



# Warm thoughts



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

summer 2018

**PERSONALLY SPEAKING**

## your comfort is our priority

Dear Friends,

**What a challenging** winter we all suffered through! Our drivers pushed it to the limit during the long cold spell, working double shifts and doing whatever it took to get fuel into tanks, despite the worst conditions we've seen in years. They truly appreciated those cups of coffee that many customers offered them. And we thank you for all the calls and emails recognizing their heroic efforts.

Speaking of deliveries, this winter once again proved how our automatic delivery service provides real peace of mind. We always know when you should need fuel, and we can adjust deliveries based on the weather forecast.

However, if you call or email in your orders, you run the risk of your tank level getting too



*Jim Sullivan*

low, especially during periods of super-cold temperatures, when you use much more fuel than normal and many are calling for fill-ups. It's too soon to predict what next winter will be like, but we do know that automatic deliveries will make your life easier.

Now that you're enjoying the warm weather, remember that we can help you keep your cool with

a tune-up or a new cooling system. Call and let us know how we can help.

Warmly,

Jim Sullivan

## don't sweat winter fuel bills

### Enroll in our EZ Pay plan!

Your payments will be manageable all season long. Consider price protection, too: It can protect against fuel-price surges when temperatures plunge. You can choose either a price cap or a prepay/fixed price. We'll be mailing price information out soon. If you would like to sign up for price protection or EZ Pay, now is the time to enroll.



**Our team replaced a lot of old boilers over the winter.**

## WIN a new iMac!

**This powerful 21.5" iMac** comes packed with all-new processors, the latest graphics technology, innovative storage and higher-bandwidth connectivity. And you can take it all in on a bright and colorful Retina display.

**a \$1,500 value!**

Read this newsletter, answer the questions below, cut them out and mail it to the address on the back. All entries received by **7/10/18** with the correct answers will be entered into a drawing.

**Good luck!**

1. Electricity is 32% efficient, propane is \_\_\_\_\_% efficient.
2. \_\_\_\_\_ levels for heating oil have been reduced dramatically, improving heating system efficiency.
3. Propane is nontoxic and doesn't pose a threat to soil and \_\_\_\_\_.

No purchase necessary. A purchase will not improve your chance of winning. Entry must be received by 7/10/18. Winners will be selected at random on or about 7/17/18 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, Inc., and WTC, their affiliates, subsidiaries, agencies and suppliers, and their immediate families, are not eligible. Must be at least 18 years old to participate. The following prize will be awarded to one winner: **One (1) Grand Prize: 21.5" Apple iMac.** Odds depend upon number of entries received. 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.

## snapshot

**Marcello Avallone** joined the J.J. Sullivan service team straight out of technical school. After working as an apprentice, he achieved his goal of becoming a licensed technician.

*"I really like the work," he says. "I grew up in the area, and I like that I know the people and the communities we serve. And that the company is locally owned and operated."*

Marcello says that his school prepared him well for his job, but this winter was a real boost to



his confidence. *"We were so incredibly busy because of the extreme cold. I really got to test my skills and I learned a lot."*

While he enjoyed the challenges the season delivered, he's looking forward to summer, when the workload is less and he has time to do some fishing.

*"Every spare minute, I'm out on my boat!"* he says.

## are you entered to win a dinner for two?

**Everyone who schedules a heating-system tune-up before August 31** will be entered in a drawing to win dinner for two at a local restaurant. Five second-place prizes, J.J. Sullivan hooded sweatshirts, will also be awarded. By getting your tune-up done now, you will:

- ✓ **Beat the rush** by having your heating system all ready to go for the first cold day next fall.
- ✓ Keep your system running at peak efficiency and **save as much as 10% on annual fuel bills.**
- ✓ Reduce the chance of being inconvenienced by a **costly winter breakdown.**

**Get your a/c tune-up done at the same time and we'll give you a discount. Contact us today!**

**Note:**  
We are always looking for **office staff** and **part-time drivers** in the winter!

**Contact us!**



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**Return service requested**

## ready to replace?

**If your central air system** uses outdated **R-22 refrigerant**, it's important to replace it soon.



**A view of a recent A/C installation, inside and out.**



Due to changes in federal law, older R-22 equipment has become difficult to keep in service, and the R-22 refrigerant is becoming scarce and expensive. If you develop a refrigerant leak, the repairs will certainly be hundreds of dollars or more.

If you're not sure what type of refrigerant your air conditioning system has, please call us. We'll tell you about your options in new systems. All of the A/C systems we install use economical and environmentally-friendly R-410 refrigerant.

Upgrading to a higher efficiency cooling system now can save you a lot of money over the long run — on utility bills and repair costs.