

build a better **business**

Topaz Energy is Ireland's leading energy and forecourt retailer.

Irish owned, our focus is on the Irish market.

Indeed, while most of the major oil companies are exiting the market, Topaz Energy is committed to growing and developing their business through its dealer channel.

With 8 sea-fed terminals in strategically important locations throughout Ireland, Topaz Energy supplies product to practically every operator in the country. Now, Topaz Energy would love you to be part of their family!



Frank Gleeson, Retail Director.

Speaking to us, Frank Gleeson, Topaz Energy Retail Director stated, "By bringing together the best people from both the Shell & Statoil businesses, we have created a very dynamic and experienced company - one which will be able to deliver for its customers." Gleeson continued, "We believe that under Irish ownership, the company can continue to grow and prosper through our network of local dealers and company owned sites. We see our dealer channel as a particular area of importance for the company and are committed to building an even stronger platform so that we can help all our stakeholders become more successful. We are constantly looking at increasing our network through acquisition, leasing and signing new customers to our dealer network."

Jonathan Diver, Dealer Business Manager, told IF&CR, "We want to grow our Dealer business by providing a range of flexible business solutions that will best fit our customers." Diver continued, "We have the in-house experience and expertise in both the retail and commercial sectors that allow us provide a level of support that is unrivalled in the Irish market. We will also be able to use our combined buying power to help customers reduce costs in all areas of their business." Jonathan stated, "Our Fuel Card offer is the most comprehensive in the Irish market which has proven to deliver, on average, another 30% plus to forecourt volumes."



Jonathan Diver, Dealer Business Manager.



Oisín Masterson, Marketing Manager.

Oisín Masterson, Topaz Energy Marketing Manager, told IF&CR, "As the largest fuel retailer in Ireland, the Topaz Group is the preferred choice for fuel needs of over one-third of the population. In a market place where consumers needs are changing rapidly, we are committed to staying ahead of the game so that we can offer innovative solutions to our customers. We are proud of the fact that some of the most innovative sites in the country are under our brands." Masterson concluded, "This is a very exciting time for Topaz Energy and its customers as we are close to finalising our key strategic branding decisions."

Topaz

A new force in Irish energy.

www.topazenergy.ie

1. NORTHERN IRELAND, DONEGAL

Richard Stones 00 4477 71814515
richard.stones@topazenergy.ie

- Richard has been with Topaz/Shell for 11 years, initially as a Company Area Manager & for the last 6 years as a Dealer Area Manager
- Prior to joining Shell worked for Coca Cola Bottlers (Ulster) as a Sales Developer in the Fountain Division, also worked for the BBC in Elstree as Marketing & Sales Executive for the TV Training department.
- also has a degree in Business Studies, an MBA & a degree in Psychology.
- **Covers the Shell and Statoil sites in Northern Ireland & County Donegal.**



2. CORK, WATERFORD, TIPPERARY, KERRY

Tony Leahy 086 2566177
tony.leahy@topazenergy.ie

- Started with Jet in June 1982 as dispatch clerk responsibilities' included routing for 12 drivers in Munster, stock control, wages, truck maintenance and servicing
- In 1989 I took over the routing for the Galway area.
- In 1996 move to Galway as dealer area manager when Statoil took over Jet, work in the Galway until 2000 where I done 3 months MIT training in College Rd SS.
- Moved to Cork as area manager for the South covering Cork, Kerry, Waterford and Kilkenny.
- In 2001 as well as covering the dealer channel covered the Distributors in the area.
- In 2003 area was extended to cover Tipperary, Laois and Carlow with the loss of distributors.
- **Covers the Shell and Statoil sites in counties Cork, Waterford, Tipperary and Kerry**



3. LONGFORD, ROSCOMMON, MEATH, OFFALY, WESTMEATH, LOUTH, MONAGHAN, LEITRIM, SLIGO, CAVAN

Bobby Connolly 086 2427790
connolly.bobby@topazenergy.ie

- 27 years with the company
- Joined the company as a Tanker Driver, and has held positions in the Operations, Lubricant and Retail departments before taking up his current role.
- Bobby holds a Marketing Degree from the Marketing Institute of Ireland
- **Covers the Shell and Statoil sites in North Dublin, Meath, Westmeath, Louth, Roscommon, Longford, Leitrim, Monaghan, Cavan and Sligo.**



