

THE INTERNATIONAL FORECOURT STANDARDS FORUM

# IFSF CONFERENCE 2017



## INNOVATION AND COLLABORATION

14<sup>th</sup> – 15<sup>th</sup> NOVEMBER 2017

Total Marketing and Services, La Défense 6, 2 Pl. Jean Millier, 92078 Paris, France

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*With special thanks to Total for hosting our 2017 conference.*



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## President's Introduction

The IFSF have now held a number of successful conferences, and this year is going to be no different.

We have speakers covering many topics related to the sector, including Accenture, Circle K, Smart Payment Association and CoESSI. They will be addressing some of the subjects that are vital to our work, including new challenges and the opportunities that the industry faces; technical and architectural innovations, the new regulations for payments systems and security consideration for site systems.

This year we will also be looking at the

direction IFSF will be taking in the future, sharing the review that we have initiated. As participants in the organisation and leaders in the industry your views and guidance on this will be key. Your participation in this process and the greater collaboration that we are aiming to foster are critical to the success of this review.

We welcome you all to the 2017 Conference and encourage you to take advantage of this opportunity to contribute to IFSF and look forward to hearing your input and feedback on the direction that IFSF should take for the future.

*Ian Brown, IFSF President*



## About IFSF

The IFSF is a forum of international petroleum retailers with the common objective of harmonisation of equipment interconnectivity and communication standards for use in the petroleum retail business.

The IFSFs approach is to work with established professional bodies, trade associations and financial institutions to achieve common standards and, where possible, adopt existing ones.

The IFSF also depends on support from suppliers to the industry and other organisations to participate in and benefit from IFSF standards. We welcome new participants with new ideas and fresh energy to reinforce and reinvigorate these activities.

More information on IFSF can be found on our website [www.ifsf.org](http://www.ifsf.org) or by contacting [admin.manager@ifsf.org](mailto:admin.manager@ifsf.org) for any enquiries about participation.

## Security Requirements for Total

As you will already be aware, security at Total is higher than our previous conference venues. Due to this, they have asked that conference delegates wear both their Total visitor badge and IFSF delegate badges at all times.

It has also been asked that delegates do not leave the venue for the duration of the conference, this includes going outside for comfort breaks. However, if for any reason you need to leave the building, you will need to visit the building reception desk to return your visitors badge. Upon returning, you will again go through a security check and will need to register at the building reception desk. At this point you will be required to hand in your passport as ID, which will be returned to you on your departure. Please also let a member of the IFSF events team know that you have to leave the venue.

## WIFI

Each delegate has been given individual login details to the venue WIFI. These were given to you at the registration desk along with your badges. If you have any problems connecting to the WIFI, please contact a member of the IFSF events team.





## Petrol Solutions

Payment systems for indoor, outdoor and self-service integration at forecourt



Desktop, wireless and unattended payment systems for advanced operations at petrol stations, compliant with the ultimate level of security standards. Managed services for fuel cards, loyalty and VAS programs.



# EXHIBITORS

**Ingenico** - With over 32 million terminals deployed in more than 170 countries, Ingenico Group is the global leader in seamless payment solutions. It is the partner of choice for banks, major retailers and single shop outlets worldwide, working with 70% of the top global retail brands. Through the market's largest range of payment services and terminals, Ingenico helps retailers to support their customers. This enables the end user to pay easily, quickly and securely, whether in store, online or on mobile.

**Lafon Technologies** - A French manufacturer belonging to the Madic Group, and a leader in downstream equipment offering energy storage, distribution and management solutions. They are committed to sustainable development and developing of innovative products that are respectful of man and the environment. For five years, Lafon has diversified and offered a complete solution for charging electric vehicles, Pulse.

**Beta Control** - The Beta Control Company was founded in 1994 in Brno as an innovation-based company using its own know-how, while applying modern technologies in the field of electronic control systems. The company operates in several areas in the Czech, European and global markets in supplying electronics and control software for fuel stations.

