

VOL 8 ISSUE 5 SourceLine



Big Things in Store for Source's 40th Year

Source North America is excited to be celebrating its 40th anniversary in 2019! Since our founding, we have grown to 15 facilities. Thanks for your support these past 40 years. We look forward to the next 40 and beyond!

Find Station Essentials at Source's S³ Website



Source North America's retail website, [Source Simple Solutions \(S³\)](#), features more than 3,000 fueling products. Find nozzles, hoses, breakaways, filters and other fuel island items ready for shipping. Visit [shop.sourcena.com](#).



Ace Tank Marks 80+ Years of Service

[Ace Tank & Fueling Equipment](#) is celebrating over 80 years of providing "Innovative Solutions ... Extraordinary Results." Recent achievements at Ace Tank include launching a free online [Tank Chart Generator](#). Please join us in congratulating them!



Follow This Advice to Avoid Common Station Mishaps

All fuel sites with underground storage tanks (USTs) must have personnel on-site who are trained to uphold the safety of customers and co-workers, avert environmental emergencies and prevent unnecessary remediation costs. The levels of responsibility for the on-site personnel are designated as [Class A, Class B and Class C operators](#). Here are three common retail fuel management scenarios where extra involvement from operators pays off.

Stay involved during installation and maintenance procedures taking place at the fuel site.

With many C-stores replacing USTs in the next decade, it's important to oversee the installation. That will help you catch a potential problem before the equipment is buried. Contractors must meet safety and regulatory requirements. If equipment

Document USTs With a 'Birth Certificate'

Source North America encourages operators to create a "birth certificate" for new USTs. The birth certificate records important equipment details before the UST is buried. [Download a free UST Birth Certificate form here.](#)

requires maintenance, verify that the individual servicing it has the proper certifications. If they don't, the equipment's warranty could be voided or its insurance policy could become invalid.

Monitor fuel deliveries.

Cross-drops, improper (or absent) vapor recovery procedures and negligent drivers who cause spills are a few of the most common missteps. It's important for C-store operators to go outside and observe the delivery process and capture proof of improper procedures. Share feedback of improper practices with the fuel supplier to prevent future incidents.

Take slow dispenser flow seriously.

If the dispenser flow has slowed or stopped, it's a red flag. It could be a sign of high water levels, phase separation, excessive corrosion or microbial contamination. Do not override alarms issued by the tank gauge. If the ATG is initiating a submersible pump shut-down, decommission the dispenser until the system can be evaluated by a professional.



EMV Update: Who's Ready for 2020?

A recent [survey](#) shows the majority of fuel operations aren't prepared for the switch to EMV (chip) cards for outdoor automated fueling dispensers, despite counterfeit fraud liability shifting toward the merchant in less than a year.

Connexus found 70% of respondents had zero sites deployed that were EMV operational. Only 42% said they will be fully deployed by the deadline. Software availability was cited as the top challenge facing fuel site operators.

The [shift in liability](#) will occur Oct. 1, 2020. Contact a [Source representative](#) today for a consultation.



Non-profit Resolves to 'Fix Our Fuel'

A Kansas-based non-profit organization is providing an alternative voice on issues regarding ethanol.

Urban Air Initiative is promoting the positive effects biofuels can have on providing cleaner energy. The organization suggests that by replacing aromatics in gasoline — such as benzene, toluene and xylene — with ethanol, toxic emissions will be reduced.

Learn more about Urban Air Initiative at its [website](#).

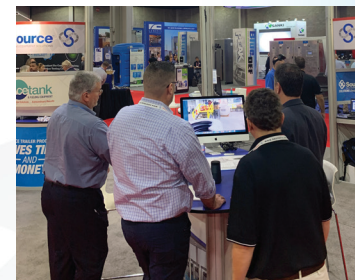
Trade Shows & Conventions — That's a Wrap for 2019!

Source North America concluded its 2019 trade show tour with stops at the Pacific Fuels and Convenience Summit in San Diego in September and the PEI Convention at the NACS Show in Atlanta in October.

At PFCS, Source educated visitors about California UST compliance requirements, EMV upgrades and other fueling challenges facing West Coast fuel site operators.

At PEI in Atlanta, Source debuted a new booth design, where visitors could get to know fueling equipment from every angle. During the show, many PEI attendees visited the Source booth where the Source team conducted remote walk-throughs of the new Source University training center.

What's in store for the fueling industry in 2020? PEI shared results of its annual survey to distributors, contractors and manufacturers during its State of the Industry presentation at the PEI convention. Watch this [video](#) of the presentation to learn more.



The Source booth at the PEI Convention in Atlanta welcomed many visitors who inquired about our new training center in Texas. During the show the Source team led remote walk-throughs of the facility, enabling guests to get a behind-the-scenes glimpse of the exhibit and classroom.

View More Photos at:

www.sourcena.com/sourceline/2019-PEI-Convention



Industry Groups Use Training Center to Advance Fuel Equipment Education

The new Source University training center has hosted many groups so far this year. Our visitors have included the Army and Air Force Exchange Service, AT&T, BP, Empire Petroleum, Garrison Oil, Murphy, Oneida Nations, QuikTrip, 7-Eleven, Tanknology, Unified Services and more!

With its indoor fueling equipment exhibit and Wi-Fi-enabled classroom, the facility provides a safe learning environment where members of the fuel industry can advance their training, host lecture-style programs in the classroom and use the exhibit to reinforce those concepts. Featuring both a standard UST configuration and a California UST configuration, the 2,800-square-foot exhibit area includes equipment that addresses varying compliance requirements.

To learn about hosting a training event:

- Visit the webpage at www.sourcena.com/source-university-training-center/
- Email University@sourcena.com
- Call (847) 364-1744, Ext. 2525



VIDEO: See What Everybody's Talking About

Browse the Photo Gallery at:
www.sourcena.com/SourceUPhotos