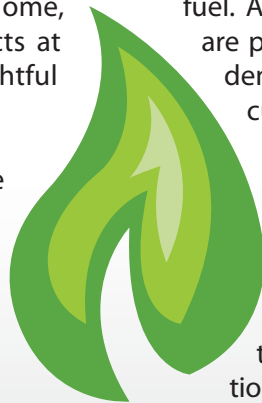




Hello from the Team at Medford Heating!

We would like to welcome you to our quarterly newsletter, The Medford Messenger. Included in each edition are helpful tips for around your home, specials on services and products at Medford Heating, and insightful articles relating to your comfort.

At Medford Heating, we are dedicated to keeping our loyal customers updated with current news and information about us and our community. We understand the value of communication and want to ensure that our customers recognize that we care about their thoughts and opinions.



Medford Heating is pleased to announce that we are the only full service oil company to adopt BioHeat as our heating fuel. As a customer of Medford Heating you are part of the solution to energy independence. Our entire customer base is currently receiving BioHeat!

How Do We Look?

To celebrate our 50th Anniversary as a full service heating oil and diesel fuel company, we have adopted the green flame to illustrate our transition and commitment to becoming a green and more responsible oil company. In the coming months our customers will be seeing a gradual change into our new look.

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A FRIENDLY REMINDER:

Please clear a path to your fill pipe so our drivers can deliver your fuel. We also want to remind our customers that it is the homeowner's responsibility to periodically check their oil tank, oil lines and monitor their unoccupied homes to ensure that everything is in working order. **Thank You!**

Celebrating 50 Years of Excellence!

Medford Heating is a family owned and operated heating oil and diesel fuel company which has been serving the community since 1959!

Service Agreement Value *Plan, Contract, Agreement?*

At Medford Heating, we pride ourselves in always looking out for our customers. We want to take a minute to remind our customers that our Service Agreements can help you save on heating costs! Our Service Agreements all contain important items that will help you save on your heating bills including:

- 1) **An annual tune-up.** Tune-ups on your heating system should be performed annually. Your annual tune-up could help you save up to 10% on heating costs!
- 2) **Parts Protection.** Our Service Agreements contain repair or replacement of many parts of your heating system that tend to need replacing.
- 3) **The TankSure® Program.** The TankSure® Program helps you to protect your biggest and most important investment: your home. This Program identifies oil tanks that need to be replaced, in most cases before these tanks leak oil.

Worry Free Plan *Our Best Packaged Deal!*

EASY PAY PLAN



AUTO DELIVERY



PREMIER SERVICE POLICY

Medford Heating's Worry Free Plan is just that, it incorporates the three most critical components of your dependable, full-service oil company. Each of these services are available on their own; however, we recommend that you bundle them into our Worry Free Plan and receive all the benefits described as follows.

- 1) Our easy pay plan, with electronic bill pay, levels out the spikes in your energy costs and gives you the advantage of predictable even payments throughout the year. There are also rebates available at the end of the heating season based upon your usage and payments.
- 2) Our automatic delivery program, making your deliveries worry free.
- 3) Our premier service policy to provide worry free tune ups for your heating equipment and worry free operation 24/7. In the unlikely event of an equipment breakdown, our professional technicians will be there in a flash -- no worries.

Clearly, "worry free" just makes sense! In this fast moving world where you do not have a second to think about what is coming next, depend on us to keep this area of your life simple, safe, and warm.



Service Provider VS. Discounter: *What's the Difference?*

With the current state of the economy everybody is looking for ways to cut costs, especially this time of year. Most of us have seen the "Drop & Run Discounter" oil truck drive by with what appears to be a very affordable price per gallon plastered to the side of it, along with a number to call. What are you really receiving when relying on an oil discounter?

A few years ago, a long-time customer decided to make the switch to save money, what happened next did anything but. When his oil burner failed to produce heat, on a colder than normal evening, he called the discounter only to be greeted by an answering service. Freezing cold and getting an earful from his wife, he called us and asked if there was anything we could do. First, we explained that taking care of our customers is the exact reason we offer service plans. Next, we did the only thing we know how to: help them out.

Later that evening, we had their system up and running. The couple was very grateful and realized that in the long run, a service provider is the only way to go. They signed up for a plan the next week and have been loyal customers ever since.

Do not be fooled by the lower price. Medford Heating can work with you to make your payments affordable and there are financing options available for any budget. When you heat your home with Medford Heating, it is not just the price per gallon that matters, it is the peace of mind knowing that no matter what issue arises, you will be taken care of.

How Do They Compare?

