

# WARM NOTES

Fall 1999

From Klasen Oil Company

## Moving into the New Millennium

**D**ear Valued Customer,  
The main topic of conversation these days seems to be Y2K (Year 2000). I want to share some of the changes we have made at Klasen Oil as we approach the 21st Century.

One exciting thing is that we have updated our computer system. The new software is a lot different than what we were used to. Therefore, I am apologizing in advance for mistakes that may occur as we "work out the bugs". To our customers who receive end-of-month statements; please call if you have questions on the new format. We will be "fine tuning" the degree-day and automatic-fill program into the

winter. If you are on "automatic-fill", please help us by calling our office if your gauge reads below 1/4.



Bob Klasen

We have published a web page on the Internet. Our address is [WWW.KLASENOIL.COM](http://WWW.KLASENOIL.COM). Check us out - we always appreciate constructive criticism. You can also contact us via e-mail at [KLASEN@TOOLCITY.NET](mailto:KLASEN@TOOLCITY.NET)

to place an order or for questions and comments.

Wishing you a Joyful Holiday Season and a Memorable New Year!

Warmly,





Bob Klasen  
President


## Klasen Oil Prepares for Year 2000


**T**here has been a lot of publicity lately about the problems that may occur when the year 2000 arrives. There is some concern that computers will fail, causing loss of electrical power that will disrupt almost every part of our lives.

We have prepared for items that we can control.

 All of our bulk tanks are above ground. This gives us the ability to load our trucks by gravity without using any electricity. We always try to have a supply of product in storage to last several weeks.

 We have been assured by our truck manufacturer that the year 2000 will not affect the starting and running of our delivery trucks.

 We have our standby generator in place to provide us with the power to operate essential items at the office.

 We replaced our computer system with software that is ready for the Year 2000.

Hopefully, none of us will experience any disruption to our daily lives as the New Millennium arrives. But, being prepared just in case, the same as you would for any severe storm warning, is highly advisable. ♪

## PA Requires Tank Inspections

**A**t our bulk plant in Cochran we have a 375,000-gallon tank and an 110,000-gallon tank for the storage of fuel oil and kerosene. State law requires that these tanks be inspected periodically. This involves the removal of all products, cleaning of the tanks and a complete inspection of the tank bottom and walls from inside the tanks by visual and electronic means. This work was completed in September and we are good for another 20 years. ♪

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## Meet Our New Salesperson

**D**ick is a Lubrication Engineer with 39 years experience in the oil industry. He started his career with Sun Oil Company in their Industrial Products Department, accepting a variety of assignments in Syracuse and Buffalo, NY, Wheeling, WV, Pittsburgh and Philadelphia, PA, and Cleveland, OH. After 17 years with Sun, he went to work for United Refining in Warren, PA in their marketing and technical service departments.



*Dick Dean*

Over the following years, he

was associated with a number of oil distributors serving as lube engineer, technical advisor, general manager, and Vice-president. He founded

Dean Petroleum, Inc. which served as a contract package blender and supplier to mass merchandisers.

He obviously brings a wide

variety of experience and a willingness to share this knowledge to best serve you, our customer. If you have a lubrication problem or questions, give him a call. And don't forget to ask him about his 14 grandchildren!!!

## Call Us for Your Lubricant Needs

**K**lasen Oil is a full line Pennzoil distributor serving all classes of trade. This includes new car dealers, trucking companies, automobile repair, retail outlets, farmers, contractors, and industrial plants.

We maintain a large inventory of Pennzoil products in quarts, 5 gallon pails, 120 lb. kegs, 55 gallon drums and bulk. In addition to engine oils, we stock metalworking oils, hydraulic and compressor oils, gear oils, greases, and synthetic fluids.

Both in-house technical service, and that of Pennzoil engineers, is available to all. Bulk tanks and lubricating equipment is also provided to qualified customers, as is oil analysis.

Klasen Oil also stocks anti-freeze, solvents, and the complete Wolf's Head line.

**“Klasen Wants To Be Your Oil Company”**

**Heating Oil • Diesel Fuel • Kerosene  
Gasoline • Bottled Propane • Lubricants**