

Fueling Connections

Summer 2013 • VOL 4, ISSUE 1



Baker Hughes' San Antonio Fuel Site Sets the Standard

Team approach gets OPW-FMS fuel-management systems up and running

Baker Hughes Incorporated is a top-tier oilfield service company, specializing in solutions that help oil and natural gas operators make the most of their reservoirs. The company's reputation is that of innovation, offering advanced value-added technological solutions to oil and gas operators.

In May of last year, Baker Hughes acquired a brand new, state-of-the-art fuel site just south of San Antonio, TX. This particular fuel site houses two 10,000 gallon-tanks, one for clear and one for No. 2 diesel, and features a completely aboveground approach to fuel storage and transfer. All of the tanks, pipelines and other equipment are easily visible, creating both a unique operating atmosphere and unique challenges.

For Baker Hughes, utilizing OPW-FMS equipment offers completely integrated fuel-management solutions, from fuel accountability and reconciliation all the way to

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Baker Hughes' San Antonio Site features eight OPW-FMS K800™ Systems and a SiteSentinel® iSite™ Tank Gauge.

What's Inside



Release of the Petro Vend 100™

OPW-FMS is pleased to announce the availability of its new Petro Vend 100™ (PV100™) Fuel Control System



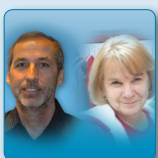
OPW-FMS Hosts Integra™ Training

OPW-FMS provides a four-day Integra training event at S&W Services in Syracuse, NY



"Hustle Up The Hancock" Charity Event

Team Dover participates in the 16th Annual charitable event in downtown Chicago



Paul Berube and Karla Wollnik Retire

Two dedicated OPW-FMS employees announce their retirement

OPW Fuel Management Systems Releases Petro Vend 100™

OPW Fuel Management Systems is pleased to announce the availability of its new Petro Vend 100™ (PV100™) Fuel Control System. OPW-FMS originally debuted the PV100 at the 2012 NACS Show in Las Vegas, NV, with the system receiving rave reviews. The PV100 is now available for shipment as a stand-alone, pedestal-mounted fuel-control system that is ideal for use by small or mid-sized fleet operators who require one- or two-hose control at their unattended fueling sites.

The PV100 is a true “turnkey system” in which the unit is shipped ready-to-use with 50 pre-configured users. Designed for quick-and-easy installation, the PV100 requires only power, along with pulser and hose-control connections, in order for system operation to be initiated. The PV100 stores dispensed fuel amounts as card- and pump-specific totals, which can be viewed on the display screen or retrieved with an external USB flash drive. System configuration is menu-driven and takes place at the terminal, eliminating the need for PC-required software.



The PV100 also includes user-selectable PINs, from three to six digits in length, that allow only authorized users to dispense fuel, as well as hose-based quantity restrictions. A dual manual-pump-override control enables pump relays and the recording of dispensed fuel volumes over a specific time, and Manager Card access in on-screen manager mode allows program-parameter adjustment, the ability to view card and pump totals, and the ability to transfer data to a USB flash drive. The PV100 also offers optional dual-head magnetic cards, and optional HID proximity key-fob readers will be available soon. ■

OPW Fuel Management Systems' PV100™ is shipped ready-to-use and is designed for small to mid-sized fleet operators.

Serving these industries and many others...

Baker Hughes' San Antonio Fuel Site Sets the Standard (Continued from page 1)



The OPW Technical Services Department provided Baker Hughes with superior service.

By using OPW Fuel Management Systems' equipment, this Baker Hughes site in San Antonio, TX, is able to use real-time fueling, allocation of fuel, tank-gauging and accounting of inventory capabilities.

environmental compliance and fuel control. The reliability of the reconciliation reports that come from OPW-FMS systems is imperative for Baker Hughes, and the same was expected of the eight OPW-FMS K800™ Hybrid Fuel Island Terminals and the SiteSentinel® iTouch™ Tank Gauge System that were installed at the San Antonio site.