	MEDFORD	DISCOUNTER
• Continuing Education Training for All Technicians	YES	—
• 24 Hour Emergency Service	YES	—
• Heating System Sales, Service, & Installation	YES	—
• A/C Sales, Service, & Installation	YES	—
• Annual System Cleaning & Tune-up	YES	—
• Premier Service Plans	YES	—
• The TankSure® Program	YES	—
• Automatic Delivery	YES	—
• Heating Oil, Kerosene, Diesel Fuel, Gasoline	YES	—
• Full-time Delivery Trucks	YES	—
• 50 Years Experience	YES	—
• 12 Month Budget Plans	YES	—
• Prompt Payment and Volume Delivery Discounts	YES	—
• Credit Terms Available	YES	—

WOULD YOU LIKE TO SAVE \$3,500?

Underground Storage Tank Funding Now Available to New Jersey Homeowners with Non-Leaking Oil Tanks.

The New Jersey Department of Environmental Protection is offering grant money to replace old, buried oil tanks. In many cases the grants, which can be applied for at www.NewTanksNJ.org, fully cover the cost of replacing a non-leaking underground oil tank. Please contact Medford Heating today for more information!








The TankSure® Program More Than Just a Tank Test

Our TankSure® Program is more than just a visual inspection and ultrasonic test of your above ground heating oil tank, it is a very important method to determine the true integrity of your tank and prevent an unexpected oil release. At Medford Heating we believe being proactive towards tank replacement is the best way to help protect your investment in your home and our environment.

Once qualified for the Program, (*about 94% of all tested tanks will qualify*), **you will become eligible for a \$1,000 Tank Replacement Payment** toward a new tank when you need one. Tanks that disqualify and are in need of immediate replacement will receive a \$200 credit towards that tank replacement.

The TankSure® Program Valuable Benefits Include:

-  Qualifying tanks receive a valuable tank replacement payment to help cover the cost of a replacement.
-  EPA Approved Testing Technology. Ultrasonic equipment detects the level of corrosion inside oil tanks.
-  Helps protect your home, your biggest investment, your property and our environment. Proactive replacement can help avoid costly remediation expenses.
-  Inspects common tank components such as legs, seems, fill and vent pipes, oil lines and vent whistle.
-  Ultrasonic inspection of tank walls thickness evaluates when a proactive replacement is necessary BEFORE the tank leaks.

Upgrading Your Heating System?

Are you looking for a way to save on your heating bill? One option to consider is upgrading your heating system. If your heating system is over 15 years of age, there is a good chance that it is not running as efficiently as it should be. The new high efficiency heating systems can help save significant money on your heating bills. Additionally you might also be interested to know that some states are offering incentives, tax credits and rebates for installing a new heating system.

15+ YEAR OLD
BOILER/FURNACE
NOT EFFICIENT!

NEW ENERGY STAR
BOILER/FURNACE
VERY EFFICIENT!

What is Biofuel?

All of our customers are currently receiving BioHeat!

Biofuels are something that we at Medford Heating firmly believe in. We have committed ourselves to using and promoting them because it is a cleaner burning fuel, resulting in better efficiency. Biodiesel has superior performance capabilities in diesel engines and oil heat systems, and displaces our need for foreign oil, thus supporting American energy independence. Biofuels also reduce harmful greenhouse gas emissions, which greatly improves the air quality in our community. Biofuels are good for everybody on so many levels, and are a great step in the right direction.



10¢ per Gallon Referral Program Start saving 30¢, 40¢, even 50¢ per gallon today!

For each person you refer who becomes an Automatic Delivery customer, we will give you a 10¢ per gallon discount for the entire heating season! Furthermore, your friends will receive a 10¢ per gallon discount as well! Simply tell us that you referred them. This offer is limitless so you can refer as many friends as you want, saving an additional 10¢ per gallon every time. Be sure to tell your friends, relatives, and neighbors about the great service and products you enjoy from Medford Heating!



SPOT THE DIFFERENCE ANSWERS:
Chimney smoke, Extra button on snowman, Missing wreath on door, Extra mound of snow by girl's foot, Far left tree missing a branch, Extra footprint, Ball on top of girl's hat, Extra shoe lace on girl's right shoe, Missing branch on snowman's left arm, Extra snowflake top right.



Medford Heating Oil
188 Rt. 70
Medford, NJ 08055

Service Hours: 24/7/365 Emergency Service
Home Improvement LIC.#: 13VH02477000

Office Hours:
Monday - Friday
8:00 a.m. - 5:00 p.m.
Closed Saturday and Sunday

Phone: (609) 654-2188
Email: info@medfordheating.com
Web: www.medfordheating.com

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THE MEDFORD MESSENGER

A NEWSLETTER FOR OUR VALUABLE CUSTOMERS



WINTER 2010 ISSUE

WELCOME!

The Medford Messenger is full of great stories and articles that will help you save with heating costs, inform you of new services and special offers! Have a look!



FOR THE KID'S - SPOT THE DIFFERENCE

Can you locate the 10 differences in the two illustrations below? Answers on the inside. Good luck!

