

VOL 6 ISSUE 5 SourceLine



NACSSHOW2017

Connect with Source at PEI/NACS

Source is looking forward to welcoming our many partners and customers to the PEI Expo at the NACS Show Oct. 18-20 in Chicago! **Please visit us at Booth 3914.** See related stories in this issue.



WE'VE MOVED!

Visit our North Texas
Facility in Arlington



Source's facility is now in Arlington, TX, in the heart of the Dallas-Fort Worth area. The phone number – (800) 844-9005 – remains the same. Find us at:

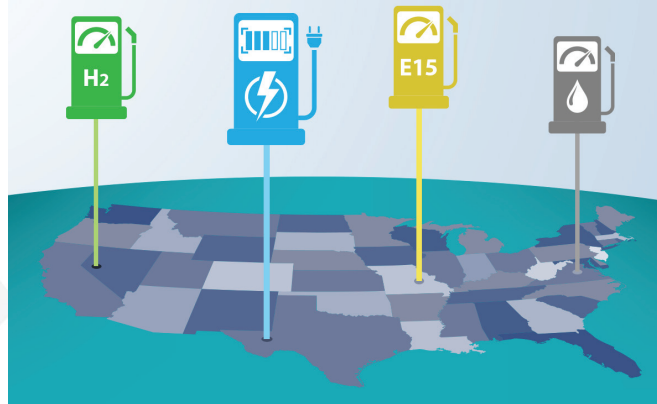
399 N. Great Southwest Pkwy.
Arlington, TX 76011



Ace Tank Marks 80 Years of Service

[Ace Tank & Fueling Equipment](#) is celebrating its 80th year of providing “Innovative Solutions ... Extraordinary Results” to a broad range of markets in the retail and commercial fueling segments. Recent achievements at Ace Tank include launching a free online [Tank Chart Generator](#). Please join us in congratulating them!

2017 & Beyond: Are Alternative Fuels Essential to a C-Store?



In our previous [SourceLine](#), we discussed how [demographics and consumer preferences](#) will impact fuel sales. In this installment, we look at the role alternative fuels will play on the forecourt of the future.

Diverse Fueling Landscape Take Shape

Despite reports that other countries and automakers are moving away from gasoline and diesel, a positive outlook for traditional fuels remains. For example, Volvo announced it will stop developing new diesel engine technologies to pursue electric vehicles. That notwithstanding, automakers will still produce traditional combustion engines as development of new combustion engine technologies diminish.

With that in mind, a diverse fueling landscape is already taking root. Some states are differentiating themselves by advancing infrastructure for certain alternative fuels. California, for example, leads both EV charging stations and hydrogen stations (*See related story in this issue*). Another fuel, E15, is being distributed more widely, and E85 has a foothold in the Midwest.

Planning for Alternative Fueling is Essential

A sprawling [new station concept](#) from Shell includes charging outlets, hydrogen fueling points as well as traditional fuels. The site also hosts a restaurant, deli, a lube area and a place where online shoppers collect purchases. As this concept illustrates, expansion of alternative fuels amid other strategic initiatives quickly becomes an issue of land use. Flexible site design will be critical.

The sale of alternative fuel represents a growth opportunity for C-stores. Alternative fuels attract new customers who can drive new sales to the C-store. [Contact the Source SOLUTIONS Design Group](#) to consult with a design expert today to begin preparing your site for the future of fueling.

For more information on this topic, watch [Fuel Marketer News](#) for Source's next Fueled for Thought column.



30th Hydrogen Station Opens in California

As part of the U.S. Department of Energy's commitment to fund [30 new Hydrogen fuel projects](#), California recently opened its 30th Hydrogen station.

California leads the nation in hydrogen fueling advancements. The Torrance station is fed by a hydrogen pipeline. It is the only hydrogen station in the United States, and one of the few worldwide, that includes this level of infrastructure.

Learn more about Hydrogen fueling in California at <https://cafcp.org/stationmap>.

Did You Know? Source Offers Lighting



Source North America provides a comprehensive selection of lighting solutions for both indoor and outdoor applications at fuels sites and retail stores.

Today's lighting technologies offer exceptional energy savings and long-term reliability. For an estimate of how much updated lighting will reduce your energy costs, or to learn about our many lighting products, please request a consultation from a [Source representative](#).

A sampling of our many lighting products may be viewed on our [Source Simple Solutions online shopping page](#).

Get Ready for an Exciting PEI Convention in Chicago

The annual PEI at the NACS Show is just a couple of weeks away. Here are a few tips for making the most of the event:

Register Today: Registration is now underway for the Oct. 17-20 [PEI Convention at the NACS Show](#) taking place at McCormick Place in Chicago. Register by Oct. 9 and save \$150.

Visit Source: Source will be exhibiting its services and solutions at Booth 3914. We look forward to seeing you there!

UL 2447 and UL 1316: The educational session, "Evolving UL Standards for Sumps, Fittings, Accessories and Fiberglass Tanks," has been added to 2017 PEI Convention. During the 3 p.m. Oct. 18 talk, five UL staff members will explain the latest requirements and answer questions. Learn more at www.pei.org/show/sessions-events.

PMAA Meeting: The Petroleum Marketers Association of America (PMAA) will host its Fall Meeting at the NACS Show Oct. 16-17 at the Hilton Chicago in Chicago. The Petroleum Marketers Association of America (PMAA) has held its Fall Meeting as part of the NACS Show since in 1995. As part of PMAA's primary mission is to unify petroleum and energy marketers nationally, the Fall Meeting will provide members an opportunity to learn about and develop consensus on important national issues. To register, visit www.pmaa.org.

Find Red: If you need assistance finding the Source booth or navigating the convention center, look for a PEI "Find Red" volunteer.

Experience Chicago: If you are attending the show and have time for some extracurricular activities, we invite you to check out the [Billy Goat Tavern](#) on Michigan Avenue's lower level or [The Signature Room](#) at the John Hancock Center for a true Chicago experience.



Source Shares Biofuel Equipment Insights



Source's Jeff Dzierzanowski is helping to educate the petroleum industry about equipment compatibilities for future fuels.

Jeff will discuss updating legacy fueling systems and testing protocols at the OPIS Octane Forum held Oct. 25-26 in Houston. Visit www.opisnet.com/events/octanevalue/ to register or to learn more. Earlier this year, Jeff spoke during a Business Builder Workshop held as part of the national Energy Conference Sept. 11-13 in Des Moines, Iowa. His presentation "Biofuels Equipment Compatibility – What You Need to Know" provided a practical perspective to conference attendees, who included global drivers and decision-makers from leading and emerging energy sectors. Nice work, Jeff!

Go UNDERGROUND with Source at the PEI Convention

Visit Source Booth #3914 During the Expo
Oct. 18-20 | McCormick Place, Chicago



We promise you'll see things from a different perspective.