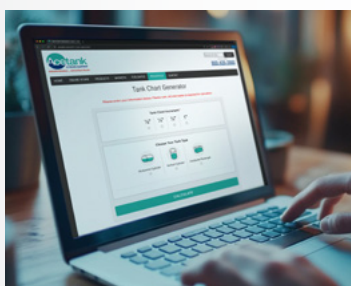




Explore Future-Proof Retail Sales Solutions

Source North America's Retail Sales Solutions team is dedicated to helping station operators future-proof their forecourts. We invite you to visit our [Retail Sales Solutions page](#) to browse a selection of products from Wayne Fueling Systems, Verifone, Square D and other leading equipment brands.

[Contact us](#) to learn about new forecourt equipment that creates personalized customer experiences, increases store traffic, helps boost sales and enhances curb appeal.



Create a Free Tank Chart Today

Ace Tank & Fueling Equipment is celebrating over 80 years of providing turnkey [FuelSafe](#) fuel storage and handling systems.

Other achievements at Ace Tank include launching a [free online Tank Chart Generator](#) that enables users to quickly and easily download a tank chart after inputting a few basic criteria.



DRIVING FUEL SALES FROM THE KITCHEN

The relationship between the fuel island and the C-store is changing. No longer is the sole objective to entice fuel customers into the C-store. Retailers are now leveraging high-value foodservice programs to entice customers to fuel up their tanks, a strategy that is paying dividends amid high fuel prices and rising prices at quick-service restaurants (QSRs).

Industry data reveals that 56% of customers now enter the store before purchasing a single gallon of fuel. To capitalize on this momentum, C-store operators are deploying cross-commodity incentives, such as bundling an entree, side and drink to trigger per-gallon discounts at the pump. This strategy shifts the brand perception from a transactional pit stop to an indispensable value destination.

The Self-Sustaining Loyalty Loop

Advanced dispenser technology serves as the primary engine for this integration, converting casual drivers into habitual indoor shoppers:

- **Discovery:** Customers learn about in-store meal specials via high-definition dispenser screens.
- **Action:** Customers purchase high-value food items inside, earning automated fuel discounts to reward their behavior.
- **Retention:** Having experienced immediate, cross-commodity savings, the customer is motivated to watch the dispenser screen the next time they pull up to a pump and repeat the cycle.

From Temporary Trial to Permanent Habit

This value-first approach builds consumer goodwill, especially when money is tight. Discount brands witness a surge of new trial shoppers during recessions. These customers remain loyal after the economic downturn stabilizes, a phenomenon known as the "ALDI effect."

By delivering substantial foodservice value when household budgets are under pressure, convenience retailers establish a powerful emotional connection with their customer base. When fuel prices normalize, retailers utilizing this model will find themselves in a commanding market position. Learn more in this [Rack to Retail article](#).

Interested in learning more about C-stores taking on QSRs? Consider attending the Aug. 20th webinar "[The Live Matchup: The Future of Foodservice: QSRs vs. C-Stores.](#)"



AI Optimizes C-store Shelves

Now leveraging artificial intelligence and computer vision, fully autonomous, unmanned C-stores have taken a step forward to optimize product sales.

Robotics in [VenHub](#) Smart Stores recognize all products on the store shelves and can dynamically adjust product placements based on time of day, product demand and consumer behavior. Learn more in this [CStore Decisions article](#).



Update on E15 Legislation

The Nationwide Consumer and Fuel Retailer Choice Act of 2025 passed the House in May. The bill amends the Clean Air Act to address the limitations on Reid Vapor Pressure that are placed on gasoline during summer. It also modifies the Renewable Fuel Standard, giving small oil refineries an exemption.

Learn how the provision has sparked debate between petroleum refiners and biofuel producers in [this article](#). Track the status of H.R. 1346 at [congress.gov](#).

Equipment Guide: What You Need to Know About Dripless Nozzles and Low-Permeation Hoses

Q: What purpose do dripless nozzles and low-permeation hoses serve?

A: Low-perm hoses and dripless nozzles, also known as Enhanced Conventional (ECO) nozzles, are emission- and drip-control dispensing equipment designed to minimize air pollution and fuel loss. ECO nozzles feature mechanical interlocks and specialized spouts to prevent fuel retention within the nozzle, dripping and spillage. Compared to traditional dispensing hoses, low-perm hoses feature more layers of barrier material to block fuel vapors from diffusing through the hose walls.

Q: Is there a federal national standard for use of low-perm hoses and ECO nozzles?

A: No. This is regulated at the state level and may vary by state.

Q: What states require ECO nozzles and low-perm hoses?

