

Spring 2002

# WARM NOTES

From Klasen Oil Company

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## Dear Friends,

**W**elcome to spring! After one of the mildest winters on record, it still is good to see the sunshine and enjoy the warm spring air.

I had many customers ask if we had a special price protection program for off-road diesel fuel. This year I put one together. There is more information in another article in the newsletter. We will also have our price protection program for heating oil again this year. I recently had our computer



Bob Klasen

software up-graded. This software, dedicated to the petroleum industry, offers our customers an easier to read monthly statement as well as offering us more detailed reports. Also, the new software helps us more accurately predict delivery schedules for our automatic fill customers.

Thank you, we appreciate your business.

*Bob Klasen*

## AGRI-DIESEL PREMIUM

**W**e just completed the first winter with our new AGRI-DIESEL PREMIUM diesel fuel and in fine style. The product performed flawlessly, doing everything we expected of it and said it would do.

With its heavy-duty detergents, it helped to keep injectors clean, resulting in consistent spray patterns and cleaner combustion chambers. AGRI-DIESEL PREMIUM controls any moisture in the fuel that normally comes from tank condensation thus minimizing algae, corrosion and sludge build-up. This product offers optimum cetane levels that result in improved fuel combustion for increased power and actual fuel cost savings. It contains improved lubricity enhancers to help meet engine manufacturer's requirements. Some products on the market cause excessive smoking, but not AGRI-DIESEL PREMIUM, it reduces and controls smoking. As an added plus, there is a special stabilizing agent present that keeps stored fuel fresh the entire season.

Klasen Oil is proud to supply you with a product that offers high levels of both performance and protection. If you're not already using this multi-featured fuel, ask for it on your next order.

## Propane Service

**I**n this newsletter we would like to talk about investing in propane for your cooking or heating needs. When considering propane, the price of a cylinder is not the only cost involved. It is important to know the questions to ask to keep your investment dollars to a minimum.

At Klasen Oil Company, there is no yearly "rent" or "lease" fee for the use of our 100# cylinders. The initial charge for new users is a fee for *the lifetime use and maintenance* of the regulator, pigtails, and cement base. That means that no matter what happens to the equipment during your lifetime usage, they are repaired or replaced for free, all you need to do is call our office. Again, this is a one-time fee for the lifetime of your relationship with Klasen Oil.

Klasen Oil Company takes the time to train and certify its employees to insure your safety. The several employees who are responsible for propane delivery are sent for additional training every year to keep abreast of current rules and regulations as well as state of the art safety measures. This training ensures the best leak test and installation available. These employees are certified to install lines from the tanks to your appliances.

Here at Klasen Oil Company we not only want to service your propane needs, but it is of utmost importance to us that you become an informed and safe customer. If you have any further questions or would like to speak with someone concerning your propane needs, please do not hesitate to call.



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## Agricultural Customers

**K**lasen Oil Company is offering a Diesel Pre-buy Program and a Diesel Cap-Price Program for Agricultural Producers for fuel delivered between April 1, 2002 and October 31, 2002. The Pre-buy requires pre-payment of a minimum number of gallons at a preset price. The price is fixed at that price until the number of gallons purchased is used up. Alternatively, the Cap-Price Program requires a promise to purchase all diesel fuel needs from Klasen Oil Company, also at a preset price. Once the gallons pre-bought or promised to Klasen Oil are received, the customer must pay the current going price for further deliveries.

These purchasing options are available for a limited time, and can prove to be a great savings! Please contact Klasen Oil Company for further details or to participate!

## Fuels Available 24/7

**A**t the Klasen Oil Company office in Cochranton we have self-service fuel pumps available 24 hours a day, seven days per week, for your on road or off road use. For your convenience, we have pumps available with regular no-lead gasoline, clear on-road diesel fuel and off-road diesel fuel. These products are made available through what is called a "codelock system".

For more information regarding the codelock system, or to get set up with your own codelock number, contact Kim at Klasen Oil Company.

**KIM FIELD...** is a recent addition to our office staff. She has become our main Data Entry person, entering all sales and payments into the computer as well as being responsible for our "degree day" projection for automatic delivery customers. Kim has lived most of her life in the Cochranton area, is an avid horse-back rider and enjoys golfing. She has her dog "Mattie" with her today. If you have questions or need information, don't hesitate to give Kim a call. If she can't answer your question, she'll find someone who can!



*Kim Field*

## Tank Tub for your Fuel Tank

Sometimes a fuel oil tank may start to leak. When that happens, call us for a quick replacement. We can pump out the old tank and install a new tank in its place and reinstall the oil. You may want added protection by installing a TANK TUB. A Tank Tub is an Oil Tank Containment system that completely encloses your vertical 275 gallon fuel tank. It meets and exceeds government requirements for 110% secondary containment and provides protection from nature's elements. For information, please call Klasen Oil Company.

