covers were no longer tenable.

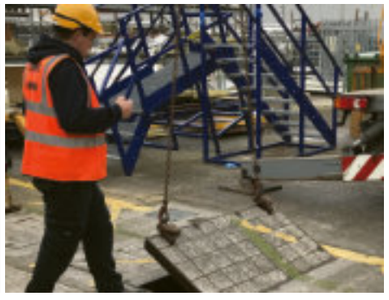
Key difficulties with previously installed access covers and requirements for replacement:

- Removing and replacing the cast iron and concrete access covers necessitated specialist machinery (a crane) and training for operatives.
- Existing key housings had corroded/deformed, adding to the difficulty incurred during removal.
- The replacement covers needed to be stepped 84mm to 117mm deep to accommodate the existing frame as the customer did not wish to break out concrete if possible.
- The replacement covers needed to comply with the D400 load rating.

Previously installed access covers required a crane to remove and replace

Fibrelite's lightweight composite covers can be safely removed and replaced by two people

Site managers decided the health and safety risks posed by these heavy cast iron recess covers were no longer tenable



This client required a replacement for previously installed heavy concrete covers which required a crane to remove

Solution

Shortly after the site survey, the Fibrelite technical team was able to provide a proposal that would meet the requirements mandated from the outset by the customer. The site survey and proposal were completed quickly, which was pleasing to the customer who was keen to quickly implement this upgrade. Fibrelite's replacement solution was engineered and delivered to the required specifications.

Key Fibrelite benefits and design challenges overcome:

- Fibrelite's lightweight GRP composite trench access covers are removed and replaced by any two people, using the Fibrelite supplied ergonomically designed FL7 lifting handles.
- Quick and painless install, no need for concrete break out: Fibrelite delivered custom manufactured 84mm – 117mm deep stepped trench access covers; which could be retrofitted directly into the existing frames with no modifications required.
- The lightweight D400 load rated trench access covers delivered by Fibrelite ensure the customer will benefit from safe and easy manual handling, due to the significantly reduced cover weight.

Results

The easy access solution provided by Fibrelite ensures there is no need for any specialist personnel or machinery required to remove or replace the covers.

Key Fibrelite benefits at a glance:

- Easy access to trench services using the ergonomically designed Fibrelite FL7 lifting handles.
- Best strength to weight ratio available in the market today.
- Successful application of bespoke design solution.
- Fast installation.
- Corrosion resistant.
- Anti-skid/slip properties.

For more Fibrelite case studies visit: www.fibrelite.com/all-case-studies/

The forecourt roadshows change hands

The end of an era!

The forecourt & fuel roadshows have been organised by David & Carolyn Honeyman for around 30 amazing years. But it's all change, as ownership of the shows is transferred to The Petrol Retailers Association (PRA); kicking off in Knutsford in March next year.

As a well-known and (dare I say) well loved series of events in this great industry, our editor (co-incidentally also called David Honeyman) reflects on 30 years' involvement in this business, and pays tribute to everyone who's helped make it happen along the way.

My aim is not for this to be self-indulgent waffle, but rather an acknowledgement of gratitude to so many industry professionals who have been a part of our well-established events. It may prove to be a very difficult article to write without including too many exclamation marks (!!) and smiley faces 😊.

Bessell, Boycee and a youthful Luke Baker

But here goes!

We originally launched as '**forrex**' in November 1991 at Sandown Park racecourse – totally my idea, but at that time I was working freelance for the publishers of Service Station magazine (if any of you can remember that far back!) The show was nine months in the making and, with the greatest respect to my kids, this truly was 'my baby.' Following a further date in Coventry 1992 the management sold the company – oops!

I subsequently jumped ship, and will be eternally thankful to all the pre-booked exhibitors who stuck with me as I created **The Regional Forecourt Show**. (This included the legendary Terry Potter of Mars, Ferrero and Ginsters fame). This group grew to fill a banqueting suite at Old Trafford Cricket Ground in October '92.

Watch out Nick, Akay's behind you!

And how about this – on the day I left, a press release came round from the then owners of the National Forecourt Show at the NEC. They would not be holding the event in 1993! Christmas really did come early for me that year 😊.

A further show in Maidstone that year and we were really on our way.

Kicking off '93 at The Webbington

So off I went with six shows.

