

Oil Installer

News and views from an evolving heating world



In association with
www.oftec.org

IRELAND GREENLIGHTS RENEWABLE HEAT OBLIGATION

**TANK MONITORS:
ADDING VALUE**

**NEW TRAINING
CENTRE**

**FULLY FUNDED
'FIT YOUR OWN'
HEAT PUMPS**

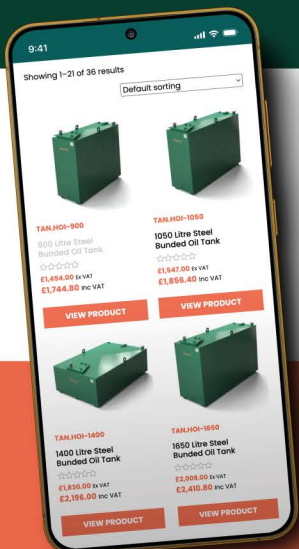


Smarter. Stronger. Faster.

Describes our revolutionary new range of steel banded heating oil tanks.

**Engineered with
Imperium® Technology.**

- ✓ Unique, removable fittings plate
- ✓ Inspection aperture for easier maintenance
- ✓ Fittings plate is also interchangeable to transform the tank's use
- ✓ Optional lockable top box can be retrofitted for extra security
- ✓ Fewer welds, more internal stays, stronger construction
- ✓ Faster production, shorter lead times
- ✓ Patent Pending
- ✓ Designed and made in England by Atlantis Tanks



Scan to see the
Imperium® range



See our Launch Video
here for more details



Tel: **0330 999 1100**
Email: **sales@atlantistanks.co.uk**
www.atlantistanks.co.uk

Atlantis
BE LEGENDARY

Table of Contents



OFTEC News & Industry Updates 4-5, 7-8, 13, 16-17



Feature 10-11



Boiler News 19



Irish News 23



Tanks 24-27



Training 32-33



Technical Topics 35, 37



Oil Installer is published by
Euromedia Associated Ltd
10 Ashfield Road, Chorley, PR7 1LJ
Tel: 01257 267677
Visit us online at www.oilinstaller.co.uk
Managing Director: Emma Hatherall

The publishers gratefully acknowledge the support of those firms whose advertisements appear throughout this publication. As a reciprocal gesture we have pleasure in drawing the attention of our readers to their announcements. It is necessary however for it to be made clear that, whilst every care has been taken in compiling this publication and the statements it contains, the publishers cannot accept responsibility for any inaccuracies, or the products or services advertised.

Advertising

Sales manager: Adrian Major
Media pack on request: adrian@oilinstaller.co.uk

News Desk

Liz Boardman: liz@oilinstaller.co.uk

Managing Editor

Margaret Major: margaret@oilinstaller.co.uk

Autumn 2025 Volume 19 No 3

ISSN 1755 – 3490

Chairman's foreword

An article appeared in the news recently, suggesting that heat pump owners could be given £200 a year off their energy bill. If it's true – and government's often do drip-feed things like this into the media to test ideas – it's would be a further incentive on top of the generous £7,500 BUS grants, which



mainly benefits well-to-do households. It's also an admission that heat pumps are not always cheaper to run, despite having better efficiencies than boilers.

History tells us that it's unwise to base an industry on subsidy, and it's also a waste of taxpayers' money. By contrast, our industry's proposal of a 20% HVO blend would save 1,319,423,360 tonnes of carbon each year and cost the taxpayer nothing. To achieve the same carbon savings would require 347,000 heat pumps to be installed immediately (fewer than 50,000 heat pumps were delivered under the scheme in the last 18 months). The government's current approach simply makes no sense.

There are encouraging signs from Scotland and Ireland that policy makers understand the value of providing citizens with a better choice of low carbon options. This shows our ideas are credible and we can still hope to influence the Labour government's Warm Homes Plan, due this autumn, which will set out the government's heat decarbonisation agenda for the rest of this Parliament.

It makes sense to do everything possible to get renewable liquid fuels included in this plan. To achieve this, we must put maximum pressure on rural MPs by sending them as many letters as possible. If we can make enough noise, they will then pressure the minister to do what's needed. So, my message is simple, if you care about the future of our industry, please support the campaign – you can find out how on page 5. And, because time is short, please don't wait – do it now.

Neil Sawers, Chairman

OFTEC announces autumn webinar series for registered technicians

OFTEC is pleased to announce the launch of a new series of webinars set to take place this autumn. Designed to support continued professional development, the sessions will be held during September and October 2025, covering a range of timely and relevant topics for the industry.

These webinars will be free of charge and exclusively available to OFTEC registered technicians.

Each session will offer valuable information and guidance to help technicians stay up to date with the latest developments in the sector.

Further details, including session topics and registration information, will be shared in the coming weeks. OFTEC registered technicians are encouraged to keep an eye on OFTEC E-news and social media for updates.

OFTEC compliance

At OFTEC, compliance isn't just a requirement; it's the foundation of everything we do. As the heating industry continues to evolve with new technologies and regulations, we remain committed to ensuring that our members and technicians are always operating at the highest standards of safety and environmental responsibility.

However, each quarter a few companies are suspended or have their registration revoked. This can be for various reasons and mean they no longer have the right to display themselves as OFTEC registered.

Between 29th April 2025 –15th July 2025 a total of 14 businesses had their membership revoked. The revoked businesses are:

Company No.	Business Name
5761	A J Engineering
500050	Be Wise Gas & Plumbing Services Limited
500208	Central Clare Plumbing Company.ie
105757	Cullenbridge Services Ltd
500087	Dorian Butler Plumbing & Heating
101647	Gas Services Scotland
500380	George Hellaby Plumbing and Heating
2357	Jade & Sons (Plumbing & Heating) Ltd
100250	KM Gas & Services Ltd
103217	Matthews Brothers Total Property Maintenance Ltd
501232	Mr Fixit Heating Ltd
500601	Reidhot Heating
102898	Simon Croft Plumbing & Heating Ltd
501823	World of Iron Ltd

Heat policy update

It's been a relatively quiet summer for heat policy developments, but things are about to hot up, writes Malcolm Farrow, OFTEC's head of public affairs.

In the last issue of Oil Installer, we noted that the Government's Warm Homes Plan was expected soon. This was too optimistic because the plan has been delayed until the autumn. The policy makers in DESNZ couldn't be sure how much money would be available until the spending review was completed in June, pushing everything back.

The spending review was positive for DESNZ, but financial pressures have increased significantly since then, and it remains uncertain whether the full long-term funding will be available for its decarbonisation plans. No doubt the autumn budget will provide more certainty.

The centrepiece remains the Warm Homes Plan, with support expected for insulation and further funding for the Boiler Upgrade Scheme. Rumours suggest one plan being considered is to partly support the running costs of heat pump owners as well as the £7500 capital grant already available under BUS. I'll leave it to you to decide whether this is good use of taxpayer's money, but it's a clear indication of how desperate the government is to grow the heat pump market.

The DESNZ Minister, Miatta Fahnbulleh, has made it clear that the Warm Homes Plan will also include off-gas grid buildings, and heat pumps remain their technology preference.

To secure the future for liquid fuel heating, we must ACT NOW!



If you've supported the Future Ready Fuels campaign previously, we urgently need your help again. If you haven't, and you want liquid fuel heating to have a future, now is the time to add your voice to the campaign. It's vital that as many people support the campaign as possible.

The delay in the full announcement of the Warm Homes Plan has given our industry a golden opportunity to push for the inclusion of renewable liquid fuels in the plan. With backbench Labour MPs much more powerful now following their successful rebellion over welfare cuts, we have the best possible chance to convince them to push the DESNZ Minister for the inclusion of renewable liquid fuels. Even if you live somewhere not represented by a Labour Party MP, it's still important to join the campaign – the more noise we can make the better and opposition MPs are very likely to support our work, particularly if they receive letters from local residents and businesses.

What we want the Government to do

Our proposal is straightforward. We are asking for the Government to enable a renewable liquid heating fuel obligation – a similar idea to the plans just unveiled in Ireland (see page 17) - by implementing Section 159 of the Energy Act 2023. We also want them to equalise the duty with that of kerosene when they are used for home heating. This will lower the costs for consumers, and enable the introduction of an initial HVO/ kerosene blend for all oil heating users at a similar cost to pure kerosene.

Please support the campaign - act now

You will probably have already read our E-news updates about the new phase of campaign. We've prepared two letter versions for technicians and householders to send. Just visit the Future Ready Fuel website and it only takes a few seconds to complete your details, but the impact could be huge! The default is the consumer version, so make sure you click on the right one. Please encourage your customers to support the campaign too – we can supply free flyers on request if you need them.

Clean Heat Market Mechanism - revisions ahead of scheme year 2 (2026/27)

A consultation on year two of the Clean Heat Market Mechanism (CHMM) was issued by the Department of Energy Security and Net Zero in Westminster in May. In simple terms, the CHMM requires boiler manufacturers to produce and sell a certain percentage of heat pumps, relative to their overall boiler production.

If qualifying sales targets are not met, they can either buy credits from pump manufacturers or pay a fine relative to the shortfall. The scheme is controversial partly because boiler manufacturers do not supply direct to customers, so have little control over what they buy. There is also a discrepancy between what counts as a heat pump installation, and what DESNZ supports through its funding schemes. This effectively places boiler manufacturers at a further disadvantage and the overall effect may have the unintended consequence of making heating products more expensive – not ideal for consumers.

The consultation contains only five questions. In the main it proposes to increase the target for Year 2 from 6% to between 8-10% of relevant boiler sales, anticipated to be equivalent to around 90,000-130,000 heat pump credits, depending on the size of the fossil fuel boiler market during the same period.

OFTEC responded to the consultation on behalf of liquid fuel appliance manufacturers.

RIELLO

LEADERS IN BURNER TECHNOLOGY FOR OVER 100 YEARS



To protect future generations and align with global climate challenges, Riello have led the way in renewable fuel testing and offer fully compliant Bio Fuel & HVO options.

For over a century, Riello has led burner technology and our RDB range stands as the preferred residential oil burner among installers and boiler manufacturers. Through rigorous R&D and direct feedback from the field, Riello continues to push the boundaries of performance and reliability.

With more than 2 million installed, its track record speaks for itself.



Dependable, robust, built to last.

Call us today on 01480 432 144



RIELLO



www.rielloburners.co.uk

OFTEC technician committee expands to hear more voices

One of the areas we believe OFTEC can continuously improve is to listen more to the views of registered technicians. You are the ones at the coal face of the heating industry, and we need your feedback to provide the best service we can, delivered in the way you need it. Last year we relaunched the technician committee, but we feel it's time to expand to take on board more of your views.

The technician committee is designed to allow participants to offer ideas and feedback to the OFTEC representatives, who will communicate the outcomes to the main scheme committee regularly on your behalf.

