



Since 1933

McKinney Petroleum Equipment, Inc.

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CUSTOMER NEWSLETTER

October, November, December 2013



HIGHLIGHTS FROM THE NACS SHOW 2013

The recently announced **Wayne Ovation™²** fuel dispenser was unveiled and showcased at the NACS Show. This new dispenser is the second-generation design of the premium Wayne Ovation dispenser. It offers various design enhancements that extend new benefits to retailers and their customers, including increased branding areas, new white-on-black displays and redesigned payment areas.



Also on display was the **Wayne Helix™** fuel dispenser family including its newest addition the Helix 1000 dispenser, which features sophisticated design principles in a smaller form factor that address the needs of customers in developing regions and further extends Wayne's ability to reach global customers.



To address the industry's growing dispenser needs for alternative fuels, like compressed natural gas (CNG), Wayne is also highlighting the **Wayne Vista™ CNG dispenser**. It has the look and feel of Wayne petroleum dispensers with the same innovative integrated pay-at-the-pump options. This enables CNG station owners to create a familiar fueling experience for customers. The Vista CNG dispenser utilizes a patent-pending, reliable "no air purge" design to help protect its electronics, eliminating the potential issues of moist, cold and dirty air introduced by forced air purge-based models.

"The NACS Show is the culmination of another year of strong innovation at Wayne as we introduce dispensers and service platforms that will represent the industry standard for years to come," said Wayne President Neil H. Thomas. "We remain committed to developing and delivering technology that enhances the fueling experiences for both retailer and motorist, and their input has been the impetus behind the improvements we've made to Wayne products."

The new design of the **Wayne Fusion™** forecourt system offers a new hardware platform and next-generation technology to more effectively meet customer demands, including improved accessibility and serviceability.



Wayne TAP Reader

The **Wayne TAP™** contactless/NFC reader is also featured at NACS.

"This is an exciting time for our retail customers," said Jeffrey R. Lass, GM Software and Technology Solutions, Wayne. "The emergence of new technologies on the forecourt offers the opportunity for retailers to interact with the end-user in interesting new ways and our customers are increasingly seeking innovative solutions that provide the simplicity, flexibility and reliability to deliver these outcomes. The advanced products we are launching at NACS 2013 are just the beginning when it comes to offering solutions that enhance the fueling experience and improve the operating performance of the fueling site. Wayne is looking toward the future."

ALTERNATIVE FUELS:

GENERAL MOTORS AND HONDA MOTOR CO. ANNOUNCED THAT THEY ARE JOINING FORCES to collaborate on the development of hydrogen fuel cells for automobiles. The two companies plan to develop new hydrogen storage and fuel cell technologies by 2020, while also pushing for greater hydrogen fueling station infrastructure. The collaboration reportedly looks to share expertise, economies of scale and common sourcing strategies.

Tulsa Letter

STATE REGULATORS DEVELOP BIOFUELS COMPATIBILITY GUIDE

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 making compatibility determinations. *Tulsa Letter*

THOUGHT FOR THE DAY:

- “If voting could really change things, it would be illegal.” *Revolution Books, NY*

INDUSTRY HIGHLIGHTS:

With 3.5 Million Visa Chip Cards Issued Since 2011, EMV Continues to Gain Momentum

Since announcing our EMV migration roadmap in August 2011, Visa issuers have put what averages out to over 5,000 new chip-enabled cards in the hands of U.S. cardholders every day. As of March 31, the total number of Visa chip cards in market was at 3.5 million and growing.

We’re very pleased with the progress the U.S. has made over the last two years. With each new card, the U.S. payments ecosystem gets one step closer to achieving the improved security that EMV technology affords to consumers, merchants, and issuers. That’s because when a chip is inserted into the payment terminal, the chip generates a code that is unique to that transaction. This code renders stolen payment information useless at the point of sale, reducing its value to criminals and shrinking counterfeit fraud. The opportunity that chip presents goes beyond security, and will enable new and emerging forms of electronic payment, such as NFC-based mobile payments.

“We are always looking for new ways to provide our customers with better ways to pay,” said Clifford Cook, chief marketing officer for the U.S. Bank Retail Payment Solutions. “EMV is a secure and trusted technology that is in use globally. We’re excited to offer chip technology to our cardholders, adding not only an additional layer of protection to transactions, but extra convenience when traveling abroad.”

We have heard similarly positive feedback across the industry. And while 3.5 million cards represent a strong start, we know that there is still work to do before the U.S. is fully migrated to EMV. That’s why we’re working with financial institutions and merchants of all sizes to provide them with the guidance, tools and resources they need to help support their migration plans. We’re also actively participating in discussions with the various EMV industry groups to provide our input and expertise.

I frequently hear the question, “How long will it be until everyone in the U.S. has this chip card?” The ubiquity of chip cards is still a few years out, but we’re proud to be at the forefront of this evolution, working alongside other stakeholders in the payments ecosystem.

