

# VOL 5 ISSUE 4 SourceLine



## Find Close-out Deals at Source's S<sup>3</sup> Website



Source North America's new retail website, [Source Simple Solutions \(S<sup>3</sup>\)](http://shop.sourcena.com), features more than 3,000 fueling products including a new promotional [close-out section](#). Here customers will find nozzles, breakaways and more at significantly discounted prices (while supplies last). To browse our station equipment and close-out deals, please visit [shop.sourcena.com](http://shop.sourcena.com).



## Threat Forecast

According to [PEI](#), the petroleum equipment industry faces these potential threats in the coming years:

- Decline in retail and municipal fueling stations, and an increase in mega petroleum marketers and predatory pricing
- Growth of mega and nontraditional online distributors
- Equipment manufacturers who disrupt the traditional distribution sales model
- Increased use of alternative fuels that subsist outside of the petroleum industry
- Disruption in petroleum distribution due to world events or refinery obsolescence
- Regulations that inhibit growth, and/or customers' resistance to regulations
- Sites performing their own service work or using non-certified service technicians
- Increased enforcement of contract indemnification clauses and requirements for surety bonds and liability insurance



## The Next Frontier of Fueling

### Will 2026 Usher in a New Era?

There's quite a bit of talk about the impact electric-powered cars will have on conventional fueling. Could the electric-powered car eliminate the gas station in 10 years? With fuel purchases remaining consumers' primary reason for stopping at C-stores, and purchases inside C-stores driving profitability, it's a question that is influencing fuel marketers' investment strategies. With that in mind, here are some concepts in which gas stations could remain a fixture for some time to come:

**Stop and Swap:** The movement to "go electric" has been challenged by the electric car's inability to go long distances on a charge, the lack of charging stations and the time it takes to re-charge the car. What if, instead of creating charging stations, the fuel centers of 2026 invited drivers to swap a plug-in electrical battery unit – similar to how we exchange empty propane canisters today?

**Tunnel Vision:** Perhaps the future of fueling will resemble a car wash: pull up to a bay, queue your car on a track system, exit the car and authorize payment through a thumbprint at a kiosk. While your car is fed through the bay's automated re-fueling or wireless recharging system, you can walk over to the adjacent store and shop for convenience goods (which are charged to the same tab started by your thumbprint.)

**Trash Talkin':** In "Back to the Future II," a reactor that converts garbage into energy powers the time-traveling DeLorean. Although automotive-sized reactors are still more science fiction than reality at this point, large-scale facilities that convert biogas produced by decomposing trash into hydrogen could create a whole new fuel network. Perhaps one day we'll be dropping off garbage at refueling stations and receive a credit for our trash to fuel up with a biomass fuel.

For more insights into the next era of fueling, watch [Fuel Marketer News](#) for Source's next "Fueled for Thought" column.

## Can You Imagine a C-Store Airbnb?



In addition to fuel, snacks, sodas and other C-store essentials, one West Coast gas station is inviting people to get some Zs.

The Sanborn and Market Gas convenience store in Salinas, Calif. is renting out its store on Airbnb to people who might enjoy the novelty of sleeping at a C-store. Accommodations are somewhat limited (no bed or shower), but guests can treat themselves to coffee, soda and ice cream. Learn more about it in this [Petrol Plaza story](#).

## Fueled For Thought: Grow with the Flow

How can retailers maximize the growth within the C-store industry? Source answers this important question in its latest "[Fueled For Thought](#)" column in Fuel Marketer News.

## Ace Tank Moves to New Location



[Ace Tank & Fueling Equipment](#), a division of Source North America, is moving to a new location near Seattle, Washington. Ace Tank's phone number, (800) 426-2880, remains the same.

**NEW LOCATION:**  
Ace Tank & Fueling Equipment  
19111 Des Moines Memorial Drive  
Suite H  
SeaTac, WA 98148

## Source Discusses Biofuel Compatibility

# Fuels Institute

Source North America's Jeff Dzierzanowski was a featured presenter at the [Fuels Institute Summer Symposium](#) on June 30.

During his presentation, Jeff emphasized the importance of addressing equipment compatibilities across the entire fueling system when introducing biofuels and higher ethanol blends to the forecourt. With a typical fueling system comprising approximately 60 components, there are many system parts that require attention beyond the big-ticket items such as tanks, dispensers and piping.

For assistance with a biofuel project, call (800) 765-2080 or send Source an [email](#).

## Summertime Fun – Clay Shooting & BBQ

Source North America proudly participated in events held by the [Illinois Petroleum Marketers Association](#) (IPMA) and the [Oregon Fuels Association](#) (OFA) in July.

