



OOFERS

AUSTRALIA INC.

NEWSLETTER

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OUR FEDERATION STAR IS FADING

Our Federation star, the seven pointed one on our Australian flag representing our six states and territories, is for the first time looking battered and jaded as our State Premiers appear to be on a path of fracturing our once strong federation principles of – ‘we are all Australians together’.

As we all are going through the experience of the Covid Pandemic and its differing State ‘Lock Downs’ and methods of controlling the disease and their influences on our

economy, community anger is growing at some of our Premiers adopting political tactics benefiting themselves and their own States, instead of what is in the best interests of all Australians.

From our perspective, some Premiers have failed to adequately consider the overall effects of lockdowns and lockouts, not only on the health of the community caused by Covid, but on the health of the community caused by economic shut-downs.

Any government that fails to consider and adequately address what happens in a community in lockdown or lockout that is experiencing wages loss, home ownership being threatened, insufficient funds to buy food, forced closure of small business, being unable to visit loved ones, all create an environment for huge social mistrust and distress. Appreciating we all are fully aware of the above, because we are all living it. However, it does highlight that lockdowns and State lockouts when implemented in eight different ways by our States and Territories, is not only a recipe for civil unrest but fails to adequately measure and analyse Risk v Benefits.

Stating the obvious, - Lockdowns should only be imposed in extreme circumstances and confined to the LGA'S. State lockouts should not, as our Constitution intended, occur at all, with national epidemics or their like, with State borders in the future, being subject to only Federal Government control.

The way out of the epidemic is of course through vaccination, which should be made compulsory for all 'essential workers.' The oil industry, including service station staff, Distributors, including all of their staff, should be covered by a vaccination mandate. While Distributors are leading the way with vaccinating their people, major oil is conspicuous by its silence.

Written by Kevin Hughes 7/09/2021

OOFERS GRAND REUNION READY FOR MAY 2022

Presuming the Pandemic vaccination programs will enable us all to get back to a normal life over the next month or so, we should be well and truly ready by May next year to enjoy the fellowship of fellow OOFERS. Brisbane is still the location with booking invitations ready to be despatched early in the new year.

MAY 20TH & 21ST are the dates to lock in to your diaries now, so you don't miss it.

The program as usual, will be cram packed with opportunities for fellowship and catching up with old mates and include:-

Thursday evening: Meet & Greet – catching up with mates.

Friday am: Annual General Meeting.

Friday noon: Grand Reunion luncheon which will include:

- The Bill Hefferen Lecture – Speaker to be advised.
- Presentation of Oofer Australia Awards

Saturday: Brisbane River Cruise & Luncheon

PLACE IT IN YOUR DIARIES NOW

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, sales and acquisitions within our communities and of course, sadly, if there is a death.

We need to hear from you!

FUEL DAYS COVER.

As you will see from the latest figures, we still have a precarious working level for our fuels.

Our government has made no progress towards establishing a viable Strategic Fuels Reserve. As previously reported, there is a low cost solution, which could be implemented in a matter of weeks, does not require the building of new storage, (other than for defence purpose) with this recommended Reserve being already strategically located to meet emergency needs throughout Australia.

We commend Park Petroleum and Stolt Storages for doing a deal with the government to build additional storage at Newcastle, However, with no discredit at all to these two parties, we fail to see how this will sufficiently improve our reserves. Newcastle, based on pre-pandemic offtakes, is already over-tanked with fuel storage and if the “Ullage” concept, well known to the government, was implemented, it would avoid the expenditure of millions of dollars of taxpayer funds.

There is still illogical and ill-informed thinking within our government relative to establishing a viable national Strategic Fuel Reserve.

We note media reports that China is currently drawing on its own Strategic Reserve, which is an ominous sign for when global demand returns after the Covid Pandemic retreats. Australia may well be caught in a tight supply squeeze without a Strategic Fuels Reserve to draw on.

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

March 2021	33 days	21 days	Prods Cover 34 days
July 2021	33 days	23 days	33 days
Variance to last yr.:	+ 33.3%	+ 8.9%%	+ 15.2%

Information provided by the Australian Government Department of Resources and Energy



HOW ARE YOU FARING IN THE PANDEMIC ?

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

PETROLEUM PRODUCTS % SALES MOVEMENTS

Australian Sales Fiscal Years 2020 v 2021

Auto Gas	-31.20%
ULP	-2.20%
PULP	0.80%
Proprietary Brands	11.70%
Ethanol Blends	-10.00%
Total Petrol	-0.40%
Auto Diesel	2.11%

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.



It is great to see the iconic Ampol brand appearing around Australia once again. Ampol shareholders will no doubt be pleased to see its Brisbane refinery, with a subsidy from the government, returning to profit.

Ampol's move to adopt Mobil as their lubricant supplier is interesting, as is their decision not to blend and market their own brand. Undoubtedly, to undertake blending and branding of their own lubricant product would require a sizable capital injection, which they obviously do not wish to undertake at this time.

Their decision to acquire the Z Energy network in New Zealand would seem to be a good move and will no doubt compliment the Gull network they acquired a few years ago.

