



OOFERS

AUSTRALIA INC.

NEWSLETTER

ISSUE NUMBER 3
Published 15th November 2017
FIRST PUBLISHED JULY 2017



THE OOFERS CHAIRMAN KEVIN
HUGHES, BEN GUZZARDI, ROSS
LAKE AND THE OOFERS BOARD,
FROM OUR FAMILIES TO YOURS,
WE WISH YOU A FUN FILLED AND
SAFE FESTIVE SEASON
AND A NEW YEAR FULL OF
HAPPINESS AND SUCCESS.
We look forward to our fellowship in the
New Year.

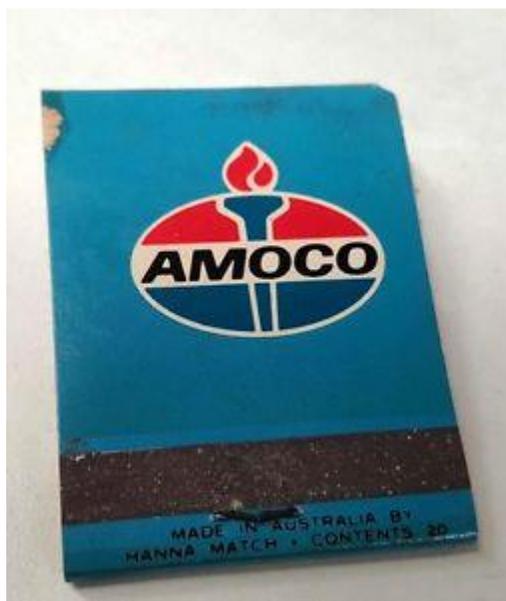
ACAPMA CEO TO ASSUME CHAIR OF COSBOA

The Council of Small Business of Australia (COSBOA) board has elected a new Chair, Mark McKenzie, CEO of the Australasian Convenience and Petroleum Marketers Association.

Mark holds formal qualifications in civil engineering (BEng) and business (MBA) and has considerable public policy experience. He has worked with the ACT Public Service, the NRMA, Abbott Tout Lawyers and the Victorian Automobile Chamber of Commerce. The outgoing Chair Paul Nielsen, who is leaving the position to spend more time within his own small businesses, at the AGM was thanked for his service to the Board and recognised for the positive contribution he has made to the strength of COSBOA's advocacy for small business

Mr Nielsen will remain as a Director on the COSBOA board to support a smooth transition. COSBOA CEO Peter Strong and Mark McKenzie have worked closely on a range of policy issues over the past three years.

"I look forward to working more closely with Mark as the new COSBOA Chair and will continue to build on the strong advocacy we provide for small businesses in Australia," Mr Strong said.



***DID YOU HAVE AN AMOCO DISTRIBUTORSHIP?* BP TO BRING BACK THE AMOCO BRAND.**

In a surprise move BP have announced their intention to bring back the AMOCO brand within its retail network within the USA.

"The reintroduction of the historic Amoco brand is an exciting step forward in BP's U.S retail growth strategy, and it clearly demonstrates our commitment to helping branded

marketers grow their businesses,” said Rick Altizer, senior vice president of sales and marketing for BP fuels North America.

Such a move will clearly enable BP to operate two levels of marketing strategy including perhaps a “price discounter” model.

One wonders whether BP will also introduce such a marketing model in Australia. Our guess is that will be highly likely.

It also raises the question whether other major oil marketers may be contemplating a similar strategy, with Caltex being particularly in mind.

Caltex have already flagged they have under active consideration differing operational models, including a possible demerger of some sort. Ideally for Caltex, they already have an iconic brand under wraps with their iconic Australian brand – Ampol.

Split brand marketing is not new in Australian major oil, with their being other models over the years. One notable example was Shell with its Neptune Brand running parallel for several years until phased out in the seventies.

All eyes will certainly now be on BP and Caltex to see if they adopt a joint branding strategy in Australia.

[Australian Petroleum Marketer News \(APMN\) 10/17](#)



CAN YOU FATHOM THIS?

While we try and stay away from matters political, we could not help making a comment about our Deputy Prime Minister Barnaby Joyce’s rejection for eligibility as an Australian politician.

The High Court have adopted a strict “black armband” interpretation of the law and that decision is respected. However, many Australians, like us, are left in bewilderment that Barnaby Joyce, who was born in Australia in Tamworth NSW, who grew up and went to school in Australia and who’s mother was born in Australia, was declared by the High Court to be ineligible.

