



Better with JET and Highland Fuels





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 Founded in **1954**

300+

JET branded stations
across 12 terminals

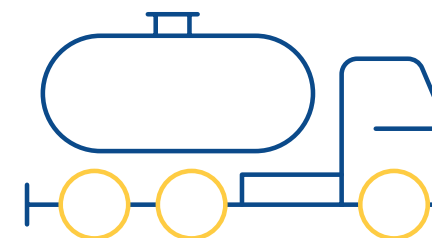


1 world
class
refinery
50 years old



In 2019

98%



of deliveries to JET stations were
made on the day requested

**Increased
fuel sales**

When we introduced
JET ULTRA Premium
Fuels in 2019, sites
on average sold **+15%**
more Premium Fuels
& **+2.5%** more
Regular Fuels*



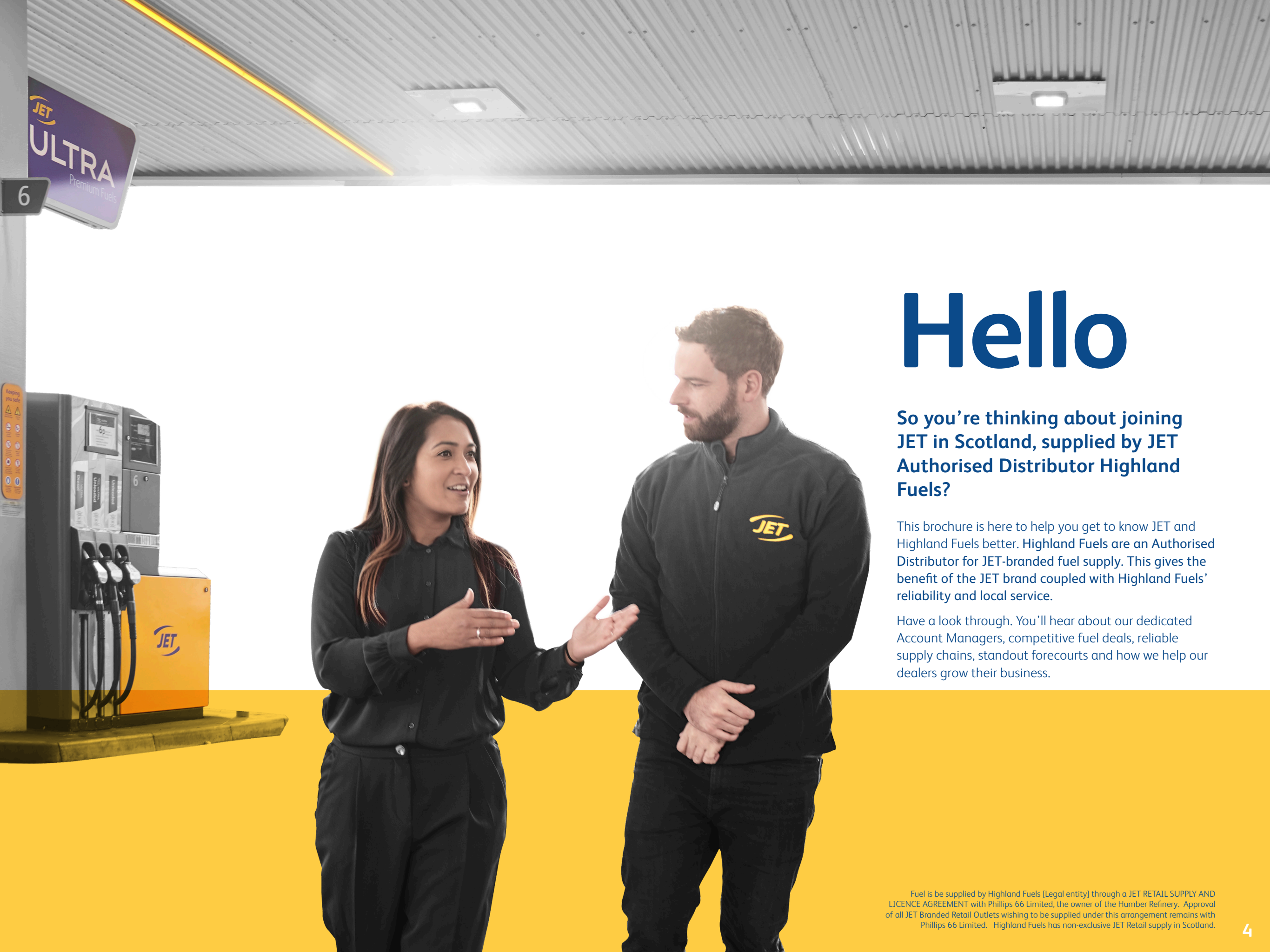
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**fuel grades
including**

