



Since 1933

McKinney Petroleum Equipment, Inc.

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CUSTOMER NEWSLETTER

July, August and September 2014

Riverstone Holdings, LLC Purchases Wayne Business from GE

Wayne announced that Riverstone Holdings, LLC, an energy and power-focused equity investment firm, has acquired the Wayne business from GE. The transaction enabled Wayne to continue to provide world-class service and support to customers while pursuing the innovative technologies for which the company is known, including the Wayne Helix fuel dispenser and the Wayne Fusion forecourt system.



Riverstone, which previously owned a significant stake in Wayne through its investment in Dresser from 2007 to 2011, understands Wayne's rich history and has a strong and productive relationship with the management team. This continuity will allow for a seamless transition for customers, employees, suppliers and other business partners.

"This decision marks another important step in our long history," said Neil Thomas, Wayne's President. "Moving forward with Riverstone will position the business for even greater success by allowing us to continue to invest in products and technology and better serve our customers around the world."

GE Oil & Gas' Measurement & Control business has been on a path to simplify and reshape its business portfolio. Wayne is well suited to operate outside of GE and will be better able to meet customer requirements in partnership with Riverstone.

"We are excited to have the opportunity to partner once again with Neil and the Wayne organization," said John Lancaster, Partner at Riverstone. "Wayne is an industry leader in an attractive niche business, has a great portfolio of products and technology, and has a world-class team. We are committed to investing in the business to help it fulfill management's long-term vision for sector leadership."

Wayne teams up with VP Racing Fuels – The relationship also includes a complimentary offer for VP Racing Fuels retailers to upgrade to the Ovation LX dispenser



Wayne has aligned with VP Racing Fuels to provide equipment for sites across the Midwest, Mid-Atlantic and southern U.S. These selected sites will receive Wayne Ovation fuel dispensers equipped with the inOvation TV media program. As an equipment supplier for VP Racing Fuels, Wayne will be able to provide its premium dispensers and technology to numerous retail partners across the country.

The inOvation TV media platform provides the opportunity to help build the VP Racing Fuels brand and drive retail customers into its retail stores to purchase VP-branded products. With video-at-the-pump focused on VP Racing Fuels'

40 years of winning performance in motorsports, inOvation TV media programs will help build affinity for the retail stores and credibility for its consumer products. It also will be used to help drive increased attendance and television viewership of race events promoted by VP Racing Fuels' race series partners, including the Tudor United Sports Car Championship, TORC (The Off Road Championship), World of Outlaws Sprint Cars, and others.

“Ovation dispensers with the inOvation TV media platform will help VP-branded station owners further differentiate their location from neighboring fueling sites,” said Alan Cerwick, president of VP Racing Fuels. “Through exciting racing footage, we’ll enhance the customer experience while using the platform to help drive overall gallons and premium gallons along with awareness for our packaged consumer products. Aligning ourselves with Wayne will drive increased interest at our fueling sites and at the racing sites of our industry partners, as well as increased sales of VP M additive performance chemicals and other in-store products.”

The relationship also includes a complimentary offer for VP Racing Fuels retailers to upgrade to the Ovation LX dispenser, which, in addition to the sophisticated look and feel of the traditional dispenser, also includes the curved doors and valance for distinctive branding, transaction flow indicator lights and programmable blink rates on the push-to-start buttons. VP Racing Fuels retail partners also will enjoy discounted prices on premium Wayne equipment that will help them further differentiate their fueling sites against competitors.

“The Ovation dispenser is ideal for VP Racing Fuels, combining advanced media and fueling technology to offer a unique, enhanced experience for both existing and new customers,” said Patrick Jeitler, product manager for fuel dispensers at Wayne. “We are pleased to provide the advanced features and functionality that allows VP Racing to grow brand affinity while bringing the Ovation dispenser to a wider audience.”

SAFETY/MAINTENANCE TIPS:

Phase Separation: The water and phase separation sensing filters are not fool-proof mechanical positive shut-off devices. If filters remain in service after going into slow flow it can return to full flow, allowing contaminated fuel to be dispensed into the consumer’s vehicle potentially causing damage.

