



Plan Your Fueling System with Source

The Source SOLUTIONS Design Group helps fuel site decision-makers and their project partners develop aboveground and underground fueling infrastructure plans. Get CAD drawings, specifications lists, compliance confirmation and more. Visit [this webpage](#) to learn more or request assistance from the SOLUTIONS Design Group.



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. Visit [shop.sourcena.com](#).



Create a Free Tank Chart Today

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. Other achievements at Ace Tank include launching a [free online Tank Chart Generator](#). Check it out!



FUTURE-PROOFING Begins with Equipment Selection

Selecting future-proof equipment is a key to driving profits and lowering costs. Source North America's [Retail Sales Solutions](#) team provides these tips for selecting fueling system and convenience equipment that will contribute to a competitive future.

Driving Profits

Creating a welcoming, safe and pleasant customer experience is more important than ever. Consider this:

- In addition to being a primary customer interface, fuel dispensers and EV chargers have a big impact on curb appeal.
- Solutions that help marketers learn more about customers in order to provide them personalized experiences at multiple interfaces will increase higher-margin sales.
- Technologies that enable retailers to serve customers the right advertising or promotion at the right time will drive sales and help retain business.
- Open architecture platforms eliminate restrictions posed by proprietary products. They help make adjacent solutions compatible regardless of brand affiliation, enabling integrations that will improve the customer experience.

Lowering Costs

Although advanced technologies often have higher prices than comparable legacy solutions, the total cost of ownership may actually be lower. Savings may be derived from:

- Upgradeable solutions that will accommodate future technologies
- Remote monitoring and updates that reduce labor
- Fewer wear parts and failure points
- Two or more discrete solutions combined into one (such as a POS that doubles as a customer-facing self-serve kiosk)

Learn more in an upcoming article by Source in [Fuels Market News](#).



Short Hauls Are Going Electric and Driverless

Electric, autonomous trucks are making serious inroads toward driverless deliveries that may re-imagine short-haul logistics.

[Gatik](#) is completing daily autonomous "middle mile" business-to-business delivery runs on Arkansas public roads without a safety driver behind the wheel. Sweden-based [Einride](#) began testing autonomous "pod" trucks in private U.S. freight yards in November.



Support for EV Is Accelerating

Coalitions are forming to support a nationwide EV charging network:

[Joint Office of Energy and Transportation](#): This new federal office aims to establish a national network of 500,000 EV chargers.

[The National Electric Highway Coalition](#): This group aims to establish fast charging ports along major corridors in the U.S. by the end of 2023.

[Southeast Electric Transportation Regional Initiative](#): More than 60 stakeholders will collaborate to leverage transportation electrification in the Southeast.

[The Joint Electric Truck Scaling Initiative](#): Daimler Trucks North America and Volvo Trucks North America are producing Class 8 battery-electric trucks for California fleets.

You're Invited to Visit the Source Booth at These Q1 Trade Shows



WPMA
Feb. 22-24
Las Vegas, NV
Booth 208
For more information:
Visit www.wpma.com.



Southeast Petro-Food Marketing Expo
March 2-3
Myrtle Beach, SC
Booth 317
For more information:
Visit www.sepetro.org.



NECSEMA 2022
THE NEW ENGLAND CONVENIENCE STORE & ENERGY MARKETERS ASSOCIATION
DRIVING BUSINESS. SPARKING SOLUTIONS. FUELING GROWTH

NECSEMA
March 16
Springfield, MA
Booth 55
For more information:
Visit www.necsema.net.



Source University Training Center Wraps Up 2021 with On-Site Event

The Source University Training Center hosted another educational session in December that featured an on-site visit from Veeder-Root. Participants explored the exhibit of fueling system equipment that includes examples configured for typical U.S. requirements as well as equipment that meets California regulatory requirements.

The training facility's exhibit is being expanded 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](#).



We Have a POS Contest Winner!

Congratulations to Brian Jacobs from BGIS Global Integrated Solutions of Kerrville, TX, who was the randomly selected winning entry in Source North America's Retail Sales Solutions' C18-5K Giveaway. BGIS receives \$5,000 off the purchase of a Verifone C18 POS system.

Brian entered the contest when he visited the Source booth at the PEI Convention at the NACS Show in Chicago in October 2021.

"We'd like to extend our gratitude to Verifone for their support in helping Source conduct this contest," said Joe O'Brien, Vice President of Marketing at Source.

With the ability to be used as a POS or self-checkout and kiosk, the C18 is engineered to provide multiple solutions in a single device. Learn more about Retail Sales Solutions special promotions [here](#).



Diesel, Renewable Fuels and EVs: Insights from Across the Industry

From the Fuels Institute:

[Diesel Fuel Sampling Study: An Evaluation of Diesel Fuel Sold and Consumed in the U.S. Market](#): This report summarizes the evaluation of diesel fuel for properties that may affect engine operations or contribute to tank corrosion and product contamination.

[Supercharged: The Environmental Impact of Electric Vehicles](#): This literature review assesses how the lifecycle of an EV impacts the environment compared to an internal combustion engine vehicle.

From the Renewable Fuels Association:

[National Ethanol Conference](#): Slated for Feb. 21-23 in New Orleans, the agenda includes "Retailer Roundtable: The Future of Refueling" and much more.

From CSP:

[2021 Outlook Survey](#): Conducted in September 2021, the survey reports that 43% of respondents indicate that EVs will have the harshest effect on future gasoline demand and plan to adapt their fuel offering to add electric car charging.