



Since 1933

McKinney Petroleum Equipment, Inc.

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CUSTOMER NEWSLETTER

July, August and September 2013

WAYNE NUCLEUS OFFER

Trade-in any Nucleus Point-of-Sale system and receive \$2,000 off a Wayne Nucleus™ Point-of-Sale system. Beginning now and ending November 1, 2013, retailers can trade-in any Nucleus POS system and receive credit toward the purchase of a Nucleus POS system with a Wayne Fusion™ forecourt controller. Customers who take advantage of this promotion may also receive an additional \$1,000 off a new Nucleus POS system indoor payment terminal (IPT) with the return of any legacy IPT.



CITGO-WAYNE DISPENSER PROGRAM – SAVE \$1,000

CITGO has partnered with Wayne to bring you special discounts on Wayne Ovation™ and Wayne Vista™ High-Speed Diesel dispensers. We can provide discounts and actual pricing based on your specific needs and requirements. In addition to CITGO-negotiated prices, you can receive an additional \$1,000 off any eligible Wayne Ovation fuel dispensers you purchase through December 31st. No minimum or maximum order is required. Wayne will apply the \$1,000 as an instant discount at the time of purchase. If you need financing we can offer that as well.



VEEDER ROOT OFFERS TLS 450 UPGRADE

For a limited time Veeder Root is offering a double rebate up to \$3,000 on trade-ups to a TLS-450. The TLS-450 will allow you to take control of your fueling sites using the latest technology – PC, Tablet or Smartphone Cloud enabled technology gives you instant access to actionable and impactful business and compliance data. Get more critical business information from your sites. With Veeder Root's cloud enabled technologies, you can securely control and modify configurations and access diagnostics from anywhere. Pinpoint and eliminate fuel variances. Solutions like Business Inventory Reconciliation and Daily Loss Advisor help you eliminate variance in your fueling operation. Offer good through September 10, 2013.



ALTERNATIVE FUELS:

SHELL OIL AND FUEL DISTRIBUTOR MARTIN ENERGY SERVICES PLAN TO SET UP LNG fuel stations along the Gulf Coast and the Mississippi River, serving both road and marine buyers. Low LNG costs are already convincing a few firms to invest in gas-powered trucks. An expanding network of fueling options will have more of them taking a hard look. *The Kiplinger Letter*

TA, SHELL TO CREATE A NATIONWIDE NATURAL GAS REFUELING NETWORK
TravelCenters of America LLC has announced that it has entered a definitive agreement with Shell Oil Products US to construct and operate a network of natural gas fueling lanes at TA and Petro Stopping Center locations along the US Interstate Highway System. The agreement provides that Shell will construct at least two natural gas fueling lanes for large over-the-road trucks and related storage capacity at up to 100 TA and Petro locations, at Shell's cost, within several years. Shell has agreed to supply natural gas fuel to these locations and Shell and TA will separately market natural gas fuel to their respective customers. The agreement's focus is on liquid natural gas (LNG). TA expects to monitor customer demand for natural gas fuels and if appropriate, may adjust its plans to include dispensing of compressed natural gas (CNG).
CSPnet.com

PUBLICATIONS OF INTEREST:

EPA has developed an online resource to help underground storage tank (UST) owners and operators access documentation for demonstrating whether their UST system equipment and components are compatible with biofuels. It is available on EPA's website at www.epa.gov/oust/altfuels/biofuelsguidance.htm, Biofuels Compatibility Resources. This resource is primarily for UST owners and operators who are currently storing or are interested in storing gasoline containing greater than 10% ethanol or diesel containing greater than 20% biodiesel. In June 2011 EPA published guidance which described options for complying with the federal UST compatibility requirement at 40 CFR 280.32. In that guidance, EPA recommended that tank owners demonstrate compatibility by having a record of the Underwriters Laboratories (UL) listing or manufacturer certification associated with their UST equipment. Because EPA recognizes that collecting this documentation may be time-consuming, this online resource was developed to help tank owners with this effort. For information about the June 2011 guidance or general information about storing biofuels in USTs, see EPA's website at www.epa.gov/oust/altfuels/biofuels.htm. Your continued commitments to ensuring that UST systems are compatible with the substances stored in them is helping protect our soil and groundwater from underground storage tank leaks. *Office of Underground Storage Tanks, US EPA*

DID YOU KNOW...:

- Martha Washington's silver service was the source of the silver that went into the first U.S. coins.
- Water accounts for 84% of an apple's composition.
- Until 1857, any foreign coins were considered legal tender in the United States.

