



Fuelling Matters

All the latest news from Cameron Forecourt & TSG UK

Exciting times for Cameron Forecourt

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TSG UK has acquired Cameron Forecourt bringing two major players in their respective fields together.

Cameron Forecourt's specialisation in commercial fuelling sectors including Haulage, Rail and Aggregates to name a few, is a great fit for TSG and compliments TSG's dominant position in retail fuelling, creating a unique organisation with significant capabilities to serve the fuelling demands of the UK.

Barry Jenner, former Managing Director of Cameron Forecourt Ltd announces,

"I'm delighted to announce that as of 31st January, Cameron Forecourt is under new ownership in the form of TSG (formally Tokheim Services Group)." He explains, "The opportunities for Cameron Forecourt under TSG's ownership are incredibly exciting. As a combined company we have the opportunity to offer new services and capabilities that are currently unavailable to the commercial fuelling market."

Barry Jenner is now Business Development Director at Cameron Forecourt and will focus on the smooth integration of the two companies, stating,

"I will spend the coming months concentrating on the transference of ownership and make the process as smooth as possible for all parties, including staff, suppliers, distributors and most importantly our loyal customers, who will ultimately reap the benefits."

TSG has a presence in 30 countries with over 2,400 field engineers and around 40,000 fuelling sites under direct service. Cameron Forecourt joins the established TSG Fleet activity in the UK and brings its wealth of expertise and experience to the development of this key sector for TSG.

Steve Watts, TSG Sales Director, explains, *"TSG is known for its presence in retail fuelling; however, the company has been working hard on penetrating the commercial fuelling industry for some considerable time and has developed strong relationships with customers in that part of the industry."*

He continues, *"The acquisition of Cameron Forecourt secures the specialist resources that we believe are required to provide the services that the commercial fuelling market deserves."*

In addition to retail fuelling, TSG UK includes an arm of the business dedicated to construction and tank management, including re-lining. It is also involved with vehicle wash systems through its partnership with Karcher and electric vehicle charging through a partnership with ChargePoint. TSG also has a range of its own commercial products. Barry Jenner explains, *"TSG's extensive range of services and products will benefit our customers, exploiting TSG's internal capabilities will help us to deliver more control and a*



TSG Fleet

Fleet Fuel Depot Management System with Difference from Dialog

You will find the ancient Greek prefix of 'Dia' occurring in spoken language frequently, 'diagnosis', 'diameter' and 'dialect' to name a few. Its meaning however is always the same, 'thoroughly,' 'completely' & 'end to end' which perfectly summarises the DIALOG fuel management system.

You will hear many providers of fuel management claim 'thorough' and 'complete' capabilities, but few can compare with the DiaLOG systems portfolio of commercial fleet fuelling depot management.

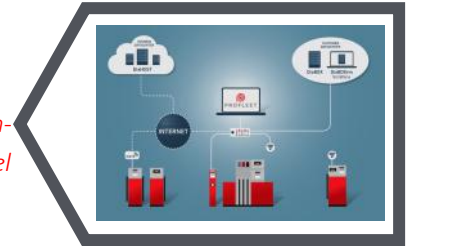
In addition to working with your electronic tank gauging system to accurately manage and reconcile your diesel, AdBlue, and fuel oils. The Dialog can plug in to all the vital aspects of your depot. Security cameras, doors & gates, hydrogen dispensers, electric vehicle charge points and even your vehicle wash centre can all be monitored from the one thoroughly, complete, end to end, DiaLOG fleet depot management system.

If you don't have all these components at your depot the DiaLOG fleet fuel management system is still excellent value for money monitoring even just one diesel pump. It is designed to be as flexible as you need it to be, growing and expanding with your business meeting your evolving operational needs.

Cameron Forecourt now part of TSG is able, at no cost to provide a site development plan with you to gradually expand your depots functionality adding electric vehicle charging, the Tokheim Eye security camera system and a Karcher Vehicle wash to name but a few features you could benefit from. Through exclusive collaborations with the worlds leading manufacturers in depot fuelling equipment, Cameron Forecourt with TSG have the manpower and skills to deliver the project management, installation and ongoing servicing of a truly complete depot.

Paul Hill, TSG's Commercial Technical Manager explains,

'What makes DiaLOG unique is when they designed the system, they looked at all the models and methods of fuel management already on the market, then selecting the best components and combining them. They took Dialog to another level by interfacing it with equipment outside of the normal fuel pump parameters incorporating site security, vehicle management & alternative fuelling including electric vehicle charging.'



