

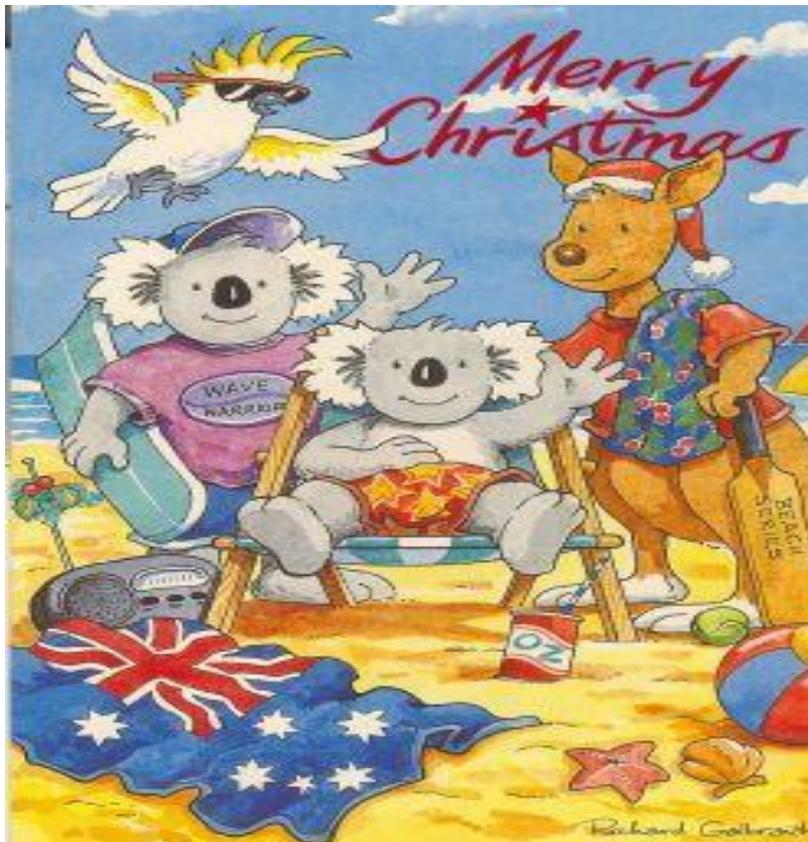


OOFERS

AUSTRALIA INC.

NEWSLETTER

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Dear Fellow OOFERS and Friends

**FROM OUR FAMILIES TO YOURS
MAY YOUR
FAMILY CHRISTMAS BE A JOYFUL ONE
AND THAT THE NEW YEAR BE FILLED
WITH SUCCESS, GOOD HEALTH AND
HAPPINESS**

*Seasons Greetings and Best Wishes from the
OOFERS Board and our families*

Kevin Hughes

Ben Guzzardi

Ross Lake

Michael Houlihan

Roy Cottrell

Allan McWhirter

Dean Pradal



BREAKING NEWS:26/11/19



CALTEX TAKEOVER OFFER

Caltex has received an \$8.6 billion takeover offer from Canadian convenience giant Couche-Tard

Caltex confirmed in a ASX announcement today it had received an “unsolicited, conditional, confidential, non-binding and indicative proposal” from the Laval-based firm which operates 5,000 stores across Canada, the United States, Europe, Mexico, Japan, China, and Indonesia.

The takeover would also need unanimous recommendation by Caltex’s board and approval from Couche-Tard’s board.

The offer of \$34.50 per share represents a premium of 15.8 per cent as of last close which comes after an earlier bid of \$32.00 per share which Caltex had rejected.



MICHAEL HOULIHAN FORMER ALBURY DISTRIBUTOR JOINS THE OOFERS BOARD AND TAKES ON COMPANY SECRETARY ROLE.

Michael Houlihan, an OOFERS Awardee, was recently appointed to the Board of OOFERS Australia and also agreed to take on the role of Company Secretary. Michael replaced Jeff Griffiths on the Board who resigned due to business pressures.

The role of Company Secretary was previously undertaken by Ross Lake who held the dual position of both Treasurer and Secretary. This will ease the pressure on Ross as the duties within the group increase and the OOFERS company increases its activities.

Welcome aboard Michael, all OOFERS wish you well and look forward to working with you as our enterprise expands.

