



# warm thoughts



from **J.J. SULLIVAN INC.**

early summer 2013

## PERSONALLY SPEAKING

### plan now to save money next year

Dear Friends,

*I know we are all looking forward to summer fun*

—but before you completely forget about your heating system and fuel deliveries for a while, there's one thing I'd like you to take care of: choosing your fuel purchase options for next winter.



Paul Sullivan

a way to dramatically lower your winter fuel bills. We will also offer prebuy and price cap options this year. You can learn more by going to [jjsullivaninc.com](http://jjsullivaninc.com) and clicking the link for "Oil Prices & Programs."

Thank you for choosing J.J. Sullivan to take care of your home comfort needs. If you have any questions, please call us; we are always here for you.

Warmly,

Paul Sullivan

P.S. **Thanks to everyone** who participated in our contests. See winners on page 4.

### don't wait for the dog days of summer

**Y**ou know how important it is to get your heating system tuned up—to keep you warm, lower your energy costs and prevent problems—but did you know that a **cooling tune-up** is just as important? Some people fail to see this until it is too late—when their a/c system breaks down during a torrid heat wave.

A tune-up gives us the chance to inspect and adjust your system, to check the filters and the refrigerant, and to spot small problems before they become big ones. Not only will a tune-up decrease the odds of a breakdown, it can also **increase system efficiency, which saves you money** on your electric bill.

If you haven't scheduled your a/c tune-up yet, please call us now before those dreaded "dog days" of summer arrive.



### win the smartest smartphone—and a year of phone service!

**Enter to win** the new **Samsung Galaxy Note II**—a hybrid of a smartphone and a tablet that's been dubbed a *phablet*.

Read this newsletter and answer the questions

on the form at right. All entries received by 7/9/13 with the correct answers will be entered into a drawing for the prize—which includes a year of free phone service!



maximum prize value: **\$1,500!**

Correctly answer the three questions below and return this form, and we'll enter you in our drawing.

1. The \$ \_\_\_\_\_ tax credit for high-efficiency water heaters has been reinstated.
2. Propane gas fireplaces can produce \_\_\_\_\_ as much heat as a wood-burning fireplace.
3. The U.S. is on track to be the global leader in oil production by \_\_\_\_\_.

Your email address (required):

No purchase necessary. A purchase will not improve your chance of winning. Entry must be received by 7/9/13. Winner will be selected at random on or about 7/23/13 by Warm Thoughts Communications, Inc. (WTC), Clifton, NJ. WTC's decisions on all aspects of the contest are final. Entrants agree to be bound by contest rules. Winner will be notified by email and may be required to sign a Prize and Publicity Release within 10 days of receipt unless prohibited by law. Failure to comply when requested may result in disqualification and the selection of an alternative winner. No responsibility is assumed for lost, late, stolen or misdirected mail. Entries void if incomplete, not legible or if they contain errors. All submissions become the property of WTC. Employees of J.J. Sullivan Fuel Oil and WTC, their affiliates, subsidiaries, agencies and suppliers, and their immediate families, are not eligible. The following prize will be awarded: **One (1) Grand Prize: Samsung Galaxy Note II and a year of service (maximum prize value: \$1,500)**. Odds depend upon number of entries received. Prize of equal or greater value may be substituted. Acceptance of prize implies consent to use name and photograph in promotional material without compensation. Any taxes and other expenses are the responsibility of winner. Allow 4–6 weeks after selection of winner for receipt of prize. Void where prohibited by law. All federal, state and local regulations apply. The name of the grand prize winner will be published in a future issue of this newsletter.

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# What's Trending Now in Oil Heat and Propane?

We have always taken pride in delivering not one, but two highly efficient and safe fuels to our customers. Here's the latest buzz about oil heat and propane. Keeping up with what's going on allows you to make smart decisions for your home and family.

## U.S. projected to be number one in oil production soon

The U.S. is expected to take away Saudi Arabia's crown as the world's largest producer of crude oil by 2020!

That's mainly due to a big boom in nonconventional drilling techniques (extracting oil from shale), along with the addition of new pipelines, which move crude oil from Cushing, Oklahoma (a major hub in oil supply), to refineries in the Gulf states.

As one example, the Seaway Pipeline came on line in January, allowing **250,000 more barrels of oil per day** to

flow out of Cushing. More pipelines are expected to be operational later this year.

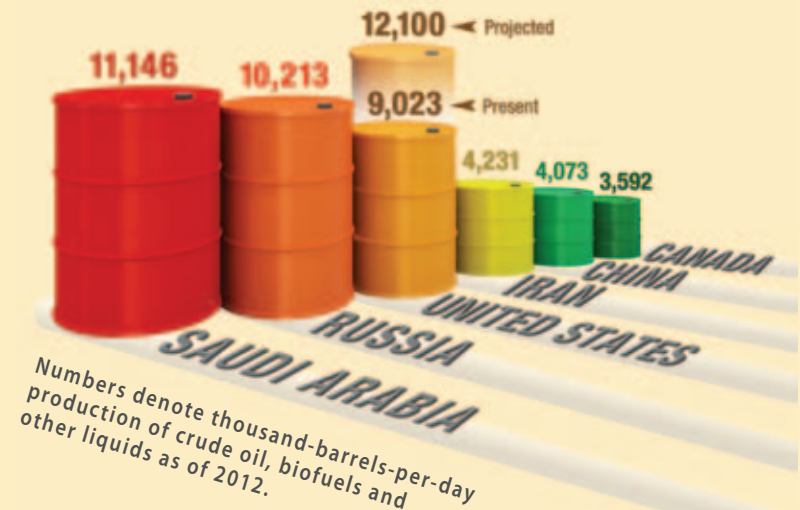
U.S. oil production, already at a 15-year high, is projected to rise to 7.3 million barrels per day this year. That's an increase of 900,000 barrels per day from last year.

