



OCTOBER•NOVEMBER•DECEMBER 2015

Water-Proof Electronics of the Wayne Ovation™² Fuel Dispenser

Many design elements of the Wayne Ovation™² fuel dispenser are easy to recognize such as the white-on-black LCD price display, the card reader and pin-pad inside the electronic head, the 25% more branding space, and the added stainless steel. However, there are quality improvements that are not as visible but are just as important – specifically, the water-proofing improvements made to the Ovation² dispenser’s electronic head that houses payment terminals, displays, soft-keys, push-to-start (PTS) panel, and other important circuitry.

Here are a few ways in which Wayne designed the Ovation² dispenser to protect the electronics from water and moisture:

- Each Ovation² dispenser bezel is cut to reflect the customer’s exact electronics configuration, creating a form-fitting barrier (versus using a one-size-fits-all frame).
- The second way to prevent water intrusion is creating a protective seal around the bezel. The Ovation² fuel dispenser bezel seals are manufactured using neoprene rubber gaskets. These seals are applied to the payment electronics, as well as the PTS panel.
- Wayne subjected Ovation² fuel dispensers to more rigorous testing methods than previous-generation Ovation dispensers. For example, the dispenser faced more direct water and higher pressures of water than ever before. Wayne achieved UL-approval, but also IPx5-approval - a regulatory approval which had never been achieved before in Ovation dispensers.



0% APR for 24 Months Through Ascentium Capital!

Through February 29, 2016, Ascentium Capital is offering 0% APR financing for 24 months or 5.9% APR financing for 60 months to qualified customers. This offer is available for all products, plus shipping and installation, when ordered with any Wayne Fueling Systems fuel dispensers.

Please contact one of our salesmen for details.



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E-MAIL: ADMIN@MCKINNEYPETROLEUM.COM•WEB SITE: WWW.MCKINNEYPETROLEUM.COM

Customer Information:

Earl Cauthen, Jr., Orange Beach, Alabama

Earl Rodrick Cauthen passed away at his home Monday, September 7, 2015, in Orange Beach, Alabama. He was born in Drew, Mississippi, the son of Earl Rodrick Cauthen and Carrie Moore Cauthen Warren.

Earl graduated from Clarksdale High School and attended The University of Mississippi. He owned and operated Cauthen Oil Company in Clarksdale, Mississippi. After relocating to Orange Beach, Alabama, in 1989, he was active in the commercial real estate business and was affiliated with Herrington Realty. Earl was a devoted family man who enjoyed many life-long friendships and cheering for Ole Miss. He was an avid golfer and had served as the President of the MS Golf Association and of the Clarksdale Country Club; and he also enjoyed the outdoors especially quail hunting. – *Published in the Clarion Ledger on September 10, 2015*

Did You Know:

- Everyday more money is printed for Monopoly than the United States Treasury.
- The average number of people airborne over the United States in any given hour: 61,000.
- The San Francisco Cable Cars are the only mobile National Monument.
- The first novel ever written on a typewriter, Tom Sawyer.

Product Information:

Get Ready For Contactless Payments.

Report predicts that frequency of contactless payments will grow by 100% this year.

As Apple Pay adoption continues, more shoppers are using contactless payments to purchase items in stores, according to a new report issued from market researcher Juniper Research. Contactless payments let shoppers wave their mobile phone in front of a reader at the cash register to make a payment. Their credit card is automatically billed without them having to take it out of their wallet.

As Fortune writes this week, Juniper Research says that the number of mobile wallets using contactless technology is expected to reach 200 million by the end of 2016, up 100% from the end of 2014. This estimate affirms earlier statements from Apple CEO Tim Cook, who has said that Apple Pay will be accepted by 1.5 million locations in the United States by the end of this year.

What's more, says Fortune, the launch of Apple Pay has helped spur the overall growth in contactless payments over the past year, as Google debuted its contactless mobile payments technology, Android Pay, earlier this year and is expected to roll the service out broadly in the next few weeks. Another platform for the technology, CurrentC- developed by the Merchant Customer Exchange (MCX), a group of merchants including some convenience retailers – is also in the works but has not yet officially launched. – www.nacsonline.com

The Move to LED Just Got a Whole Lot Simpler.

