

VOL 8 ISSUE 3

SourceLine



Big Things in Store for 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 facilities, and this year we introduced a first-of-its-kind training center for the petroleum equipment industry. Thanks for your support these past 40 years. We look forward to the next 40 and beyond!



Ace Tank Marks 80+ Years of Service

[Ace Tank & Fueling Equipment](#) is celebrating over 80 years of providing "Innovative Solutions ... Extraordinary Results". Recent achievements at Ace Tank include launching a free online [Tank Chart Generator](#). Please join us in congratulating them!



UST Update: A Guide to State Deadlines

Visit Source's [State-by-State Guide to UST Regulations](#) for the latest regulatory deadlines for underground storage tanks. For more UST management resources, visit [USTTraining.com's UST Resources Library](#).

Revenge of the Gas Tax: It's Time to Pay Up



Roadway funding continues to be a topic of debate. As funding diminishes and roads continue to deteriorate, leaders are debating how to address urgent repairs and identify a sustainable revenue source for future infrastructure needs.

Historically, the primary source for transportation funding has been the federal gas tax, which is currently 18.4 cents per gallon and which has not been increased for over 25 years. The federal administration has expressed that it favors a 25 cent-per-gallon increase. Meanwhile, more than 30 states have increased state gas taxes since 2011. States that recently proposed or passed motor tax increases include [Illinois](#), [Michigan](#), [Wisconsin](#), [Ohio](#), [Kentucky](#) and [Minnesota](#).

Did You Know?

If the federal gas tax had been indexed to inflation it would currently be more than 30 cents per gallon.

Several petroleum marketing associations have opposed fuel tax increases. They cite concerns about customers spending less on higher-profit non-fuel items and motorists choosing to drive to neighboring states with lower fuel prices.

The American Trucking Associations (ATA) is taking a different stance. The association highlights the human toll deteriorating roadways take on motorists in a [Fuels Market News](#) article. The ATA says the average commuter wastes 42 hours sitting in traffic and absorbs \$1,600 in wasted gas and vehicle damage.

Higher gas taxes are probably coming whether we like them or not. And though higher motor fuel taxes will mean higher fuel prices, highway improvements may actually contribute substantial long-term gains such as economic growth and increased driving. It will be easier for most customers to adjust to price increases during times when fuel prices are relatively stable. With those things in mind, it would seem that any industry that relies on motorists as a driving force behind its business model would support infrastructure improvements.

Watch for our next article in [Fuels Market News](#) to learn more on this topic. For ways to relieve customer pain at the pump, please see our [latest article](#) on CSP's website.



Green Gas: Not an Oxymoron

Green Gas, a Massachusetts-based nonprofit, is giving motorists a way to offset their carbon emissions at the fuel dispenser point of sale.

Through this program, fuel customers can choose to donate \$1 to a local tree-planting project that will help neutralize the greenhouse gases generated by an average 10-gallon fill-up. According to a [CSP article](#), the Green Gas donation option interfaces with major POS systems and doesn't require special hardware or software. Other Green Gas options include green merchandising and app-enabled donations.

To learn more, please visit [greengasmovement.org](#).



Check with PEI for UST Compatibility Letters

Do you need to evaluate the compatibility of underground storage equipment with gasoline containing more than 10% ethanol or diesel containing more than 20% biodiesel? The Petroleum Equipment Institute provides a library of manufacturers' statements of compatibility.

The library, which contains over 20 letters from manufacturers, is a helpful resource for fuel site operators who need to demonstrate compatibility with fuel blends.

Visit [www.pei.org/ust-component-compatibility-library](#).

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NACS Is Much More than the Industry's Biggest Annual Trade Show

NACS is not just a once-a-year event for the petroleum industry. The organization is responsible for two additional events throughout the year that offer valuable industry insights and forward-thinking ideas for the future of fuel distribution. Here is a brief recap of the two events.

State of the Industry Summit

This year's annual [benchmarking conference](#) was April 2-4 in Chicago. Business professors, economists and top-performing retailers gathered to offer insights about consumer, financial and operational data. Highlights of the summit included reports that higher gas prices in 2018 contributed to an increase in industry sales. An overview of the 2018 industry data can be found on the [NACS website](#).

FUELS2019

Held May 21-23 in Dallas, [FUELS2019](#) is an extension of the Fuels Institute, which was founded by NACS in 2013. This year's event evaluated the pressures from environmental and government regulations, as well as economics of the market and how they affect petroleum, renewable and alternative fuels, vehicle manufacturing strategies, commercial market evolution, societal changes and consumer behavior. [Two reports](#) from the Fuels Institute have suggested that a high-octane standard could be a viable way to improve fuel efficiency and lower emissions. Hot topics at the event were alternative fueling options for commercial fleets and the acknowledgment that E15 now has a foothold in U.S. fueling options.

This year, Source hosted an event in conjunction with FUELS2019. We were glad to welcome many FUELS2019 attendees to our new training facility in Arlington, TX, where visitors explored the fueling infrastructure in our replica fuel site. [Please see related story](#).

Looking Ahead to the 2019 PEI Convention

We look forward to seeing you at Booth 5043 during expo hours at this year's PEI Convention at the NACS Show Oct. 2-4 in Atlanta, GA!

Source's New Training Center in Texas Is the Real Deal

Underground storage tanks. Piping. Underground dispenser containment. Dispensers. Compliance monitoring equipment. All of that and much more is on display at Source University's new training facility in Arlington, TX. The new exhibit offers visitors the chance to explore the equipment used in a retail fueling system and see how the many components work together to store, dispense and monitor petroleum products.

Recently, the training facility hosted guests in conjunction with the FUELS2019 conference. Visitors got an up-close look at fueling infrastructure in the life-size exhibit. 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. The facility's classroom enables Source and other interested parties to host training and seminars.

For inquiries on setting up a visit or to learn more, please email University@sourcena.com or contact our Source University team at (847) 364-1744, Ext. 2525.

You may also reach out to your [sales representative](#) for details.



2018 Industry Data	
Store Count	153,237 (+1.11%)
Fuel Sales	+13.2%
In-store Sales	+2.2%
Total Sales	+8.9%
Fuel Prices	+13.7%
Fuel Margins	+7.5%

Training Center: What People Are Saying

'Informative and Valuable'

"This was one of the most informative and valuable off-site presentations I have seen. It is really easy to go to a store and see the indoor stuff we talk about day in and day out. However it is really hard to visualize how our fuel systems work when everything is buried underground. Source North America has developed an incredible way to see up-close how these fuel systems work and connect with one another."

'Best C-store fuel system demo'

"...We learned about the store development process and how the 7-11 fuel systems, pumps and tanks work. This was a great opportunity to learn from our fuel system vendors about the lengths that 7-11 goes to to protect the environment in cost-effective ways. There are large displays that show you how the pumps, tanks and dispensers work. This is the best C-store fuel system demo site in the country."