



Quarles Petroleum upgraded several of its 120 unattended cardlock fueling sites to OPW's FSC3000™ and C/OPT™ Fuel Island Terminal.

## Fuel Control for the Long Game

### Quarles Petroleum chooses FSC3000™ as its long-term fuel management system

Quarles Petroleum is a prominent oil distributor, propane supplier, service-station supplier and fleet-fuel site provider in Fredericksburg, VA, which is considered one of the fastest growing regions in the state. Quarles Petroleum has experienced the growth firsthand, expanding from a one-truck, family-owned oil business in 1940 into what is today a corporation employing more than 250 people.

When it comes to the unique business of fleet-fueling sites, Quarles Petroleum's experience with more than 120 unattended cardlock fueling sites is unmatched. Located in Pennsylvania, Maryland, Delaware, West Virginia, Virginia and North Carolina, the sites provide automated access to refueling privileges.

Operating a 24/7 fueling facility demands attention to customer accessibility, product affordability and operational dependability in order to sustain a successful, growing business.

Continued on page 2

## What's Inside



### OPW and Pacific Pride Lead SmartLock™ Transition

Network solutions will be rolled out in two phases



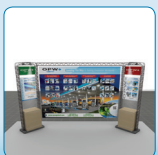
### What's New: Ethernet and Wireless IP Gateways

OPW introduces additional IP converters for FSC3000™



### OPW Expands Training Opportunities

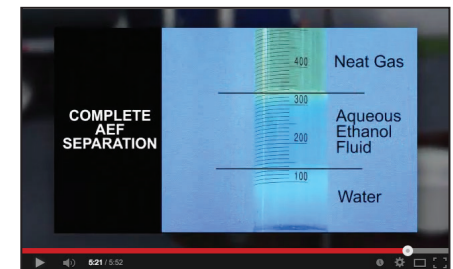
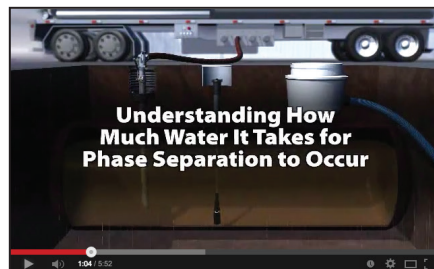
OPW opens first off-site training facility at Atlanta Petroleum Equipment Co.



### Upcoming Trade Shows

Check out OPW's booth at these summer trade shows

## Video Spotlight



## OPW's Aqueous Ethanol Float Sensor Detects Water in Tanks in Time for Corrective Actions

Watch this issue's featured video on the benefits of OPW's AEF at <http://youtu.be/nOMRgq6tEBQ>

OPW's Aqueous Ethanol Float Sensor detects changes at 5/16 of an inch – the best in the industry – at the bottom of E10 and E85 tanks before the changes become a major problem and while corrective actions can be taken to prevent phase separation.

# OPW Working Closely with Pacific Pride to Ensure Smooth Transition During the SmartLock™ Obsolescence and Beyond

With major impending changes on the horizon for the Pacific Pride Network and its transaction processing logistics, there has been a great deal of discussion regarding OPW and how its equipment will fit into the typical Pacific Pride marketer's site.

From the time it was announced that Comdata would be discontinuing the support and service of the SmartLock™ satellite and CPU system, OPW, along with significant assistance from Pacific Pride, has taken a proactive stance to ensure that no OPW customer would face the prospect of being unable to successfully process transactions on their network.

## Pacific Pride Network Transition - Proposed Pricing

Existing System <sup>2</sup> Installed	OPW Phase 1 Upgrade	OPW Phase 2 Upgrade	Total Upgrade Cost	Existing FSC3000™ Installed	OPW Phase 1 Upgrade	OPW Phase 2 Upgrade	Total Upgrade Cost
<b>Equipment Needed</b>	FSC3000™ / OPW IP Gateway	OPW "Next Generation" Fuel Site Controller		<b>Equipment Needed</b>	SIMM & Flash Upgrade/ IP Gateway	OPW "Next Generation" Fuel Site Controller	
<b>Cost</b>	\$3,500	\$5,950	\$9,450	<b>Cost</b>	\$1,500	\$5,950	\$7,450
<b>Future Equipment Trade-In Rebate</b>	---	-\$3,000	-\$3,000	<b>Future Equipment Trade-In Rebate</b>	---	-\$1,500	-\$1,500
<b>Total Cost</b>	\$3,500	\$2,950	\$6,450	<b>Total Cost</b>	\$1,500	\$4,450	\$5,950

\*Pricing and rebates are subject to change. Please consult with your OPW representative to verify any pricing or promotion information before ordering.