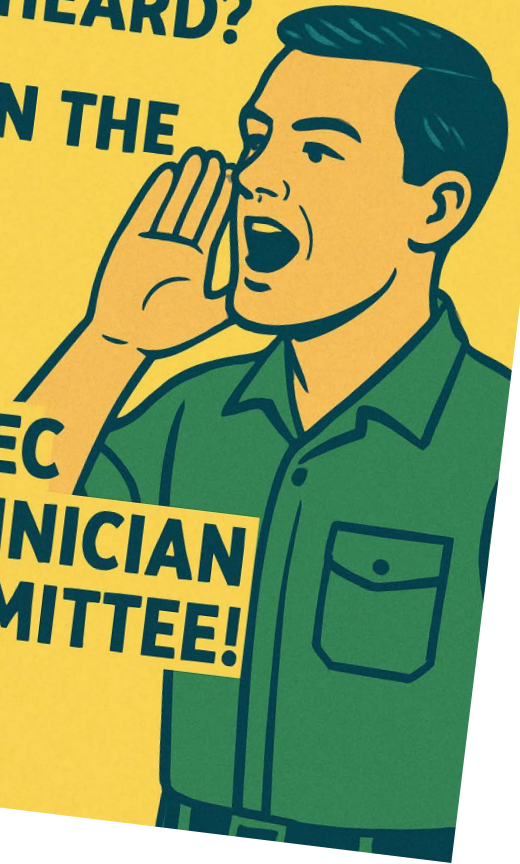
The requirements of membership of the technician committee are based upon:

- Holding OFTEC registration throughout your term.
- Being willing to attend online meetings via Teams twice a year (these will be coordinated conveniently).
- Representing the views of all fellow technicians, not just serving your own agenda.
- Agreeing to sign a confidentiality agreement.

WANT YOUR VIEWS TO BE HEARD?

JOIN THE

OFTEC TECHNICIAN COMMITTEE!



We would like to have two technician representatives from England, Scotland, Wales, Northern Ireland, Republic of Ireland and Channel Islands. If interest is high, more from each region can participate, but participation will be capped to ensure all participants can have their voice heard. The chair of the technician committee will get a seat on the main OFTEC scheme committee.

The next meeting of the technician committee is on the 14th October (5-6pm), so if you have an interest in participating, please contact Jonathan King jking@oftec.org detailing your registration number

OFTEC showcases registration service and HVO at InstallerSHOW 2025

OFTEC made a significant mark at this year's InstallerSHOW, held in Birmingham. The company's successful participation highlighted its ongoing commitment to consumers, technicians and trade association members within the industry.

Face-to-face contact with customers is one of the biggest benefits of trade shows and, for OFTEC, the InstallerSHOW provided valuable networking opportunities, allowing the company to strengthen relationships with industry professionals, including installers, manufacturers, and policymakers. The stand was busy throughout the three days of the show, highlighting the importance of this popular event.

"We are thrilled with the positive feedback received at this year's InstallerSHOW," said Paul Rose, CEO of OFTEC. "This event offers a unique opportunity to engage directly with our customers and showcase how OFTEC is paving the way for smarter, greener heating systems, and diversifying our registration offering."

As the heating industry continues to evolve, OFTEC remains a one-stop-shop for technicians working with non-gas heating technologies. And following the success of this year's event, we're excited to announce that OFTEC will be back at InstallerSHOW in 2026.

New inspectors inducted

OFTEC are pleased to announce two new inspectors joined us this summer, bolstering our network of



L-R: Tony Stockton, John Vinter and Alex Newnham

contracted field consultants in UK and Ireland. All OFTEC inspectors are hand-picked from industry after serving several years on the tools in the heating sector and have demonstrated a desire to give something back to their profession by promoting quality and high standards of work for OFTEC.

John Vinter (OFTEC Inspection Services Manager) recently welcomed Tony Stockton from Southampton and Alex Newnham from Yeovil to our offices in Suffolk for their OFTEC induction.

Tony's experience goes back to 1986 when he had spells with Cory Oil and Shell Oil and Alex previously ran his own oil and gas heating business while working part time as a trainer and assessor in Dorset.

Regional inspector opportunity

We are currently looking for a talented, enthusiastic and conscientious heating professional who resides in either Cambridgeshire, Bedfordshire or Northamptonshire and has been thinking it's time to come off the tools!

The ideal candidate would have the capability to diversify into renewables (particularly heat pumps), but at the same time maintain a strong work ethic in oil heating and solid fuel. The successful consultant will be contracted to provide on-site inspection services for OFTEC's competent person scheme (CPS) and the microgeneration certification scheme (MCS).

If this interests you, then please email John Vinter, our inspection services manager at jvinter@oftec.org who will then contact you for an informal chat about the opportunity.

OFTEC staff undertake specialist burner training at Riello HQ

In a move to reinforce technical expertise and strengthen industry collaboration, staff from OFTEC recently participated in burner training at Riello's UK headquarters. The hands-on training session, led by Riello's experienced technical team, aimed to deepen understanding of the latest burner technology and installation best practices.

Held at Riello's state-of-the-art training facility in Huntingdon, Cambridgeshire, the program provided OFTEC personnel with a comprehensive overview of Riello's domestic burner product range. The session included practical demonstrations on set-up, commissioning, maintenance, and fault-finding procedures - essential skills for ensuring safe and efficient operation across heating systems.

By attending this training, OFTEC staff are better equipped to support registered technicians and contribute

to the continued development of training and competency standards across the sector.

David Knipe, Training Manager at OFTEC, commented: "We are committed to maintaining high standards of knowledge and technical ability within our team. Working

closely with manufacturers like Riello ensures our staff have a deep understanding of the equipment and systems they support. It also strengthens our ability to provide guidance to technicians in the field."



L-R: Brett Hale (Riello), Andy Mathews, Jon King, Lewis Osborne and Connor Hare.

TITAN50

50 Years of Innovation, Trust & Partnership

For 50 years, Titan has delivered safe, durable, and innovative oil storage solutions.

**TITAN – BUILT TO LAST.
MADE FOR INSTALLERS.**



EcoSafe Bunded Tanks - Smart & Reliable

- Kingspan 2-Part Valve & Filter – Easy install
- Watchman SENSi – Remote monitoring for smarter storage



**EXTEND THE
WARRANTY TO
12 YEARS!**

Register the EcoSafe tank & Watchman SENSi on the Kingspan Connect App to upgrade from 10 to 12 years



VISIT OUR
WEBSITE

kingspan.com



FOLLOW US
ON FACEBOOK
Join the #Titan50
celebration!



An interview with Neil Sawers, the new OFTEC Chairman and Grant UK's Commercial Technical Manager

Hi Neil, welcome to your role as OFTEC Chairman and thank you for giving us the opportunity to talk to you. Tell us about your career and how you got into the heating industry?

I've been in the industry for 35 years and began my career as an electrician working in Ayrshire in Scotland. Around 1990 started working with someone who was a brilliant plumber and we taught each other. I focussed on oil, because no qualification was required, and to begin with taught myself – no internet back then.

Fast forward to 1993 and a contact at Boulter Boilers suggested I take what was at the time the new OFTEC oil course, which is where I met Colin Sutherland, OFTEC's founder. Eventually I realised I couldn't crawl about on my hands and knees forever and a job came up at Bolters, dealing with technical queries, so I moved from West Lothian to Ipswich. I quickly found my feet. I always remember the technical director there telling me that I would soon know more than 80% of the callers, but it was the remaining 20% that I really needed to listen to, because it's them that you learn from.

From there I progressed rapidly, first to head of technical, then customer services and, finally the whole technical side including R&D - that would have been 2002/3. I worked on developing a Boulter condensing boiler, but we never bought it to market because we were bought out by Buderus, and then by Bosch, and became part of the BBT group. They already owned Worcester and didn't need two boiler manufacturers, so eventually the manufacturing operation at Ipswich closed.

I got a call from Paul (Wakefield) at Grant and joined as Grant's technical manager. It was 2005 – 20 years ago. We only sold oil boilers and flues, and it was a halcyon time because the business model was so simple. But I was brought in for a purpose, Paul was already looking ahead and was aware that the market was changing, and we just grew it from there.

You have to realise that it was a long-haul project, and you don't necessarily get it right straight away. For example, we launched our first heat pump in 2009, and we've reached our 5th generation now, and I don't see that slowing down. We're always looking five years ahead. We've been ready for the expected expansion of the in the heat pump market since 2015.



That brings us neatly on to our next question. Is the government doing a good job in leading the transition net zero and, if you were in charge, what would you do differently?

I'm sure many readers will be shouting scrap MCS – it's not fit for purpose. The paperwork trail that's required and the hoops installers must jump through, just doesn't lend itself to the current sole trader dominated industry. Companies, including Grant among others, have created umbrella schemes, but the numbers of really competent installers just aren't there yet, and it's a difficult transition when you don't have sufficient numbers of competent installers to do it.

I would get rid of the CHMM penalty on manufacturers – it's just not fit for purpose. It fines the same companies whose support the government needs to deliver net zero. And speaking purely personally, while manufacturers benefit from policies like the Boiler Upgrade Scheme, I don't think it's the best use of public funds to base the heat pump market on public subsidy. Because if the subsidy stops, the market collapses.

We've seen this before with biomass. There was a lot of investment by manufacturers and pellet suppliers. But because the RHI was oversubscribed they pulled the funding, and the market collapsed overnight. If the current funding can't keep pace with the growth of the market, you have a problem. Who will pay for it? And without more investment in training, and creating a proper market, here's a risk of fuel poverty and these households will be at the mercy of the bodge-it and scarper companies.

I'd also tell the government that, to survive in business, manufacturers need to invest, and the government needs to give clear messages to the market about what's needed. For example, look at smart energy appliances legislation, (SSES) that's coming down the road. They've got a launch for phase 1 planned for 2027, and then a phase 2 in 2028 where the detail might not fit the work carried out for phase 1. What do we tell our R&D team to develop? Manufacturers need clarity before any investment is made. All manufacturers of gas/oil boilers and heat pumps, are constantly developing new products that will fit this future market. OFTEC, needs to support this pivotal work and represent our members in these markets.

How should OFTEC react to the decarbonisation challenge?

OFTEC has a lot to offer. It's well respected for oil heating and we should be proud of that, but OFTEC needs to shed that oil-only perception and get the message out that it's not just about oil. I realise that's a difficult message for many of the existing registration base, but the problem is that oil technicians tend to look at the situation in isolation. You need a whole range of technologies to achieve the decarbonisation transition, and OFTEC can support that. The off-gas grid market is different, the properties are much older, usually larger and while harder to transition to a heat pump without a larger up-front investment, it's not impossible. However, I don't agree with the idea that we'll lose 80% of our sales to heat pumps. The solution needs to be affordable and viable and not push households into fuel poverty, because the remedial and energy cost is too high. It's something even the Heat Pump Association (HPA) are aware of, although they previously didn't want to admit it publicly, because it would have diluted their message to government.

What we need is for everyone to be more realistic. I think it would be good for OFTEC and the HPA to explore where there are opportunities to work together. It would be great for both organisations to be able to go to government and say, yes, we know that heat pumps can do this, but for a whole range of practical or financial reasons, there are many places where a heat pump on its own can't work. So, we've got two alternatives, which are hybrid systems and the use of bio-liquid heating fuels, both of which can solve most of the harder to heat problems.

By working more closely with the HPA and other industry representatives, it may be possible for OFTEC to avoid walking into brick walls with the government, which we often seem to do now. Why should HVO be prioritised for aviation and surface transport rather than for heat? Is it really more important that people go on holiday than heat their homes?

