



OOFERS
AUSTRALIA INC.
NEWSLETTER

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**ONE HELL OF A WAY TO
COMMENCE A YEAR**

***DROUGHT, BUSH FIRES, FLOODS
A PANDEMIC
AND TO CAP ALL OF THAT,
THE OIL PRICE COLLAPSES.***

Wow!

It seems like the whole world has gone mad as the Corona Virus expands world wide, with some neighbouring countries, Indonesia, India, Thailand and Malaysia in particular, not yet understanding what the virus is doing within their communities.

While the death toll in Australia is relatively small, the virus is not yet under control, with our Government implementing measures to curb the rate of spread, endeavouring to flatten the escalation curve of the disease.

Cruise ship passengers appear to have been a major cause of the virus spread in Australia, with the NSW Government negligently permitting (3) large cruise ships to land their passengers in Sydney, causing a spike in disease spread.

While our Government's efforts to protect us are commendable, the longer term economic effect of their various and necessary wages and business subsidies, will be of major concern.

A global pandemic of the scale of Corona Virus, has come as a shock to us all and in particular to our governments. They like us, are struggling each day to protect us and our economy. In our view, they are doing what we would expect them to do in unique never before experienced circumstances. Their actions appear to be considered and balanced and in our view should be supported. Without our support and that of the community generally, they will not succeed in protecting us and our economy.

The Opposition political parties at this time are understandably struggling in this climate, to remain relevant. They should, as they are largely doing, accept that position at this time, be supportive of the government's efforts for the longer term good of us all. Now is not the time for political point scoring.

Our economy longer term, is undoubtedly headed for troubled times and this will no doubt severely impact small business, including our wholesale and retail petroleum sectors.

A decline in economic activity always impacts on our industry, as it does throughout the world and some businesses will sadly and inevitably struggle and some will fail. We trust major oil companies will protect their networks, both wholesale and retail and not force foreclosures on those that will inevitably struggle as their business throughputs decline.

Indeed, we would appreciate hearing from any Distributors and or Service Station/Convenience Store operator that faces such a threat.

The ideal Corona Virus protective mask



MEETINGS AND CONFERENCES ARE BEING CANCELLED

Inevitably, numerous petroleum industry related planned conferences, meetings and get-togethers have had to be cancelled or postponed.

The AACS and ACAPMA industry associations have been required to postpone/cancel meetings, conferences and overseas study tours that have been months in the planning.

Regrettably, our OOFERS Australia AGM, planned for Sydney on May 24th 2020 has also been cancelled.

However, the OOFERS Board will as usual prepare its annual reports and send them as a consolidated report to OOFER Registered members in May.

These reports will include: The Chairman's Annual Report, Audited Annual Financial Statements, Membership development activities, detail of the next Grand Reunion to be held in Brisbane (Covid Pandemic permitting) in May 21st 22nd May 2021, together with other Board activities

Election of OOFER Office Bearers is not due until the May 2021 meeting.



COLLAPSE OF WORLD OIL PRICE NOT CAUSED BY THE PANDEMIC BUT WILL BE FURTHER DAMAGED BY IT

While the world oil price collapse was not caused by the Covid Pandemic it will certainly be further depressed by it.

Essentially, the main reason for the world oil decline was that Russia refused the request of OPEC, and in particular Saudi Arabia, to reduce oil production in an effort to halt the declining oil price at that time. Russia's refusal caused Saudi to immediately ramp up their own production, creating an oil production war between the two countries, the consequence of which, is that there is now a world wide glut of oil, forcing world oil prices lower.

In the meantime, the Covid Pandemic has raised its head causing economic decline throughout the world, which has had the effect of pushing oil prices to levels not seen in twenty five years, and they are likely to go even lower.

Brent Crude, now the world benchmark, is at \$US22.76 (30/3/20) per barrel and still declining, with the West Texas sitting at \$US20.09 per barrel, with Tapis, Australia's benchmark, running at around \$US26 per barrel.

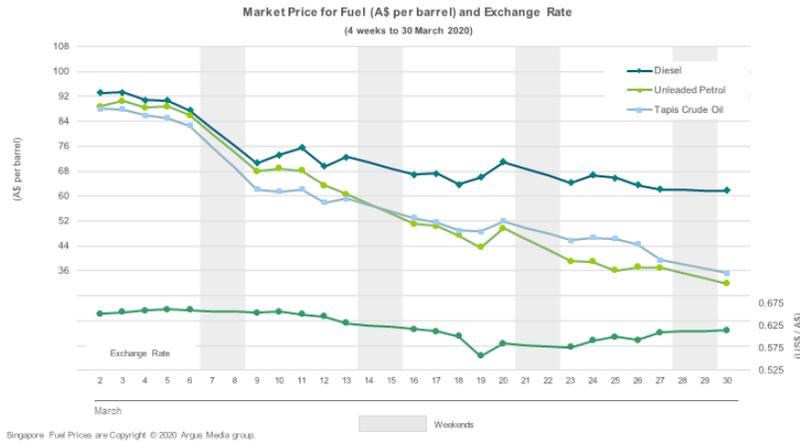
The wholesale and retail markets in Australia has obviously been subjected to a continual decline in prices, which can be a trap for marketers managing their inventory.

