



Gas Grabber

Nov. 19,
2009



In This Issue:

*Customer
Thank You*

*More Label
Enhancements*

Employee Corner

*Letter from
General Manager:
David Canterbury*

Customer Thank You

The year is drawing to an end and the holiday seasons that bring our families together is quickly approaching.

To our "family of customers" we want to wish everyone the best holiday season ever and a prosperous new year to each of us, and to our industry.

We appreciate the support you have given us during a rough economic period in our country.

The best is yet to come and we at R.L. Laughlin want to continue to serve your

companies needs to the best of our ability.

Here's to the New Year!! We will be here ready and willing to serve.

Happy Holidays! You will hear from us again in January 2010.

More Label Enhancements

In our last NEWSLETTER (Sept. 29, 2009), we announced the addition of a barcode containing the Meter Identification Number to our ROUND CHART LABEL.

This month we are announcing ENHANCEMENTS to our regular chart label. Here's an example of our NEW LABEL:

10007 R. L. LAUGHLIN & COMPANY, INC. Barcodes are unique
Do not photocopy
Printed: 11/4/09

316602
RLICO TEST ACCOUNT

Meter Location / Farm Name: HARRISON PTY GREGORY 1

| | | | | | | | |
|---------------|-------|---------------|-------------------|------------------|------------|------------|-------------|
| Meter # | 10007 | Units = Pairs | X | Differential | None | Clock | 31 |
| Meter 2 | | Temperature | 0 | Pressure | 100 | Group | R - Monthly |
| Meter 3 | | Revolutions | 10 | Days | 6 | End & Size | 0 |
| Front Company | | Chart Route | 1002 - TOM HUNTER | Meter Specialist | TOM HUNTER | Priority | 0 |
| | | | | | | Sequence | 0 |

100006620152

| Date On | | Date Off | |
|---------|-------------------|----------|-------------------|
| month | date | month | date |
| Jan | 1 2 3 4 5 | Jan | 1 2 3 4 5 |
| Mar | 6 7 8 9 10 | Mar | 6 7 8 9 10 |
| May | 11 12 13 14 15 | May | 11 12 13 14 15 |
| Jul | 16 17 18 19 20 | Jul | 16 17 18 19 20 |
| Sep | 21 22 23 24 25 | Sep | 21 22 23 24 25 |
| Nov | 26 27 28 29 30 31 | Nov | 26 27 28 29 30 31 |
| 09 | 10 | 09 | 10 |

| Time On | | Time Off | |
|----------------|---------|----------------|---------|
| hour | minutes | hour | minutes |
| 1 2 3 4 5 6 | 00 15 | 1 2 3 4 5 6 | 00 15 |
| 7 8 9 10 11 12 | 30 45 | 7 8 9 10 11 12 | 30 45 |
| | am | | am |
| | pm | | pm |

The enhancements include a BAR CODE containing the MID number and new ON/OFF DATE and TIME blocks. The bar code is compatible with the hand held units supplied by Carthage Software, Inc. In fact, any bar code reader should be able to "interpret" this code. The ON/OFF DATE and TIME BLOCKS are used to speed up processing time once the charts are received in our office. The dates and time blocks should be marked with a black ink pen and marker rather than writing the dates and times on the labels. Below is a sample label that has been completed:

10007 R. L. LAUGHLIN & COMPANY, INC. Barcodes are unique. Do not photocopy. Printed: 11/4/09

550602 Meter Location / Farm Name
BILCO TEST ACCOUNT WHITTLESEY-DUTTON #2+#3

| | | | | |
|--------------|-------------------|------------------|----------------|----------|
| Misc 1 | Table # Plate | Differential | Closing | Clock |
| | X | | R - Monthly | 31 |
| Misc 2 | Temperature | Pressure | PSI | Bubble |
| | 0 | 100 | | |
| Misc 3 | Revolution | Count | Meter Serial # | MOA - E3 |
| | 10 | 6 | | 0 |
| From Company | Chart Route | Meter Specialist | | |
| | 1002 - TOM HUNTER | JEREMY HUNT | | |

Date On: month [Jan Feb] date [1 2 3 4 5] year [10] Time On: hour [1 2 3 4 5 6] minutes [00 15] am/pm [7 8 9 10 11 12] [30 45] pm

Date Off: month [Jan Feb] date [1 2 3 4 5] year [10] Time Off: hour [1 2 3 4 5 6] minutes [00 15] am/pm [7 8 9 10 11 12] [30 45] pm

900000620153

For more information, contact David Canterbury.

Employee Corner:



Employee of the Quarter

Tom Lauer, better known as Tike, grew up in Fryburg, Pennsylvania. After years of residing in Fryburg, Tike and his wife Deb moved to Clarion where they are currently in the process of remodeling a 1920s bungalow.

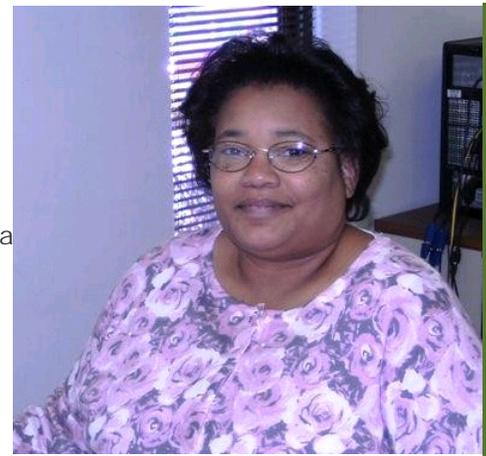
Tike is the proud father of two sons. His youngest son, Budd, resides in Hawaii with his wife Poma, while Luke, Tike's eldest son, lives in Virginia.

Tike enjoys the wilderness and deer hunting. Along with hunting and boating, he has also found a new love for the open road on his motorcycle.

Our New Integrators:

Lynda Ross Curry

Lynda moved to Charleston, WV from Pittsburgh, PA in 1982. She has been employed in banking and computer services for several years. Lynda has been married to Charles Curry for ten years and they have a stepson with family living in Bellevue, Nebraska. Lynda has a brother in Houston, TX. Lynda and Charles attend Simpson Memorial United Methodist Church. They enjoy traveling and gardening.



Timothy Tinsley

Tim lives in Saint Albans, WV with his wife Jennifer and son Avery. When not working Tim enjoys painting and spending time with family.

Letter from General Manager,
David Canterbury

We would like to thank you for the business you have given us over the past years. If it wasn't for you we would have never made it as far as we have!

Thanks to your help we have made several advances in the way we conduct our business. We now "Elcetronecally Integrate" your charts. You ask yourself what does that do for me? Well, let me explain. It gives YOU a higher degree of Repeatability, and also lets us give YOU a Faster Turn-around!

We realize that some customers use more than one integration company to do there integration. "Don't put all your eggs in one basket" idea. We want you to re-think that if you give us all your work or just another portion of your work we will do it for "FREE" for 2 months! That alone could be a substantial savings for you. How is your budget looking? This has been a tough year on all of us and I'm sure some could use a little savings, this could help in a big way!!

Thanks again for your continued support.

Best regards,

David Canterbury,
General Manager