



Since 1933

McKinney Petroleum Equipment, Inc.

P. O. Box 9099 / 3926 Halls Mill Road / Phone: 251-661-8800 / E-mail: admin@mckinneypetroleum.com
Mobile, AL 36691 / Mobile, AL 36693 / Fax: 251-661-8821 / Web Site: www.mckinneypetroleum.com
/ Toll Free: 800-476-7867

CUSTOMER NEWSLETTER

April, May and June 2015



A forecourt without limitations. Wayne Cloud Solutions



Wayne Fueling Systems Advances Capabilities with Wayne Fusion™ Site Automation System

New hardware design delivers next-generation technology allowing for superior reliability, performance and scalability combined with accessibility and serviceability of the next evolution of its cloud-based technologies with the Wayne Fusion™ site automation system. This updated system features a new hardware design with increased performance.

The Fusion site automation system's technology enhancements offer the complete control that fuel retailers need to manage all their forecourt devices. In addition, Fusion provides access to advanced off-site services such as Loyalty Programs, Mobile Payment, and Remote Management through Wayne Cloud Solutions. Fusion and Wayne Cloud Solutions utilize industry standard interfaces and are designed to work with any point of sale (POS) system as well as multiple payment networks and/or loyalty hosts.

"Greater visibility into and control over all aspects of a retailer's forecourt will dramatically streamline a retailer's operations," says Wayne Fueling Systems' VP, Products & Technology Services Tom Cerovski. "Retailers can see a significant reduction in day-to-day costs because they can continuously monitor equipment and make adjustments from one interface using the cloud."

The solution's advanced scalability helps retailers remain competitively agile. It supports up to 48 fueling points and payment card readers and is expandable to more fueling points with additional Fusion site systems. Optional software connects dispensers and other devices from third party manufacturers such as price signs, tank gauges, and car washes, making the Fusion automation system versatile enough for any existing forecourt configuration. Plus, dual Ethernet LAN ports enable separate POS and Electronic Payment Systems (EPS) networks for greater security and easier Payment Card Industry (PCI) compliance.

Designed as a solid state device with no moving parts, vents or fans, the Fusion site automation system also delivers rugged reliability, even in the extreme temperatures and varying humidity levels often found in many retail fueling environments. Another added feature of the new product design is accelerated performance which increases transaction speeds.

Finally, assisting distributors and service organizations, additional features of the upgraded system include: front-mounted displays, power buttons and more that make it easy to access system features, monitor performance, and run diagnostics.

For an online video demonstration go to YouTube and search for "Wayne Cloud".

ALTERNATIVE FUELS

North American DEF Network Hits 1,935 Locations

The network of bulk diesel exhaust fluid (DEF) truck stop locations in North America reached 1,935 in January 2015, according to discover DEF. The figure represents a 55 percent increase since 2014.

The United States has a total of 1,851 bulk DEF locations in operation as of January 2015, in 47 of the 50 states. Texas continues to hold the largest network with 169 locations. Other states with large networks include California, Illinois, Indiana, Ohio, Oklahoma and Tennessee. More than 60 percent of the locations are operated by three major truck-stop brands: TA Travel Centers, Pilot Flying J and Love's Travel Stops.

The Canadian network reached 84 bulk-equipped locations in nine provinces, representing a year-on-year growth of 107 percent. The majority of these locations are operating in Ontario and Alberta, which together hold 63 percent of the total network. The past year has seen notable growth in Saskatchewan, which now has a total of 11 equipped stations. The Atlantic (Canada) and British Columbia regions have the smallest number of locations but also continue to experience a steady increase in numbers. – *PEI Journal*

DID YOU KNOW...

- Charles Lindbergh was Time magazine's first "Man of the Year"?
- The top 3 best foods for Vitamin C are ½ hot chile pepper (182mg), ½ cantaloupe (113mg), and 1 cup of cranberry juice (108mg)
- On October 17, 1933, physicist Albert Einstein arrived in the U.S. as a refugee from the Nazi Germany.

EQUIPMENT FOR SALE

1 ea.	– Wayne Hyperpib -----	\$1500.00
1 ea.	_ Evolution ½"x50' Oil Reel -----	\$ 275.00
Ea.	– EMCO Overfill Prevention Valve- 8' Tank <i>(limited quantities)</i> - -----	\$ 225.00
Ea.	– EMCO Overfill Prevention Valve- 10' Tank <i>(limited quantities)</i> - -----	\$ 300.00

FAMOUS QUOTES

- All the fat guys watch me and say to their wives “See, there’s a fat guy doing ok. Bring me another beer.” – Mickey Lolich, Detroit Tigers Pitcher
- I found out that it’s not good to talk about my troubles. Eighty percent of the people who hear them don’t care and the other twenty percent are glad you’re having trouble. – Tommy LaSorda, LA Dodgers manager
- When I’m on the road, my greatest ambition is to get a standing boo. - Al Hrabosky, major league relief pitcher.

