



07/02/2009

Dear Saugerties Area Chamber Commerce Members,

It is a great relief that oil prices have come down so significantly. For our customers who choose either our Group Discount Price or our Price Cap Plan, last year worked out well. When prices fell, we were able to lower their costs significantly. In fact, our programs have worked so well that we have noticed other companies are attempting to copy how we do things here at Bottini.

There is one major difference though. Other companies may tell you that you're getting a price that is 40¢ above wholesale, but **they don't tell you what the wholesale price is**, so how would you know if you're getting a good deal or not? At our website (www.bottinifuel.com), you can see exactly what our current price is—including our wholesale price if you are in the Group Discount Plan! Unlike our competitors, Bottini provides programs that are completely transparent. You will be able to view our wholesale price on a password-protected page on our website, just email me with your account number I will email your password to gain instant access.

We are pleased to offer pricing for the 2009/2010 heating season for the Members of Saugerties Area Chamber Commerce. These programs are designed to help you manage your fuel costs for the upcoming heating season and are available whenever you feel the time is right to purchase your fuel. You can call our office to protect your oil now, or just enjoy your group discount price until you feel the time is right to enter price protection.

- 1. Bottini Group Discount Price:** This plan provides heating oil at a Group Discount Price, which is 40 cents above the wholesale price on the day of delivery. Your price will fluctuate with the market, but you will only pay .40¢ above wholesale on any delivery. For example if you received a delivery on January 12, 2009, wholesale price was \$1.695 with the fixed mark-up your price would have been \$2.095 per gallon.
- 2. Bottini Cap Plan:** With a Cap Plan no matter how high prices go, your price will not rise above the cap. When you buy a Cap Plan the most important aspect is how your downside (delivered price) is calculated. You will always pay the lesser of the group discount or the cap price. You can buy this protection anytime. The enrollment fee is 20¢ per gallon for the number of gallons you want to protect. You will also receive a 10¢ discount off of the Cap Price we are offering at the time you want your protection. You can call our office or look at our website to find the current prices.
- 3. Bottini Prepay Plan:** With this plan, you pre-purchase your fuel for the season and we will "lock in" that amount at a rate of 10¢ per gallon lower than our prevailing prepay rate (available on our website). Please call our office or visit our website for current pricing. If you exceed the gallons for which you pre-pay, we will simply charge you the wholesale price plus 40¢ on the day of delivery, through May 31, 2010. Early termination of this plan could result in a "liquidated damages" fee.
- 4. Propane Price:** This plan offers a fixed price of propane for total heat homes at \$2.199 per gallon.

More good news!

Why pay for all of your oil in just 4 or 5 payments? If you join our EZ Pay program, we can spread your total fuel bills over 11 months. That way, you can cut your winter bills virtually in half! Even if you do not want to renew your cap right away, this is the perfect time to start your EZ Pay plan. There is no charge for monthly billing; you don't use more oil; and you only pay for the oil you actually receive, at the price on the day of delivery.

For example, Alice T. signed up for EZ Pay at a monthly payment of \$212.00. Thanks to the benefit of low monthly payments, Alice can avoid winter delivery bills of \$500 or more.

We estimate your payments based on your past fuel use. You will receive a coupon book; simply send each coupon back to us with your monthly payment. If your actual bills are a little higher or lower than we estimated, we may make adjustments as necessary over the course of your EZ Pay plan year. Your payments are due on the 5th of every month.

Thousands of customers have already enrolled in EZ Pay because they have realized it is an effective way to make a tough situation a little bit easier.

A service plan for your heating system is like health insurance for your body - with wellness care included. Bottini Fuel service plans help you eliminate surprise repair bills, prevent equipment problems, extend equipment life and save money on energy bills. Most importantly, your service contract includes a yearly tune-up, call us today to schedule an appointment.

Our service plans are packed with valuable benefits to save you time and money. They have been carefully designed to provide a combination of value and protection that you will not find anywhere else, please visit our website for specific coverage. Our Platinum Comfort Care Plan is \$294.00 and the Comfort Care Plan is \$199.00, plus applicable taxes.

New Bottini Fuel customers, please contact the Sales Department at 845-297-5580. If you have any questions or concerns contact me.

Sincerely,



Dana L. Capuano
Sales Executive
dcapuano@bottinifuel.com
845-297-5580 ext. 1308

P.S. You can choose to cap or lock-in your price of oil anytime. You will remain on the variable price until such time. You can choose the amount of gallons you would like to protect. Bottini provides several plan options so everyone can make the best choice for their individual situation

Kathy Palladino

From: MIKE BERARDI [mberardi@koscocomfort.com]
Sent: Thursday, August 13, 2009 3:32 PM
To: Kathy Palladino
Subject: Saugerties Chamber of Commerce #2 heating oil pricing offer 2009-2010 season

Effective immediately price quotes for the 2009-2010 heating season ending 5-31-2010:

HEATING OIL

Option 1: FLUCTUATING PRICE @ \$.30 cents per gallon over the KOSCO posted wholesale rack price on the date of each delivery.

Option 2: FLUCTUATING PRICE WITH PRICE CEILING @ \$.40 cents per gallon over the KOSCO posted wholesale rack price on the date of each delivery with a price ceiling of \$2.499 per gallon. This option requires a Downside Protection Fee which will be calculated at \$.15 cents per gallon based on the number of gallons you plan to buy.

Option 3: FIXED PRICE.....\$2.399 per gallon, or \$.15 cents per gallon off the daily posted KOSCO retail price.

FIXED PRICE and PRICE CEILING quotes are market sensitive and will expire, if not accepted, the end of business Wednesday 8-26-09.

Terms of payment net 30 days. Your pricing selection will expire on 5-31-2010; automatic delivery will continue unless KOSCO is notified in writing after pricing expiration date. Early cancellation subject to KOSCO's "PURCHASE AND SERVICE AGREEMENT" terms and conditions (refer to our website at www.koscocomfort.com). Add any applicable taxes.

THANK YOU the opportunity to quote your energy needs.

Mike Berardi
Manager, KOSCO Rhinebeck 876-2033