



### Ace Tank Spotlight: Day Tank Systems

The [Ace Tank & Fueling Equipment](#) team has begun highlighting their equipment solutions on a monthly basis, with Ace FuelSafe Day Tank systems being a recent focus.

Ace FuelSafe Day Tank systems are designed to seamlessly integrate with other Ace FuelSafe systems to include bulk storage systems, pump sets, fuel maintenance systems, tank monitor systems and filling systems. When Ace Tank is provided elevations and distances, the team will be able to tell you if the pumps can be tank mounted or if they will need to be in a separate remote pumping unit to accommodate hydraulic issues. Ace Tank can also design and supply controls for more complicated projects with multiple main tanks and day tanks. Systems are designed with full industrial controls for mission critical facilities.

Visit the [Ace Tank day tanks webpage](#) to learn more or call 800-426-2880.



### Introducing Our New Wayne Webpage

As a Dover Fueling Solutions distributor, Source North America is your source for Wayne Fueling Systems. Visit our new [webpage](#) to browse Wayne retail and fleet fueling equipment.

Wayne Fueling Systems recently introduced its new DFS Anthem UX<sup>™</sup> platform that gives customers a highly personalized, interactive experience at the dispenser. Visit [sourcena.com/wayne](#) to request information.



The April 2021 EMV liability shift deadline is a little over six months away. It is extremely unlikely that the liability shift deadline will be postponed again. As such, it is imperative fuel marketers proceed with EMV upgrades.

New reports show that the consequences of missing the deadline could be higher than previously estimated. Mercator Advisory Group and Transaction Network Services reported that fuel marketers who do not complete their EMV upgrades in time for the liability shift could be met with fees and penalties greater than \$200,000 over the course of 12 months (the estimate was based on a 12-site fueling operation).

Further, sites that are slow to pursue upgrades will likely face higher implementation costs, as the demand for technicians will be greater than the pool of technicians available to do the work. Stations in northern regions of the country that will need to break concrete will be faced with an even shorter actionable window of time.

#### Change for the Better

Rather than thinking of EMV upgrades as burdensome expenses, shrewd fuel marketers will view upgrades as investments that maintain the resale value of their property. Simultaneously completing additional upgrades that enhance the customer experience and/or increase cross sales will contribute to a competitive advantage. Here are 3 improvements to consider:

1. **Dispensers:** Even if dispensers are eligible for retrofits, dispenser replacement may pay off. It is reported that dispensers in operation for more than 8 years have higher maintenance costs (labor and parts). Also, modern dispensers create an inviting brand experience and can offer customers a competitive selection of fuel choices.
2. **Contactless payment:** More stations are adding contactless EMV payment technologies to reduce touchpoints at the dispenser.
3. **Media and user experience platforms:** The latest advancements in dispenser [user experience platforms](#) provide custom, personalized experiences that can present highly targeted messages for driving sales and increasing customer loyalty. Investments in advanced dispenser technologies also enhance a station's brand image.

Above all else, get equipment ordered as soon as possible. [Contact your local Source representative to get the process started.](#)



### There's A Lot We Can Learn from YouTube

[YouTube](#) hosts a wide variety of educational videos about how fueling system equipment works. Some are from channels popular with the mainstream public, while others are from industry groups that are experts in the field.

For example, have you ever wondered how a gas station nozzle knows when to shut off? Watch [this fun video](#) from BrainStuff for an explanation. What are some of the many other ways that fuel storage and dispensing equipment has evolved to protect the environment? Watch [this video](#) from the American Petroleum Institute for an overview.

Find more videos at [youtube.com](#).



### Guide Explains How to Respond to a Flood

Flash flooding, groundwater flooding, river flooding, storm surge and coastal flooding jeopardize the integrity of underground storage tank equipment, which may result in a release.

To help UST owners prepare for this common natural disaster, Tanknology, a UST testing and compliance contractor, assisted the EPA in the development of an "Underground Storage Tank Flood Guide." Although every situation is different and site-specific circumstances will dictate specific courses of action, there are things that UST owners and operators should do before, during and after a flood occurs. There are even considerations to be made at the time of the UST's installation.

Download the guide [here](#).

## Host Your Own Personal Mini PEI at the Source University Training Center



There may have been fewer opportunities to connect face-to-face this year, but the importance of communicating with one another, learning from one another and advancing fueling operations together has not. In fact, it is probably more important than ever.

With that in mind, the [Source University training center](#) and adjacent classroom will be poised to host small groups in the coming months as travel restrictions begin to lift and people become more comfortable with traveling.

The facility is an ideal setting for training, strategy sessions or other meetings that would benefit from face-to-face interaction. The facility's exhibit of aboveground and belowground fueling systems is currently being expanded to include aboveground storage tanks and tank truck displays. On-site or remote tours of the exhibit can be conducted.

The spacious classroom offers flexible seating arrangements that can be adjusted as needed. The room is also Wi-Fi-enabled and features a large monitor to display media or other supporting documents.

To inquire about hosting a meeting or training session, please [contact Source today](#).



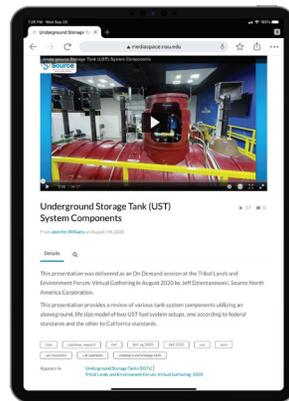
**Take a 360° Tour of the Classroom**

## Forging Ahead on Fueling System and Environmental Compliance Education

The [2020 Tribal Lands & Environment Forum](#) is among the latest conferences to be conducted virtually.

The August event covered a host of environmental-focused topics, including underground storage tank management.

Source North America's Jeff Dzierzanowski led one of the UST sessions, using the equipment exhibit at Source University to remotely educate participants about the role of UST systems components in environmental compliance.



## Update About the Virtual 2020 PEI Convention



In response to the cancellation of this year's traditional on-site PEI Convention at the NACS Show, PEI is pivoting to conduct a [virtual convention](#) and expo Nov. 10-12.

According to PEI, the event will include about four hours of programming and activities each day. View the tentative 2020 schedule of virtual programs [here](#). Separate from the PEI Convention, NACS will host a "[Crack the Code](#)" event in which digital showrooms will showcase unlimited products and brands Nov. 2-Dec. 31.

We look forward to seeing you next year, live and in-person, at the PEI Convention in Chicago!

## Product Announcements from Two Manufacturers



Franklin Fueling Systems' HEALY™ 900 Series Nozzle Recycling & Refurbishment Programs have been discontinued as of Oct. 4, 2020. The HEALY™ 900 Series Nozzle remains available as a newly manufactured item. The HEALY™ VP1000 Vacuum Sources Recycling & Refurbishment Programs will remain available.



Effective Oct. 1, 2020, Bravo's Slurry Kits (part numbers EP-S1.0, EP-S.75 and EPC-S1.0) will no longer include a slurry tool.

## On the Comeback Trail



Full-service fueling has returned at stations as a way to improve safety amid COVID-19. Watch [this video](#) from Nashville-based [NewsChannel 5](#) to see how one station rose to the occasion.