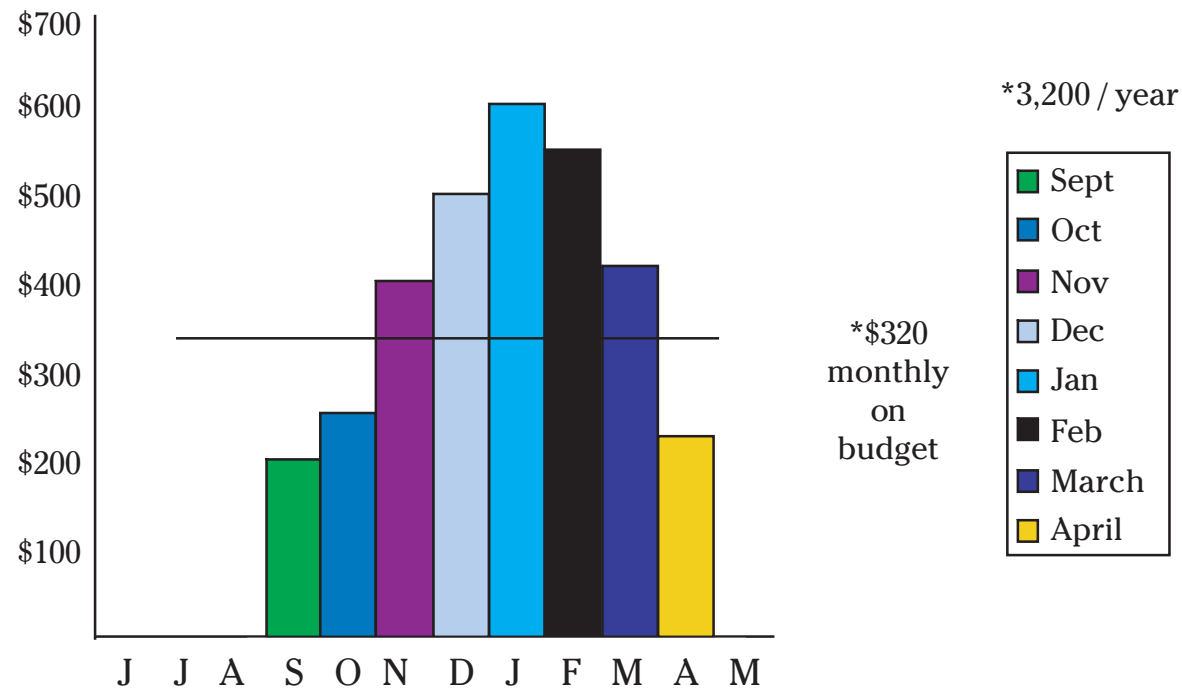


Monthly Payments not on a Budget



HEATING

Jamie Oil Headlines

Volume 8 • Issue 4

508-231-1400

www.jamieoil.com

Spring 2008



Tom Carey, President

Use your energy efficiently

My son plays hockey. One day, about three years ago, he was playing in Natick against another team of eight year olds from Sudbury. The referee blew the whistle and the game stopped. Both coaches ordered a line change. Ten new skaters jumped over the boards and all but one got into position for the face-off. As nine players stood still, one skated as fast as he could around the rink, his arms and legs going as fast as you can imagine. His mother stood up and yelled, "Jimmy, use your energy efficiently!"

Three years after little Jimmy skated circles around his second grade opponents, we are all called upon to use our energy more efficiently. The price of all types of energy has skyrocketed, causing all of us to become more aware of how we use our energy. With the cost of electricity, natural gas, and heating oil at all-time highs this past season, we all need to save energy where we can. At Jamie Oil, we are proud to take a leadership role in our industry as we assist our customers in getting through some very difficult times.

A few years ago, we redesigned our website (www.jamieoil.com), and took the lead in our industry by having energy saving tips and updates, such as Wall Street Journal articles on oil prices available for our customers. We have always understood our role as one which enables our customers to get the most from their energy dollar. We understand that times continue to change and the cost of heating a home continues to increase.

In response to this trend, we are pleased to announce that we now sell, install and service System 2000 heating systems, which are designed to cut a homeowner's fuel cost by as much as 40%. We believe our customers deserve the most energy efficient equipment available in the market today.

Continued on Page 2

Jamie Oil Goes Green

Not only is Jamie Oil offering new, state of the art fuel efficient heating systems for the 2008-2009 heating season, new technology has been developed that causes heating oil to burn cleaner, and be more environmentally friendly. A new heating oil product called "Biofuel" will be available from Jamie Oil starting this summer. Much like the process that results in corn-based ethanol to be mixed in with gasoline, various soy and vegetable products are being mixed with traditional home heating oil and the result is a heating fuel that burns cleaner and reduces our dependence on foreign oil. The product will be delivered by a designated truck in our fleet and will burn in your existing heating system. If you have any interest in purchasing Biofuel, simply give us a call or send us an e-mail.