At this site, the typical Baker Hughes data line wasn't hardwired until a few months after installation of the equipment, so the operator, employees and drivers were unable to fully operate as planned over the temporary communication lines that were being used. Eventually, the data line would be hardwired and fully operational, and it would be time to begin fueling. However, due to a lack of initial configurations, problems in operations arose.

Once the hardline was installed, the task of performing the initial configuration fell upon Deborah Sanders, the Parts Clerk for the San Antonio site. Sanders' first instinct was to turn directly to OPW Technical Service. After listening to her explanation of the situation, OPW Technical Service representatives immediately went to work to get the site fully operational.

In this particular case, there was a fair amount of work to do from a programming standpoint. This was mostly achieved through a step-by-step approach. In addition, there were complicated hands-on, at-the-terminal tasks that a technical service representative would be tasked with guiding Sanders through.

Eventually, all that could be done on Technical Service's end was completed, and the finishing touches were needed. OPW-FMS representative Josh Vander Hey was called in to take a trip to San Antonio to button up any remaining issues, which were some of the most complex and challenging of the project.

With teamwork, the OPW Technical Service staff and Vander Hey eventually got the San Antonio site running. With the integrated system in place and meeting all the expectations at the San Antonio facility, everything is now smooth sailing.

"It's doing everything we want it to do and the drivers are happy," said Sanders. "It gives me a good record of usage and deliveries, and if other operators ever call me with problems, I send them directly to OPW Technical Service." ■

OPW-FMS Hosts Integra™ Training with S&W Services in Syracuse, NY

S&W Services in Syracuse, NY, was an early adopter and the very first premier distributor of OPW Fuel Management Systems' new SiteSentinel® Integra™ Tank Gauge Console. As part of OPW-FMS' dedication to offering the highest quality of training and support for distributors and technicians, and in partnership with S&W Services, members of OPW-FMS' sales team recently spent four days in Syracuse leading an event geared toward the launch of the SiteSentinel Integra.

The off-site event offered hands-on opportunities for all of the attendees. The first two days of the event were completely dedicated to those technicians who install and perform maintenance operations on the equipment, utilizing informative PowerPoint presentations, as well as the tank-gauge units themselves. Day three saw S&W's sales specialists get their turn with the equipment, as well as having the opportunity to learn about the product through a review of SiteSentinel Integra marketing materials, which were provided by OPW-FMS.

Day four of the event offered a truly unique experience: an invite-only showcase for the launch of the SiteSentinel Integra. Following a two-hour introductory presentation, customers of S&W Services were then given the chance to become familiar with all of the new features of the unit, hands-on and in-person.

The SiteSentinel Integra, which provides complete tank monitoring, inventory management and environmental compliance testing through the incorporation of the latest computer technology, succeeded in impressing those present. Not resting on its laurels, OPW-FMS has driven interest in its new offerings, and the partnership between S&W Services and OPW-FMS remains one in which everyone benefits. ■



The OPW-FMS team worked with S&W Services as part of a four-day SiteSentinel® Integra™ training event.



SiteSentinel® Integra™ Tank Gauge Console

Team Dover Paces "Hustle Up The Hancock" Charity Event

Recently, the 16th Annual "Hustle Up The Hancock" charitable event was held at the John Hancock Center in downtown Chicago. Team Dover, featuring OPW-FMS' own Joe Dowling, placed first out of 22 teams in the 52-story Half-Climb category.

Participants in the Half-Climb category started on the 42nd floor and covered a total of 816 steps in their 52-floor ascent to finish in the John Hancock Observatory, a feat that Dowling completed in an impressive 7:58.3. The combined time of the winning Dover team, consisting of Dowling and George Patterson, Tim Patterson and George Patterson, Jr., all of Knowles, combined to top the second-place team by nearly 43 seconds. In addition, these four team members were the top four individual finishers of all of the contestants in the team category.