Jigsaw Fuel Management Software Update

The team here are renowned for being at the forefront of fuel management technology and here is your guarantee that they will never stop. The latest software updates not only keep this technology ahead of other packages on the market but propel it into the future.

Cameron Forecourt, the UK's leading commercial fuelling providers have been maintaining the market leading Jigsaw fuel management systems for over 10 years spanning fuelling operations in aggregate, rail, marina, aviation, road haulage, bus, coach and road fleet including emergency service vehicles. With thousands of satisfied customers operating the largest fleets in the UK it's important to them they continue to add value and functionality to the equipment and services provided.

There are many enhancements – some behind the scenes and some more obvious to the user – but they are all available to the 1000's of existing Jigsaw fuel management users worldwide at no extra charge. Several of the enhancements have been made at the request of users and they encourage customers to get in touch to suggest projects for the next update.

As an example, Easy Fuel customers requested the ability to allow the user to change the nozzle pack ID through the web service – this function has been added. Another user asked that they add a fuel grade filter on the transaction editor – that has also been added in this update.

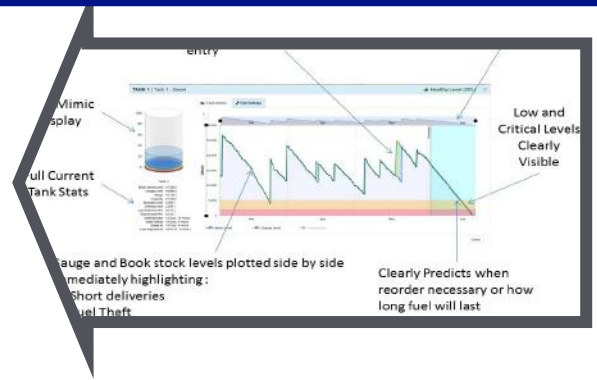
Amongst many enhancements, one of the most impressive is the improvement to vehicle analysis, which now has a second tab showing vehicle analysis as tiles- the most useful of which allows the user to correct bad mileages entered onto the system. The user can use the swarm graph to quickly monitor the entire fleet for poor MPG performance and any vehicles showing odd MPG'S can be selected with the click of a mouse and the full details will be shown. The system will then quickly identify which mileages should be changed and even suggests what value the driver SHOULD have entered. This function is unique to the Jigsaw fuel management system.

In addition to these enhancements, the Jigsaw creators have responded to the customer demand of a new Accounts Package. This is a major addition for sites that want to bill for fuel used such as marinas ...

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and airports. The system can now generate a complete VAT invoice with all the sellers and buyers company details on them. This addition is optional however and only holds a very small annual fee of £50.

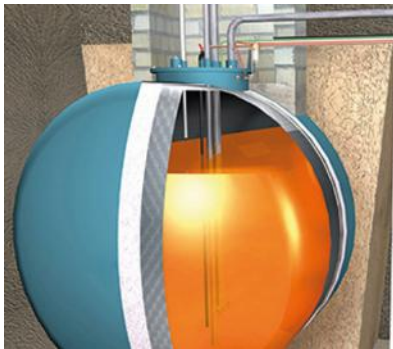
So, if you are one of the 1000's of existing customers using Jigsaw Fuel Management maintained by Cameron Forecourt, rest assured the creators of this innovative technology will continue to develop and listen to you ensuring this Fuel management system will remain dynamic and evolving to meet the demands of modern-day commercial refuelling.



Product Focus, FENOTEC® Tank Lining

The material of the FENOTEC® tank compartment lining is twice as thick as the proven material of conventional tank compartment foils and is additionally reinforced by a fabric insert. Even tank rooms with difficult structures can be renovated with the tank protection system with intermediate layer and corresponding accessories, which has been tried and tested for decades, by smooth installation.

The installation of a tank compartment lining is suitable for all tank systems. Compared to a coating of the tank compartment this has the advantage that the tank compartment lining with foil represents a safe collecting container for the oil tank, independent of the condition of the wall. The patented process is significantly safer, faster and cheaper when compared with the traditional method of tank replacement or refurbishment. The process is unmanned as no operator enters the tank, limiting the health and safety risks. The installation of the tank lining system can be completed in just a few days, reducing the station's downtime significantly and minimising the impact on the Customer's business. The solution is also extremely cost-effective versus tank replacement. The tank liner is suitable in various situations where a tank leak has occurred or a tank needs to be replaced, if a new product/ fuel is to be added, or if tank coating is impossible due to high internal corrosion.



