



FUELLED

NEWSLETTER

JUNE 2020

WHAT WILL JUNE BRING?



The drought in Hawkes Bay

While the worst drought for 40 to 50 years persists in some locations across the North Island there is a reason to continue to be upbeat as we move back to normal. A number of the primary producers such as the red meat industry along with kiwifruit and onion growers are upbeat about international demand. Forestry is also back in action, however, there is a wariness because there

is uncertainty as to how long the current climate will last. Another reflection of this precariousness has been shown by Fonterra who have set an opening range for the 2020 /2021 year farmgate milk price forecast at between \$5.40 and \$6.90 per kg of milk solids. What is clear is the winter months which are traditionally slower will give us time to consider how we can continue to adapt and thrive in a rapidly changing environment. When it comes to employment, will June see the labour shortages faced by those in primary industries filled by people who have been made redundant or lost their jobs in completely different industries and sectors. Any change will mean a lot of discussion around what the new roles will demand and what will be required to upskill or prepare for a completely different career direction. McFall Fuel's HR Advisor, Sian Mollison, has people contacting her daily looking for career changes. "The most fascinating enquiries have been from people who have previously been pilots looking to take on driving roles, but then there are those who have been in sales positions who are looking for any positions we may have on offer. When we ask why are you interested, the consistent message is that we are known for providing an excellent driver training programme and a first class working environment which is very people focussed," Sian.

KEEPING OURSELVES SAFE REMAINS PARAMOUNT



McFall Fuel is acutely aware that while the news each day is revealing positive steps towards elimination of Covid-19 in New Zealand there is still the possibility, even though small, that the virus could so easily reignite and cause a great deal of disruption. "We have been extremely impressed with the collaborative approach that has been taken by our staff when it comes to keeping the Offices plus the heavy and light vehicles sanitized. Our customers have been fantastic when it comes to contactless deliveries," said Training & Safety Manager Mike Crandon. "We need to keep to our current standards for quite some time yet. Any suggestion that we relax some of our very successful work protocols needs to be based on good long term data."

"Our customers have been excellent to work with around the disruptions we have faced and their level of acceptance of our intent simply outstanding. Like anything once you understand what each other want to achieve to get the best result, then the solution comes naturally," said Sheryl Dawson. "A large vote of thanks goes to every customer and in particular, those who needed to rethink the fuel delivery docket and sign in processes."

MORRIS MCFALL'S QUEENS BIRTHDAY HONOUR



How exciting this Queen's Birthday Honours List was for the Team at McFall Fuel. "We are so proud that Morris was recognized with a QSM in the Queens Birthday honours," said CEO Sheryl Dawson. "Morris and Hilary have both contributed so much to the communities within which they have lived and worked both in the Waikato and the Bay of Plenty. Morris has always been innovative with a farm conversion at Arohena: the development of quarries to support the move to road and civil

construction; and then the move into the fuel and lubricant industry. Throughout all of this his philanthropic approach saw many benefit." The Rehabilitation Centre & Gym in Hocking Street is what Morris rates as one of his biggest achievements. "We have always wanted to leave this place better than we found it and so It is special to be recognized for the things you have done by your peers. We very much believe in giving to those who get on and help themselves," said Morris.

What's Happening @ McFall Fuel

CONTACTLESS FUEL DELIVERIES DRIVES CHANGE



The need for contactless deliveries for McFall Fuel has driven a positive long term change for the business. It meant looking at how we could have the Office Software and the In-cab Solution working together to be able to email fuel delivery dockets directly to customers. Michelle O'Riley, Project & Systems Coordinator and

Scott Jeanes, Logistics Manager quickly saw how they could make this opportunity work. Both began working for McFall Fuel when the company was based in Te Awamutu and have worked together for 12 years. Scott has been involved in various roles for 17 years.

"This innovation is exciting with over 8000 customers set up in the new system and to know that the customer receives their delivery docket via email soon after the driver completes the delivery is just fantastic. We can even email the same fuel delivery docket to multiple email addresses as per some customer requirements," said Michelle. "I really enjoyed the way the Team at McFall Fuel and long term suppliers Verde and TouchStar achieved this goal within a fairly tight timeframe because of the urgency of the need in our current environment," said Scott. "There is no doubt that this will help other collaborative developments in the future."

ANTI-FREEZE IS JUNE'S PROMOTION

It appears that winter might finally be on the way and what better time to think Anti-Freeze. Our June promotion should meet the needs of all sectors and so if you buy a 20 litre of Maintain Fricofin, HDD Concentrate or Premix you will receive a pair of the Fuchs leather gloves pictured here. For those who purchase a 205 litre drum of Maintain Fricofin, HDD Concentrate or Premix you will receive a 10 piece Reusable Gather Bag System.



New to the market is the Fuchs Titan Sintofluid FE SAE 75W which is a synthetic manual transmission fluid offering increased gearbox efficiency due to low viscosity levels. Now available for Ford Rangers is the Titan ATF 6400 Premium Performance with reduced viscosity which is formulated for automatic transmissions of Asian and American manufacturers. As always to find out more discuss these opportunities with your Area Sales Manager so that you have the best information possible for these products.



TRIPOD OVERHEAD TANKS KEEP HITTING THE RADAR



Replace your Tripod or unsafe tank with a Lease to Own or outright purchase. We are phasing out Tripod Tanks. Ask your Sales Representative TODAY!!

"McFall Fuel has become very aware that at present Tripod Overhead Tanks are again clearly on WorkSafe's radar. This is because of the increasing number of incidents/accidents involving fuel delivery drivers in relation to these tanks. It should be noted that some of these accidents involving fuel delivery drivers have been classified as very serious. There have been notices and advice from Worksafe and its predecessors regarding the phasing out of non-compliant and unsafe tanks since 1996 and we are extremely keen to see this achieved from a health and safety perspective," said McFall Fuel Health & Safety Manager, Johnny Ireland.

McFALL LOYALTY

The Complete Package