REGULATORY INFORMATION:

FLORIDA has closed about 6,000 leaking petroleum storage tank cases since the state's UST cleanup program began in 1986. Currently, there are 6,907 cases awaiting cleanup, more than 3,600 where the cleanup has begun, and about 8,000 that are not eligible for state funding and are being cleaned up by private parties. *Florida Department of Environmental Protection.*

PRODUCT INFORMATION:

COOLER DOOR AND LIGHTING SCHOTT Gemtron now offers the new Polaris® LED light with an industry leading light output system that is designed to handle the harsh cold environments for both the normal and low temp applications. The name says it all, **Polaris®**. This patent pending design offers light pointed directly where it needs to be, at the merchandise to aid in increased product sales. This energy efficient Polaris® design can save you up to 90% of your current energy cost and also remove the amount of heat that is added to your cold environment, therefore reducing compressor run times. The SCHOTT Gemtron Polaris® design has an exclusive light ejection chamber. When you add up all the benefits of the Polaris® LED lighting systems you will enjoy a fast payback on your lighting investment.

BALCRANK HIGH VOLUME NOZZLE Balcrank has released a high flow nozzle for engine oil which can dispense up to 16.4 gpm. The model 3320-050 handle is also compatible with diesel, ATF, antifreeze and gear oil and has a ¾" inlet. Features include a semi-automatic tip and a trigger lock.

LAST CHANCE TO ORDER SPECIFIC WAYNE VISTA™ FUEL DISPENSER CONFIGURATIONS

With the success of the Wayne Helix™ fuel dispenser, the last day to order specific Wayne Vista™ fuel dispenser configurations in the United States is quickly approaching. Orders for all 3/Vista fuel dispensers and certain 4/Vista fuel dispenser configurations will not be accepted after August 31, 2013 (standard shipping lead times apply). After August 31, 2013, Wayne will only accept single-unit, knockdown orders for the 4/Vista fuel dispenser models. New detailed pricing for these knockdown units will be announced in the coming months. Knockdown orders **will not** be offered for 3/Vista fuel dispenser configurations. The end-of-life (EOL) announcement **does not** include HS4 Vista fuel dispenser and 4/Vista fuel dispenser DEF model

McKINNEY PETROLEUM EQUIPMENT HIGHLIGHTS:

GARY HUGHES is celebrating 30 years as an employee of McKinney Petroleum Equipment. Gary started in the warehouse and has worked as Service Manager and for many years in customer service. Gary also served as Safety Manager and does a great job as the safety record has remained excellent. Gary is a native Mobilian and has lived here most of his life except for a stint with the Army and a brief period in Atlanta. Gary enjoys the outdoors, especially fishing. If you call McKinney Petroleum Equipment there's a good chance you have talked to Gary. Next time you do, join us in congratulating him on 30 years of dedication.



MAINTENANCE TIP:

PETRO CLEAR 405 SERIES WATER SENSING FILTER This water-sensing filter **is not** a fool-proof mechanical positive shut-off. If this filter remains in service after going into slow flow it can return to full flow, allowing contaminated fuel to be dispensed into the consumer's vehicle and cause potential damage. So, if you have a slow flow situation don't hesitate to change your filter.

EQUIPMENT FOR SALE:

1	-	Wayne Decade 2400 Printer.....	\$ 495.00
1	-	Balcrank 2120-015 Air Reel 3/8" x 50'.....	\$ 347.00
2	-	Verifone MX 830 Chevron Pinpads - Dukput	\$ 200.00
1	-	1-1/2" x 54' Used Fuel Oil Hose (Good Condition).....	\$ 150.00
1	-	Vapor Recovery Drop Elbow.....	\$ 195.00
1	-	4" Male Adapter for Drop Elbow.....	\$ 35.00
1	-	LSI Scottsdale Super Kit.....	\$ 175.00
		{Fits LSI Masters or Dakota, Whiteway Rivera or Jet-Phillips Houstonian (old style)}	
2	-	2" Overfill Valves.....	\$ 595.00
1	-	Wayne Single Hose Retail Dispenser.....	\$2,935.00

Contact any of our salesmen for more information – 251-661-8800 or 1-800-476-7867. Find many more clearance and sale items at our on-line store www.mckinneypetroleum.com.

FAMOUS QUOTES:

- “I never drink water because of the disgusting things that fish do in it.” *W. C. Fields*
- “By the time a man is wise enough to watch his step, he's too old to go anywhere.” *Billy Crystal*
- “I believe in getting into hot water; it keeps you clean.” *G.K. Chesterton*

ON THE LIGHTER SIDE:

- You know why a banana is like a politician?
He comes in and first he is green, then he turns yellow and then he's rotten.
- Money isn't everything, but it sure keeps the kids in touch.
- Red meat is not bad for you. Fuzzy green meat is bad for you.

THOUGHTS FOR THE DAY:

- Just one act of yours may turn the tide of another person's life.
- The difference between a smart person and a wise one is that a smart person knows what to say, but a wise person knows whether to say it or not.