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Ports Petroleum Rolls out EchoSat® SPGSM to all Fuelmart Stores Delivers Robust Multi-Application EFT Transport Solution with PCI Compliant Device Management

LEXINGTON, KY (November 10, 2009) – Ports Petroleum, a third-generation independently owned and operated petroleum retail operator and wholesaler, and EchoSat Communications Group has announced the completion of a rollout of EchoSat SPGSM (Secure Payment GatewaySM) high-speed transaction transport services to all of Ports Petroleum's Fuelmart convenience stores.

The SPG solution for Ports Petroleum enables high-speed Internet-based transactions for multiple applications to multiple processing hosts. These transactions include the delivery of credit card data to NBS, Inc., Telecheck to First Data, pre-paid and gift card to Presolutions, fleet transactions to Comdata, and ATM to Coredata.

This SPG implementation includes seamless integration with Ports Petroleum's existing WAN (Wide Area Network) and VPN (Virtual Private Network) infrastructure. In effect, SPG sits beside the corporate WAN to deliver payment transactions directly from Fuelmart convenience stores to the appropriate processing hosts. To ensure the best uptime and reliability for these business-critical transactions, SPG routes all data through its geographically distributed, redundant network of secure facilities across the U.S. The SPG system also features intelligent auto-dial-backup technology, which supports all payment applications in the event of a local Internet outage.

Additionally, the SPG network service delivers comprehensive device control and firmware management services, plus a 100% PCI-compliant transaction network. Ports Petroleum's SPG service includes a robust SPG Partner Portal for real-time store status and inventory tracking. All Fuelmart stores are now proactively monitored and managed around the clock by EchoSat's world-class engineering helpdesk.

"The EchoSat SPG technical team took time to understand what we already had in place and what we needed in a new c-store communications network," says Rick Stanley, IT director for Ports Petroleum. "Then together we implemented an SPG solution that fit our goals and timelines. As a result of our close coordination, the conversion has gone perfectly with zero problems and no glitches."

Stanley reports that with SPG in place, Fuelmart customers now enjoy fast credit card, ATM, pre-paid, fleet and check transactions. Additionally, Ports Petroleum's store operations group enjoys the powerful SPG device security, the ability to connect to multiple processors, the proactive inventory control and the real-time site monitoring provided by EchoSat's SPG secure transaction transport service.



Representatives from EchoSat have also been very pleased with the partnership. “The entire SPG Team really enjoys working with the people of Ports Petroleum, all of whom have demonstrated great leadership and vision in their c-store communications strategy,” says C.L. “Spencer” Rutherford II, president of EchoSat Communications.

James Stroud, EchoSat’s vice president of program management, adds, “We were very excited to help Ports Petroleum with their companywide rollout of SPG services. SPG not only delivers extremely fast POS, ATM, pre-paid, and check transactions, but also helps Ports fully leverage their DSL and WAN investments by locking down payment functions, delivering real-time operational control and building visibility into mission-critical payment operations.”

About Ports Petroleum

Family owned and operated, Ports Petroleum is proud to be a 3rd generation company. For more than four decades, what began as a local home fuel delivery business has grown to become a large independently owned and operated petroleum wholesaler and fuel retailer. Ports Petroleum’s wholesale and bulk fuel operations, headquartered in Wooster, Ohio, strives to be your product and price leader. For more information, contact Bob Peebles at (800) 562-0373, or send him an email at bob@fuelmart.com.

About EchoSat Communications

A division of The Tower Group (Lexington, Kentucky), EchoSat Communications is a leading independent supplier of secure data communications services for convenience-store, petroleum, retail, utility and grocery markets. SPGSM (Secure Payment Gateway) services provide PCI-compliant EFT transaction transport solutions for multiple-applications to multiple-end-points over standard broadband Internet connections. EchoSat also provides SPG cellular payments connectivity and broadband IP satellite services for areas not covered by terrestrial broadband services, and business continuity solutions delivering out-of-band connectivity with automatic failover for backup and emergency purposes. EchoSat delivers modular SPG service packages, as well as value-added custom communication solutions, in the United States and other countries. For more information, visit www.echosat.com or call 859-389-8700.

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