VOL 7 ISSUE 3

SourceLine

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!

Source Website Offers UST Compliance Info

In preparation for the Oct. 13, 2018, underground storage tank compliance deadline, Source has added several informational pieces to its website to help UST operators meet the deadline with confidence. Visit our new UST Regulations web page at www.sourcena.com/solutions/ust-regulations/ for:

- A Summary of the Federal UST Regulations That Go into Effect on Oct. 13, 2018
- A Comprehensive State-by-State Guide to UST Regulations
- UST Regulations in My State: Frequently Asked Questions

Contact Source for additional UST compliance assistance.

EMV conversion on the forecourt can be technically complex for independent fuel site operators that don't have the in-house resources of a major chain. But the consequences of failing to convert are pretty straightforward: increased risk for fraud liabilities and higher upgrade costs.

The good news? Taking action doesn't mean installing your upgrades in the next few months. It means getting a plan together. You also don't have to go it alone. Automated fuel dispenser (AFD) distributors and manufacturers are here to help. For inquiries, please contact your Source representative.

To begin the process of EMV equipment acquisition and deployment, you should determine what your site needs to accomplish by 2020 to avoid being liable for fraudulent transactions, and identify what other upgrades you should complete to promote a competitive advantage.

Step 1: Audit your outdoor equipment for EMV needs.

Payment applications, processor connections, payment terminals, communications infrastructure and terminal management systems will each need to be evaluated for their EMV performance capabilities.

Step 2: Audit your AFDs for capabilities that will help grow the bottom line.

Identify additional options such as media platforms, 2D bar code scanners and future fuel compatibility that would further enhance security, provide a return on investment, or boost your bottom line. While full dispenser replacement may seem cost-prohibitive in the short-term, it's important for C-Store operators to look at it as a long-term investment that will position them for a stronger future.

The lack of standardized payment protocols continues to challenge the retail fuel industry as it moves to integrate new equipment. Learn more about this issue in a white paper by the International Forecourts Standards Forum, Conexxus and Invenco Group. For more information about beginning an outdoor EMV conversion, watch Fuels Market News for Source's latest article.

Nordics Pave Way for Untraditional Fuels

Two Scandinavian countries have claimed unique achievements in alternative fueling:

Taking Charge: Sweden opened an electrified road that charges electric vehicles as they drive down the road.

The Finnish Line: An IKEA in Finland opened a fuel station that sells biofuel that is produced from food waste generated by IKEA restaurants.

Comments Sought for RP1700 & Isobutanol

PEI is seeking comments for "Recommended Practices for the Closure of Underground Storage Tanks and Shop-Fabricated Aboveground Storage Tanks" (PEI/RP1700) until June 15. In addition, the U.S. Environmental Protection Agency is taking steps toward the approval and registration of isobutanol for widespread use as a gasoline additive. A comment period closed on April 30.

Source Shares Thoughts about Future of Fuel

Source North America's Jeff Dzierzanowski contributed to an article in the summer edition of the IPMA-IACS's Oil Can magazine. In it he discussed what factors will influence the fuels of the future. Way to go, Jeff!

SourceLine VOL 7 ISSUE 3

Conference Fuels Lively Discussions about Transportation Landscape

The Fuels Institute's Fuels2018 event in May in Chicago included numerous panel discussions about the changing transportation landscape. Here are some thoughts from some interested observers on three of the sessions:

Electric Vehicles and the Infrastructure to Support Them: The discussion emphasized overcoming customer concerns about adoption in the U.S. One particularly interesting point was that the requisite charging times of at least 15 minutes or more (at least for the near future) seems to be at odds with the current model of behavior for a customer at a convenience store. Perhaps C-stores will need to make strategic adjustments that provide reasons for customers to stay 15 minutes – such as adding video gaming or car-detailing services. Another observation: stand-alone, unmanned chargers in open parking lots lack fuel island accessory experiences, such as windshield cleaning.

Global, Federal and State Regulations: This session showed the growing pressures on state and local agencies to take on environmental issues, as they see the federal Environmental Protection Agency withdrawing and reducing regulations. The thought that equipment providers might someday have to deal with multiple levels of product regulation was rather unsettling.

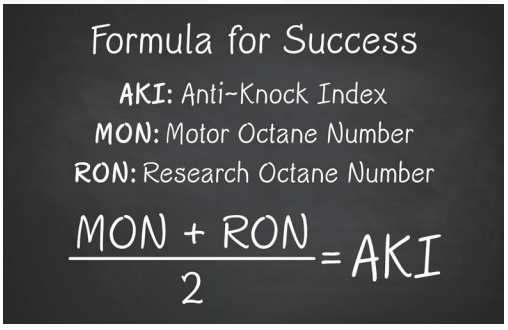
The World of Transportation Energy: This session elicited the following thought: so much of the impetus for moving away from gasoline-powered vehicles is a desire to do something that helps the planet. And sometimes that leads to unintended consequences – such as the correlation between the need for cobalt in batteries and reports of child labor in mines (currently cobalt is primarily available only in the war-torn area of the Congo). There was an overwhelming sentiment in the room that there needs to be continued efforts to identify the right combination of energy and fuel that supports a good future.

TOP: Source's Jeff Dzierzanowski (holding microphone) participated in a discussion about biofuels compatibility with today's fuel infrastructure at FUELS2018.

BOTTOM: Source brought its fun and educational virtual reality experience to the conference.

Octane Ratings: 95 May Not Actually Be 95

Several automakers are making a case to have gasoline with a 95 Research Octane Number (RON) either replace regular unleaded gasoline, or to have the 95 RON gasoline become the nation's only grade of fuel. But truly understanding the significance of this gesture requires an understanding of octane ratings, which are widely misunderstood. For clarification, we explore how octane ratings are determined.



What's In an Octane Number?
A Lot of Letters

When it comes to defining what an octane rating – and the potential for the widespread adoption of a 95 RON fuel – really means in the United States, it is essential to understand how we label our grades of gasoline.

In the U.S., the number that you see prominently displayed on the fuel dispenser represents the number that the average American associates with a fuel's minimum octane rating. This number is also known as the Anti-Knock Index (AKI).

The AKI is an average of two other octane numbers, the RON and the Motor Octane Number (MON), which are determined by two different laboratory tests. For example, a 95 **RON** plus an 87 **MON** averages to a 91 **AKI**, which is the octane rating you would see displayed on a U.S. retail fuel site dispenser. The 95 RON and the 87 MON ratings can be derived from the exact same fuel. The test to determine the MON is more challenging than the RON test, and that's why the RON test yields a higher number. Adding to the confusion: Europe uses the RON to label the fuel's octane rating at the dispenser.

As represented by their AKI and minimal octane ratings, there are currently three grades of traditional gasoline available in the U.S.: 87 (regular), 88 to 90 (mid-grade) and 91 to 94 (premium). Automakers' proposal to adopt 95 RON gasoline would be the equivalent of adopting the lowest-grade premium.

For further explanation of octane ratings, watch this short video.

Product Spotlight: LED Canopy Lighting

The Scottsdale® Vertex™ (SCV) from LSI Industries features two distributions – symmetric and symmetric combination forward throw – that make extra flood lights between the canopy and C-store unnecessary. The LED light offers these additional benefits:

- DLC Premium
- 10 year warranty (if registered)
- One-year labor warranty
- Multiple lumen options
- Silicone lens, no yellowing
- 2" below deck
- Driver accessed below deck

Call (800) 572-5578 or contact your local Source representative to order LSI's Scottsdale Vertex.