Ericksen, Stephanie, Head of Authentication Product Integration, Visa Inc.

DID YOU KNOW...

- Camels have three eyelids to protect themselves from blowing sand.
- The Hawaiian Alphabet only contains 12 letters: a, e, I, o, u, h, k, l, m, n, p and w. Every word ends with a vowel.
- What is the first sense to deteriorate as people age?
Smell. The sense of smell disappears three times faster than other senses.
- In the 1500s, European children suffering from whooping cough were treated by holding what animals in their mouths? *Frogs*

PRODUCT INFORMATION:

LOW VOLTAGE DISPENSER DISCONNECT ELECTRICAL REQUIREMENT

The features and benefits of a Low Voltage Dispenser Disconnect such as the Square D IPaCS by Schneider Electric are many. First, it complies with 2011 NEC Articles 514.11 & 514.13 and it is compatible with all dispenser manufacturers and any fueling control system. Its modular design saves wall space and it is suitable for both new and retrofit construction. It has individual dispenser disconnect means for dispenser data, CRIND data, intercom & speakers, loyalty card systems, and video/Cat5 as well as being rated for Nema 1 applications. It will also provide a single point of disconnect capability for power *and* low voltage circuits when installed with DMEX Dispenser Manager Solutions from Square D IPaCS. For more information contact your local Square D IPaCS Petroleum Distributor or call the Square D IPaCS Technical Support Team at 1-800-868-9662

SAVE NETWORK FEES by using Vantiv to process your credit cards. Vantiv is the only processor in the petroleum arena that does not use ISO's since they own and operate their own platform which cuts out a layer of expense, saving money for the end user. This savings is for credit and debit (PIN) transactions and Vantiv is EMV enabled for Visa/Master Card & AMEX.

For more information or an analysis of expenses contact any McKinney salesman.

ON THE LIGHTER SIDE:

- If at first you don't succeed, skydiving is not for you.
- We are born naked, wet and hungry. Then things get worse.
- Computers are capable of so much – they can make very fast, very accurate mistakes.

SAFETY/MAINTENANCE TIPS:

WAYNE RECOMMENDS KEEPING YOUR DISPENSER iGEM COMPUTER SOFTWARE UP-TO-DATE. iGem software upgrades are developed to include new features, address bug fixes and respond to regulatory changes. Periodic software upgrades should be part of an annual preventative maintenance program. Without a regular update schedule, dispensers on the forecourt could be operating on various versions of iGEM software, resulting in a more challenging diagnostics or troubleshooting environment and possibly be more susceptible to unauthorized access to the dispenser or fuel theft.

“DON'T BUILD A SITE WITHOUT RUNNING CAT5/6 CABLE to your fueling positions. EMV requires lots of bandwidth and legacy cabling may not provide optimal performance (although several vendors have solutions).” *NACS Magazine* June 2013, article by Phil Schwartz, Manager I/S, Valero Payment Services Company.

McKINNEY PETROLEUM EQUIPMENT HIGHLIGHTS:

DON PINKHAM has just celebrated his 15th year with McKinney Petroleum Equipment and we have been lucky to have had Don join our team. Don is very knowledgeable on almost all equipment we service and is known for his good rapport with customers as well. Don is an avid sports fan, so if you attend a sporting event, keep your eyes open as you might see him there!



McKINNEY COMPLETES its 80TH YEAR

As we wind up celebrating our 80th year in business, we want to take this opportunity to thank you, our customers, for your business. We would not be where we are today without your dedicated support through the years. While we are proud of what we have achieved thus far, we are most excited about what the future holds providing you with technology solutions that will increase your productivity, improve efficiency, and reduce costs. We look forward to working with you in the future!

EQUIPMENT FOR SALE:

| | | | |
|---|---|--|------------|
| 2 | - | 1712DL-AL 15 1-1/2" Kamvalok Coupler Locking Lever..... | \$ 425.00 |
| 2 | - | 1612AN-AL 15 1-1/2" Kamvalok Adapter..... | \$ 150.00 |
| 1 | - | Balcrank 2120-015 Air Reel 3/8" x 50' | \$ 347.00 |
| 1 | - | Verifone MX830 Chevron Pinpad, TDES..... | \$ 200.00 |
| 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 | - | Verifone MX830 Wells 351-3DES-Used..... | \$ 225.00 |
| 1 | - | Wayne Single Hose Retail Dispenser..... | \$2,935.00 |
| 3 | - | 100 Gallon Tank..... | \$ 325.00 |

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:

- “Time’s fun when you’re having flies.” *Kermit the Frog*
- “Humans are the only creatures on earth that allow their children to come back home.”
Bill Cosby
- “A leader has the vision and conviction that a dream can be achieved. He inspires the power and energy to get it done.” *Ralph Lauren*
- “Those who are too smart to engage in politics are punished by being governed by those who are dumber.” *Plato*