

HOUSE WARMERS

Would you like a great return on your investment?

This might be the right time to invest in new heating equipment. Although your old boiler or furnace might not be causing you major problems right now, it still might be time for its retirement. Perhaps it has been serving your family for 40 years and you have not had much reason to think about it.

Think about what the cost of fuel was 30, 40, or 50 years ago when your house was built and your heating equipment was new. Fuel was relatively inexpensive then, and it was a relatively small portion of the family budget, almost like your water bill! Because fuel was so cheap, manufacturers were not very concerned with fuel efficiency. Typically if a boiler or furnace ran at 65% efficiency, that was considered acceptable.

Today's technology is much more sophisticated. New equipment will run at least 20% more efficiently than most of the old equipment.

Although you will have to go through the expense of paying for new heating equipment, we feel that you will be getting a great return on your investment. How long will it take you to get your investment back? We can't answer that question because each home is different.

I can tell you about the feedback that we are getting from our customers who have brought high efficiency heating equipment into their homes. These customers are very happy. Although this winter was milder than last, we are still able to evaluate their fuel usage.

We determine fuel usage by Degree Days which are figured by The National Weather Service. The baseline measurement for degree days starts at 65 degrees Fahrenheit. Every degree below 65 is called a degree day. On any given day, The National Weather Service averages the temperature over a 24 hour

period. If the average temperature for a specific day is 50 degrees, that day becomes a 15 Degree Day (the base of 65 minus the 50 degrees for that day).

I look at customer's fuel usage during a specific time period, and the Degree Days during that same period. From these numbers, I can tell how much fuel per Degree Day this customer needed to maintain a comfortable temperature in his home.

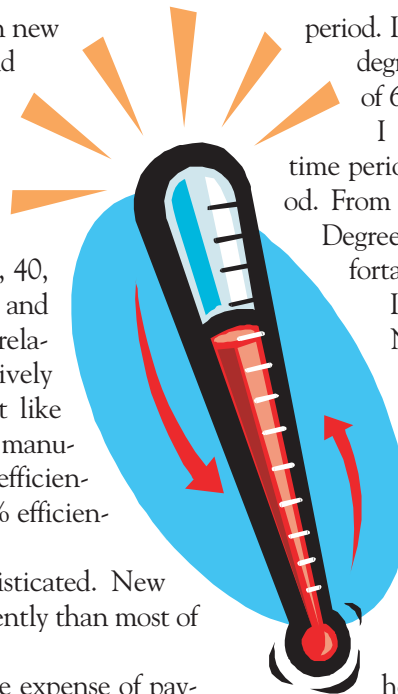
I ran the calculations for one of our customers in North Woodmere. They had old equipment, and at this time last year, they replaced their equipment with a modern high efficiency unit. The result was that this year they burned 25% less fuel (per Degree Day) than they did last winter.

Another homeowner in Great Neck asked us to do the same analysis for them. We managed to reduce their fuel bill by 32% with new equipment.

The most remarkable analysis was done on a home in Oceanside, not too far from our office. They had been using some of the most inefficient, fuel guzzling equipment. Their fuel bill for last winter, based on Degree Days was 47% less than the previous winter!

Why the difference in the savings between the three homes? No two homes are built exactly alike and no two families have identical lifestyles. I would never be able to tell you exactly how much money you will save by upgrading your equipment, however, I am confident that you will see an improvement in your heating bills.

I believe that we have the most professional installers in the industry. We keep them on staff all year round. We do not lay off our men in the warmer months. This would be an excellent time for you to get a great deal on upgrading your equipment. Call me so that we can talk.



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PLUMBING • HEATING • AIR CONDITIONING

IMPORTANT AIR CONDITIONING NEWS!

Higher SEER Requirements for 2006

There are some changes in the air conditioning industry that we would like to share with you. Like many consumer products that use energy, air conditioners and heating pumps are manufactured to meet or exceed minimum efficiency standards set by the U.S. Department of Energy. After nearly a decade with 10 SEER (Seasonal Energy Efficiency Ratio) as the minimum efficiency, January 23, 2006 marked a mandated increase to 13 SEER. SEER rating equals the amount of cooling that you get from each watt of power that you use.

Who will this affect?

