

# Fuel For Thought

The Fuel Manager Quarterly Newsletter - January 2004  
Comprehensive Computer Programs for Petroleum/Propane Dealers

[www.thefuelmanager.com](http://www.thefuelmanager.com)

Joe Echel  
4226 Montague Avenue  
Ayden, NC 28513  
252/746-6840  
ccsjoe@vol.com

Nancy P. Cook  
P. O. Box 2247  
Cleveland, TX 77328  
888/FUEL-MGR  
fuelmanager@yahoo.com

Charlie Pattison  
1502 Stockton Road  
Kinston, NC 28504  
252/523-2661  
csp1@esn.net



## FM News

Many of you are enjoying the benefits of the latest FM update. Joe will be sending out Fuel Manager updates shortly and to make it easier and faster he will be emailing links for the updates and passwords to all users on software maintenance. Please send an email to [ccsjoe@vol.com](mailto:ccsjoe@vol.com) so that he can get you on his distribution list. If you do not have email Joe needs to know that too so that he can get an update out to you via US mail.

## Customer Highlight

Since 1986, Rath Propane has been the "go-to" busi-

ness in the Yoakum and Cuero area. Not only do Annette and Erwin Rath offer outstanding propane service to residents, but they also have the neatest kitchen shop

© 1999 Nandy Cleabergen. www.gleabergen.com



"It's the latest innovation in office safety. When your computer crashes, an air bag is activated so you won't bang your head in frustration."

around. If those two businesses weren't keeping Annette and Erwin busy enough, they have now purchased a local pecan business, The Cuero Pecan House.

Rath Propane has been using FM since 1999. The company started using FM to simplify their customer billing process. Since the kitchen shop is located within the propane company, "point of sale" re-

ceipts were also needed. FM makes it quick and easy to present the customer with an invoice at the time of sale.

Erwin had the need to track "work orders" for the propane business. He consulted with Joe and they came up with the WORK ORDER application. Because of Erwin's input, FM users are now able to track work orders, as well as, describe the work that needs to be performed, what work was actually done, and directions to the customer's site.

According to the Raths, "ease of looking up customer information and inventory availability are the most helpful features that FM offers. Erwin and Annette said, "out of the programs we researched, we found FM easy to learn and use. We are pleased with the program."

If you are in the Cuero-

Yoakum area, be sure to stop in and see Annette and Erwin! Continued success to them!

### **Questions and Answers**

**Question:** I need to begin keeping inventory on some of my products. What do I do?

**Answer:** FM has the ability to maintain inventory on all of your products. Before you begin, you will need to have a beginning inventory count on each item you wish to track. Contact Nancy or Charlie for assistance. Each time you receive new merchandise, it will be necessary to "post" the new stock, then as you post sales, FM will deduct that amount of product from your inventory.

### **Lessons from Life**

by Reverend Purnell Bailey

Remember the fable of the dog that boasted of his running ability? One day he was

chasing a rabbit and did not catch it. The other dogs poked fun at him and reminded him of his bragging about fast he could run. The disappointed dog replied, "You have to consider that I was only running for a meal but that rabbit was running for his life!" The rabbit was greatly motivated!

What is the great motivation for human life? Are we running for material things or the true 'goal of life'?

Remember how the catechism put it when we were children: "The chief end of man is to glorify his Creator and enjoy Him forever!"

WE ARE LABORERS  
TOGETHER WITH GOD.  
(1st Corinthians 3:9)

### **From Joe**

I don't want to sound like a broken record, but if you don't have a "good" backup, you could be in serious trouble. I recently had a cus-

tomers whose computer crashed, and unfortunately they did not have a reliable back up. They lost all their data. Another customer purchased a new computer and the technician did not have the system performing the daily backup properly. If you are in doubt, please call Nancy, Charlie or Joe to confirm that everything is backing up correctly.

### **New Service - Survey**

Have you ever wondered if you have a reliable backup? Joe has been approached by one of his customers to provide an online backup service via Internet and/or dial-up. For about 50 cents a day (plus a one time set up fee), your system can be backed up and monitored to verify that a complete and correct backup has been made. If you are interested in such a service, please let us know.

## **The FUEL MANAGER**

P. O. Box 2247  
Cleveland, TX 77328

P. O. Box 292  
Kinston, NC 28502

4226 Montague Avenue  
Ayden NC 28513