

Supporting independent dealerships

Going places together

Greenergy

THE BRANDED WHOLESALER
FOR ESSO NATIONALLY



Supplying your site

We combine reliable, quality fuel supply with a major fuel retail brand.

Our customers benefit from:

- » The Esso brand, with proprietary Synergy fuel grades combined with the Nectar loyalty programme
- » Fuel security with nationwide supply locations
- » Transparent pricing with no hidden charges and flexible payment terms
- » An in-house haulage operation and 99% on-time deliveries
- » A team of experienced Territory Managers to provide help and advice
- » 24/7 customer support from our UK team





About Greenergy

With more than 25 supply locations, we are the UK's only national fuel supplier.

We manage fuel supply chains from refinery gates to customer sites - importing, storing, blending and distributing fuel and managing stock levels for customers.

Our customers include supermarkets, oil companies, fuel wholesalers and retail and commercial customers.

We continue to invest in our own storage, blending, manufacturing and distribution infrastructure in order to deliver competitive pricing and unparalleled supply resilience.

Already Europe's largest producer of waste-based biodiesel, Greenergy continues to invest in lower carbon fuels to support the energy transition.

A national supply network

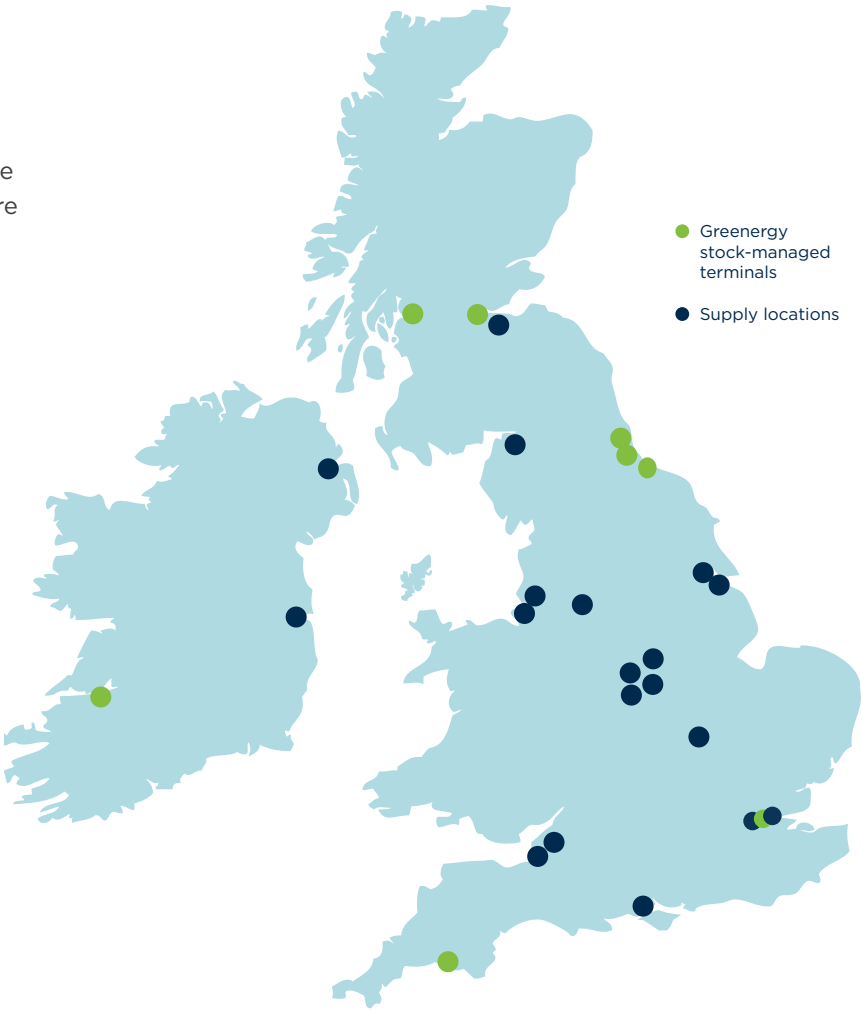
To meet our customer requirements, we supply from locations across the UK, and hold our own physical oil in ten terminals.

Supply resilience

Our national supply footprint minimises transport distances between our storage terminals and your site, so we can ensure cost-effective and reliable supply.

In-house haulage

With our in-house driver and scheduling teams, and our own tanker fleet, we are in the best possible position to ensure our haulage operations match the high standards you expect.





The offer

A leading forecourt brand, Esso offers premium fuels and leading loyalty programme.

Esso branded fuel

The Esso offer provides a major oil brand, with proprietary Synergy fuel grades combined with Nectar, a leading loyalty programme. Pay at the pump is also available via the Esso mobile app.

A Branded Wholesaler for Esso since 2013, Greenergy has seen the number of Esso branded sites supplied by Greenergy, along with the sales volumes of these sites continue to grow strongly.