And from a registration perspective, if you just look at the liquid fuel sector, you're restricting your possibility of growth. That's why we need to be working more widely across the industry to reach people we don't normally



talk with – like gas engineers – and show that OFTEC has something to offer them too.

Obviously that risks losing support with existing registered technicians – but the message needs to be clear - If we do nothing except try to protect you, by 2040 we won't have an off-gas industry. OFTEC needs to grow and change to meet the demands of the market, just like Grant has, and that means competing with the likes of NAPIT and NIC in other parts of the registration.

It's not just about having the registration product; it's about all the support that goes with it. You simply can't expect an oil installer, who is used to doing things in a particular way, to pick all these changes up straight away, it's not just S plan and Y plan anymore. You need installers who can go into a property and make the right choices over how they install a heat pump, because it might mean the difference of a COP of 2 if they get it wrong, or 5+ if they do it right. You need to immerse yourself in the technology – and it is a phenomenal technology – but you need to understand the limitations.

I use the analogy of the late 90s when oil combi boilers were introduced. I was training in Ipswich and talking about plate heat exchangers, flow switches and diaphragms, and installers were saying we're not getting involved in that, we're not plumbers. And my reply was if you only want to focus on the things you do now, you won't have a business in 10 years' time. You could already see the writing was on the wall and many consumers were welcoming the convenience of combi boilers and getting their airing cupboards back. We had to educate technicians about the changes – and a lot of that came from OFTEC. And we're in that place again with another major transformation beginning.

What would you like to achieve during your time as chairman?

Having been involved in oil heating right from the very beginning of OFTEC, I don't want to end my career in the next few years with everything we've worked for gone. Obviously, we have some proud achievements, we've kept people warm, kept people in jobs, formalised training and assessments but it's about taking the leap forward to keep up with the next technology, and making sure we align as we need to ensure the industry has the resources that are required. I want to leave an OFTEC that's fit for the future, and if we can achieve that, I'll be happy.



OIL INSTALLERS GET A FULLY FUNDED HEAT PUMP FOR YOUR HOME*

Build your confidence and experience with air source heat pumps by fitting a Grant Aerona R290 into your home with Start With Grant.

- ✓ Fully funded Aerona heat pump & Installation Pack*
- ✓ Design support
- ✓ Extended Guarantee*
- ✓ MCS certified installation



*T&C's Apply

SCAN TO GET STARTED



Start at Home
powered by **nesta**

**PLUS, GET
£1500**

towards installation
costs after MCS sign off
(Subject to Terms & Conditions)

TOGETHER WE HEAT BETTER

GRANTUK.COM

Harlequin launches pre-installed smart gauge technology to simplify oil tank monitoring

From September, Harlequin will equip its best-selling ITE and ITT heating oil tank ranges with a pre-installed smart gauge – giving installers a powerful new selling point and making monitoring easier than ever for customers.

The Smart Gauge uses advanced radar technology to measure oil levels with exceptional accuracy, providing readings on litres remaining, average consumption, and days to empty. Data is sent directly to the end-user's smartphone via Bluetooth, giving them instant visibility of their tank



status without the need for manual checks.

For installers, the benefits are clear:

No additional fitting – the gauge comes pre-installed and factory-calibrated.

Quick set-up – customers simply download the free app and pair with their tank.

Satisfied customers with fewer emergency call-outs – accurate monitoring helps customers avoid run-outs and schedule deliveries efficiently.

Added value in every install – a ready-to-go monitoring solution included as standard.

Paul Kidd, Commercial Director at Harlequin, said: "Customers are surprised this kind of convenience isn't already standard in the oil tank industry.

With the Smart Gauge, installers can offer something genuinely useful that also reduces the likelihood of costly emergency deliveries.

"We've made installation as simple as possible – the gauge is fitted at the factory, so it's just a case of installing the app, using the provided magnet to wake up the gauge and scanning the barcode to pair it. It couldn't be easier."

The Smart Gauge has been rigorously tested in partnership with Magnus to exceed current remote gauge performance standards. By integrating the system into its tanks from the outset, Harlequin has removed the complexity and time normally associated with retrofitting monitoring devices.

From September, all new Harlequin ITE and ITT oil tanks will include the Smart Gauge as standard, giving installers a convenient solution for their customers.

Warmflow welcomes major boost in funding for the Warm Homes Plan

In a significant step forward for home energy efficiency and sustainability, the UK Government has announced a substantial increase in funding for the Warm Homes Plan, doubling the previously planned investment to a total of £13.2 billion this Parliament. Warmflow welcomes this commitment, which highlights not only the Government's recognition of energy efficiency as a national priority but also the outstanding collaboration and advocacy efforts from stakeholders across the sector.

This funding boost marks a clear endorsement of the importance of making UK homes warmer, greener, and more affordable to heat. The enhanced Warm Homes Plan promises support for everyone, with a particular emphasis on targeting assistance toward households that need it most.

While the finer details of how the funding will be distributed are

expected in October, one confirmed highlight is that funding for the Boiler Upgrade Scheme will increase annually through to 2029/30. This long-term commitment gives both homeowners and the heating industry greater confidence to plan, invest, and innovate.

As a UK manufacturer committed to driving the energy transition, Warmflow is proud to offer forward-thinking solutions that are aligned with the goals of the Warm Homes Plan. The Warmflow Zeno R290 Air Source Heat Pump stands at the forefront of their renewable product range, which is designed for optimal performance and maximum environmental benefit.

Why choose the Zeno R290?

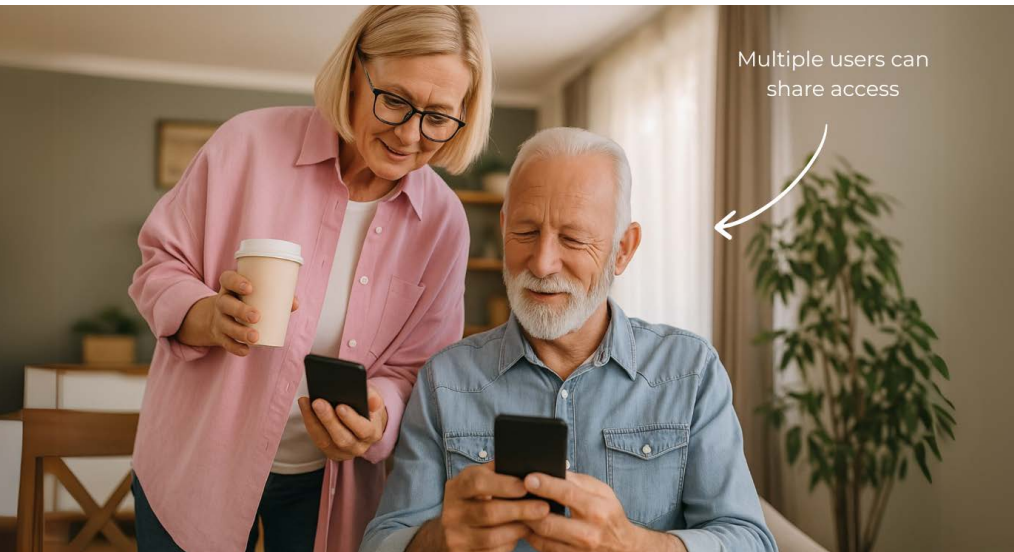
- Available in 3 output sizes – 9kW, 15kW, 22kW
- Single-phase compatibility



- Ultra quiet operation – QuietMark approved
- WarmLink app remote control
- Assisted set-up
- Government grant compatibility

The doubling of investment into the Warm Homes Plan signals a transformative moment for the UK's heating landscape. As details unfold in the coming months, Warmflow will continue to support its customers and partners by delivering reliable, high-efficiency solutions like the Zeno R290, backed by technical expertise, robust training, and industry leading support.

Smart tank monitoring: What installers and engineers need to know



Multiple users can share access

As homes increasingly rely on smart technology to manage heating and fuel efficiency, oil tank monitoring is an area of growing interest.

For oil tank installers and boiler engineers, understanding how these systems work – and how they can help reduce emergency call-outs, customer inconvenience, and support workload – is becoming an important part of the service offering. The latest developments in these vital devices present an opportunity for you to add value to your customers on every job.

One of the most notable developments is the use of radar-based smart monitors for domestic oil tanks. These devices provide accurate, real-time level data about oil levels and usage, typically via a smartphone app. They help customers avoid run-outs, reduce emergency deliveries (often at higher prices), and provide longer-term value from installations and service visits.

We spoke with Fiona Bellairs, Customer Success Director at **Magnus Monitors**, developers of the award-winning Magnus HAWKi Smart Tank Monitor, to find out how radar monitoring compares with older technologies – and what oil engineers need to know to confidently help customers to take advantage of this technology.

Practical considerations

Some radar monitors – such as HAWKi – mount externally via a standard 32mm port or with strong adhesive, avoiding the need for

drilling or modification. This offers a simple retrofit option for most tanks without affecting structural integrity or warranty conditions.

Crucially, radar performs far more reliably than float-based or ultrasonic systems in real-world domestic settings. Ultrasonic monitors are prone to inaccurate readings caused by condensation, fluctuating temperatures, or unusual tank shapes. Radar, on the other hand, is unaffected by these conditions. It provides consistent results in unheated spaces and can accurately read levels through

plastic even when surface moisture is present.

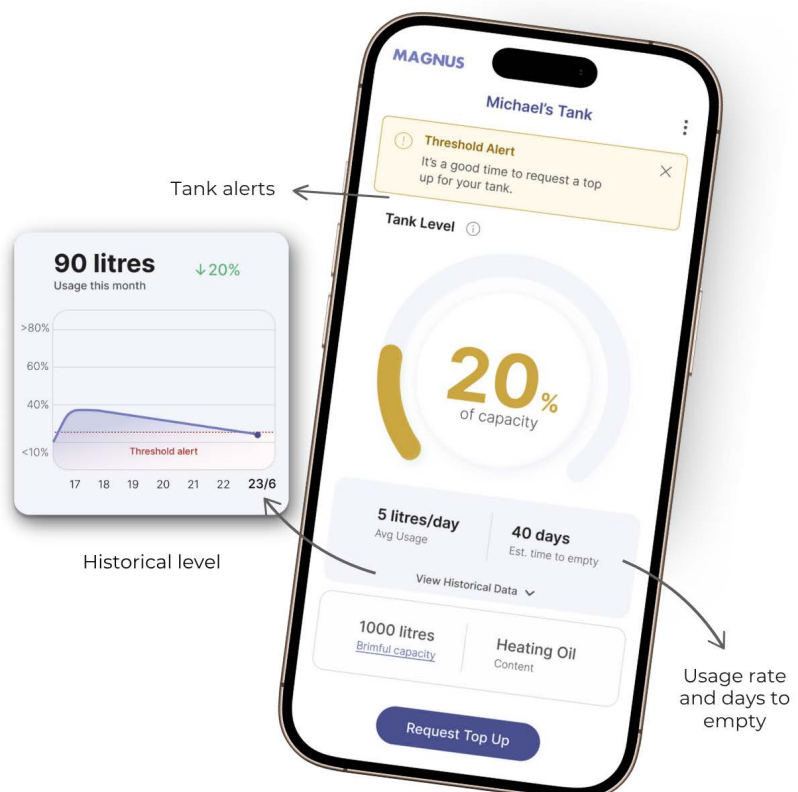
Real-world trials show that HAWKi delivers $\pm 5\text{mm}$ accuracy across a variety of tank shapes and sizes – including horizontal, vertical, and IBC tanks – provided basic installation guidance is followed.

