

PRESS RELEASE

## **Well-equipped for the future with Contract Division**

Gas and Mineral Oil supply units join forces

Hamburg, 4 January 2021

**The HOYER Group has adopted a new organisational structure to equip itself for the energy transition. As of 1 January 2021, the logistics company combined its Petrolog and Gaslog business units under one roof. Known as the Contract Division, it unifies contract logistics for gas and mineral oil supplies. Combining the highly specialised areas will develop synergies, especially at the organisational structural level. The newly-established business unit has about 1,500 special trucks and the expertise of around 3,500 employees at its disposal.**

The strategic decision to organisationally combine the former Petrolog and Gaslog business units positions the HOYER Group favourably in the market. As well as bitumen logistics and aircraft refuelling, the mineral oil business focuses particularly on supplying service stations, airports and commercial customers. In this business area, HOYER sees a growing future demand in the supply of gases such as liquefied natural gas (LNG), compressed natural gas (CNG) and hydrogen as alternative fuels. The combined strengths of the two business areas will be fully brought to bear in the newly-created Contract Division.

Allan Davison, who took over as Contract Division Director at the start of the year, explains, "It not only enables us to develop synergies, but also already positions us to effectively and proactively meet the challenge of the energy transition in the next five to ten years – away from petrol and diesel and towards alternative fuels such as hydrogen and LNG." The combination of its know-how in handling gases with its soundly-based experience of digital, system-supported supplies to service stations will enable HOYER to offer forward-looking product inventory management and supply logistics from a single source in the future. Furthermore, bitumen logistics, aircraft refuelling and, in gas logistics, supplies to industrial customers will remain in their customary quality.

Mark Binns, who as Director of the Petrolog business unit has driven forward its business development especially in Great Britain for more than 25 years, leaves Petrolog as it changes to Contract Division. Binns, who has worked in the HOYER Group for 41 years, will in future concentrate on the further development of the Sustainable Management area. Intensive strategic soundings and a lively interdisciplinary exchange took place before the organisational combination of gas and mineral oil supplies. As Davison says, "The discussions were most fruitful. We were able to identify many similarities in customers' requirements and in the processes. That again reaffirmed our considerations." And he adds, "Of course, there are also clear differences in handling the products and in the respective safety requirements. Every individual's expertise is

### **ABOUT THE HOYER GROUP**

HOYER, a traditional, independent family-run company since 1946, is one of the leading bulk logistics service providers worldwide, and as a specialist it possesses comprehensive know-how in the supply of complex services, and a special proximity to customers. Comprehensive solutions are developed and implemented in European and worldwide bulk logistics, especially for the chemicals, foodstuffs, gas and mineral oil sectors. Around 6,100 staff in more than 115 countries support customers to be even more successful with well thought-out logistics solutions in their respective markets. HOYER has at its disposal about 2,200 trucks, 2,400 road tankers, 50,100 IBCs, 40,800 tank containers and numerous logistics installations with depots, cleaning plants and workshops.

### **PRESS CONTACT FOR THE HOYER GROUP**

HOYER GmbH Internationale Fachspedition  
Andrea Schwabe  
Wendenstrasse 414-424  
20537 Hamburg | Germany  
Tel.: +49 40 21044 359  
Fax: +49 40 21044 455  
[presse@hoyer-group.com](mailto:presse@hoyer-group.com)  
[www.hoyer-group.com](http://www.hoyer-group.com)

indispensable for us.” By creating the Contract Division, HOYER unifies specialised know-how to develop future-oriented, sustainable logistics solutions.

Photo material is available [here](#).