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SourceLine

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Source™ FUELING EQUIPMENT SOLUTIONS
Listening. Solving. Delivering.

Volume 1 • Issue 2

Welcome to SourceWare™!

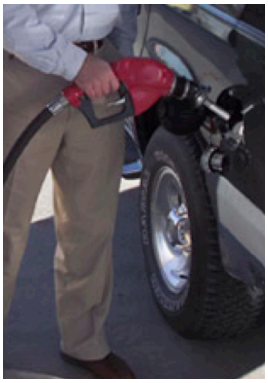
As a commitment to being at the forefront of the cutting-edge technology required to support its customers, Source™ is pleased to announce that it has invested in a new, customized propriety software package that will help solve its customers' needs now and into the future – SourceWare™. Officially launched on Jan. 1, 2012, SourceWare is a one-of-a-kind, web-based, real-time software package that allows Source employees to easily and reliably connect to Source's facilities, inventory and resources from anywhere, at anytime.

Specifically designed for the fueling-equipment industry to deliver an innovative solution for Source employees to access the distribution network, SourceWare is hosted on a virtual network and will help provide Source customers with faster response times, immediate answers to inventory questions, more efficient and customized invoicing alternatives, and a complete purchasing history. In addition, an updated version of the system will also include electronic billing and full UPS integration options.

If you have any comments to share with us, please e-mail Joe O'Brien at:
jobrien@SourceNA.com

Stage II Decommissioning and what it means to you

When the U.S. Environmental Protection Agency (EPA) passed the Clean Air Act, it required that service stations adopt Stage II vapor recovery systems that capture gasoline emissions that would otherwise be emitted into the air when automobiles and other vehicles are refueled at service stations. In addition, the Clean Air Act also required automobile makers to add Onboard Refueling Vapor Recovery (ORVR) systems to automobiles and other vehicles in a phased in approach starting in 1998. Since 2006, all new automobiles and light- and medium-duty cars, vans and trucks are equipped with ORVR systems.



For this reason, and because the EPA has recently determined that ORVR systems will be considered in "widespread use" by June 30, 2013, the requirements for Stage II equipment at service stations will be waived and will allow equipment to be removed or decommissioned. Decommission of Stage II equipment is being done on a state-by-state basis. Each state will ultimately make its own decision if and when to eliminate its Stage II program. This decision is determined by the EPA's "widespread use" policy, the state's vehicle fleet characteristics, and the benefits/costs of keeping Stage II equipment to capture vapors from older vehicles that do not have ORVR systems.

With this in mind, as more and more states begin to claim widespread use of ORVR technology, the need for Stage II vapor recovery component installation, maintenance, and testing will become obsolete. Station owners will begin to benefit from reduced operating costs as a result, but will first need to convert their stations to conventional equipment. For more information on converting your station, please contact your Source representative today.

What is Phase Separation?

One of the main concerns in the supply and storage of ethanol is the potential for what is called "phase separation" in gasoline that contains ethanol. Phase separation occurs when enough water contaminates the gasoline, causing the ethanol to attach itself to the water molecules, leaving two distinct layers in the storage tank, a gasoline-only layer at the top and an ethanol/water "cocktail" along the bottom.

With this in mind, it is imperative that motor fuels containing ethanol not be exposed to water during its distribution or use, making housekeeping at the service station very important in the prevention of water contamination. When dispensing fuels containing ethanol, proper filtration is the answer in the detection of phase separation. Special phase separation "alert" dispenser filters have been developed that will notify the operator of the condition by slowing fuel flow to less than 1 gallon-per-minute. For more information, contact your local Source sales representative.

The Next App

What would you use?

It's no secret, mobile apps have become a strategic asset for a variety of companies. However, often times during the development process of the app, many companies forget to ask themselves one of the most critical questions, "What do our customers need in a mobile app so that it becomes a major benefit to them?"

With this in mind, Source™ would like to ask YOU for ideas relating to what you would be looking for in a mobile app. What functionality would you like to see in the app? What pain points would you like the app to relieve?

Please send your app ideas and suggestions to:

Joe O'Brien at:
jobrien@SournceNA.com.

Tip of the Day

Enhance Dispenser Security

The dispenser is the point where information and fuel are most exposed and vulnerable. So installing additional security options, from physical and mechanical solutions such as locks and adhesive seals to electronic solutions such as camera surveillance and key-coded access, can go a long way in helping protect your assets.

For more information about alternatives to enhancing dispenser security, contact your Source™ representative today.

Introducing SOLUTIONS Design Group

Source™ is pleased to announce the addition of a new division to its company, the SOLUTIONS Design Group. This newly formed Source SOLUTIONS Design Group will support customers and sales staff with expertise on fueling systems, piping layout and design, compliance and regulatory issues. In addition to the formation of this new department, Source is also pleased to announce the appointment of James V. Gaszynski as the Director of its SOLUTIONS Design Group.

"Source is committed to providing our customers with quality products and value added services. We will continue to be our customer's eyes and ears to the future changes in fueling systems," said Glen Corkill, CEO & President. "We look forward to the opportunity for James and the SOLUTIONS Design Group to provide the best solution for any challenges regarding new materials and manufacturers, or future fuels, compatibles, and regulations."

Advantages of LED Lighting

As more convenience stores are retrofitting older stations with LED lighting technology and installing them in new stores, the significant advantages of LEDs are becoming more obvious. Besides from their clear aesthetic advantages, LEDs offer some additional operational advantages.

Perhaps one of the biggest operational benefits for LEDs lies in their dependability. The operational life of LEDs is projected to be from 35,000 to 50,000 hours, compared to 750 to 2,000 hours for an incandescent bulb, 8,000 to 10,000 hours for a compact fluorescent and 20,000 to 30,000 hours for a linear fluorescent bulb. For this reason, LEDs hold their brightness longer and provide a longer life, offering a high return-on-invest through lower maintenance and replacement costs.

Another strength of LED technology is their reduced power consumption, which is a key consideration when trying to reduce energy costs. LED bulbs use only 2-17 watts of electricity and are designed to approach 80% efficiency, which means 80% of the electrical energy is converted to light energy.

This Month's Featured Product

OPW

OPW Stage II Decommissioning Kits

Realizing the great need for stations to convert from Stage II vapor recovery equipment to conventional equipment, OPW Fueling Components has recently developed two new hose point kits to help assist in these conversions – the Premium ConVRsion Vapor Recovery Conversion Kit and the Value ConVRsion Vapor Recovery Conversion Kit. Both kits are currently available in states that are approved for Stage II decommissioning. Each kit includes a nozzle, breakaway, swivel, and vapor recovery adaptor. Questions? Contact your local Source representative today!