Durability is another factor to consider. Devices with IP68 ratings and replaceable batteries are being designed to function reliably in outdoor UK conditions, with typical battery lives ranging from 2 to 10 years depending on the model.

For steel tanks, adhesive mounting is not suitable. Radar cannot penetrate metal, so the monitor must be mounted over a plastic or non-metallic port or adapter to maintain a clear line of sight to the oil surface.

Benefits for customers and installers

Accurate level monitoring enables customers to avoid costly run-outs and boiler shutdowns. It also supports more efficient fuel budgeting – something of particular importance to vulnerable or cost-conscious users. Some models offer alerts and consumption tracking via apps. The



Magnus app is designed to be simple and intuitive, with percentage-to-empty displays, estimated days to empty, and trend insights available at a glance.

Importantly, it has also been designed with accessibility in mind. Feedback from users – especially older individuals or those less confident with technology – has been positive. Once installed, the app requires minimal user interaction and provides clear, actionable notifications.

For installers, these systems provide a useful add-on service. Offering tank monitors during annual services or new installations could be a simple way to help customers get more control over their fuel use, while also reinforcing your role as a trusted advisor.

Remote monitoring options

For holiday homes or remote properties, radar-based monitors with cellular connectivity are becoming increasingly popular. The Magnus Omni option delivers the same radar accuracy but connects via NB-IoT/LTE-CAT-M1 networks (with 2G fallback), allowing users to check levels from anywhere without needing to be on-site.

Feedback from users of second homes has been especially positive. One customer reported an 80% reduction in emergency deliveries after installing Omni, simply by using alert features to schedule timely refills. In commercial applications, the non-contact radar design also proves useful – for example, avoiding corrosion or crystallisation in AdBlue storage.

Support and installer resources

Magnus provides a range of support materials for engineers, including quick-start guides, installation videos, and customer-facing brochures. For trade partners, co-branded marketing materials are also available. Real-time tech support via phone and email is backed by an online portal and app-based troubleshooting tools – providing reassurance during installation and beyond.

Supply

Some smart monitors are only available through trade distributors rather than retail outlets. Engineers should check with their regular trade supplier regarding availability and support.

Magnus Smart Tank Monitors – At a Glance

Feature	Sensor Type	Installation	Connectivity	App Access	Subscription	Battery Life	Use Case	Durability	Distribution
Magnus HAWKi	Radar (±5mm accuracy)	No-drill adhesive mount or 32mm port	Bluetooth to smartphone app	Local only (within Bluetooth range)	None required	Up to 2 years (replaceable battery)	Domestic homes with regular occupancy	IP68 (weatherproof)	Trade only (via approved distributors)
Magnus Omni	Radar (±5mm accuracy)	Same (adhesive or port mount)	Cellular (remote access via web or app)	Full remote monitoring (no on-site access required)	May require data plan (distributor dependent)	5–10 years (sealed, non-replaceable battery)	Remote tanks, holiday homes, commercial settings	IP68 (weatherproof)	Trade only (via approved distributors)

BES®
We've got it!

Plumbing, heating and gas supplies... FAST!

Call free **0800 80 10 90**

Order online **bes.co.uk**

NEW catalogue OUT NOW!

Order Mon-Fri 'til 9pm for

FREE NEXT DAY DELIVERY*

Sat/Sun 'til 3pm for Monday delivery

SIGN UP for GREAT DEALS TODAY

CELEBRATING **50 YEARS** 1975 - 2025

Grant empowers installers with 'fit your own' fund

Grant UK has launched a version of Nesta's Start at Home initiative to heating engineers across England and Wales. The new programme, called Start with Grant, gives fossil fuel boiler installers who haven't ever fitted a heat pump the opportunity to install a fully-funded Grant air source heat pump system in their own home with full technical support.

Nesta's original Start at Home initiative was created to help build confidence in heat pump technology among installers by giving them the chance to live with the systems themselves. The aim is to develop a growing network of professionals who can speak with authority and credibility when recommending low carbon heating to customers. By partnering with Nesta, Grant is delivering a version of the programme that is tailored to its products and services, offering a complete solution from training to MCS certification through Heat Pump Go's umbrella scheme.

The comprehensive package offered through Start with Grant is fully funded and includes a Grant Aerona ASHP,

hot water cylinder, volumiser, smart controller, and complete installation kit - all delivered directly to the property where the installation will take place.

Grant provides support including system design and product training and on-site commissioning. Grant has also partnered with Heat Pump Go, whose MCS Umbrella Scheme handles MCS certification, making the programme accessible for those still working towards MCS accreditation.

Following completion and MCS sign-off of the installation, Grant will also provide a £1,500 contribution towards installation costs. This amount is transferred from the remaining balance of the Boiler Upgrade Scheme (BUS) grant, making Start with Grant not only technically supportive but financially viable for participating installers.

Installers who take part become eligible to join Grant's G1 Scheme bringing a seven-year guarantee for their own heat pump and future customer installations. It also opens

the door to future BUS funding.

"This isn't just about installing a heat pump," says Anna Wakefield, Head of Internal Sales and Marketing at Grant. "It's about helping installers understand the technology, build their confidence and become genuine advocates for low carbon heating. When they can speak from personal experience, it transforms how they connect with customers."

Madeleine Gabriel, Nesta said: "If we want to get more heat pumps in homes then we need to start with installers. We're delighted to see Grant take forward the idea and are excited to work with them in the months ahead."

The initiative is initially available to installers in England and Wales. Due to different grant structures in Scotland, particularly those associated with the Home Energy Scotland scheme, Start with Grant is not currently available north of the border. Terms and Conditions also apply.

Looking for a new challenge?

OFTEC is currently looking for a field-based contracted inspector to join our team in the Cambridgeshire, Bedfordshire and Northamptonshire area. As a key player in the heating industry, OFTEC continues to grow and expand its country-wide inspections program, and we need an experienced, motivated person to help ensure the highest standards of professionalism across the region.

Our inspectors audit heating businesses and check individual competence through on-site visits. We are looking for applicants with in-depth experience of oil, solid fuel and renewables under the microgeneration certification scheme (MCS).

To discuss this opportunity, please contact John Vinter, Inspection Services Manager, on 01473 618 558 / 07432 715 042 or email jvinter@oftec.org.



www.oftec.org



New 2025 ABGO heating spares catalogue now available!

ABGO has announced the release of its 2025 Frontline Spares Guide, giving heating engineers access to over 400 commonly used parts from top brands like Grant, Firebird, Worcester, Warmflow, or Mistral.

"We understand the need for reliability," a spokesperson for ABGO said. "This is why we stock over 30,000 quality items, priced competitively and ready for immediate overnight dispatch."

Based on Bentley Bridge Business Park in Wolverhampton, ABGO also welcomes customers to its sales counter which is open Monday to Friday from 8am to 5pm. An experienced team is on hand to offer technical support and, if you don't find what you need, then just ask and they'll do all they can to source it for you.

Competitive and reliable

- **Competitive pricing:** Buying directly from leading manufacturers ABGO leverages strong purchasing power to deliver best possible prices.
- **Fast delivery:** A partnership with Royal Mail and DPD ensures quick and reliable next-day delivery (stock permitting).
- **Expert technical support:** An experienced team is on hand to help guide you in finding the right parts for your job.

The new 2025 ABGO Frontline Spares Guide will ensure you have the parts you need to keep your jobs running smoothly.



Warmflow new area sales manager

Warmflow has appointed Darryl Hedges as the new area sales manager for South-West England. Darryl joins the team with extensive experience in the plumbing and heating industry, bringing enthusiasm and a strong customer-focused approach to the role.

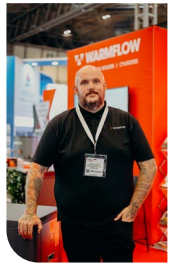
Based in the south-west region of England, Darryl will be responsible for supporting existing customers, developing new business opportunities, and working closely with merchants and installers to promote Warmflow's innovative range of Agentis Oil Boilers, Zeno Heat Pumps, and Nero Hot Water Cylinders.

Speaking about his new role, Darryl said: "I'm excited to join Warmflow at such a pivotal time for the heating industry. The company's commitment to

innovation and sustainability really stands out, and I look forward to building strong relationships across the South-West and helping customers find the right solutions for their needs."

Director of GB sales & Marketing, Brian Beattie added: "We're thrilled to have Darryl on board. His industry experience and drive make him a great fit for our team, and we're confident he'll make a significant impact in this important region."

Warmflow continues to expand its team to provide localised support and technical expertise across the UK, reaffirming its commitment to customer service and sustainable home heating.



OIL TANKS, BUILT STRONGER TO LAST LONGER

**Isn't it time you joined
other oil tank installers?**

Carbery Plastics Limited
Clonakilty Enterprise Park, Clonakilty,
Co. Cork, Ireland, P85 EH68
T(UK): +44 1217149976 E: sales@carberyplastics.co.uk



WWW.CARBERYPLASTICS.CO.UK

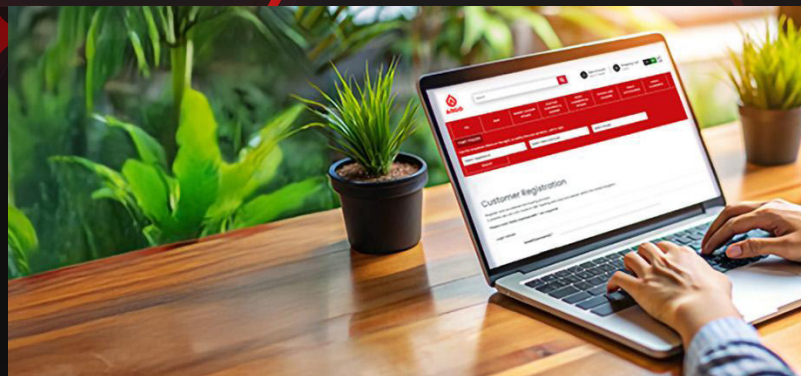
ABGO

HEATING PRODUCTS & SPARES



- ✓ 1000's OF OIL SPARES IN STOCK
- ✓ ORDER UP UNTIL 4PM FOR NEXT DAY DELIVERY
- ✓ TECHNICAL SUPPORT TO IDENTIFY PARTS
- ✓ ORDER ONLINE AT [WWW.ABGO.CO.UK](http://www.abgo.co.uk)
- ✓ ESTABLISHED OVER 65 YEARS

**SIGN UP FOR
TRADE PRICES**
www.abgo.co.uk



CALL TODAY 01902 790900



Heat for today, hope for tomorrow: Firebird's role in Ireland's low-carbon journey

Ireland's energy conversation is shifting. The government's recent green light for the Renewable Heat Obligation bill is more than just another policy move; it's a statement of intent. The goal is clear: accelerate the nation's transition to cleaner heating solutions, cut emissions, and strengthen resilience against volatile energy costs. But while the long-term vision rightly focuses on renewables and deep decarbonisation, the question remains – what can we do now?