I really appreciated the vote of confidence of all exhibitors in that early stage, but a real big special "hats off" and thanks to his Lordship – the great Arthur Plumpton of North Yorkshire, who booked four stands at all six venues – for Microlec, Pumptronics, Lectronics and Triscan.

One phone call - 24 Stands!!

And he's still a great friend to this day.

The queues to get in, back in those early days were legend (isn't life grand looking back 😊).

Great times – great memories!

We have many, many memories from the many, many roadshows over the years. I hope you've shared some of them. Here is just a brief selection, in no chronological order.

Let's start with Nottingham – 23rd March 1993. Who's idea was it to build a ramp to build-up to the 1st floor? A steep incline, scaffold poles, boards, no nails, rain – what could possibly go wrong?? The answer was – basically everything! But visitors came, and the day was saved

Peterborough – where were the visitors 😊?

Skittles nights at The Webbington – such fun, with the mini bus, the sticker-uppers, local beer and access to the skittle alley via the gents'. Oh and a certain Sales Director falling flat on his face!

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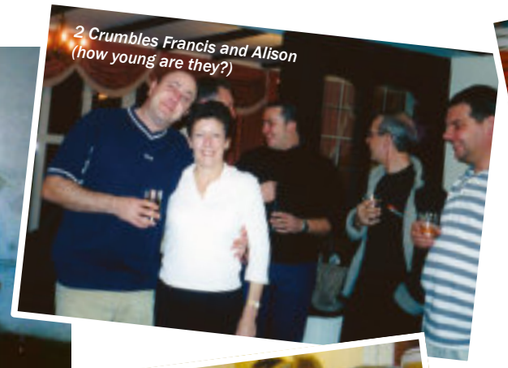
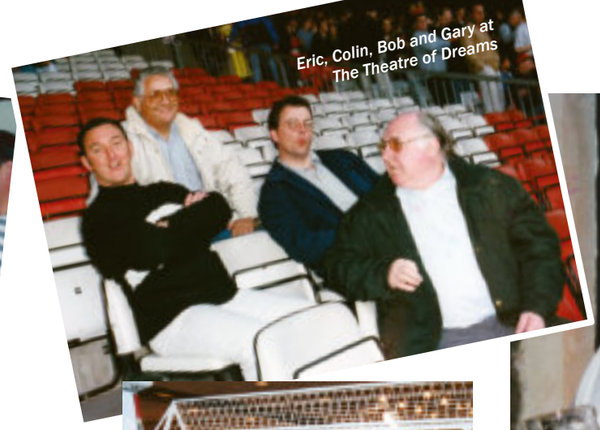
Continued from p41

Ralph and Roger up to no good


2 Crumbles Francis and Alison (how young are they?)

KingPin Beeby and the great Keith Almond – oh and Mrs H


Eric, Colin, Bob and Gary at The Theatre of Dreams

Where was Don from again?

Cooper and Potter. What a combo!

Tickets for the Football – Utd v Celtic at Old Trafford and Villa winning 6 – 0 in the league cup (and Carolyn picking up the sweepstake)

Ejecting an un-named retailer in Manchester for upsetting everyone

Keith Mowbray holding court for three hours with Sam the sheepdog

The poor rep from Q8 knocked out during breakdown in Scotland

The Boozy nights, with the 2, 3 and even 4am clubs

Crazy golf, karting, kilts and haggis in Scotland – great times

The Wesumat truck wiping out the front of the hotel in the snow in Runcorn

The huge tank of water suddenly appearing in the suite in Southampton

Arthur waxing lyrical

The tour de France buses filling the car park in Bristol

The perennial grief we got from Inchyra Grange cancelling, forgetting or just plain losing our bookings

The evenings when we opened after setting up, and those magnificent 15 visitors in Maidstone

The inedible food in Bolton – where none of us paid and they ran out of alcohol and glasses!

The regular, brilliant pre-show evenings with 10-20 exhibitors round the dinner table truly enjoying the company (and getting paid for it 😊)

The Guinness running out in Belfast (twice!)

The guided tours of Old Trafford "The Theatre of Dreams"

And of course, the gypsy wedding in Cheshire – complete with murder!

And so to March 2020: Knutsford

Just two weeks before the first lockdown. Who could possibly have known how the next 18 months would go, as we held our last show in the 'old world'.