JET ULTRA Premium
Unleaded 97 RON BS EN228

JET ULTRA Premium
Diesel BS EN590



Hello

So you're thinking about joining JET in Scotland, supplied by JET Authorised Distributor Highland Fuels?

This brochure is here to help you get to know JET and Highland Fuels better. Highland Fuels are an Authorised Distributor for JET-branded fuel supply. This gives the benefit of the JET brand coupled with Highland Fuels' reliability and local service.

Have a look through. You'll hear about our dedicated Account Managers, competitive fuel deals, reliable supply chains, standout forecourts and how we help our dealers grow their business.

The JET mission

From day one it's been our mission to **'Champion the interests of UK drivers'**. It's what we stand for. It means providing all the essentials they need to help them get in, out and back on the road fast.

But first we must champion the interests of JET branded dealers. And that's where Highland Fuels as an Authorised Distributor of JET fuels comes in.

Everything we do together is designed to help you stay ahead, so that drivers can keep on moving.



A bit about JET

Phillips 66 Limited in the UK has got over 65 years in the fuel business, and have owned and operated our world-class Humber Refinery in Northern Lincolnshire for 50 years. The JET brand is a Phillips 66 Limited brand. Highland Fuels are an Authorised Distributor of JET fuels.

In that time, we've become accustomed to making things run smoothly. It helps that we're part of a large, multinational energy company, Phillips 66. Our supply chain is short, flexible and highly resilient. And this gives us the reliability our JET dealers praise.

We're proud of our quality, safety and scale of production. Our Humber Refinery produces 14 million litres of petrol every single day — that's over 14% of the UK's road fuel requirements.* And on top of that, it's one of the lowest emitting refineries in Europe.

Our Humber Refinery produces

14
million
litres of petrol
every single day

Get the best of both worlds

Sure, JET is known for being local, but we're also part of Phillips 66, a large multinational energy company. So you can count on us to keep things running smoothly.

*Applies to petrol and derv per UK Government's Office for National Statistics 'Fuel Use' released June 2020

About Highland Fuels

Highland Fuels have been working with JET as an Authorised Distributor for over a decade. With a company-owned network of service stations across Scotland, nobody understands the unique needs of your business in Scotland better than Highland Fuels.

Highland Fuels can support your business growth aspirations, providing knowledgeable, friendly, local account management with the support of the JET brand. You're more than just a customer at Highland Fuels.

98%

of our commercial customers think our delivery is friendly and efficient

"They make me feel that I am part of the Highland Fuels family and not just a business."

Commercial Customer of Highland Fuels



How we're competitive

JET-branded fuel deals are clear and transparent with no hidden charges. Highland Fuels purchase fuel from Phillips 66 Limited as a JET Authorised Distributor. Fuel is supplied to Branded Outlets under contract with Highland Fuels and an enhanced next day delivery service is offered.

JET branded dealers can also benefit from:

- Annual forecourt cleans
- Pump maintenance
- An annual staff uniform allowance

So you can keep your business running like clockwork and looking sharp.