FROM THE OOFER'S BOARDROOM

The OOFERS Board met in Sydney on the 22nd of November and a number of issues were covered, - here are some of them.

- A Membership Development Plan was discussed and formally approved. Secretary Michael Houlihan was appointed the Membership Coordinator. OOFERS, over coming months will see the results of the program. Membership is growing and existing members are urged to invite more of their colleagues to join us. A membership registration form is attached to this newsletter. Also, a Membership Pack, outlining who we are and what it is that we do.. Contact the Chairman and or the Secretary to receive a copy that you can on-forward. is available to be sent to all prospective members.
- Book Review: The Board discussed moving forward on a re-print of the OOFERS publication "Out of the Grip." The initial print of the book has been sold out, with inquiries for a further edition being strong. The Board has requested a budget from the Treasurer to move forward with this project, which will include a number of changes and new historical pieces of information. A target has been set for the revised edition to be completed in time for the Grand Reunion in Brisbane in May of 2021.

- 2020 Annual General Meeting: Plans are well progressed for the 2020 AGM, which will be held in Sydney on Friday the 22nd of May 2019. Further information on this event appears elsewhere in this newsletter.
- Planning for The next Grand Reunion to be held in Brisbane on the 21st of May 2021. Information will commence flowing to members throughout next year.
- The OOFER Website (www.oofers.com.au) has been further reviewed and updated under the guidance of Treasurer Ross Lake and will now be continually reviewed to ensure it remains relevant and informative about OOFER activities.
- Relations with ACAPMA: The OOFERS objective is to have close relations with its kindred association ACAPMA. A planned meeting with the OOFERS Board by the ACAPMA Chairman and CEO had to be cancelled at the last minute, but is planned to take place at the next Board Meeting in February 2020.

CALENDAR OF FORTHCOMING OOFER EVENTS

PLEASE MARK YOUR DIARIES NOW

BOARD MEETING: SYDNEY Friday 21st February 2020
BOARD MEETING AND
ANNUAL GENERAL MEETING
SYDNEY
Friday 22nd May 2020
10TH GRAND REUNION BRISBANE FRIDAY 21ST & 22ND MAY 2021

SYDNEY ANNUAL GENERAL MEETING FRIDAY MAY 22ND & 23RD 2020.



The Sydney AGM program includes a luncheon visit to the Blue Mountains on Saturday 23rd, with a routine Board meeting on the morning of the 22nd, AGM in the afternoon and a full day bus trip, including lunch, on the Saturday 23rd. Booking arrangements will be sent to all OOFERS in January 2020

Make sure you don't miss out, reserve the dates in your diary now.

A SIGN OF THINGS TO COME?



Nick Hall

23 Jun at 12:35 • 🌐



So here we have a diesel van with a petrol generator charging an electric car
The future is bright

SOME FACTS OF LIFE WORTH REMEMBERING



- **A GIRL IS SAID TO BE GROWN UP WHEN SHE STARTS WEARING A BRA. A BOY IS GROWN UP WHEN HE STARTS REMOVING IT.**
- **WE ALL LOVE TO SPEND MONEY BUYING NEW CLOTHES BUT WE NEVER REALISE THAT THE BEST MOMENTS IN LIFE ARE ENJOYED WITHOUT ANY.**
- **HAVING A COLD DRINK ON A HOT DAY WITH A FEW FRIENDS IS NICE, BUT HAVING A HOT FRIEND ON A COLD NIGHT AFTER A FEW DRINKS IS PRICELESS**
- **BREAKING NEWS: CONDOMS DON'T GUARANTEE SAFE SEX ANY MORE. A FRIEND WAS WEARING ONE WHEN HE WAS SHOT DEAD BY THE WOMAN'S HUSBAND.**
- **ARGUING OVER A GIRL'S BUST SIZE IS LIKE CHOOSING BETWEEN BEERS, BUT MEN STATE THEIR PREFERENCES BUT WILL GRAB WHATEVER IS AVAILABLE.**
- **A RECENT STUDY FOUND THAT WOMEN WHO CARRY A LITTLE EXTRA WEIGHT LIVE LONGER THAN MEN WHO MENTION IT.**

WE NEED A PETROLEUM INDUSTRY OMBUDSMAN.

