A Fresh Approach to Fuel Control

New Terminals, Software and Accessories Emphasize Adaptability at the Fuel Site

A refreshed Fuel Control product line is beginning to emerge at OPW Fuel Management Systems (OPW FMS).

OPW FMS recently introduced the Petro Vend 200 (PV200) Fuel Island Terminal, released new features for the Petro Vend 100® (PV100) Fuel Control System and expanded its line of connectivity options with its Wireless Ethernet. An EMV-ready Fuel Island Terminal also is in development. In addition, in Q4 of last year, FMS began offering a 60-day trial for its new Phoenix SQL Lite software. These initiatives, as well as others that are in the works, reflect a commitment from OPW FMS to deliver the fuel management solutions that today’s fleet managers and cardlock sites need to optimize their operations.

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Video Spotlight

OPW Marks 125 Years of “Leading the Way”

OPW is proud and honored to be celebrating 125 years in business. This landmark achievement is a tribute to the People, Partners and Products that have allowed OPW to build a Legacy of Innovation. To learn more about how our People, Partners and Products have helped OPW establish its reputation as the global leader in fluid-handling solutions, please watch this video.
New Leaders Appointed to Key Posts at Dover, OPW and FMS

The fuel industry is continuously evolving, and Dover, OPW and OPW Fuel Management Systems (OPW FMS) are no exception. In December, Dover formed a new Dover Fueling Solutions organization to be led by David Crouse, who formerly held the post of OPW president. In March, Kevin Long was named the new OPW president. OPW FMS also completed several new hires and promotions recently:

Scott Rutherford Appointed Director of FMS Product Management
Scott Rutherford is the new Director of North American Fleet & FMS Product Management for OPW Fuel Management Systems. Rutherford is providing strategic direction for OPW’s commercial fleet business, working with engineering and product managers to bring new fuel management innovations to market, while also promoting growth of fuel control and ATG solutions in North America and abroad.

Pete Neil Named Global Product Manager
Pete Neil, has been promoted to Global Product Manager for OPW Fuel Management Systems. Pete will be responsible for providing leadership and management of product development initiatives and sales of fuel control and tank gauge products across all markets.

Rich Klima Is New FMS Fuel Control Product Manager
Rich Klima has been promoted to Fuel Control Product Manager at OPW FMS. In his new role, Rich is responsible for overseeing new product development, including OPW’s new Petro Vend 200 Fuel Island Terminal, and growing sales in OPW’s Fuel Control product line.

Sally Leach Named New Customer Service Supervisor
Sally Leach has been promoted to the position of Customer Service Supervisor at OPW Fuel Management Systems. In her new role, Leach is responsible for maintaining OPW’s high customer service standards and overseeing the operation of the department.

Chris Hillyer Is New FMS Commercial District Manager
Chris Hillyer has joined OPW FMS as a Commercial District Manager. Hillyer is responsible for managing customer relations and growing sales for fuel control and tank-monitoring product lines in Indiana, Ohio, Michigan, Kentucky and West Virginia.

Try Phoenix SQL Lite for Free
Sign Up for a 60-Day Free Trial at www.opwglobal.com/PhoenixTrial

New Terminals
At WPMA in February, OPW introduced its new PV200. In addition, OPW FMS expanded the PV100’s feature set to support 2 or 4 fueling points, 1,000 cards, a ChipKey® Reader and driver and vehicle verification. To meet a variety of site configurations, both terminals are available in three pedestal heights, including heights that meet Americans with Disabilities Act requirements.

The two terminals offer a glimpse of the future of FMS-led fuel control solutions, which emphasize adaptability, scalability and upgradeability.

“Commercial fuel sites need modular fuel control solutions that help them adapt to changing needs with as limited interruption of service as possible. Achieving this through integrated product solutions is an ongoing mission for OPW FMS product development,” said FMS Fuel Control Product Manager Rich Klima.

New Software
The new Windows®-based Phoenix SQL Lite™ fuel management software from OPW Fuel Management Systems represents an ideal upgrade path for Phoenix Premier™ and Phoenix Plus™ users. Compatible with Windows 7, 8 and 10, the software supports OPW’s FSC3000™ Fuel Site Controller-based fuel control systems, including the PV200, K800 Hybrid™, C/OPT™ and FIT500™. OPW is offering a free, 60-day trial of Phoenix SQL Lite at www.opwglobal.com/phoenix-sql-lite-trial-request.aspx. More than 125 people have requested a trial of the software in the short time that it has been available.

New Connectivity
OPW’s new Wireless Ethernet provides a wireless connection between an FSC3000™ Fuel Site Controller or an OPW tank gauge and a remote Ethernet connection. It is an ideal solution for fuel sites where direct wired connections may be too costly. The plug-and-play alternative to Ethernet cable requires no configuration, and 128-bit AES encryption provides secure communications. And there’s more to come.

“We look forward to building more customer value in the tradition of Petro Vend and OPW with several new fuel control products in subsequent quarters,” said FMS Global Product Manager Pete Neil.