The Cree® T8 Series 4' LED Linear Lamp

Flexibility: The Cree® LED T8 Series is universally compatible with more than 90 percent of existing electronic T8 ballasts, including instant start, programmed start, rapid start and dimmable fluorescent ballasts, providing a level of flexibility unseen in the industry.

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. 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. – www.cree.com

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Safety Tips:

Gas Pumps can be Easy Targets for Fraudsters

Gas stations have become vulnerable to skimming devices that illegally capture consumers' credit or debit card information from the card's magnetic strip to create counterfeit cards.

In Florida alone, 127 skimmers were found at its gas stations this year, reported PalmBeachPost.com.

They have also been found for the first time in California, according to Steven Scarince, a Los Angeles-based U.S. Secret Service agent.

Making illegal purchases using counterfeit card is easier to carry out in gas stations as they are usually unattended.

Counterfeit cards are also used by thieves to fill up "bladder

trucks", tanks hidden inside the vehicle and can contain hundreds of gallons of gas, which will then be sold to fly-by-night gas stations or construction sites, according to a Dow Jones News Service report.

The report further said that the gas station industry lost approximately \$250 million while the card industry lost around \$500 million on fuel-related fraud in 2013.

In response to this, gas stations have been beefing up their security by putting up fraud-proof equipment. However, tighter measures coming from Visa and MasterCard won't be applicable to gas stations until 2017.

Card payments account to more than 50% of all gas purchases in the U.S., according to California-based Nilson Report.

- Author: Daniel Tuano, PetroPlaza.com, April 2015

McKinney Highlights:

Celebrating 45 years! Shirley McKinney was employed by McKinney Petroleum Equipment in 1970 as a receptionist. She has worked in data processing, bookkeeping and as our office manager. She is presently our corporate secretary and most tenured employee in years of service. Currently she handles payroll, human resources and all insurance and accounting functions for the corporation. Shirley is a dedicated, conscientious and valued employee and a great mentor to all that work here.

Retiring after only 29 years! Willis Breland will be retiring at the end of 2015 after working for McKinney Petroleum Equipment since 1986. He was originally hired as the construction manager's assistant, but eventually moved into sales. He is especially adept at helping contractors with plans and specifications. His attention to detail has been not only a valuable asset to his customers but to McKinney Petroleum Equipment. In retirement, Willis plans to spend a lot of time with his grand-children (they are hoping for a trip to Disney World in the very near future), time kayaking with this wife, Ruth, and working on his home on the river. Thank you Willis and best of luck to you in the future!



On the Lighter Side:

An inter-office softball game was held every year between the Marketing Department and support staff. The day of the game, as hard as the marketers tried, the support staff whipped them soundly. The Marketing Department decided to find the best spin they could on the dismal result. They posted this memo after the game:

The Marketing Department is pleased to announce that, for the recently completed softball season, we came in second place, having lost just one game all year. The Support Department, however, had a rather dismal season, as they won only one game all year.

-Health Insurance Underwriter, May 2012

Equipment for Sale:

1 ea.	– Wayne Single Product Electronic Twin Commercial Dispenser (22GPM) – New -----	\$5,500.00
1 ea.	– Wayne Single Product Electronic Commercial Dispenser (36GPM) – New -----	\$7,300.00
3 ea.	– Wayne Single Product Mechanical Dispenser – Used -----	\$1,750.00
1 ea.	– VeriFone Used V950 -----	\$ 750.00
1 ea.	– Wayne Single Hose Electronic Retail Dispenser – New -----	\$3,500.00



Wanted: 1½” Automatic Nozzle – If you have any used/core nozzle for sale, please contact Donald Hinton.

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:

- “Good judgement comes from experience, and a lot of that comes from bad judgment.” – Will Rogers
- “Swim Upstream. If everyone else is doing it one way, there’s a good chance you can find your niche by going in exactly the opposite direction.” – Sam Walton
- “If we do not plant knowledge when young, it will give us no shade when we are old.” - Lord Chesterfield, Statesman

Thought for the Day:

“Someone is sitting in the shade today because someone planted a tree a long time ago.”

– Warren Buffett, Investor and Philanthropist

Customer
Newsletter



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