



## Happy New Year!!

The McDantim Crew would like to thank you for all your support in 2008. We look forward to working with you in 2009.

We are confident the New Year will bring continued success as we work with our customers and vendors to improve relationships. We are continually striving to improve our product line and customer service.

In case you are wondering, we did not publish a December 2008 issue of our Newsletter. However, we are now back on track (and a little late) with our January/February issue.

## In-Line Leak Indicator

By Dan Fallon

A study by a major gas company (a few years back) concluded that approximately 20% of gas usage in bars and pubs was due to leaks in the gas supply system. Every experienced service person can tell you stories of the account that was leak-free on Monday but had one or more bad leaks on Tuesday after someone changed a keg or serviced some part of the system. I once drove 120 miles to an account that I knew had leaks. While selling 100 kegs a month they were burning out two compressors a year on their nitrogen generator. When I arrived, the gas supplier proudly explained how he soaped down every possible leak source and pronounced the gas supply leak free. Ten minutes later, we discovered two very large leaks. We were able to find them because the leak indicator we used told us without question that leaks were there.

Our In-Line Leak Indicator can tell you in seconds if there are leaks and how big those leaks are no matter what gas source you use or how complicated your system is. As you repair leaks, it serves as your scorecard, letting you know if you have really found them all.

## The McDantim Crew - Dan

Dan Fallon has been the President of McDantim, Inc. since 1991, after inheriting the reins from his father; he has continued to be the "driving force" behind the company. His philosophy is simple: "Make the best product possible and provide exceptional customer service."

Beyond the normal day-to-day duties of company President, Dan is also involved in all new product development. However, his true passion is education and training. Dan enjoys speaking one-on-one with the customer. He is always ready to assist in any situation and believes there is no problem too small.

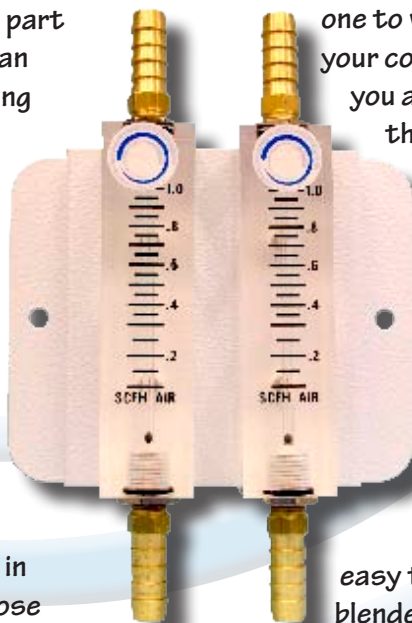


Installing any device like the In-Line Leak Indicator tells your customer that you are truly professional and that you have their best interest at heart. Hundreds of people have shared with us their belief that beer and gas suppliers love waste because it sells more of their products. By installing and selling In-Line Leak Indicators and Trumix® Blenders, you differentiate your company and demonstrate that you are the one to work with and trust. If service is part of your company, the In-Line Leak Indicator gives you another service to provide. You can get the call and respond before your customer loses money from wasted gas.

In-Line Leak Indicators are especially valuable in systems with Nitrogen generators. Leaks in these systems not only waste gas and electricity, but also kill off compressors. Rebuilding or replacing compressors is expensive and reduces customer confidence and satisfaction.

The In-Line Leak Indicator is simple and easy to install and can go before or after the blender to locate different types of leaks.

For more information on the In-Line Leak Indicator (McDantim part # MVO35), please call us toll-free at 888.735.5607.



# McDantim

GAS BLENDING TECHNOLOGIES



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To be added to or removed from the  
**McDantim** Newsletter mailing list,  
please contact us toll-free at  
**888.735.5607**  
or email us at [newsletter@mcdantim.com](mailto:newsletter@mcdantim.com).

## Sales Notes

McDantim no longer accepts American Express cards for payment. We continue to accept Visa and MasterCard if you would like to pay at the time of purchase.

Payment terms for all customers with an established credit line are 2% Net 10 / Net 30. This means your payment must be at McDantim within ten days from the date of invoice to be eligible for the 2% discount.

Our Sales Department can email or fax invoices to you for timely delivery. You can reach them via [orders@mcdantim.com](mailto:orders@mcdantim.com) or toll-free at 888.735.5607, ask for Carie or Jerry!

Would you like UPS Worldship to email you the tracking information at time of shipment?

If yes, please send us an email at:

[shipping@mcdantim.com](mailto:shipping@mcdantim.com)

Someone from our Sales Department will contact you for details.

## Did you know ...

McDantim continues to offer the same great warranty on Trumix® Blenders.

- Trumix® Blenders for beverage applications have a 5-year limited warranty. Blender models are TMO40, TM100, TM100HF, TM200 and TM200HF.
- Trumix® Blenders for industrial applications have a 1-year limited warranty. Blender models are TM300, TM900, TMA950, TMA2000, TMA4000, TMA10000 and TM-CUSTOM.
- We can blend any two or three of the following gases: argon, carbon dioxide, helium, nitrogen and oxygen.

**NEW in 2009.** McDantim has non-warranty (or out-of-warranty) options for Trumix® Blenders (including regulators). These options include repairs and/or parts purchasing.

Please contact our Sales Department toll-free at 888.735.5607 for details.