

# VOL 7 ISSUE 5 SourceLine



## UST Update: Deadlines, Incentives and More

The deadline to meet the updated federal underground storage tank regulations was Oct. 13, 2018. However, states with State Program Approval have the authority to set their own regulations and, as such, their deadlines may be different than the federal regulations. Additionally, several states recently released new information regarding their UST regulations. For instance:

[Hawaii](#), [Illinois](#), [New Mexico](#), [South Dakota](#) and [West Virginia](#) have incorporated the federal requirements into their regulations. New Mexico will hold an informational meeting Oct. 18. [Washington](#) and [Wyoming](#) also completed updates to their regulations. [Colorado](#) announced a \$10,000 incentive for completing testing early.

Visit Source's [State-by-State Guide to UST Regulations](#) for the latest news.

## Find Station Essentials at Source's S<sup>3</sup> Website



Source North America's retail website, [Source Simple Solutions \(S<sup>3</sup>\)](#), features more than 3,000 fueling products. Here customers will find nozzles, hoses, breakaways, filters and other fuel island items ready for immediate shipping. Visit [shop.sourcena.com](#).

## How Will the Proposed Fuel Economy Targets Impact Retail Fuel?



The U.S. Environmental Protection Agency (EPA) and U.S. Department of Transportation's National Highway Traffic Safety Administration (NHTSA) recently released a proposal to freeze the Corporate Average Fuel Economy (CAFE) standards at the 2020 requirements. If approved, the standards would require a fleet average of 36.9 miles per gallon (mpg) for cars and light-duty trucks through model year 2026. Under the previous standards, the fleet average was to increase to 51.4 mpg by 2025. The current proposal also revokes California's authority to establish its own emissions regulations that are more stringent than the federal standards. California and several other state attorneys general have said they will file a lawsuit if the proposal is adopted.

Lower national fuel economy standards will affect the fueling market. Here are a few possible scenarios for your consideration:

1. U.S. fuel consumption will be higher than under the original 51.4 mpg targets.
2. Auto manufacturers may struggle to prioritize their production goals amid conflicting global and U.S. demand for advanced emission-reducing technologies.
3. If California is not permitted to set stricter standards, the U.S. automotive market, which has been impacted by regional disparities in demand for electric vehicles, may become more uniform. Conversely, if the federal standard is held to 36.9 mpg and California is permitted to continue setting more stringent requirements, and other states follow California's lead, two automotive markets may begin to develop.
4. Cost-sensitive consumers seeking to reduce fuel expenses may continue to demand advanced fuel economy technologies, independent of what the federal standards dictate.

The EPA and NHTSA have said they will reach a final decision about the fuel economy standards this winter. People working in the fuel industry should monitor what adjustments automakers make to their fleet offerings, as this will be an indication of what fuels will be in demand in the future.

Watch [Fuels Market News](#) and [CSP](#) for Source articles about the fuel economy standards and the outlook on fuel consumption.



Image Courtesy of Buick

## In-Dash Fuel Payment Technology Is Here

Who needs EMV when you have an SUV? Two automakers and two oil companies have introduced new in-vehicle payment platforms that may one day supplant dispenser payment technology as the primary outdoor payment option.

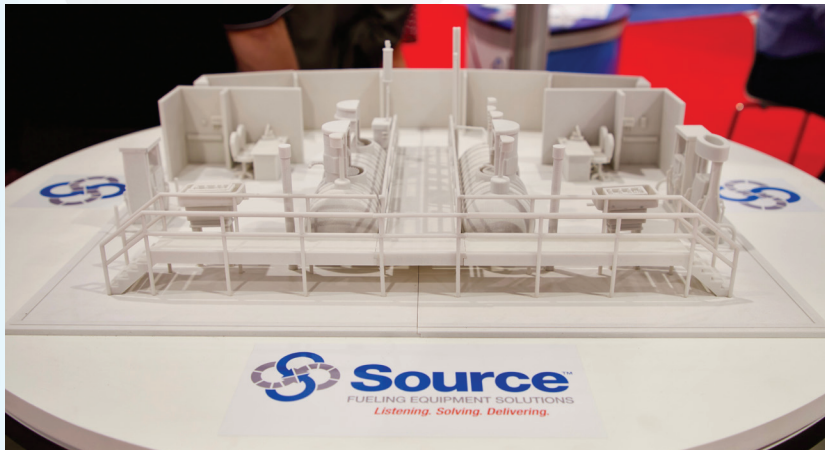
The in-vehicle payment option, available from [Shell Oil Co. and General Motors](#), and [ExxonMobil and Buick](#), enables motorists to pay for their fuel through embedded touchscreen commerce platforms without having to swipe a credit card or use a smartphone. Aside from the convenience and security aspects, both platforms also support loyalty programs, which enables fuel retailers to offer discounts for different payment methods. According to a [PYMNTS.com article](#), some consumers will change payment methods for as little as five cents a gallon.



## Ace Tank Marks 80 Years of Service

[Ace Tank & Fueling Equipment](#) is celebrating its 80th year of providing "Innovative Solutions ... Extraordinary Results" to a broad range of markets in the retail and commercial fueling segments. Recent achievements at Ace Tank include launching a free online [Tank Chart Generator](#). Please join us in congratulating them!

## Source Had a Great Time at This Year's PEI Convention!



View more photos at  
[www.sourcena.com/sourceline/2018-PEI](http://www.sourcena.com/sourceline/2018-PEI)

### 2018 PEI Convention Fuels Education, Networking and More

Source introduced a first-of-its-kind concept in training and education of petroleum equipment applications – Source University – at this year's PEI convention in Las Vegas. Within our facility in Arlington, Texas, we are building a replica of a fuel site, complete with underground storage tanks, submersible pumps, variations of piping and sump fittings, underground dispenser and spill containment, dispensers, hanging hardware, electronic monitoring systems — the works! Our booth included a 3D printed model of the replica fuel site. Visitors were also invited to experience what Source University has to offer via a free 3D app that is available in the Google Play and Apple App Store (search "Source University"). Other highlights from the show include:

**2019 PEI Leaders Elected:** PEI members elected Charles Burns of The Oscar W. Larson Co. as president. William "Bill" Mascott III of Mascott Equipment Co. will serve as vice president. Stephen "Steve" E. Dixon of P.B. Hoidale Co. Inc. was appointed treasurer, effective immediately.

**Source Discusses Fuel Quality & Corrosion:** Source's Manager of New Business Development, Jeff Dzierzanowski, joined a panel of industry heavyweights to discuss "Fuel Quality and Corrosion: The Chicken and the Egg ... And the Future." The panelists touched on the current state of ULSD and other fuel research, the impact, prevention and treatment of corrosion and how future fuels could impact fuel quality and corrosion. *See related story for corrosion-control equipment solutions featured at PEI.*

We are continuously inspired by all of the great things we see and learn at the annual PEI convention. We look forward to seeing you again next year, Oct. 1-4, in Atlanta, GA!



### New & Notable: Products at PEI

Corrosion management for fueling infrastructure was a focus of new product introductions at the PEI convention.

Water, along with biomass in fuel, is a primary contributor to corrosion of fueling equipment. Two Source partners, Franklin Fueling Systems and Veeder-Root, unveiled equipment-driven solutions for removing water in diesel tanks. The Franklin Corrosion Control System and the Veeder-Root Clean Diesel In-Sump Fuel Conditioning System utilize an oil-water separator, connected in the manway of a tank sump that is shared with a submersible turbine pump. The systems extract the water in the fuel.

For more information about these products, contact [your Source representative](#).