Throughout the life of this newsletter we have been promoting the need for a Petroleum Industry Ombudsman or a Commissioner, to monitor all oil industry operations and that it be endowed with the power to order 'Cease Desist' on any activity not considered in the national or consumer interest. Such authority to have the ability for judicial appeal.

In particular, we have promoted that this not be an ACCC function, but rather, by a totally separate body headed by a highly experienced oil industry person. Such a person having strong industry management experience covering all of its separate facets and cultures.

Such an office could be funded by the oil industry itself, with this model of funding not given any oversight authority, with the office reporting to parliament or directly to a Federal Minister.

It has always been of interest to this editor, that an industry in Australia that influences all aspects of Australian life, an industry on which our whole economy totally depends,

is largely allowed to monitor itself and is only overviewed by a watching brief by the ACCC on retail petrol pricing.

However, there are a number of petroleum areas an Ombudsman or Commissioner could monitor:

- Monitor Retail fuel sales (exploitive and predatory) behaviour
- Monitor and manage consumer complaints
- Strategic Fuel Reserve (monitor and manage the reserve)
- Fuel Quality (monitor and manage fuel quality)
- Mediate industry disputes – retail, wholesale/refining/imports

- Manage 'Oil Code,' monitor and mediate disputes
- Provide regular reports to government, including recommendations for required industry legislative changes

The appointment of a Petroleum Industry Ombudsman or independent Petroleum Commissioner, would undoubtedly be fiercely opposed by the oil industry. Such appointment would also be resisted by some sectors of government, as such a body has the capacity to bite some areas of government. Nonetheless, such an appointment would protect consumer interest and ensure the protection of Australia's economic and commercial well being.

AUSTRALIAN PETROLEUM MARKETER NEWS (APMN) 4/11/2019

OOFERS AUSTRALIA ANNUAL SUBSCRIPTION HAVE YOU REGISTERED or PAID THE ANNUAL SUBSCRIPTION

A membership fee of \$100 per annum is applicable covering the period 1st July 2019 to 30th June 2020 and entitles all financial members being able to stand for any of the Board positions, vote at all Annual General Meetings and any other meetings called under the constitution.

Membership also ensures you receive the OOFERS newsletters, invitations to all OOFERS events and of course, the OOFER Grand Reunion held every two years.

A Membership Certificate is issued to all those who register.

Have you received your membership certificate?

Application for membership to become an OOFER will be, as it is now, open to all current and retired distributor/wholesalers, wives, family, distributor staff and those closely associated with the wholesale sector of the oil industry.

Retail network operators are also wholesalers and are warmly invited to join us.

MEMBERSHIP APPLICATION IS ATTACHED

WHEN IS A WINE COLUMN NOT A WINE COLUMN? THIS ONE IS!



Grape Expectations by Max Crus.

Max Crus is a professional commercial photographer and journalist and syndicates his weekly column to a large number of regional Australian newspapers and journals.

He is regularly engaged by wineries across Australia to undertake various wine related photographic and journalistic assignments.

Grape Expectations by Max Crus (Column No.1349)

Right climate for change.

It's a sure sign you are old when you agree with conservatives, particularly when it comes to climate change.

Climate change is irrelevant, and the debate has all the hallmarks of the drugs debate, it's not about the climate changing, it's about money.

We've had a war on drugs since the chemical giant Dupont thrust heaps of cash at the US government to ban hemp products last century because it threatened their newly minted oil-based things like nylon and rayon.

The plant was demonised so thoroughly it took a century to start making things from it again that we'd been making for centuries...Cook only discovered that Australia had already been discovered because of hemp...rope, that is.

The hemp battle was brief and the team with the most money won, as in most worldly debates, including climate change.

It suits moneyed causes to create conflict and the more money they inject, or stand to lose, the more shrill become both sides, thus little is achieved in either direction and the status quo remains, well, quo.

So, as with drugs, surely a new approach is required?

In reality we all want the same thing, a 100-inch flat-screen TV, more public holidays and small electricity bills.

No-one wants to live next to a coal mine or coal-fired power station to get these things anymore, yet the old dinosaurs leading the debate have convinced us that “Well, someone has to”.

Because ‘they’ don’t. They can afford to live next to the beach and encourage politicians that they can have water views too if they help fuel division.

But we don’t have to talk about climate change, we just need to ask, “Do I want to live next to a coal mine, a power station, a nuclear plant or a native forest with no trees”?