UseFUEL Information

In this issue we welcome guest columnist Darrin Francis who is the Fuel Solutions Manager at TSG formerly of P and C and he debunks the tank cleaning process and explains oil tank contamination and the actions taken to remedy it. Below is good example of what you could expect if you were finding the troubling symptoms of fuel contamination or if you were looking to recommission a fuel oil storage tank.



Tank Cleaning

Tank cleaning is normally only carried out when a problem arises. Either equipment breakdowns occur, or plant fuelling from the fuel installation develops problems. Both identify a fuel problem, so we automatically look at the tank, but we are WRONG.

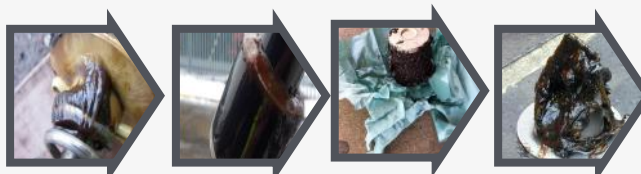
Where is the problem?

When you have encountered fuel contamination, it's probably from the dispensing equipment, or suction end. This photograph to the right shows samples that have been taken from a single fuel installation. The sample on the left was taken from the fuel nozzle, and the one on the right from the front of the tank. This indicates the problem lies with the pipework rather than the tank. Without undertaking the sampling, expensive tank cleaning would have been undertaken and subsequently not resolve the problem.



Sampling only the Fuel

This would be a further mistake. See the following pictures.



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[UseFUEL Continued...](#)[Reporting](#)

Using trained knowledgeable staff, a comprehensive report is generated by us at your request. Highlighting the problem areas as well as offering solutions to remedy those issues found. To arrange for an inspection and report to be produced contact

Darrin Francis - Fuel Solutions Manager

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e: darrin@p-cadv.com

EVENTS

THE FORECOURT SHOW

TSG UK were pleased to announce their attendance at the 2019 Forecourt Show on 8th – 10th April at the NEC, Birmingham.

Guests visited TSGs stand within the 'Fuels of the Future' area and visitors had the opportunity to view its full suite of products and services along with meeting the team and finding out how TSG could help to make their business future proof.

Visitors to the TSG stand could talk to experts within all six of their service sectors – TSG Charge, TSG Wash, TSG Fuel Retail, TSG Services, TSG Gas and TSG Fleet – covering everything from EV chargers, Karcher car washing products, fleet management, tank maintenance and lining, the Oracle support services, fuels of the future, construction works, and anything else needed to manage their forecourt retail businesses and convenience store's.

Steve Watts, The TSG UK Sales Director described the event,

'It was a really successful show for TSG to stand out from the crowd as the UK's leading Technical Services Group in fuelling and we really are the name you can trust to service your business. It was great to meet existing customers and finding new. Thanks to selected partners who provide reliable products and professional installation along with service teams that guarantee a high level of equipment uptime meaning our customers get the best return on their assets and can focus on growing their business profitably.'

TSG UK used the event and their impressive stand to launch their new company profile film which can be viewed here <https://youtu.be/>



FPS EXPO – The ProGauge Debut alongside the TLS450 at the FPS EXPO Presented by Cameron Forecourt part of TSG Fleet

In its 39th year the FPS EXPO, organised by liquid fuels trade, regularly brings together more than 150 exhibitors and attracts a worldwide audience of thousands. For 2019, the event brought together leading figures and companies in the industry to review new products and services from the supply chain, look at new innovations, admire best practice and identify opportunities. The show is regarded by those in the industry as the place to launch new products and services, meet clients and to do business.

This year was exceptionally exciting as, fresh from its acquisition by TSG, Cameron Forecourt launched its first growth in product offering to the oil distribution market with the ProGauge tank gauging system range. This was on display in addition to the popular Gilbarco Veeder Root TLS40 tank gauging and environmental monitoring system. ProGauge products, like the TLS range have been associated with exceptional quality for more than a century and understandably Cameron Forecourt is excited to demonstrate ProGauges unique features as well as the TLS, OLE and Normond range.

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TSG Commercial Sales Manager, Paul Brooks explains,

'It's a very exciting time for TSG, being able to offer these products to a new customer base. The ProGauge range is a relatively new product to the commercial fuelling market, unlike the TLS which has a long history for quality. Both do have a strong presence in the retail sector however. It really does make sense that the ProGauge range should be given a spotlight in the UK oil storage and distribution market alongside the TLS range. This gives the customer as much versatility as possible. The Pro Gauge range, like the GVR TLS, enjoys overseas success as well as being installed in many locations in the UK. The Pro Gauge console and probe range has been developed utilising state-of-the-art technology, the latest addition being web-based wireless units and extra-long flexible probes for installation in the tallest of oil storage tanks.'