Our JET branded dealers may also benefit from:



Financial support for site improvements.*



Competitive credit and debit card transaction rates, using our exclusive JRS+ package.



Key fuels and UK fuels bunkering diesel delivered on JET tankers with retail deliveries.

93% of our JET dealers either strongly agree or agree that their fuel brand is trustworthy, compared to 85-91% of dealers from four of the top fuel brands**



*Subject to contract and credit checks
**Based on telephone interviews with 214 UK JET branded dealer sites conducted by Consumer Insight between 23rd March and 5th April 2020

How we'll support your business

Highland Fuels will get to know your business inside out, and find ways to help drive it upwards and onwards.

There's also help with everything from putting you in touch with contractors and service providers, to supporting your growing footfall and sales.

JET branded dealers supplied by Highland Fuels also benefit from:

- Fuel supplied by Phillips 66 Limited to Highland Fuels as a JET Authorised Distributor
- JET branded imaging at the service station
- Stand out POS advertising to boost your offering and services

How else can we help:

- Choice of retail partners. It's your business, so you can decide which shop you partner with



77%

of all JET dealers across the UK agree that being JET branded helps them grow their business. That's a higher percentage than dealers from three of the top four fuel brands*

*Based on telephone interviews with 214 UK JET branded dealer sites conducted by Consumer Insight between 23rd March and 5th April 2020

Wide-reaching retail terminals

As an Authorised Distributor of Phillips 66 Limited, Highland Fuels have access to JET fuels at a range of Phillips 66 Limited supplied terminals in Scotland.

This helps Highland Fuels keep up a reliable fuel supply to your site.

It also reduces the distance your deliveries have to travel, and helps to get there quick if you need fuel more urgently.

