



Customer Newsletter

JULY•AUGUST•SEPTEMBER 2016

Wayne FUELING SYSTEMS

to be Acquired by Dover Corporation

Wayne Fueling Systems (“Wayne”), a global provider of fuel dispensing, payment, automation, and control technologies, majority-owned funds managed by Riverstone Holdings LLC (“Riverstone”), announced that Dover Corporation (“Dover”) has entered into a definitive agreement to acquire the Wayne business.

The announcement “marks an exciting new milestone in our 125-year history,” said Neil Thomas, Wayne CEO. “We believe that combining Wayne’s innovative products and technologies with Dover’s existing retail fueling equipment portfolio will significantly benefit customers around the world. Much has evolved and changed at Wayne over the years, but we have held true to our core values since the very beginning: putting our customers first; leading the industry with new products and technology; being a global business – in mindset as well as geographic presence; and doing all of this the right way – with an unwavering commitment to quality, safety, and integrity.”

Thomas added, “We are thankful to Riverstone for

their unwavering support and the investments that they have made to strategically position the Wayne business for future growth. Joining the Dover family will create exciting new opportunities for our employees, customers, and other business partners.”

“We would like to express our sincere appreciation to Neil and the entire Wayne team for the excellent partnership we have enjoyed and the success achieved by the business in recent years,” said John Lancaster, Partner at Riverstone. “With such complementary businesses and a continued focus on innovative technology, we are confident that Wayne will continue to flourish under Dover’s ownership.”

The transaction, which is expected to close in the second half of 2016, is subject to the satisfaction of customary closing conditions, including applicable regulatory approvals.

Credit Suisse acted as exclusive financial advisor to Wayne Fueling Systems on this transaction. Latham & Watkins were lead legal counsel.

Visa: Some Merchants See Dip in Fraud Thanks to Chip Cards

The new chip-enabled cards flowing into the U.S. marketplace have already made a dent in fraud, with some of the biggest merchants seeing a dip of more than 18% in counterfeit transactions, according to Visa.

Among the 25 merchants who were suffering the most instances of counterfeit fraud at the end of 2014, five that began processing credit and debit cards equipped with the new EMV technology saw those infractions fall 18.3% as of the final quarter of 2015, says Stephanie Ericksen, vice president of risk products at Visa. Meanwhile, five of those merchants who were not yet equipped to handle chip-enabled cards saw an increase in fraudulent transactions of 11.4%. – *Charisse Jones, USA Today*

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•WEB SITE: WWW.MCKINNEYPETROLEUM.COM

Wayne Standardizes Offering for All North American Retail Fuel Dispensers to E25

- UL-Listing of E25 will be standard offering for all Wayne retail fueling dispensers.
- This standardization is effective immediately for Wayne Ovation™ fuel dispensers and by year-end for Wayne Helix™ fuel dispensers.

Wayne announced that effective September 1st, 2016 all Wayne North American retail fuel dispensers will be supplied as compatible and E25 (25 percent ethanol and 75 percent petroleum) as a standard feature. The shift from the standard Underwriters Laboratory Listing of E10 to E25 (and B5 to B20) is effective immediately for Wayne Ovation™ fuel dispensers and by year-end for the Wayne Helix™ family of dispensers.

With the potential shift to higher ethanol blends necessary to meet future fuel requirements brought about by more stringent CAFÉ standards and GHG reductions by 2025, this move is an expression of Wayne's continued intent of supplying its customers with the most flexible, reliable and futureproof equipment options. This follows the same thinking that led to the development of Wayne's dual blending series, which enabled the maximum number fuel grade selections to support mid-level ethanol blends.

"We are pleased to be the first manufacturer to offer E25- and B20-Listed dispensers as standard to our North American dispenser product offering, reflecting the growing interest from our customers to prepare for any and all necessary changes to the fueling infrastructure in the future," said Wayne VP of Products and Services, Tom Cerovski. At this time, 90 percent of dispensers in the industry are only certified to dispense E10 and B5 fuel.

Florida Requires More Gas Pump Security in Face of Skimming

A new Florida law aims to keep skimmers from stealing your digits at the gas pump.