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## Fuel Control for the Long Game

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According to Dean Brooks, Facilities Manager for Quarles Petroleum, it was his company's need to expand the network of cards accepted at Quarles Petroleum facilities that prompted a change in the front-end fuel control systems that customers interface with at fueling sites.

"Our previous vendor had stopped making the system we were using and they were going to a new system that would not have worked with the Quarles network," Brooks said. "We needed to find a new solution for our sites."

Realizing that the previous system needed an update, Quarles Petroleum relied on its long-standing relationship with Advanced Fueling Systems, located in Ashland, VA. The two worked together to determine the best option for Quarles' needs.

Linnie Hiter, President of Advanced Fueling Systems, said that when a company makes an investment in a system, they need to know that the support for the system will be around years later.

"Quarles was looking for a system for the long game," said Hiter. "We always pick the best product for all of our customers. We have used OPW in the past and it was reliable. They have the resources to handle anything that may come up and they have worked really close with Quarles to get the new system how they need it."

Based on the recommendations of Hiter and Advanced Fueling Systems — and based on the reputation of OPW, Quarles opted for new equipment from OPW Fuel Management Systems, Hodgkins, IL.

Specifically, Advanced Fueling Systems recommended the FSC3000™ Fuel Site Controller and C/OPT™ Fuel Island Terminal, along with the Phoenix™ Plus Fuel Management Software from OPW Fuel Management Systems.

Brooks said the new OPW-FMS system expanded the number of networks available for client billing and provided the diversity for cards accepted at the sites that the competition's system simply could not provide.

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- Linnie Hiter, President of Advanced Fueling Systems

The FSC3000 sets the standard in fuel management systems, featuring the capability to conveniently track and report fueling transactions by driver and/or vehicle. The FSC3000 interfaces with many authorization and commercial fueling networks, as well as proprietary network cards. It allows the user to set fueling

restrictions that limit specific vehicles to the type of fuel used and quantities purchased, thereby assuring complete fueling-system security, accountability and control.

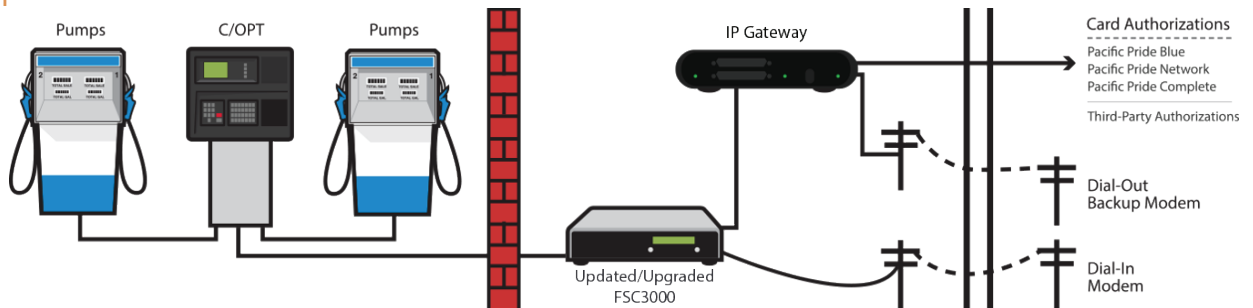
"We have been working with OPW-FMS for about two years and the system has been really reliable," said Brooks. "That's the whole thing that we deal with — it has to be reliable."



# SmartLock™ Obsolescence and Beyond (Continued from page 2)

The following information illustrates the equipment changes necessary during both Phase 1 and Phase 2 of the two-phase Pacific Pride transition.

## Phase 1



OPW's Phase 1 solution will address the immediate need to provide a functional replacement to the current SmartLock CPU and satellite equipment in use today, as support of the existing SmartLock system ends December 31st.

For existing System2 controller users, a new FSC3000 Fuel Site Controller will be required, along with a new IP Gateway ([see story below to learn more about OPW's new IP Gateways](#)). This new version of the FSC3000 will be made available July 9th, a full six months in advance of the discontinuation of SmartLock support and service.

For existing FSC3000™ controller users, a new Flash upgrade, a memory SIMM and an IP Gateway is all that is required for Phase 1. This new flash upgrade will be made available at the same time as the new version of the FSC3000.

## Phase 2

The Phase 2 solution comprises an entirely new FSC platform designed to seamlessly integrate with Pacific Pride's upcoming cloud-based platform. Currently referred to as the "Next Generation Solution," the new platform is set to launch in Q2, 2015. The target release date for this new FSC is early next year, and it is currently being developed to be compatible with existing card reader terminals and pump control methods.

## What's New? OPW Introduces Additional Ethernet & Wireless IP Gateways for the FSC3000™ Fuel Site Controller

OPW Fuel Management Systems is pleased to announce the launch of additional Ethernet Gateway Kits and 3G Cellular IP Gateways.

