



# NEWSLETTER

## About Major Oil Marketers Association of Nigeria



Major Oil Marketers Association of Nigeria is a downstream oil & gas industry group made up of: 11Plc (formerly Mobil), Conoil Plc, Forte Oil Plc, MRS Oil Nigeria Plc, OVH Energy Marketing Limited and Total Nigeria Plc. The Association is committed to help drive best practices and create the right policy environment for the achievement of market objectives and the delivery of optimal value to

the Nigerian energy consumer by partnership with stakeholders including government and industry regulators.

On June 12th 2018 MOMAN announced the retirement of the former Executive Secretary, Mr. Thomas Obafemi Olawore after 17 years of service, and the appointment of the new Executive Secretary, Mr. Clement Isong.

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MOMAN is an acronym for Major Oil Marketers Association of Nigeria. It consists of 6 member companies.

# The New **MOMAN**

Since its inception, MOMAN has progressively gained a solid and enviable reputation in the Nigerian Petroleum industry. MOMAN began in the early 2000's as 'CORDINATION'. The lack of investment in the country's infrastructure, the quality of the distribution network, the changes in international petroleum economics, or simply the inability to keep abreast with HSEQ developments in other parts of the world, (including other African countries) have plagued the Nigerian petroleum industry, resulting in an unsustainable business model.

With MOMAN's collective depth of expertise, access to technology and intellectual resources (locally and internationally), we are best positioned to correct the downward slide the petroleum sector has suffered in

partnership with MDAs such as NNPC, PPMC, DPR, PPPRA, FRSC, etc., through several programs, to develop and promote HSEQ standards in the industry, drive business efficiencies, identify logistics opportunities and lead the industry in raising and meeting international standards and make meaningful contributions to the society. A few of which are stated below:

- Engagement with PTD and transporters (through a taskforce set up by the Federal Government), to ensure the use of trucks holding bays, thereby freeing the access roads in Apapa
- Developing a MOMAN minimum Safe-To-Load checklist in collaboration with FRSC and ensuring compliance
- Collaboration with DPR to develop minimum safety standards for depots nationwide

## 'Downstream deregulation needed to sustain economy'

*Stanley Opara – The Guardian, 28th November, 2018*

To sustain the Nigerian economy and preserve the country's dwindling foreign reserves, oil marketers under the aegis of Major Oil Marketers Association of Nigeria (MOMAN), have called for the deregulation of the downstream segment of the petroleum industry as the current subsidy regime was not sustainable considering the contraction being felt in the economy.



According to the Executive Secretary, MOMAN, Clement Isong, deregulation will not only make the downstream end of the market competitive, but will also attract investments from Nigerians and foreigners into the sector. He said deregulation would encourage the interplay of demand and supply, which would have a medium to short term impact on prices and subsequently ensure stability. The Central Bank of Nigeria (CBN) and other financial experts had urged the Federal Government to carry through its planned deregulation of the downstream oil sector as

the rumours of deregulation was worsening the inflationary pressure on the economy. This would also ensure there are sufficient petroleum products with transportation bottlenecks addressed.

Isong said the government was free to make wide consultation on the subject, and decide on its most ideal approach to deregulation, adding that oil marketers were very willing to offer expertise and suggest methods that would better the lives of Nigerians, the industry, and the economy at large.



## Subsidy

One of the major challenges the Nigerian downstream petroleum sector is still facing is the non-payment of the long outstanding fuel subsidy to oil marketers. We appreciate the efforts of the National Assembly, but the non-payment creates a significant negative impact on MOMAN members' operational liquidity.

## The Journey Continues

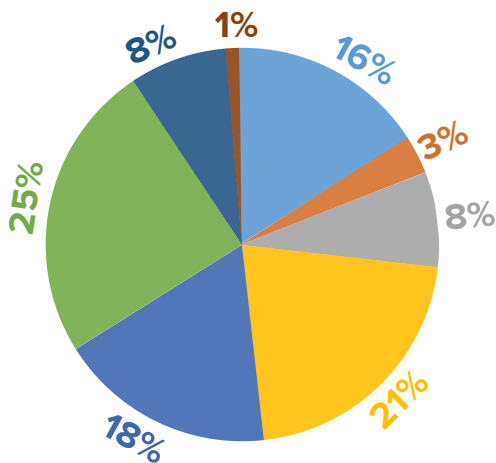
We cannot but acknowledge and appreciate the efforts of PPMC over the last few months in ensuring consistent petroleum supply within the country. PPMC has performed and shown its resolve in guaranteeing a non-repeat of the scarcity the nation experienced at the end of 2017.

We believe the path to fully achieving a sustainable market environment for the Nigerian petroleum industry begins with MOMAN.

# MOMAN Partners With Lagos State Safety Commission & Federal Road Safety Corps

In the Petroleum Downstream Industry, movement of products from one point to another constitutes a major part of operations as about 95% of the incidents which occur in the downstream industry are through road accidents in the course of operation. Road

Safety is therefore a priority for MOMAN, which is why it has been collaborating with the Federal Road Safety Corps on road safety campaigns for over a decade and recently decided to deepen this strategic partnership.