**Gesytec** - Gesytec GmbH has been engaged in the business of developing and manufacturing hardware and software for automation purposes since 1978. Still today their main goal is to build smaller, cheaper and more innovative control systems for the industry. The technological basis has changed

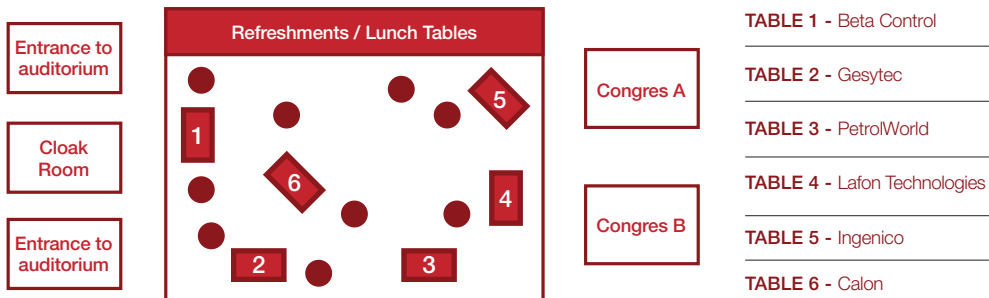
much since the introduction of microprocessor technology and it remains their continuous purpose to find new solutions with new technologies.

**PetrolWorld** - PetrolWorld is a global b2b trade media brand in fuel downstream. It has a focus on fuel handling and logistics (including commercial environments), on fuel retail, alternative fuels, vehicle care and the convenience store. It brings together an international network of specialist people and products that are focused on these market sectors. PetrolWorld is the most used resource by key procurement decision makers in fuel downstream across the globe, suppliers to them, and industry analysts.

**Calon Associates Ltd** - Based in the UK, Calon have been providing **IFSF Technical Services** since 2002 and also certify test results obtained with IFSF's Certification Test Tools. With a thorough understanding of IFSF standards, Calon can offer independent advice and development services for manufacturers seeking to develop or enhance products based on IFSF standards.

Calon also offers **InfraLink**, a range of high-performance packaged interface modules which provide an easy and quick way to implement IFSF device integration standards over both LonWorks and IP, as well as **Stream**, a versatile forecourt integration platform which allows key performance data from forecourt devices, store equipment (e.g. refrigeration) and building systems such as lighting and HVAC to be managed as a single entity via cloud-based servers.

## IFSF CONFERENCE 2017: VENUE LAYOUT - EXHIBITORS



# IFSF ANNUAL CONFERENCE 2017

## Innovation and Collaboration: Agenda - Day One

### TUESDAY 14TH NOVEMBER

08:30 - 09:30 Registration and welcome refreshments

09:30 - 09:50 Welcome and introduction

09:50 - 11:30 **New challenges and opportunities for the industry**

***Potential impacts of mobility on service stations***

Josep Laborda, RAAC

***Introduction to Blockchain***

Graham Richter, Accenture

Followed by a panel review

Refreshments and exhibitions

11:30 - 13:00 **Technical and architectural innovations**

***Leveraging technology to enhance the forecourt experience***

Mark Thomson, Zebra Technologies

***Microservices scales better and faster in enterprises***

Yves Hwang, Circle K

Followed by a panel review

Intro to exhibitors

13:00 - 14:00 **Lunch and exhibition**

14:00 - 15:50 **Work group activities in 2016/17 and future plans**

***Projects status and possible projects for 2018***

Ian Brown and John Carrier, IFSF

Refreshments and exhibition

15:50 - 17:00 **New regulations for payments systems**

***Regulatory Technical Standard on strong Customer Authentication***

Lorenzo Gaston, Smart Payment Association (SPA)

***Payments Systems Compliance***

Mirko Spagnolatti, Ingenico

Followed by a panel review

17:00 - 17:30 **Exhibition**

# IFSF ANNUAL CONFERENCE 2017

## Innovation and Collaboration: Agenda - Day Two

### WEDNESDAY 15TH NOVEMBER

08:30 - 09:00 Registration and welcome refreshments

09:00 - 09:15 Welcome and introduction and review of day one

09:15 - 10:25 **Security considerations for site systems**

#### *Cybersecurity and service stations*

Hocine Ameur and Simon Elrharbi, CoESSI

*The great compliance distraction – What happens when you spend your security budget, securing someone else's data?*