If your answer is yes, then vote conservative, and Dupont et al.

Otherwise you can just calmly say “no thank you, the alternative is much nicer next door. We want that, Prime Minister?” And guess what? That’s also helpful for climate change! Instead of firing up, we should just keep a cool head, grab a cool drink and figure out how.

Campo Viejo Rioja (Tempranillo, Graciano, Mazuelo) Reserva 2014, \$20 (Serial No.6931BN). All the usual grapes of Rioja (minus Garnacha) but the label is the amazing bit, it's even got compass co-ordinates of the vineyard (presumably)! Lightish, Euro-bistro fair perfect for tapas in Pamplona or Parramatta. 8.9/10.

Campo Viejo Gran Reserva Rioja (Tempranillo, Graciano, Mazuelo) 2012, \$30.

There's a hint of age in this, soft and welcoming. It's got a cork too...remember them, and what to do with them? 9.2/10.

Moppity Vineyards Hilltops Reserve Shiraz 2017, \$80. You can tell by the label this is posh stuff. Who spends all that money on graphic design if the wine's average? Good things come in black...mostly. 9.5/10.

Moppity Vineyards (Hilltops) Grenache Shiraz 2018, \$30. The bold, bubbly, blue and black label is bordering on brash, and so’s the wine. 9.1/10.

Vickery Eden Valley Riesling Mason and Zander Vineyards (EVR 703 MZ) 2019, \$23. The codes sound very mysterious but whack them in the enigma machine and Bob's your uncle. Or just use your brain, and your tongue. 9.3/10.

Vickery Eden Valley The Reserve Riesling Zander Kosi Block (EVR 704 Z) 2017, \$32. Rieslings like this only seem to crop up once every decade, so either I don't drink enough, or they are genuinely rare. Everything you'd want in a riesling in the exact quantities you'd want them. 9.7/10.

ARE YOU A USER OF PARAPROSDOKIANS?

PARAPROSDOKIANS are figures of speech in which the latter part of a sentence is unexpected. Winston Churchill loved them

Some examples:

* Where there's a will, I want to be in it.

- * Since light travels faster than sound, some people appear bright until you hear them speak.
- * If I agreed with you, we'd both be wrong.
- * War does not determine who is right - only who is left.
- * Knowledge is knowing a tomato is a fruit. Wisdom is not putting it in a fruit salad.
- * They begin the evening news with 'Good Evening,' then proceed to tell you why it isn't.
- * To steal ideas from someone is plagiarism. To steal from many is called research.
- * In filling in an application, where it says, 'In case of emergency' - notify: I put 'DOCTOR.'
- * I didn't say it was your fault, I said I was blaming you.
- * **Women will never be equal to men until they can walk down the street with a Bald head and a beer gut, and still think they look sexy.**
- * Behind every successful man is his woman. Behind the fall of a successful man is usually Another woman.
- * A clear conscience is the sign of a bad memory.
- * I used to be indecisive. Now I'm not so sure.
- * Nostalgia isn't what it used to be. Nor is there any future in it.
- * Change is inevitable, except from a vending machine.
- * Going to church doesn't make you a Christian any more than standing in your garage makes you a car.
- * Finally: I'm supposed to respect my elders, but it's getting harder and harder for me to find one now.
- And a personal favourite:
- *I am not arguing with you, I am explaining why you are wrong.

HEY OOFERS!
HAVE YOU REGISTERED YET?
WE WOULD HATE YOU TO MISS OUT ON AN
OOFER EVENT, NEWSLETTER OR
COMMUNICATION.
(Registration form attached.)

**THE OOFERS INTRODUCE A UNIQUE
SERVICE.**

OOFERS MEMBER

“DISTRESS GUIDANCE ASSISTANCE”

At the May 2018 OOFERS Annual General Meeting held in Sydney it was resolved: “As a service to OOFER membership that *“Distress Guidance Assistance”* would be offered to any OOFER or OOFER family member who suffer distress from a death, serious illness, breakdown or business threat. This is a free service.

The objective of the service is to provide the opportunity for OOFER members and or their families who may be presented with distress situation/s where they are not sure what to do or what decision/s should be taken and would therefore welcome no-obligation, independent, strictly confidential advice.

The service would involve, in discussion with those in distress, to appoint an independent OOFER *“Adviser”* to provide professional guidance.