Certainly, there has been price gouging by some of the majors at the retail end, creating margins of 40cpl +, causing only mild reaction from our watchdog the ACCC. Although, as we have numerously expressed previously, it has no power to order 'Cease & Desist'

on activity not in the consumer interest, of which, the major oil companies are well aware.

Does it sound like we need an Ombudsman?

However, current retail pricing does currently favour the consumer during what is undoubtedly a very troubling time for us all.



Graph courtesy Australian Institute of Petroleum

OUR INDUSTRY UNDERGOING RADICAL CHANGE (AGAIN)

The one certainty about the oil industry in Australia is change.

Indeed, it seems that the major Australian petroleum marketers turn themselves inside out around every five years.

We have seen Shell sell to Viva, still remaining as a supplier to them under lease and branding arrangements.

Mobil bailing out of its wholesale network and selling the bulk of its retail outlets to 7 Eleven and now it is coming back again, seemingly on financial support and 'supply and branding only' deals.

Chevron sold its 50% share in Caltex Australia to an Australia publicly listed company, retaining supply and the brand name Caltex.

BP failed in its bid to purchase the Woolworths convenience store network, which was blocked by the ACCC, with the network being purchased by the European E.G.Group Now, here we go again!

Chevron have re-entered the Australian market with their purchase of the Puma network from Trafigura.

The current possible big move underway is - what is happening within Caltex Australia, now to be called Ampol? **Read below.**



Caltex Australia was in the eye of the storm until the Covid Pandemic hit. Prior to this hiccup imagine Caltex Directors excitement at the possibility of a big bonus on the sale of their company. One could then understand their dismay following the collapse of the oil price, making their company sale and bonus look pretty bleak.

Suitors to purchase were seemingly lining up to buy Caltex. The Canadian company Alimentation Couche-Tard were well progressed with their negotiations when the EG Group threw their hat in the ring. In addition to these two major players, Japanese interests were believed to be interested and may well have considered a partnership acquisition deal.

What will happen now is any one's guess. What looked like a certain sale deal of around \$8billion, the possible sale will probably now be in abeyance for quite some time.

In the meantime, the Australian Caltex Board finally bit the bullet on a decision that should have been made some years earlier, changing their company name to the iconic Australian brand AMPOL, which company Caltex had acquired some 25 years earlier. Apparently the Australian Caltex company was paying their former partners Chevron, around \$18million per annum for the branding rights.

One wonders whether Chevron's loss of the Caltex brand in Australia was a key reason for them buying the Australian Puma network.

Our view is that Caltex have made a number of missteps over the tenure of the retiring MD, which has caused them to lose market share.

Sheer good luck enabled them to retain the Woolworths network volume, but its handling of its Distributor wholesale network caused it to lose several of its major distributors.

Also, the management of its retail network revealed a lack of understanding of the profitability and operational dynamics within its retail service station/convenience store network, which caused it to dump its franchise model, bringing its network under company operation.

The issue that was always hard to understand within the Australian Caltex Board was that it did not have an experienced Australian oil industry director among its number. Had they had such a person these high cost missteps may have been avoided.

Kevin Hughes HEH Australian Petroleum Consultancy Co 28/03/20



OOFERS AUSTRALIA AN ADVERTISING OPPORTUNITY

**Do you have goods and services to sell to the service station/
convenience and wholesale sectors of the oil industry.
Why not consider our newsletter, which is distributed throughout the
wholesale sector (which includes a large portion of retail) across
Australia.
Opportunities too, for promotional sponsorships.
Why not contact us for a chat and Rate Card.**

FROM THE OOFER'S BOARDROOM

OOFER members will be interested to know of some of the items under consideration of your Board:

- Michael Houlihan our Company Secretary and Membership Coordinator, is actively perusing past and present Distributors to become members of our community. Please let him know of any of your contacts so that he may send them a New Member Pack. Michael's contact detail on the last page.
- OOFER Directors are currently considering the names of eminent persons to present the Bill Hefferen Memorial Lecture to speak at our Brisbane Grand Reunion. If you have a suggestion for this prestigious role please let us know.
- A re-print of the OOFERS publication "Out of the Grip" is currently being reviewed. As well as being edited, new additions to the content are being collated. If you have something you believe should be in the book, please let us know. The current edition has been sold out.
- Website review: A review of our website is being undertaken by the Secretary & Treasurer and will include deletions and corrections as well as general editing, plus some new innovations being proposed. Our Secretary & Treasurer are urgently focusing on the appointment of a Webmaster to keep our site up to date and relevant.

