



## Newsletter

### September 2010

#### Custom Paint Program

##### HUGE Success

New this summer, we offered gray and tan paint in addition to our standard white paint as a pilot program". Many customers took advantage of this new paint program!

Due to the success of the pilot program, we plan to offer this again next year. This means whenever it is time for us to paint your tank, you will be given the option to choose the standard white color at no charge or for a small fee choose either gray or tan. This program includes tank prep, a rust inhibitor and specialized metal primer and metal paint.

In addition in 2011, we will even paint non-rental tanks (customer owned tanks) for a reasonable fee.

Call our office today for more details and to get on our paint list for next summer. Hurry as the number of tanks painted per summer is limited!



#### DUST CONTROL 2010

2010 proved to be a challenging year for dust control. The harsh winter made for a late release by the counties for our access to gravel roads. Torrential summer rains washed away some of the product and also delayed fall application.

We believe our environmentally safe, natural tree sap is your best, most economical product for dust control. We are just hoping for a "calmer" summer in 2011!

Congratulations to our Dust Control Application **Winners** who received their second application at 1/2 price:

HELMIG FARMS  
ROGER BAILEY  
GAYLE KAALBERG

#### Environmentally-Safe Dust Control

Blue Flame is also your answer for dust-control on rural roads and other unpaved surfaces. Using all natural tree sap, we keep dust on the ground where it belongs.

**Call for details.**



## STAY WARM THIS WINTER

Remember if you are a Will Call customer (you call us when you need propane) allow 3 working days for delivery.

We still offer a Keep Full Program, which means we monitor your tank for you and fill it when we are in the area. Some of our competition no longer offers this program so don't hesitate to call us if you want to be added to our Keep Full Program!



## Summer Fills & Contracts

A large number of customers took advantage of our courtesy call program regarding summer fills and contract deals.

We made courtesy calls to everyone who contracted with us in the past to let you know when we could offer the best summer fill and contract price options.

If you would like to be on our call list next summer, please call our office and we'd be glad add you to our list!

## GIVE US YOUR THOUGHTS!

Our goal is to continually improve how we serve our customers. Therefore, we would love to have your suggestions and thoughts!

Remember you can email us at anytime at [Blueflame@machlink.com](mailto:Blueflame@machlink.com)

## Keep Your REGULATORS Up to Date!!!

The Iowa Propane Education and Research Council (IowaPERC) requires us to monitor and track all regulators on our delivery route. Out of date regulators can be a potential safety threat therefore everyone with out of date regulator must have them changed out.

Our drivers leave you a note to let you know if your regulator is out of date. The note reminds you to contact our office to schedule service to change out your regulator to an updated model.

Don't delay; your safety is important to us!



FIRST-STAGE REGULATOR



SECOND-STAGE REGULATOR

## Thinking of Budgeting Propane Next Year?

We do offer a Budget Program. The Budget Program allows you to lock in the price of propane for the year. With your assistance we estimate the amount of propane you will use in one year. Based on that amount you make 12 even payments by the 15<sup>th</sup> of each month.

This program starts in June each year. If you are a current budget customer, we do send you reminders each year.

If you are not a budget customer and would like to be, call our office to be added to our reminder list.