The 13 Seer minimum applies to all new equipment manufactured on or after January 23, 2006. You may continue to use your current system indefinitely, even if it operates below 13 SEER, but when it is time to replace your system only 13 SEER or higher models will be available. Higher SEER ratings mean cost savings and more energy efficiency. For many homeowners, a 13 SEER air conditioner or heat pump will save money on each month's electric bill. Exactly how much you can

save will depend on the efficiency of your current system. For example: a 13 SEER product will deliver 23% savings over a 10 SEER model. That same 13 SEER product will deliver 8% savings over a 12 SEER model. Most older units in use now, get 6-8 SEER.

Actual savings will depend on the age, efficiency and condition of the unit being replaced, but if you are currently considering a new air conditioner or heat pump, it makes sense to start saving now with a 13 SEER or higher product. Comfort Specialists offers several air conditioners and heat pumps that meet and exceed the 13 SEER requirement – even up to an industry high 21 SEER.

If you were thinking about updating your equipment or were trying to get a few more years out of an old system now might be the time to make your move. Most air conditioning system

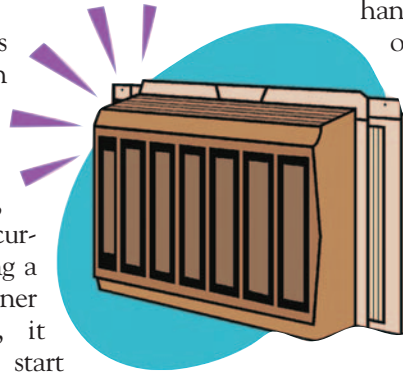
consist of an outside unit called the condenser and an inside unit called the air handler. A majority of the air handlers in use today are not compatible with the new 13 SEER condensers. This means that if you only need a condenser you must also change the air handler. This can add to the cost of the job significantly.

Fortunately, we were able to acquire some 10 SEER equipment to make available to Comfort Specialists customers. Certainly it is less efficient to operate; but if you only need a condenser it might be an option you'd like to consider. Do not under any circumstances let someone install a 13 SEER condenser with an incompatible air handler. This will result in higher operation costs and premature failure.

To learn more about the 2006, 13 SEER efficiency mandate, visit www.energy.gov

Thanks for listening,

Mickey



Join the GAP Club

I'm proud to say that, once again, we held the GAP Club price this past winter, just as I promised we would. This, in spite of news stories that cried:

- Oil, Gas Prices Rise on Short Supply - *Newsday*
- Crude Oil Prices Rise on Turmoil Fears - *Newsday*
- Low Temperatures Mean High Gas, Oil - *Newsday*
- Surge in Heat Bills Expected as Natural Gas Price Climbs - *The New York Times*
- Millions of Britons Struggle to Pay Sizzling Fuel Bills - *Yahoo News*

We kept our promise, and when our price dropped below the GAP Club ceiling price, we lowered your price as well. That is the way we do business.

If you haven't already joined the GAP Club, you'll have another opportunity in the coming months. I'll tell you how in an upcoming issue of House Warmers.

I can't imagine a reason for not joining the GAP Club. Why subject yourself to price spikes when you can have the peace of mind of locking in a ceiling price? The price you pay will go down if the situation on the world market improves, but it will never go higher than the agreed-upon ceiling price during your year of membership. I guarantee this.

I'll let you know about the new GAP Club as soon as I work out the details. Your membership fee will be one of your best investments this year. Promise.

Another way to get around the high price of fuel

Just recommend OSI to your friends. If they decide to become OSI oil heat customers, we will credit your next delivery of oil for \$100.

That's 100 dollars per friend! Recommend two friends and we'll credit you \$200. Three friends gets you \$300. And on and on. Such a deal, and there's no catch.

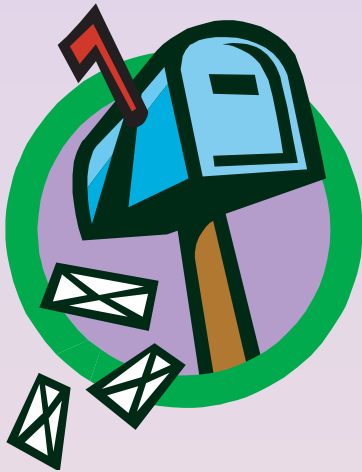
What's in it for your friends? Fair prices, GAP Club protection when they join, and the most caring service professionals available.

