



# Customer Newsletter

APRIL•MAY•JUNE 2018

*McKinney Petroleum Equipment*  
**is celebrating**



## WAYNE DISPENSER SECURITY

Every c-store owner fears they will be the victim of a skimming ring or credit card theft that lands them on the local nightly news. You may have seen in the news recently reports of skimming and security attacks, which makes this a great time to remind c-store owners about the Wayne Security solutions we can deploy to prevent these types of attacks.

The dispenser solutions we offer can be summarized by three main categories in providing the highest level of security to the customers:



- Wayne Smart Secure Access™ system protects financial data by offering electronic protection against unauthorized access to the dispenser’s internal components.
  - Bezel lock kits deter physical access to the bezel. Optional unique key and lock sets minimize key duplication risks.
  - Secure EMV® hybrid chip/card readers help provide protection against skimming and encrypt sensitive card data upon swipe.

Further information on these security solutions are available on the uQue BizBook (formerly uLODmedia) app for your convenience. For questions, please reach out to your Regional Sales Manager.

## EMV-capable gas pumps will exceed 50% by the end of 2018.

A year ago, people were smiling at the thought of postponing their EMV (Europay, Mastercard, Visa) pump investment until 2020. Now we have more than 2 million U.S. retail locations accepting EMV, and two-thirds of Visa cards are chip-enabled. More important for fuel retailers, the number of EMV-capable gas pumps will exceed 50% by the end of 2018.



Would new pumps or other site investments increase my volume? Most in the industry agree that new pumps and/or a site refresh grow inside and outside sales, with the most common estimates suggesting an average of 3% to 7% growth. Given that a 5% volume increase does not affect a retailer’s operating costs significantly, most of the incremental profit from inside sales will fall to the bottom line.

What will new pumps save in maintenance security? New pumps are more reliable and secure than pumps that have been operating for 10 to 15 years. They also come with a standard two-year warranty, which will lower maintenance costs. The security features on new pumps are designed to help protect from both fuel theft and data hacks. — Richard Browne, Patriot Capital

# Product Information:



## COUNTER THE THREAT OF CORROSION

When ethanol vapors meet humidity in sump spaces, conditions are ripe to create acetic acids that can corrode your in-sump equipment and submersible turbine pump. Veeder-Root has the solutions you need to help limit the effects of corrosion on your business.

### RED ARMOR STP: BUILT TO SURVIVE

The Red Armor STP has a specialty coating that was selected as the toughest performer across a battery of abrasion, immersion and impact tests. Impervious to microbial growth in the Sump and Tank.

### THE SUMP-DRI DESICCANT SYSTEM

The Sump-Dri Desiccant System is specifically formulated to neutralize corrosive vapors and reduce relative humidity, ensuring the safety and serviceability of your in-sump equipment.

### STAINLESS STEEL RISER PIPE

Accelerated corrosion on your existing riser pipes could be allowing water in, but you can take a stand against it with a 4" Red Jacket Stainless Steel Riser Pipe. It's impervious to in-sump corrosion and directly replaces standard 4" riser pipes.

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## ON-DEMAND VEHICLE FUELING SERVICES

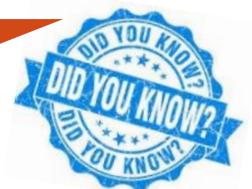
On the regulatory front, the 2018 edition of the Code for *Motor Fuel Dispensing Facilities and Repair Garages* (NFPA 30A) has a new Chapter 14 ("On Demand Mobile Fueling") with requirements for mobile fueling vehicles, equipment and operations, including:

- On-demand mobile fueling operations must be approved by the local authority having jurisdiction (AHJ).
- The AHJ may require a safety and emergency response plan for any location where mobile fueling will be conducted.
- The fuel delivery vehicle must use only listed metal safety containers of no more than 1,200 gallons.
- Fuel delivery vehicle personnel must receive operator, safety and emergency training.
- Mobile fueling may not take place within 25 feet of buildings, property lines or combustible storage.
- A storm drain cover or equivalent is required when mobile fueling occurs within 25 feet of a storm drain.
- Mobile fueling and delivery vehicle parking are prohibited in buildings, parking structures and on public streets.

– Tulsa Letters

## ON THE LIGHTER SIDE:

- THE FIRST TIME I GOT A UNIVERSAL REMOTE CONTROL, I THOUGHT TO MYSELF, "THIS CHANGES EVERYTHING!"
- WHAT DO YOU CALL A DINOSAUR WITH AN EXTENSIVE VOCABULARY? A THESAURUS.
- "GAS PRICES ARE SO HIGH THAT WHEN I PULLED INTO A STATION AND ASKED FOR A DOLLAR'S WORTH, THE ATTENDANT DABBED SOME BEHIND MY EARS."
- ON JULY 6, 1854, THE REPUBLICAN PARTY WAS STARTED AT A CONVENTION IN JACKSON, MS.
- BECAUSE OF THE CURVE OF THE ISTHMUS, PEOPLE IN PARTS OF PANAMA CAN WATCH THE SUN RISE OVER THE PACIFIC OCEAN AND SET OVER THE ATLANTIC OCEAN.
- 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.