Andrew Barrett, Coalfire

Followed by a panel review

10:25 - 11:15 **Standardisation**

#### *Cost of not doing standards*

Dan Harrell, Invenco

Refreshments and exhibitions

11:15 - 13:15 **IFSF today and tomorrow**

#### *IFSF overview*

Francois Mezzina, IFSF / Total

#### *IFSF future directions*

Simon Stocks, IFSF

Followed by work groups

13:15 - 14:15 **Lunch and exhibition**

14:15 - 15:30 **IFSF today and tomorrow**

#### *Work group feedback / general discussion*

Simon Stocks, Ian Brown and John Carrier, IFSF

#### *Feedback on conference*

Simon Stocks, IFSF

#### *Plans for 2018 and closing presentation*

Simon Stocks, IFSF

15:30 - 16:00 **Refreshments and exhibition**



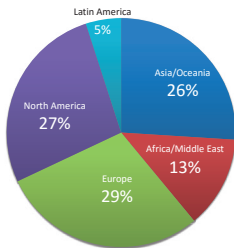


# The Latest Industry News, Reviews & Updates – Online, in Print & at Events

## PetrolWorld.com Geography

We have identified 234 territories that have visited the PetrolWorld website. Market players from a minimum of 140 countries visit our website every week.

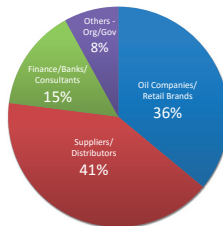
Geographical Analysis Breakdown of unique visitors & registrations for PetrolWorld.com



## PetrolWorld.com Audience by Segment

Most trade media websites in our industry concentrate on the supplier side of the business. PetrolWorld is unique in that it has a very balanced communication with both oil companies and suppliers.

Analysis of Types of Entity Registered with PetrolWorld.com



From historical data and surveys completed by PetrolWorld, our visitors are made up of approximately 39% oil companies or brands, 33% supplier and service companies and 28% others - government, org., financial houses & banks, consultancies, media etc.

Global Daily  
News Service  
[WWW.PETROLWORLD.COM](http://WWW.PETROLWORLD.COM)

## PetrolWorld.com Visitors

PetrolWorld has had over half a million visits in the last year since our 'new look' website was launched. This resulted in over 5 million pages being viewed implying a high rate of multiple page views.

Over the last year between 5000 and 7000 unique visitors have been recorded on a monthly basis.

## PetrolWorld 'Real Time' News

PetrolWorld operates in real time and this has resulted in the widest geographical spread of visitors. It also explains our high visitor rate from Asia and the Pacific Rim.



**FOR MORE INFORMATION CONTACT PETROLWORLD**

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# OUR SPEAKERS

NEW CHALLENGES AND OPPORTUNITIES FOR THE INDUSTRY



**Josep Labroda –  
Intelligent Mobility  
Project Manager,  
RAAC**

## Potential impacts of mobility on service stations

Josep is a Telecommunications Engineer at the Polytechnic University of Catalonia. He started his career at RACC, where he was in charge of the European Project E-MERGE, the basis for his Master's Thesis. He has since led the development and launch of the traffic and mobility information service at RACC, establishing strategic partnerships to expand the services provided. He is active in several international working groups and task forces, including the FIA task force on connected vehicles and the Mobility as a Service Alliance. He is a part-time lecturer and advisor at the Postgraduate Course on "Smart Mobility: Intelligent Transportation Systems".

Josep will be presenting on how mobility trends will have a profound impact on the way users move and will transform interactions with other players in the mobility ecosystem – vehicles/automakers, service providers, insurance companies and service stations – with many implications. The presentation will revolve around technical and business implications, discussing how the so-called Daimler's CASE paradigm - vehicles becoming more and more Connected, Autonomous, allowing flexible use (Shared and Services) and having Electric drive systems - will have an impact on service stations, becoming

not merely "filling stations", but "mobility hubs", ultimately becoming a central node in an IoT-enabled mobility world. Josep will also tackle how the digital tsunami, enabling MaaS, blockchain and other cutting-edge technology developments, will shape the future of this business.

