

# 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**

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### THE SOLUTION

In addition to the fuel quantity and quality testing programs launched in 2018, the secure documents program was implemented in January 2020 to offer an additional layer of security before fuel is purchased by the retail owner.

Authentix Security Print Solutions worked with the governing body to incorporate advanced security print features using three different security inks and features that guarantee the authenticity of the certificate representing the tank load.

- Watermarked paper
- Pantograph design
- Multicolour stealth ultraviolet



### THE OUTCOME

The retail owner can immediately verify that the certificate is genuine, and therefore guarantee that the fuel is legal, before completing the purchase. In 2018, 21% of filling stations were

selling illegal fuel. Two years later, after implementing a fuel marking program and secure documents, that figure has now dropped to less than 3%.

### ABOUT

Authentix Security Print Solutions is one of the world's leading security print solution providers. For nearly 40 years, we have expanded our expertise in printing custom-designed security features to prevent fraud of critical legal documents, specialized certificates and commercial products. Our commitment to fraud prevention is proven through key patents in security design and production engineering, along with numerous certifications in the area of environmental, quality assurance and security printing processes. Our clients thrive because of a partnership approach and sector expertise leveraging track and trace solutions, in-service management and fulfillment to inspire a safe marketplace rid of counterfeit goods.

Find out how secure documents can enhance your fuel authentication program.

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