- The Board has deferred for further consideration the establishment of an OOFERS Investment company, in which all members would have the ability to participate. Watch this space.
- The Board has deferred for further consideration a proposal for the establishment of a Diploma Course in Petroleum Business Management, in conjunction with a University. An existing Sydney University has already indicated its willingness to participate. Watch this space.
- Succession Planning for our Executive and Board is being considered for when all office bearers and Board members will come up for election in May of 2021.



OOFERS DISTRESS GUIDANCE ASSISTANCE

OOFER members will be aware that a Distress Guidance service was established at the OOFER AGM in 2018. Its purpose was to provide confidential assistance to any OOFER, or an OOFER Member's family, that may run into unexpected difficulties.

Our OOFER community has an extensive range of professional skills and business management experience within its membership that could be availed by any OOFER member and or their family.

Those distress positions could include, but not limited to:

- The sudden death or serious illness of the key stake holder in a petroleum business.
- Financial stress, needing revised strategies to survive.
- Difficulties in obtaining competitive pricing.
- Difficulties with contractual negotiations with your supplier.
- Difficulties in negotiations with government.
- Needing help and guidance with operational issues.
- Independent advice on whether to buy or sell and an indication as to market price.
- Difficulties with legal issues.
- Difficulty in constructing an effective Business Plan

All of these services are available to OOFER members and may be confidentially sourced by contacting the OOFER Chairman or any of its Directors.
This is a free service to OOFER members.

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.1370)

Let the games begin!

Covid-19 has surprised everyone, except epidemiologists and infectious disease lovers, and is having an impact in every walk of life both socially and economically. Few industries apart from the grocery industry have avoided the impact. Many are worried the sex industry will grind to a halt, while the damage to the hair-dressing industry could be permanent...or at least semi-permanent.

The wedding industry has vowed to come back but photographers have meanwhile pulled up the shutters.

However in true Aussie style, fear and panic has been replaced with humour and myriad suggestions about what to do in 'lockdown'.

The radical and vulgar Facebook group, Mad F*&%ing Witches (a phrase coined by none other than corona carrier, Peter Dutton) has come up with a great game to play online whereby you replace one word in the name of a movie with the 'C' word.

Hilarious for many and despicable for others, it's hard not to laugh either way, however it could be sanitized for the family by using the word 'Poo', say, instead...for instance My Brilliant Poo, or Muriel's Poo, or the upcoming Bond adaptation 'No Time To Poo'.

That should get you through home-schooling the kids.

But the real problem with Covid-19 is NO football.

The prospect of a winter without footy is frightening.

Luckily there is a simple solution.

Footballers are young, invincible idiots who couldn't care less about Covid and just want to play football. So why not ship all AFL and NRL players (there's only a thousand or so of each code) off to a country town, abandoned mining town, detention centre or some appropriately named suburb such as Rooty Hill, with their WAGs (or WABs) of course, isolate it for six months, build a couple of footy fields and a broadcast box, give 'em an Xbox or PS5 and a carton of beer per day each and voila!

Any displaced residents could house-sit the players' luxury Toorak pads.

The players would be a small but knowledgeable and vocal crowd for each game.

With free delivery for wine these days, that really would be a splendid isolation.

Bring it on Scovo, I mean Scomo.

Mollydooker McLaren Vale 'Carnival of Love' Shiraz, 2017, \$80. At 16 per cent there's a lot of love in each bottle of this so spread it around like a virus...um, sorry, I mean, er, just share it...sensibly. 9.4/10.

Mollydooker McLaren Vale 'Gigglepot' Cabernet Sauvignon 2017, \$55. This is like no other cabernet, perhaps a result of the Mollydooker Shake instructions as much as the 15%. Get a bottle and Google it. Great gutsy gear. 9.5/10.

Byrne Clare Valley Vineyard Reserve Cabernet \$28. Reserve was the opposite of the dinner gathering (pre-corona), there was nothing reserved about the company and this was a splendid antidote and accompaniment. Have it with a family argument. 9.3/10.

Byrne Clare Valley Vineyard Reserve Shiraz \$28. Perhaps the arguments had turned bitter and the shiraz was thus affected. Was far better when the brother in law left. Goes well with peace and harmony. 9.1/10.

Castle Rock Estate Porongurup a & w reserve riesling 2017, \$35. This is serious riesling. Not because it's limey and lemony and long on the palate and really quite scrumptious, but because it's expensive. You just can't get away with expensive riesling if it's not really good. 9.3/10.