PHONE: (251)661-8800 • FAX: (251)661-8821 • TOLL FREE: (800)476-7867  
3926 HALLS MILL ROAD • MOBILE, ALABAMA 36693  
P.O. BOX 9099 • MOBILE, ALABAMA 36691

E-MAIL: [ADMIN@MCKINNEYPETROLEUM.COM](mailto:ADMIN@MCKINNEYPETROLEUM.COM) • WEB SITE: [WWW.MCKINNEYPETROLEUM.COM](http://WWW.MCKINNEYPETROLEUM.COM)

# McKinney Highlights:



We'd like to congratulate Cindy Fail on her one-year anniversary with McKinney Petroleum Equipment. Many of you have talked to Cindy over the last year as she answers incoming service calls and writes up work orders for the technicians.

Cindy is a native Mobilian and, outside of work, her 11 year-old daughter, Morgan, keeps her busy and they both enjoy spending time on the water, gardening and cooking.

Lee Bosarge worked with Bill Crawley of Gulf City Body and Trailer Works at the Touch-A-Truck event in April. Touch-A-Truck benefits the pediatric unit of the USA Mitchell Cancer Center. Touch a Truck is a family friendly event that offers children a hands-on opportunity to explore a variety of trucks and meet people who build, protect and serve Mobile.



## Safety & Maintenance Tips:

### Verifone®

Based on the PCI 3.1 deadline of June 30<sup>th</sup> 2018, merchants must be using the TLS v.1.2 standard when processing transactions with their front end processors. As a result, card processing networks may turn off card processing at the location until they become compliant. It is imperative that action be taken before the deadline to ensure sites are using the TLS v1.2 standard.

— Field service group Verifone

### UST Water Prevention Tips

UST operators can adopt several proactive measures to prevent water infiltration into tanks. Nothing can guarantee a 100 percent water-free tank, but operators can reduce the severity of water in tanks. Most tanks have monitoring systems that gauge water in them. Sticking tanks continuously and consistently is another way to check water levels to ensure systems are giving proper feedback. Visual observation and testing should be a regular part of maintenance schedules.

- Check fittings and caps to ensure tightness.
- Ensure spill bucket areas are not prone to intrusion.
- Periodically look at riser tubes, joints and threads. Rust signals a problem.

- Check fuel filters, too. If a material that resembles coffee grounds is present, a corrosion issue exists.
- Look for rust on dispenser filter faceplates. If there is rust, look at any steel springs. Typically, sediment appears in the filter media. To determine if it's rust, pass a magnet over it.

Keep consistent records of filter change dates, slow flow to dispensers and customer complaints. Without this type of "hygiene" monitoring, tank contamination and other fouling can wreak havoc on associated parts or components. Treating a storage system as if it has a 100-year shelf life is not an option and can lead to deterioration of tank walls by rustification and corrosion. This opens the possibility of additional wear and tear on the tank and produces a breakdown of the inner wall, leading to more fouling of the fuel within the tank.

— PEI.org

## Customer Information:

**Stephen E. Wilson, Sr.** Stephen E. Wilson, Sr. died March 8, 2018. "Steve" spent many years as co-owner of Wilson Oil Company and developing the Big Cat Convenience store brand. He is survived by his wife, six children and four grandchildren.

**Albert Sydney Klyce III** Albert Sydney (Bebo) Klyce, III, died March 18, 2018. "Bebo" is the founder of Bebo's Car Wash and was instrumental in its growth. He is survived by wife, seven children, thirteen grandchildren and one great grandchild.

# Equipment for Sale:

150 Gallon DW Lube Cube-Containment Solutions-----\$2,500.00  
½"x50' Heavy Duty Classic Med. Pressure Hose for air/water-----\$250.00  
Wayne Retail Reliance Single Suction Pump, New-----\$5,080.00  
Wayne Retail Select Dispenser, Single Product/Dual Hose, Used----\$3,500.00

## Famous Quotes:

- "My luck is so bad that if I bought a cemetery, people would stop dying." – Rodney Dangerfield
- "He has never been known to use a word that might send a reader to the dictionary." – William Faulkner (about Ernest Hemingway)
- "He has all the virtues I dislike and none of the vices I admire."  
– Winston Churchill

### *Thought for the Day:*

*Someone who  
thinks logically  
provides a nice  
contrast to the  
real world.  
-Anonymous*

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Mobile, AL 36691

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