Visit us on the web:
www.jamieoil.com

PO Box 287
171 Main Street
Ashland, MA 01721
508-231-1400 • Fax: 508-231-4716
www.jamieoil.com

PERMITTED
STANDARD
U.S. POSTAGE PAID
WALPOLE, MA
PERMIT NO. 10

Use your energy efficiently

Continued from page 1

As we run our day to day operations at Jamie Oil, we seek to be as efficient as possible. We plan our delivery routes in such a way that we burn as little diesel fuel as possible. We believe that as we operate efficiently, we can save our customers money through lower oil prices. **We are very proud to say that during this most difficult winter Jamie Oil customers consistently paid lower prices for heating oil than customers of any other full service heating oil dealer in Metrowest.**

We ask you to join us in being more efficient. If you have an e-mail address, please let us know as we can update you on things such as fixed price announcements and seasonal discounts via e-mail. By having your e-mail address, we lower our costs of communicating with our customers. When our costs are lower, our prices can be lower.

While I cannot guarantee that little Jimmy listened when his mother coached him on the need to use his energy efficiently, at Jamie Oil, it's the name of the game.



Locked-In Price Program Update

Jamie Oil plans to offer a variety of "Locked-in" heating oil supply contracts to qualified buyers in the coming months for the 2008-2009 heating season. Since we believe that an educated customer is the best customer, we ask those interested in locking in to a contract to understand the following:

- Jamie Oil neither encourages or discourages nor requires any of our customers to lock in. It is your choice.
- Every year the heating oil market changes and the contracts may be different from year to year. Please read the contract (front and back) carefully before signing.
- While many of our customers have saved lots of money by locking in, fixed price contracts may not always be the best choice for the consumer.
- It is important to take the time to read all of the information we provide concerning fixed price programs, as it is never a good idea to assume that you already understand the specifics of our programs without reading the contract.
- As we have in the past, we will be offering locked-in rates. **If you are interested, please call to inquire.**

Our customer service staff is always here to assist you with any questions that you may have. Feel free to call us or send us an email.



10 Reasons to Love Jamie Oil

Listed below are excerpts from letters and e-mails that we have received from our customers over the past couple of months:

- You offered fixed price programs when other companies would not
- You're honest
- You have the best service men anywhere!
- The women in the office are great
- It's wonderful to call the office and talk to a person rather than a recording
- Your fleet is in great condition
- I love your new website!
- Your service technician was very personable.....even when he had to come to my house at midnight
- Since I joined Jamie Oil, I have had peace of mind
- Thank you for taking such good care of my mother



All of our fixed priced contracts have been reviewed & approved by the Better Business Bureau.

Employee Profile



Mike Hutchinson

You may know him as "Hutch".....

Mike Hutchinson, a.k.a. Hutch, is a service technician here at Jamie Oil. With 24 years of experience in his field, Hutch is recognized as one of the most talented and capable oil

heat technicians in the Metrowest region. He's good with the tools, and he's got a great set of hands.

A native of Hopkinton, Michael's first job in the oil heat trade was with Terry Oil in 1984. Like most burner technicians, Hutch began his career tuning-up residential heating oil systems. Over the years, Hutch has developed into a top notch "trouble-shooter", from diagnosing the problem to repairing it. He frequently installs new energy efficient equipment in homes and small businesses. From warm air furnaces to commercial boilers, Hutch can do it all.

Of Hutchinson, JOC general manager Rick Auen says, "I met Hutch 23 years ago when he was just a kid. You could tell back then that he had a lot of talent. I was very happy when he joined us at Jamie Oil in 2001."

"The year Mike Hutchinson joined us, we had a very cold winter," said JOC President Tom Carey. "The winter would have been much more difficult without him. Hutch has a rare combination of skills - he can fix almost anything and he gets along very well with our customers."

In addition to his skills with heating equipment, Hutch makes good use of his talented hands as an accomplished guitar player, as well as a gourmet chef. "His tiramisu is to die for," claims longtime co-worker Pam Pistocco.

The Budget Program



Our budget program is our most popular payment program as it allows our customers to make the same monthly payment rather than paying higher amounts during the winter. The basis of this program is to build up a large credit balance in the warmer months that we can draw from when the colder months begin. You benefit from it by getting a better price, and knowing that your heating expense will remain constant, which is especially important for those on a fixed income. Here's how it works:

We estimate how many gallons you will need for the upcoming heating season based on your past usage and multiply it by an estimated price per gallon. We also include the cost of a service contract if you wish to purchase one. The program runs for 10 months, usually beginning in July. However, if you join later, we can start the program in August or September.

We will send you a monthly statement reminding you of the payment due, and provide you with pre-addressed envelopes. We can even automatically charge your monthly payment to a credit card or deduct it from your bank account via an EFT (electronic funds transfer) if you wish. It is all about convenience.

For further information on our budget program, please see the chart on page 4 or contact our office.

\$100.00 OFF

Indirect Water Heater

With Coupon to New or Existing Oil Customers. Offer Expires 8/31/08

Jamie Oil



\$250.00 OFF Furnaces

\$400.00 OFF Boilers

With Coupon to New or Existing Oil Customers. Offer Expires 8/31/08