



Warm thoughts



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

late winter 2012

PERSONALLY SPEAKING

NEW! propane delivery and service

Dear Friends,

In these challenging times, we're doing everything possible to keep you comfortable and save you money. That's why we've been researching the benefits of offering a supplementary heat source and alternative fuel. So we're pleased to announce the introduction of our propane division.

With propane, you can count on us for the same reliable service J.J. Sullivan has been providing our heating oil customers for nearly 90 years. Besides dependable deliveries, we have the expertise to install and service propane tanks, heating systems, fireplaces and much more. See page 4 to learn how you can benefit from propane.

Besides getting our propane operation up and running, we've been working hard to control our cost of doing business—so we can lower our costs to customers. One example is **Entertrac**, a remote monitoring



Paul Sullivan

system for fuel and propane tanks. It eliminates unnecessary fuel deliveries by allowing us to monitor your tank daily.

Finally, we know that the most important thing you expect from your fuel company is our being there for you when you need us. While the need for emergency service has been vastly reduced because of this year's mild winter, we always remain on call to

provide you with help in a hurry.

Thank you for trusting us with your comfort.

Warmly,

Paul M. Sullivan

Paul Sullivan

Did you notice our new colors? The blue is for our oil trucks and the green is for our propane trucks. The green also symbolizes our commitment to the environment.



our sludge-busting fuel additive

Sludge is one of oil heat's biggest enemies. It can accumulate in your oil tank and compromise your heating system's performance. That's why we add **Sullivan Supreme**, a special "sludge-busting" additive, to your heating oil. It prevents sludge from forming and protects your system from problems that could develop down the line.



It offers these other benefits too:

- **cleaner-burning fuel**, for cleaner system components and longer system life
- **reduced bacterial and fungal growth**, which inhibits sludge formation
- **protection against tank rust and corrosion**
- **extended fuel storage time**
- **improved heating oil stability** (keeps fuel from breaking down and becoming harder to burn, which lowers system efficiency)

There's no charge for this additive. It's one of the "value added" benefits you receive as a J.J. Sullivan customer.



Win a Weber grill!

Make next summer's backyard barbecues spectacular ones with this high-end Weber propane grill. Read this newsletter and answer the questions on the enclosed reply card. All entries received by 5/14/12 with the correct answers will be entered into a drawing for the prize.



The **Weber Summit S-420 grill** features 538 square inches of primary cooking area and four stainless-steel burners that generate 48,000 Btu's per hour of intense cooking heat. **Can't you hear those steaks sizzling already?**

Total prize value:
\$1,799!

No purchase necessary. A purchase will not improve chance of winning. See enclosed card for details.



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congratulations

to **Glenn P. Stefan**, winner of the **\$1,500 gift card**
from our fall newsletter contest!

► **win a Weber grill***

► **protect your system, earn money toward a new one**

*No purchase necessary. A purchase will not improve chance of winning. See enclosed card details.

good looks and warm winter comfort

J.J. Sullivan is proud to offer
propane gas log sets from R.H. Peterson.

Available in a range of styles from contemporary to traditional, our eye-catching log sets offer efficient heating and warm relaxing comfort. With handcrafted logs, natural-looking flames and glowing embers these inserts magnify the beauty of your hearth.

Operation is simple, with manual controls or thermostatic remote. With 99% heating efficiency, these propane log sets use less gas and save money. Vented and vent-free models are available. For safety, all vent-free inserts come with an oxygen depletion sensor.

Call us today to learn more about propane fireplace options.



propane: a smart versatile fuel

Did you know that propane is a great alternative to electricity? It can be used to heat your home and household water, and it's great for space heating, fireplaces, cooking, clothes drying and more. But there are other reasons propane has become so popular.

It's energy efficient. Propane burns hotter and more efficiently than many other energy sources.

It's environmentally friendly. Using propane instead of electricity helps cut greenhouse gas emissions and improve air quality. (These environmental problems stem from the power plants that generate electricity.)

It's safe. Propane, which is regulated by the National Fire Protection Association, has an excellent safety record.

It's local. About 90% of the propane used in the United States is produced domestically.

We have service technicians who are propane experts. They can check your propane appliances for proper ventilation, and your tank, lines and valves for safety.

To learn more about propane, call and ask for Brenda, or return the enclosed reply card.

our service plans offer protection and savings

If just one key part of your heating system fails, it could cost you hundreds of dollars to repair or replace. But with a **Value Comfort Plan**, you're covered 100% for the repair or replacement of a long list of parts. This plan also includes:

- **an annual "Top-10 Tune-Up" for fuel savings and longer equipment life.**
- **\$25 in Loyalty Credits for each year you are in a plan (up to \$500) — credits you can use for the purchase of new heating, cooling and propane equipment.**

coverage for an even longer list of parts, and \$50 of annual Loyalty Credits.

When it's freezing outside and your heating system is working overtime, it's nice to know that you are protected if something goes wrong. Please call us today or return the enclosed card to learn more.



For even greater protection, consider our **Value Comfort Plus Plan**, which includes

We're now updating our website to include information about propane. Remember to keep checking **jjsullivaninc.com** to find out all we can do for you!