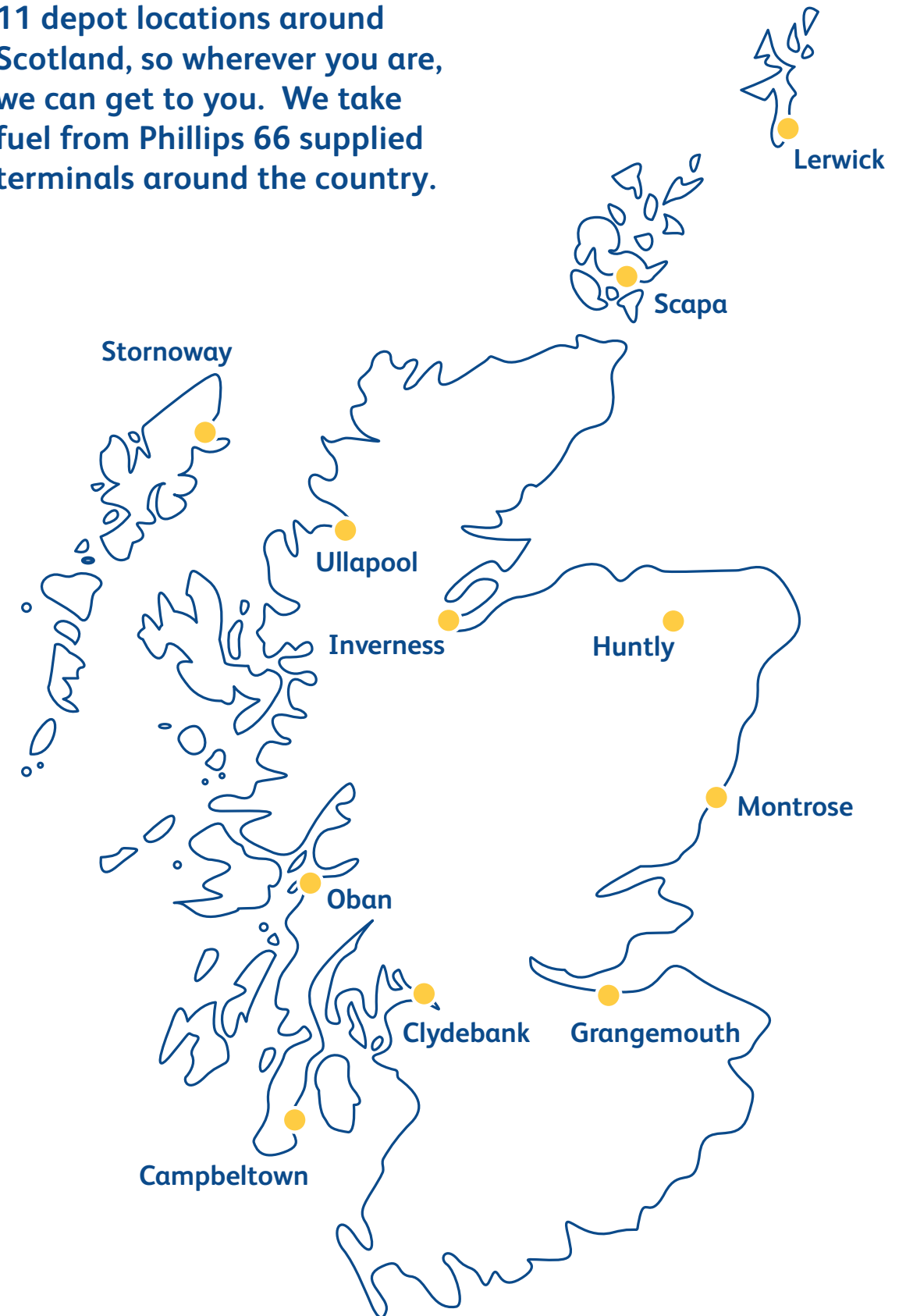
In 2019

98%

of deliveries were made on the same day as requested*

*Based on telephone interviews with 214 UK dealer sites conducted by Consumer Insight between 23rd March and 5th April 2020

Highland Fuels operate from 11 depot locations around Scotland, so wherever you are, we can get to you. We take fuel from Phillips 66 supplied terminals around the country.



The road ahead

Phillip 66's Humber Refinery is a leading light in innovation, producing and continuing to develop advanced biofuels from renewable sources.

It's one of the most energy efficient and lowest emitting refineries in Europe, and the first UK refinery to make renewable fuel from waste oil. This reduces the net emissions when the fuel from our refinery is used by consumers, helping JET customers reduce their carbon footprint and attracting environmentally conscious consumers to JET sites.

Right now, we're working on a number of low carbon projects, including one to produce Green Hydrogen through electrolysis — a project backed by £7.5m funding from the Department for Business, Energy and Industrial Strategy to support the UK's 2050 net-zero greenhouse gas emissions target.

Our premium coke formulations are already powering electric vehicles and smartphones...



Want to know more?

Visit www.highlandfuels.co.uk or our newly updated website www.jetlocal.co.uk is easy to use and contains plenty of useful information.

Dealers can use the website to find contacts or further details about services, and customers can use it to find their nearest JET station.



100%

of JET dealers were either completely satisfied or fairly satisfied with JET as their fuel supplier, that's more than dealers from four of the top fuel brands*

www.jetlocal.co.uk | www.highlandfuels.co.uk

Ready to join us?

We offer a simple, smooth transition over to JET.

Find out more at www.highlandfuels.co.uk
or get in touch at forecourts@highlandfuels.co.uk



Interested in joining JET?

It's easy to switch

STEP 1



Get in touch

STEP 2



Meet your
Area Manager

STEP 3



Talk through
your fuel supply
offerings

STEP 4



Let us help with all
the minor details
in switching

STEP 5



Totally transform
your site to our
latest JET imaging
with an experienced
reimaging company







Protect. Perform. Prolong.

www.jetlocal.co.uk

JET is a fuel brand owned by Phillips 66 and licenced by Phillips 66 Limited in the UK.
The fuel supply contracting entity and employer of personnel working with the JET brand is Phillips 66 Limited.