Such advice and guidance would be undertaken on a strictly confidential basis and would draw on the expertise available within the OOFER community or if necessary, from external professional support.

The OOFER community has vast professional experience and qualifications in the areas of Business Management, Accountancy, Financial Advisers, Legal and Human Relations and it is proposed that this specialist experience could be made available to those OOFER members and or their families in times of serious distress.

Should an OOFER member and or an OOFER member’s family, wish to avail themselves of this strictly confidential service, they should in the first instance contact the OOFERS Chairman and or any member of the OOFERS Board of Directors. Contact detail below.

AUSTRALIAN PETROL SALES ON THE DECLINE

The undermentioned table is attached to enable OOFERS to have a quick view of where the Australian fuels market is headed relative to volume sales. It will also enable OOFER wholesalers to compare their sales to the national trend and to see where they fit in percentage terms.

PETROLEUM PRODUCTS % SALES MOVEMENTS

Fiscal year 2018 v 2019

Auto Gas	-	18.60%
ULP		-3.90%
PULP		-4.50%
Proprietary Brands		-4.40%
Ethanol Blends		-5.50%
Total Petrol		-4.30%
Auto Diesel		+3.70%



FUEL ENERGY SECURITY:

Our regular readers will be aware we have been writing for years about this major threat to Australia's economy and the general well being of all Australians. Our governments, presumably under the influence of the oil industry lobby groups, have failed to give priority attention to establishing a fuel reserve. Our current 'Days Cover' as at August 2019 was: Petrols 24days, Diesel 22 days. Refer our further Days Cover information on page-Page 9)

This editor has written three letters to the Energy Minister Angus Taylor over recent months and left three telephone messages, offering to provide support, identified through our extensive petroleum experience, a relatively low cost

methodology, which would enable an immediate Strategic Fuel Reserve to be established.

Interestingly, we have not received a reply, in spite of being told by his staff that we would.

Australia will continue to be faced with this threat until the Australian government ceases to be under the influence of the oil industry lobby on this issue, or sadly, it experiences a significant event that causes major economic and social damage.

Minister Taylor, our offer of support is still available.

Australian Petroleum Marketer News (APMN) 4/11/2019

FUEL DAYS COVER. POSITION STILL CRITICAL

Our Precarious 'Days Cover' For Refined Fuels

The Federal Government is now including fuel storage external to the major oil company refineries and terminals. These figures now include distributor/wholesaler storage and large commercial entities.

In their efforts to avoid having to establish a Strategic Fuels Reserve our government is trying to convince the IEA that ships carrying fuel to Australia are our Reserve.

Should we have issues including adverse weather, (cyclones/ tsunamis impeding our shipping lanes) strikes, both here and in our supply pipelines, together with the ever increasing threat of terrorism within our supply sources, or even refinery break down both here and within our external supply sources, we will very quickly be forced into rationing.

Our defence people are continuing to make noises expressing their concern at our current fuel stocks vulnerability.

To provide continual focus on what we see as an increasing threat to our Australian economy we will each month provide the latest data on 'days consumption cover' trends.

Our view, for the protection of the Australian economy, the target days cover should be a minimum of (30) days for diesel and petrol, whereas the International Energy Agency (IEA), as a condition of membership requires (90) days cover for all petroleum stocks (including crude oil) and we are not currently meeting even that benchmark.

We are the only OECD member country of the IEA that does not have a Petroleum Strategic Reserve.

As will be seen from the latest numbers our fuel security remains at a precarious level.

	Mogas	Distillate	IEA all Prods Cover
August 2019	24 days	22 days	59days
September 2019	27 days	21 days	57days
Variance to last yr.:	+ 24.3%%	- 2.8%	+ 7.5.%

Information provided by the Australian Government Department of Resources and Energy

NOMINATIONS BEING RECEIVED FOR THE OOFERS AUSTRALIA AWARD.

The Chairman is receiving nominations for the OOFER Australia Award (OAA) for presentation at the Grand Reunion to be held in Brisbane 2021.

If you are aware of someone who you feel deserves recognition for the award please read the guidelines for consideration for the award below and submit your nomination to the Chairman.

All nominations and their nominators are kept strictly confidential until the award is presented. However, the nominator's name is generally never revealed.