His father was born in New Zealand, emigrated to Australia and as a consequence, under New Zealand Law, not Australian Law, he was by descent a New Zealand citizen.

There is no doubt that Barnaby Joyce is a quintessential Australian, deserving of his parliamentary role, which will be convincingly reflected by the view of the people in the by-election about to take place.

Sometimes the law really is an ass.

Australian Petroleum Marketer News 1/10/2017

WHILE OUR OOFER MEMBERSHIP IS GROWING THERE ARE STILL MANY WHO HAVE NOT YET REGISTERED

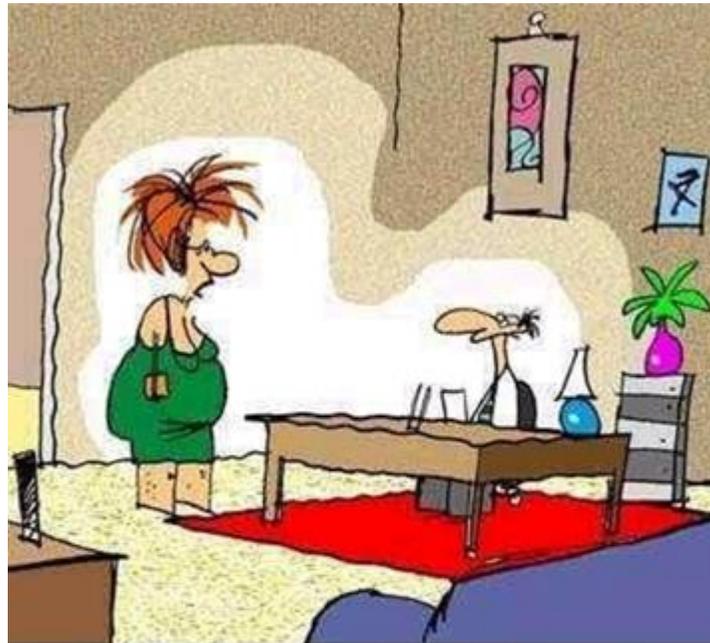
As OOFERS are aware, at our May Cairns Reunion of this year it was resolved to formally incorporate our group as a 'Not for Profit' company. As a consequence we will be holding our **first Annual General Meeting in Sydney on the 25th of May 2018 in Sydney**. To enable you to be able to vote for all positions – Chairman, Deputy Chairman, Secretary/Treasurer plus four other Directors, you need to be registered.

A registration form is attached to this newsletter. Annual membership fee \$50.

A great fellowship program is being put together, including a Sydney Harbour Dinner Cruise, so make sure you mark your diary now.

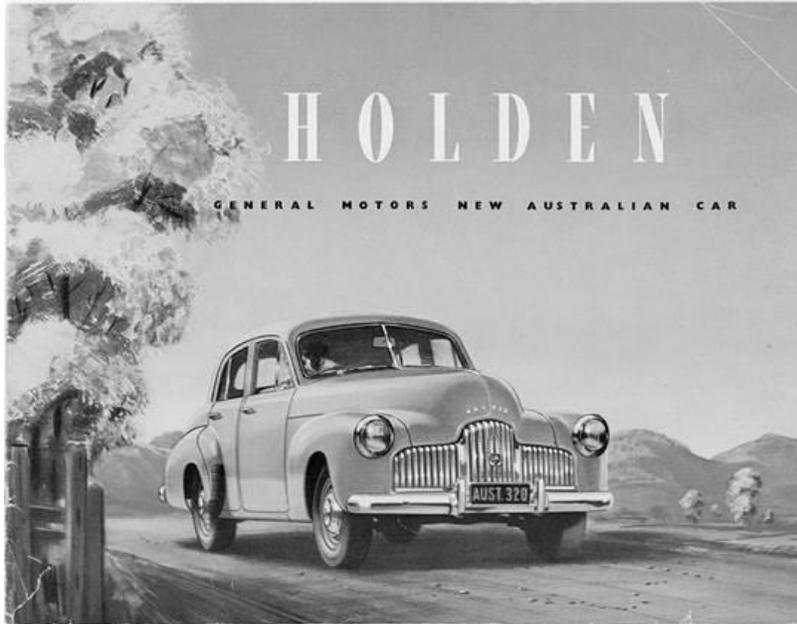
Further information, including booking arrangements will be forwarded later in the year **to those who have registered.**

RISKY OFFICE POLITICS!



