

HOUSE WARMERS

Dollars and Sense...

I am sure that you are all well aware that the cost of heating your home has increased significantly since the late 90's. I will not detail the history of the wars, political and military tensions, unusual weather conditions, our economy and all the other factors that have caused the price of energy to escalate. Still, we have always strived to bring you the best service possible at competitive prices.

As a GAP Club member, we want to give you some insight into how this volatile market has affected prices. Since the winter of 1999-2000, oil prices have steadily increased. Because there were hardly any changes in our delivery prices throughout the heating seasons, you might think that your GAP price was a fixed price. We want to assure you that the GAP Club price is NOT a fixed price.

The reason that our GAP price did not fluctuate in recent years, was because our promised ceiling price was lower than the average retail price in the area. A study of the prices charged to our "typical" GAP customer (from Sept. '99 to the present) shows that our customers had average savings of almost 36 cents per gallon, as compared to the average home heating prices on Long Island. These prices were tracked and reported by the New York Energy Research and Development Authority (NYSERDA). Had you not been on our GAP plan, you would have been paying considerably more per gallon than the GAP price.

Now you ask: What about this season? Excellent question! Although it is still early in the heating season, prices may have reached their high in the summer months. Despite the uncertainty of the weather and world wide political tensions, we have seen substantial drops in the price of oil, and we are happily passing our savings on to

you. Please note that to date; THE PRICE WE HAVE BEEN CHARGING OUR GAP CUSTOMERS HAS BEEN MUCH LESS THAN OUR MAXIMUM GAP CLUB PRICE! We will never charge you more than our GAP price, but as you can see, we can and will charge you less!

....and for your information...Our current price this season is still consid-

erably less than the average price on Long Island! That savings is in addition to our superior service and our use of state of the art equipment.

We would like to wish all of our customers and their families a happy and healthy holiday season. We appreciate your business- and we will never take you for granted.

Marty

P.S. A winter reminder- To ensure speedy and efficient deliveries, please do not let snowdrifts block your fill pipe!



OIL SERVICES, INC.

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PLUMBING • HEATING • AIR CONDITIONING

Helpful Ways to Conserve Energy

We realize that the cost of energy has risen dramatically in the past several years. We are constantly striving to find ways to help our customers save money. Below we have compiled some ideas to help you conserve energy and save money. We hope that you will find our suggestions helpful. If you have any ideas that we have not included, please let us know. We would love to share your hints with our customers.

Is your Heating Equipment as efficient as it should be?

a. We hope that you take advantage of our yearly tune ups when our technicians adjust your equipment to its optimum efficiency. If necessary, we will make recommendations to upgrade your system.

b. We can't emphasize to you enough the value of having a programmable thermostat installed in your home. This small step can be a huge leap in energy conservation. Also known as an automatic setback, day/night, or clock thermostat, it will automatically lower your room temperature settings

when you are sleeping or away from home. You can have appreciable savings on your energy bill with the installation of a programmable thermostat.

Have you done everything possible to prevent heat from escaping from inside your home?

a. Are your storm windows closed properly, and are all windows locked? Check to see that the putty around the windows is not cracked or missing. Replacing putty, sealant or weatherstripping can help make those windows work more efficiently. A tremendous amount of heat can escape from your windows if they are not properly installed and sealed. If you have single pane windows, you might want to buy plastic film kits in the hardware store to create your own storm windows.

b. Check the outside of your home for places where heat can escape from the inside. Cover window air conditioning units. Drafts can exist where any 2 different exterior materials meet. Check your doors, skylights, outside faucets, mail slots, dryer vent, etc. Especially check for gaps around windows and doors. Shine a flashlight around your windows and doors at night. If someone on the inside can see the light coming, in imagine how much heat is escaping!

c. Remove light blocking objects from around your home. Trees should be pruned and any large objects that might block the sunlight should be removed. Shades, blinds and curtains should be left open during daylight hours. Natural sunlight is a free way to warm your home! (Just remember to close those shades when the sun goes down!).

d. Close vents and doors in rooms that are not being used. Why heat rooms if nobody is using them?

e. Be sure to close your fireplace damper when you are not using the fireplace. You will prevent heat from escaping up the chimney.

f. Insulate your pipes wherever possible. Heat can escape as water travels through the pipes. Also you will be helping to prevent pipes from bursting in freezing weather.

SAVE EVEN MORE THIS WINTER!

Recommend OSI to your friends. If they decide to become OSI customers, we will credit your account for \$100 after they have had two paid deliveries. If you recommend two friends you'll get \$200, three friends will get you \$300. There's no limit!



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

What's in it for us? We get to delight your friends!

What's in it for you? One hundred dollars and a satisfied friend!

Everyone wins, especially at this time of the year. So please mention to your friends that they should become OSI customers. We're sure that they will love us as much as you do, and we'll love you both right back.