[www.racc.es](http://www.racc.es)

*Twitter:* @josik35



**Graham Richter -  
Blockchain  
Practice Lead –  
UKI, Accenture**

## Introduction to Blockchain

Graham is a London-based Senior Manager leading Accenture's Blockchain practice within the UK and Ireland. His main role is helping clients identify Blockchain use cases that generate the real business value and creating roadmaps to implement those solutions. Graham has more than 15 years of experience designing and implementing technology solutions for clients and over the past decade he has helped mainly Oil and Gas clients move to Digital and innovative technologies.

Graham will be providing an introduction on blockchain and a brief overview of how the blockchain works by providing example use cases. His presentation will demonstrate its potential to transform and disrupt, as well as looking at the current state of the technology and challenges, whilst focusing on Fuels Retail.

[www.accenture.com](http://www.accenture.com)

*Twitter:* @graham\_richter / @Accenture

# TECHNICAL AND ARCHITECTURAL INNOVATIONS



**Mark Thomson -  
Director of Retail  
& Hospitality  
Solutions EMEA,  
Zebra Technologies**



**Yves Hwang –  
Principal  
Architect,  
Circle-K**

## Leveraging technology to enhance the forecourt experience

As Director of Retail Industry Solutions at Zebra Technologies, Mark works closely with retailers and hospitality providers to provide input on how to face the challenge of a new retail landscape, where customers are often more connected and informed than shop floor staff. Mark helps retailers focus on developing a vision for their retail business that aims to improve customer experience and drive business efficiencies. With over 25 years customer focused experience, Mark has developed in-depth knowledge of the EMEA retail market place and regularly speaks at industry events throughout the region including World Retail Congress, Retail Middle East and Euroshop. Mark has worked closely with retailers on the pain points of modern retail and explains how technology solutions can be an integral part of business strategy to help them solve real business challenges.

Mark will present on how mobile self-scanning technologies are becoming standard in supermarkets, and if these and other technologies could be adapted to enhance the customer's experience in forecourts, especially during peak periods; how they could help to reduce queues and enable easy payment; whether they could be leveraged to enhance operations; and how forecourts can use technology to take advantage of trends such as click and collect and omnichannel returns.

[www.zebra.com](http://www.zebra.com)

**Twitter: @mwthomson / @ZebraTechnology**

## Microservices scales better and faster in enterprises

Yves, who lives in Oslo, is a full stack software craftsman with a passion for software architecture and product development. A Principal Architect at Circle K, Yves is opinionated about advocating a devops culture that is agile, test driven, peer reviewed, and embedded with strong mentorship. He primarily programs in Java, Javascript and dabbles in a bit of C.

Microservice architecture or microservices refer to a style of software architecture where components are built as small and self-confined services. These services, when integrated as part of a larger stack or towards POS or EPS systems for example, can provide additional flexibility, functionalities and scalability to an otherwise fairly stagnant ecosystem. Circle K Europe, have containerised and deployed a number of new microservices in their natural cloud habitat. Coupled with bursty release cycles and highly competent insourced development/devops teams, these services can be integrated with traditional monolithic systems whilst providing a platform for innovation. The strategy is anchored in automation, devops, and APIs. Under the hood lies continuous integration and build automation principles, sprinkled liberally with RESTful APIs.

Yves will share their findings and journey towards cloud and microservice. This talk is both an open dialogue and a technical deep dive for examining the best fit for microservice architecture in enterprises.

[www.macyves.wordpress.com/about/](http://www.macyves.wordpress.com/about/)

**Twitter: @ yveshwang**



# WORK GROUP ACTIVITIES IN 2016/17 & FUTURE PLANS



**John Carrier (left)–  
Project Manager and**

**Ian Brown–  
EFT and Payments Work Group  
Lead, IFSF**

John has been the Projects Manager for IFSF since May 2014, although he has been associated with the IFSF since the 1990's. As a Senior Project Manager, he has delivered and continues to innovative significant business changes in Site Systems, Payments and Loyalty for nearly 35 years. He is passionate about the application of forecourt standards as an enabler for reduced costs, open competitive solutions and introduction of new players to the market.

