



APRIL 2016

THERE'S A LOT TO LOVE ABOUT MCFALL LOYAL



April 1st is the launch date for the revamped McFall Loyal and so customers who are already part of the loyalty programme will notice their points growing more rapidly if they are purchasing lubricants as well as bulk fuel because lubricant purchases now earn points.

"We are really pleased that we are now in a position to expand our Loyalty Programme which has been successful to date. Naturally for all of us that family holiday, trip away with mates, or going on a group tour is something that we all look forward to. Being able to offer this type of travel is also another way of supporting our strong company family values and we see travel as a great way to reward loyalty. We are working with The Tour Company who offer customers the opportunity to choose from a wide range of special event tours that they currently offer. Further to this they

will also arrange group tours and activities for McFall Fuel customers. Our Commercial Team will be keen to discuss all of this with each of you over the coming months," said Allan McFall.

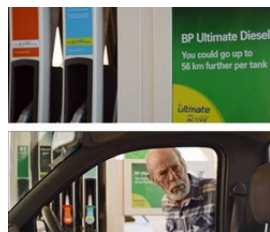
Points will also continue to be redeemed for Fuchs Lubricants along with an expanding list of products and equipment which will better meet customer needs. Ad Blue & Ad Blue Accessories, Safety Signage, Spill Kits, Fuel Nozzles, Grease Guns, Drum Pumps, and Filters (as required for tank maintenance) are now all a part of McFall Loyal. "We will continue to look at our loyalty offer and consider other possibilities meet the needs of customers following the roll out of the new programme. It is exciting that what has evolved has been driven by discussions with customers who value their loyalty points and wanted to see travel as a choice," said Allan.

GOVERNMENT STRATEGIES ON FUTURE ENERGY

It is viewed that the Government has some fairly ambitious strategies and targets for future energy which will include the development of emerging energy resources that will grow the economy in an environmentally responsible way. One such target is to reduce New Zealand's greenhouse gas emissions by 50% by 2050 from the levels they were at in 1990. The oil industry is a critical component of New Zealand's increasingly diverse energy portfolio. The industry is responding to the changes that are desired through research into environmentally conscious technologies which are being implemented and playing a part in the push for greater sustainability.

Providing cleaner fuels that seek to improve performance, including fuel economy, and therefore help to protect the environment is very much in line with the move towards the Governments 2050 target. BP's Ultimate Diesel™ is a high-performance fuel designed to improve engine performance while at the same time producing lower carbon monoxide, CO2 and hydrocarbon emissions. The 98 octane premium fuel formulated to produce fewer harmful emissions, launched in 2000, has seen sales grow significantly in New Zealand. And now BP has launched Active Technology in ultimate diesel to realize further benefits for greater sustainability.

The key to our environmentally sustainable future is to keep the ambitious strategies to the forefront and support the ongoing research.



FOLLOWING ALL THE HYPE & BUILD UP THE HSW ACT IS NOW LAW

April 4th dawned with lead news items presenting statements about who would be liable and what the fines and prison sentences would be. The NZ statistics about workplace accidents, injuries, and deaths annually do tend to make us look rather average and so if nothing else we have now become more aware of the word *responsibility*. The primary *responsibility* is that of the employer or the person responsible for the work. Employees also need to acknowledge that they have *responsibilities* to themselves and others.

As part of this acknowledging of responsibility there has been an upsurge in the Service Provider Site Safety Plans needing to be completed for the many work sites we deliver fuel to. At our Hocking Street site we run annual site refreshers for all staff to teach them how they can take responsibility if they are needed.



Rick Williams demonstrating to staff the use of the Site Safety Valve at Hocking Street

What's Happening @ 0800 623 255

LUUKA'S NUTRITIONAL PLAN



Luuka has taken time to explain her nutrition which is designed to deal with the high physical demands the sport places on her body.

"It is really important to ensure an adequate protein intake and the timing of meals around training is critical. For breakfast I usually have a mix of bircher muesli with chia seeds and yoghurt (soaked overnight), maybe some fruit and nuts as well. I have this about two hours before the first training session of the day. After my session I will have a protein shake with a banana, a can of tuna or some type of protein. For lunch I mix it up a lot, maybe a salad with some carbohydrate and meat, a wrap or avocado and eggs on toast. It really depends where I am in the world.

One of the challenges when travelling a lot is being able to have enough ingredients to make good quality food. Before training in the afternoon I will have a banana or some fruit, or if it is within two hours of lunch I won't have anything until afterwards. Following this I will have some cottage cheese on crackers, a smoothie or similar. Dinner I also mix it up with different types of cuisine. I try to have red meat once or twice a week. For me nutrition is a lot about the timing to make sure I am fuelled for training and recover afterwards by eating within 30 minutes of finishing training. I also like to eat whole, natural foods. It means being prepared in advanced and a bit more time and effort but it is worth it! (Saying that I do treat myself occasionally!)"

VOLUNTEERING FOR YES



BP are really proud to have supported the Young Enterprise Trust for more than two decades and in 2018 they will celebrate the 25th anniversary as partners. This year they invited McFall Fuel to be a part of the 150 plus volunteering opportunities at New Zealand Secondary Schools. "The chance to observe young men and women either by judging their business programmes or helping them to think further about their business ideas has been enjoyed by Shona Thompson and Michelle O'Riley from the Finance & Administration Team, along with Management Accountant Mandy Joe, and General Manager Rick Williams to date," said Sheryl Dawson.

"The student feedback from the Whakatane Schools was extremely positive with students commenting on how good it was to get great knowledge and advice. Some even saw it as the highlight of their day," said Mandy. "For Shona and I, without doubt, it was a really positive way to give back to one of the many communities we work in and the bonus was we learnt a lot as well."

BP see participating in initiatives like the Lion Foundation Young Enterprise Scheme and Surf Life Saving as a great way to give back to the community.

STAFF CHANGES

Todd Pelham has joined the Commercial Team at McFall Fuel as a Business Development Manager focused on customers in the Waikato, Waipa, King Country, and Taranaki Regions. The father of two young girls is really looking forward to working with customers and helping develop and grow the business. Todd has worked in the automotive and marine



industries for 24 years. Some of his roles included running the Ford Racing Experience and being an Account Manager for Autolign. Joining McFall Fuel has seen Todd leave the running of the family owned Salt Free business to his wife Lucy.

"I have come from roles where professional and successful service is essential. I am really impressed with the excellent relationships that have been built with the customers and what McFall Fuel offers. Being a family man it is great to be working in a family business," said Todd.

**McFALL
LOYAL**

The Complete Package



FUEL



FUELCARD



FUEL TANKS



LUBRICANTS



SERVICE



TANK REPAIRS
& MAINTENANCE