



Forecourt Solutions for the Future of Fueling

Source North America's Retail Sales Solutions team is dedicated to helping station operators future-proof their forecourts. We invite you to visit www.sourcena.com/retail-sales-solutions/ to browse a selection of products designed to deliver great customer experiences, drive in-store sales and enhance a fuel site's brand image. [Check here for Special Promotions.](#)



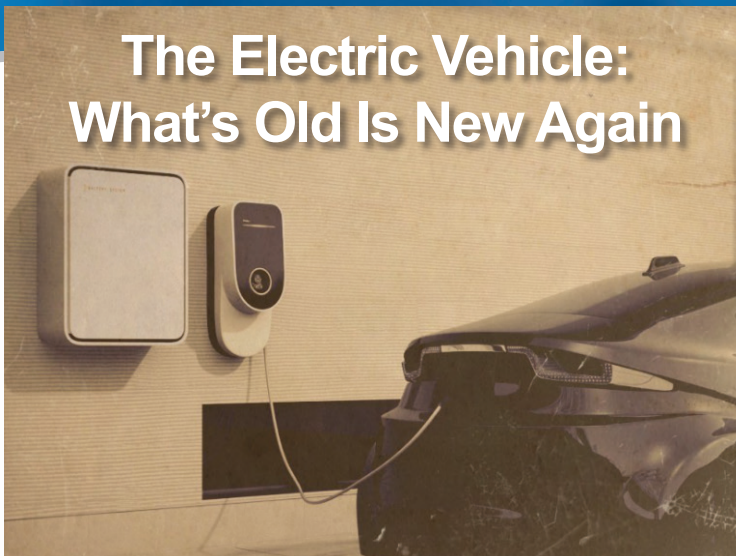
Create a Free Tank Chart Today

Ace Tank & Fueling Equipment is celebrating over 80 years of providing "Innovative Solutions ... Extraordinary Results." Ace Tank's proprietary [FuelSafe Systems](#) are designed to be turnkey fuel storage and handling systems. Other achievements at Ace Tank include launching a [free online Tank Chart Generator](#). Check it out!



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. Visit shop.sourcena.com.



The Electric Vehicle: What's Old Is New Again

Can you imagine a world where gasoline vehicles weren't dominant and electric vehicles (EVs) were considered the wave of the future? Just look back over 100 years — to the turn of the 20th century!

EVs may seem like a 21st century innovation introduced to deliver a fleet of lower-emission vehicles, but EVs actually first started gaining momentum in the late 1800s. In fact, according to an article in the October 2021 [National Geographic](#), electric vehicles were the second most popular vehicle during the early 20th century:

Did You Know in 1900:

- **40% of cars in the United States were powered by steam — a popular resource of the time, powering trains and factories**
- **38% were powered by electricity**
- **22% had internal combustion engines**

And while EVs have come a long way since the days of buggies and tricycles being outfitted with battery-powered motors, many of the benefits and disadvantages from the EVs of long ago remain the same today. For instance, the National Geographic article cited this from a review of the first big car show in London in 1896:

"Electricity has the advantage that it works without smell and with less noise and vibration, but the disadvantage of the costliness of the accumulators [batteries], and the impossibility of recharging except where the electric supply is available."

Gasoline powered cars from that era needed to be started by a hand crank and were difficult to shift into gear. Electric cars became popular with doctors due to their reliability of starting. And although more people were gaining access to electricity in the 1910s, Henry Ford introduced the Model T in 1908, which made gasoline-powered cars both accessible and affordable. In 1912, the electric starter was introduced. By the 1930s, oil was cheap and EVs were driven out of the market.

Learn more about the history of the electric vehicle from the [U.S. Department of Energy](#).



Gas Apps Are Driving Fuel Sales

Since [GasBuddy's](#) 2000 launch of websites designed to help consumers share pricing information, a steady influx of gas apps have been introduced to the market. Branded apps including BPme Rewards, Fuel Rewards by Shell, Murphy Drive Rewards and more are competing against third-party apps from GetUpside, Gas Guru, Ibotta and Trunow.

Fuel marketers featured on apps have a distinct competitive advantage. For instance, during the fuel shortages that followed the Colonial Pipeline cyber attack, the GasBuddy app became the No. 1 app on the U.S. App Store for the first time as consumers utilized the app to locate stations that still had inventory. Learn more about fuel apps in this article from [The Balance](#).



Michigan Experiments with EV Charging

Similar to [technology currently being piloted in Indiana](#), Michigan is planning an [experimental mile of roadway](#) that would charge electric vehicles (EVs) as they drive on it.

The Inductive Vehicle Charging Pilot is part of a connected and autonomous vehicle corridor planned for Southeast Michigan and may signal that the state is making expansion of EV infrastructure a priority.

Source Team Members Advance Their Expertise with Help from Several Fueling Equipment Pros

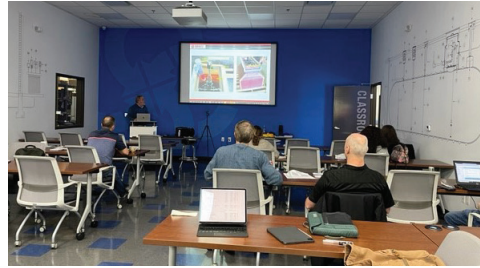
The Source University training center welcomed representatives from several equipment manufacturers who educated the Source Team on all things fueling during October and November training sessions.

Source team members from around the country converged on the Arlington, TX, facility to participate in the training events that included presentations from Bravo Systems, Icon Containment Solutions, Nationwide Tanks, OPW, Verifone and Source's in-house experts.

The Source University Training Center continues to welcome groups for training, conferences and other events. The training facility's exhibit of fueling equipment is currently being expanded to include aboveground storage tanks and tank truck displays.

"This year, the training facility has welcomed more groups than any other year since it opened," said Joe O'Brien, Vice President of Marketing for Source. "We hope that our expanded exhibit will fill another void that currently exists in the educational resources that are available to learn about fueling equipment and procedures."

To take a 360° tour of the training facility's classroom amenities, or to inquire about scheduling an event, please visit our [Source University Training Center page](#).



Looking Ahead to 2022: A Reason for Optimism



The passage of the [2021 infrastructure bill](#) marks a positive advancement in the revitalization of American transit — everything that can be done to support transportation infrastructure is a gain for the fueling industry.

Here's hoping that 2022 is filled with continued opportunity, advancement and success. From our team to yours, we wish you a wonderful holiday season and prosperous new year!

Fuels Institute

There's Lots to Learn from the Fuels Institute

The Fuels Institute is sharing new information about transportation energy in a trio of offerings to help fuel site operators make informed decisions.

The Fuels Institute will host its annual fuels conference, [FUELS2021](#), Dec. 14-16 in Dallas.

The event will explore the critical issues facing the fuel industry including the EV market and infrastructure, decarbonizing medium and heavy-duty vehicles, the future of the combustion engine and more. If you plan on attending the event, let Source know if you would also like to [visit the Source training center](#) in nearby Arlington.

Additionally, the Fuels Institute has published two reports on the topic of EVs. Download them here:

- [Retrofitting Convenience Stores for Electric Vehicle Charging](#)
- [Future-Proofing Convenience Stores for Electric Vehicle Charging](#)



PEI Spotlight: Learning Industry Terminology

Did you know the Petroleum Equipment Institute hosts a free online encyclopedia of industry terms on its website?

Browse the [WIKI index](#) to learn about everything from aboveground storage tanks to whip hoses.