



FUELLED

NEWSLETTER

AUGUST 2015

NEW LOOK MCFALL FUEL FUEL CARD

“The new McFall Fuel Card is now out in the market and this is yet another step in reinforcing our consistent brand look across the fleet and all that we do,” said Allan McFall. Tessa Rowe from Ignite Graphic Design in Mount Maunganui, has been responsible for the new brand look and was really excited about receiving her company fuel card in her new design from Allan. A few days later an email from Tessa read, “I just wanted to let you know, I proudly went to use my McFall Fuel Card this morning for the first time. At the counter the operator noticed the card and remarked on how amazing it looked and he said, wow, a new card that’s really cool, I’ll have to show that to the others when you’re finished, and he did - he yelled across the way to the other team member, ‘look at these flash new cards’ and they were also very impressed. I didn’t let them know that we had designed them obviously, it was completely unsolicited,” said Tessa.

What great feedback for the young designer who has every right to be proud of what she has developed for the McFall Fuel brand.



BP HAVE STRONG RETAIL SITE PLAN UNDERWAY



The presentation from BP’s Matt Elliott and Debi Boffa at Conference provided staff and partners with a great insight into what was happening in the retail sector. Two new BP Connect sites in the Waikato Bay of Plenty— one in the Tauriko Business Park to be built and the other in Tirau is open. The Mount BP Connect is to be rebuilt and in Auckland consent is required for the Greenlane site. Other developments around the country are improving the BP network.

MCFALL FUEL CONFERENCE LOOKS TO FUTURE



“Our approach to the merge date has been all about having *Clarity of Purpose* around every stage of bringing together the two companies. It is important that we come through the amalgamation with approaches and processes simplified to maximize the benefits we are looking to gain from the merge. The next stage of our work will be to look at improved utilization of our combined fleet. This will take us a great deal longer than what has been covered to date but we are working towards November 2016 to achieve the efficiencies while not compromising customer service. We have already seen the best

practices drawn from both companies being used to strengthen what we do in other areas of the business such as Finance & Administration. Like all businesses the key to success lies with the people working with you and the commitment and dedication of the team at McFall Fuel is certainly helping to make the changes so much easier to implement. Please do not hesitate to call us if you feel our traditional high levels of service are not being met so that we can rectify the situation immediately.”

SEPTEMBER 1, 2015

FROM THIS DATE DIRECT FUELS LIMITED WILL BECOME MCFALL FUEL LIMITED

PLEASE CALL THE NUMBER YOU HAVE ALWAYS CALLED

0800 623 255

or

0800 347 327

SHOULD YOU REQUIRE ANY HELP

What's Happening @ 0800 623 255

PEOPLE BINGO & KIWIANA



Friday night at Conference saw people challenged to a game of *People Bingo*—this meant matching one of the 49 phrases to the correct staff member in the room. Finance & Administration Manager Shona Thompson is seen here working through her list. People Bingo proved to be a successful way of getting people to meet and learn about others in the team. On Saturday at the Conference Shona was recognized for her 13 years with Direct Fuels. She had worked for the Company purchased by the McFall Family for three years prior to the acquisition.

The McFall Fuel Conference theme for the Saturday night dinner was *Kiwiana* and everyone went all out to show just how creative they could be. Earlier in the day Laurie Glover had received recognition for being the longest serving driver with Direct Fuels (12 years) but on the night he and wife Carol were resplendent in their winning Marmite outfits.



STORAGE FOR WAIOTAHİ HAS NEW LOOK



Commercial Team BDM for Bulk Fuel and Fuelcards, Evan Fagan, has been working on four sites for Waiotahi. "The new tanks installed are white rather than grey. The tanks offer up to date wireless fuel management recording for the Waiotahi team," said Evan, "we are really pleased with the new look and outcome and achieving compliance."

SPECIALIST LUBRICANT KNOWLEDGE IS ESSENTIAL



The Commercial Team Business Development Manager with responsibility for Lubricants, Emerson Weston spends a great deal of time looking into the machinery which customers use so that the Commercial Team are able to offer the best possible lubricant solution.

"The work that John Weston and Warren Broadmore have been doing in the farm market has highlighted the need to carry applications for quad bikes. The Silkolene range produced by Fuchs joins the range that we can now offer to customers," said Emerson.

"We have also been carrying out research as to what causes the wear and tear in the machinery that customers use and it has been interesting to learn from the experts that time should be taken to look into any problem fully before jumping to any conclusions as to the cause."

McFALL LOYAL

The Complete Package



FUEL



FUEL CARD



FUEL TANKS



LUBRICANTS



SERVICE



TANK REPAIRS & MAINTENANCE