

A LETTER TO OUR WARM FRIENDS

Harrington Oil Inc.

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www.harringtonoilinc.com

2012 SUMMER NEWSLETTER



MESSAGE FROM THE BROTHERS

This past season Harrington Oil has continued to grow our customer base and gallons sold in spite of the 2nd warmest winter on record. We would like to thank all of our customers for their continued patronage and the many of you who referred new customers our way. The fact that you are comfortable referring family and friends lets us know you are happy with the level of service you are receiving from Harrington Oil. Providing our customers with excellent service is always our primary focus.

We are currently gearing up for the coming season buying oil contracts to protect our Cap Price Contracts. Thankfully the oil prices are a little lower, which allows us to offer you a lower Cap Price than last year. We are constantly looking for ways to enhance and improve our services. We want you to "Feel Good Inside" about doing business with Harrington Oil, a slogan borrowed from a Maine company we especially like.

We look forward to taking care of your heating needs again this coming season.

GO GREEN

Be a participant with Harrington Oil in GOING GREEN. With your email address we can send electronically your monthly statements, credit card receipts, information about new products and services, and save lots of time, paper & postage. With GOING GREEN, we save and in turn you save. To be a contributor just send an email to deb@harringtonoilinc.com,

be sure to include your full name. A large THANK YOU to our customer clientele, who currently participate in our GOING GREEN campaign.



EARN \$50 THE EASY WAY

Do yourself, your friends, family and neighbors a favor and refer them to Harrington Oil. Just have them mention your name when they call to sign up and we will credit your account \$50 towards your next delivery, after their first paid delivery. It's a great way to make some extra money and make your friends, family and neighbors happy at the same time.



\$\$ DON'T MISS THE DISCOUNTS \$\$

No need to clip coupons, or enter secret codes to save money. With Harrington Oil a discount of \$.10 per gallon is given to all customers who remit payment to our office within 10 days of an oil delivery. Should you be 60 years or older, please be sure to mention this when joining Harrington Oil for an additional \$.03 per gallon senior discount.

Throughout the year the savings can be substantial. Payments can be made directly to the driver, left in an envelope, paid with credit card, through on-line banking or simply mailed in with the envelope attached to the delivery ticket. (Please note the driver does not carry change). No matter which method, we gladly reward our customers who remit their payment in a timely manner.

All budget customers who are current with their monthly payments and prepaid cap customers automatically receive the discount when applicable.



BUDGET & PRICE PROTECTION PROGRAMS

Those of you who participated in 2011/12 heating season Price Protection Program greatly benefitted this past heating season. Due to the rising heating costs, those participants realized what turned out to be great oil pricing.

This season Harrington Oil is again offering Cap or Fixed Pricing with Budget or Prepay payment options. The Budget Plan allows you to spread your heating costs over 11 even monthly payments eliminating the usage/payment spike of the winter months.

For most customers the Budget Plan is the easiest way to manage the cost of heating their homes. Why not make your life easier with participation in a personalized budget plan?

TUNE-UP TIME

Summer months may not be the time a homeowner thinks about their heating system, but it is actually the best and easiest time to schedule an annual tune-up. Our technicians have more available dates and times without winter emergencies to cause rescheduling. Make sure your system is tuned and ready BEFORE the 2012/13 heating season begins.

Additionally, this season we are able to offer Air Conditioning Service and Installations through C&C Temp Control. If you are looking to install central A/C in your home or are in need of service, please contact us @ Harrington Oil, Inc.

BE AN ENERGY SAVER

Reward yourself while staying comfortable this coming winter with a few simple tips:

- S** Turn down the thermostat nightly; better yet have a programmable thermostat installed.
- S** Replace older inefficient equipment; feel free to contact Harrington Oil for assistance. Having a more energy efficient boiler can reduce fuel cost, be more reliable and can eliminate costly and untimely repairs. The payback can be enormous.
- S** Become an Automatic customer and reduce those unexpected Out of Oil fees. Peace of mind and total family comfort eliminates any interruption of heat.
- S** Have a whole house energy evaluation. You might be surprised at the small leaks contributing to higher energy consumption. Contact our office to learn more.



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AUTOMATIC DELIVERIES

We highly recommend Automatic Delivery to all of our customers. With Automatic delivery the customer does not have to worry about watching their tank level. In turn Harrington Oil can plan its delivery routes more efficiently, saving money, thus passing the savings to you the customer. If you prefer to call for your deliveries, please note the Town/Day Delivery Schedule listed, and keep in mind to notify us at least 2-3 days notice for requested oil deliveries. Just a reminder, all Will Call customers who run out will be charged a \$40 PRIME FEE to restart the burner.

<u>TOWN/DAY DELIVERY SCHEDULE</u>				
MONDAY	TUESDAY	WEDNESDAY	MONDAY	FRIDAY
HOLDEN	HOLDEN	HOLDEN	HOLDEN	HOLDEN
PAXTON	AUBURN	BOYLSTON	PAXTON	AUBURN
PRINCETON	SHREWSBURY	CLINTON	PRINCETON	SHREWSBURY
RUTLAND	WORCESTER	LANCASTER	RUTLAND	WORCESTER
		LEOMINSTER	LEICESTER	
		STERLING		
		W. BOYLSTON		

WIN FREE 50 GALLONS

Harrington Oil will be drawing a name from our list of current and new Automatic Delivery customers during the months of November, December and January. One winner will be selected each month to receive 50 gallons of oil FREE. To qualify for the drawing, customers need to be on Automatic Delivery throughout the 2012/2013 heating season.