When used in conjunction with the Petro Vend K800™ Hybrid, C/OPT™, or FIT500™ Fuel Control Systems, OPW's Ethernet IP Gateway Kits and new 3G Cellular IP Gateways provide secure, high-speed authorization and transaction processing, resulting in improved efficiencies and enhanced customer experiences. With OPW IP Gateways, the time required to establish a dial-up connection is eliminated. Compared to phone lines that transmit at 2400 bps, IP networks can transmit at 100 Mbps for faster more reliable transactions.



OPW's new Wireless IP Gateways for the FSC3000™ enable remote authorizations.

### Ethernet IP Gateways for Seamless, Integrated Communications:

OPW's IP Gateway Kits offers two serial connections: an outbound card authorization connection and a connection that facilitates inbound communications from the Phoenix® Fuel Management Software for integrated authorization and data polling. The IP Gateway Kits also have a built-in dial-out modem that, when connected to a phone line, will dial out in the event an Internet connection becomes unavailable.

### New Wireless IP Gateways Enable Remote Authorizations:

For fuel sites that do not have an Ethernet connection available, the new 3G Cellular IP Gateway can facilitate outbound network authorizations. With these wireless IP Gateways, a cellular service provider sends the card authorization information to the network for processing. Antennas – used to boost wireless signals or for mobile applications – and additional ports are available.

### Many Network Certifications for More Payment Processing Choices:

Wireless and Ethernet IP Gateways are certified to communicate with the following card authorization networks: CFN, TCH®, T-Check™, NBS, Chase Paymentech™ and Buypass™.

For information about pricing and part numbers, please contact your OPW District Manager.

# OPW Announces the Opening of First Offsite Training Facility

## Atlanta Petroleum Equipment Company hosts technical certification, OPW product instruction

OPW Fuel Management Systems is pleased to announce the opening of its first permanent offsite training facility for the OPW SiteSentinel® Integra 100™, Site Sentinel® Integra 500™ and SiteSentinel® iSite™ automatic tank gauge systems, as well as the FSC3000™ fuel site controller. Located at Atlanta Petroleum Equipment Company (APEC) in Tucker, GA, this training center will provide a local solution to those seeking to gain technician certification and familiarity with these OPW products.

“We are very excited to be opening up our first offsite training facility at APEC,” said Lewis Bell, OPW Director of Training. “Frank Carson, the Service Manager at APEC, has been fully trained as an OPW Authorized Trainer and will rely on years of hands-on field experience and the support of OPW Technical Services. Frank has been at APEC for 16 years, nine years as a field technician, and holds many manufacturer certifications in fueling equipment. Frank’s dynamic teaching ability creates a unique opportunity for technicians looking for an exciting hands-on class offered by a technical expert. Students will receive training using the newest OPW equipment in a state-of-the-art training center.”

Over the next few months, other training centers will open across the country in major cities in an effort to provide more local opportunities for technician certification using skilled senior technicians who are also dynamic trainers. If you would like to find out more about this program, please contact your OPW Commercial District Manager for more information, or check the Technical Seminar Schedule on [www.opwglobal.com](http://www.opwglobal.com).



Frank Carson, Service Manager at Atlanta Petroleum Company, explains the new OPW SiteSentinel® Integra 100™ tank gauge to technicians.

## Upcoming OPW Seminars

<b>K800™ Webinar</b> June 9	<b>EVR Training</b> June 10 Duluth, GA	<b>iTouch™ Tank Gauge Webinar</b> June 16	<b>AST EVR Certification</b> June 19 Fairfield, CA
<b>UST EVR Certification</b> June 19 Fairfield, CA	<b>OPW-FMS Technical Service</b> July 15 and July 16 Dallas, TX	<b>OPW-FMS Integra 500 Automatic Tank Gauge System</b> July 24 and July 25 Atlanta, GA	<b>OPW-FMS Technical Service</b> Aug. 5 and Aug. 6 Hodgkins, IL

Seminar schedule is subject to change. Visit the Technical Seminar Schedule at [www.opwglobal.com](http://www.opwglobal.com) for more information about these upcoming seminars.

## Upcoming OPW Trade Shows

<b>International Liquid Terminals Association</b> June 2 - June 4 Houston, TX	<b>Government Fleet Expo &amp; Conference</b> June 4 - June 5 San Diego, CA	<b>American Public Works Association Chicago Metro Chapter Expo &amp; Conference</b> June 10 - June 11 Schaumburg, IL	<b>Petroleum Equipment Institute Purchasing &amp; Inventory Managers Conference</b> June 12 - June 14 Indianapolis, IN	<b>2014 American Public Works Association</b> Aug. 17 - Aug. 20 Toronto, Canada
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