INDUSTRY HIGHLIGHTS

EMV Equipment Financing, Only \$99 a month for up to 6 months!

Wayne (“Wayne”) Fueling Systems has joined forces with Ascentium Capital to offer C-store and fuel retail customers innovative equipment finance options for Wayne products, technologies and services, and set-up costs.

“As part of our business strategy, we are choosing to work with leaders in the industry to provide our customers the best retail fuel technology,” noted Wayne’s VP of North America, Bill Reichhold. “We are pleased to collaborate with Ascentium Capital on this initiative to give our customers another option to purchase our industry leading products and services.”

Fuel retailers in the U.S. are eligible for this financing at competitive rates for products such as the Wayne Ovation fuel dispenser, Wayne Helix fuel dispenser, Wayne Fusion site automation server, payment upgrades, media programs, services, Wayne Genuine parts, and more.

Through the convenience of same-day financing (most decisions made within two hours), and Ascentium Capital’s consultative approach, terms are tailored to the clients specific cash flow needs including many creative and affordable options (24, 36, 48, or 60 month terms). Ascentium Capital is focused on providing solutions that enhance growth and profitability.

“This new financing option allows our customers the opportunity to take advantage of newer equipment and innovative technologies, preparing the site for the future without interrupting cash flow,” stated Wayne’s Director, U.S. Distribution & National Accounts, Dave LaCaille.

MCKINNEY HIGHLIGHTS

Frances Wilson celebrates 40 years with McKinney Petroleum Equipment this year. Frances started working with McKinney just out of high school, and we have had the pleasure of watching her children grow up and now get to share in her grandchildren as well. Frances is a very active person and enjoys all kinds of exercise including Zumba and hiking, and she also enjoys the beach. Being a bookkeeper for the company, she knows our customers names and loves to get to meet them if they ever stop by the office. Join us in congratulating Frances, and we hope she’ll be around for another 40 years.



Doc has only been here for half the amount of time Frances has, but he has certainly made his mark at McKinney, too. Doc was a member of the US Air Force before becoming a service technician in our industry over in Louisiana. Fortunately for us, his wife wanted to move back home to Mobile, and he joined our team as a technician then. After a few years, Doc tried his hand as a salesman and then found his true love in the installation side of the business. Doc is extremely detailed and customers always compliment his work. Doc is just as detailed when it comes to grilling. So if you ever want advice from a great pitmaster, give Doc a call.



Doc is the second from the left behind the Pitmasters Trophy.

ON THE LIGHTER SIDE

***Bar Room Signs ***

- Express Lane: Five beers or less (Sign over the urinals)
- You're too good for him.. (sign over mirror in Women's Restroom)
- No wonder you always go home alone... (Sign over mirror in Men's Restroom)

PRODUCT INFORMATION

Pressure-Activated or Interlock Device Now Required

Another new listing requirement that affects both UL 2586 and UL 2586A has been mandated by the National Fire Protection Association (NFPA) in NFPA 30A for a number of years.

Certain automatic nozzle valves with hold-open latching devices have no way to unlatch automatically if the dispenser shuts off but the nozzle fails to do so. There are obvious safety implications if such nozzles remain latched open when a subsequent customer activates the dispenser and inadvertently discharges gas.

"As a result, to be listed, nozzles now must be pressure-activated or equipped with an interlock device if the nozzle has a hold-open latch," Husky's Jerry Mahn says.

"As an engineer, that seems rather reasonable," states UL's John Drengenberg. "You don't want that nozzle to open as soon as you pull it off the dispenser. Any enhancement of safety is good. That's what standards are for."

One manufacturer believes this change could affect as many as 30 percent of fuel dispensing operations. "There are a lot of people who are still buying less expensive nozzles without these safety features," notes OPW's Matt Lauber. "But the manufacturers will not be able to make those nozzles any longer. Seventy percent of the conventional nozzles we sell have no-pressure-no-flow devices. The new requirement will be a big change for the customers buying the remaining 30 percent." – *PEI Journal*

SAFETY/MAINTENANCE TIPS

Weighing and Measuring Devices

Beginning May 4th 2015 The Alabama Department of Agriculture in accordance with statute 8-16-7 and rule 80-13-6 will utilize Registered Service Agents to perform inspections of weighing and measuring devices within the state.

Devices affected will be: Low Volume petroleum pumps with a capability of delivering less than 20 gallons per minute. Only devices that are used for commerce must meet this requirement.

All pump stations must have the UST issued by ADEM at the location of the pumps. Without these, the reports cannot be submitted.

Reporting will be done electronically by the registered service agents only. Only those persons who possess a valid Alabama Registered Serviceman's License will be allowed to submit documents.

It is the responsibility of the device owner/operator to ensure this requirement is met to avoid any penalties. There will be updates and information that will be posted on the Division of Weights and Measures website (www.agi.alabama.gov/divisions/weights-measures).

THOUGHT FOR THE DAY:

"Courage is not the absence of fear; it's the mastery of it." – Ben Franklin