"All the other women in the office are suing you for sexual harassment. Since you haven't sexually harassed me, I'm suing you for discrimination."

DID YOU OWN ONE OF THESE? MOST AUSTRALIAN FAMILIES DID



It was with sadness and great pangs of nostalgia that we saw the final Australian manufactured Holden motor car roll off the assembly line in North Adelaide on the 20th of October 2017, after 69 years of Australian-made car manufacturing.

The Elizabeth plant opened in 1963 and at its peak, between June 2003 and July 2005, produced 780 vehicles per day, including the VY Commodore, the Adventra, Crewman, Caprice and Statesman.

Holden expects some 230 dealerships, the second highest number behind Toyota, to continue selling their vehicles

The world's second-oldest transportation company started as an Adelaide saddlery in 1856 and began producing all-Australian motor cars at Fisherman's Bend Melbourne in 1948. The first fully-built model was produced at Elizabeth SA in 1965 when the HD Holden rolled off the production line.

ANY ONE YOU KNOW ?



AN AUSTRALIAN LOVE POEM
(Who said Australians weren't romantic?)

RECITE THIS TO YOUR LOVED ONE IF YOU DARE.

**Of course I love ya darlin
You're a bloody top-notch bird
And when I say you're gorgeous
I mean every single word
So ya bum is on the big side
I don't mind a bit of flab
It means that when I'm ready
There's somethin there to grab
So your belly isn't flat no more
I tell ya, I don't care
So long as when I cuddle ya
I can get my arms round there
No Sheila who is your age
Has nice round perky breasts
They just gave in to gravity
But I know ya did ya best
I'm tellin' ya the truth now
I never tell ya lies
I think it's very sexy
That you've got dimples on ya thighs
I swear on me nanna's grave now
The moment that we met
I thought you was as good as
I was ever gonna get
No matter what U look like
I'll always love ya dear
Now shut up while the footy's on
And fetch another beer.**

(AUTHOR DESERVEDLY UNKNOWN)



PARIS TO BAN PETROL AND DIESEL CARS FROM 2030

Vehicles with petrol or diesel engines will be banned from Paris from 2030 under an anti-pollution plan tabled 12/10/2017.

Anne Hidalgo, the Socialist Mayor of Paris, had already announced last year that diesel engines and older petrol cars would be banned by 2024, when the city hosts the Olympics. Christopher Najdovski, who heads the council's transport policy, said technology should enable it to phase out all internal combustion vehicles. He said: "Transport is one of the main greenhouse gas producers...so we are planning an exit from combustion engine vehicles, by 2030. When we see this increase in extreme weather, climate change is at work, and it's the responsibility of the cities that are concerned to take measures."

Like France, Britons will be able to buy only hybrid or electric cars after 2040. Norway, which has the world's highest proportion of electric vehicles, has decided to allow sales of only hybrid or all electric cars by 2025. India, whose cities are among the most polluted in the world, has set a target of 2030 to introduce electric-only sales.

The Times 13/10/2017

RECOGNISE ANY OF THESE FACES? OOFERS CAIRNS REUNION 2017









PHOTOS COURTESY DEAN PRADAL.



OOFER PEOPLE NEWS

- OOFER Colin Long has retired from the MTA NSW where he was the General Manager Operations. Prior to that position he served as Executive Officer for the Service Station Association and was a long time executive with Ampol Australia.

FREQUENCY OF REUNIONS

The Cairns meeting resolved that the OOFERS Reunions would continue to be held every two years.

It being also further resolved that the previous requirement of every second reunion to be held in Melbourne be rescinded, although the next 2019 Reunion would be held in Melbourne.

It was resolved the 2021 Reunion to be held in Brisbane.

ANNUAL SUBSCRIPTION

It was resolved in Cairns that a membership fee of \$50 per annum be introduced, which would entitle all such financial members being able to vote at all Annual General Meetings and any other meetings called under the constitution.

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.

MEMBERSHIP APPLICATION ATTACHED

NOMINATIONS BEING RECEIVED NOW FOR THE OOFER AUSTRALIA AWARD.

The Chairman is now receiving nominations for the OOFER Australia Award for presentation at the Reunion to be held in Melbourne in May of 2019.

