



# FUELLED

NEWSLETTER

JANUARY 2022

## MCFALL FUEL MOVES INTO NORTHLAND



There has always been much discussion about becoming a truly North Island fuel distributor since 2013. The decision was made December 1, 2021 to move into the north and begin servicing the growing number of McFall Fuel customers from Auckland and other Regions moving into the north with their work. “The time was right and the Team had thought through and carefully planned what was required to make it work. We are very pleased with the way we have quickly started to meet the needs of our current customers,” said Allan

McFall. “Some of those customers who have only recently moved into the north are beginning to show strong signs of growth already which is exciting for them and has seen the need to get additional tank asset to them. Some of our Fuelcard customers are now keen to consider other opportunities. We also have a very strong base of very loyal lubricant customers, who will no doubt be keen to learn more about the lubricants and other products we offer. At present we have Peter Douglas delivering to them out of Auckland and so it will be great to have product more readily available within the Region.”

The Operations & Sales Team have been north to support our Regional Manager for Northland, Grant Hitchcock, who is very well known within the area, with the move. Once we have our office and yard in place it will make things a lot easier for the Team and more of the ‘Plan for the North’ will be rolled out. These are really exciting times for McFall Fuel and as many have said long overdue.

## TAKING A PEAK AT 2022

There are already signs that the labour market no matter where you are will be tight but there are plenty of pundits who believe recruitment will become much more human centered. This should see a more diverse range of people considering jobs that they have not seen as possible before which is exciting. Designing better work environments that are truly open to feedback and having a range of tools for wellbeing will need to be put in place. Predictability, security, safety, and trust are what people want in the business they will work for while many of the uncertainties in their lives like inflation will need to lie outside of their work. Caring about climate change, environmental issues, and sustainability will remain at the forefront of peoples’ agendas.

Technology and Science will continue to transform the health and business



sectors’. It is predicted that 10% of the world’s population will have internet clothes (no shop visits at all) and that more work places will become paperless. Precision healthcare that taps into your genome along with a boom in the marijuana—CBD industry for pain management are on the list. There are numerous predictions circulating and so now as we roll into 2022, what will our new realities be and are we prepared?

## MUCH TALK OF CHANGE IN THE FORESTRY SECTOR



The talk about the Forestry Sector in the latter half of 2021 and early 2022 has clearly illustrated that there is a lot of thinking to be done. In the short term there will need to be a great deal of activity to prepare for the changes expected to come both at home and abroad. Wood is a low carbon building material as well as fuel and so in the greenhouse gas emission world it seems to be an ideal alternative along with being planted for carbon credits. However, the lack of planting after the boom in the 1990’s does present some challenges. The

government has indicated that it would like to see the industry look more closely at domestic processing and higher value processed products just as the farming industry went through in the last century. How to optimize the return on investment in the changing export market is the decision facing the small forest owners who achieved success in the 1990’s.

# What's Happening @ McFall Fuel

## THE CHALLENGES OF KEEPING THE FLEET UP TO DATE



The challenge of keeping the fleet up to date is made difficult by the global supply issues where some suppliers are currently not taking orders until Q2, 2022 with those truck orders not landing until Q2, 2023. The McFall Fuel Fleet planning needs to cover not only any new builds but also any purchases plus tank remounts. Therefore to keep up with the demands of each Region and the changing work expectations a great deal of crystal ball gazing occurs. However, despite the many challenges being faced we remain in a strong position thanks to our effective maintenance

programme and our ability to adapt as required. "Predictions are never easy in a rapidly changing environment, particularly, when we need to be forecasting five years in advance and now also taking into consideration the global supply issues," said Logistics Manager, Scott Jeanes. "We, generally, average around 5 tank remounts a year, with some tanks in such great condition they can be remounted three times. The majority of new builds are either Volvo FMX460 8x4's (above) or Volvo FMX410 6x4's with some UD 6x4's (right) included in the fleet."



## KIND WORDS FROM CUSTOMERS

It is always nice to receive kind words or positive feedback from customers, particularly in a highly demanding service industry such as fuel and lubricants. Things can change quickly for customers and so redirections and shuffling of deliveries becomes part of each day. As we reflected on 2021 it became apparent that a real highlight for a number of the staff had been the kind words and gestures from customers which had not only given them a confidence but also a real sense of appreciation for what they had done as well as a sense of success.

One great example came from a customer in Levin who was most impressed with newly appointed Tank Asset Service Representative Magiel Grobler's meticulous work on his tank. "The positive approach taken to dealing with the tank, along with the pride the Service Rep had about working for McFall Fuel was just outstanding," said the customer who had asked to speak to the CEO. Such complements have a ripple effect across the wider Team.

## CRC ADDS TO THE COMPLETE PACKAGE



*CRC Brakeleen* is a powerful, heavy duty cleaner and degreaser for brake, clutch parts and general mechanical equipment. *CRC Brakeleen* quickly and safely dissolves and flushes away grease, oil, brake fluid, transmission fluid, hardened deposits and other contaminants, without the need for disassembly. It safely settles and removes hazardous brake dust. *CRC Brakeleen* is non-staining, non-corrosive, leaves no residue, evaporates quickly and stops disc brake squeal and noise caused by contaminants. It also eliminates clutch slippage and helps brakes last longer and perform better.

CRC 5-56 Multipurpose is also available. It is a service spray lubricant that penetrates, lubricates, and prevents corrosion. Cleaning grease and tar off painted surfaces and silencing annoying squeaks along with cleaning away scale and dirt, it also displaces water from wet equipment. Both are ideal to have on hand at all times!

ASK YOUR AREA SALES MANAGER TODAY?

WE WISH ALL OF OUR  
CUSTOMERS A  
FANTASTIC 2022

McFALL  
LOYAL!

## The Complete Package



BULK  
FUEL



FUEL CARD



FUEL TANKS



LUBRICANTS  
ADBLUE



SERVICE



TANK REPAIRS  
& MAINTENANCE