



OOFERS

AUSTRALIA INC.

NEWSLETTER

ISSUE NUMBER 19
Published 10th March 2022
FIRST PUBLISHED July 2017
Web



THE TRAGEDY OF UKRAINE IS ALSO A THREAT FOR AUSTRALIAN FUEL SUPPLIES

The tragedy of Russia;s invasion of Ukraine is being played out to the whole world, with it placing us on the brink of a third world war. Russia's Putin now seemingly being only blocked by the bravery of the grossly overwhelmed Ukrainian people..

It is now a test for the rest of the world as to how long they will be able to resist the pleas of the Ukrainians for help. However, any intervention by NATO would no doubt run the risk of increasing the conflict to a world war.

It will take some time for the world's sanctions to take effect, including the withdrawal, at a huge cost, of major oil including Shell, BP, Exxon and others.

While Russia represents only around 7% of world oil supply, it is a major exporter.

HOW WILL THIS INFLUENCE AUSTRALIA?

The immediate influence is of course on world oil pricing and maintaining supply. The moment there is a conflict anywhere in the world influences world oil prices. If the conflict is serious, which Russia's invasion of Ukraine is, the price of oil escalates, and supply tightens.

We are already experiencing here in Australia, retail pricing escalating to the \$2 per litre area, with the likelihood of it hitting up around \$3 per litre and above quite quickly.

This will of course create significant pressure on our inflation rate.

However, perhaps even of greater concern, is that we do not have a viable fuel energy reserve here in Australia.

As the Ukrainian conflict continues and the risk of its escalation remains, countries throughout the world will move and are moving, to protect their fuel reserves, all countries except Australia, which has consistently refused to move on creating a viable fuel reserve. The U.S., while now being largely self-sufficient, has already moved to release some of its strategic reserve.

We can only once again urge the government to urgently adopt an immediately available fuel energy reserve, (The Ullage Concept) to protect Australia. This low-cost concept successfully used in other parts of the world, was presented to the energy minister in 2019 and 2020 and rejected.

Without a viable fuel energy reserve Australia could be facing serious economic problems, which have the potential of reaching catastrophic proportions. Alarming, if world supplies dry up, we could be facing rationing within 2 weeks.

Petroleum Wholesalers (Distributors) and Retailers, will need, as experience has taught us, to financially batten down the hatches. The significant increase being required to fund higher stock costs, will place great pressure on petroleum marketers' financial capability.

As the Ukrainian conflict continues Australia and the rest of the world face tough times.

Kevin Hughes. 8/3/2022



BUSH FIRES FLOODS COVID NOW CATASTROPHIC FLOODS

What an incredible past three years we have had. It has certainly been one of turmoil, economic hard ship and for many, it has damaged our faith in our governments being able to provide the protections and support we need.

In view of the latest catastrophic floods all along the east coast of Australia, the Oofers Board has reluctantly decided to postpone the Brisbane Oofers Grand Reunion scheduled for this coming May. A new date and location will be set by the Oofers Board sometime soon.

In the meantime, we need to acknowledge the great work being undertaken by Oofer and other Distributor Wholesalers in keeping the fuel supplies flowing under very difficult circumstances, throughout the flooded areas. Without their dedication, determination and indeed courage, the required massive cleanup over an extended period, could not proceed. In view of the war in Ukraine, we predict some difficult times ahead for our industry.

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!



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 only 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!



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.1480)

Flood for thought.

Floods are funny things.

Well, not so much if you've just lost your house, or worse, loved ones, pets, livelihood and all those other things that you don't like losing.

We were lucky and only lost things like books, art, collectibles, and photos.

Sure it was a lifetime in a library, but actually there were a few positives even in such nostalgic loss : it was unlikely they'd be read again, likely saved the executor some mucking around down the track and gee, the car's lowered suspension looked so cool en route to the recycle centre.

Wet books weigh more than flood-mud and smell the same.

We lost more than was necessary too, having put everything that would be affected by water, down low, and things that couldn't care less, up high, which we'd been planning to fix for two years.

No rush.

However there were some unexpected highlights of this disaster too.

Empty supermarket shelves made shopping so much easier, as did fewer shoppers, either stuck in floodwater or had already been and cleaned them out.