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 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.

OOFERS AUSTRALIA Inc
**ANNUAL GENERAL MEETING
SYDNEY
FRIDAY 25TH MAY 2018**
Mark your diaries now.
PROGRAM.

10am – 12 noon: Board Meeting.

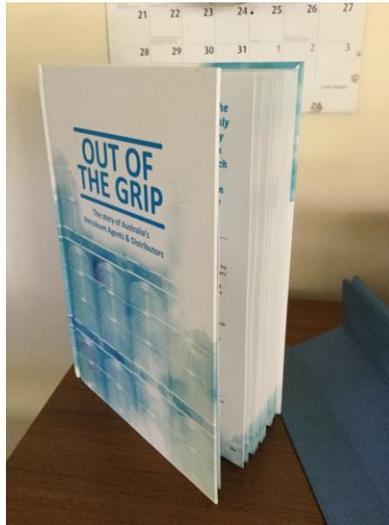
Board Lunch

**2.00pm to 4.00pm Annual General Meeting and declaration
of election of Office Bearers.**

4pm to 5pm Fellowship

7pm to 10pm Sydney Harbour Dinner Cruise.

MORE DETAIL TO COME



**HOW TO PURCHASE A COPY OF ‘OUT OF THE
GRIP.’**

THE HISTORY OF APAPDA/ACAPMA.

The book/s may be purchased at around publication cost for \$50.00 plus \$10.00 postage from:

The Secretary/Treasurer

OOFERS Australia

Mr Ross Lake

P O Box 5034

MILDURA VIC 3500

Phone 0418 502 551

Email: ross.lake@tascopeleum.com.au

For Payment by Direct Bank Credit:

NAB Mildura

BSB: 083 764

A/c No: 64529 4413

OOFER AUSTRALIA OBJECTIVES

Not unreasonably, many non-OOFERS have asked what we are all about, what is it that we do and what are our objectives. These are perfectly reasonable questions which may be answered by reviewing the undermentioned objectives within the Constitution currently being pulled together within our “not for profit’ corporate entity. Although, these objectives, as they always are, are in a state of evolution and will no doubt change over time.

OOFER Australia Objectives:

- a) To provide opportunities for fellowship between the members.**
- b) To create opportunities for the sharing of petroleum industry and general business information to the membership.**
- c) To provide the opportunity for members to interact with one another for the benefit of each others’ business.**
- d) To provide the opportunity to recognise members who have given ‘Exemplary and Meritorious Service to the Community in the Wholesale Sector of the Petroleum Industry in Australia’ through the award to be called the “OOFERS Australia Award.”**
- e) The OOFERS Australia Award to be managed under the auspices of an OOFERS Australia Council which membership shall be comprised of Members who have received the OOFERS Australia Award.**

YOUR CONTRIBUTIONS TO OUR NEWSLETTER

We would appreciate any contribution OOFERS or others, may make to future issues of this newsletter. Letters, photos, information, OOFER member activities, people info’ and oil industry bits and pieces.

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

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; FAX: (02) 4388 0026

Email:- kevinhughes@hehpetrolconsultancy.com.au

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.

The OOFERS Australia Group Executive:

Kevin Hughes: Chairman
0414 346 385

Ben Guzzardi: Deputy Chairman
0419 505 600
ben@guzzardi7.com

Ross Lake: Secretary/Treasurer
0418 502 551
Ross.lake@tascopepetroleum.com.au

OOFER BOARD OF DIRECTORS:

Roy Cottrell	0417 219 355; roy@risingphoenix.com.au
Don Kirk	0407 995 248; dpbakirk@gmail.com
Allan McWhirter	08 9865 1221; fay.mcwhirter@gsfs.com.au
Dean Pradal	07 4035 5888; dean@trinitypet.com.au

If you have not yet completed your registration

OOFERS REGISTRATION FORM BELOW



OOFERS

AUSTRALIA INC.

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: FAX: (02) 4388 0026

Email:- kevinhughes@hehpetrolconsultancy.com.au

MEMBERSHIP REGISTRATION.

Name: _____

Postal Address: _____

Email: _____

Phone:- _____ Fax:- _____

Location of Distributorship/s Operated:- (Current or Previous)

Major Suppliers:- _____

ANNUAL MEMBERSHIP FEE:

An annual Membership Fee of \$50 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: 64529 4413