



### 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/](http://www.sourcena.com/retail-sales-solutions/) to browse a selection of products from Wayne Fueling Systems, Verifone, Red E, Square D and other leading equipment brands.



### Find Station Essentials at Source's S3 Website

Source North America's retail website, Source Simple Solutions (S<sup>3</sup>), features more than 3,000 fueling products. Visit [shop.sourcena.com](http://shop.sourcena.com).



### 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!



Although EV expansion is getting a lot of the attention right now, there are other future fuels that merit consideration. Here are three of them.

#### 1. Ethanol

Federal and state funding for ethanol is plentiful and rising.

The U.S. Department of Agriculture has made \$100 million in funding available to help transportation fueling and fuel distribution facilities make their equipment compatible with biofuels. According to [Energy Marketers of America](#), \$75 million of the funding is earmarked for fuel retailers, and 40% of that will be made available to businesses with less than 10 stations. [Applications for grants](#) are due Nov. 21, 2022.

States are also offering incentives. For example, [Nebraska](#) will allow a credit of 5 cents on each gallon of E15 sold and 8 cents per gallon of E25 or higher blends sold. [Iowa's](#) cost-share grants help facilities upgrade or install new E85 or dual E15 and biodiesel infrastructure. In [Kansas](#), an income tax credit is available for 40% of the total cost to install alternative fueling infrastructure.

#### 2. Diesel

According to a [Convenience Matters podcast](#), global diesel supplies are low due to a drop in refining capacity. Demand is volatile and unpredictable for 2022-2023.

The economy depends on diesel trucks to transport goods, so high diesel prices will be passed on to customers. Additionally, the volatility is creating a market for renewable diesel, which is chemically identical to petroleum diesel and can be used to create biodiesel blends.

#### 3. Hydrogen

Hydrogen utilization also appears to be expanding. [Werner Enterprises](#) has signed a letter of intent to secure 500 hydrogen engines from Cummins. Gemini Motor Co. is planning to launch a fleet of [autonomous hydrogen fuel cell trucks](#) by 2025. And it's worth noting that Dover Fueling Solutions has introduced a [hydrogen dispenser](#) designed to meet the needs of retail fuel operations.



### Autonomous Trucking Services Taking Shape

Pilot Company is partnering with Kodiak Robotics Inc. to provide services for autonomous trucks at its travel centers.

Pilot and Kodiak are establishing an autonomous truckport near Atlanta to evaluate potential service offerings. These services will include:

- Spaces to pick up and drop off loads
- Inspections, maintenance and refueling
- Ability to transfer data for processing, such as feature development and mapping

Read this [Fleet News Daily](#) article to learn more.



### Got EV Questions? We Have Answers

Not sure where to begin with EV charging? Lean on Source's Retail Sales Solutions team to help guide you through the EV transition. Turnkey project management includes assistance with:

- Funding procurement
- Market research and site evaluation
- Infrastructure needs and equipment options

For help understanding your EV charging options, incentives that are available in your state and how to future-proof your forecourt, please contact our [Retail Sales Solutions](#) team.



## Another Successful PEI Convention at the NACS Show Is in the Books!

This year's PEI Convention at the NACS Show in Las Vegas was high-energy and particularly well-attended. Thanks to everyone who stopped by the Source booth (7343)!

We are very proud to have sponsored The PEI Women workshop and reception, which was very inspiring. Be sure to keep an eye out on the [Petroleum Equipment Institute YouTube channel](#) for a recording of the 2022 PEI State of the Industry.

In other conference news, Source North America's Northeast Regional Director Ed Pedchenko participated in a panel discussion about navigating the impacts of COVID at this year's EPA National Tanks Conference in Pittsburgh. Nice work, Ed!



## Source University Training Center Welcomes Visitors All Year-Round

The Source University training facility in Arlington, TX, has welcomed many companies and agencies this year, including major oil firms, contractors and regulators. Groups are taking full advantage of the fueling equipment exhibit and classroom.

Source is expanding the training facility's exhibit to include aboveground storage tanks and tank truck displays. To inquire about setting up an event at the training center or to take a 360° tour of the training facility's classroom amenities, please visit [www.sourcena.com/source-university-training-center/](http://www.sourcena.com/source-university-training-center/).



### Watch Our New Video!

What's it like to visit the Source University training center? Watch this [customer testimonial video](#) to find out.

## STI Offers Cathodic Protection Training



Registration is open for Steel Tank Institute's Cathodic Protection (CP) Training class taking place at the Source University training center in Arlington, TX.

This class is a certification program offering a practical approach for those wanting to become Underground Storage Tank CP testers and for those who simply want to understand readings and test reports. Take advantage of early registration deadline through Nov. 8 and save \$100.

STI Cathodic Protection Training

Dec. 13-14, 2022

Source North America's

Source University Training Center

399 N. Great Southwest Pkwy.

Arlington, Texas 76011



The STI Cathodic Protection Training will enable you to:

1. Build your customer relationships by helping their organizations to meet regulatory requirements.
2. Obtain STI certification for inspecting shop-fabricated underground tanks.
3. Learn practice techniques for Cathodic Protection testing.
4. Take advantage of a course that provides your firm with testing knowledge from the CP experts!

**This certification is valid for three years and recognized by the U.S. EPA, states and territories.**

The direct online registration link for this Arlington, TX, CP course is: [Summary - Cathodic Protection Training Course \(cvent.com\)](#)

Find more information, including class description, policies and fees, on the [Cathodic Protection Training \(steeltank.com\)](#) web page.

## Illinois OSFM Issues UST Rules Update



The Office of the State Fire Marshal (OSFM) is proposing changes to its underground storage tank (UST) program. As Illinois continues to phase in requirements for double-walled underground storage tank components, UST owners and operators can expect these changes:

- New and replaced spill containment equipment and sumps must be double-walled
- New linings for compatibility purposes will only be allowed for double-walled tanks
- Tank installation or replacement will require that any existing single-walled piping be upgraded to double-walled piping
- Manifolder piping above a shear valve must be removed at the time of dispenser replacement

**After October 13, 2028:**

All existing underground product piping at UST facilities must be double-walled. Existing single-walled tanks may continue to be used if they comply with OSFM rules.

Other updates include changes to fleet dispensing requirements, road safety, venting configurations, forms, processes, and eligibility and deductible determinations.

Learn more from this [OSFM Fact Sheet](#).