

VOL 8 ISSUE 1 SourceLine



Big Things on Horizon in Source's 40th Year

Source North America is excited to be celebrating its 40th anniversary in 2019!

Since our founding, we have grown to 15 locations and expanded our offerings to include unique services such as fuel system design and our trailer program. This year our mission is to launch a first-of-its-kind training center for the petroleum equipment industry, complete with a life-size replica fuel site (see related story).

Thanks to our customers, vendor partners, business partners, friends and family for your continued support these past 40 years. We look forward to the next 40!



Source Moves to Orange, CA

Effective Jan. 14, 2019, Source has moved its facility formerly located in Anaheim, CA, to Orange, CA. Visit Source at its new location:

Source – Orange County
808 W Nicholas Ave.
Orange, CA 92868
(800) 588-0967

The facility's phone number remains the same. The new location is easily accessible from the 57, 22 and 55 freeways. Please stop by and visit us at the new location!



Is the Retirement Age for USTs Shifting?

Most people in the petroleum industry expect a properly maintained underground storage tank to provide 30 years of dependable service, maybe more. But those views are no longer in sync with many insurance providers, who are less willing to cover aging tanks.

Today, the USTs installed in the '80s and '90s are approaching their 30th birthdays. UST owners who have tanks nearing this milestone are facing some tough choices about the future of those tanks. Here's a look at some of the issues that need to be considered.

A Means to Show Financial Responsibility (FR)

To meet federal FR requirements, UST operators need to demonstrate they can cover remediation and compensation costs if a release occurs. UST pollution liability insurance is one of the most popular ways to meet the FR requirement.

But as a tank gets older, the risk to the insurer increases. Some insurance companies have stopped offering UST policies due to growing losses. According to the Association of State and Territorial Solid Waste Management Officials' (ASTSWMO) [Guide to Tank Insurance](#), some insurers have made a blanket decision not to sell insurance for tanks over 20 years of age, and even more importantly, not to renew any policies with tanks older than 26. The insurers who will issue coverage often offer policies that are not competitively priced.

Costly Consequences

[State funding](#) for FR is also diminishing. With financial support for UST management beginning to abate, a fuel site operator has important decisions to make: Pay higher UST insurance rates? Install new tanks? With projections of higher interest rates in the economic forecast, tank replacement could be an expensive undertaking. Operators who save a little money each year to fund future tank replacement will find themselves in the best position for the future.

For more information about insurance coverage for aging underground storage tanks, please watch [Fuels Market News](#) and [CSP Daily News](#) for Source's latest article.



Mobile C-Store Concepts Are Now in Motion

Two mobile convenience stores are redefining the very idea of convenience in the United States.

Cargo, an in-car commerce company, stocks Uber and Lyft drivers with mini concessions. Drivers sell snacks, electronics, toiletries and cosmetics to their passengers for a 25% commission. Learn more in this [Forbes article](#).

[Robomart](#) pairs a mini grocery store with a self-driving vehicle. Customers request Robomart through a mobile app. When the vehicle arrives, they unlock the mini mart through the app, select their goods, and close the Robomart through the app. The card that is on file is charged for the purchases. To see the concept in action, watch [this video](#).



EPA News: Training & UST Performance

The U.S. Environmental Protection Agency added training opportunities to its [UST and LUST Training webpage](#). Visit the page for compliance, financial assurance, emerging fuels, state program oversight and LUST cleanup education resources.

The EPA also added new data about [UST performance](#) for the end of fiscal year 2018, reporting that 70.3% of UST facilities are in significant operational compliance. For information about UST regulations in your state, visit Source's [State-by-State Guide to UST Regulations](#).

Visit Us at These Trade Shows

(Source & Ace Tank)
Feb. 19-21
Booth 209, Las Vegas, NV



SOUTHEAST PETRO-FOOD
MARKETING EXPOSITION

March 6-7
Booth 317, Myrtle Beach, SC

March 20
Booth 149, Worcester, MA



March 26-28
Booth 1007, Indianapolis, IN

PEI Corner: RP1700 Covers Procedures for Tank Closures

The Petroleum Equipment Institute published a new "Recommended Practices" that guides tank operators, contractors and regulators through tank closure and removal procedures.

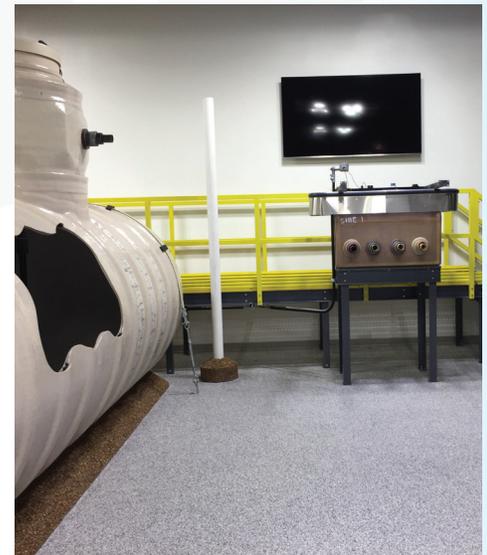


RP1700 covers practices for both underground storage tank and shop-fabricated aboveground storage tank systems. It summarizes decommissioning, removal, closure in place, storage, transportation and off-site disposal of tanks that contained petroleum products.

Recommended Practices for the Closure of Underground Storage Tank and Shop-Fabricated Aboveground Storage Tank Systems applies to facilities with regulated or non-regulated USTs, shop-fabricated ASTs and related equipment in a system with petroleum products.

Order RP1700 at www.pei.org/rp1700.

Source University's New Training Center in Texas Is Now Open!



(Left) Source team members check out the life-size exhibit at Source University. (Center): PEI visited the campus in January. (Right): The exhibit includes a tank that meets California regulatory requirements, a dispenser containment sump and other common fuel site equipment.

We are very excited to announce that our new training facility in Arlington, Texas, is open!

The training center includes a replica fuel site that allows visitors to explore fueling infrastructure that most people don't have the opportunity to see up-close. A life-size exhibit showcases equipment used to store, dispense and monitor petroleum products. The display includes a configuration of a site that is typical of most of the United

States, while another portion features equipment that meets California requirements. A classroom enables Source and other interested parties to host training and seminars.

For information about setting up a training session, please contact Source's Vice President of Marketing, Joe O'Brien, at (847) 364-1744, Ext. 1235, or at jobrien@sourcena.com. You may also reach out to your sales representative for details.

Visit the website to see more photos!