For households and installers alike, the answer lies in bridging the gap between the present-day reality and future ambition. That's where Firebird, manufacturing from the heart of Ireland, steps in. Their latest generation of oil-fired condensing boilers, Envirogreen™ and Envirolite™, represent a pragmatic and immediate step towards cleaner heating.



Designed to exceed stringent NOx reduction requirements, these boilers already cut harmful emissions well below current regulations. The real game-changer, though, is that they are HVO-ready. Hydrotreated Vegetable Oil, a renewable liquid fuel, can reduce lifecycle carbon emissions by up to 90% compared to fossil heating oil. For homeowners, that means a

realistic pathway to lower-carbon heating without ripping out existing systems. For the environment, it means progress without delay.

It's easy to dismiss boilers as an unglamorous part of the green transition, but the reality is they are central to it. Ireland's rural homes, in particular, rely heavily on liquid fuel heating – and will do so for years to come. Firebird has responded to that reality by engineering systems that are efficient, durable, and built with both the installer and the homeowner in mind. Their "plug and play" burner design reduces installation time and complexity. Maintenance is minimal. Fuel efficiency improvements translate directly into lower bills – a crucial consideration while energy prices remain stubbornly high.

This is not a case of technology chasing headlines; it's about technology meeting people where they are. In a sector often pulled between cost, performance, and environmental responsibility, Firebird has refused to choose just one. Instead, they've aimed for all three.

The Renewable Heat Obligation bill sets a course for a cleaner, more sustainable Ireland. But reaching that destination will require more than ambitious targets – it will need practical, accessible solutions that work now. Firebird's Envirogreen™ and Envirolite™ boilers show how the industry can deliver exactly that: heating that's ready for tomorrow, while keeping homes warm and bills in check today.

Because when it comes to the energy transition, progress isn't just about the future – it's about what we can achieve before the next heating season arrives.



Essential instruments

Press Release

KANE Launches Next-Generation Flue Gas Analysers Including Groundbreaking KANE458s – World's First Domestic & Commercial Analyser Measuring O₂, CO₂, CO & H₂

KANE International, the UK's leading flue gas analyser manufacturer, proudly introduces its new high-performance flue gas analysers for domestic & commercial heating engineers.

Building on 60 years of innovation, KANE continues its commitment to deliver Essential Instruments with Outstanding Service, backed by KANE CARE LIFETIME WARRANTY – our promise to never let you down or your money back.

Our new KANE analysers include:

- **KANE158** – *The Best Value Domestic Analyser.* Our entry-level analyser delivers reliability & essential performance, backed by KANE CARE LIFETIME WARRANTY
- **KANE258** – *Domestic Analyser & Manometer.* 2 functions for everyday boiler servicing and testing pressure, let by & tightness with our KANE LIVE app
- **KANE358** – *Next-Level Domestic Analyser.* Large graphic display, measuring CO to 10,000ppm & Hydrogen, perfect for domestic & commercial commissioning and 2 minute sweep testing
- **KANE458s** – *World's 1st Domestic & Commercial Analyser Directly Measuring O₂, CO₂, CO & H₂ with NOx option & KANE LINK, our wireless, future proof promise.* Changing the game again, our KANE458s delivers precise measurements regardless of fuel and simultaneous room CO, temperature, humidity & airflow measurements



Every KANE analyser has our KANE CARE LIFETIME WARRANTY, promising:

- Lifetime warranty forever
- Same-day service & recertification or your money back
- Free tracked delivery both ways
- Lifetime all inclusive pricing – price you see is price you pay
- Theft protection - 50% off replacing your stolen KANE analyser



Analysers are essential, valuable & often stolen, stopping work, income & increasing premiums.

KANE analysers now come with KANE LOCK - how does it work?

- 1 Connect your KANE analyser to our KANE LIVE app
- 2 Select 6 digit pin to start a weekly status check
- 3 If stolen, analyser stops working when it cannot connect to your smart device
- 4 Analyser only restarts when reconnected to your smart device or after reset by KANE

Jonathan Kane, CEO, said:

"Our new analysers personify all KANE stands for – Essential instruments, outstanding service backed by KANE CARE LIFETIME WARRANTY.

Whether newly qualified or managing the largest heating systems, KANE customers know KANE analysers deliver reliable performance with KANE CARE & KANE LOCK giving complete peace of mind every step of the way."

KANE Analysers - Essential Instruments, Outstanding Service & LIFETIME WARRANTY





ESSENTIAL INSTRUMENTS OUTSTANDING SERVICE LIFETIME WARRANTY



KANE CARE LIFETIME WARRANTY

Outstanding service or your money back - forever



UK Sales & Service
www.kane.co.uk
0800 059 0800
Email: sales@kane.co.uk



ROI Sales & Service
www.kanetest.ie
1800 911 458
Email: sales@kanetest.ie

Follow us on...



INTRODUCING THE **ENVIROGREEN™** Xceed



elco



SIMPLICITY BY DESIGN

firebird.uk.com | firebird.ie

*GB 10-Year Warranty if installed
by a VIP Installer.*



Renewable Heating Obligation (RHO) – Ireland

In May, the Environment Protection Agency (EPA) published its report on carbon emissions and targets, which made grim reading for the Government.

Ireland's 2030 target under the EU's Effort Sharing Regulation (ESR) is to deliver a 42% reduction of emissions compared to 2005 levels by 2030.

The latest EPA projections show that currently implemented policies and measures (VEM) will achieve a reduction of 9.5% on 2005 levels by 2030, significantly short of the 42% reduction target.

So, what can be done about it?

Simple, introduce a renewable heating obligation at a realistic rate that can work alongside electrification and offer off-gas grid homes a solution that is readily available and offers immediate carbon reductions.

A 20% HVO/kerosene blend is equivalent to installing 160,000 heat pumps – something that would take 26 years at the current pace!

That's the message that the liquid fuel sector has been lobbying on for the past year and we now see that the message is getting through.

The Government in Ireland had proposed to introduce a renewable heating obligation (RHO) in 2026 for the heating sector and, through TAZCH (a partnership made up of OFTEC, UKIFDA and Fuels for Ireland), we undertook an extensive engagement programme regarding RHO and, in particular, to ensure the industry proposal of a 20% renewable heating oil blend is understood.

This has involved direct contact with senior politicians, including the Minister for Climate, Energy and Environment, Darragh O'Brien TD, members of the Oireachtas Climate Committee, as well as senior civil

servants directly involved in drafting the RHO. We also published a major policy document on the RHO in late June which received extensive coverage in print and broadcast media.

Good news

The good news is that in mid-July Minister O'Brien secured the support of his colleagues for the introduction of a renewable heating obligation.

The Heads of Bill (which the cabinet has approved) are the outline of the draft legislation which will be fleshed out into a full bill. Once this is completed, our understanding is that it will be sent to the European Commission for a three-month consultation process. Following this, it will return to the Oireachtas to commence its passage through the legislative process. It is envisaged that the Oireachtas Climate Committee will play a crucial role here. TAZCH has had extensive engagement with members of the Committee and will leverage this to ensure that TAZCH can help shape the draft legislation.

The main elements of the Heads of Bill are as follows:

- The RHO will place an obligation on the suppliers of fossil fuels used for heat to demonstrate a proportion of the energy they supply is from a renewable source.
- Year one will have a rate of 1.5% with year two 3% followed by a full review of scheme performance and future rate increases.
- The Government has committed to delivering up to 5.7 TWh of indigenously produced biomethane by 2030.
- The sector will require support to commence biomethane production, which will be facilitated both through capital investment and the introduction of the RHO, ensuring there is a demand side market incentive for biomethane in Ireland.



David Blevings (OFTEC Ireland), Kevin McParlan (FFI) and Nick Hayes (UKIFDA)

While a renewable obligation is very good news indeed for the liquid fuel sector, a starting blend of 1.5% is too low and instead of driving the supply of renewable heat, it risks becoming little more than a paper exercise in certificate trading, with negligible impact on fossil fuel use. As a sector, we are fully committed to accelerating the uptake of renewable fuels for heating and made that point to the Minister at a recent meeting.

We said the RHO, if properly designed, could be a transformative milestone, but in its current form, we believed the scheme was fundamentally flawed and would not deliver on its core objective of reducing emissions.

This has been recognised by the Government and we have been informed that the Department is considering a higher rate for liquid fuels from year one, already looking at the cost of 5%, 10%, 15% and 20% blends, and at the availability of adequate fuel stocks.

This is very good news indeed and we will be working to ensure that the policy is shaped towards our objective of a more realistic and viable obligation rate that will ensure the liquid fuel industry can maximise its potential to decarbonise the heat sector. Our solution offers consumers a realistic route to achieving decarbonisation, with no capital cost and real, meaningful carbon reductions.

Power, control, and a fresh chapter for oil storage: My first look at Atlantis Tanks' new Imperium® range



By Margaret Major, Managing Editor, Oil Installer

On 1st August 2025, I found myself standing on the production floor at Atlantis Tanks' Mildenhall facility, watching a small crowd gather for the unveiling of something the company says will reaffirm its position as "an indispensable supplier of liquid storage solutions" by putting power in the hands of customers. From what I saw, I believe them.

After 18 months of research and development, and with installer feedback at the heart of their efforts, Atlantis has launched a completely reimagined range of steel tanks – starting with nine bunded oil tanks. It's not just a product refresh either, it's a whole new way of thinking about liquid storage, powered by what they've christened Imperium® Technology. The name, as I discovered chatting to the team who chose it

from a long list of possibilities, comes from the Latin for "power and control" – and it's a fitting choice.

"It's about innovation," Managing Director Jon Mytton told me. "Going the extra mile in everything and collaborating to succeed."

Smarter. Stronger. Faster

The heart of this innovation is the modular design. As Sales Director Kieran Mytton explained: "The tank bodies are core products with fittings plates that are removable and interchangeable. That makes it easy to offer multiple use cases and makes switching simple."

This "core model" approach means Atlantis can standardise production without sacrificing versatility. The same tank shell can serve as a heating oil tank today, a waste oil container tomorrow, or even a diesel feed tank for a generator – simply by swapping

the top fittings plate. That plate, by the way, comes off in just a couple of minutes, as demonstrated on the day by Kieran himself.

It's also about build quality.

"Weld quality is everything," Jon stressed. "Every millimetre of weld is tested."

They've also reduced weak points by using folds instead of welded joints wherever possible. No surprise then that Atlantis offers a 10-year warranty they "are extremely confident will not be needed". Given that they've made 15–18,000 tanks since moving to the Suffolk area in 2019, and had fewer than 10 warranty claims, that confidence seems justified.

Designed for installers

From an installer's perspective, several features stand out:

- **Removable and interchangeable top fittings plate** – for rapid changeover and multi-use adaptability, reducing wastage in any future repurposing.
- **Large inspection aperture** – makes internal checks easier, no need for cameras.
- **Optional lockable top box** – for added security where needed.
- **Built to British Standards** – with no shortcuts on stays, welds, or material quality.



The steel is mild steel – cold-rolled. Every tank built on site in Suffolk and can be delivered direct to site on their own HIAB trucks or via pallet delivery.

