



Since 1933

## McKinney Petroleum Equipment, Inc.

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# Customer Newsletter

April, May and June 2010

Fill-Rite has undergone some drastic changes over the last few years as they now have many more products than just a 12-volt and 115-volt pump. So, to be sure you know what your options are. Below are some of the more popular items that fill niches with most of our customers.



### HAND PUMPS

Model	GPM	Products	Material	Warranty	Notes
FR20	-	ATF & Motor Oil	Poly	1 Year	Barrell Pump
FR112	-	Gas, Diesel, Oil	Aluminum	2 Years	Rotary Pump
FR152	-	Gas, Diesel & Light Oils	Aluminum	2 Years	"Push/Pull"
FRHP32V	-	DEF	Poly	1 Year	Barrell Pump

### DC PUMPS

SD 1202	13	Gas, Diesel, Kerosene	Cast Iron	1 Year	30 Min Cycle
FR 1210	15	Gas, Diesel, E15 & B20	Cast Iron	2 Years	30 Min Cycle
FR 4210C	20	Gas, Diesel, E15 & B20	Cast Iron	2 Years	30 Min Cycle
FR 4410	20	Gas, Diesel, E15 & B20	Cast Iron	2 Years	4 Volt
LP50P18Q-12	4	Oil	Cast Iron	1 Year	12 Volt
SS 415BX731PG-12	13	All Fuels (but Gas) and Chemicals	Poly	2 Years	12 Volt

### ELECTRIC PUMPS

FR700	20	Gas, Diesel, Kerosene	Cast Iron	2 Years	1/3 HP
FR300	20	Gas & Diesel	Cast Iron	2 Years	1/3 HP
LP50P18Q-115	9	Oil	Cast Iron	1 Year	1/3 HP
SS460731PG-115	13	All fuels (but Gas) and Chemicals	Poly	2 Years	1/4 HP

### METERS

807C	5-20	Gas, Diesel, E15 & B20	Aluminum	2 Years	Measures to 99.9 gal
901	6-40	Gas, Diesel, E15 & B20	Aluminum	2 Years	Measures to 999.9 gal
820	2-20	Diesel, B20, Oil and Chemicals	Poly	2 Years	Electronic-can display in gallons, quarts or pints
FR902R	6-40	E15 & B20	Aluminum	2 Years	Remote mounted & UL Listed
TS06C	2-15	DEF	Stainless Steel	1 Year	Weights & Measures approved

Whatever product you choose from Fill-Rite you know you will get a reliable, durable product for your application at a good price from McKinney Petroleum Equipment.

## ALTERNATIVE FUELS:

TVA TESTS CHARGING STATION As Nissan shows off its new electric car in Tennessee, the TVA says a research partnership is developing solar-powered charging stations for electric vehicles. Tennessee Valley Authority Chief Executive, Tim Kilgore, said a prototype charging station that uses solar-generated electricity will be tested this spring at the Electric Power Research Institute laboratories in Knoxville. A second prototype will be built by Oak Ridge National Laboratory in Oak Ridge. During peak demand periods, the solar charging stations will use the sun to generate power instead of using electricity generated at power plants. Kilgore said the regional initiative will test the prototypes up to six months before additional stations are developed over the next few years in Knoxville, Chattanooga and Nashville. "These new cars will need a new type of filling station," Kilgore said. James Ellis, TVA's electric transportation program manager, said the solar stations will be accessible to the public by the time electric cars go on sale. The Leaf, which will use a rechargeable battery for power, is due in U.S. showrooms in December and is expected to cost about \$30,000. The first prototype station will have four to six parking spaces but larger 10-space stations are expected to be built in the future using a modular base design, TVA said in a statement. The statement said the utility is working closely with its power distributors to "conduct research to understand the impacts of vehicle charging on the power grid." Other than solar-powered battery charging, there will be home, commercial and public and fast-charging equipment to support the Leaf and other electric vehicles. The initiative is linked to the Electric Transportation Engineering Corp., which has received U.S. Department of Energy funding to hasten the development and production of electric vehicles. DOE is also providing funding to Oak Ridge. Nissan's web site says it will take four to eight hours to charge the Leaf's battery on a 220 volt home charging unit. But it will take about 26 minutes to give the battery an 80% charge at a quick-charge station. *AP*