Less choice, less fuss. It was almost joyous, but not as much as discovering the only bread left on the shelves was the one I like. Yoohoo, a win.

Same in the toilet paper section, except I couldn't care less what was available but clearly others do. Bit of a slight on a product if it's still there in crisis. Maybe look into that, guys (although I'm grateful you didn't).

In the canned fish aisle, all gone except cheap sardines. I love cheap sardines, and so does the dog and it's cheaper than dog food! Go figure.

Anything left in the milk department shouldn't really be described as milk and will still be there in 2024, at which time, given its nutritional content, will still be 'in date'.

Luckily, you can live on bread, sardines, and toilet paper, so all is not lost even if all is lost.

Next door in the bottle shop, have no fear, they will never run out and anyway you probably shouldn't be stocking up on alcohol during a flood, except for medicinal purposes although a reflective glass after hard day's mopping, hosing and lugging wet books should be okay.

Now, what's a wine match for bread, sardines, and toilet paper?

Topper's Mountain New England Pinot Noir M.T. Brut Nature 2016, \$45. (Bottle No.1053 of 1387). Toppers know more than most how brutal nature is. Smashed by hail and storms regularly, out of which pokes interesting stuff like this. Not everyone's cup of tea, which aptly describes the colour and cloudiness of the wine, it is at once complex and challenging. Don't expect stainless-steel-clean bubbles and you will explore a whole new range of sparkling things. 9/10.

Toppers Mountain Pink Submarine (Pinotage/Pinot Noir/Sauvignon Blanc) 2021, \$29. Everything is submarine at the moment so why not? Oddly, this packs more punch than its red brethren. More like a powerful white than a soft red. Very refreshing with ice. 9.3/10.

Byrne Vineyards (SA) Flavabom Field White, 2020 \$25. This is a wild concoction of white grapes of which it is hard to pinpoint the origin, and the makers are keeping it secret too. Doesn't matter, it'll go with sardines and bread and be a great game to play after dinner guessing the grapes. 8.9/10.

Byrne Vineyards (SA) Flavabom Vine Dried Shiraz 2019, \$25. More wild stuff but at the same time more mainstream, making it an ideal accompaniment to flood-watching, which is even more exciting than storm watching. Chunky, rich, red that also works with sardines. 9.2/10.

West Cape Howe Mount Barker Two Steps Shiraz, 2018, \$30. Two steps forward, one step back sounds a bit like cleaning up after a flood. Anyway, this is from as far south in WA as you can get, so you get a geography lesson with each glass. 9.2/10.

West Cape Howe Mount Barker (WA) Book Ends Cabernet Sauvignon 2019, \$30. How apt to have Book Ends with the end of your books? As ever, the ever-reliable WA cabernet has everything you need for almost every occasion. It's an evergreen for sure. 9.4/10.

Max Crus is a Clarence Valley-based wine writer and Grape Expectations is now in its 26th year of publication. Find out more about Max or sign up for his weekly reviews and musings by visiting maxcrus.com.au

CALENDAR OF FORTHCOMING OOFER EVENTS

*PLEASE MARK YOUR DIARIES NOW
Advice soon on new location and date of next
Oofer Grand Reunion Event*

NOMINATIONS BEING RECEIVED FOR THE OOFERS AUSTRALIA AWARD.

The Chairman is receiving nominations for the OOFER Australia Award (OAA) for presentation at the next Oofers Grand Reunion.

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.

OOFER ROB RIORDAN AWARDED OAM

Founding Oofer member Rob Riordan of Geelong has been recognised for his considerable community support and service to the oil industry by the award of the Order of Australia Medal (OAM) in the Australia Day Honours awards in January of this year.

Rob has also been recognised by Oofers Australia for his service to the community and oil industry wholesale and retail sectors with the Ooofers Australia Award in 2013.

Some of his other notable community service works have included serving as Deputy Chair of the Marcus Oldham College Council and extensive service with the Geelong and Regional Water Board.

Congratulations Rob, well deserved recognition for your extensive community service.

PEOPLE PROFILES:

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

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.

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A NOT FOR PROFIT PETROLEUM FELLOWSHIP GROUP
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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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