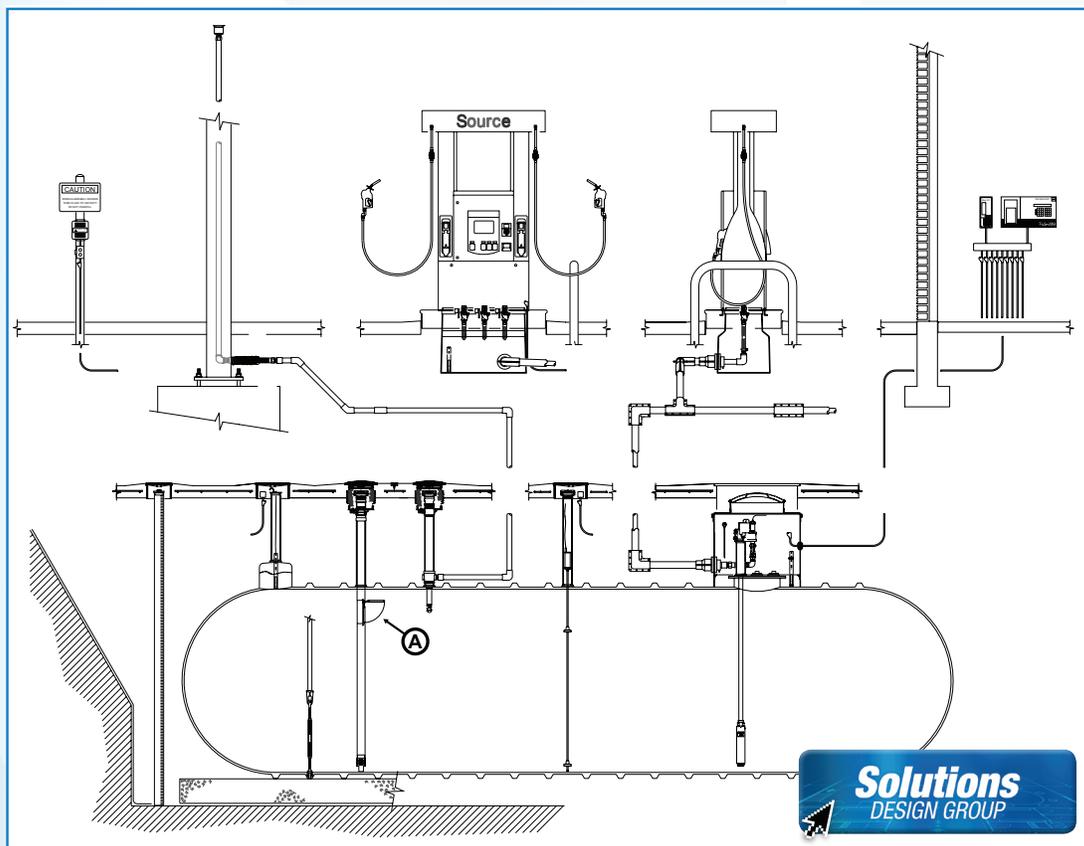
Source sponsored the luncheon for the IPMA's 21st annual Sporting Clay Shoot July 13 in Oakland, IL. The clay shoot was part of the organization's Summer Scramble Golf Outing held at the two University of Illinois Golf Courses in Champaign.

In addition, Source and five of its "friends" sponsored the OFA's kick-off BBQ that was held in conjunction with the association's annual conference July 17-19 at Eagle Crest Resort in Redmond, Ore. The BBQ not only served up great food and drinks, the conference kick-off event featured an 18-hole putting course and a bean bag toss. Source would like to thank its partners Containment Solutions, Inc., Franklin Fueling Systems, Gilbarco Veeder-Root, Husky and OPW for helping to support this fun OFA industry event.



The Illinois Petroleum Marketers Association's clay shoot, held July 13 in conjunction with its Summer Scramble, was a huge success.

## Equipment Guide: Understanding Overfill Prevention Valves for USTs



Pictured in the Diagram:

A. Overfill prevention valves for underground storage tanks help prevent fuel spills during product deliveries.

**What overfill prevention valves do:** Overfill prevention valves for underground storage tanks prevent fuel spills that might occur if the tank was overfilled during product delivery. Overfill prevention is required for USTs filled with more than 25 gallons of product at one time.

**How overfill prevention valves work:** There are two primary types of overfill prevention valves for USTs – automatic shutoff valves and flow restrictor valves. An automatic shutoff valve stops the flow of product when it reaches a certain level in the tank. Flow restrictor valves slow product flow when it reaches a certain level, which alerts the operator to stop delivery. Aboveground storage tanks require a special overfill prevention valve designed for that application.

**Source solutions:** Source is proud to offer overfill prevention valves from EBW® (Franklin Fueling Systems), Emco-Wheaton and OPW. Call (800) 572-5578 to order an overfill prevention valve today.