



### Source University Fuels Knowledge

G.M. Chesonis, Capt. U.S. Air Force of Army and Air Force Exchange Service, said this about a recent visit to [Source's training center](#):

"As someone relatively new to the world of retail fuel and equipment, the space Source has developed has been the most beneficial resource for me to date for learning how it all works."

Learn more [here](#).



### SourceLine Marks 10 Years of Fueling News!

Thanks to our readers for making this milestone possible. There is much more to come — stay tuned! Visit [SourceLine News & Insights](#) for an archive of our articles.



### Find Station Essentials at Source's S<sup>3</sup> 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](#).



## A Fresh Perspective: Refining Your 2021 Outlook

*Note: This article is written by Joseph O'Brien, Vice President of Marketing at Source. Opinions expressed are not necessarily those of Source North America Corporation.*

2020 was a forgettable year that will not be forgotten. 2021 needs to be a memorable year for the right reasons, and cautious optimism is justified.

There are several indicators and prognostications available for each of us to consider. The truly hard work will be in setting aside those biases that lead us to accept only those outlooks that confirm our preconceptions.

Data showed that vehicle miles traveled in the U.S. dropped sharply in 2020, that public transit and air travel were down, but that truck and freight miles traveled were up. Predictions for 2021 generally suggest a strong rebound in vehicle miles traveled to pre-pandemic levels, but the trend toward working from home suggests otherwise.

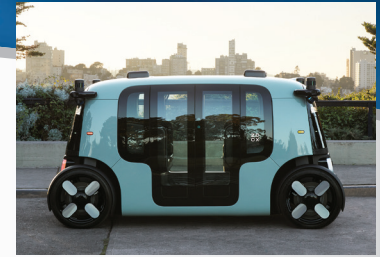
There are contradictory studies and predictions on C-store vehicle and foot traffic visits, but C-store revenue outperformed many industries in 2020. And C-stores are one of the sectors of the economy that are increasing their number of employees significantly. The backdrop for this growth is clouded by longer-term indicators that are reason for concern:

- Global recovery for oil markets could take years
- Discretionary spending for transportation infrastructure projects will not occur as a result of decreased tax revenues
- Federal regulations are likely to be added and enforced more stringently with a new administration
- The move toward electric vehicles is gaining a foothold per announcements of investments by auto manufacturers
- Petroleum companies and entities are repositioning themselves as players in the "energy" sphere

The shared optimism that the vaccines for COVID-19 will herald a return to normal vibrant activity is a welcome sight. But just as the economic casualties in 2020 exposed a fragmented U.S. economy, the big winners from a rebound in 2021 will likely be similarly fragmented.

Those that plan for the best but still prepare for the unforeseen will persevere. Fortunately, the companies that bring fuel to the economy are well-poised to be part of that rebound and growth.

**Please See Page 2 for Sources of Outlook Information.**



### Gadzooks! Robotaxis Pick Up Speed

A fully autonomous electric vehicle from Zoox Inc. will be the cornerstone of a yet-to-be-launched ride-hailing service.

The self-driving battery-powered robotaxi can carry up to four passengers and would be summoned through an app. The "carriage-style" vehicle can drive both forward and backward, is capable of 16 hours of continuous use and features wireless charging mats and cup holders.

Zoox is owned by Amazon.com Inc. Learn more in this [Bloomberg article](#).



### New Environmental Initiative Launches

Massachusetts, Connecticut, Rhode Island and Washington D.C. will launch the [Transportation and Climate Initiative Program](#) (TCI-P) that aims to reduce pollution while investing in cleaner transportation choices.

The TCI-P will require large gasoline and diesel fuel suppliers to purchase "allowances" for the pollution that results from the combustion of fuels sold in participating jurisdictions. The allowances will generate \$300 million annually to be invested in transportation options that produce less pollution.

### Fuels Institute

The Fuels Institute conducted a study of 37 environmental initiatives to better understand their effectiveness. Access the report on the [Fuels Institute's website](#).



