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### SafeSourcing e-Newsletter

Have comments, questions, or suggestions about the new SafeSourcing e-Newsletter? Let us know what you think by emailing us at the following address. We look forward to hearing from you! [events@safesourcing.com](mailto:events@safesourcing.com)

#### Trivia!

What does Greenstar Certified mean?  
[www.safesourcing.com](http://www.safesourcing.com)

## Industry News

### *Time and Disruptive Technologies Fuel Big Changes in the Gas Station Industry* **The Changing Fuel Market**

Some of the world's biggest oil companies have big changes in store for the future; namely, new fuel options, restaurants, shops, and delivery services. Some companies are exploring apps that speed up gassing up at the station that would allow people to pay for fuel in advance. "It's all part of oil companies strategies to adapt to changing consumer habits and new technologies that threaten to upend the business of selling gas." According to a report published last year by Wood Mackenzie, electric cars will reduce gasoline demand in the US from as little as 5%, to as much as 20% by 2035.

Electric cars have started to have an impact on the gasoline market. Royal Dutch Shell PLC is experimenting with alternate fuels such as hydrogen, liquefied natural gas, and electric charges at fueling stations. Exxon Mobile Corp. is looking to develop a new type of gasoline for the more fuel-efficient cars to hit the market in the years ahead. Some oil companies are looking for ways to differentiate themselves in the market. One example is that many BP stations in the UK have Marks and Spencer food outlets attached to them. Many people stop for food rather than just gassing up. Additionally, In the Netherlands, Shell is experimenting with an app where gas is delivered to you, as well as adding a coffee delivery service. ■

*Sarah Kent, WSJ, 5/19/2017*

#### INSIDE THIS ISSUE

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#### Recent Savings

##### Copy and Green Bar Paper

Savings were over 20% of total spend. ■

##### Vacuum Seal Bags, Foil, and Film

Savings were over 29% of total spend. ■

\*Please [contact SafeSourcing](#) to schedule your RISK FREE event today.

## Will Gas Stations be Obsolete in Big Cities?

There has been a recent spike in oil prices, but gas still remains historically low. Americans are buying plenty of cars and are even driving more miles than several years ago. Gas stations, however, have been declining for several decades. Between 1994 and 2013 retail fueling sites fell from 202,800 to 152,995 – a 25% decline! There are signs these numbers will continue to decline in the coming years.

In many urban areas, gas station owners find that it doesn't make sense to sell gasoline. As America's cities revitalize and attract more wealth, land is becoming more expensive. According to the New York Times, "Today there is not a single operating gas station left on the city's East Side from the southern tip of the island to 23rd St." Conversion of gas stations to apartments and offices are happening in land-constrained cities such as Boston, Washington, and especially San Francisco.

Natural gas is cheap and abundant due to fracking. Liquefied natural gas is an option (not for consumers and individual cars) for fleets. NGT News stated that huge delivery fleets like UPS and Waste Management are switching their fleets to run on natural gas-based fuels instead of gasoline. There are 921 CNG fueling stations in the US and hundreds more stations are being built. ■

*Daniel Gross, The Juice, 6/10/2016*

## Electric Car Chargers Incorporated at Gas Stations

Shell has announced that they are bringing car chargers to the UK and Netherlands this year. This should make electric car drivers very happy with "range anxiety" or the fear that their electric car will leave them stranded. As more electric cars come onto the market, Shell sees this as an opportunity to sell more snacks and drinks as customers wait for their vehicles to charge.

Alternative battery options are also being discussed - such as battery swaps. Although this sounds good, batteries are susceptible to wear and tear and you may end up with an inferior battery. A better option is to produce a better battery. Samsung has a battery that lasts approximately 400 miles on a single charge. The battery can charge in less than 20 minutes with the right conditions.

Although the penetration of the electric car is low in the US, this will not be the case in the future. Norway gives generous incentives to electric car owners (which constitutes 20% of new cars sold). It is rumored that Norwegian political parties may forbid the sale of cars that run on gasoline by 2025.

"Like those other fixtures of our 20th century downtown and main streets—the neighborhood soda fountain, bookstore, and sporting-goods store—the local gas station may be fading into memory in the 21st century." ■

*Mike Brown, Inverse, 2/1/2017. 1. Daniel Gross, The Juice, 6/10/2016*

### QUESTIONS AND ANSWERS

Q: How can I subscribe or unsubscribe to these newsletters?

A: You can subscribe or unsubscribe to these free newsletters by simply going to our [website](#), and clicking the option "e-Newsletter" or by contacting us directly at [events@safesourcing.com](mailto:events@safesourcing.com)

Q: I have run events in the past, is there any chance I could be saving more?

A: Yes. No matter when your past event ran, the team at SafeSourcing can find ways for your company to save.

Q: I want to know more about what SafeSourcing does. Who can I talk to about this?

A: You can contact a customer services representative by calling us at 1-888-261-9070 or by going to our [website](#) and trying our "Risk Free Trial" offer.

### Trivia! From June 2017 Issue

What does End-to-End solution mean?

An End-to-End [solution](#) can refer to a few different concepts depending on the situational context. In one instance, it can be a description of a [service](#) or [product](#) that requires no additional [suppliers](#) in order to meet the [buyer](#)'s requirements. Conversely, a [solution](#) that only provides limited [fulfillment](#) of the [buyer](#)'s requirements and requires a third party to complete the system is not considered End-to-End. (Similar to turnkey). In the [e-business](#) context, end-to-end can refer to a streamlined, seamless, and real-time flow of information and linkages across a value chain.

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