

VOL 8 ISSUE 6 SourceLine



40th Anniversary Year Ends on a High Note

As our 40th anniversary year draws to a close, Source North America has much to celebrate. 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!



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!



UST Tip: Create a Birth Certificate

Source North America encourages operators to create a "birth certificate" for new USTs in order to record important equipment details before the UST is buried underground. Download a free UST Birth Certificate form at www.sourcena.com/ust-birth-certificate/.



Replacing USTs? Here's What You Need to Know

A substantial wave of underground storage tank replacements will occur in the next 10 years as many tanks are nearing the end of their warranted service life. Tank replacement is a major investment – in equipment, construction costs and downtime. To prevent unwelcome surprises, complete the following actions before and after UST installations.

1. Revisit your state's UST regulations and any pending revisions that may be in the rule-making process to identify rules that require specific equipment or lead to reoccurring labor and maintenance costs. Discuss these issues with your Source representative, who will be able to present product solutions that address them. To review your state's UST regulations, visit www.sourcena.com/state-by-state-guide/.
2. Familiarize yourself with the unique benefits of fiberglass and steel, and take note of advancements that may help prepare your UST system for the fuels of the future. Consult with your Source representative to learn what prevention solutions might help eliminate the early replacement of damaged or failing UST components. Learn more about the advantages of fiberglass at www.fiberglasstankandpipe.com and the benefits of steel at www.steeltank.com.
3. Collaborate with your representative to develop an itemized list of UST-related costs that extend beyond the purchase of the tank itself. Ask about:
 - Related equipment for USTs (such as anchoring systems and cathodic protection)
 - Backfill
 - Equipment failure rates
 - Known maintenance issues and potential insurance costs/savings
 - Warranty length, terms and stipulations

After the Purchase

While this initial research will establish a strong foundation for a good investment, there is much more to consider after the purchase order for a new UST is signed. To learn what to watch out for [during](#) and [after installation](#) of new tanks, please visit www.sourcena.com/sourceline/ust-replacement/.



E-ZPass Tested as Form of Mobile Payment

[PayByCar](#) is taking mobile payment to a new level. Drivers sign up for the PayByCar service through their E-ZPass electronic toll system. Registered users are able to buy fuel at participating gas stations using their vehicle's transponder. The purchase is charged directly to the payment method that was selected at the time of registration.

When PayByCar customers pull into a participating fuel station, the system recognizes the toll-transponder and smartphone. Customers receive a text, the pump turns on and a receipt is emailed at the close of the transaction.

Learn more about PayByCar [here](#).



A New Way to Roll Is in the Air

Researchers and manufacturers are developing [compressed air-powered vehicles](#) (CAVs) as an eco-friendly alternative to traditional petroleum-powered automobiles.

Tata Motors, India's largest automobile manufacturer, has partnered with France-based Motor Development International to create air-powered vehicles that weigh less than 2,000 pounds and can travel at speeds up to 68.3 mph. Highly compressed air is transferred from stationary compressor stations to the CAV's storage tank. The air is converted to mechanical power by a pneumatic motor.

Manufacturers can produce CAVs at 20% less cost.

Source University Training Center in Action: Our CSRs Expand Their Equipment Knowledge

Source hosted multiple training sessions for our own Customer Service Representatives (CSRs) at our Source University training center in Texas. During the training sessions, the CSRs explored the facility's exhibit of fueling equipment of underground storage tanks, piping, dispensers, monitoring equipment and more. The experience offered the CSRs the opportunity to get an up-close look at the equipment they assist customers with during ordering requests, but rarely get to see in person.

The CSR training illustrates how members of the fueling industry benefit from Source's new educational facility. With its exhibit of fueling infrastructure and an adjacent classroom for lectures and seminars, the facility offers fuel marketers, technicians, regulatory agencies and industry agencies an educational experience that cannot be matched within the fuel industry.

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

View More Photos of Activities At Our Training Center Here!

VIDEO: See What Everybody's Talking About



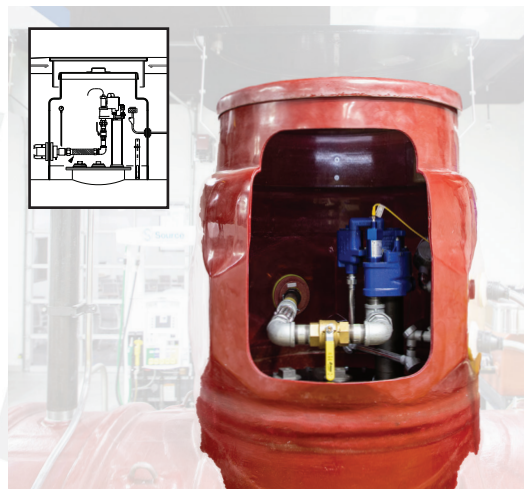
Broaden Understanding of Common Fuel Site Applications at Source's Equipment Exhibit

Source University's exhibit of fueling system equipment offers a unique opportunity to educate members of the fuel industry about various applications related to fuel site management.

For example, the focus from manufacturers at this year's PEI Convention at the NACS Show was on existing product refinement and development, rather than brand new product innovation. This is apropos since ensuring that components are resistant to water, corrosion and microbial growth at key points is critical to compliance with the 2015 UST regulations. The training center enhances compliance management education by offering visitors the opportunity to observe interstitial spaces, sidewall seams and penetration points, which are usually buried underground.

Visit www.sourcena.com/source-university-training-center/ to learn more.

Thank You for a Wonderful 2019!



Source North America would like to thank all of our customers and SourceLine readers for your interest throughout the year. We invite you to browse [Fuels Market News](#) and [CSP](#), where we regularly have articles featured.

We warmly wish everyone a happy holiday season and a 2020 without need of hindsight!