Ian Brown chairs IFSF's EFT and Payments Workgroup and is responsible for managing the ongoing development of the IFSF's payment standards, ensuring they continue to support the IFSF's members' needs as payments technology evolves. Ian has over 25 years' experience of the oil industry and payments. In addition to his IFSF role, he is the founder and managing director of

Abaci Payments, a specialist provider of payments consulting and implementation services to the oil industry. Ian worked previously for Shell and then CGI where he was Cards Strategy Director. At CGI, he was responsible for developing and growing their card processing services for the oil industry.

Once again, 2017 has seen several major projects progressed by IFSF. John and Ian will give a summary of the achievements and work in progress and discuss the current plans for 2018. There will then be a general session where participants can input suggestions for the relative priority of the proposed activities, offer to take part in this work or suggest other high priority issues that IFSF should address, either in 2018 or future years.

[www.ifsf.org](http://www.ifsf.org)

**Twitter: @IFSF\_PM / @IFSFonline**



# NEW REGULATIONS FOR PAYMENTS SYSTEMS



**Lorenzo Gaston –  
Technical Director,  
Smart Payment  
Association (SPA)**



**Mirko  
Spagnolatti -  
Petrol Business  
Development,  
Ingenico**

## **Regulatory Technical Standard on strong Customer Authentication**

Lorenzo is the Technical Director at the Smart Payment Association. His primary objective is to assist in coordinating and aligning technical activities for the organisation and contributing technical expertise, innovation capability and field experience in the area of payment technology in standardisation bodies.

PSD2 is going to introduce significant changes in the SEPA payment market structures. PSD2 is complemented by Regulatory Technical Standards issued by the European Banking Authority (EBA). The most conflictual one is the Regulatory Technical Standard on Strong Customer Authentication (RTS on SCA). Lorenzo will focus on describing the content of the RTS on SCA and the key requirements; explaining the conflicts of interests that it raises; providing details of appropriate authentication methods to comply; and assessing the impact on SEPA standardisation work.

[www.smartpaymentassociation.com](http://www.smartpaymentassociation.com)

**Twitter: @SmartPayment**

## **Payments Systems Compliance**

Mirko is Petrol Business Development Manager for Ingenico EMEA, and leads on the petrol payment solutions for the EMEA region. Before joining Ingenico in 2012 Mirko had several Regional/Global Product Marketing positions at Wayne and GE for Payment, Forecourt and POS product lines.

Mirko will present how payment regulatory compliance can be optimised. The impact of the payment “regulatory bubbles” in the industry is still unclear and, in general, a systematic approach is not being applied by all of the Industry. Mirko will explain how to develop a strategy for the evolution of payment systems to optimise the functionalities, minimise the costs and keep the equipment compliant over the lifetime.

[www.ingenico.com](http://www.ingenico.com)

**Twitter: @ingenico / @MirkoSpagnolati**



# IFSF WORK GROUPS

ALL IFSF MEMBERS ARE INVITED TO JOIN THE MONTHLY WORK GROUP MEETINGS:

- EFT & Payments
- Security
- Device Integration
- Digital Marketing



If you would like more information on how to join the meetings, held via conference call, please contact [admin.manager@ifsf.org](mailto:admin.manager@ifsf.org). Further details on each of the Work Groups, including previous minutes and related documents can be found at [www.ifsf.org](http://www.ifsf.org).



# SECURITY CONSIDERATIONS FOR SITE SYSTEMS



**Hocine Ameur (left) –  
Security Engineer and**

**Simon Elrharbi –  
Technical Consultant, CoESSI**

## **Cybersecurity and service stations**

Hocine received a PhD degree in computer science from the university of technology of Troyes, France. He has held university lecturing positions and is currently a security engineer working in the research and development department of CoESSI. His main areas of interest include hardware and network security of the IoT. He will provide an overview of cyber security risks in petrol stations and some actionable steps to prevent cyber threats.

Simon is a technical expert with 18 years experience of trusted technologies. He received a PhD in microelectronics and worked from 1990 to 1998 as researcher and technical consultant in both the microelectronic industry and academic research. More than 17 years experience of RFID, Contactless Smart Card and NFC Technologies followed and has been a lecturer in different Engineering Colleges and Universities. He is

one of the collaborators in the research and development department of CoESSI. He will discuss the interoperability challenges related to NFC enabled products and payment terminals.

