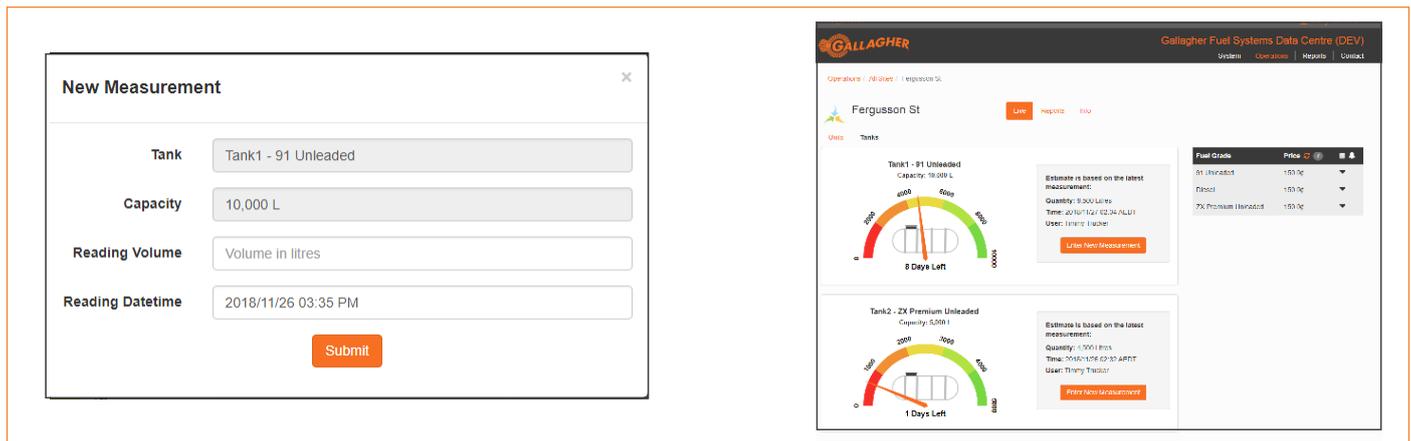


Gallagher Newsletter

Latest news and product developments

How do you view fuel storage tank levels without a Tank Gauge?

A new Gallagher Data Centre feature is the “Virtual Tank Gauge” which allows users to enter a valid tank dip that includes the time and date. This automatically updates the tank level information in the Data Centre control panel. The virtual tank levels are visible at any time, anywhere, to the Site Manager via Data Centre.



Data Centre “Virtual Tank Gauge” improving stock level visibility

Are you controlling your flow yet?

New flow Control firmware can be applied to any Gallagher PULSE unit that allows automatic adjusting of the valve opening to achieve the flow target setting. There is no more need to endure diminishing flow rates as filters age, or more hoses are in use, upgrade to version 1.20 and let the dispenser do the work for you.

PULSE firmware version 1.20 also allows technicians to adjust a wider range of settings within the unit. This includes; flow control, time-outs, start delay, POS protocol, and more. Version 1.20 is now available for download from the Gallagher Fuel Systems Technical Support Website.

How do you get the fastest fill for retail?

Did you know that higher flow rates don't necessarily result in a quicker fill? With petrol vaporisation and nozzle and filler neck limitations, we find that higher flow rates can actually extend the time it takes to fill the vehicle. Not to mention the added frustration of a nozzle constantly clicking off.

Setting an appropriate flow rate with flow control provides the quickest and most efficient fill, and gets your customer back on the road sooner.

Bigger is not always better

There is good reason why Gallagher do not provide a 32mm hose and nozzle option. Experience shows that this hose weight can pull an unattended nozzle out of the filler resulting in a fuel spill. Also, the coachwork of many truck cab/chassis units may not allow space for a 32mm nozzle. The gains in flow rate might not be worth the potential problems associated with a larger hose and nozzle combination.



Together we can go further

Seems it's not just our dispensers that last forever

Recently Gallagher Fuel Systems celebrated a momentous occasion with Garth Emerson's 50th year work anniversary.

Garth began an apprenticeship with Gallagher Fuel Systems (then known as PEC) in 1968. Today he is a Senior Mechanical Engineer and has been involved with the design of most of our fuel dispensers.

He says, "I still enjoy coming to work everyday and credit my colleagues for making Gallagher a great place to work".

During the celebrations Richard Coxon noted "The way we operate is all about relationships and the longevity of our staff is about relationships".

Gallagher Fuel Systems have a well deserved reputation for being a great place to work and enjoy a large core of long serving employees with over 46% having been employed for more than 10 years with the company.



Richard Coxon (right) and Garth Emerson discuss the fisherman placed on Garth's cake

The last word from Richard Coxon reflecting on the year

I would like to thank our valued customers and business partners for their support in 2018. It has been a challenging year in some ways as we have had to adjust to a market that is ever changing. Having said that, we still managed to experience some significant highlights.

We have encountered returning customers after experiencing cheaper product. This was a "big deal" for us, as they clearly see the value in our product ahead of an initial price driven purchasing decision. Also, it confirms our overall strategy of being solution and partnership focused, is the right one.

We have made some good progress on our new products, with Data Centre shaping up to provide many different ways to benefit our customers. Our Universal Vapour Recovery product continues to evolve. The introduction of Hydrogen fuel presents huge opportunity for us, given our long standing relationship with Tatsuno and their in-depth knowledge and development in this field.

So while this year has presented some challenges, we are also very excited for the future. We thank you for your continued and on going support and look forward to more shared success in the New Year.



Wishing you all safe and happy holidays, Richard Coxon (MD)