Paul continues,

'Customers are always surprised by the value for money the range represents too. We can provide costs subject to site survey quickly and easily.'

The Pro Gauge range can measure up to 32 tanks, and the TLS an impressive 64 (without business inventory reconciliation) both offering flexible configuration options. The Pro Gauge system allows for both wired and wireless probes, making installation in difficult locations more convenient. Both systems employ Magneto strictive technology, ensuring intrinsically safe probes for use with all modern fuels providing an accurate, durable and high-quality tank gauging solution. The web-based easy-to-follow user interface offers a modern and flexible reporting system.

Alongside the Pro Gauge Cameron Forecourt/TSG Fleet provides supply, installation and maintenance services to the many different types of gauging products on the market including TLS, OLE and OCIO. Cameron Forecourt also manufactures the Normond range of hydrostatic tank gauges and dip rods at its HQ in Barnsley.

Cameron Forecourt and TSG offer a turnkey package of services, including supply of oil storage tanks, fuel management systems, dispensing pumps, pipework, construction, tank lining, inspection, fuel polishing and electrical inspections, all provided in-house and undertaken by the UK's largest network of fuelling engineers. Providing the most comprehensive aftercare and service support of fuelling equipment in the UK.

You can speak to its team of tank gauging gurus who, can offer a tailored tank gauging solution to meet your operational needs at various budget points and competitive rates.



ProGauge
TOKHEIM



APSE

Association for Public Service Excellence

The Fleet and Charge teams attended the APSE Transport & Fleet Seminar on in June at the beautiful Birmingham Botanical Gardens.

There was an enviable agenda planned for the day with topics covering,

- Insights and experiences along the road to electrification
- LPG – for the future and the here and now
- The role of alternative fuels in a time of transition
- Establishing an EV pool car fleet, internal communications and operating model

Along with Graham Telfer, Fleet Manager, Gateshead Metropolitan Borough Council advising on further staff initiatives to encourage sustainable travel.

Local Authority Fleet operations are the essential element in ensuring the continued delivery of front-line Council services. To ensure well run in-house fleet and maintenance services stay ahead of the game, this seminar brought together the elements that influence future success.

Speakers covered the national picture, the regulatory context, human, financial and legal issues and strategies for maintaining efficient operations. The seminar took a look at innovation, the transition to cleaner fuels, self-regulation and ensuring continued efficient delivery of fleet services.

The Teams enjoyed meeting existing customers along with welcoming new local authority fleet and transport managers, taking the opportunity to introduce themselves as the UKs leading fleet fuelling and charge services supplier.

Staff Spotlight

Name **Steve Watts**

Job Title **UK Sales Director**

Location **Worcestershire**

Background

- **1979 Service Engineer Pump Maintenance Limited**

- **1984 Service Engineer Lectronic Specialist Ltd (LSL)**

Undertook management training & appointed Service Director

LSL then acquired by Gilbarco Veeder Root (GVR)

Commercial Sales and Marketing Director GVR UK

- **2006 TORREX Sales & Marketing Director**

- **2013 P & C SALES DIRECTOR**

- **2018 TSG UK SALES DIRECTOR**

Brief description of your role

Sales & Marketing including, projects, small works, oracle software systems, commercial fleet and all UK Marketing developing and promoting the TSG brand.

What changes have you seen over the years? **HEALTH AND SAFETY, When I first started as an engineer it was common to test the mains power supply by tapping the back of your hand on the contacts. It also wasn't uncommon to climb on the top of our service vans to change hoses; you would be shot for that now and for good reason too. We didn't know all things we do now such as the dangers of working with all fuel's or even the terrible consequences of working with Asbestos. Thankfully we have advanced in ways we could never have predicted. Legislation is now paramount, and the introduction of the blue book has brought very high standards to the forefront in the fuel oil industry and we proudly work to the highest standards seen in engineering & construction.**

Another huge change I have seen is simply the size and scale of petrol stations now. Thirty years ago, the shops were little more than a car accessory selling sweets and tobacco. Now we see large convenience stores dominating forecourts hosting 8 multi-grade pumps as standard allowing an increasing population of motorists to fuel simultaneously and undertake a weekly shop in the space of just 15 minutes.

When you combine the size and convenience of petrol forecourts with the technology that has evolved, we now expect as standard to use contactless, pay at pump and mobile phone payment app options. Then we are almost reliant on using social media or the internet to find out the location, opening hours, special offers and services available of that petrol station. Our industry has grown greatly just in my career.