The Dover Team consisted of more than 60 people from Dover's Corporate Office and three local Illinois Dover companies: Knowles in Itasca, OPW-FMS in Hodgkins and Midland in Skokie. In total, the group raised nearly \$7,000 for the Respiratory Health Association.

Each year, more than 4,000 people race to the top of John Hancock Center in Chicago to raise more than \$1 million for the Respiratory Health Association's lung-disease research and programs. ■



The Dover "Hustle Up The Hancock" participants, including OPW-FMS' own Joe Dowling.



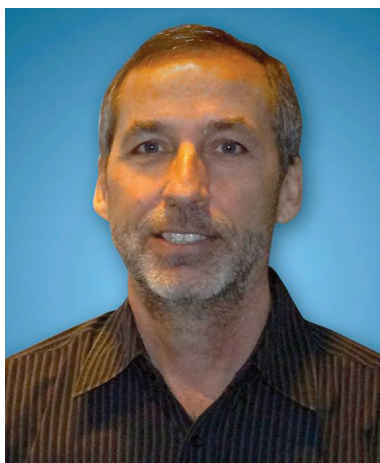
OPW-FMS Announces the Retirements of Paul Berube, Karla Wollnik

After 38 years of loyal service, Karla Wollnik has retired from OPW Fuel Management Systems, with her last day on May 31. Wollnik began her career in February 1975, working for PetroVend as an Assembler. Throughout her career she has held several positions at OPW, including Purchasing Manager, Materials Manager, Human Resources Manager, Production Manager and Operations Manager, among others.

Wollnik's career has been marked by dedication, commitment and charm, and OPW-FMS wishes her all the best in enjoying her retirement.

In addition, Paul Berube recently retired from his position as the Vice President of Sales, with his last day on June 7. Berube, whose thoughtful style of leadership and team involvement touched virtually everyone within the OPW family, was at OPW for more than 29 years. He started his career in 1978 working for Dover Canada, then spent a few years working for an OPW distributor. He returned to OPW in 1991 as Vice President of Sales.

Berube was responsible for successfully building OPW's international sales presence and was critical in boosting OPW's standing in the industry as global leaders in the petroleum field. OPW-FMS wishes him all the best in enjoying his retirement, as well. ■



Paul Berube



Karla Wollnik

OPW-FMS Welcomes New Tank Gauge Field Service Manager

OPW-FMS is pleased to announce the addition of Jeremy Lewis, who will assume the position of Tank Gauge Field Service Manager. Lewis was previously employed with Hafer Equipment in Reading, PA, where he served as a District Sales Manager, Service Tech and Technical Trainer. In addition, he was one of 18 Certified GVR trainers at Hafer.

While Jeremy is highly experienced in fuel controls, his true strength is in tank gauges. It is with this skill set that his full potential will be

realized in his new role at OPW-FMS. Jeremy will be instrumental in the introduction, training of contractors, and site installs and support for FMS' new tank-gauge system, SiteSentinel® Integra™. When not addressing field installations or training, Jeremy will work out of his home office in support of FMS' other products.

We'll Be There

At right, is the current list of major industry trade shows that OPW will be attending in the upcoming months.

<p>NACO Annual Conference & Expo July 19 - 23, 2013 Fort Worth, TX</p>	<p>FPMA (Sunshine Food & Fuel Expo) Show July 20 - 23, 2013 Orlando, FL</p>	<p>Idaho Petroleum Marketers Convention July 31 - August 2, 2013 Sun Valley, ID</p>
<p>APWA Congress and Expo August 25 - 28, 2013 Chicago, IL</p>	<p>POC (Pacific Oil Conference) Show September 3 - 5, 2013 Reno, NV</p>	<p>SGFMS (Southeast Government Fleet Management) Show September 15 - 18, 2013 Charleston, SC</p>



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