## Update on EV Charging Infrastructure

Several automakers have taken steps to introduce more passenger electric vehicles (EVs) to the market and survey data from the Petroleum Equipment Institute indicates that EV will be an area of growth. With this in mind, convenience store operators are beginning to contemplate the cost of future-proofing their businesses for EV charging. Here are 2 things to be aware of as EVs continue to expand.

### 1. Watch for Funding Opportunities.

Various agencies are rolling out grant funding to support electric vehicle charging infrastructure. For instance, the Florida Department of Environmental Protection offered competitive grants to fund EV charging infrastructure for Level 3 (DC fast) near these busy interstates. Applications were due in January. Find more information on the [Florida Department of Environmental Protection webpage](#). [NECSEMA](#) recently conducted a webinar that provided information about the availability of \$70 million for EV charging in New England states. The organization reported that owner/operators of businesses located near high-traffic areas are ideal candidates for EV charging.

### 2. There Is A Hidden Cost to Infrastructure Funding.

Utility customers, regardless of what kind of vehicle they drive, could be on the hook for infrastructure costs to support electric vehicle (EV) charging. A study released by the [Energy Marketers of America \(EMA\)](#) found that a rapid build-out of infrastructure to support EVs that comprised 10% of vehicles on U.S. roads could cost \$146 billion. If the build-out is funded by utilities, the costs would be passed along to utility customers. Find more information in the report, "Utility Investments and Consumer Costs of Electric Vehicle Charging Infrastructure."

## EV Abbreviations to Know

- **BEV:** Battery Electric Vehicle
- **CAFE:** Corporate Average Fuel Economy
- **CARB:** California Air Resources Board
- **CAV:** Connected and Autonomous Vehicle
- **CI:** Carbon Intensity
- **CNG:** Compressed Natural Gas
- **CSE:** Center for Sustainable Energy
- **CTI:** Cleaner Trucks Initiative
- **CVRP:** Clean Vehicle Rebate Program
- **EPA:** Environmental Protection Agency
- **GNG:** Greenhouse Gas
- **HEV:** Hybrid Electric Vehicle
- **ICE:** Internal Combustion Engine
- **kWhr:** Kilowatt-Hour
- **LCFS:** Low Carbon Fuel Standard
- **LDV:** Light-Duty Vehicles
- **LEZ:** Low-Emission Zone
- **LNG:** Liquefied Natural Gas
- **MMT:** Million Metric Tons
- **NEV:** New Energy Vehicles
- **VIO:** Vehicles in Operation
- **PEV:** Plug-in Electric Vehicle
- **PM:** Particulate Matter
- **RFS:** Renewable Fuel Standard
- **SAFE:** Safer Affordable Fuel-Efficient
- **TCI:** Transportation Climate Initiative
- **VAT:** Value-Added Tax
- **VMT:** Vehicle Miles Traveled
- **ZEV:** Zero-Emission Vehicle



## Trade Show, Convention & Conference Updates

Below is a list of scheduling updates for upcoming industry events. We regret that we will not be able to visit with you in-person if your region's show has been canceled. Please reach out to your [local Source representative](#) to discuss how we can help.

### **M-PACT**

Rescheduled for Sept. 8-10.

### **Southeast Petro-Food Marketing Exposition**

Rescheduled to May 20-21.

### **NECSEMA**

Considering a virtual event.

### **WPMA**

Canceled for 2021.



## REMINDER: EMV Liability Shift Is 2 Months Away

The deadline for the April EMV liability shift is quickly approaching. For a refresher on the steps needed in order to be EMV ready, check out this [EMV Technology](#) guide from Know Your Payments. For information about EMV technologies that Source provides, please contact your [local Source rep](#) immediately.

## Sources of Outlook Information

As you look for reliable sources of information about the outlook for energy, fuel and general economic information, please consider the following:

- [U.S. Energy Information Administration](#)
- [U.S. DOT Federal Highway Administration](#)
- [StreetLight Data](#)
- [The Real Economy Blog](#)
- [The Fuels Institute](#)
- [The Lundberg Letter](#)
- [American Energy Society](#)