What's in it for us? Another customer to delight!

What's in it for you? 100 dollars, at least!

Everyone wins. So tell your friends about becoming OSI customers, and remind them to mention your name. We'll bet they wind up loving us as much as you do.





Nice hearing from you!

To Whom it May Concern,

I would like to take this opportunity to praise one of your employees, Mr. Jerry Viola, from your Oceanside, NY location. Our synagogue is between major renovation projects, as parts of our building are more than 50 years old. Two weeks ago, some of our congregants complained of smelling gas in the building. We immediately contacted Keyspan Energy Services, who came, and after finding numerous problem areas, shut down all gas to our building. This presented an enormous problem, as our entire HVAC system runs by gas ignition.

I contacted OSI/Comfort Specialists, and was put in contact with Mr. Viola. Mr. Viola immediately sent his men to investigate what could be done to get us up and running before the next weekend, when our building would once again be filled with over 400 members. And we had to try to do all of this while keeping our overall costs to a minimum, as most of the area where the gas problems were found are slated to be gutted and repaired in the next phase of renovations. A solution was found and Mr. Viola put enough men on the job to complete everything in time for our Sabbath.

I can't thank Mr. Viola and his men enough for their care, concern, and utmost professionalism in handling our situation. I would appreciate it if you could express my entire congregation's gratitude for all they did.

*Sincerely,
Scott M. Feltman, Executive Director
Congregation Beth Shalom, Lawrence, NY*

Dear Marty,

Just a brief note to let you know of the usual good service I received from one of your technicians, Raymond. I woke this morning to no heat and called your office at 4:30 am. Raymond came over and did a thorough job, doing whatever was needed to be done, and of course, I am up and running now. Raymond was a very polite, courteous, and extremely neat worker. Again, thanks for the usual good job by OSI and staff.

Olga Guida

Dear Mr. Levi,

Just a short note to let you know how much I appreciate one of your workers. His name is Larry Wiley. Each time he arrives at my home to check on a problem he is knowledgeable and courteous, and he takes the time to answer all of my questions. Even my excitable dog likes him and stops barking when he comes into my home. Seriously, because of workers like Mr. Wiley, we continue our service with OSI, as we have for the past more than 20 years. Because of the excellent service we have received over the years, and especially at the closing of our other residence in Far Rockaway and transferring of our service contract so we didn't suffer a penalty, we continue to recommend OSI to friends, neighbors and acquaintances. Thank you.

*Sincerely,
Rosemarie Creelman*

Spring has sprung. Enjoy every day!



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HERE'S ANOTHER WAY TO GET RID OF THOSE BIG FUEL BILLS

Go on our Budget Plan. I think this is, by far, the smartest thing you can do this spring. Some of the people on fixed incomes who called me last winter tore at my heart. All it took was a couple of deliveries during those frigid February weeks. Suddenly, they had this big bill to deal with. I'm urging all of those people to get on a Budget Plan, and most of them are listening to me.

When you go on the Budget Plan, I look at your history. I see how much fuel you've burned in a normal year, and then I take that amount and estimate how much fuel you'll use in the coming year. I then divide this amount by 12 months, and that amount becomes your monthly bill. You now have an oil bill during the warmer months, and although that may seem strange, it will help you



make it through those costly winter months. There won't be any surprises. You're going to know exactly how much you'll be spending each month. If you're a GAP Club customer you'll have the added protection of our ceil-

ing price. At the end of the year, we'll settle up. If you owe us a bit of money, we can factor that into the following year's budget. If we owe you a bit, we can either give you a refund, or we can take that much off the follow year's Budget Plan price.

It's a way for you to know what's going on, and to protect your family's budget from the sort of shocks that arrived this past winter. To be a Budget Customer we ask only that you regularly make your set payment by the 10th of each month.

I can't do much about the cost of today's energy, but I can help to reduce the anxiety of price spikes. I know that we can lower your overall bills if you take my advice. Please call me and we can talk more about this.

Thanks for your trust, and your business. We will never take you for granted. Promise.

Marty Levi