Why it's faster

Thanks to the leaner, more efficient production process, lead times are being reduced. And because the tanks are based on core models with market-specific fittings, Atlantis can switch production lines quickly as demand changes. This is a big win for installers who want reliable delivery dates.

A tank for a changing market

Heating oil remains Atlantis' mainstay – and will be for some time, despite the government's boiler ban and push towards electrification. But they're also looking ahead.

"We have further rollouts planned for power generation, agriculture, construction and automotive," Kieran told me.

That diversification makes sense. The need for resilient standby power, for example, is growing. As Jon reminded us, when Heathrow suffered a major outage, the financial and operational costs were huge. Tanks like these make a vital difference to businesses dependent on a reliable power supply.

The big reveal

The launch itself was as practical as it was celebratory. With guests and the Atlantis team assembled, Guest of Honour Stuart Bratt, CEO of Ultra Compact Ltd, dropped the curtain to unveil two of the new tanks: a grey generator feed tank fitted with feed and return, bund alarm and high-level alarm; and a green heating oil tank. Both share the same Imperium® design, and both can be transformed for other uses in minutes.

Stuart summed it up neatly: "It's ticking the boxes for the installer, for the end user, and for the manufacturing process as well."

When and how to get them

The first nine heating oil models are available to pre-order now, with deliveries starting 1st September 2025. They'll run alongside Atlantis' existing range for a while, so installers can try them at their own pace before the full transition.

Footnote

Leaving the excellent launch, I was struck by how much thought Atlantis has put into the needs of installers – from customer satisfaction, through ease of maintenance to future-proof adaptability. These tanks are more than just steel boxes to hold fuel; they're designed to be part of a longer-term, flexible solution.

And for a sector facing change, uncertainty, and opportunity all at once, that could be exactly what is needed.



Anglo Nordic Get Winter-Ready

Anglo Nordic supplies everything from oil lines to burner motors, gloves to cleaning gear. With engineer service kits, trusted brands, and fast turnaround, we help you to work smarter - First Time, Every Time.



OIL LINE SERVICE KIT

**Everything You Need.
Nothing You Don't.**



Anglo Nordic's TEST EQUIPMENT

Proud Suppliers Of:



Anglo Nordic
Burner & Boiler Products

0208 979 0988
sales@anglo-nordic.com
store.anglo-nordic.com

Celebrating excellence: Mike Jones crowned Q1 winner of Atlantis Tanks installation competition



From precision to problem-solving – how one Shropshire installer stood out among the best in the UK.

The first quarterly winner of the 2025 Atlantis Tanks Heating Oil Tank Installation Competition has been announced – and it's Mike Jones of M Jones Plumbing & Heating from Ludlow, Shropshire. His prize? A high-spec 1050-litre steel banded oil tank worth

£1,717 – and well-earned industry recognition for a truly outstanding installation.

Turning challenges into opportunities

Mike's winning installation stood out for its thoughtful planning and meticulous execution. The customer, seeking a cleaner and more convenient alternative to their wood burner-fed heating system, opted for oil – a choice that came with its own site challenges.

With limited positioning options at the rear of the property, Mike had to get creative. The job involved raising the height of an existing boundary wall and constructing a new one to replace an old timber fence. These steps not only ensured structural integrity but also helped create a safe, compliant space for the tank.

In an unexpected stroke of synergy, the customer – a former welder and fabricator – was enthusiastic about opting for a steel tank. "We're seeing more homeowners choosing steel where access allows," noted Mike, "and this was a perfect case where the customer saw both the practicality and long-term value."

A showcase of professionalism and compliance

Jon Mytton, Managing Director of Atlantis Tanks Group Ltd, praised the winning installation for its "care and attention to detail," particularly around the tank base, spacing, and shielding elements.

The judging panel, which included Oil Installer's Managing Editor Margaret Major, evaluated entries based on safety compliance, workmanship, innovation, and visual presentation. Mike's installation scored high across the board, earning him a place in the prestigious Atlantis "Hall of Flame".

As Mike pointed out: "Most oil tank installations and replacements aren't straightforward. Every site comes with its own restrictions – space, access, even customer expectations. Planning and flexibility are essential to deliver a solution that's both compliant and customer-friendly."

Why it matters

This quarterly competition – part of Atlantis Tanks' mission to celebrate industry excellence – seeks to highlight the unsung heroes behind every safe, compliant, and durable tank installation. As the industry evolves, installations like Mike's help set a new standard.

The competition remains open throughout 2025, with new winners selected each quarter. Entries must feature a steel or plastic Atlantis tank and be supported by strong visuals.

For full details and to submit your entry, visit the Atlantis Tanks competition page at: <https://atlantistanks.co.uk/best-heating-oil-tank-installation/>

May the best installers win!

From compliance to craftsmanship: Mike Jones on winning, working, and what's next

As the Q1 winner of Atlantis Tanks' 2025 Heating Oil Tank Installation Competition, Mike Jones of M Jones Plumbing and Heating has set the bar for excellence. We caught up with Mike to hear his reflections on the winning project, working with customers, and how he sees the domestic oil heating sector evolving..

Planning the perfect install:

- What were the biggest challenges you faced with this installation, and how did you address them?

We were lucky with this one, the customer was more than happy to work around whatever I suggested.

- Can you walk us through your planning process – how did you balance compliance requirements with customer needs?

We only really had one option in terms of positioning due to other features in the garden, and the customer had no objections to the work I said was required to make it meet regulations.

The existing wall needed to be raised by 300mm across the back, and a section of wooden fence was replaced with blocks. When any type of screening is mentioned, we always extend the pad to at least 600mm on those sides to avoid any future growth between screen and tank.

- Why did you and the customer choose a steel tank, and what benefits have you seen in using steel in domestic installs?

We did go through various size and shape options, but the customer is a welder and fabricator so, as soon as I mentioned a steel tank, there was no looking back!

We tend to be fitting more steel now. It looks a lot cleaner and more compact and customers appreciate the solid nature of a steel tank; they seem to feel they getting more for their money.

Industry insights:

- In your experience, how have customer expectations evolved in the domestic oil heating sector?

People seem to be looking for more value for the money they are investing into their home – regardless of the heat source they choose.

They are already familiar with oil and like the fact that they know what they're getting, which is reliable heat, when they want it, with no surprise energy bills at the end of the month.

- What advice would you give to newer installers tackling complex or tight-space installations?

"Just stick to your guns; If you can't make it compliant, don't be afraid to walk away."

- How important is compliance versus aesthetics in your approach to an install?

Compliance is always top of the agenda. Of course, there are times when certain settings can make that a challenge, but there's such a choice in tanks now that, with a bit of head scratching, there's usually a way to meet both to a satisfactory level.

- Are you seeing changes in the volume or nature of domestic oil tank installations in your area? We do a lot of work for various Estates that have large portfolios in the private rented sector, so most of our replacements are flagged through our annual servicing and the need for their properties to be kept up to regulations.

We don't see a great deal of private replacements; but when we visit we always point out any areas of concern that may need to be addressed on a future visit.

Mike's practical approach, commitment to compliance, and respect for customer needs exemplify what the Atlantis Tanks competition was designed to celebrate. His thoughtful responses reflect a grounded, forward-looking view of an industry that continues to adapt.

As the competition continues through 2025, installers like Mike show that excellence in oil tank installation is as much about smart planning and safe practice as it is about craftsmanship and care.

On winning and recognition:

- What does it mean to you to be recognised by your peers and Atlantis Tanks through this competition?

It was a real surprise to be recognised in this way. Again, I think we fell lucky on this one!

I'd just finished the installation when my Farr and Harris branch manager forwarded me an email about the competition, so I entered on a bit of a whim.

The customer was very happy, and I felt I'd done a good job but it's always nice to know that someone thinks it looks alright!

- How do you think awards like this help elevate standards and awareness in the industry?

Hopefully it will encourage installers to share photos of their work and their ideas a bit more. It's good to see what others are up to and to see the creative ways in which they get around difficult situations.

The future for the industry:

- What would encourage more young technicians or apprentices to enter the domestic oil heating trade?

I think that's just an issue across the whole trade. We have an apprentice at the moment, and at this time of year we have a lot of enquires from young people who are starting courses in September and need to secure a work placement.

Without getting political, it's the businesses who need support to give them the confidence to take an apprentice who's already keen, rather than trying to persuade school leavers into it.

- What innovations or trends do you think will shape the future of oil heating installations?

I would like to see smaller output boilers being made available, if possible; Not over-complicated, just smaller! My old boss used to say, "It's just a fire in a box".

Let's face it, we can't all go electric, but we do need to try and get the most from our oil systems, environmentally and economically.



THE NEXT GENERATION OF OIL BOILERS

WARMFLOW Agentis High Efficiency Oil Boiler PROFESSIONAL



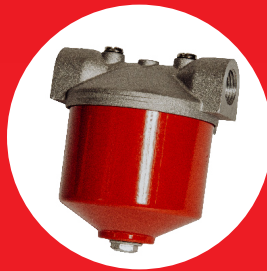
Scan to watch the
video

OVER
£250

WORTH OF
ADDITIONAL EXTRAS



Teddington fire valve
with 9m capillary[†]



Oil line installation kit
with a Crossland oil filter



ADEY Magnaclean
pro 2 filter



PreWired Grundfos
UPM3 Flex AS
Circulating Pump*



Includes 2 Bottles
of Inhibitor

[†]9m capillary as standard with an Internal boiler, 3m capillary as standard with an External boiler.
*available on pumped, system and combi professional models.

Heating up: Why demand is rising – and how do we build the skills to meet it?

We spoke with Matt Grange, founder of Teesside-based Matt Grange Home Heating Experts, to find out what's driving a rise in demand for heating services, and why recruiting skilled engineers is becoming a critical challenge for the sector. As the industry faces rising workloads, evolving technologies, and a maturing workforce, Matt offers an honest look at the opportunities – and obstacles – for today's heating professionals as well as a potential solution.

Rising demand – but not across the board

While the overall boiler market may be softening, one local firm is feeling the heat. "I think the increase in demand is due to our growing reputation as an established company, our range of quality heating solutions, and effective marketing," says Matt, whose business has been serving the North East since 2009.

"The boiler upgrade scheme and energy costs are also factors, but they don't counter the effect of a declining market overall."

Demand is unevenly spread. "We're seeing the biggest rise in air conditioning and air source heat pumps (ASHPs)," he explains. "Natural gas and LPG are falling, and oil seems steady."

Customer behaviour is shifting too. "More people are choosing to repair appliances – even if they still plan to replace them in the near future."

Customer trust and the challenge of uncertainty

Much of the firm's new business comes from recommendations – something Matt believes reflects customer uncertainty and a desire for reassurance.

"Most customers don't have much knowledge about heating systems. A personal recommendation means a lot. In today's world, even online reviews act like that – they're almost a personal referral from a stranger."

And with increasing awareness around sustainability and fuel choice, customers are asking more questions than ever. "When considering a new boiler almost every customer asks about alternatives," Matt says. "We walk them through the pros and cons, but the truth is there's still a lot of uncertainty."

That uncertainty, he believes, is made worse by inconsistent government policy. "It makes it really difficult to give clear advice. The mixed messaging on gas, LPG, oil, HVO, hydrogen – it doesn't help anyone."