In their presentation, Hocine and Simon will focus on the proliferation of the Internet of things. Many service stations are equipped with software and sensors allowing them to monitor and control multiple systems and devices. The data collected from this equipment can allow management of fuel inventory and prices. Service stations are exposed to cyberattacks which can lead to significant losses. More than 5,000 tank gauges in the United States are accessible online without protection. Cybercrime continues to increase and will cost businesses over \$2 trillion by 2019.

[www.coessi.com](http://www.coessi.com)

**Twitter: @coessi\_fr**





**Andrew Barrett –  
Global Managing  
Principal, Coalfire**

## **The great compliance distraction – what happens when you spend your security budget, securing someone else's data?**

With almost 20 years' experience working in IT infrastructure, information security and assurance services, Andrew is among the most experienced PCI DSS QSAs in Europe and leads the global delivery of application security and white paper technical validation services. Andrew is actively involved in supporting security and the alphabet soup of compliance (ISO, DPA, PCI, GDPR, FCA) with a number of technology companies, software vendors, payment processors, acquiring banks, insurance underwriters and other complex service providers. He has sector experience in financial services, oil & gas, retail, software, cloud and technology. Andrew is a trusted Cyber security advisor with cross sector experience across Europe, with international experience spanning the United States, Middle East and Africa. Andrew manages a global team of consultants delivering complex security and compliance engagements.

Is data security a distraction delivered due to compliance? Or can compliance create controls that create a security culture?

Andrew will discuss the issues with data security being the primary objective of many security programs, often being driven by compliance frameworks and how that can often be a distraction to protecting the things applications do for our organisations. Taking a look at some 'what if' scenarios he will consider the different outcomes that may have occurred in some high-profile breaches if criminals got less value from the data.

[www.coalfire.com](http://www.coalfire.com)

**Twitter: @andrewbarrett / @CoalfireSys**

## STANDARDISATION



**Dan Harrell –  
CIO, Invenco**

### **Cost of not doing standards**

Dan has a wide experience of bringing innovations to retail and payment organisations around the world, having worked with a number of the major suppliers in the USA and elsewhere for over 20 years, including Radiant and Wayne before joining Invenco in late 2014. At Invenco, he is Chief Innovation Officer and a member of the senior team. A major challenge that he has faced in recent years has been the introduction of EMV capable outdoor payment terminals, already widely used in Europe and the Australasian markets, to the USA.

Dan will talk about the challenges and costs that suppliers and retailers can face when standards are not being used and how, by collaborating, the industry can enable innovation. His recent experience of implementing EMV in the USA is a classic case where retailers are having to bear higher costs to get equipment that connects to their existing systems rather than having the flexibility to select the equipment that suits them best.

[www.invenco.com](http://www.invenco.com)



## IFSF TODAY AND TOMORROW



**Francois Mezzina –  
Electronic Funds  
Transfer Business  
Process Owner,  
Total**

### Introduction to IFSF

François has over 25 years' experience of the Oil Marketing business with Total Marketing & Services. Since 2010 he has been focusing on Card activity for European Networks, considering all the actors around payment: payment service providers, EFT manufacturers and partner acquirers. Since January 2017, his new position as Electronic Funds Transfer Business Process Owner for Total Marketing & Services requires him to work for all the retail networks of the group. François has been a member of the IFSF Board since 2014. He is also a member of the nexo Board in the retail sector group and participates in some Task Force meetings of the European Cards Stakeholders Group.

Francois will give an overview of the background of IFSF, from its formation in 1993 to the present day, and give a description of how it operates today. This will include a summary of the different classes of participation and the rights and obligations that these confer. For those unfamiliar with IFSF, he will also explain how working groups come together to develop and maintain the standards. This will form a background against which we will later discuss the future direction of the organisation.

