



OOFERS

AUSTRALIA INC.

NEWSLETTER

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**OOFERS AUSTRALIA
BRISBANE GRAND REUNION
POSTPONED TO MAY 2022**

Recent events with the Covid Pandemic and the delay in achieving a greater mass population vaccination in Australia, has caused the Oofer's Board to reluctantly adopt the side of caution and postpone the event until next year.

As we are all aware, the great concern in Australia is not only the fear of catching Covid, but the erratic decision making by some States to shut down their borders, causing people to be shut out and kept away from their home and business.

There is confidence however, that governments will finally get their act together and achieve 'Herd Immunity' with their vaccination programs and tighter, more effective management of their quarantine programs.

Therefore with great confidence and enthusiasm, we ask you to enter to your diaries now to:-

BRISBANE MAY 20TH & 21ST 2022

In the meantime, the Oofer's Board will endeavour to meet in November 2021 and February 2022.



GOVERNMENT REFINERY SUBSIDIES WITH AUSTRALIAN AMPOL & VIVA NOT LOGICAL

The Australian government's acquiescence to the Australian oil industry lobby is concerning to the point of almost alarm. The government's agreement to subsidise Viva's Geelong and Ampol's Brisbane refineries to the extent of \$2.3 billion dollars until 2030 is extraordinary and seems to once again indicate the Energy Minister and his government are ignorant of how the industry works.

Both of these refineries were undoubtedly destined for closure, not having the technical ability or size to compete with the mega refineries of Asia. Also, and perhaps the most salient point, is that they were having import crude to refine.

If they were already uneconomic, not refining local crude and it being cheaper to import refined product than refine it locally, why keep them open as refineries?

It defies basic business logic.

Wow!

This is extreme negligence utilising Australian Taxpayers money to prop up unviable Australian refineries will no doubt be further highlighted when the subsidies end and the refineries will in the end still have to close.

It is disappointing these unviable refinery sites have not closed and been converted to import terminals, which would have provided the opportunity for increased capacity in our much needed Strategic Fuel Reserves.

STAYING IN TOUCH

It is important during these troubled times for our OOFER community for us to stay in touch. Please let us know of major happenings: an OOFER in business difficulties, serious illness and accidents, major success stories, business developments within our communities and of course, sadly, if there is a death.

We need to hear from you!



OUR LABOR PARTY POLLIES HARD AT WORK



**FUEL DAYS COVER.
CURRENT GOVERNMENT INCENTIVES TO MAJOR OIL
WILL NOT IMPROVE FUELS ENERGY SECURITY.**

We again reiterate that Australia does not require increased storage, neither will its extraordinary subsidies to unviable Australian oil refineries.

A concept proposal has been with the government for months, that would enable a Strategic Reserve to be established in a matter of months, without having to build any new storage.

This “Ullage” concept has been in the Government’s hands for months.

The subsidies being offered major oil could be used to simply mandate the utilisation of Ullage and its management. Such a move could provide Australia with an immediate Strategic Reserve without having to build new storage.

Such a concept is not new and is used in other parts of the world. However, it would not be favoured by major oil as they would be required to manage the process under a mandated, government supervised program. However, IT systems and appropriate software control programs, already in existence, make the management and control of an “Ullage Fuel Management Program” easy to monitor and manage.

Is it too much to hope that it will suddenly dawn on our Energy Minister and the Australian Government that an effective, viable, low cost Strategic Fuels Reserve proposal is staring them in the face and has been thus for years?

Kevin Hughes Managing Director HEH Australian Petroleum Consultancy.

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.

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	All Prods Cover
March 2021	33 days	21 days	34 days
December 2020	27 days	20 days	60 days
Variance to last yr.:	+ 35.1%	+ 16.5%%	+ 23.4%

Information provided by the Australian Government Department of Resources and Energy



HOW DID YOU FARE DURING THE PANDEMIC ?

The undermentioned figures will enable petroleum marketers to compare their volume results with their own volume sales performance.

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PETROLEUM PRODUCTS % SALES MOVEMENTS - AUSTRALIA Calendar Year 2019 v 2020

Auto Gas	-11.70%
ULP	-13.80%
PULP	-12.80%
Proprietary Brands	-2.10%
Ethanol Blends	-21.90%
Total Petrol	-12.80%
Auto Diesel	-0.80%

Information provided by the Australian Government Department of Resources and Energy



AROUND THE TRAPS WITH OUR CHANGING OIL INDUSTRY

A brief overview of some of the important issues influencing the lives of OOFERS and Australian Petroleum Marketers.



BP's Marriage with David Jones ends in divorce.

Sadly, the marriage was a short one. The 35 Convenience Stores involved in the relationship will change back to their normal mode over coming months. It was a bold and innovative move designed to capture each other's retail potential, but the parties mutually decided it perhaps was not a good idea and parted on, what are believed to be, good terms.



The Australian Government subsidy support may assist Ampol to get back into negotiations to sell off to Canadian Company Couche-Tard.

Couche-Tard made an offer to acquire Australian listed Ampol back in 2020 for \$8.8 billion. However, negotiations stalled, Covid intervened, and the offer was withdrawn. However, the Australian government may not be too keen to continue its refinery subsidy with a new player.



SERVICE STATION NUMBERS INCREASE BUT, WHAT IS THEIR FUTURE?

It will continue to surprise long time industry observers that new service station numbers continue to rise. Back in the 1980” s there were around 24,000 service stations in Australia and up until 2015 that number had fallen to around 6400. Now OPIS reports, there are around 7,250.

The OPIS numbers are interesting and indicate the significant development with independent operators and investors taking advantage of long term leases held with major oil, together with the changing dynamics of Convenience Stores.