Got friends? We've got some free money for you. All you have to do is make a few calls.

BUT WAIT, THERE'S MORE!

New York State continues to offer a tax credit (until June 30, 2007) if you upgrade your existing home heating system. Here are the details:

The heating equipment must be for your principal residence, and that residence must be shared by two or more New York State taxpayers.

The residence must be located in New York State.

The replacement home heating equipment must qualify for the Energy Star program, and bear the Energy Star label (we can advise you on this).

The amount of the credit is equal to 50% of the cost of the replacement equipment, up to a total of \$500.

That's a great deal. We have plenty of Energy Star-compliant boilers and furnaces in stock, and we're ready to serve. All you have to do is call, and we'll help you get this very generous tax credit while it's still available.

Why hang onto that old fuel-guzzling beast when New York State is willing to help pay to get you modern, efficient equipment?

Call us today. We'll help you get that \$500.



Stacks and stacks of letters

Here are a few we'd like to share. Thanks so much for writing to us!

Dear Mr. Richard Levi

In my many years of living, I always expected in life to get what a person pays for, but unfortunately, that is not the case. But there comes a time you do get what you pay for. We ordered a new boiler to be put in and I was saying to myself that this is going to be one big mess of a job. Enter Mr. Rick Taylor and to my amazement here was Michelangelo and Mr. Clean. Rick did such a beautiful job of building this intricate boiler that it was amazing to me how it all came together in just two days. I must say he was courteous, exceptionally clean and very organized. Now that the cold weather is upon us we feel very comfortable knowing all is well. In closing, I would like to say that you should be proud to have Rick in your employ

*Thanking you again,
Angela and Rudy Resta*

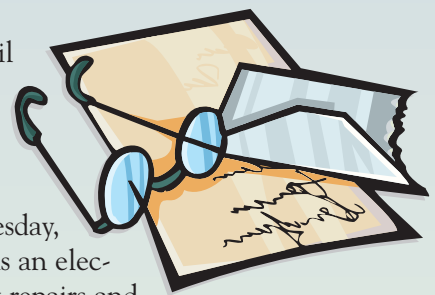
Dear Sirs,

Last June 7th, the installation of our new oil burner and boiler from OSI was completed, on schedule and as promised and to our full satisfaction. The new boiler is so clean and beautiful and so neatly installed. For this, we would like to extend our everlasting thanks and appreciation to your Mr. Robert Rubin, and the OSI team. We were so impressed with the way Mr. Rubin represented himself and your company. Right on that day, we decided to cancel our account with the oil company that we had dealt with for nearly 30 years and switch our account to OSI. We made the right choice. We would also like to thank Mr. Richard Taylor and Mr. Ken Olson for their wonderful work. More power to your administration and more success in the future!

*Very sincerely,
Perla S. Antonio, MD, and Eddie P. Antonio, Sr.*

Dear OSI,

On a Saturday evening a few weeks ago, I heard a noise coming from the oil burner in our basement. I called OSI and at about 10 PM, your serviceman, Larry, came to my house. He worked until after 11 PM and identified the problem, which was a broken part. He ordered the part and promised to have the burner repaired early the next week. On Tuesday, another serviceman came back and worked for a number of hours. Then on Wednesday, the burner would not go on, so Larry returned and identified the problem as an electrical one, which was unrelated to the broken part. He made the necessary repairs and returned the burner to service. I am writing to commend both servicemen for their skill and service. Their attention made us happy customers.



*Yours,
The Reinhardt Family*

**Our Best Wishes for
a Healthy and Happy Holiday Season!**



3555 Hargale Road, P.O. Box 177, Oceanside, NY 11572-0308

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BE A FRIEND!

If you have elderly friends or relatives who buy their fuel from us, you may be able to do a good deed for them. There are times when people forget to pay a bill; it may get mislaid or simply forgotten. It happens to all of us from time to time. When this happens, we do our best to get in touch with that person. Sometimes (particularly with the elderly) we simply can't get through on the phone; that's where you can help your friend or relative. If you sign up to be a "Notification Friend" we'll let you know, should your friend forget to pay a bill. You won't be under any obligation to pay the bill yourself, of course. You'll just be doing them a favor by helping us let them know that their bill is past due.

To become a "Notification Friend," just complete this simple form and either mail it back to us, or include it with your next payment. Thanks.

Clip and Mail to: OSI, Inc., 3555 Hargale Road, Oceanside, NY 11572-0308

My name is: _____

Street Address: _____

Town: _____ Zip: _____

Telephone Number: _____

Signature: _____

My friend's Name is: _____

Their Street Address: _____

Their Town: _____ Zip: _____

Their Telephone Number: _____

As their "Notification Friend," I agree to receive a copy of any Notice of Cancellation sent to them. I understand that this is for information purposes only, and that I am under no obligation to pay any amount owed to you regarding their account.

Third Party's Signature: _____