Because of this abundance in supply, oil prices are predicted to come down in the next few years.

*And that's good news for all of us!*

## Moving on up

The U.S., currently ranked third in global total oil production, is expected to take over the top spot in less than a decade. Here are the current rankings for the world's largest oil producers.



Source: U.S. Energy Information Administration and International Energy Statistics

## Propane: inside and out



The \$300 federal tax credit for high-efficiency oil and gas-fired water heaters has been reinstated for 2013!



A 250-gallon propane tank and a seven-kilowatt standby generator can provide enough electricity to power your home for five days.



Propane gas fireplaces can produce twice as much heat as wood-burning fireplaces at about a third of the cost. And there's no soot, ash or smoke.



### Endless hot water

If your home and family require lots of hot water, you'll be thrilled with the options you get with propane water heating. Not only will you have all of the hot water you need, you'll get it for much less than you would if you heated your water with electricity. You can save even more by installing a high-efficiency tankless propane water heater.

### Keep the lights ON

With your own fuel supply on site, a propane generator gives you plenty of fuel to weather power outages until utility trucks reach your neighborhood. Having emergency power provides peace of mind, especially when a winter storm is forecast.

### Bask in ambiance

With a propane fireplace, there's more heat without the work and fuss. Light your fire with the flip of a switch and then enjoy the incredible atmosphere of today's log sets and realistic flames.

### Grill it up

Propane grills light instantly, heat faster than charcoal, and emit less carbon monoxide and soot. They make your food taste better too!

For convenience's sake, higher-end grills offer drawers, side burners, surface lighting and LED temperature displays.



People are taking cooking to new levels by adding cooktops, ovens and rotisseries to their deck or patio.

### Swim it up

Whether you have an above-ground pool, an in-ground pool or a spa, a propane pool heater will warm your water much faster—and at a lower cost—than an inefficient electric heater.

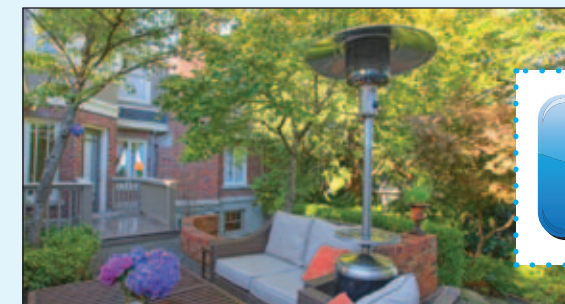


Many propane pool heaters include sensors that shut off the unit if water temperatures rise above preset limits.

### Warm it up

Take the chill out of the air with portable heaters and outdoor fireplaces, which can raise outdoor temperatures by as much as 30 degrees.

They're great for prolonging your outdoor entertaining season!



Most portable heaters immediately shut down if they get knocked over.

## have we checked your fuel lines?

As our valued customer, we want you to be aware of a potential problem that could occur with an **unprotected fuel line**. These old lines are made of copper and often encased in concrete or buried underneath the floor, which is **no longer allowed** under modern building codes.

**We can install a protected fuel line to eliminate the possibility of a costly leak.**

If these lines deteriorate and begin to leak, you could be faced with a costly cleanup.

To avoid this, we **strongly recommend** that you have your fuel delivery lines inspected and replaced with a **protected fuel line**. (We've done this for many of our customers already.) The cost is minimal when compared with the cost of a cleanup if your lines leak.

The new fuel lines we install are encased in a protective sleeve, preventing damage and minimizing the chance of a leak.

We'll be glad to evaluate your fuel lines when we do your next heating tune-up. Please call or email us to request an appointment.

## Congratulations

to our latest  
contest winners:

**Dr. Work** of Guilford  
(dinner for two);

**Robert Cairns**  
of Guilford (hooded  
J.J. Sullivan sweatshirt); and

**Mara Dae** of Guilford  
(\$1,500 gasoline gift card).

## happy retirement, Kathy

**Kathy Anderson**, our executive secretary and member of our office staff for 32 years, will retire on June 14.

*"It's a bittersweet feeling. I'll miss my co-workers and all the customers I've helped over the years,"* says Kathy. *"But I'm also looking forward to continuing with my volunteer work, travelling and spending more time with my three grandchildren."*



During her time with us, nothing was too small or too big for Kathy to handle. **We love her and our customers do too. She's a gem and will be missed!**



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## hot products that are cool

J.J. Sullivan offers a wide range of products to make your home more comfortable while helping reduce your energy costs. Here are two cool examples:

### What it is: Rinnai tankless propane water heater

**What it does:** Provides hot water on demand at a much lower cost than standard tank water heaters.

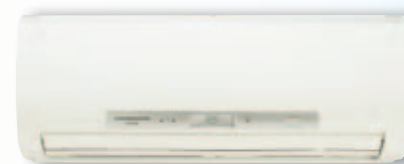
**Coollest thing:** A tankless unit can save you as much as \$1,800 on water-heating costs over its lifetime.

**Install a qualifying tankless unit this year and claim a \$300 tax credit!**

### What it is: Mitsubishi ductless heat pump system

**What it does:** Provides heating or cooling precisely where you need it in your home.

**Coollest thing:** Energy-efficient, quiet, no expensive ductwork required.



**Keep visiting [jjsullivaninc.com](http://jjsullivaninc.com) and look for updates and new features!**