

Maintenance Tip: Bollard Protection

Bollards at a fuel island can wear away over time. Consider a protective sleeve that fits over posts, saving you time and costs by eliminating constant scraping from vehicles and the associated need for repainting.



Source™ North America offers a complete line of bollard protection for your fueling site, all of which have the following benefits:

- Available with custom colors, symbols and company logos
- Recessed reflective stripping
- Ultraviolet stable for five years
- Available in round or square shapes
- Available in 4-in. to 10-in. diameters
- Base wraparounds also available

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

Are You EMV – Compliant?

Or, more importantly, do you even know what EMV compliance is?

EMV—which stands for “Europay, MasterCard & Visa”—is a global interoperable credit-card technology standard developed by the three companies (Europay has since merged with MasterCard) that governs the rules regarding the acceptance of integrated circuit (IC) cards, also known as “chip cards,” at POS terminals and ATMs in Europe.

IC cards use “chip-and-PIN” technology that requires consumers to slide their credit card into a reader to access account information when paying by credit-debit card, rather than sliding it through a scanner. The credit cards feature an embedded security chip that is read before the user enters a four-digit PIN to confirm account access.

In August 2011, Visa announced that by April 2013 it would begin requiring its acquirer processors and sub-processor service providers in the United States to support transactions that utilize chip-based cards. In February 2012, MasterCard announced that it too would begin moving its U.S. customers to chip-based credit cards by April 2013.

Not only does the EMV standard require merchants in the U.S. to install the proper card-reading equipment, but there are fraud issues that also must be addressed. If merchants are not utilizing the latest EMV technology, they will be far more liable if credit-card fraud occurs. On the other hand, if credit-card fraud does occur and the merchant is using EMV chip-reading technology, the credit-card issuer will be responsible for restitution to the injured parties.

The move toward chip-and-PIN technology in the U.S. is just the next step in a technological race that some believe will eventually result in entirely wireless transactions, where consumers pay with a simple touch, click or tap in-store, online or via mobile device.

Please contact your local Source sales representative for more details on EMV compliance and the impending April 2013 implementation deadline.

Source™ On Display at NACS

Source™ North America participated in one of the highlights of the trade show season when it set up shop in Booth No. 6223 from Oct. 8-10 at the PEI Convention, which was held in conjunction with the annual NACS Show, this year at the Las Vegas Convention Center in Las Vegas, NV.



Pictured above (left to right) are Jeff Dzierzanowski, New Business Development Manager, Joe O'Brien, VP of Marketing, and Billy Dinkins, Eastern Regional Sales Manager, from Source.

Source's booth was located in the Petroleum Equipment & Service Area and the company was one of a total of more than 1,300 on hand, which combined to cover 370,000 square feet of exhibit space.

For a complete list of Source's upcoming tradeshows, please go to www.sourcena.com.



ac•ro•nym widely used to describe any abbreviation formed from initial letters.

The motor-fuel industry features a wide array of acronyms. Here are some of the more common ones you might encounter:

- RFS** Renewable Fuel Standard
- B100** 100% Biodiesel
- E85** 85% Ethanol
- DEF** Diesel Exhaust Fluid
- SCR** Selective Catalytic Reduction
- EVR** Enhanced Vapor Recovery
- FFV** Flex-Fuel Vehicle
- NBB** National Biodiesel Board
- EMV** Europay, MasterCard & Visa

Tip of the Day

Stage II Vapor-Recovery Decommissioning

Those fueling-site operators who are looking to permanently decommission a Stage II Vapor-Recovery System are advised to read "RP300: Recommended Practices for Installation and Testing of Vapor-Recovery Systems at Vehicle-Fueling Sites," specifically Section 14: Decommissioning Stage II Vapor-Recovery Piping. RP300 is available at www.pei.org.

For more information concerning Stage II Vapor-Recovery System decommissioning, contact your Source™ representative today.

Source™ Adds NCR Radiant to Lineup

Recently, Source™ North America proudly announced that it had become the newest authorized reseller of NCR's Radiant fuel-control and POS solutions for the petroleum and convenience-store market.

This agreement gives Source the ability to provide access to NCR's powerful systems to smaller chain and independent petroleum and convenience retailers. These solutions are designed around the needs of the industry and feature ease-of-use, reliability and low total cost-of-ownership.



NCR's Radiant petroleum and convenience solutions offer fast and secure transactions inside the store and outside at the pump, and simple and intuitive interfaces that allow employees to ramp up with very little training. Additionally, these solutions allow store associates at the point-of-sale station or customers via self-checkout of mobile functionality to ring up food, merchandise and fuel purchases in one transaction.

Please contact your local Source sales representative for more details on NCR Radiant solutions.

Source™ Offers Financial Calculator

Source™ North America has partnered with [GreatAmerica™ Financial Services](http://www.greatamerica.com) to offer a financing calculator, which can be accessed from the Home Page on the www.sourcena.com website.

Users of the financing calculator are able to enter the cost of the equipment they wish to purchase and the length of the loan in order to obtain a monthly payment (36, 48 or 60 months) based on the number of security deposits that are required.

The financing calculator also contains a link to a basic Credit Application, as well as information that addresses the Benefits of Financing and Flexible Financing from an Independent Financing Source.

This Month's Featured Product



Veeder-Root

Inform.NET

Inform.NET is Veeder-Root's enterprise-class software for the monitoring and management of automatic tank gauges. It was co-developed with Titan Management Group. Inform.NET has been designed to offer operators of USTs the ability to connect any number of users to any number of sites via any device that can access the Internet.

Questions? Contact your local Source representative today!