ETHANOL BEATS GAS, ENGINE MAKER SAYS Ricardo, Inc. says it has done what many thought impossible: design an ethanol-burning engine with better fuel economy than a traditional gas engine. Ricardo – a large auto supplier that makes engines and other parts for everything from motorcycles to cars to military vehicles – says it created the engine using technology designed for diesel engines. If it works, Ricardo will be testing it in a General Motors heavy-duty pickup – it would boost the prospects for ethanol producers and corn farmers, and also be one of the keys to reaching President Obama's goal of cutting U.S. use of foreign oil by 297 million barrels of oil per year by 2022. Ricardo says its engine would cost about \$4,500 more than a conventional gasoline motor but less than a comparable-size diesel, which can cost up to \$8,000 more. The engine weighs about 400 to 500 pounds less than a diesel engine, but the company says it offers the same higher towing capacity and torque of a diesel. The engine runs best on a blend with gasoline that is 30% to 50% ethanol, but Ricardo says, can run on anything from all gas to all ethanol. On gas, it says, the GMC truck gets about 12.7 miles per gallon. On all ethanol, it would get about 12.1 mpg, the company says. But with an optimum blend, it says the engine could get 15 mpg. *USA Today*

## REGULATORY INFORMATION:

ALABAMA TO ENFORCE REPAIRMAN CERTIFICATIONS Alabama Weights and Measures has begun to enforce a 2004 law (Code of Alabama 8-16-121) that requires any person working on a fuel pump/dispenser be registered with the state. Only those persons who demonstrate to the satisfaction of the Commissioner of Agriculture and Industries their skill in repairing, servicing or installing, weighing and measuring devices may be registered. The commissioner, under the provisions of Section 2-2-16, may promulgate rules and regulations and establish fees not to exceed \$100 for the reimbursement of costs and expenses of registration which are reasonable and necessary to include necessary skills, standards, procedures and equipment which a registrant must meet and follow to accomplish the evident purpose and intent of this law.

## THOUGHTS FOR THE DAY:

- It is one of the most beautiful compensations of this life that no man can sincerely try to help another without helping himself. *Ralph Waldo Emerson*
- One of the most important ways to manifest integrity is to be loyal to those who are not present. In doing so, we build the trust of those who are present. *Stephen Covey*

## PRODUCT INFORMATION:

AFFORDABLE BACK OFFICE SOFTWARE FROM –SUCCESS SYSTEMS Success Systems ePB Books Lite is a secure web based application that lets users access and manage stores product prices anytime, anywhere without the need of having a PC at the store. This is specifically designed for those store operators who are looking for a very affordable, easy to use and maintain scanning and price book application. Stores see revenues increase from 5%-15% with scanning. Using 5% for a store doing \$50,000 per month in inside sales that's \$30,000 per year return. You can't afford to wait any longer! Call us today for more information.

## EQUIPMENT FOR SALE:

### **For Sale:**

1 - 334BP-0100AV 1-1/2" Vertical Check Valve.....	\$ 45.00 ea.
1 - 77-0200AV ¼" Expansion Relief Valve Set @ 40 PSI.....	\$ 22.00 ea.
2 - Pneumercator LS600 16" Std. Float Switch.....	\$ 150.00 ea.
1 - Pneumercator LS600 12" Std. Float Switch.....	\$ 150.00 ea.
1 - Pneumercator LS600 8" Std. Float Switch.....	\$ 150.00 ea.
1 - 5 HP Air Compressor.....	\$2,919.80 ea.
1 - Anti-Syphon Valve.....	\$ 118.50 ea.
1 - Smith FBG Centralizers.....	\$ 7.00 ea.
1 - 5 HP 230-Volt 1 HP Rotary Screw Compressor, 120 Gallon Tank Mounted.. with Electric Tank Drain, Vibration Isolation Pads, One Set for 120 Gallon Tank, ¾" x 15" Flex Connector	\$3,059.00 ea.
1. - Package of 2 Dresser Wayne Ovation Blenders with Ruby.....	\$ Call Kevin McKinney

Find many more clearance and sale items at our on-line store [www.mckinneypetroleum.com](http://www.mckinneypetroleum.com)

For additional information on any of the above equipment, contact your McKinney salesman at 251-661-8800 or 800-476-7867.