You may have noticed security tape on pumps at local gas stations.

Come October, that security tape will be required to seal the pump door in hopes of preventing scam artists from installing skimmers inside.

The legislation requires stations to use pressure-sensitive security tape at a minimum.

"If anybody does come by and opens the gas pump, it'll break that tape and they can't reseal it again," said Matthew Curran, Assistant Director of Florida's Division of Consumer Services. "If someone does see that tape has been compromised or broken, they should report that inside. They can also call us at 1-800-HELP-FLA."

Curran says the security tape is the minimum security required under the new law. He says some stations are opting for better locks or technology that shuts down the gas pump if it's opened.

Skimmers can be installed in seconds and can yield tens of thousands of dollars a piece.

By: Julie Montanaro

On the Lighter Side:

- "When I was a kid my parents moved a lot – but I always found them." – *Rodney Dangerfield*
- "If only God would give me a clear sign! Like making a large deposit in my name at a Swiss bank." – *Woody Allen*
- "All the things I really like to do are either immoral, illegal or fattening." – *Alexander Woollcott*

McKinney Highlights:

McKinney mourns the passing of Rich Matz. Rich Matz retired in July after 36 years as a service technician with McKinney Petroleum Equipment and unexpectedly passed away in August. Rich not only excelled as one of the best technicians in the industry, but excelled in raising a great family and was a loyal friend. We will certainly miss his smile and positive attitude.



Welcome our new Service Manager, Denis Chaney! Denis may be new to McKinney Petroleum Equipment, but he is not new to the industry. Denis came to us from Oil Equipment Co. in Green Bay, Wisconsin where he worked for 25 years and worked his way up from service technician to service manager to branch manager. Denis is an outdoorsman and a freshwater fisherman and is looking forward to trying his hand at saltwater fishing. Please join us in welcoming Denis and his family to Mobile.

Safety:

Two employees were replacing a sump pump on a gasoline pump and the pump, powered by a 220-volt line, was installed and later failed an operability test. While one employee was checking the pump voltage with a volt/ohm meter, he became distracted and allowed a meter lead to short to ground. The resultant spark ignited fuel vapors in the bottom of the sump and caused a flash fire. Both employees suffered first-degree burns to their faces. According to the PEI Safety Committee, this accident could have been prevented if a pre-task hazard assessment was performed on the job before work commenced. The committee notes that STP sumps are classified as Permit Required Confined Spaces, and if safety protocol is followed when entering a sump, the potential for fire and explosion is greatly diminished. – *PEI Safety Letter*

- The three most valuable brand names on earth: Marlboro, Coca Cola, and Budweiser, in that order.
- If a statue in the park of a person on a horse has both front legs in the air, the person died in battle. If the horse has one front leg in



the air, the person died as a result of wounds received in battle. If the horse has all four legs on the ground, the person died of natural causes.

- Al Capone’s business card said he was a used furniture dealer.

Equipment for Sale:

| | | |
|-------|--|------------|
| 1 ea. | – Morrison 334BP-0100Av 1½" Vertical Check Valve ----- | \$45.00 |
| 1 ea. | – Morrison 2440M-0600 8" Emergency Vent ----- | \$245.00 |
| 1 ea. | – 150 Gallon Lube Cube DW Tank----- | \$2,500.00 |
| 1 ea. | – Cheswold Electric FRP Taper Tool for 2" & 3" Smith and 2" & 3" Ameron ----- | \$500.00 |
| 2 ea. | – Veeder Root Site Fax Modem (Out of Warranty) ----- | \$150.00 |

**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:

- “Long ago when men cursed and beat the ground with sticks, it was called witchcraft. Today it’s called golf.” – *Will Rogers*
- “I offer my opponents a bargain: if they will stop telling lies about us, I will stop telling the truth about them.” – *Adlai Stevenson*
- “Excellence means when a man or woman asks of himself more than others do.” – *Jose Ortega y Gasset*

Thought for the Day:

*“Why do Americans
choose from just two
people to run for
President and fifty for
Miss America?”*

-Author Unknown

**Customer
Newsletter**



3926 Halls Mill Rd.
Mobile, AL 36691