

# VOL 6 ISSUE 4 SourceLine



**Source**  
FUELING EQUIPMENT SOLUTIONS  
Efficient. Saving. Delivering.

## COMING SOON:

Our Dallas Facility Will Be Moving to a New Location

Source's Dallas facility will be moving from Grand Prairie by the end of the summer. The phone number – (800) 844-9005 – remains the same. Our new address will be:

**Source – Dallas, Texas**  
399 N. Great Southwest Pkwy.  
Arlington, TX 76011

More details will be announced soon.



## 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!

## Dept. of Energy Update: U.S. Oil Reserves

The [U.S. Strategic Petroleum Reserve](#) holds almost 690 million barrels of oil along the Gulf of Mexico. This reserve represents the world's largest supply of emergency crude oil. The Federal Administration has proposed selling 270 million barrels of the reserve oil over the next 10 years.

## Future Customer Engagement: What Role Will Fuel Play?



Fuel and C-stores enjoy a symbiotic relationship: fuel purchases drive sales inside the C-store; C-store sales drive profits. Will this continue? A look at demographics and consumer preferences provides some insights.

### WHERE Will Motorists Need to Fuel?

The U.S. Census Bureau reports that more people are migrating to metro areas, which offer the benefit of integrated public transit systems. In 1950, just 56% of the population lived in metro areas; 84% resided in metro areas in 2010. However, in most suburban and rural areas, public transit lacks accessibility and integration. Here an automobile is a necessity. It is likely to remain that way for some time.

### WHO Will Be Driving & Shopping?

Fewer Millennials are driving compared to 20-somethings of the previous generation. In contrast, the number of drivers ages 50 to 60 increased about 250% from 1963 to 2010. In the short term, this older group offsets the decrease in younger drivers. Although fewer Millennials are driving, research shows they love shopping at C-stores. Further, consumers across numerous demographics are dining out more, which the C-store industry is already capitalizing on.

### The Road Ahead

For C-stores to maintain their positive momentum, they must offer a relevant product selection for the needs of their local market and also keep pace with customer-preferred sales shopping experiences – such as a cashier-less "grab and go" transaction or a C-store pick-up window. This will be especially true for independent marketers who may lack support from a brand partner. Multi-site operations that currently leverage a singular brand experience may find that one concept no longer fits all markets.

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



## Introducing Moby Mart: A Self-Driving C-Store

A company known for its bicycle-powered coffee carts recently tested a prototype for a self-driving convenience store. Yes, you read that correctly.

With this new concept, called the Moby Mart, customers request a visit from the self-driving C-store via an app. The mobile "kiosk" autonomously drives to a directed location, where the customer enters the kiosk to shop its inventory of convenience items. Purchased items are automatically charged to a credit card.

About the size of a monorail car, the mobile prototype features a holographic shop assistant who helps customers utilize the kiosk to complete purchases.

[Click here to watch a video](#) of a Moby Mart prototype in action.

## Source's S<sup>3</sup> Website Has Close-out Deals



Source North America's new retail website, [Source Simple Solutions \(S<sup>3</sup>\)](#), features more than 3,000 fueling products including a new promotional [close-out section](#). Here customers will find nozzles, breakaways and more at significantly discounted prices (while supplies last). To browse our station equipment and close-out deals, please visit [shop.sourcena.com](#).

## Summer Fun Heats Up at Industry Events in July

Source North America participated in several fun industry events in July, disproving the notion that things slow down during the summer!

In mid-July, Source sponsored the luncheon at the [Illinois Petroleum Marketers Association-Illinois Association of C-Stores \(IPMA-IACS\)](#) summer conference. Muggy Midwestern temperatures couldn't diminish the energy of the participants, who enjoyed the 22nd annual golf outing and clay shoot in Oakland, IL.

On July 23, Source welcomed many visitors to Booth 225 at the Sunshine Expo in Kissimmee, FL. It was great to see our friends from the Southeast!

And also on July 23, Source North America & Friends sponsored the kick-off dinner for the annual [Oregon Fuels Association](#) conference that was held July 23-25 in Redmond, OR. Thanks to our partners Containment Solutions, Inc., Franklin Fueling Systems, Gilbarco Veeder-Root, Husky and OPW for helping to support this fun OFA industry event.