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FMS Explains How to Make the Most of Equipment Investments

In an April article published on Government Fleet’s website, FMS Domestic Sales Manager Bobby Hayes advises fleet managers about how to maximize their investments in fuel control equipment by developing a long-term equipment acquisition strategy. In the article, he makes the following recommendations:

1. **Increase awareness of cost cycles and take advantage of them to optimize the timing of capital investments.** Investing in fuel control assets when fuel prices are relatively flat, helps fleets minimize budgetary pain during times of rising costs.

2. **Invest in modular, upgradeable and scalable systems to maximize service life.** OPW FMS leverages this principle in both tank gauging and fuel control solutions.

3. **Leverage data analytics provided by software to create operational efficiencies.** Fuel management software, such as OPW’s Phoenix SQL® and Phoenix SQL Lite®, offer much more than inventory reports. From streamlining compliance reporting management to interfacing with fleet maintenance and back-office software, Phoenix leverages powerful metrics that create efficiencies throughout fleet operations.

OPW Leads the Way in Phase Separation Detection and Education

Water has long been the enemy of fuel. What many commercial and retail fuel site operators don’t realize, though, is that with the introduction of fuels with increased ethanol content, water intrusion has become an even more vexing quality control issue.

This is because ethanol-blended fuels are vulnerable to phase separation, a condition when the ethanol becomes oversaturated and can no longer be suspended in the fuel. Phase separation causes distinct layers of inventory to develop in the tank, with a water layer and a alcohol-and-water layer nearest the submersible pump’s intake tube. If this contaminated fuel is dispensed into a vehicle, it causes significant – and costly – engine damage.

**Earliest Detection**

Very little water is needed to ruin inventory. In a tank with 10,000 gallons of E10, phase separation can occur when just 40 gallons of water enters the tank – that is a concentration of less than 1%. OPW’s Aqueous Ethanol Float Sensor provides the earliest detection of in-tank phase separation, enabling operators to address phase separation before contaminated fuel is distributed and fuel inventory is beyond correction.

**Reducing False Alarms**

In addition, the Aqueous Ethanol Float Sensor’s real-time density readings are net-corrected for thermal changes within the tank. This feature prevents false phase separation alarms, a common headache that operators experience with competitor devices during fuel drops.

“OPW’s AEF Sensor compensates for temperature swings that occur during deliveries. This is something that no other phase separation detection device can do,” said FMS Global Product Manager Pete Neil.

OPW’s AEF: See The OPW Difference in Action

Watch the video at [www.opwglobal.com/aef](http://www.opwglobal.com/aef) to learn how OPW’s Aqueous Ethanol Float Sensor outperforms competing’s water-detection solutions.
FMS Is Off to Strong Start at 2017 Trade Shows

OPW Fuel Management Systems (OPW FMS) kicked 2017 off with a very strong showing at many industry conventions, where OPW FMS introduced several new products to distributors and end-users alike.

OPW debuted its new Petro Vend 200 (PV200) Fuel Island Terminal at WPMA in February. Designed for the unique needs of commercial applications (traditional fleet and cardlock operations), the new terminal received a warm welcome from visitors.

“Fuel control isn’t one size fits all. The adaptability that the new terminal offers really seemed to resonate with people,” said OPW FMS Domestic Sales Manager Bobby Hayes.

In addition to the new fuel control products, FMS exhibited industry-leading tank-monitoring solutions including the SiteSentinel® Nano® Console, SiteSentinel® Integra 100™, SiteSentinel® Integra 500™, the Aqueous Ethanol Float Sensor and more.

So far this year, the road show has taken the FMS crew all across the country: WPMA in Las Vegas, PACE in Kansas City, Southeast Petro-Food Marketing Expo in Myrtle Beach, Gulf Coast Food & Fuel in Biloxi, CARWACS in Toronto, M-PACT in Indianapolis and more. And those events are just the beginning. With several more trade show exhibitions planned later this year, there are plenty of additional opportunities to catch up with FMS.

“It’s been a pleasure to meet with our distributor partners all across the country, as well as current and new customers,” Hayes said. “We look forward to continuing that level of engagement throughout the rest of the year.”

Learn All About It: New Resources

OPW Fuel Management Systems regularly introduces new or updated educational resources. Here’s a sampling of our newest offerings:

**Videos**

Phoenix SQL® Tutorial: Visit [www.youtube.com/user/opwglobal](http://www.youtube.com/user/opwglobal).

**Web Page**


**Manuals**

Visit [www.opwglobal.com/opw-fms/tech-support/manuals-how-to-videos/technical-manuals](http://www.opwglobal.com/opw-fms/tech-support/manuals-how-to-videos/technical-manuals) to download these updated manuals:

- M1900 Petro Vend 100® Fuel Control System – Installation, Operation and Maintenance Guide

FMS Solutions Featured in New Case Study

Simple Energy installed an integrated line of fuel control and tank monitoring equipment from OPW that helped eliminate the heating company’s dependence on third-party fuel suppliers.

“The cost-savings of what we are doing on a day-to-day basis is enormous. We are getting a better than-expected return on our investment,” said Simple Energy’s Rob Stenger.