What are you working on right now? **The two main areas of my focus at present is the successful integration of Cameron Forecourt into TSG. We are now a long way down that line and it's a great addition for the TSG UK Fleet division. The second focus, in my sales & marketing roll, is development and building other parts of the TSG business including projects, epos, service and maintenance. This is ongoing and essentially a moving target never sitting still to ensure we are always dynamic and meeting the customer's needs.**

Favourite aspects of the role? **The fact that there is always change. Seeing the evolution of not just petrol filling stations but commercial fleet fuelling, along with the huge diversity of role and daily activities it keeps excitement there for me without a doubt.**

The other part of my role I favour is the people I'm working with. We really are a small family in fuelling overall and genuinely a good crop group of not just knowledgeable & skilled professionals but kind, fun and good natured. The key players in UK fuelling right now have really raised the standards over the years.

People you work closely with day to day. **Richard Quarmbay Business Development Director who is responsible for all project works. Barry Jenner who is working closely with me to successfully integrate Cameron Forecourt into TSG developing the Fleet Division. I try to speak to my sales team daily and confess as very hands on in the day to day sales and marketing activity. I need to be amongst any issues and successes knowing exactly what we are doing and directing towards success and happy customers.**

Favourite Quote... **'If you never fail, you're not trying hard enough'**

Spare time filled with? **My two main passions are my family and predator fishing, mainly for Pike & Zander**

What's on your bucket list? **I prefer to have my feet firmly on the ground, but I would like to travel and explore more of the Southern Hemisphere. After holidaying most of my life in Europe and Northern continents, I now feel the need to travel down under. New Zealand, Peru & Madagascar are at the top of my list.**

NEW COMMERCIAL FLEET ELECTRIC VEHICLE CHARGING EQUIPMENT SUPPLIED AND MAINTAINED BY TSG CHARGE

Adoption of the Electric Vehicle (EV) is accelerating and Cameron Forecourt who are now part of TSG are the only UK fleet fuelling solutions supplier to provide not only world-class charging solutions, but also world-class installation and service for all your commercial fleet needs.

The transport of the future will be electric, 67% of Vehicles Sold in Europe Will Be Electric by 2025 so you should now be thinking about how you are going to transfer to

electric. Firstly, your fleet will need to meet government mandates and regulations whilst significantly reducing operating expenses with lower fuelling and maintenance costs. You can also achieve your sustainability goals and establish your organisation as a green leader.

TSG has access to various electric fleet charging solutions from back to base depot AC solutions to rapid 50kw+ DC solutions which are suitable for commercial vehicle's, all these have a back-office system which include real time charging station information and generation of detailed reports on energy use, greenhouse gas emissions avoided, fuel savings and more, all from a single dashboard.

TSG is committed to supplying quality, safety and efficiency throughout the entire life cycle of the products we install and maintain. Thanks to selected partners who provide reliable products and professional installation, and service teams that guarantee a high level of equipment uptime. Their customers get the best return on their assets allowing them to focus on growing their business profitably.

All hardware supplied by TSG can be covered by an extensive service and maintenance package, after all that is what we do best, we have the largest sales and service network across Europe and Africa. Thousands of TSG engineers and technicians across 30 countries serve our customers promptly and efficiently: Wherever you are, we are just



TSG Charge

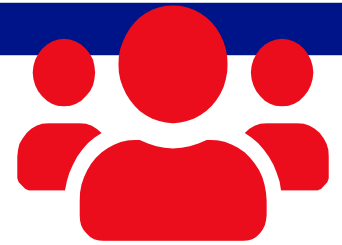


Did you know, it's not just cars that the TSG Wash team can help you to keep clean? They also provide professional Karcher wash products for the commercial fleet industry!

Contact the TSG Wash team on +44 (0) 1382 361 300 for more details



TSG Wash



Mental Health Awareness week

The month of May saw the UK engage in Mental Health Awareness Week and TSG were no exception. This year the focus was on body image and TSG, through their social media channels shared,

'TSG are supporting Mental Health Foundation's 'mental health awareness week' 13th - 19th May. Find out more about how body image can affect our wellbeing, how you can get involved and support your friends, family, colleagues and children.'

Providing a link to the Mental Health Foundations web page in postings directing the public to the help and support that is available. There is a dedicated page signposting to mental help charities including Mind. Mind offer an information line to answer questions about:

- types of mental health problems
- where to get help
- drug and alternative treatments
- advocacy.

They can be contacted by phone on 0300 123 3393 (UK landline calls are charged at local rates, and charges from mobile phones will vary considerably). Or email info@mind.org.uk.



TSG Fleet