



FUELLED

NEWSLETTER

JUNE 2019

PRIMARY SECTOR SHOWING POSITIVE SIGNS



McFall Fuel has strong involvement in the forestry, farming, farming related, and the horticulture sectors and so it is pleasing to see the favourable outlook for these sectors emerging through economic data being produced at present.

New Zealand dairy prices have improved since the start of the year and it appears as if the prospects for the milk price next year look good. It is also

believed that there will be a dramatic increase in China's need to import more pork based on the concerns about the possible impact of African Swine Fever and in turn this will see increased demand for other proteins like beef and lamb. Lamb may well benefit from increased exports to China because it has not been a traditional market for the New Zealand product. In the horticulture sector, it is expected more gold than green kiwifruit will be exported for the first time. Kiwifruit exports to China are already dominated by gold over green with almost 70% of the volume over last year being gold. Horticulture is expected to be the fastest growing sector in 2019. Forestry saw export log prices fall in April, however, local demand remains strong because of the strong activity in the construction sector and the expected increase in residential construction in China still gives confidence.



MANAGING THE TANK ASSET IS DEMANDING

The demands of managing the tank asset has grown significantly over the past two years. It is no longer of matter of placing a tank on site and then filling it as required. The Tank Asset Team are drawing together a plan that will see all McFall Fuel Tank Assets serviced at least annually to ensure that the tanks are kept fit for purpose. In addition, the ongoing demand for repairs and maintenance will be met by this group or external suppliers based on where the customer is located and the level of urgency.

The Tank Certifications need in depth discussion about the list of requirements such as the correct Hazchem signage and labelling being visible from 10 metres. Another example is the location of fire extinguishers in proximity to the fuel tank. Our Sales Reps are keen to help explain the checklist. The BDM for Compliance, Logan Fleming, also works closely with the Sales Reps and the customers to achieve optimal outcomes in the more demanding situations.

HARVESTTECH 2019 IS SOLD OUT

McFall Fuel are impressed that HarvestTECH 2019 is sold out. The event held every two years sees 450 plus logging contractors, forestry managers, forestry owners, harvest planner plus equipment suppliers come together in Rotorua to join people from Canada, the USA, Finland, Australia, and Papua New Guinea. As a sponsor McFall Fuel will chair the opening session for the event which will cover recent innovations in steep slope and winch assist harvesting plus getting the best out of existing hauler & ground-based operations. In addition, Harvest Planning - new systems really making a difference and the effective use of collected data from your harvesting operation will also be covered. As always communication is an important piece of the work puzzle and so solutions for improving in-forest communications and remote sensing technologies for harvest planning and operations will be of immense interest.

Attending the Conference will be long standing McFall Fuel customer Alan Sinton (pictured) who has just clocked up 50 years in harvesting which is an amazing achievement in the industry. Beginning work at Kinleith in 1969 working as a skiddy in a ground based harvesting crew, Alan now employs around 65 people in his three hauler and two ground based crew operations from his base in Tokoroa.



HAZCHEM 3Z
UN3082
ENVIRONMENTALLY HAZARDOUS SUBSTANCE, LIQUID, N.O.S. (DIESEL)
IN EMERGENCY DIAL 111 - FIRE BRIGADE
  

What's Happening @ McFall Fuel

KEEPING THE MCFALL FUEL FLEET UP TO DATE

The McFall Fuel Fleet is constantly being evaluated based on performance in the field and the customers demands around deliveries in the locations within which they work. The fit for purpose approach has challenged the thinking of the Operations Team as they have brought together several different types of



fleet since 2015 with the merges with Direct Fuels and then Rural Fuel. The new quad pictured was developed as part of the drive to have a fit for purpose heavy fleet to meet the wide range of needs across the North Island. The four axle 6 compartment is able to carry 37,000 litres of motor spirits and 32,000 litres of diesel at 44 tonne.

"The change in legislation which has seen NZTA release a new set of HPMV ProForma designs needs reviewing so that we can see what advantages if any it can bring to the business," said Logistics Manager Scott Jeanes. "The two UD Quon (GW26-420 AS) 6x4's that are Euro 6 emission will help to reduce our environmental footprint for our metro, into machine and small commercial deliveries, have been ordered. Both our Volvo's and UD trucks use group componentry. I very much enjoy the research into what will be the best possible fleet and logistical decisions for the business." Scott has a passion for the industry and its developments.

EXCITEMENT ABOUT THE NEW TITAN CARGO SAE 15W-40

McFall Fuel is delighted to be able to offer Titan Cargo SAE 15W-40 which features a CK-4 specification which meets today's emission requirements as well as the engine performance of modern Original Equipment Manufacturers (OEM's). The new product is a combination of state of the art additive technology with a new base oil matrix which provides the highest levels of performance regarding oxidation stability, resistance to oil aeration, wear protection as well as shear stability in highly stressed commercial vehicle engines. "We are pleased to be able to offer the new CK Cargo at the same price as the CJ Cargo given it is the latest technology," said Todd Pelham, the McFall Fuel BDM responsible for Lubricants. "The list of approvals from some of the world's biggest OEM's as well as the offer of impressive performance, including the potential to offer an improvement in fuel savings along with the suitability for new and old engines makes this a winner. Customers will see the new CK product start to come through shortly."



AWARDS IN FORESTRY & FARMING FOR CUSTOMERS IN GISBORNE

520 people at the Forestry Awards in Gisborne celebrated the outstanding achievements within the sector. Seven McFall Fuel customers won awards.

The Industry Development Awards

- ⇒ UDC Contractor of the Year went to McKay Cartage
- ⇒ C3 Outstanding Regional Service Performance Award—Alan Paulson of Tairāwhiti Timber Training.
- ⇒ Transdiesel Outstanding Environmental Management Award—Mark Richards & Matt Schmelz of the Eastland Port Infrastructure Team.

Training Excellence Awards

- ⇒ Competenz NZ Apprentice of the Year—Arana Kuru of A&R Logging
- ⇒ Forest Enterprises Trainee of the Year—Hemi Tuapawa, Pride Forestry

Professional Skills Awards

- ⇒ PF Olsen Construction Excellence Award—Brian Deam, Big Bark Logging
- ⇒ Ernslaw One Faller Excellence Award—Matt MacKintosh, Big Bark Logging
- ⇒ Gough Cat Woman in Forestry—Megan Costello, Ernslaw One

Farming Award

Congratulations to the King Family who won the Ahuwhenua Trophy, the Te Puni Kokiri Excellence in Maori Farming Award. The husband and wife team, farm sheep and beef at Matawai where they have set challenging goals and achieved them.

**MCFALL
LOYAL**

The Complete Package



BULK
FUEL



FUELCARD



FUEL TANKS



LUBRICANTS



SERVICE



TANK REPAIRS
& MAINTENANCE