The talent crunch – especially in oil

Matt's firm is expanding to meet demand, but skilled engineers are in short supply – particularly those experienced with oil. "There's a real shortage," he says. "We see applicants with a level of experience, but very few with the depth we're looking for."

And the challenge isn't just finding the right talent. "We've had engineers apply, often disillusioned in their current role and excited by the prospect of joining us – but when we make a job offer, they go back to their employer who offers them the world to stay. It appears they may be using the offer as a bargaining chip."

The need to upskill

"We find a lot of qualified engineers



are only familiar with the installation of combi boilers," says Matt. "As a result, they lack experience of system or regular boilers, vented or unvented cylinders, S & Y plan systems or proper fault diagnosis."

As technology evolves, so must training. "Demand is strong across the board, but ASHPs are clearly growing. The problem is that some training still lacks depth – like we're all just winging it."

When it comes to upskilling, his company works closely with manufacturers. "We have a good relationship with Worcester Bosch and use their training facilities. But MCS accreditation? That's a huge barrier. I know firms who've done it – it's all-consuming and beyond our resources at the moment."

An ageing workforce and a broken apprenticeship system

A deeper issue looms: the ageing nature of the sector's workforce. "The

Continues on page 31...

100

REASONS TO FIT A NAVIEN OIL BOILER.

Earn **£100 Cashback**
for every LCB700 installation
between 1st August and
31st October 2025.



Register and redeem
your reward!
navienchoiceplus.com



£100
CASHBACK

Terms and conditions apply.

workforce is ageing," Matt notes. "Especially in the oil industry."

"Many younger engineers and trainees don't see it as the future."

Matt's team has started to address this by putting both a newly qualified apprentice and an experienced plumber through OFTEC certification. But he's frank about the barriers small businesses face.

"It's every company's responsibility to support apprenticeships – but the cost is a huge hurdle," he says. "Hiring an 18-year-old apprentice costs the employer around £100,000 over four years, and we only get a £3,000 grant. Meanwhile, the college receives around £85,000 in government funding."

He argues for a full overhaul of the funding model. "Payments should go to both college and employer in a structured way, triggered by achievement of key milestones."

Beyond the toolbox – building career pathways

While filling new roles is the priority, recruitment is also creating opportunities for internal progression

at Matt George. "We're also hiring an office administrator, and by recruiting more installers, we'll free up experienced staff to move into diagnostics and project management roles."

The company welcomes entrants from outside the trade, too. "We've brought in engineers from the Royal Air Force, and we offer on-site and college-based training across a wide range of technologies. We think a broad knowledge base is essential."

Industry-wide pressures – and a call for change

The challenges Matt's business faces aren't unique. "I've spoken with companies across the country who are in the same boat. We're all struggling to recruit."

And while he believes the appetite for apprenticeships exists, the current system is holding back progress. "When we advertise an apprenticeship, we get hundreds of applications. Young people want to get into the trade – but the system makes it too hard for businesses to take them on."

For Matt, the solution is clear:



restructure the way training is funded, support employers properly, and create a pipeline of skilled engineers who are ready for the real demands of today's – and tomorrow's – heating market.

Expand your business with OFTEC

OFTEC is well known for its commitment to liquid fuel heating training and registration, but did you know that we offer a range of other options for anyone working in today's heating industry?

Competent person scheme registration:

- Liquid fuel
- Solid fuel
- Electrical (Part P)
- Solar thermal
- Biomass
- Heat pumps
- Unvented hot water storage systems
- Non-operative

Extensions of registration:

- Trustmark
- MCS
- PAS2030

OFTEC registration enables you to **self-certify work*** and your installations are covered by our free **workmanship warranty**. You'll also be listed on our **'find a technician'** web search, have access to our **technical support**, and get all the **latest industry news**, together with a range of other valuable benefits.



*In England, Wales, the Channel Islands and Isle of Man.



www.oftec.org



A step forward: Wolseley's new centre empowers installers to bridge oil and renewables

As the heating sector undergoes rapid transformation, Wolseley Group has taken proactive steps to support the installer community with the launch of its Renewables Centre – a nationwide initiative created to help traditional heating engineers embrace the shift toward low-carbon technologies.

With increasing customer interest in renewable options and mounting industry and policy pressures, the timing couldn't be more critical. The new initiative is more than just a training programme – it's a fully integrated package to equip heating professionals with the skills, tools and confidence needed to transition into the renewables space, starting with air source heat pumps.

Margaret Major, Managing Editor for Oil Installer spoke with John Hancock, Chief Operating Office at Wolseley Group to find why the centre offers a unique opportunity to installers of traditional heating solutions.

Why now? Bridging the skills gap

According to John, the centre's launch is in direct response to growing installer interest paired with industry challenges:

"We're seeing strong growth in heat pump demand, but still only around 10% of installers are actively working in renewables. Another 30% are interested – but interest alone doesn't lead to action. The barriers have been cost, complexity, and lack of confidence."

Installers, particularly from oil and gas backgrounds, are often hesitant about retraining. The upfront cost of courses, lost earnings while off the tools, and paperwork-heavy schemes like MCS can feel overwhelming. Wolseley's Renewables Centre aims to change that.

A growing opportunity

John sees the renewables market as one that is gaining real momentum but still in its early stages, particularly among traditional heating engineers.

While younger installers and those taking over family businesses are showing growing interest, many experienced professionals remain hesitant due to the perceived complexity and disruption. John highlights that heating is deeply personal and essential – it's not just about systems, it's about comfort, safety, and daily life, especially in colder months. That's why the trust between homeowner and local installer remains vital.

However, he's also candid about the challenges, pointing to inconsistent government policy as a major barrier to confidence and investment. "You can't expect people to commit to change when the goalposts keep moving," he notes.

John is clear that there is no one-size-fits-all answer to decarbonising home heating. With the UK's diverse housing stock and varying regional needs, he believes a mix of technologies – heat pumps, biofuels, district heating, and more – will be essential.



He also stresses that improving fabric efficiency is critical to unlocking the full potential of any low-carbon system.

Beyond technical solutions, John points to the need for a shift in consumer perception, arguing that the focus should move from climate fear to the positive lifestyle benefits of renewables. He also calls for urgent action on electricity pricing, describing the current spark gap as a barrier to adoption and long-term savings.



With many of these issues out of Wolseley's control it is addressing the ones it can in the form of the new training centre.

For John, building consumer demand and installer capability must go hand-in-hand, and that means stability, support, and a shared commitment across the industry.

More than just training

What sets the Renewables Centre apart is its all-in-one support model. As a partner brand to Plumb Centre, and backed by Wolseley's acquisition of Renewable Equipment Solutions (R.E.S), the offering goes far beyond training.

Installers will benefit from:

- **Free accredited training**, including routes to MCS certification
- **Design and estimate support**, including heat loss calculations
- **Help with Boiler Upgrade Scheme (BUS) grants**
- **Assistance with DNO approvals and commissioning**
- **Ongoing technical support** and system handover guidance

"It's not just about the classroom," John explains. "We'll walk installers through their first installs – handling the design, the MCS paperwork, even the logistics. We want them to be confident and profitable."

Helping traditional installers evolve

John, who started his career in the trade by driving a delivery van and now oversees all customer-facing operations at Wolseley, understands firsthand the value of practical, trusted relationships:

"Most installers are incredibly skilled at what they do. But switching from a combi boiler to a heat pump install is a different world – and that leap can be intimidating. We're here to make it manageable."

The training programme is designed with flexibility and accessibility in mind. Local centres – beginning in **Shrewsbury and Swansea** – will ensure travel is minimised. Wolseley is also launching a loyalty programme to incentivise installers to complete their first renewable job.

Backed by real insights and long-term strategy

With 68,000 trade customers and one of the UK's largest distribution networks, Wolseley has access to real-time market insight. They've designed the Renewables Centre based on direct feedback from their installer base.

"We've listened. We know installers hate the admin. They're frustrated by the paperwork for BUS funding. They want products that are available when they need them – and yes, they want to make money too. We've built a solution that addresses all of this."

Logistics support is also built in, recognising that unlike boilers, heat pumps can't be easily picked up and thrown in the van. Staged deliveries, product storage and a seamless supply chain will be part of the package.

Building the market together

Wolseley is clear that the shift to renewables isn't something any single business can tackle alone.

"We've got to work as an industry – manufacturers, merchants, installers

and bodies like MCS. We've already started that journey with the partnerships we're building through the Renewables Centre," John says.

There's also recognition that while many new installers are entering the market with renewables as their default, real growth will come from converting the existing skilled workforce.

"We're not just launching a training centre. We're building a movement – one that brings installers with us and ensures they stay at the heart of the heating industry's future."

How to seize the opportunity

Installers interested in transitioning into renewables or growing their low-carbon expertise can learn more at www.wolseley.co.uk/renewables-centre. Courses are live, support is in place, and the tools to take your next step are ready and waiting.

What installers get from the Renewables Centre

- Free accredited training
- Support with MCS certification
- BUS grant guidance
- System design and DNO approval help
- Commissioning and paperwork management
- Loyalty incentives for first installs
- Logistics and staged delivery options



MAGNUS

NEXT-GEN TANK MONITORING WITH HAWKI

Your personal **radar tank level monitor**, drilling-free & smartphone-ready

+44 (0) 161 552 7750 | hello@magnusmonitors.com

Track your usage rate & see how long the tank will last

5-Minute DIY Install

SCAN ME

BURNING CLEANER TODAY FOR A GREENER TOMORROW



CUTTING-EDGE
LOW NO_x BURNERS
READY FOR
BIOFUELS AND HVO,
PURE OR IN ANY BLEND



HVO is a 100% fossil-free fuel produced from waste, residue oils and fats, which can be used pure or blended with other liquid fuels.



HVO is produced with no impact on the ecosystem and environment: a highly attractive and "green" choice for homeowners and companies.



HVO is a reliable alternative to traditional fuels without compromises in terms of efficiency or system adaptation costs.

Thanks to almost 100 years of experience in the design and production of burners ELCO, part of the Ariston Group, is a leading brand in the development of innovative, efficient and reliable burner technologies with a consolidated presence in the field of low NO_x emissions. Wherever a small, medium or high power burner is required, ELCO is the best partner you can rely on.

elcoburners.uk@ariston.com

elco

OFTEC control documentation

This article is to remind registered technicians of the different control documentation forms available to them (depending on their scope of registration with OFTEC), and the purpose of each form.