Trying not to seem 'picky', we are surprised at Ampol's new logo, which looks great on a letterhead or confined area, it is absolutely lost as a prime sign. Sadly, you can drive

straight past an Ampol service station and not identify the brand. Prime sighs, a necessary feature of service stations, should be bold and impactful, Ampol's certainly is not that.



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 2021 to 30th June 2022 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.
IF YOU ARE ALREADY REGISTERED or NOT SURE WHEN YOU ARE PAID UP TO, GIVE Treasurer Ross Lake or Secretary Michael Houlihan a call, their contact details are below

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.1450)

Jobkeeper keepsers finding it hot keeping the lot.

It's a bit rich all these people getting up the rich for enriching themselves with Jobkeeper, after all as Josh says, "If [businesses] were going to have to pay back that money, then they wouldn't necessarily have taken it in the first place".

So there all you leftie, greenie, dole-bludging, layabouts, it's about time you laid off poor Gerry Harvey, hang on, let's rephrase that, for not paying back the measly \$16million that he's kept and so richly deserved in the first place.

He's not breaking the law, a law the Government formed via the following thought process :

"We need to stimulate the economy but how do we do it?"

"Give money to those who need it, and they have to give it back if they find they don't?"

"Nah."

"Give money to those who need it, and they don't have to give it back?"

"What? Are you stupid?"

"Give money to those who don't need it and they have to give it back if they don't?"

"Too complicated, it will scare people off."

"Give money to those who don't need it, and they don't have to give it back".

"Josh, you've nailed it."

"Everyone gets money they don't need and don't have to give back."

"No. Not everyone."

"Oh. Who doesn't get it?"

"Those who need it."

"Furthermore, if anyone who needs it, gets it, they will need to pay it back. We've devised a thing called Robodebt."

“But they wouldn’t have to pay it back if they didn’t need it in the first place?”

Brilliant.

“We needed to get the money out there quickly”, says Treasurer Josh.

That’s one way.

But back to Gerry. After all he has done for us, providing cheap toasters and divorce-ware for 40 years, surely he deserves an OAM not a shellacking from those who don’t have two shekels to rub together?

And Gerry’s not out there on his own you know. Why don’t you pick on the other, um, let’s see, 150,000 businesses that took a chunk of Jobkeeper’s \$88Billion, despite their profits going up, not one of whom has paid it all back, allegedly.

Perhaps it’s time to remember the wise words of Joe Hockey that “the best form of welfare is a job”, except for greedy Aussie businesses, for whom the best form of welfare appears to be, um, welfare.

“I think my income is about to fall and I’d love a bit more dosh, Josh, which I would happily spend stimulating the economy with some of these...um, nah, bugger it, all of these” :

Mad Fish WA Sauvignon Blanc Semillon 2020, \$18. This was the same price five years ago, so it looks like inflation, like covid, has passed Western Australia by. Man, those guys have nothing...and everything, including very smart SBS. 8.9/10.

Mad Fish WA Rose 2020, \$18. Tired of tiresome whites? Not ready for a red? Rosé is for you, José. More interesting than white, fewer of the heavy bits of red, this is true Goldilocks wine. 9.1/10.

Sevenhill Inigo Clare Valley Riesling ‘Vint’ 2021, \$25. What better way to celebrate the life of recently departed Br John May SJ AM, the long-serving, and widely loved and admired winemaker at Sevenhill, than with a classic Clare riesling. Well you could have a classic Clare cabernet too. 9.3/10.

Sevenhill Inigo Clare Valley Cabernet Sauvignon ‘Vint’ 2019, \$28. Very Clare nose, which is way better than a Gallic nose and many others depending on your personal preferences. A good standard from which to launch into Clare reds. 9.1/10.

Eather and Tedder, Hunter Valley 'Great Scott' Shiraz 2019, \$50. Another Meerea Park joint venture that could be a law firm acting for the PM but is much more acceptably a collaboration by a couple of Hunter blokes making lovely wine. 9.4/10.

Meerea Park Hunter Valley Hell Hole Individual Vineyard Semillon, 2021, \$30. How many hell holes can you imagine? Millions no doubt. Pauline Hanson's fish shop, Scomo's confessional, Barnaby's hat, Xmas TV...this is easily the best, with depth and fragrance above all the above. 9.5/10.

Max Crus Industries, PO Box 1186, Grafton, NSW 2460, Australia, 0422474444

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.

**OOFER GRAHAM KENT
AWARDED AN OAM**

We are pleased to congratulate Oofer Graham Kent on his award earlier this year of the Order of Australia Medal for community service.

Graham, who is also recipient of the Oofers Australia Award, received his OAM in recognition of his significant community service which included being Mayor of Devonport, Patron and Commodore of the Mersey Yacht Club, the Julie Burgess Tall Ship Restoration, and Secretary of the Air Sea Rescue Group.

Fellow Oofers will remember that Graham has been a Past President of APADA 1991 to 1993, & 1996, and operated his Mobil Distributorship – Norvac.

Congratulations Graham, your award is well deserved.

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



OOFERS
AUSTRALIA INC.

ACN AO1026271

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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

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