Backed by our flexible terms, competitive and transparent pricing, in-house haulage capability, and reliable supply, this is one of the strongest fuel offerings for independent dealers in the UK.

Our customers also benefit from a dedicated Territory Manager and 24/7 customer service and logistic support.

Contactless card scheme

In partnership with Suresite and HTEC, the Greenergy card scheme provides an enhanced card service for independent forecourts.

Benefits include:

- Contactless and Apple Pay
- Cashback
- Acceptance of BP fuel cards at Esso forecourts
- Acceptance of a wide range of other fuel cards
- T1 day and T3 days reimbursement
- Competitive merchant fees

Our support services

Greenenergy offers a range of support services to keep your forecourt running smoothly.

Our flexible and transparent offer allows you to pick and choose the services that best suit your business.

Order free delivery

We can monitor and manage your underground fuel stocks remotely to ensure that you never stock out, allowing you to focus on the things that matter to your business.

Wetstock Care

In partnership with Suresite we can provide live reporting to support your site. This includes:

- All your ATG Alarms
- Additional data driven Water Ingress Alarms
- Reconciliation data to help you maintain your compliance
- A Sudden Loss alerting system
- Live Nozzle Usage so that you never miss a sale
- Days to Stock Out reporting
- A dedicated analyst is available to support your Wetstock needs

EdgePetrol

In partnership with EdgePetrol, our customers can now access retail fuel pricing software that helps them make more informed pricing decisions. With real-time volume, and weighted cost price methodology, Edge users are implementing new pricing strategies that are driving extra profit every year.

Mobil Lubricant agreement with CDG

We have a service agreement in place with Convenience Distribution Group (CDG), to offer favourable terms across the Mobil product range.

CDG has nine strategic distribution depots, and a dedicated customer service team.

Forecourt maintenance

Giving you cost effective and easy access to the following services:

- Tank cleaning
- Fuel pump maintenance and vapour testing
- Security – annual connection and alarm monitoring
- Car-wash maintenance
- Electrical, lighting, PAT testing, plumbing

Risk assessment

- Full DSEAR Risk Assessment on the forecourt every three years with annual reviews
- A six month compliance Audit.
- DSEAR & ATEX Compliance Programme
- Training (online) – three courses provided free each year



Working with you

We work hard to continually exceed your expectations, so you can operate your business with confidence.

Our aim is to earn the long term loyalty of each and every customer, and we are determined to outperform our competitors on both cost and service.



Caroline Lumbar, UK Trading Director

"We work with dealers in the way that suits them best. Starting with fuel supply, keeping costs low and delivering with the highest reliability, and the best customer service available. We are there when you need us most."



Jodie Johnson, Customer Care Manager

"Teamwork and flexibility are essential in meeting last-minute customer requests. With our own in-house haulage operation, we can turnaround deliveries very quickly, when it matters most for our customers, and this is what really sets us apart from our competitors."



Marc Spear, Greenenergy Flexigrid

"We use our knowledge and skills to ensure that fuel is delivered safely and efficiently. As Greenenergy employees, our relationship with our customers matters to us –so it's important that we're always friendly and helpful. Especially when we're on a customer site."

Testimonials

How we perform in our customers' words.

“ Everyone I deal with at Greenergy is a real person. They have a no-nonsense approach and show genuine care, and I trust them 100%to help deliver the best for my business. ”

Akbar Araf,
Top Stop Services, Cannock

“ Our sales volumes have more than doubled since we moved from BP in 2015. Esso's loyalty scheme has been an important contributor, and we see huge potential with Esso Nectar going forward. ”

Gunvant Patel,
Scaynes Hill, West Sussex

“ The location of my site can lead to sudden surges in sales volumes, making it challenging to manage stock levels. Greenergy's Customer Care team always pulls out all the stops to keep our business running. ”

Gordon Glen,
Alexandria, Dunbartonshire

“ Loyalty is very important to my customers. Being able to offer the loyalty scheme with the greatest number of members, means I am best placed to compete in a crowded marketplace. ”

Rob Gibbons,
Tower Services Seaton, Devon

“ We have been with Esso for over 20 years and have renewed because of the relationship we have with Greenergy - from our Territory Manager to our Customer Care contact. To put this simply, I order fuel and it arrives no problem. ”

Phil Mullet from Cuff Miller
Littlehampton, West Sussex



Our mission

To deliver long-term value for our stakeholders through the production and distribution of waste derived renewable transportation fuels.

We do this by:

- **Delivering change through innovation:**
developing and driving renewable projects
- **Evolving our supply chain:**
maintaining quality and reliable supply
- **Retaining strong customer relationships:**
honesty and transparency in how we work
- **Acting responsibly and being accountable:**
doing no harm to people or place

For more information contact
our Territory Managers on

020 7404 7700

or visit www.greenergy.com

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