



Warm thoughts



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

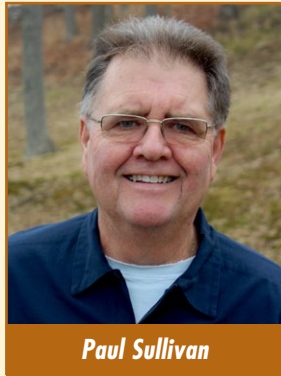
summer 2017

PERSONALLY SPEAKING

passing the torch

Dear Friends,

Fifty plus years ago, I would spend time down at my Dad's office after school. In the summer, I'd be out learning the home heating oil business from my Dad and Uncle Tom. It was the start of a long education and focus of mine. It has been stressful, exciting, exhausting, and also rewarding. I had great pride in being a part of our family tradition in the home comfort industry.



Paul Sullivan

Beginning this summer, I will be spending less time at the same office that I would visit after school. But I won't be far away—I do live across the street, after all!

Jim and JP are working tirelessly to see to your needs and to ensure your home comfort, as effectively as possible.

To this end, we have added a portal to our website where you can access your account info 24/7. This summer, we will also be opening up our new propane showroom with log set and heating stove options to view.

Please let us know what you think and e-mail us your suggestions about how we can make doing business with us even easier and more convenient.

That's been our goal for 92 years now!

Warmly,
Paul M. Sullivan

Paul Sullivan

P.S. **Congratulations to Adrian Bennett and Tom Roever**, winners of the two Apple iPad Pros from our fall contest!

ask the expert

Q *How can I protect my oil price and keep my winter heating costs low?*

A **We give you choices.** Here are your options for next season.

EZ Pay plan with price cap: This monthly payment plan spreads your fuel costs out over 11 months, and you pay either your capped price or the market price on the day of your delivery—whichever price is lower. A fee is required to cover this “downside protection.”

Prepay/fix price: Purchase your fuel in advance at one set price, which remains unchanged regardless of fluctuations in market prices. No fee is required.

We are always here to answer your questions and give you expert advice. Please visit JJSullivanInc.com to learn more.



Pamela Pascale, customer service specialist, explains pricing options for 2017.

Create toys, games, art pieces and more! Download **thousands of FREE 3D models** from the online XYZ 3D gallery.

WIN a 3D printer!

Do you have budding builders in your home? Enter to win the new **XYZprinting da Vinci Mini**, a consumer-friendly 3D printer that is easy to set up and use.

No purchase necessary. A purchase will not improve your chance of winning. Entry must be received by 6/30/17. Winners will be selected at random on or about 7/5/17 by Warm Thoughts Communications, Inc.

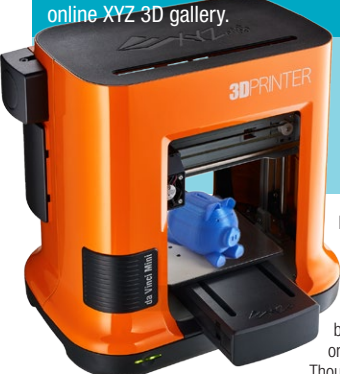
Release within 10 days of receipt unless prohibited by law. Failure to comply when requested may result in disqualification and the selection of an alternative winner. No responsibility is assumed for lost, late, stolen or misdirected mail. Entries void if incomplete, not legible or if they contain errors. All submissions become the property of WTC. Employees of J.J. Sullivan, Inc., and WTC, their affiliates, subsidiaries, agencies and suppliers, and their immediate families, are not eligible. The following prize will be awarded to five winners: **One (1) Grand Prize: XYZprinting da Vinci Mini 3D printer.** Odds depend upon number of entries received. Acceptance of prize implies consent to use name and photograph in promotional material

Read this newsletter, answer these questions and send to the address on back. All entries received by 6/30/17 with the correct answers will be entered into a drawing.

FIVE winners will be selected!

1. More school districts are purchasing propane autogas _____.
2. Propane grills heat faster than _____ and emit less carbon monoxide and soot.
3. If your oil tank is more than _____ years old, you should replace it.

without compensation. Any taxes and other expenses are the responsibility of winners. Allow 4–6 weeks after selection of winners for receipt of prize. Void where prohibited by law. All federal, state and local regulations apply. The names of the Grand Prize winners will be published in a future issue of this newsletter.



(WTC), Clifton, NJ. WTC's decisions on all aspects of the contest are final. Entrants agree to be bound by contest rules. Winners will be notified by email and may be required to sign a Prize and Publicity

new! manage your account online!

We are thrilled to announce a new feature on our company website! Through a new portal, you will be able to safely and securely access your account information, 24 hours a day, 7 days a week! You can now:

- ✓ order a fuel delivery
- ✓ request a service visit
- ✓ make a credit card payment
- ✓ and more!

Want to get started? Just visit our home page—JJSullivanInc.com—scroll down to *My Account*, then click the *Sign In* button to be connected to the customer portal.

- ✓ check your account balance
- ✓ view your transaction history
- ✓ access your last tune-up or delivery date



5 reasons to call us for propane service

If you're looking for a reliable propane provider or want to convert your old appliances to propane, please contact J.J. Sullivan today! Here are five reasons that it pays to switch your propane service to us.

- 1. Reliable service.** We always go the extra mile to deliver fuel and service—even when the weather is at its worst; you can count on us for emergency service 24 hours a day, 7 days a week.
- 2. No hidden delivery fees.** We're honest and up front about our prices!
- 3. Long-term savings.** Our programs and services, combined with the skill and experience of our technicians, help you save money year after year.
- 4. Locally owned and operated.** Our employees live in the neighborhoods they love to serve.
- 5. Longevity.** We have been around for 92 years and plan to be here for many more.

Please contact us today to learn more about our propane services.

Indoor Comfort Marketing magazine recently featured our company in its Jan/Feb issue! Check out our website for the link!



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smart moves for summer

Why wait for fall to prepare for the next heating season? Here are five moves to make now that can really pay off later.

- **Enroll in our EZ Pay plan** to spread out winter fuel costs.
- **Upgrade to a high-efficiency oil or propane-gas heating system** and eliminate big heating bills forever.
- Beat the fall rush by **getting your heating system tuned up now.**

➤ Save on repairs, guarantee your tune-up, ensure a fast response and increase your peace of mind with our **heating service plan coverage.** (Visit the *Heating* section of our website for details.)

➤ Forget about checking your tank and calling us for fuel. **Switch to automatic deliveries** and we'll do all the work. You'll virtually eliminate the risk of running out of fuel too!

Please call, or contact us through our website for further details.