Now, it’s more important than ever to keep water out of your storage tank system

There has been a proliferation of documents emphasizing the importance of fuel storage system maintenance—especially keeping water out of your tanks.

Why it’s important

There are a number of reasons why keeping water out of storage tank systems is important. One of the key factors is simple: fuel degrades in the presence of water, and today’s newer fuels are more likely to absorb water than fuels in the past.

Water also increases the likelihood of corrosion of components, both those suspended in the fuel and those in the vapor space at the top of the tank, regardless of tank material.

Some of the changes in fuels today are the result of federal clean air laws. In an effort to reduce harmful emissions from vehicles, the US government now requires cleaner fuels and higher percentages of biofuels in vehicles. For example, reducing the amount of sulfur in diesel fuels makes them burn cleaner.

Another impetus for development of newer fuels results from changes made to vehicle engines to improve gas mileage, such as continually evolving fuel injection systems that clog more easily and therefore require cleaner fuels.

Newer fuels demand new detection methods

Since STI/SPFA published *Keeping Water Out of Your Storage Tank System* ten years ago, new challenges to keeping fuel systems water-free have evolved. Because today’s biofuels hold more water in suspension, traditional detection methods, such as use of water pastes and electronic monitors, aren’t always effective.

– STI/News

CUSTOMER INFORMATION

Sterling Hamilton, Jr. of Sterling Oil Company, in Greenville, AL passed away in May. Sterling Oil Company was founded in 1933 (the same year as McKinney Petroleum Equipment) by Sterling’s grandfather C.E. Whiddon. Before his retirement Sterling was known to be a sharp businessman and always pleasant to do business with. Sterling leaves the business in good hands with his long-time business partner, Steve McGowin, and his son, Sterling Hamilton, III.

McPherson Oil: In the first quarter of 2014 McPherson Oil of Trussville, AL, completed an asset purchase of the supply agreements of Campbell & Sons Oil Co., of Huntsville, AL.

THOUGHT FOR THE DAY:

“We keep the best of that which we give away.” – *Ben Franklin*

PRODUCT INFORMATION:

Cree CPY250 LED Canopy Light



New Performance Standard for Canopy and Soffit Lighting

The Cree CPY250 delivers up to 13,000 lumens of beautiful high-quality light with superior efficiency. With rugged cast aluminum construction and an integral heat sink, the CPY250 can withstand the most challenging outdoor environments. Available with a flat or 1" prismatic drop lens, the luminaire provides two aesthetics to meet visual and illumination performance needs.

Great Payback

With an affordable initial cost and low total cost of ownership, the CPY250 is designed for easy, quick and reliable installation and requires virtually no maintenance. With typical commercial usage of 12 hours per day at the national average of \$0.12 kWh, the CPY250 can deliver a payback period of less than two years – significantly lower than the typical metal halide solution.

Industry-Leading Limited Warranty

Cree offers a standard 10-year limited warranty that covers the broadest product range in the industry, including the CPY250 luminaire. Along with the product warranty, Cree offers a standard 10-year limited warranty on our DeltaGuard Finish, the finest industrial-grade finish available.

Cree LED T-8 Series



Simple Installation

The easiest way to upgrade your fluorescent T8 electronic ballasts, the Cree LED T8 Series can be installed by simply changing a lamp, making it a perfect upgrade option.

Flexibility

The Cree LED T8 Series is a universally compatible with more than 90 percent of existing electronic T8 ballasts, providing a level of flexibility unseen in the industry.

Unrivaled Light Quality

The oval shape provides uniform light distribution, immediately improving the light quality of any space.

Instant Energy Savings & Reduced Maintenance

Offering 100 lumens per watt, the Cree LED T8 Series can immediately save as much as 30 percent in energy costs and provides payback in less than 3 years.

ON THE LIGHTER SIDE:

A mother was reading a book about animals to her 3 year old daughter:

Mother: "What does the cow say?"

Child: "Moo!"

Mother: "Great! What does the cat say?"

Child: "Meow."

Mother: "Oh, you're so smart! What does the frog say?"