Castle Rock Estate diletti chardonnay 2017, \$30. Who doesn't love a label that you can't figure out? This is a cross between a Dalek and a Christo artwork. But the chardonnay is worth the mystery. 9.2/10.

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

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

Calendar year 2018 v 2019

Auto Gas	- 11.1%
ULP	- 3.80%
PULP	-2.1%
Proprietary Brands	-1.7%
Ethanol Blends	-2.4%
Total Petrol	-2.9%
Auto Diesel	+0.5%



OUR CRAZY DEAL WITH DONALD TRUMP

While it is currently on the ‘back burner,’ during the Covid Pandemic, late last year the Energy Minister Angus Taylor has convinced our Federal Government to accept his wonderful deal with the U.S. President Donald Trump, to provide a fuel energy backup in place of establishing our own fuel energy reserve.

WOW! WHAT A DEAL.

Should an emergency occur such as a terrorist attack at home or our major supply refineries in Asia, tsunami, or even just a major refinery fire at our supply source, within a couple of weeks we would be running out of fuel.

The wonderful deal with Donald Trump would first of all require Congressional approval for each withdrawal from their Strategic Reserve to withdraw the stock, we would need to arrange shipping, the product would be crude oil and require refining when it hits Australia, after sail time, this would conservatively take around six to eight weeks before it was able to be distributed to industry and our community.

We would have run out of fuel some four weeks earlier.

What a wonderful deal Minister Taylor?????

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

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.

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.

Kevin Hughes: HEH AUSTRALIAN PETROLEUM CONSULTANCY CO

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
December 2019	24 days	22 days	55days
January 2020	25 days	23 days	55days
Variance to last yr.:	+ 3.4%%	+ 12.5%	+ 1.9%

Information provided by the Australian Government Department of Resources and Energy

CALENDAR OF FORTHCOMING OOFER EVENTS

PLEASE MARK YOUR DIARIES NOW

10TH GRAND REUNION BRISBANE FRIDAY 21ST & 22nd MAY 2021

The re-commencement of quarterly Board meetings will be re-considered on a monthly basis. Should pressing matters prevail during the Pandemic Skype meetings will be held.

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.

PEOPLE PROFILES:

What some within our OOFER community get up to:

Mike and Pamela Grabau of WA, both OOFER Awardees, have alerted us to a most worthy project Pamela’s son Ashley Peveret, an Architect, is currently heading up.

Ashley has provided the following:

“I want to share with you my latest endeavour. An affordable housing initiative which I have co-founded with 13 other professionals from around the world. We have a mandate to deliver 100,000 quality affordable homes and infrastructure each year to the citizens of emerging nations. This will be done across 100 communities each of 100 homes and delivered within 18 months from order to occupancy. We are very proud to have created this organisation in Western Australia with a global reach to create multi-generational changes to countless lives.

Our organisation is in negotiations with governments in both Africa and India and we are close to being able to commence our first community of 1000 homes. We are asking family, friends and corporations to help us realise our mandate. We have set up a go-fund me page to give us the financial resources to manufacture the housing and infrastructure prototypes and to plan and design our first community.

Below is a link to our website which has all the information about our initiative.

There is also a link to a short video about the initiative as well as a link to the go-fund me page.

Website: <https://www.buildingcommunitiesinitiative.org/>

Video: https://youtu.be/_xl2BCalZ4w

GoFundMe: <https://www.gofundme.com/fselfsustaining-affordablehousing-for-africa/61415564856>

Ashley.peverett.bci@gmail.com

Kind Regards

Ashley Peverett

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 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:

P O BOX 4157 BAY VILLAGE NSW 2261

PHONE:- (02) 4389 7914:

ACN AO 1026271

Email:- kevinhughes@hehpetrolconsultancy.com.au

Web: www.oofers.com.au

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The OOFERS BOARD OF DIRECTORS:

Kevin Hughes: Chairman

0414 346 385; kevinhughes@hehpetrolconsultancy.com.au

Ben Guzzardi: Deputy Chairman

0419 505 600; ben@guzzardi7.com

Ross Lake: Treasurer

0418 502 551; Ross.lake@tascopepetroleum.com.au

Michael Houlihan; Secretary

0418 572 355; michael@jaycoaw.com.au

Roy Cottrell 0417 219 355; roy@risingphoenix.com.au

Allan McWhirter 08 9865 1221; allan.mcwhirter@gsfs.com.au

Dean Pradal 07 4035 5888; dean@dapinvestments.com.au

**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

P O BOX 4157 BAY VILLAGE NSW 2261

PHONE:- (02) 4389 7914:

Email:- kevinhughes@hehpetrolconsultancy.com.au

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