



Fuel Knowledge at Source University

With a changing product mix, and increased emphasis on compliance, fueling professionals need to truly understand all of the equipment they work with – aboveground and belowground. Source North America's training center makes that possible. Visit [this webpage](#) to learn more.



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!



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. Here customers will find nozzles, hoses, breakaways, filters and other fuel island items ready for immediate shipping. Visit [shop.sourcena.com](#).

2020 EMV Migration: Sites That Delay Will Pay



All signs point to the outdoor EMV liability shift happening as scheduled in October. With only about 8 months left to complete the outdoor EMV migration, it's critical that fuel site operators take EMV implementation seriously. A recent [Conexxus](#) webinar outlined several reasons why:

- For most fuel sites, the EMV migration will require the planning and coordination of several steps. It's a process, not a one-and-done.
- A lack of technicians will result in overtime charges on invoices. These costs will escalate as the deadline approaches.
- Costs associated with fraud liabilities have reached amounts that will diminish a site's competitive advantage.
- The United States gas station forecourt has been identified as one of the most vulnerable fraud targets in the world.

To become EMV ready at the fuel dispenser there are 4 key steps that need to be completed:

- Work with your Source representative or a technician to establish the scope of the fuel site's hardware and software requirements. Specifically check the capabilities of the dispenser payment terminal, the card reader, site connectivity and payment processing software. Consider other in-dispenser investments that may drive revenue (such as contactless payment readers and advertising platforms) to coordinate multiple upgrades simultaneously.
- Work with a certified technician to replace or upgrade dispensers to be EMV ready and to address site connectivity. According to the Conexxus webinar, most sites will not need to dig up wiring to obtain adequate TCP/IP connectivity, but some supplemental technologies may be needed.
- Upgrade payment software. This may need to be done on-site, or it may be able to be completed remotely.
- Contact the payment host to confirm that EMV processing is set up and activated on their end.

Watch the Conexxus webinar, "[Are You Ready for Oct. 1, 2020? Part 2: Practical Considerations for Implementing Outdoor EMV](#)" for many more tips about completing the EMV migration.



Expand Your Horizons: Do You Know...

... what **Section 179** is? Under this tax provision, businesses may be eligible to deduct the cost of property – such as machinery or equipment – "purchased for use in a trade or business" for a given tax year. Learn more about [Section 179](#) at [irs.gov](#).

... what **UL 2447** is? This UL standard defines requirements for the construction of containment sumps, associated sump fittings and accessories used to enclose underground fueling system components in order to ensure they will reliably meet performance expectations for use with various types of fuels. Review [UL 2447](#) at the [UL website](#).

... what **EPA Performance Measures** are? The U.S. [Environmental Protection Agency](#) (EPA) annually reports [UST performance measures](#) across the country. The report includes the percentage of facilities in significant operational compliance and those in compliance with UST technical requirements, operator training, financial responsibility and walk-through requirements. View the End of Year 2019 Report [here](#).

... what **Tier 3** is? The EPA Tier 3 Vehicle and Gasoline Sulfur Program outlines vehicle emissions standards for all light-duty vehicles, regardless of whether they run on gasoline, diesel or alternative fuels. These standards define requirements for automotive manufacturers as well as gasoline refiners and importers. Previous iterations of the emissions standards included the Tier 1 and Tier 2 standards. Learn more about Tier 3 motor vehicle emission and fuel standards [here](#).

More Training Center Visitors Boost Their Fueling System Expertise

Source hosted another productive training session in December for our Customer Service Representatives (CSRs) at the Source University training center in Arlington, Texas.

The training session gave the Source CSRs the chance to observe the fueling equipment they help customers purchase, but seldom see in the context of an entire underground fueling system. This is a challenge for many people who work in the fueling industry. The training facility makes this equipment accessible in a safe, controlled environment.

The Source team explored the exhibit's underground storage tanks, piping, dispensers, monitoring equipment and more. With its exhibit of fueling infrastructure and adjacent classroom for lectures and seminars, the training center helps people familiarize themselves with fueling systems in the most memorable way currently available.

To learn about hosting a training event:

- Visit www.sourcena.com/source-university-training-center/
- Email University@sourcena.com
- Call (847) 364-1744, Ext. 2525

PHOTOS: View Activities At Our Training Center!



The Source University exhibit includes displays that showcase standard U.S. fueling system configurations and California fueling system configurations (shown here).

VIDEO: See What Everyone Is Talking About

Visit the Source Booth at These Upcoming Trade Shows



WPMA
 (Source & Ace Tank)
 Feb. 18-20
 Booth 208, Las Vegas, NV



Southeast Petro-Food Marketing Exposition
 March 4-5
 Booth 317, Myrtle Beach, SC



NECSEMA 2020 Expo
 March 18
 Booth 55, Springfield, MA



M-PACT
 March 24-26
 Booth 2009, Indianapolis, IN

Husky Is on a Roll with DEF Storage

The PEI Convention has a touring road show?!

OK, you caught us – there isn't really a touring PEI road show (at least not yet.) But part of the convention did roll into Source North America's headquarters this past fall.



In November one of Source's vendor partners – the Husky Corporation – brought part of their PEI Convention display to Source's facility in Addison, IL. The display showcased a BENECOR DEF Enclosure System for fleet applications. Thanks to the Husky team for stopping by the Source facility and giving our team members the opportunity to get an up-close look at the fleet DEF storage and dispensing system.

For information about fleet DEF systems, [contact your Source representative.](#)

Video Spotlight Is Worth Watching

Did you miss the email we sent that introduced our new bi-monthly "Video Spotlight"? We invite you to watch our first [featured video](#) that illustrates the importance of anchoring underground storage tanks. (Wait for it ... the action literally hits a whole new level shortly after 1:10!)

