

**Date:** July 11, 2014  
**To:** OPW Fuel Management Systems Partners  
**From:** OPW Fuel Management Systems  
**Subject:** OPW Offers New FSC3000™ to Address SmartLock™ Obsolescence

OPWES-2014-0711

**To Our Valued Customers, Marketers and Distributors,**

OPW is pleased to announce that effective today, orders can be placed for the new Pacific Pride FSC3000™ fuel site controller, designed to ensure continued compatibility with the Pacific Pride™ commercial fueling network. Developed closely with the team at Pacific Pride, this enhanced fuel site controller will provide every Pacific Pride marketer currently using OPW fuel control equipment a reliable transaction processing solution, well in advance of the SmartLock™ System's impending December 31st, 2014, sunset date.



There are two upgrade packages available as part of this program. The ordering process for these packages is as follows:

**For New Site Builds and Customers with System2 Site Controllers**

**Step 1: Contact your OPW distributor and order part number FSC3000-PP-SLR**

This part number represents a comprehensive Pacific Pride SmartLock replacement package, including a new FSC3000 fuel site controller. The price of this equipment is \$4,500; however, a \$1,000 rebate is available upon the return of your existing System2 fuel site controller (see step 2 below). In addition to this \$1,000 rebate, customers qualify for a \$3,000 credit toward the future purchase of the OPW fuel site controller being developed to accommodate Pacific Pride's cloud-based Next Generation Solution set to launch in 2015. *(The 2015 model of the OPW fuel site controller must be purchased within 90 days of its release, [click here for more information.](#))*

**Package Includes:** A new FSC3000 fuel site controller, all required network flags, and a Pacific Pride IP Gateway.

**Step 2: Return your current System2 site controller to your distributor**

If you have a pre-existing site with a System2 controller, you are eligible for a \$1,000 rebate when your distributor returns your System2 controller to OPW. In order to receive this rebate, provide your OPW distributor with your old System2 site controller and supply them with part number RB-PP-SYS2. To be eligible for rebate, the System2 site controller must be returned to OPW within 90 days.

**For Customers With a Pre-Existing FSC3000**

**Step 1: Contact your OPW distributor and order part number PP-SLR-UP**

The price of this package is \$1,500. Customers who purchase this package will qualify for a \$1,500 credit toward the purchase of a future OPW fuel site controller being developed to accommodate Pacific Pride's cloud-based Next Generation Solution, which is set to launch in 2015. *(The 2015 model of the OPW fuel site controller must be purchased within 90 days of its release, [click here for more information.](#))*

**Package Includes:** A FSC3000 fuel site controller upgrade kit, all required network flags, and a Pacific Pride IP Gateway.

### Third-Party Processing Fees

OPW offers all of our equipment with free access to technical support services and no direct, ongoing maintenance fees. However, two separate, third-party monthly service fees may apply.

**Abierto Networks** – A one-time set up fee of \$55 and a monthly processing fee of \$24.95 to \$49.95, depending on contract terms, will be required of all customers. These fees cover account set-up and the monthly cost of communications with the Abierto Network processing service, and are payable directly to Abierto Networks (via Echosat).

**Comdata**® – Acceptance of the Comdata Comchek card is no longer mandatory. Customers who choose to process the Comchek card on the Comdata network will pay a one-time set up fee of \$50 and a monthly fee of \$14. These fees will be payable directly to Abierto Networks (via Echosat).

*\*Please note that OPW will be going through a thorough beta test period before we receive approval from Pacific Pride to begin shipping equipment. There is an approximate lead time of six to eight weeks for initial orders placed, and it is expected that new fuel site controllers and upgrade kits will begin being delivered towards the end of August.*

Should you have any questions or concerns regarding this information, please contact your OPW distributor or representative. To download a printable version of this bulletin, [please click here](#).

Thank you for your time, as well as your continued loyalty and support.

**Phil Carlin**  
President, OPW FMS