Liquid fuel	
CD/10 - Installation completion report	<p>To be used when you install new or replacement components as part of a liquid fuel installation. Examples include, but are not limited to, the following:</p> <ul style="list-style-type: none">• Fuel storage tank• Fuel supply pipework• Heating appliance• Flexible flue liner <p>The form is a declaration to confirm the installation work undertaken conforms with equipment manufacturers' instructions, regional building regulations and/or regional pollution regulations. Only fill out the relevant sections of the form relating to the installation work that you have undertaken.</p>
CD/11 – Servicing and commissioning report	<p>A joint form to be used when commissioning an appliance following its installation, or for servicing/maintenance work. The form enables technicians to record test results, any concerns or discrepancies they have identified with the installation and actions taken, as well as any parts fitted.</p>
CD/12 - Landlord installation check	<p>To be used if requested by a landlord/letting agency to verify the installation's compliance with building regulations and British Standards. As the work undertaken is non-intrusive, the form does not constitute undertaking a service of the equipment. The equipment will still need to undergo scheduled periodic maintenance.</p>
CD/51 – Commercial liquid fuel firing service report	<p>A joint form to be used when commissioning a multi-stage burner appliance following its installation, or for servicing/maintenance work. The form enables technicians to record test results, any concerns or discrepancies they have identified with the installation and actions taken, as well as any parts fitted.</p>
TI/133D – Domestic liquid fuel storage tank spillage and fire risk assessment	<p>Designed to be used prior to installation of a liquid fuel storage tank at a domestic installation with a capacity which does not exceed 3,500 litres. The form's main purpose is to assess any fire and environmental risks associated with the site, so that provisions can be made to achieve compliance. The form can also be used to identify and record risks with existing installations in conjunction with other applicable forms (CD/11, CD/12 and CD/14).</p>
TI/133ND – Non-domestic liquid fuel storage risk assessment	<p>Designed to be used prior to installation of a liquid fuel storage tank at a non-domestic installation or where the tank exceeds 3,500 litres capacity at a domestic installation. The form's main purpose is to assess any fire and environmental risks associated with the site, so that provisions can be made to achieve compliance. The form can also be used to identify and record risks with existing installations in conjunction with other applicable forms (CD/11, CD/51, CD/12 and CD/14).</p>

Solid fuel	
CD/80 – Installation completion report	<p>To be used when you install new or replacement components as part of a solid fuel installation. Examples include, but are not limited to, the following:</p> <ul style="list-style-type: none">• Dry heating appliance• Chimney system• Flexible flue liner <p>The form is a declaration to confirm the installation work undertaken conforms with equipment manufacturers' instructions, regional building regulations and/or regional pollution regulations. Only fill out the relevant sections of the form relating to the installation work that you have undertaken.</p>
CD/81 – Commissioning and service report	<p>A joint form to be used when commissioning an appliance following its installation, or for servicing/maintenance work. The form enables technicians to record test results, any concerns or discrepancies they have identified with the installation and actions taken, as well as any parts fitted.</p>

Generic	
CD/14 – Warning and advice notice	<p>Designed to be used to formally record anomalies with an installation (liquid fuel, solid fuel etc.) with appropriate risk categories, thereby notifying the equipment owner/ responsible person. The form should be used in conjunction with OFTEC warning stickers.</p>

These forms are available to OFTEC registered technicians, by logging into the OFTEC portal and going to OFTEC Direct.



OIL TO GAS PROGRAMME

OFTEC OIL COURSES ALWAYS AVAILABLE

OFT 101: Domestic light commercial oil fired service and commissioning for pressure jet appliances.

OFT 105E: Domestic oil fired system installations and energy conservation measures in buildings.

OFT 600A: Installation of oil fuel storage and supply systems connected to fixed combustible appliances.

WE ALSO OFFER A FULL SERVICE OF:

- ACS Gas courses in Domestic & Commercial
- LPG • Commercial Catering • Commercial Laundry
- Oil to Gas Programme APL, MLP 12 Week Course
- New Entrance to Gas Programme, MLP 16 Week Course

T: 01322 524792
E: paul.chambers@egtrainingservices.co.uk

3 Mulberry Court, Bourne Industrial Park, Bourne Road
Crayford, Kent, DA1 4BF









ACS Domestic, Non-Domestic, Catering Core & Appliances
 Swimming Pool Boilers
 ACS LPG Core & Appliances (incl. Boats, RPH, LAV, PD, Caravans)
 LPG Generators
 OFTEC Oil Assessment & Training (OFT 50, 101, 102, 201, 105e, 600a) & Solid Fuel
 Vented & Unvented Domestic Hot Water, Legionella & Water Regulations
 Gas Supervisor Courses
 Electrical Part P
 EAL Electrical Courses (eg: PAT Testing, 17th Edition, Initial and Periodic Verification)
 Fire Alarm BS5839 and Security Lighting BS 5266
 Energy Efficiency
 Renewable Energy Courses
 Courses Designed for Specific Needs
 BESA F Gas Courses

Contact Carmen
 South West Peninsular Training Ltd
 Westover Trading Estate
 Langport
 Somerset
 TA10 9 RB

Tel 01458 253493 Fax 01458 253445
Email info@swptraining.co.uk









Experts in Compliant Oil Storage

Complete range for domestic & commercial installs



- Heating Oil
- Fire Protected
- Waste Oil
- Lube Oil









Scan to explore the full range:



Get your quote today! 01889 567700 | sales@tuffa.co.uk

The importance of system balancing

System balancing is a vital part of attaining the best efficiency for homeowners. It's also a necessary part of commissioning the system.

With regulations, compliance, and customer happiness all at stake, there's truly no justification for not properly balancing systems. Utilising the appropriate tools simplifies the task, making it quicker, easier, and more accurate. It's one of the most straightforward methods for installers to enhance efficiency for their customers, increase comfort, and minimise expensive callbacks.

Why is system balancing so crucial?

System balancing guarantees that the right amount of hot water flows to each radiator. Radiators nearer

the boiler will tend to heat up more quickly on an unbalanced system, while those further away – typically at the distant end of the house or on the upper floors – will have a harder time getting warm. Even though the boiler is functioning properly, this will result in cold areas, something that those living in the building will not enjoy.

What are the conventional methods for balancing a system, and what drawbacks do they have?

The traditional method has been to use the lockshield valves. This technique can be quite labour-intensive, often requiring several hours to accurately measure and adjust the flow and return temperatures for every radiator. Another method involves thermostatic radiator valves (TRVs) that come with manual balancing features. While this option is more



effective than relying on lockshield valves, it still necessitates manual temperature evaluations and is not entirely reliable. If alterations are made to the system – such as adding more radiators or replacing a TRV – the balance may again be disrupted.

Which other methods are available?

Auto-balancing TRVs automatically manage the flow rate, ensuring each radiator receives precisely what it requires regardless of the conditions in other parts of the system.

Harlequin®

MANUFACTURING FOR TOMORROW

NEW SMART GAUGE

Radar-accurate.
App-connected.

- View updates instantly via the app
- Accurate, radar-based readings you can trust
- Track daily usage and estimate "Days to Empty"

Harlequin StorageTanks
RELIABLE CONTAINERS

MAGNUS
Michael's Tank
Tank Level 80%
~800 litres
5 litres/day Avg Usage
5 months Est. time to empty
1000 litres Brimful capacity
Heating Oil Content
Request Top Up

Harlequin Manufacturing Ltd | 02892611077 | www.harlequinplastics.co.uk

Fuel price commentary

Oil is the cheapest fuel (again)

It's official – for the second quarter running oil is the cheapest fuel throughout the UK and Republic of Ireland! High energy costs continue to be a major concern for households across the UK and Ireland, and the summer provides only a temporary respite, so this is welcome news for all oil heating customers.

Compared to the previous quarter, most annual heating costs have increased in Great Britain, except for oil which has fallen by around 8%. Looking at the average costs now compared to a year ago, oil, wood pellets and air source heat pumps linked to underfloor systems are lower, with wood pellets the most significant faller. These are also the only technologies that are currently lower than the longer-term four-year average. However, oil remains the cheapest overall – and by a significant margin – over £380 cheaper than its nearest rival, mains gas.

In Northern Ireland the picture of price rises is even more stark, with only oil heating cheaper than a year ago. Compared to the previous quarter, the picture is similar; with the exception of oil costs which fell, prices were either unchanged or higher, with oil a staggering £682 cheaper than mains gas, the cheapest alternative.

In the Republic of Ireland, the picture is similar, with annual oil heating costs significantly lower than wood pellets, which just edge out mains gas as the next cheapest choice. Compared to a year ago, oil and electricity prices have fallen, while wood pellets and gas have both increased.

Households will rarely replace their heating system purely to reduce running costs, but it may be a factor if there are other reasons to change – such as a life-expired appliance for example. The low cost of oil heating could tempt some to switch, which is worth keeping in mind if quoting for work.

Comparative space and water heating costs for a three-bedroom home In Great Britain, Northern Ireland and the Republic of Ireland.

GREAT BRITAIN (Average)

	Jun-24	Jun-25	Price change	% Difference	4 year average
Electric storage heaters	2752	3246	£494	18%	£3,072
Gas condensing boiler	1283	1569	£286	22%	£1,423
LPG Condensing boiler radiators and DHW cylinder	1903	2032	£129	7%	£1,770
Oil condensing boiler, radiators and DHW cylinder	1319	1186	-£133	-10%	£1,371
Wood pellets	2356	1971	-£385	-16%	£2,148
Air source heat pump radiators	2284	2456	£172	8%	£2,661
Air source heat pump underfloor	2204	2102	-£102	-5%	£2,268

NORTHERN IRELAND

	Jun-24	Jun-25	Price change	% Difference	4 year average
Electric storage heaters	3201	3331	130	4%	£2,891
Gas condensing boiler	1716	1782	66	4%	£1,659
LPG Condensing boiler radiators and DHW cylinder	2231	2376	145	6%	£2,150
Oil condensing boiler, radiators and DHW cylinder	1237	1100	-137	-11%	£1,286
Wood pellets	1604	1894	290	18%	£1,714
Air source heat pump radiators	2698	3003	305	11%	£2,529
Air source heat pump underfloor	2231	2517	286	13%	£2,137

REPUBLIC OF IRELAND

	Jun-24	Jun-25	Price change	% Difference	4 year average
Electric storage heaters	3818	3755	-63	-2%	€3,639
Gas condensing boiler	2153	2396	243	11%	€2,277
LPG Condensing boiler radiators and DHW cylinder	2880	2973	93	3%	€2,727
Oil condensing boiler, radiators and DHW cylinder	1825	1704	-121	-7%	€1,825
Wood pellets	2132	2258	126	6%	€2,041
Air source heat pump radiators	3236	2634	-602	-19%	€3,049
Air source heat pump underfloor	2729	2272	-457	-17%	€2,612

Notes: 4-year average June 2021 to June 2025.

The tables above are based on quarterly data published by the Sutherland Tables. They show the annual average cost of a range of heating options for a typical pre-1980 three-bedroom semi-detached home with a heat requirement of approximately 16,000 kWh. Prices are shown in pounds sterling (£) for Great Britain and Northern Ireland, and euros (€) for the Republic of Ireland.

SOMETIMES THE GRASS IS GREENER

ESPECIALLY WITH HWOS



THE PARTS TO FIX IT AND THE TOOLS TO DO IT



Oil, LPG, Gas & Heating Spares • Shipped and Delivered 7 Days a Week.*

www.hwos.co.uk • 01388 760 333 • sales@hwos.co.uk

*Subject to availability and location. Order cut-off times vary by courier and day of the week. Certain bank holidays excluded. See hwos.co.uk for details.



Shaping the future of oil heating with **Danfoss Burner Technology**

Continuously innovating to deliver
guaranteed performance, reliability,
and efficiency in a changing world.



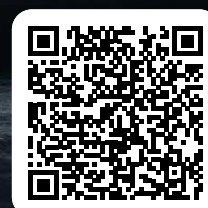
→ Bio100



→ Oil Nozzles



→ BFM/BFPM Pumps



Scan QR code for
more information: