

January 2014

To our valued Customers, Distributors, and Marketers,

In July of last year, the manufacturer of the Smartlock controller announced the end of support for Pacific Pride's existing SmartLock installations. Effective December 31st, 2014, support and maintenance of the SmartLock system will officially cease. While the SmartLock will still be able to process transactions after this date, parts and support will become unavailable. This will put users still using the system at a significant risk in the event their equipment fails or processing standards change.

It has come to our attention that this announcement has created a misleading and incorrect narrative in the marketplace that OPW, which previously made use of SmartLock CPUs and Satellites, would no longer offer a site controller compatible with the Pacific Pride Network. As a direct rebuttal to this misinformation, OPW would like to state and reinforce that we are working closely with Pacific Pride to ensure that our current customers will be able to continue to use our equipment during this shift in fuel site transaction logistics, and that customers looking to install new equipment can turn to OPW for a cost effective, and reliable Pacific Pride processing solution.

It is for this reason that OPW is proud to announce that a new version of the OPW FSC3000™ Pacific Pride site controller is currently under development. This system will allow existing Pacific Pride installations to retain significant portions of their existing SmartLock site infrastructure investment while allowing direct authorizations, via the Internet, of all the cards currently accepted at their Pacific Pride Smartlock-equipped sites. This new controller will be available, and fully field-tested, by Summer 2014 which will offer site operators ample time to make the switch before the Smartlock's "sunset" date.

Marketers with existing FSC3000 fuel site controllers will be able to trade-in the main controller board for the new version of the site controller, while marketers operating the System2 site controller will be able to seamlessly upgrade to a new FSC3000 site controller. Whether updating your existing FSC3000 site controller or upgrading your System2 site controller, any investment in other existing OPW FMS equipment, including the C/OPT island terminal and existing mechanical and electronic pump controls, remains intact.

With an eye towards the future, it is important to note that OPW FMS and Pacific Pride will be working together to ensure that the FSC3000 will be compatible with the upcoming "Cloud-based" Universal Site Management System being developed to replace the de-centralized polling and switching currently handled by the Marketer Controller PC. With this key feature being directly addressed by our new products, it is our expectation and mission that your significant investment in OPW equipment will enable you to process transactions on the Pacific Pride network for many years to come.

Phil Carlin
President, OPW FMS

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ONE COMPANY. ONE WORLD. ONE SOURCE.™



Upgrade Your Site Controller

On Your Own Terms

The manufacturer of the SmartLock controller has decided that they will no longer actively support the SmartLock system as of 12/31/14. Transactions reliant on this system will still be able to be processed after this date, but parts and service will no longer be available. In order to alleviate the risk associated with unsupported equipment, current users will be forced to choose and install a replacement site controller at each of their SmartLock equipped sites.

OPW has been working closely with Pacific Pride to ensure that we're able to offer the market a cost-effective solution that will not only provide site managers a reliable and secure processing solution, but one with long-term viability and active support for the foreseeable future.

OPW's replacement solution offers:

- **Lower lifetime cost of ownership**
- **No yearly maintenance fees**
- **No forced long-term contracts**
- **Local service and support available**
- **Quick-and-easy replacement with minimal downtime**

PetroVend FSC3000™



Competitive Solution*



✓	Site can be expanded without multiple FSCs	✗
✓	Local service and support available	✗
✓	Inbound connection via IP	✓
✓	Card authorization via IP	✓
✓	Dial-out backup for card authorization	✓
Phase2	Push-notification via email for site issues	✓
✓	PCI Compliant transaction processing	✗
✓	Compatible with RFID technology	✓
✓	Compatible with EMV technology	✗
\$6,750	Estimated equipment price	\$15,000
✓	Compatible with existing terminals and pump controls	✗
✓	One day installation with minimal downtime	✗
✓	No demo or CAT5 cable required at island	✗
\$0	Annual maintenance agreement	\$780

*Data accurate as of 01/21/2014

Leading The Way in Electronic Fuel Management Systems

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