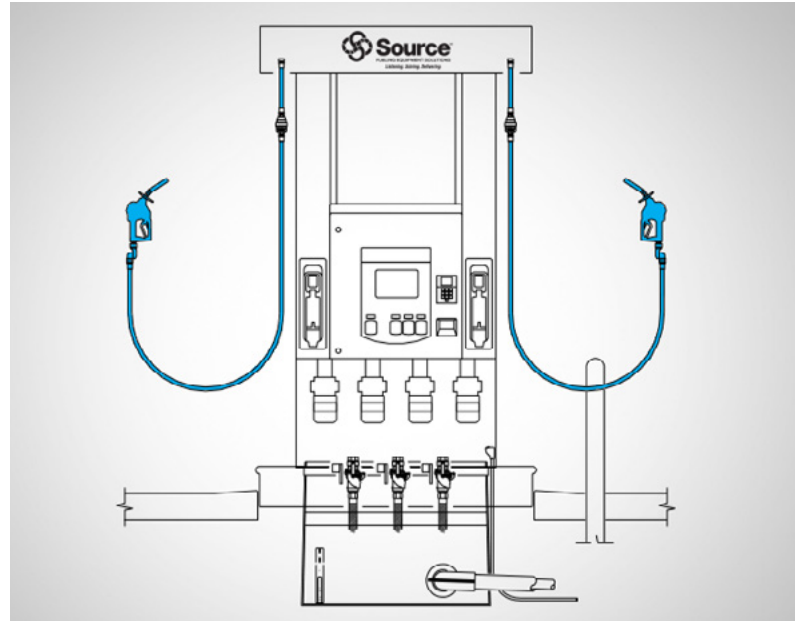
A: After regulators required almost all gasoline dispensing facilities to decommission their Stage II vapor recovery systems due to their incompatibility with Onboard Refueling Vapor Recovery (ORVR) equipment installed on vehicles, some states began requiring the installation of dispensing equipment with enhanced vapor recovery capabilities in place of conventional nozzles and hoses. While mandates vary significantly across state and local air quality districts due to localized ozone nonattainment challenges, [California](#), [New Jersey](#), [Ohio](#), [Pennsylvania](#), Washington ([Southwest Clean Air Agency](#) and [Puget Sound Clean Air Agency](#)), [Utah](#), [Oregon](#) and [Maryland](#) are among the states with existing or pending requirements.

Q: What cost savings do ECO nozzles and low-perm hoses offer?

A: While initial costs are significantly higher than conventional dispensing equipment, which discourages widespread use in non-regulated areas, long-term savings over the lifespan of the more advanced equipment can result from reduced fuel loss from spillage and evaporation.

Q: What brands of dripless nozzles and low-perm hoses does Source North America supply?

A: Source offers enhanced conventional dispensing equipment from [Continental ContiTech](#), [Franklin Electric Fueling Systems](#), [Husky Corporation](#), [OPW Retail Fueling](#) and [VST](#). To order dripless nozzles or low-perm hose, contact your [local Source representative](#) or visit [shop.sourcena.com](#).



Understanding Why Dripless Nozzles and Low-Perm Hoses Represent the Final Piece of the Emissions Puzzle

When the U.S. vehicle fleet transitioned to Onboard Refueling Vapor Recovery (ORVR) systems, it became counterproductive to utilize Stage II vacuum-assist nozzles. As such, the EPA authorized states to begin decommissioning Stage II vapor recovery systems in 2012. Most people assumed that ORVR would be sufficient for capturing emissions. However, as some air quality districts continued monitoring their air for ozone and toxics, they identified two gaps:

- Gasoline molecules were diffusing through traditional dispensing hose and evaporating into the air even when the dispenser was idle
- Standard nozzles retained liquid fuel in their spouts after refueling, leading to drips and spills

No off-the-shelf equipment existed to solve these problems at the time. To force a solution, California established a certification pathway for low-perm hoses in 2014, and finalized performance standards for dripless nozzles in 2015. These regulations pushed equipment manufacturers to engineer new solutions. Low-perm hoses were introduced in 2014-2015, and ECO nozzles made their debut in 2018-2019.



Connect with Us at These Upcoming Trade Shows

CF CA
 CALIFORNIA
 FUELS +
 CONVENIENCE
 ALLIANCE

**CFCA
 Summit**

September 9-10
Coronado, CA
Booth 605

necsema
New England Convenience Store & Energy Marketers Association

**NECSEMA
 Expo**

September 10
Lincoln, RI
Booth 221

PEI 2026
AT THE NACS SHOW

**PEI Convention at
 the NACS Show**

October 7-9
Las Vegas, NV
Booth C6855

Industry News & Events



- The [NACS State of the Industry Report of 2025 Data](#) is now available.
- NACS and TEI announced a new joint event, [Future of Mobility Summit](#), to be held Dec. 2-3 in Charlotte, NC.
- The NASM Conference and Industry Summit for Shell-branded Wholesale Marketers will be Sept. 1-3 in Houston, TX. [Register here](#).
- The [STI/SPFA Future|Now Conference](#) will be Sept. 22-23 in Mobile, AL.
- [SIGMA University: Fuel Buying Best Practices](#) is available on demand.
- [Recent Convenience Matters](#) podcasts include “[Oil Markets After Iran: What Comes Next?](#)” and “[How AI Exposes Hidden Costs and Shrink](#).”
- [RacktoRetail.com](#), the new industry resource from former Fuels Market News editor Keith Reid, officially launched in July.