**[www.ifsf.org](http://www.ifsf.org) / [www.total.com](http://www.total.com)**

**Twitter: @IFSFOonline / @Total**

## IFSF FUTURE DIRECTIONS



**Simon Stocks –  
Chairman, IFSF**

Having been associated with the IFSF since the mid '90s, Simon was appointed Chairman of IFSF in 2014. Simon had a successful career with ExxonMobil for over 30 years, covering a wide range of the global downstream oil industry, mostly in Retail – engineering and site systems/ payment technology worldwide. Since forming his consultancy, he has also advised companies introducing new products or venturing into new geographic areas on technical and strategic policies and their marketing approach.

IFSF will celebrate its 25th anniversary in 2018. Rather than, justifiably, sitting back and congratulating ourselves on our achievements, IFSF's Board have set up a small team to consider where we are going and how we can get there, including consulting with key interest groups in the membership. Simon will discuss the drivers for change, what we understand industry wants and the implications for IFSF. Delegates will have an opportunity to discuss this and share their views that will be taken into account in the final proposals to the Board.

**[www.ifsf.org](http://www.ifsf.org)**

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[www.gesytec.com](http://www.gesytec.com)

**Gesytec**



## Beta Control Ltd.

an expert in the area of IFSF technologies for petrol stations, is the biggest manufacturer of electronics for fuel dispensers in the Czech Republic.

### We develop and produce:

- o protocol converters – conversion of proprietary communication to IFSF standard
- o electronic calculators for fuel dispensers (petrol, diesel, LPG, AdBlue)
- o electronic calculators for CNG dispensers
- o electronic calculators with a mass flow meter for autogas (LPG) dispensers
- o SW Communication Libraries for the IFSF technology
- o Software applications for monitoring the performance of the dispenser equipment



**BETA CONTROL**

Beta Control Ltd. Cerneho 829/58, 635 00 Brno-Bystrc, Czech Republic

[www.betacontrol.eu](http://www.betacontrol.eu)

# IFSF MEMBERSHIP BENEFITS



## Benefits for Retailers

With over 100,000 petrol filling stations across Europe alone, the cost of installing, maintaining and upgrading different types of equipment with different standards has proved a costly nightmare for the industry. By introducing common technology standards substantial amounts can be saved by implementing forecourt equipment, which although from different vendors, can be both

interconnectable and interchangeable.

The use of standards effectively allows retailers to treat devices as commodities, and select those most appropriate for their needs, while also benefiting from simpler installation. It also allows each device to be changed or upgraded independently, so reducing the lifetime maintenance costs for the forecourt.

## Benefits for Suppliers

The IFSF standards have been established by leading experts and will save manufacturers time and costs on research and development. They allow development resources to concentrate on improving the product, rather than defining and re-building interfaces. In addition, IFSF compliance is becoming a strong selling tool.

To help implement its standards IFSF has

retained the services of Calon Associates Limited, a specialist international consultancy, to provide technical support (IFSF Technical Services) to manufacturers of forecourt equipment, retailers and other participants in the implementation of IFSFs standards. IFSF is also maintaining and extending the standards and test tools that have already been established.

**CALON**  
*Controls for Life*



If you think you and your company could benefit from becoming members of the IFSF, please visit our website [www.ifsf.org/membership](http://www.ifsf.org/membership) or contact [admin.manager@ifsf.org](mailto:admin.manager@ifsf.org) for more details.



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WE HOPE THAT YOU HAVE ENJOYED  
THIS YEAR'S CONFERENCE AND WILL  
JOIN US NEXT YEAR

# IFSF CONFERENCE 2018

REGISTRATION WILL  
BE OPEN VERY SOON!

If you would like to discuss hosting or  
sponsorship/exhibition packages please  
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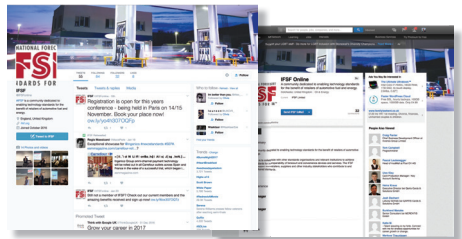
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OUR MISSION: TO PROMOTE INTEROPERABILITY BY DEVELOPING TECHNICAL STANDARDS THAT ENABLE COST  
EFFECTIVE OPERATIONS IN RETAIL PETROLEUM AND OTHER SECTORS WORLDWIDE.