VOL 4 ISSUE 5

SourceLine

Find Close-out Deals at Source's S³ Website

Source North America's new retail website, Source Simple Solutions (S³), features more than 3,000 fueling products including a new promotional close-out section. Here customers will find nozzles, POS displays and more at significantly discounted prices (while supplies last).

To learn about the latest close-out deals or to browse station and dispensing equipment, POS systems, aboveground and underground containment and more, please visit Source Simple Solutions.

EMV Liability Shift to Retailers Has Begun

Effective Oct. 1, 2015, liability for fraudulent credit card transactions made on in-store point-of-sale systems shifts from credit card companies to merchants.

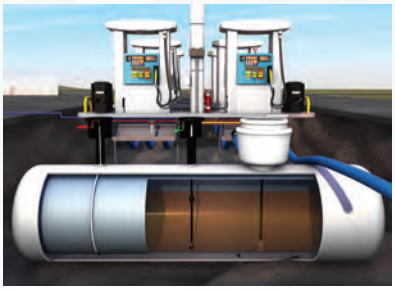
Source and its channel partners, NCR and Gilbarco Veeder-Root, are available to assist merchants who need help completing the EMV transition. Visit Source's Solutions For Customers website to learn more. In addition, the PEI Convention will present "EMV on the Forecourt" Oct. 13. Topics will include the impact of EMV on hardware inventory, labor and connectivity, software certification and logistics.

2015 Story to Watch: Revised UST Regulations Are Here

Effective October 13, 2015, the U.S. Environmental Protection Agency revised its Underground Storage Tank (UST) Regulations that impact tank equipment, operations, maintenance, inspection and training requirements. Fuel retailers need to educate themselves on these regulations to ensure UST equipment remains compliant and that they are making cost-effective equipment choices moving forward.

Highlights of the Regulations
The new regulations detail many requirements including:

• All new and replaced tanks and piping must include secondary containment
• New dispensers systems must install under-dispenser containment (UDC)
• Vent line flow restrictors may no longer be used to meet the overfill prevention equipment requirement for new tank installations and replacement overfill prevention equipment
• Owners and operators must permanently close a UST that uses an internal lining as the sole method of corrosion protection for the tank when the lining can no longer perform according to original design specifications
• Compatibility requirements for storing fuel higher than E10 or B20, USTs with field-constructed tanks and emergency generator systems



Upcoming Deadlines
The new regulations outline State Program Approvals (SPA), which give 38 states, the District of Columbia and Puerto Rico until Oct. 13, 2018, to update their regulations and submit a revised SPA application to the EPA. Most states will issue final rules between 2017 and 2018, with regulations becoming effective between 2018 and 2020.

States that do not have SPA must meet the federal requirements according to the schedule in the 2015 UST regulations, including these requirements by Oct. 13, 2018: Spill prevention equipment testing, overfill prevention equipment inspections, containment testing for sumps used for piping interstitial monitoring, release detection equipment testing and walk-through inspections.

The complete UST regulations are available on the EPA's new UST website. Please contact a Source representative for clarification on the regulations or help with a UST upgrade.

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Source and Ace Tank to Attend PEI at NACS

Source and Ace Tank will again have a booth at this year's PEI Convention at the NACS Show Oct. 11 to Oct. 14 at the Las Vegas Convention Center in Las Vegas, NV. Visit Source and Ace Tank at Booth 6519 during trade show hours Oct. 12 to Oct. 14.

In addition to the comprehensive showcase of products and services for fuel retailers, the convention offers numerous educational programs on topical issues facing today's fuel retailers. Carolyn Hoskinson, director of the EPA Office of Underground Storage Tanks, will lead a discussion about the newly released UST regulations on Oct. 12. Other presentations include EMV and safety in confined spaces. The convention also offers professional development programs. A full schedule of events is available on the PEI website.

Source Opening North Carolina Location

Source is proud to announce that it is opening a new facility in North Carolina. Visit our website for details about the date of the official opening.

NEW LOCATION:
Source North Carolina
6617-A Fleetwood Drive
Raleigh, NC 27612

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Industry Terms & UL Certifications

Understanding Underwriters Laboratories' certifications for ethanol-blend dispensing equipment is an essential part of operating a safe forecourt in today's marketplace focused on renewable fuels. Here's a guide to the listings — and the equipment the standards cover — for gasoline and gasoline-ethanol blends with nominal ethanol concentrations up to 85% (E0 to E85):

UL 87A: Power-operated dispensing devices

UL 25A: Meters

UL 79A: Power-operated pumps

UL 330A: Outline for hoses and hose assemblies for use with dispensing devices

UL 331A: Strainers

UL 428A: Outline for electrically operated valves

UL 567A: Emergency breakaway fittings, swivel connectors and pipe-connection fittings

UL 842A: Valves

UL 2586A: Hose nozzle valves

Industry Research, Resources and Analysis

The NACS Research web page offers reports on industry performance, operational benchmarks, best practices recommendations and more to help fuel retailers develop successful business models. Resources include:

- State of the industry of data
- Financial and operating metrics
- Compensation levels, turnover and benefits metrics
- Industry studies
- Recommendations for standardizing sales and purchase information

United Kingdom Tests EV Wireless Charging System

The United Kingdom recently announced that it would begin testing technology that delivers power to electric and hybrid vehicles without requiring drivers to stop and plug in their automobiles at charging stations. If the technology takes off, it could have a significant impact on C-store profits that are driven by the consumers' need to stop for fuel.

The new fueling concept powers EVs through wireless magnetic induction technology that would be installed along the country's roadways. If the charging system performs as hoped, it will enable drivers of electric vehicles to travel long distances without stopping. The technology will first be tested off-road, followed by on-road testing.

In addition to energizing the growing EV market in the UK, the technology has the potential to create new EV commercial shipping opportunities there. Both convenient and carbon-footprint conscious, the technology could be a game-changer for the transportation and fueling industries.

Read more about the technology in this PetrolPlaza article.

Visa Revs Up For Mobile Payment Technology in Cars

One credit card company's latest mobile payment innovation will put consumers in the driver's seat, literally, when it comes to their payment processing.

Earlier this summer, Visa announced plans to bring mobile payment technology into automobiles, enabling consumers to make payments without having to leave the relative comforts of their cars. The "connected car technology" would be particularly applicable to gas stations, fast food restaurants, transit and parking services.

The technology is still in the early stages of development, as Visa is currently working to ensure the platform provides reliable data security. Nevertheless, the connected car technology is another innovation fuel retailers and C-store operators should keep an eye on.

Automakers and Refiners Prepare for Tier 3 Emissions

Refiners and automobile manufacturers are beginning to work toward implementing the U.S. Environmental Protection Agency's Tier 3 Motor Vehicle Emission and Fuel Standards, which phases in new requirements from 2017 to 2025.

In the short term, the primary burden is on refiners to invest in new equipment that will reduce sulfur in fuel from 30 parts per million to 10 parts per million by 2017. Most new models of gasoline-powered vehicles already comply with the 2017 Tier 3 requirements. The challenge for diesel-powered vehicles, which already produce low emissions, will be to reduce emissions even further without compromising fuel economy.

Refiners and automotive manufacturers will need to invest in new technologies in order to meet these new emissions standards long-term. Fuel retailers would be wise to keep an eye on developments with the new standards as the cost of the new technology will likely be passed on to consumers — either at the pump or at the dealership.