## Causes of accidents on Otedola Bridge since 2014

- Overspeeding
- Other causes linked to driver
- Environment
- Dangerous overtake
- Mechanical default of the vehicle
- Security
- Fatigue
- Other road users

These accidents would have been avoided if the right actions and controls were effected. MOMAN is employing internal and external actions to structure and assess safety initiatives.



## Safety Improvement Actions

### Internal Actions:

- Driver Training
- Self-Assessment & Standard Development
- Technical Evaluation of Tanks and Tractors
- Deployment of up-to-date IT tools (On-Board Computers, Cameras and Route Survey by GPS)
- Self-Regulation

### External Actions:

- Collaboration with FRSC on safe-to-load checks
- Collaboration with the Apapa Grid Lock Taskforce
- Partnership with the Lagos State Safety Commission

MOMAN is engaging regulators and all relevant stakeholders on how to move the Petroleum Downstream industry forward. MOMAN believes that a safe operation

using the correct norms and standards will guarantee the long term sustainability of the industry.



## **MOMAN'S PERSPECTIVE ON DIGITALIZATION OF THE NIGERIAN PETROLEUM DOWNSTREAM SECTOR**

Globally, the petroleum industry is evolving, with a number of positive impacts on customer interface and operational efficiency. We here in Nigeria must equally evolve to meet the expectations of customers by improving service delivery while contending with our challenging business environment.

The use of new technology amongst MOMAN members includes the development of individual company websites. This key interface between our customers and other stakeholders is fundamental as it provides a platform to manage our profile and build our image. There are many existing automations

aimed at improved service delivery, operational efficiency and optimal safety amongst MOMAN members. They include:

- Receipt and delivery of products at all MOMAN depots via modern metrological equipment,
- Automated valve switching and tank gauges (ATG) for stock monitoring and control,
- Access control and other office management/ HR tools
- Automated firefighting systems
- Warning alarm systems
- Card solution systems for fleet management
- Connection of pumps to communication devices
- Station forecourt management systems
- Customer service management systems
- Integrated Enterprise Resource Platforms (ERPs)
- On Board Computers (OBCs), on board dual cameras and satellite tracking systems for trucks

Though MOMAN member organizations are at different stages of implementation of these varied digital technologies, at the heart of it all, our priorities remain: safety, the advancement of operational efficiencies and the enhancement of customer experiences, through a culture of innovation and sharing of industry best practices.

We believe that the journey to achieving a fully digitized petroleum downstream

industry amongst marketers in Nigeria starts with MOMAN. Though the deficit lies with poor infrastructural developments, companies that see and appreciate the value in technology will be well positioned to take full advantage of the market and tap into business opportunities that will lead to better performance, which will in the long run benefit all stakeholders.

## PROFESSIONAL PROFILE FEATURE



# Dr. Oyet Gogomary;

Chairman, MOMAN Health Safety Environment & Quality Committee; General Manager, Environment, Health, Safety, Security and Quality/State and Government Affairs at OVH Energy Marketing Limited.

Dr. Gogomary Oyet is a veteran in the oil and gas industry. He is a qualified professional with vast experience in EHSSQ Management Systems implementation in Oil/Gas Industry (upstream and downstream). In his current role, he manages all regulatory, Security and Government relationship and provides guidance on all EHSSQ strategy and its execution. He has presented technical papers in local and international conferences and has several publications in local and international journals to his credit. Dr. Oyet worked with Shell Petroleum Development Company (SPDC) as a senior HSSE Advisor between 2000 and 2007 and managed community and security at locations with zero incident rate during the Associated Gas Gathering

Project in Nembe Field. He holds a Doctorate degree in Environmental Management from the Institute of Geoscience and Space Technology; Rivers State University of Science and Technology, Port Harcourt. Dr. Oyet holds a certificate in Process Safety Management and Auditing from the Process Improvement Institute, Knoxville, USA. He was trained in

Wharton School, University of Pennsylvania, Executive Program in Corporate Diplomacy: Reputation and Crisis Management amongst other globally renowned institutions. He holds a Certificate of the Harvard School of Public Health, in Work, Health and Well-being: Integrating Wellness and Occupational Health and Safety in the Work Place.



## HSE Initiatives:

- Driver of the 7 Global Hauler Assessment for Fleet management System to reposition fleet business in OVH Energy Marketing Limited
- Drives SOND (Ember month) campaign with the Nigeria Police Force and Federal Road Safety Corps
- Drives Apapa-Iganmu Stakeholders Management Forum for HSE sustainability and Security
- Drives collaboration between MOMAN HSEQ sub-committee and the Lagos State Safety Commission, LASEPA and the Ministry of Energy
- Pioneered the first Integrated Management System Certification by a Downstream Company in Nigeria with



# Better together