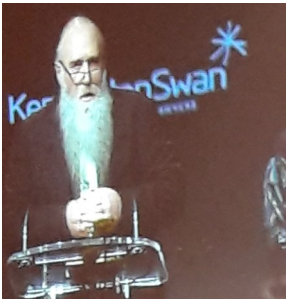




NEW ZEALAND WORKPLACE HEALTH & SAFETY AWARDS 2017



The NZ Workplace Health & Safety Awards 2017 saw 195 entries across 13 categories and was an evening which presented so many examples of the positive work and best practice being carried out in such a diverse range of businesses throughout New Zealand. The achievements presented provided inspiration and motivation for those present to look at how some of the initiatives may well be implemented within their own work places. For McFall Fuel the excitement came when PF Olsen were announced as the winners of *The +IMPAC Best Collaboration between PCBU's*. Mike Spiers of PF Olsen is pictured responding to the win on the big screen. The work between PF Olsen and McFall Fuel began by looking at the roles of the

Forest Manager, The Contracting Crews, and McFall Fuel and then expanded to other companies working within the forests. What emerged was a working document that ensured that each PCBU's non-negotiables were clearly understood. "Our driver trainer, Nigel Heke, gave driver Trish Hopa (seen in the photo next to the truck delivering to one of Rodney Hubbard's crews in the Mamaku) the courage to speak up about the practices she thought were not safe. From there all parties involved drew together what was an award winning initiative. We congratulate PF Olsen on achieving the award through their willingness to lead the collaboration," said Allan McFall.



REBECCA PETCH CHOSEN FOR NZ BMX TEAM



We were all very excited to see Rebecca Petch (pictured in the middle of the photograph) selected for one of the two spots for elite women at the World BMX Championships to be held in Rock Hill, South Carolina, USA, on July 25 to 29. McFall Fuel have supported Rebecca's involvement in International BMX since she began as a junior as part of the staff sponsorship opportunity offered. Rebecca's selection follows her recent achievements in the World Cup in Europe where she was a novice having just moved to the elite women level. "My first ever World Cup events are now over. I spent every weekend racing in Europe for 3 weeks. I raced my first World Cup race in Papendal in Arnhem, Holland. These races were all raced off 8 metre starting hills and have big jumps that definitely test your skill levels. In my first race I was up against the current Olympic gold medalist and several other Olympians. I finished 10th overall at the World Cup and have taken a great deal out of this first experience and have learnt what to do to improve."

Rebecca is busy working on raising the finance needed to get to the World Championships to represent New Zealand. We wish her well.

FUCHS IS A FAMILY BUSINESS

The recent visit from Wayne Hoiles, Managing Director Fuchs Australasia and Mark Blacker, Divisional Manager (Commercial) from Fuchs Australia highlighted that the third generation of the Fuchs family continue to run the global business with very similar values to our own. Fuchs are the largest independent supplier of lubricants in the world and Australasia is a growing market for the German based manufacturer who continue to invest in this part of the world where other suppliers have taken their supply offshore. The warehouses in Melbourne & Newcastle now ensure that 96% of the volume is made in Australia and this is what is distributed into the New Zealand market. "Our strength is our relationships as well as research and development carried out in 24 laboratories around the world by 416 engineers and scientists," said Wayne. "We carry around 1500 products for the Australasian market." Fuchs and McFall Fuel are working closely together on training initiatives that will see

a greater depth of knowledge about the best product for each market segment that will also maximize the features and benefits for the customer whilst still putting forward a competitive offer.



Bevan Killian Fuchs Commercial Sales Manager NZ, Todd Pelham McFall Fuel Business Development Manager, Mark Blackler Fuchs Divisional Manager Commercial Australia, Allan McFall McFall Fuel Managing Director, and Wayne Hoiles Managing Director Fuchs Australasia in the McFall Fuel Warehouse.

What's Happening @ 0800 623 255

THE CHALLENGE OF MEETING CUSTOMER NEEDS

Working with customers to meet their needs requires far more than just turning up on site and delivering fuel and lubricants. The recent work in the farm market to see safer tanks has been extremely successful when it comes to replacing tripod and other unsafe tanks. Warren Broadmore and Greg Putt have been really pleased with the willingness among the farming community when it comes to removing their unsafe tanks. The comment from farmers has been—"we should have done this long ago". The fuel delivery drivers are pleased to see the safer tanks on site and it is hope that the momentum to replace old tanks over the rest of the year does not slow.

The new Lubricant Warehouse in Taupo is being well supported by customers. Ethan Martin, who is a student, has taken on a part time role to get the oils ready for customers for collection between 3:30pm and 5pm each day to make it

The weather in April/May has seen a number of wet days and this has made reaching sites safely a real challenge. Driver Stu Billington who has been with the Company for 10 years, can be seen here negotiating his way across a stream that is normally a road. Like all drivers he is passionate about doing the best he can for customers while ensuring he and his truck are safe while doing fuel deliveries.



SECTOR REVIEWS FOR HEALTH & SAFETY

Safeguard have provided a review of five key industry sectors based on data and commentary — agriculture, construction, forestry, healthcare, and manufacturing.

Our work over the past year has focused on the way we overlap with each of these industries when it comes to the delivery of bulk fuel. The challenge for all involved in the discussions held to date is about getting the right balance between each organization's operational demands and their approach to compliance to keep their staff safe. Understanding the reasons behind the shared responsibilities approach will take time because 'we have always done it that way' is a hard mindset to break.



AD BLUE OPPORTUNITY



McFall Fuel offer customers Ad Blue in three sizes — 10 litres, 200 litres, and a thousand litres. With the ever growing demand from customers who have machinery and vehicles requiring Ad Blue we are now able to offer better pricing on all three sizes. Ask your sales representative about the new pricing which will commence for all customers on May 1st.



WIN A SUPERMARKET VOUCHER

Over the next two months (May & June) for every 100 litres of Ad Blue purchased by you, you will have one entry in the draw to win one of the five \$200 supermarket shopping vouchers on offer.

"We have certainly welcomed every opportunity to work with customers on their sites to ensure that we meet each their expectations and will continue to do so with the customers that we deliver to," said CEO Sheryl Dawson. "While every site we visit has it's individual idiosyncrasies there are also many of the same challenges such as site access, location of tanks and or vehicles being refuelled along with vehicle and people movement."

Please do not hesitate to call to discuss your expectations.

McFALL
LOYAL

The Complete Package



FUEL



FUEL CARD



FUEL TANKS



LUBRICANTS



SERVICE



TANK REPAIRS
& MAINTENANCE