OPIS reports there is an overall increase in new site numbers of 8%, with 5.2% of that growth being undertaken in regional areas. The States experiencing the strongest growth are, according to OPIS – Victoria 4.19%, S.A. 18.7%, and Qld 17.5%.

The question now for industry investors is how long will this investment bubble run?

Has it already reached its peak?

In an environment of falling fuels demand, increasing activity by major oil in the renewables sector and of course the inevitable switch to electric vehicles.

Any long-term investment in retail fuels at this time would seem to be adventurous.



OOFERS AUSTRALIA

AN ADVERTISING/SPONSOR 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.

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 2020 to 30th June 2021 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 strongly 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.1436)

Stop Press : Naomi stops press.

Now, over to our courtside commentator for the post-match media conference...

Professional Journalist : Congratulations Naomi, how do you feel?

Naomi Osaka : Well, actually I'm buggered, but richer.

PJ : Did the heat affect your performance?

NO : Yes.

PJ : Do you think you handled it better than your opponent?

NO : Well, I won, so perhaps.

PJ : You targeted your opponents backhand tonight, was that a pre-game strategy?

NO : Yes. Everybody knows her backhand is her Achilles heel; journalists have been highlighting it since her first game.

PJ : Do you think your injury had an impact today?

NO : Well, I won so maybe not as much as it might have.

PJ : Do you think your opponent's injury had an impact?

NO : Well, I won, so perhaps.

PJ : Do you think your opponent's hard-fought match with the number three seed had an impact today?

NO : Well, I won, so maybe.

PJ : Do you think your hard-fought match tonight with the number two seed will have an impact on your next match?

NO : Well, if I win, not as much as it might have. If I lose, perhaps more.

PJ : How does it feel to be ranked number two?

NO : Same as yesterday.

PJ : How does the Australian Open compare to other tournaments?

NO : It's exactly the same except for the weather, the prizemoney, and the accents. Media questions are the same.

PJ : What did you have for breakfast?

NO : Do I have to answer that?

Media pack : Bloody oath. We are professional journalists asking hard-hitting professional questions and we expect answers whether anyone actually watches or listens.

Geez, where does Naomi get off not answering them.

Struth, sport without post-match sideline dribble from journos would be like...um, wine without reviews?

Margan Hunter Valley Ripasso Shiraz 2016, \$50. Given how involved the wine making process - passing this vintage wine over the skins of the new vintage - it's a wonder this isn't \$100 a bottle, and you would be tempted. 9.5/10.

Margan Broke Fordwich Hill Single Vineyard Semillon 2021, \$35. How fresh, 2021! Clean and bright as expected, have it when the sun is shining and the wind isn't blowing too hard. Speaking of which, can just about see Liddell Power plant from Fordwich Hill, quite attractive when it's turned off. 9.4/10.

Tamburlaine Organic Wines Central Ranges True Earth Collective Jamie Durie Wild Chardonnay Vintage Blend, \$30 (\$22 by the doz).

Jamie is a big supporter of regenerative farming and has put his name where his mouth is to collaborate with Tamburlaine to give the planet a boost. Part of the purchase price goes to Planet Ark National Tree Day and scanning the code, part of the purchase price goes to ethical ASX shares. Phew. And it's decent chardonnay! 9/10.

Tamburlaine Organic Wines Central Ranges True Earth Collective Jamie Durie Malbec Shiraz Vintage Blend, \$30. As above re green credentials but otherwise great wine for a sausage sandwich and a home show. 8.8/10.

Paxton McLaren Vale EJ Shiraz, 2018, \$100. How cool that Paxton's flagship wine is named after a woman, founder David's mum. Posh stuff of which EJ surely would approve. We did. 9.6/10.

Paxton McLaren Vale 'Queen of the Hive' Red Blend 2019, \$25. Very Mediterranean, as the label suggests, and very organic. How trendy is that? Light, bright and ideal for lazy alfresco parma's in Palma...or Dubbo for that matter. 9/10.

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

**CALENDAR OF FORTHCOMING
OOFER EVENTS
PLEASE MARK YOUR DIARIES NOW**

**OOFERS GRAND REUNION BRISBANE
20TH 21ST May 2022**

**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:

Please let us know of important people movements and appointments, not only within the OOFER community but throughout the Australian oil industry.

We sadly saw the recent death of two loved Oofers.

Vale

Oofer Mike Grabau of Fremantle WA

It is with great sadness we advise of the death of Michael Grabau in Perth WA on the 6th of May 2021, Michael was 69.

Michael was a long time member of APADA/ACAPMA and represented Queensland on its National Board while operating a fuel distributorship in Cairns. In recognition of his extensive service to his community and to the wholesale sector of the oil industry Michael was awarded the Oofers Australia Award (OAA). As an active supporter of his community, particularly through his membership of Rotary, he was twice awarded the Paul Harris Fellowship Award

Our deepest sympathy and support is offered to Michael's Wife Pamela and their families.

Oofer Bob Whalley of Albany WA

It is with great sadness we advise of the death of Oofer Bob Whalley in Albany Western Australia on the 5th of May 2021.

Bob died from Ross River Fever contracted some six months ago, he was aged 76.

Bob was a long-time member of APADA/ACAPMA having a Distributorship and Service Stations in Albany and was a founding member of our Oofers community.

Bob will also be remembered for Aussie Rules football skills having played for Fremantle for a brief period until injuring his shoulder.

To Partner Lorraine, Son Robby, Daughter Cindy and the family, we extend our deepest sympathy and support at this most difficult and sad time.

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 newsletter 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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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:

OOFERS Australia Ltd

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