

Fuel For Thought

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Comprehensive Computer Programs for Petroleum/Propane Dealers

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FM News

Thanks to Lisa Murray of Sealy Appliance and Butane, a new FM user, for her suggestion of highlighting in red the "deliver to address" in the customer inquiry screen. Erwin Rath or Cuero Yoakum Propane suggested adding the last cost and sell price to the inventory transaction routine. Both suggestions have been added to FM and will be in the new update you receive.

Erwin and Annette Rath had another great idea! The ability to print pricing labels. Not only do they provide propane for area residents and businesses, they also have over 2,500 items in the Cooking Depot, a specialty shop located within the propane office. Joe was able to modify the software not only to print labels with item description, item number, and price, but also the num-

ber of labels needed for each item and the ability to specify where on a label page to begin printing.



"The entire system is down. The computer people blame the modem people, who blame the phone people, who blame it on our moon being in the fifth house with Venus ascending."

We feel suggestions and modifications like these have helped make FM the strong accounting system it is today!

Customer Highlight

Sharpe Oil & Gas Company of Elm City, located in northeast-

ern North Carolina started selling oil products to its business and home customers in 1965. Later Exxon propane products were added to better serve home heating and other needs.

Today Sharpe Oil & Gas serves a 50 mile radius with prompt, dependable deliveries, concentrating on propane for home heating and diesel products for customers trucking needs.

John L. Sharpe, President, provides business management, and his wife, Betty, the company Secretary, runs the office, operates the computer, and deals directly with customers. Over the years, they have been a highly successful business team. However, they count their three daughters as their biggest assets. One daughter is a CPA, one is a Medical Doctor, and one is School Teacher.

Question: We've decided to begin charging customers finance charges. How do I turn that feature on?

Answer: There are two steps. First you must determine the monthly percentage that you will charge. Your CPA can help you determine the allowable amount and the proper notification procedure. Then, we simply need to activate the finance charge feature by keying in the percentage, minimum balance required to generate a finance charge and minimum finance charge amount. Charlie or Nancy could help you change customers to finance charge individuals with a command allowing an overall switch without having to go into each customer account.

Lessons from Life

by Reverend Purnell Bailey

A biologist told me how he

watched an ant carry a piece of straw.

It seemed like a tremendous load for the small insect. The ant came to a crevice in the ground, which was too wide for it to cross. It paused for a while, as though pondering the situation, then placed the straw across the crack and walked over it.

This is where an ant can teach a human being. It is possible to make bridges out of the burdens which we carry and that worry us today.

Beethoven used his deafness to concentrate on the great music he created. Louis Braille used his blindness to create the Braille alphabet.

God can take our handicaps and use them. Allow Him to take your burden and make it a bridge to creativity and usefulness!

"Cast thy burden upon the Lord and He will sustain thee"
Psalm 55:22

Business Tips

The amount of information available on the Internet these days is amazing. Here are a few propane sites:

Propane Education & Research Council
propanecouncil.org

World LP Gas Association
worldlpg.com

National Propane Gas Assoc.
npga.org

N.C. Propane Gas Assoc.
propanegasnc.com

Texas Propane Gas Assoc.
txpropane.com

NC Depart. of Agriculture
agr.state.nc.us

Railroad Comm. of Texas
rrc.state.tx.us

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