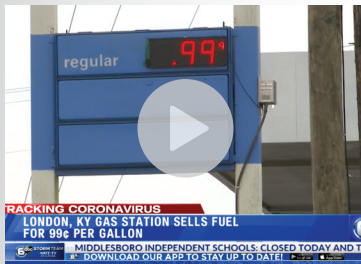


What's Your State's UST Requirements?

Some states have announced contingencies for compliance delays that may result from COVID-19. Source North America invites underground storage tank operators to review our [state-by-state guide to UST regulations](#) for information.



Did You Ever Think You'd See 99-Cent Gasoline Again?

Kentucky, Tennessee, Oklahoma, Wisconsin and Missouri have seen fuel for less than \$1!



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. Here customers will find nozzles, hoses, breakaways, filters and other fuel island items ready for immediate shipping. Visit [shop.sourcena.com](#).



Fuel quality can in fact be a competitive differentiator for fuel marketers. Here are 3 things fuel site operators, technicians and contractors need to know in order to make the most of it.

1. Consumers actually do care about fuel quality.

According to the 2019 Consumer Behavior at the Pump report from NACS, fuel customers are increasingly filling up at specific stations that they have established a preference for. While fuel price is the top driver of preferences, 47% of fuel customers are reported to choose where they purchase fuel based on their perception of the station's fuel quality.

2. The U.S. Environmental Protection Agency (EPA) requires a level of cleaning detergent additives that is LOWER than what many automotive manufacturers recommend.

Keep in mind that the EPA's primary motivation is to protect the environment, not engine technologies. The EPA created a standard in 1997 for the lowest concentration of additives for gasoline. But that level led to performance issues with automotive components that are susceptible to engine deposits. In 2004, automakers and engine manufacturers collaborated to establish the "Top Tier" detergent fuel program, which is a performance standard that calls for higher levels of detergents and restricted metallic content than the EPA standard. This performance standard is shown to substantially reduce engine deposits. Learn more about the development of the Top Tier program in the Convenience Matters podcast, "[Educating Consumers to Care About Fuel Quality](#)."

3. Fueling system equipment selection and maintenance is a key contributor to clean fuel.

Fuel marketers join the Top Tier program by paying a fee to be an approved supplier of Top Tier fuel. But there are aspects of fueling system equipment selection and maintenance that can undermine fuel quality regardless of how high the fuel's detergent level is. Strong water management practices are essential to keep contamination and corrosion-related problems inside the fueling system from diminishing fuel quality. As such, fuel equipment manufacturers are introducing watertight components and corrosion management solutions. Contact a [Source representative](#) to learn more.

Watch for an upcoming article from Source in [Fuels Market News](#) for more information about fuel quality.



This Is Not EPA Approved!

Nevada firefighters discovered a fueling operation where the price of gas was a real steal. Literally.

Las Vegas fire officials uncovered a [makeshift gas station](#) in the backyard of a residence. Officials suggested the fuel was purchased using stolen credit card information.



Detect Skimmers with New Mobile Apps

By using Bluetooth capabilities on credit card skimmers, criminals can wirelessly download stolen data. Stations need to meet this threat with an aggressive approach to detection.

Fortunately, new mobile apps enable station operators to detect the bluetooth capabilities without having to take the dispenser apart. Visit your app store to learn more.



FRP Risers in Review

The Petroleum Equipment Institute sought feedback about heavy-duty fiberglass reinforced plastic (FRP) tank riser assemblies for a potential update to [PEI RP100: Recommended Practices for Installation of Underground Liquid Storage Systems](#). (RP100 currently does not recommend the use of non-metallic risers.) Watch SourceLine for updates.

Q1 Events: 'Til We Meet Again

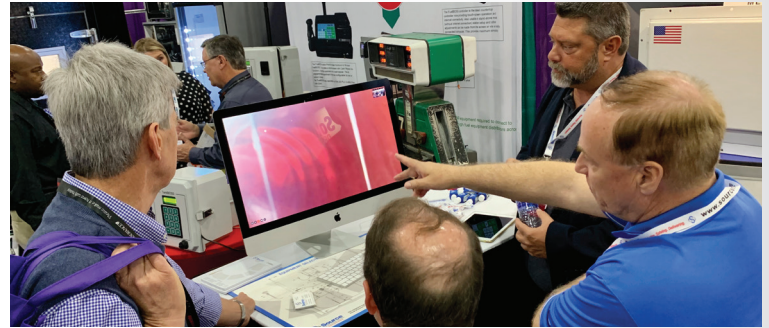
It's fair to say that this year's trade show and special events season is off to an unprecedented start.

In February and early March, remote walk-throughs of our Source University training center were a big hit at both the Southeast Petro-Food Expo in Myrtle Beach and WPMA in Las Vegas, which was one of the best WPMA conventions in recent memory. The Source booths (booth 208 for WPMA and booth 317 for Southeast Petro) welcomed a steady stream of visitors who got a brief look at our training facility.

Two trade shows that Source North America had planned to attend in mid and late March were postponed due to COVID-19. Show organizers for [M-PACT](#) report that the show has been rescheduled for July 22-24, 2020, in Indianapolis. Organizers for [NECSEMA](#), which was originally scheduled for March 18 in Springfield, MA, have also indicated the show will be held in the future. Please visit the event websites for details.

Virtual Events Gain Momentum

Some industry events are being re-cast as virtual experiences. Of note: the [NACS State of the Industry Summit](#) will be available for online viewing April 14, and the Fuels Institute's [FUELS2020](#) is preparing a virtual event to be held May 19-21.



Source welcomed many visitors to its booth during the 2020 WPMA Convention (top photo) and Southeast Petro-Food Marketing Exposition (bottom photo).



During a February sales meeting, Source team members got an up-close look at the training center's underground storage tank that is outfitted for California's regulatory requirements.

Source University Training Center in Action

In early February Source hosted its sales meeting at the Source University training center in Arlington, Texas. During the event, the Source team utilized the facility's Wi-Fi-enabled classroom to conduct discussions and then explored the exhibit of fueling system equipment that includes underground storage tanks, piping, dispensers, monitoring equipment and more.

To learn more about Source University or to browse photos from other past training sessions, please visit www.sourcena.com/source-university-training-center.



Video Spotlight: Fuel Delivery Goes Awry

Our latest "Video Spotlight" illustrates what can go wrong during a routine fuel delivery. Watch [this video](#) from Tank Savvy Minute that reminds us about the importance of following proper Stage I Vapor Recovery procedures.

In 2020, Source North America wants to help fuel site operators, jobbers and technicians have 20-20 vision. We want to help educate the fueling industry — in a fun way — about fueling system equipment. Our ultimate goal is to help prevent a regrettable situation, such as the vapor fire featured in this video, from manifesting itself at a fuel site.