



## COMBINED CONFERENCE A HUGE SUCCESS

The Conference was an ideal way to bring the teams' from McFall Fuel and Rural Fuel together so that we were able to share the successes of both Companies over the past year while at the same time setting the direction for the next 12 months and beyond for the new look McFall Fuel. We also took the time to recognize the service, commitment, and loyalty of the staff of both companies with the presentation of trucks (pictured) completed in the brand look for the company in which the years of service were achieved. It was quite remarkable that 34 people received these awards across both companies. "For McFall Fuel Evan Fagan and Mike Herring received recognition for five years service while Steve Diez, Murray Rutherford, Allan Tai, and Barry Terrill were all recognized for 10 years of first class service. "It is great to be able to reflect on the commitment and pride that people take in their roles. Finance & Administration Manager, Shona Thompson celebrated 15 years of professional service along with Barry Petch's 20 years of delivering fuel. Both are staff we are so proud of," said Allan, who also received recognition for his fifteen years of service for the family fuel business.



"We were fortunate to have Guy Cotter who was played by Sam Worthington in the 2015 movie Everest as our guest speaker," said Allan. "He was not only inspirational but also presented the harsh realities of being involved in the business of climbing expeditions on Everest. The many and varied challenges that are presented when it comes to safety and health on the mountain means that there is no room for a cavalier approach because it is a matter of life and death. Planning to the last detail is critical at each stage taken on the expedition because each stage helps prepare people for the next. The Conference was our next stage in planning and was a great team builder, as people took time to get to know each other and learn about the similarities and differences. The challenge is now to build on the momentum that the event has created as we gradually move to become one team."

## SETTING THE DIRECTION FOR THE NEW BUSINESS

"The brand decision has now been made for the McFall Fuel Rural Fuel merge and this means that we will see the McFall Fuel brand operating across the North Island," said Allan McFall. "The changes to the brand look of the heavy and light vehicle fleets for Rural Fuel will roll out gradually over the next six months. In behind this, the rationalization of deliveries will continue where the two fleets are in the same areas. The move to the current McFall Fuel IT Systems is being worked on and it is thought that the change over will occur on March 31, 2018, all going well," said Allan. "The merge of the two businesses will see a larger rural customer base across the North Island. However, the demands will be the same on us all, as we strive to become one team, achieve operational excellence, and continue to work extremely hard on achieving first class relationships with customers. This will only occur by ensuring that we meet the high service standards that we set for ourselves. These are exciting times."



## DRUG & ALCOHOL TESTING



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More and more companies are implementing comprehensive drug testing programmes with some having introduced a declaration to be completed by employees for prescribed medication and the dosage as part of their pre-employment application. At present the majority of random drug and alcohol testing only looks at alcohol and drugs like marijuana, cocaine, heroin, and ice. However, some experts are saying that the testing only identifies what the person consumes not the level of impairment which is the concern.

The challenge in the work place is the risk of impairment and how this can be managed successfully so that the person who is showing signs of impairment does not cause harm to others.

Impairment requires wider thinking than drugs and alcohol. The difficult part is that often people in the work place can be just as distracted by personal matters as they can be by drugs and alcohol. The responsibility lies with us all to look after each other and be much more aware.

# What's Happening @ 0800 623 255

## IMPORTANCE OF QUALITY



The recent market research survey revealed that quality is important to customers and that McFall Fuel is recognized as dealing in quality products. To support our ongoing desire to understand and deliver quality products, McFall Fuel Business Development Manager for Lubricants, Todd Pelham (pictured), visited the Fuchs Australasia Sunshine Blending Plant. "It was so good to learn about the product development, testing, and quality. New products being developed are worked on 4 to 5 years in advance using the latest technology and nothing is released until testing reveals that the oil achieves the specs that it was designed for."

"Fuel Storage also take time to discuss technological advancements occurring with fuel tanks and related equipment to ensure that the product meets customer expectations and compliance demands," said Rick Williams, "and this has been significant for us."

"When it comes to fuel It is important to have access to testing procedures for each stage of collection and supply. We have the confidence in knowing that on the rare occasions when the quality of the fuel is questioned, we use Billy Parker, the Quality Manager for BPNZ available to us. He has been involved in testing the integrity of fuel for a significant number of years for BP and is extremely thorough," said Paul Clampitt.

## THE QUALITY OF AD BLUE IS IMPORTANT

As more of our customers have machinery that require the use of Ad Blue the greater the interest has become in the Ad Blue product we offer. McFall Fuel prides itself on supplying quality products and like all other products our research into Ad Blue revealed that the product that we needed to offer had to be manufactured using the virgin 'Hot Melt' urea method. We have learnt that the best quality Ad Blue is manufactured using liquid urea.

Ad Blue should have an even colour from top to bottom in an IBC. The ratio of the mix must be within a minimum of 31.8% and maximum of 33.2% of urea to the balance of de-ionized water. This ratio is much more easily achieved when using a liquid urea. Contaminants are the biggest cause of damage to the Selective Catalytic Reduction (SCR) System which is an advanced active emissions control technology system that injects a liquid-reductant agent through a special catalyst into the exhaust stream of a diesel engine. The repair costs are expensive and so McFall Fuel has chosen to work with SCR Solutions Limited because they use the Virgin 'Hot Melt' Liquid Urea method.

## ARE YOU PREPARED FOR THE NEW SEASON



AGRIFARM STOU is recommended for use in engines mainly older tractors, manual transmissions, hydraulic aggregates, and final drives, with or without wet brakes, and multi plate differentials. Suitable for manual transmissions and gear-hydraulic-systems in agricultural or construction machinery with HD engine oil.

TITAN UTTO is a high performance Universal Tractor Transmission Oil designed to meet the latest specifications introduced by original equipment manufacturers. TITAN UTTO provides improved wear control, excellent thermal

stability, and the elimination of 'squawk' in machines fitted with oil immersed brakes. Designed for use in modern tractor transmission, final drives and hydraulics systems. Agrifarm UTTO is best for farm equipment and light diggers while Titan UTTO TO410 – TO450 is more suited to heavy equipment such as Cat, Komatsu, and road ranger gear boxes for trucks.

*Discuss the benefits with your sales representative.*



McFALL  
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## The Complete Package



FUEL



FUEL CARD



FUEL TANKS



LUBRICANTS



SERVICE



TANK REPAIRS  
& MAINTENANCE