

CUSTOMER SPOTLIGHT

Fuel Marker Certificates

HOW THE ZAMBIAN GOVERNMENT FURTHER PROTECTS THE FUEL SUPPLY CHAIN WITH MARKER CERTIFICATES TO VERIFY TANKER FUEL



THE SITUATION

In Zambia, fuel is marked by adding marker concentrate directly into the compartments of fuel tanker trucks immediately after they upload their fuel from the legal depots. The tanker driver observes the marking operation and, once it is once properly marked,

receives a “marker certificate” that guarantees the authenticity of the tanker load. The tanker then travels to retail outlet(s) and presents the marker certificate to the retail owner(s) to prove the fuel in the tanker is legal and contains the security marker.



THE CHALLENGE

The governing body knew that one access point for illegal fuel to enter the legitimate supply chain was through retail owners. Tankers who purchased illegal fuel would provide retail owners a fraudulent marker certificate, resulting in the purchase and sale of manipulated fuel. Illegal fuel negatively impacted the economy and the environment, and potentially put retail owners at risk of fines, fuel confiscated and a sanction to pay back underpaid taxes. The Zambian government needed a way to help retail owners easily identify counterfeit marker certificates before purchasing the fuel.



RESULTS

(Results of the comprehensive fuel marking program)

- ✓ **Estimated increase in tax revenue in the first year was 67.5 million USD**
- ✓ **Potential recoverable revenue is around 81 million USD**
- ✓ **Convicted 13 people that were found to be involved with the dealings in illegal fuel**

