

## Welcome to SourceLine!

Hello, and welcome to the first Source<sup>™</sup> Newsletter. Last year and the first half of 2012 has been exciting for us. This was highlighted by the launch of a comprehensive brand image and marketing campaign that featured the introduction of a vibrant, exciting new corporate logo, tagline, advertisements and sales tools.

We are confident that the momentum created by the brand image campaign will carry over into the 2<sup>nd</sup> half of 2012 and beyond. This newsletter is a part of the initiative to increase Source's communications with you and we hope it will be an valuable tool.

**"Listening. Solving. Delivering."** is the new focused tagline for Source. With that in mind, please feel free to send us your feedback on this newsletter and how Source is doing, in general. We'd love to "listen" to your comments and use that feedback to "solve" any issue you may. Ultimately, our goal is to "deliver" these solutions to you flawlessly.

We hope you enjoy this newsletter and wish you a successful 2012 and beyond!

*If you have any comments to share with us, please e-mail Joe O'Brien at:*  
[jobrien@SourceNA.com](mailto:jobrien@SourceNA.com)

## Fueling Station Maintenance: Breakaway Valves

Proven lifesavers, breakaway valves separate when pull-strain loads on fluid lines exceed a predetermined value. Breakaway valves prevent fueling station drive-aways from becoming major disasters by uncoupling at a predetermined pull-strain and instantly sealing at both ends of the break. They can prevent costly damage to dispensers, eliminate station downtime and avert the major danger of runaway fuel spillage.

Breakaway valves can be reconnected in minutes by simply replacing the metal-tipped shear screw. Breakaway force provides ample protection for dispensers, while also preventing accidental disconnection caused by aggressive hose handling.

The primary function of breakaway valves is to protect the attached fuel-system lines from damage due to excessive separation loads. Breakaway valves safely separate at the fuse area, preventing a fuel-line rupture while sealing the fuel lines before the attached plumbing material can be stressed to the point of failure or leakage.

The breakaway fuse is usually designed to separate at 25% to 50% of the attached plumbing's normal strength, allowing controlled and safe separation in the line, and valve closure before damage occurs.

See the similar stories online at:  
[www.sourcena.com/category/news-events](http://www.sourcena.com/category/news-events)



## Ask a Tech

### Question:

**How can I replace a breakaway valve that was damaged during a drive-away incident?**

### Answer:

1. Turn off and tag the power to the dispenser. The dispenser must be de-energized prior to service in order to avoid personal injury.
2. Barricade the work area in order to block vehicle access to the dispenser.
3. Close the dispenser's shear valve prior to removing hanging hardware (hoses, safety breakaways and nozzles).
4. Drain any liquid product from the hanging hardware into an approved container prior to replacing any hanging-hardware components.
5. Remove hanging hardware from the dispenser prior to connecting the replacement components. It is recommended to connect the whip hose to the dispenser last during hanging-hardware reassembly.
6. Reverse the shutdown process to put the dispenser back in service (open shear valve, turn power on, etc.)



**NOTE:** Be sure to follow the installation instructions of your specific breakaway make and model.



acronyms widely used to describe any abbreviation formed from initial letters.

The fuel equipment industry features a wide array of acronyms. Here are some of the more common ones you might encounter:

- PEI** Petroleum Equipment Institute
- NACS** National Association of Convenience Stores
- API** American Petroleum Institute
- OPW** Ohio Pattern Works
- EBW** Enterprise Brass Works
- TLM** Tank Level Monitor
- TLS** Tank Level Sensor
- CARB** California Air Resource Board
- AST** Aboveground Storage Tank
- UST** Underground Storage Tank

### Tip of the Day

#### Be Careful Using Teflon Tape.

Teflon by its nature is slippery. Putting Teflon tape on hard metal (chromed-brass, steel, etc.) and then thread that into an aluminum port could cause damage to the lighter metal part. This can occur when threading a hose into a nozzle, swivel or a breakaway.

Using pipe dope or a sealant instead of Teflon tape will help guard against the urge to over-torque. Some techs have a great "feel" for the amount of torque even with tape. Teflon® is a registered trademark of DuPont.

## Source™ Introduces New Brand Image



# Source™

FUELING EQUIPMENT SOLUTIONS

*Listening. Solving. Delivering.*

During the second half of 2011, Source™ launched a new brand image and marketing campaign that included a new logo, tagline, advertisements and sales tools. The new logo was designed to express the company's status as the industry's central source for fueling equipment solutions, which is accomplished by **listening, solving, delivering** exactly what the customer needs.

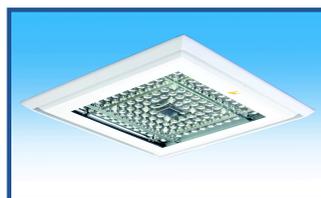
"This is an exciting time for Source," said Glen Corkill, CEO and President. "We are a growing company. As a result, we needed to strengthen our brand image and messaging so that we were properly expressing the essence of today's Source. We are a highly progressive company that is committed to being a marketer's sole source for all equipment needs. We are more determined than ever to deliver the highest levels of customer care in the industry. The new logo reinforces the message that the path for all your equipment needs leads to Source."

## Source™ Debuts Remodeled Website

Source™ recently launched a dramatically redesigned website at [www.sourcena.com](http://www.sourcena.com). Source's new Internet home has been designed to embody the company's forward-thinking vision and commitment of being the industry's central source for fueling equipment solutions by **listening, solving, delivering** on their customers' needs.



## This Month's Featured Product



### LSI

**LED Crossover Gold Canopy Lighting**  
 Inspired by LSI's Scottsdale® and driven by LSI's innovative Crossover® LED technology, the Crossover Gold (CRS) canopy fixture is the best LED canopy lighting solution in the market today. For more information, please contact your local Source sales representative.