We look forward to seeing you at these events in 2018!



Oregon Fuels Association dinner.



IPMA-IACS clay shoot.



## News from PEI/NACS: Events & Resources

**PEI Convention at the NACS Show:** The event takes place Oct. 17-20 at McCormick Place in Chicago. It's not too early to [schedule a time to visit with Source](#) at our booth (3914). We look forward to seeing you there!

**State of the Industry Report:** The new NACS State of the Industry Report is now available. [Order it here.](#)

**RP1200 Webinar:** Learn about the key provisions of the new RP1200-17. [Watch the webinar here.](#)

**Retail Fuels Resources:** This [NACS Fuels Resource Center web page](#) offers information about car sales, consumer research, fuel prices and more.

## Equipment Guide: Digging into the Contributions of Monitoring Wells

**What monitoring wells do:** Monitoring wells are installed near the backfill area of an underground storage tank. They provide visual inspection of the water table and to monitor for groundwater contamination that may be caused by Underground Storage Tank leaks.

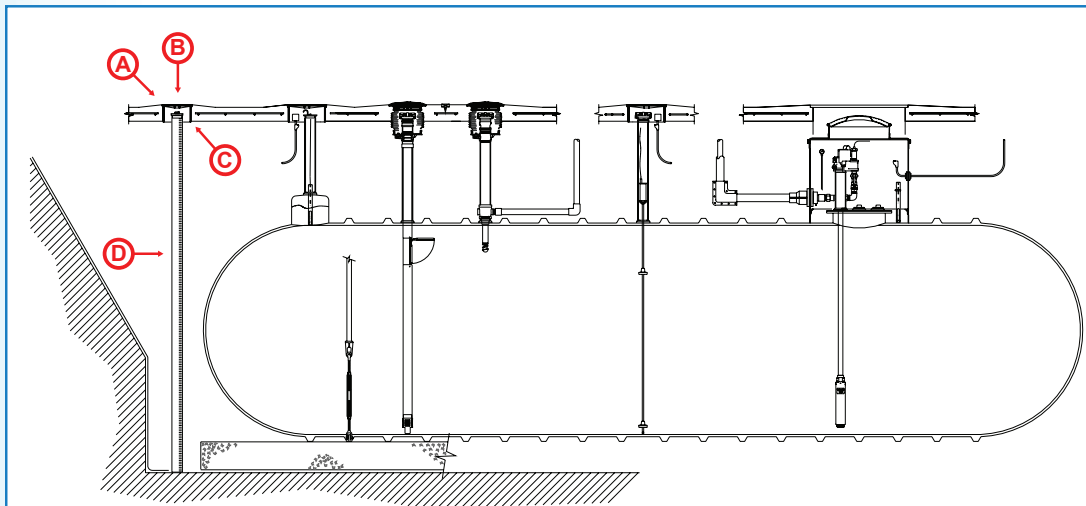
**How monitoring wells are used:** The monitoring wells enable operators to check the level of the water table. If the water table is too high, water can enter tank fill and tank sump areas.

In extreme cases, a high water table can compromise the stability of the tank itself.

Automatic or manual leak detection devices may also be used in conjunction with the monitoring wells to help monitor for product releases. Additional information about [groundwater monitoring regulations](#) is available from the U.S. Environmental Protection Agency.

The wells typically feature PVC or PVC-coated steel. They range from 4 inches to 12 inches in diameter, with 9 inches being a popular option. It is important that monitoring wells are clearly marked and secured to prevent a hazardous situation from occurring.

**Source solutions:** Source is proud to offer [well screens and caps](#) and [monitoring well manholes](#) from several manufacturers including Boles, Environmental Manufacturing Inc., Franklin Fueling Systems, Morrison Bros. Co., OPW, Pemco and Universal Valve Co. Please visit [Source Simple Solutions](#) or call (800) 572-5578.



**Solutions** FROM SKETCH TO SOLUTION  
DESIGN GROUP

Pictured in the diagram:

A. Monitoring well B. Monitoring well manhole C. Monitoring well cap D. Monitoring well screen