OOFER AUSTRALIA AWARD

Qualification Criteria

The Award Recognises:

“ Exemplary and meritorious service to the community and wholesale sector of the petroleum industry in Australia.”

Eligibility:

To have been nominated by any person from within or without the oil industry. The Nominator’s name shall remain confidential. Each nomination will be considered and awarded by the OOFER Australia Award Council via its Chairman. A candidate for the award may come from any section of the community including – Petroleum Distributors/Agents/Wholesalers/Resellers, major oil companies and people who have given significant service to the wholesale sector. As a guide only, the meritorious service by the nominee to the petroleum wholesale sector would generally have been provided over a minimum period of around twenty five years – plus. Each recipient must attend an OOFER Australia Reunion or other formal OOFER Australia function to receive their award, or in the case of illness or incapacitation, special presentation arrangements will be made. Each nominee or their nominator, will need to provide a brief – (one A-4 typed) of their history including community service and in particular, details and numbers of years of service to the wholesale sector and any service rendered to APADA or ACAPMA or other related industry body.

The Award:

The award is a necklet medallion and ribbon plus a Certificate for Meritorious Service to the Community and the Wholesale Sector of the Petroleum Industry. The recipient may wear the award at any OOFER Reunion Luncheon or function and any formal petroleum function including activities conducted by ACAPMA.

All nominations are to be forwarded to the OOFER Australia Chairman and will remain confidential. Once nominated, the Chairman will contact the candidate to advise them of their nomination/s, and if not already provided, request written detail of their service. Each nominee will be advised of the approval of their award which will remain confidential until the award’s presentation at an OOFER Australia function – usually the OOFER Reunion Luncheon held every two years.

Further information may be obtained from the OOFERS Australia Chairman as detailed below.

LETTERS TO THE EDITOR

PLEASE LET US HAVE YOUR LETTERS, PHOTOS, NOT ONLY ABOUT INDUSTRY ISSUES, BUT ABOUT WHAT IS HAPPENING IN YOUR BUSINESS, EXPANSIONS AND ACQUISITIONS, MAJOR STAFF CHANGES AND EVENTS, FAMILY MOMENTS, NEWS ABOUT PEOPLE, WOULD ALL BE WELCOMED FOR OUR OOFERS NEWSLETTER.

*We also recommend that you pass on this newsletter to other prospective OOFERS or any other interested party.
There is no subscription fee.*

PLEASE NOTE: The opinion pieces expressed within this segment are not necessarily the views of OOFERS Australia or its Editor and all contributions must contain the name and address of the contributor.

This newsletter is published by OOFERS AUSTRALIA INC A 'NOT FOR PROFIT' PETROLEUM FELLOWSHIP GROUP OF CURRENT AND RETIRED PETROLEUM WHOLESALERS and THOSE CLOSELY ASSOCIATED WITH THE SECTOR AND IS EDITED BY Kevin Hughes, Chairman of OOFERS Australia who may be contacted at:

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PLEASE NOTE: The OOFERS Australia Newsletter is published on an irregular basis, probably around quarterly, is distributed per email and is protected by copyright. The re-publication of any article within this newsletter is strictly prohibited without the written permission of the editor.

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**If you have not yet completed your membership registration
OOFERS REGISTRATION FORM BELOW**



OOFERS

AUSTRALIA INC.

ACN AO1026271

A NOT FOR PROFIT PETROLEUM FELLOWSHIP GROUP
OF CURRENT AND RETIRED WHOLESALERS and THOSE CLOSELY ASSOCIATED
WITH THE SECTOR

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Web: www.oofers.com.au

MEMBERSHIP REGISTRATION.

Name: _____

Postal Address: _____

Email: _____

Phone:- _____ Fax:- _____

Location of Distributorship/s Operated:- (Current or Previous) or
Other Association with industry.

Major Suppliers:- _____

ANNUAL MEMBERSHIP FEE:

An annual Membership Fee of \$100 is due with this registration.
Registered OOFER Australia members are entitled to attend all
OOFER functions and vote at OOFER Annual General Meetings and
any other meetings called by the executive and or OOFER Board of
Directors.

OOFER Australia membership fees may be paid by direct bank credit
to:

For Payment by Direct Bank Credit:

OOFERS Australia

NAB Mildura: BSB: 083 764 A/c No: 87689 6868