

HOUSE WARMERS

Membership in the New GAP Club is now available

Each time I sit and put together an issue of House Warmers, I look forward to what I am going to say to you. What important and valuable information can I pass on to you? How can I make you a better, more-informed consumer?

I'm having difficulty as I prepare this issue of House Warmers because it's time to introduce the GAP Club plan for 2005/6. I am as upset as you are about the current price of energy in all of its forms – gasoline, heating oil, and natural gas. According to an article in *USA Today* on July 5th, "Heating oil prices trading in New York are up more than 60% from a year ago, as concerns about worldwide supplies and higher crude-oil prices have driven up costs."

Many heating oil dealers have delayed locking in their prices, and others have even discontinued their price-protection plans this year. The market is that volatile. But I feel that now, more than ever, it's important for me to offer you our GAP Club price-protection plan. I have been working constantly to be able to assure you that we will have an adequate supply of heating oil this year, and at a price that is fair and competitive. Not only are we a full service home heating oil company, but we are a family owned and operated local com-

pany who cares about each and every customer.

Retail heating oil companies didn't cause prices to spiral upward by 60 % since last June. This price rise is a direct result of the price of crude oil, which circumstances occurring across the globe determine. Heating oil companies are hurting as much as you are! Please realize that the cost of natural gas is rising as well. There is no cheap way to heat your home.

The GAP Club ceiling price this year will be \$2.499 per gallon.

Please allow me to put that into perspective for you. The price of heating oil is usually lower during the summer months than it is during the winter, and for obvious reasons. According to the New York State Energy Research and

Development Authority's {NYSERDA} Home Heating Oil Monitoring Program, the average price of heating oil throughout the Long Island region on August 15, 2005 was \$2.54 per gallon. As you can see, our GAP Club price is lower than the midsummer Long Island price. Trust me when I say that that price is going to look very good this winter when the temperature plummets. I believe that I am offering you the fairest deal possible at this time.

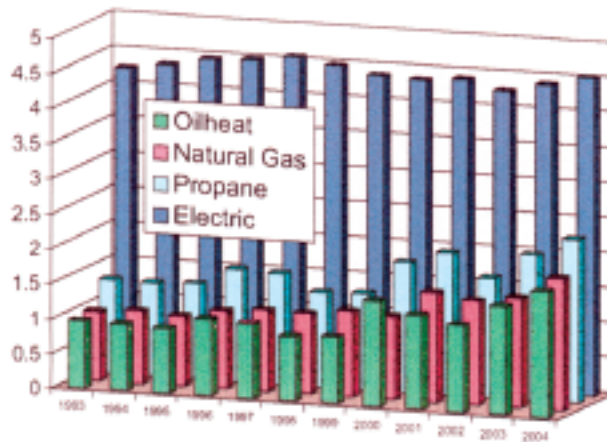
If you've been a GAP Club member you know that our prices can be lower than the ceiling price, but they will NEVER be higher than that set price, regardless of what goes on in the world, or how high the price of heating oil may rise. The price you will pay as a GAP Club member will never be more than \$2.499. I give you my word on this, as I do each year. I have never let you down. If prices do fall during the winter, as we pray they will, we look forward to passing along lower prices to you.

We have decided to hold the GAP Club membership fee at \$25 for the year, even though our costs to run this program have increased dramatically.

To qualify for membership in the GAP Club for 2005/6, you'll need to pay the \$25 dues, along with the fee for your

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Energy Prices as Compared to Price Per Gallon of Oilheat



Source: U.S. Department of Energy
Includes CT, ME, MA, NH, RI, VT, DE, MD, NJ, NY, PA, DC



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