And as we were due to reboot in Wakefield at The Cedar Court last November, they kindly informed us that they had decided not to open their doors – just a few weeks before the show.

But when one door closes... And their sister hotel in Bradford became our new home in West Yorks, and proved to be the best room we've ever used. See you there on November 10th for our last hurrah😊.

It's all about the people

Ultimately, our events are about the people, and we've been blessed with such a warm, friendly attitude from exhibitors and visitors alike. We've made many, many friends, and been pleased to have helped develop business relationships, friendships, and even the odd marriage, between industry colleagues.

I'd like to make special mentions to so many people who have supported us, stuck with us through thick and thin and have been so much more than just clients and colleagues. You have been part of the fabric; part of the roadshow family – in no particular order (believe me, you all count 😊). Apologies if I leave anyone out. So.....

Clive Steel and the brilliant Air-Serv team – Richard, George, Lisa, Dessie and all. Steve Davies, Jennie, Trevor & Christine and all our pals at Ancorra, Paul Cooper (chief scout and gold watch candidate), John Reynolds (from day one), Darrin (2 crumbles) Francis, Siobhan, Tony Boyce (still with us mate 😊) my friends at the PRA (notably the great Phil Monger) Oli Yeo and gang at Griphero, Gideon, Truman and the team from Edge. Thanks Maja, Jag Bains, Robert Mortimer, the wonderful Signor Steve Harrington, Akay Ismet, Adrian Beeby (occasionally giving me a hard time 😊) John Bessell (still giving me a hard time), Warren & Lyn Peters, Debbie Ghigi, Keith Mowbray and his dogs, Sam & Charley.

And there's more...

Mr Sluman, Barry Onions, Alex Boudry, Duncan Amos, Davie Jackson, Luke Baker, Ramsay, Brian Doggett, Steve Richards, Peter Harrison (CFC 😊) Cheryl Ashton (you just couldn't keep away!) Pete Jackaman, Martin Steggles, Andy Kennedy, Colin Duckworth, Tom Lewis, Dave Lindon, Frank Mac, Jim and John up in Scotland,

Barrie getting stuck in as always

Paul Muncey (loved the banter) Niki Rodhouse, Barry Mullins, Ian Stephens, Mark Baldwin, Mark Orr, Clive Drake, Mike Piggott, uncle Tom Cobley and all.

As I said earlier - apologies if I've left you off the list – but what a list!

Legends

Sadly, some great friends are no longer with us, notably: Barrie Butler, Noel Birkett, Mike Webber, John Shard, Frank Hare, Edward Hopkinson & Jonathan Coombes. Super people and amazing industry stalwarts.

It's lovely to have enjoyed the company and friendship of these old school industry legends, but time waits for no man and there are fantastic, young, energetic, super talented people now running rings round us old fogeys, like Julian and the super team at EdgePetrol, Luke Jenkins, Julie Patino and Alex Boudry – making massive and deserved progress through the industry.

Our team

A big thanks for the countless hours Alison has put in over the years, chasing up visitors and helping Carolyn on reception. It's been great working with you Alison and we will of course stay in touch.

Denise – our design guru, who continues to do an amazing job on INSITE and will cringe when she reads this.

Our little dog Teddy was integral to the team. He came to a number of shows and was always welcomed by many guests and exhibitors alike – now sadly missed.

And, of course, my partner in crime. Carolyn is always 100% enthusiastic and honest, treating everybody exactly the same – whatever their job title – with respect and friendship (even if she did have to knock the occasional uppity exhibitor into shape 😊).

And so to the future

We've worked with the PRA at the Roadshows for many, many years; and we're confident our events are going to a good home. Gordon, Steve and the team are committed to serving fuel retailers – so where else could be better? We wish them every success.

We are running the shows for the remainder of this year and will do all that we can to ensure a smooth and pain-free transition of management. We will always be at the end of the phone if needed.

I'm still very much involved in the industry, with my role at the PEIMF and INSITE magazine (very reasonable advertising rates 😊) and will be pleased to keep in touch.

So, when the curtain comes down on the forecourt roadshow in Bradford on November 10th, as far as Carolyn and I are concerned (and to quote Looney Tunes)

That's all folks!

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Continued on page 46

Continued from page 45

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