**NEEDED** – OPW/Richards Model 1290 Nozzle Cores. Call Donald Hinton, 800-476-7867 if you have any available to sell.

## CUSTOMER INFORMATION:

MERRITT OIL McPherson Oil Company has recently acquired the fuel contracts of Merritt Oil Company of Mobile. McPherson did not acquire the real estate but did retain the services of both Rick Merritt and Coley Merritt and will continue to operate out of the former Merritt Oil Bulk Plant.

DENSON OIL COMPANY Mr. W. K. Denson, Denson Oil Company, Bay Springs, Mississippi passed away January 30, 2010, at the age of 81. He started his career in the petroleum business begun by his father, working daily into his 80's. He succeeded his father as agent in Jasper County for Standard Oil of Kentucky. Later, he expanded as agent of a multi-county area based in Laurel and then became a jobber for Chevron. His company now includes convenience stores in central and south Mississippi as well as a wholesale petroleum business based in Laurel.

## DID YOU KNOW....

- In the 1400's a law was set forth that a man was not allowed to beat his wife with a stick thicker than his thumb. Hence we have 'the rule of thumb'.
- Many years ago in Scotland, a new game was invented. It was ruled 'Gentlemen Only...Ladies Forbidden'...and thus the word GOLF entered into the English language.
- The first couple to be shown in bed together on prime time TV was Fred and Wilma Flintstone.

## INDUSTRY HIGHLIGHTS:

THE LATEST PAYMENT DATA SHOW that 49.2% of fuel payments are on plastic, and debit payment (14.7%) now exceed payments on oil company proprietary cards (10.3%). *Lundberg Letter*, January 26, 2010.

EPA “FORESEES A MAJOR BUILDUP in E85 facilities. Overall, the EPA estimates it will take \$3 billion to upgrade the E85 facilities enough to meet the requirements of the RFS2. *Kiplinger’s Biofuels Market Alert*, February 17, 2010.

GROWTH ENERGY (<http://www.growthenergy.org/2009/about/index.asp>) a new, proactive group committed to the promise of agriculture and growing America’s economy through cleaner, greener energy, is offering incentives for adding ethanol to facilities. Growth Energy is partnering with groups across the nation to encourage fuel retailers to consider offering mid and high level blends of ethanol to motorists. Growth Energy can: Provide a direct grant of \$2,500 to any station that adds an E85 pump; Provide a direct grant of \$5,000 to any station that adds E85 and mid-level Blends – E20/E30/E40 Dresser Wayne is the ONLY approved manufacturer of mid-level blended fuels; Assist the retailer with securing the federal 50% Federal income tax credit for alternative fuel infrastructure; and Assist the retailer with securing blended ethanol or becoming the blender of record to qualify for the \$0.45 cents per gallon ethanol incentive.

## McKINNEY NEWS/HIGHLIGHTS:

We are proud to note that we have two employees celebrating 15 years with McKinney Petroleum Equipment; Harrell “Doc” Blair and Lee Bosarge. Oddly enough, both Doc and Lee came to work with McKinney Petroleum Equipment as service technicians and moved into sales a few years later. Doc has excelled in all facets of the industry moving from service to sales (covering Southeast Alabama and the Florida Panhandle) to installation where he has truly excelled. Doc was selected by PEI to sit on a committee that wrote the recommended practices for the proper installation of lube equipment and piping (RP700). Both Doc and Lee enjoy barbequing and recently competed in the Mobile Hog Wild Festival cook off for the support of cerebral palsy. Along with co-workers, they both participate in various volunteer projects within our local community such as their support of United Way efforts. Lee has also excelled as a salesman covering South Mississippi and Southwest Alabama. His technical background has made him an invaluable asset to his customers. Lee is also well thought of by his peers as he serves on the P&CMA Associate Board of Directors. We hope that you have enjoyed both Doc and Lee’s 15 years of service as much as we have enjoyed having them at McKinney Petroleum Equipment and we look forward to many more years to come.



## FAMOUS INSULTS:

- “He has all the virtues I dislike and one of the vices I admire.” *Winston Churchill*
- “He has never been known to use a word that might send a reader the dictionary.” *William Faulkner (about Ernest Hemingway)*
- “Why do you sit there looking like an envelope without any addresses on it?” *Mark Twain*