



# FUELLED

NEWSLETTER

OCTOBER 2018

## MCFALL FUEL DRIVER WINS NATIONAL TITLE



New Zealand's Champion Class Three & Four truck driver for 2018 was awarded to McFall Fuel's Andrew Crandon pictured following a competitive final at the NZ Truck Driving Championship at Forsyth Barr Stadium in Dunedin. Andrew came out on top across the many different disciplines of the competition to take the title. "I was surprised with the extra activities that made the competition that much closer. Many of the faces were the same as last year and we all had another year's experience. It felt great to win and despite the rivalry we did support and encourage each other to be the best we could be," said Andrew. The young fuel delivery driver based in Auckland has impressed with his attention to detail and his positive approach to his role. Auckland Area Operations Manager Jeff Sullivan said "Andrew is extremely enthusiastic, thorough, and most importantly keen to learn which is so essential for drivers in fuel delivery." McFall Fuel are continuously looking to develop the training programmes offered for all staff who drive company vehicles.

We now offer a wide range of training from light to heavy vehicles to ensure that high standards are met consistently across the fleet. At present we are developing an approach to use with the buddy trainers who carry out the education required in the field with new fuel delivery drivers.

McFall Fuel place a great deal of emphasis on driver education and over the past year have increased the number of people involved in driver training with Stephen Randall joining the Training and Safety Team in Wellington to support the work of the Training & Safety Manager Michael Crandon. "We are also encouraging some of the drivers to complete their I Endorsements so that they can support the work of the Team within the business."

## VOLVO SAFETY AND INNOVATION SUMMIT HANNOVER, GERMANY



Volvo invited McFall Fuel General Manager Operations, Paul Clampitt to attend the International Automobile and Accessories Exhibition in September in Germany. "There was a lot of heavy transport innovation on show, of particular interest was the innovation Volvo presented including Electric/Hybrid/LNG/Autonomous which can be found on this website."

<https://www.volvotrucks.com/en-en/about-us/automation/vera.html>

The Official Volvo Programme in Gothenburg, Sweden included driving experiences in electric trucks, remote controlled trucks, with lane departure and connectivity technology. "Of particular interest was the Volvo I shift dual clutch transmission where gear changes take place without any interruption in power delivery, as a result engine torque is maintained and driving comfort is significantly improved," said Paul. I see this of real benefit for McFall Fuel with the live loads we carry. Also of interest were the dynamic steering and X drive development which will be available to our markets in 2019. As always the sharing of industry best practice with other Australian and NZ transport operators is worthwhile."

## FUEL PRICING FEATURES STRONGLY IN THE MEDIA

The challenge for McFall Fuel is being able to explain the vagaries of fuel pricing in the market place to customers when it comes to bulk fuel deliveries and the way the retail market is now operating. As we all know the retail market sees pricing vary from location to location, sometimes wildly. Our data over August revealed that the cheapest place to buy fuel at the pump was Tokoroa (Diesel) and Rotorua (91) whereas customers in Lewis Pass were the highest priced for diesel and Waiheke Island for 91. The bulk fuel business on the other hand sees the pricing of fuel take into consideration the cost of purchase, plus taxes for the fuel on a weekly or twice weekly basis and then the cost of delivery of it to customer sites.

The 3.5 cents per litre national land transport fund excise tax added to the price of all motor spirits products (petrol) is the latest tax to be added to fuel and was effective Sunday 30, 2018. This along with the weakening dollar and the likelihood of global oil prices rising means predictions are that the price of fuel will keep rising.



# What's Happening @ McFall Fuel

## RISKS OF FILLING SMALL PORTABLE CONTAINERS



“Historically filling smaller containers with fuel for our customers after filling their tanks on site has been looked at as ‘good customer service’,” said Training and Safety Manager, Michael Crandon. “Most of these smaller containers (not all) are specifically designed to contain fuel products. However, they are designed to be filled at service station pumps

accommodating their smaller auto shut-off nozzle and air vent.”

The nozzles on our delivery vehicles are bigger than those at service stations and the pump rate from the trucks is significantly faster than the service stations auto shut-off nozzle. This means there is not enough airflow out of the container when the fuel is going in causing bubbling and blowback of fuel. We are also not able to safely secure the containers when filling, which increases the risk of them falling over causing product to ground, a situation about which we may have to notify Worksafe. On occasions where containers, that are not certified for fuel use, are filled the quality of the fuel cannot be guaranteed due the potential of residual contaminants in the container. These contaminants can then be introduced into machines/ vehicles/equipment. There are also other risks to the customer and the fuel delivery drivers.

## JUMP START YOUR SUMMER—MCFALL FUEL FUEL CARDS



BP New Zealand announced the launch of their latest nationwide customer promotion, Jump Start Your Summer! This is available to all McFall Fuel, Fuelcard holders.

Starting on Monday 17th September 2018 and running for 6 weeks until Sunday 28th October 2018, the scratch and win competition is open to all McFall Fuel customers across BP retail sites nationwide.

This is a scratch card promotion, where customers who spend \$40 or more on fuel will receive 1 scratch card to be in to win. There are over 50,000 instant prizes to be won plus the grand prize draw of 6 x \$5,000 travel vouchers, one drawn each week across the campaign.

Find out more about how to get a McFall Fuel, Fuel Card by calling one of our Sales Representatives or 0800 623 255.

## CUSTOMERS HAVE GREAT DAY OUT IN RUATORIA



Business Development Manager for Hawkes Bay & Poverty Bay Craig Gowler and Rochelle and Area Sales Reps Mark Kingsbeer and Rochelle Smith took a group of customers by bus to Ruatoria to watch the local derby between East Coast and Poverty Bay. “A great time was had by all, with warm welcome by East Coast Rugby CEO Cushla Tangaere Manuel. Papis in a bucket were served for starters and the superb East Coast Hospitality was enjoyed by all. An awesome Haka by both teams was enjoyed by the crowd and was followed by a great game of Rugby. At 19 all in the last minutes of the game East Coast were running the ball out of their 22. Poverty Bay intercepted a pass to win.

A great day out and the East Coast Rugby Union supplied the customers with Hangi Packs for the ride home.



A real bonus for the customers was All Black great Ian Kirkpatrick was on the bus.

**MCFALL  
LOYAL!**

## The Complete Package



**BULK  
FUEL**



**FUEL CARD**



**FUEL TANKS**



**LUBRICANTS**



**SERVICE**



**TANK REPAIRS  
& MAINTENANCE**