



"The Service
that Makes
Warm Friends"

Warm Words

late summer 2010

SCOTT WILLIAMS
Incorporated

PERSONALLY SPEAKING

why oil heat remains the best choice

Dear Friends,

Every day there's something in the news about how natural gas is a clean domestic energy source, but you can't believe everything you hear or read.

Many people don't realize that liquefied natural gas, which makes up to 40% of the gas used in this area during the winter, comes from the Middle East. Also, National Grid, which supplies close to a third of New England's natural gas, is based in Great Britain.

In terms of the environment, all combustion fuels create greenhouse gas emissions. The emissions from a natural gas burner are about the same as those from a similar-size oil heating system.

What some people forget to talk about are the strides that have been made in the home heating oil industry. For example, the carbon footprint of home heating oil has been **reduced by 40%** over

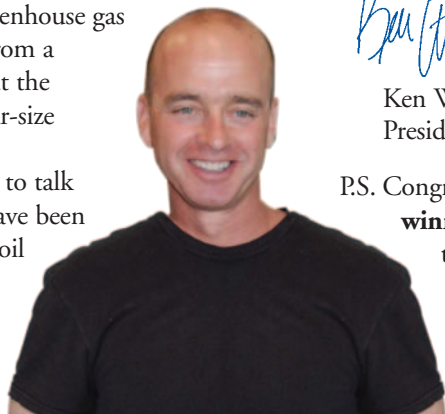
the last three decades.

We believe you'll benefit from the shift to alternative fuels like biofuel, a blend of conventional heating oil and biodegradable organic materials. A new state law requires the use of cleaner-burning biofuel blends for home heating oil.

As always, you can count on us for energy-efficient, environmentally friendly and cost-effective solutions, whether we're delivering fuel, installing a new heating system or servicing your equipment.

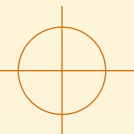
Warmly,

Ken Williams
President



P.S. Congratulations to the **winners of the iPod touch contest** in our winter newsletter, including **Sheila A. of Milton**. Enjoy!

ask the expert



Q: *How can I make my fuel bills more manageable?*

A: Signing up for our EZ Pay program can be a big help. It makes your fuel bills more manageable and predictable by spreading them out into **equal monthly payments**. With EZ Pay, you don't have to worry about big winter fuel payments. EZ Pay also gives you the benefit of automatic delivery. We use a degree-day system to deliver your fuel automatically, so you don't have to think about how much fuel is in your tank. We handle that for you.



Maryanne Flaherty

Q: *How do I enroll in EZ Pay?*

A: All you need to do is go online to ScottWilliamsEnrollment.com. You can also return the enclosed reply card or give us a call. (Please note: If you are already an EZ Pay customer, you don't have to do anything. We will automatically re-enroll you.)

Tip

Make paying for your fuel even **easier** by charging your fuel directly to your credit or debit card, or by taking advantage of the **online bill-paying** systems of the major banks in our area.

This ultra-thin 55-inch LED HDTV is just a little more than an inch thick and easily mounts to your wall. Sit back and enjoy superior color detail and contrast, as well as substantial energy savings, thanks to

breakthrough light-emitting-diode (LED) technology.

Read this newsletter and answer the questions on the enclosed reply card. All entries received by 9/15/10 with the correct answers will be entered in a drawing.



\$2,400 value!

The Samsung UN55B8000 55-inch LED HDTV has a 1.2-inch depth and features full HD 1080p resolution plus 240-Hz technology for a sharp smooth picture.

CSFR10-11334

No purchase necessary. A purchase will not improve chance of winning. See enclosed card for details.

Fuel Oil • Heating & Air Conditioning Equipment Sales & Service

92 Copeland Street • Quincy, MA 02169

Call us! (617) 773-2870 • warmfriends@comcast.net

Visit us! ScottWilliamsOil.com

★ enter to win a
55-inch HDTV*

★ save \$900
a year with
a new system

*No purchase necessary. A purchase will not improve chance of winning. See enclosed card for details.

what would you think if I gave you a “free” system?

If your heating system is more than 15 years old, the most powerful step you can take to save energy—and money—is replacing it with a new energy-efficient system. This could save you **30% or more** on your annual fuel costs.

Let's do the math. Assume you've been using 1,000 gallons of heating oil a year at \$3 a gallon on average; that would come out to \$3,000 a year to heat your home. A 30% savings from a new system would be **\$900 a year, or \$75 a month.**

a new heating system is more affordable than you may think

The state's **MassSave** program offers a rebate of up to \$500 and interest-free financing for new energy-efficient heating systems.

Energy savings of **\$75/month**
– MassSave loan payments of **\$60/month**
= **\$15/month NET CASH GAIN** for your new system!

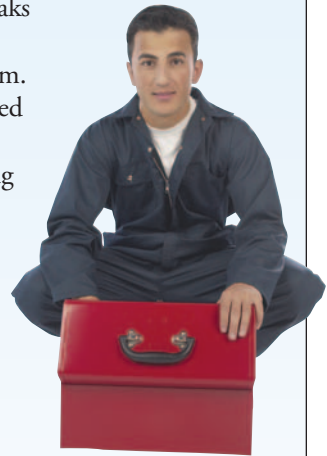
The loans are for up to \$5,000 at 0% for seven years. This means monthly payments as low as \$60. If you subtract the \$60-a-month loan payment from the \$75-a-month savings in heating costs, you get a **net cash gain of \$15 a month. That's like getting a free system!** Get started by calling us or returning the enclosed card today. These MassSave incentives won't be around forever!

keep your cool with us

When your a/c equipment breaks down, you want an expert to diagnose and repair your system. Why not call on our team of highly trained technicians? They use state-of-the-art diagnostic tools and are skilled at repairing all makes and models.

Here's more good news. We'll give you **\$25 off** on your next a/c system repair. (Offer expires Sept. 30, 2010.)

So why not call the people you trust with your home heating for your home cooling too? Call us today or return the enclosed card to learn more.



stay **cool** this season...
...and
save \$25 on
your next a/c system repair

Offer expires Sept. 30, 2010.

TankGuard® saves the day for one customer

Normally if you found out your oil tank needed to be replaced, that news would ruin your day. But that wasn't the case for Mary S. That's because she had the foresight to enroll in our **TankGuard®** program, which costs just \$45 a year.*

Because of the program's tank replacement warranty, Mary didn't have to worry about

replacement costs, which can run as high as \$2,000.

In addition to the warranty, TankGuard's proactive tank treatment can prevent the need for a new tank. Once a year your tank is treated to prevent corrosion and premature wear.

For more information or to enroll in TankGuard, give us a call or return the enclosed card.

* TankGuard is for aboveground fuel tanks up to 330 gallons.