4. DUBLIN, WEXFORD, WICKLOW, CARLOW, KILKENNY, KILDARE, LAOIS,

Peter O'Connor 086 2578706
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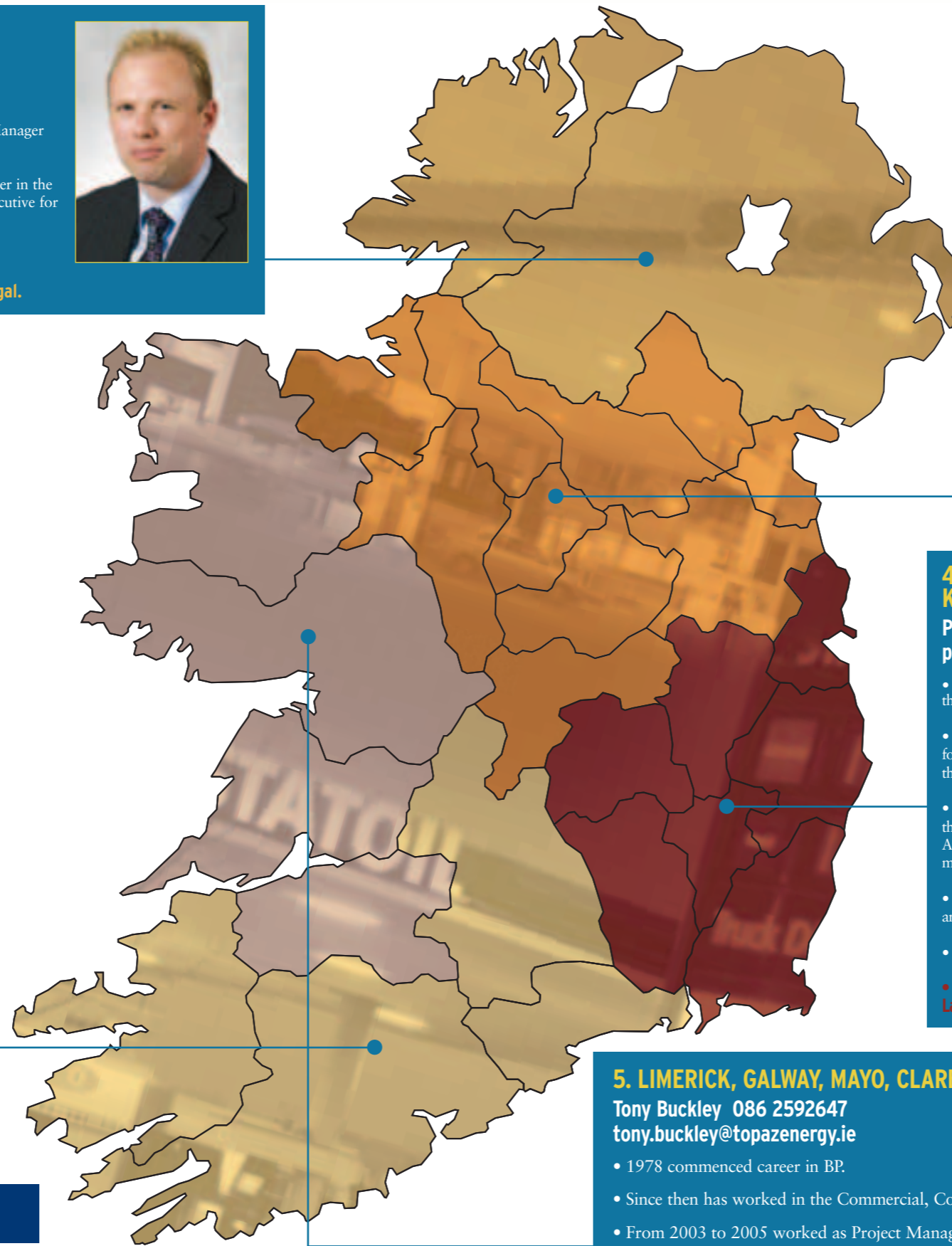
- 1978 commenced career in Conoco Irl Ltd (Jet) as Marketing Assistant in the Dealer / Company Owned Chanel. I held this position for 5/6 years.
- 1983/84 moved into position to Dealer Area Manager in the midlands for a couple of years and subsequently became Dealer Area Manager for the Dublin / Leinster area.
- Following on from the sale of the Jet brand to Statoil, then moved in to the Company Owned channel as Area Manager for the Licensee sites. After a few years under the Statoil Brand the decision was taken that we should take back and company managed the Licensee sites. Over the next few years was mainly involved in this process.
- moved into a combined position of looking after both Distributors and Dealers in the same geographical area, Leinster.
- reverted back to Dealer channel for Leinster.
- **covers the Statoil /Shell Dealer sites in Dublin, Wicklow, Wexford, Carlow, Kilkenny, Kildare and Laois.**



5. LIMERICK, GALWAY, MAYO, CLARE

Tony Buckley 086 2592647
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- 1978 commenced career in BP.
- Since then has worked in the Commercial, Company owned and Dealer networks.
- From 2003 to 2005 worked as Project Manager in the re-development of the Fareplay shop network.
- reverted back to the Dealer channel in 2006.
- **Covers the Statoil /Shell Dealer sites in Limerick, Clare, Galway and Mayo.**



Shell Licensee



Licensee



Two choices. One partner.

**Thinking of starting up, selling or leasing your forecourt operation?
Or perhaps you are considering changing your supply agreement?
There is really only one choice you can make.**

- Largest network and market leader with two leading brands
- Established reputation with competitive prices
- Established distribution and supply chains in 32 countries
- Quality fuel & lubricants
- Total 'on the ground' support structure on demand
- In-house expertise across retail and commercial divisions
- Over 150,000 fuel card customers (Over 40% combined market share)

Contact

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