



Forecourt Solutions for the Future of Fueling

Source North America's Retail Sales Solutions team is dedicated to helping station operators future-proof their forecourts. We invite you to visit www.sourcena.com/retail-sales-solutions/ to browse a selection of products designed to deliver great customer experiences, drive in-store sales and enhance a fuel site's brand image. [Check here for Special Promotions.](#)



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Source North America's retail website, Source Simple Solutions (S³), features more than 3,000 fueling products. Visit shop.sourcena.com.



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Ace Tank & Fueling Equipment is celebrating over 80 years of providing "Innovative Solutions ... Extraordinary Results." Ace Tank's proprietary [FuelSafe Systems](#) are designed to be turnkey fuel storage and handling systems. Also, check out Ace Tank's [free online Tank Chart Generator](#).



Talking Points: The State of the Industry

There are several issues of interest regarding the future of the fueling industry. Here's a quick rundown of what we heard about them at the PEI Convention.

Q: What will become of state UST insurance funding?

A: Some experts are suggesting that UST insurance coverage through state funds should shift to risk-based pricing. Single-walled tanks and USTs over 30 years old could be outlawed. These changes could force owners of high-risk tanks to obtain coverage through private insurers, which will be more expensive. It may also inspire states to stop offering tank insurance altogether.

Q: What will be the next-generation fuel for heavy-duty trucking?

A: Right now, diesel is still king. But with biodiesel, renewable diesel and alternative power sources including electric, hydrogen and CNG expanding, which power source will be the future king is still unclear. We'll be monitoring [Fleet News Daily](#) for news about this, and we recommend you do the same.

Q: Can farmers and oilmen unite?

A: These two powerful lobbies, which are perpetually at odds, seem to have a common goal of maintaining a petroleum-based biofuel as the high-octane, low-carbon solution for the next 25 years. We'll be looking to the [Renewable Fuels Association](#) and the [American Petroleum Institute](#) for developments.

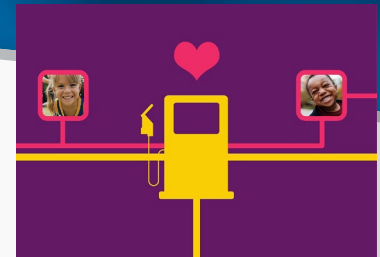
Q: How will investment in U.S. infrastructure impact the future vehicle fleet?

A: If improvements to the electrical grid dominate funding priorities, then a nationwide framework to support electric vehicles may be closer than we think.

Q: How will the fuel industry respond to a technological game-changer?

A: Breakthrough technologies continuously emerge, and they have the potential to severely disrupt the fueling industry. One such example to keep an eye on is a plan to pilot wireless charging technology in Indiana that can be installed in pavement, allowing electric vehicles to charge as they are being driven.

Watch for PEI's 2021 State of the Industry video to post [here](#).



New Charity Initiative: The Giving Pump

Shell Oil Co. recently launched [a new program](#) that allowed customers to give back to local charities through their purchases at a designated "Giving Pump" at 2,900 Shell stations located across the country.

A portion of the purchases made at these pumps is being donated to children's charities.



New Diesel Reports Become Available

Two reports regarding the storage and handling of diesel have been released.

The Coordinating Research Council released a report with the aim of identifying factors that might lead to corrosion in underground diesel storage tanks. The report identified 11 factors likely to be responsible for increased corrosion, concluding that the presence of free water contributed to mild steel corrosion. The report found no significant association between corrosion and biodiesel, nor between corrosion and sulfur content. Learn more about the findings [here](#).

In addition, the NACS Fuels Institute released the report "Diesel Fuel Loading and Delivery" that highlights steps to follow during loading and delivery that improve diesel fuel quality. Download the report [here](#).

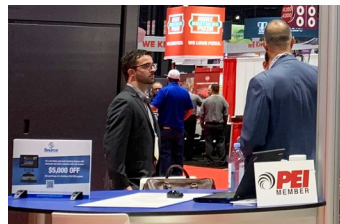
It's Wonderful to Be Back at the Source Booth!

Make no mistake: one trade show is great, but three trade shows are even better!

We loved seeing everyone in-person at M-PACT (booth 406) in Indianapolis, the Pacific Fuels and Convenience Summit (booth 616) in San Diego and the PEI Convention at the NACS Show (booth 3921) in Chicago.

It was especially rewarding to return to NACS. Source was a [Featured Exhibitor](#) for this year's event and Source's own Jeff Dzierzanowski participated in the educational panel "Trends in Biofuels and a Bridge to the Future."

No matter which area of the country we get to attend shows in, we're always thrilled to get to connect with attendees – you all make the events special!



Looking Ahead: Upcoming Events

Two programs of interest to people working in the fueling industry will be taking place in the coming months.

The [ASTM Aviation Fuels class](#), which will cover aviation fuel specifications and test methods, will be held Oct. 26-28 in West Conshohocken, PA.

The [SIGMA Annual Conference](#) will take place Nov. 2-4 in Scottsdale, Arizona. The event will include education sessions that will cover issues of interest and SIGMA's latest advocacy initiatives.

Source University Training Center Welcomes Several Industry Experts

The Source University Training Center in Arlington, Texas, has been busy!

Source team members from across the country participated in training sessions that covered all things fueling with leading industry experts. The facility welcomed educators from OPW, Veeder-Root and Franklin Fueling Systems, who worked alongside Source's in-house experts to provide valuable insights to the program's participants.

The Source University Training Center continues to welcome groups for training, conferences and other events. An expansion of the exhibit is under way to include aboveground storage tanks and tank truck displays.

To take a 360° tour of the training facility's classroom amenities, or to inquire about scheduling an event, please visit our [Source University Training Center page](#).