And this wide-eyed little 3 yr. old looked up at her mother and in her deepest voice replied, "Bud."

PUBLICATIONS OF INTEREST

REGULATORS DEVELOP COMPATIBILITY GUIDES

The association of State and Territorial Solid Waste Management Officials (ASTSWMO) has released a guide entitled *Compatibility of UST Systems and Biofuels* for state underground storage tank (UST) program staff, UST owners and operators, contractors, and consultants to evaluate equipment compatibility when storing biofuels. The 49-page guide contains a checklist and recommendations for helping states make compatibility decisions, as well as case studies showing the consequences of incompatibility. The guidance could become a model to help states create a system for making compatibility determinations. *Tulsa Letter*

The updated (September 2013) DOE Ethanol Handbook: Handbook for Handling, Storing, and Dispensing E85 and Other Ethanol-Gasoline Blends (Book), Clean Cities, Energy Efficiency & Renewable Energy (EERE)

<http://www.nrel.gov/docs/fy13osti/57590.pdf>

Another resource is DOE's Alternative Fuels Data Center with information on biofuels, natural gas, propane, electric vehicles, hydrogen, and emerging fuels: <http://www.afdc.energy.gov>.

DID YOU KNOW...

- Mars lacks an ozone layer; therefore, the surface of Mars is bathed in a lethal dose of radiation every time the sun rises.
- Pooler Jones, Lazy Plate, Jayne Hill, Untorn Ribbon, Buckthorn, Barber Perfect, and Underwood Tack are all kinds of barbed wire.
- Many years ago in England, pub frequenters had a whistle baked into the rim, or handle, of their ceramic cups. When they needed a refill, they used the whistle to get some service. 'Wet your whistle' is the phrase inspired by this practice.

McKINNEY HIGHLIGHTS

McKinney Equipment has revamped its website to enhance the user's experience. It is now a mobile website that can easily be viewed from your mobile device and customers can now schedule non-emergency service calls on the site. Other convenient features include links for AB&C Operator training for 45 states (click on the PASS logo), tank capacity charts (look under resources tab) and an online store tab to look for specials and surplus equipment. Check us out at www.mckinneypetroleum.com.

ALTERNATIVE FUELS

Honda Australia launches the H2O water brand

To celebrate its sustainable ethos, Honda Australia has released a line of bottled water sourced from hydrogen emissions. The automaker designed the Honda FCX, the world's first mass produced automobile that uses only compressed hydrogen instead of petrol as its fuel. The emissions of this car are pure H2O, perfect for bottling and drinking.

The company's Australian office has teamed up with Leo Burnett Melbourne to create an unconventional water brand H2O that collects water not from mountain glaciers and springs but from hydrogen emissions, which actually are drinkable water. The manufacturer claims that it is the first carmaker to release a water brand.

The product was created to demonstrate the super ecological hydrogen fuel technology used in the Honda model. The company could also include fridges at service stations and at Honda dealerships as part of the promotion.

"We believe in 'The Power of Clever Thinking.' Our work designing cars like the FCX is the embodiment of this ethos. H2O is an engaging way for us to demonstrate our commitment to reducing our environmental footprint to people, instead of simply telling them," commented Jason Miller, Honda Australia's general manager communications and customer. -- *PetroPlaza*

FAMOUS QUOTES:

- "An expert is someone called in at the last minute to share the blame." – *Sam Ewing, American writer and humorist*
- "Last week, I state this woman was the ugliest woman I had ever seen. I have since been visited by her sister, and now wish to withdraw that statement." – *Mark Twain*
- "The secret of a good sermon is to have a good beginning and a good ending; and to have the two as close together as possible." – *George Burns*

EQUIPMENT FOR SALE

1	Wayne Ovation Blender Dispenser, B12/2220 Used (Nickel Plated for E-85)	Call for Price
1	Wayne Vista Blender 3+1 Dispenser – Used	\$ 3,995.00
1	Wayne Century Single Hose High Speed Retail Dispenser - Used	\$ 2,935.00
1	Scottsdale-Lens Only	\$ 45.83
1	110 Gallon Rectangular Tank	\$ 395.00

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.