

WARM THOUGHTS®



FROM KLASEN OIL

SPRING 1998

PERSONALLY SPEAKING

Lower Your Winter Bills This Summer

Dear Friends,

Thanks to everyone who responded to our survey. Your comments were very much appreciated, and as promised, we've looked carefully at your suggestions.

Many of you expressed an interest in lowering your fuel bills. So we've looked into the matter and figured out how we can help.

History shows that oil prices are generally lower in the summer than in the winter. To help you take advantage of this occurrence, we've created our **Pre-Buy Plan**.

This special program allows you to purchase a season's worth of oil up front with just one payment at a low "off-season" price. We'll base the amount you buy on the average number of gallons you've used in past winters.

You Win Either Way

Even if the regular price of fuel rises



Bob Klasev

dramatically, you will have paid no more than your Pre-Buy price. And if, at the time of your delivery, the price of fuel with discounts is lower than your Pre-Buy price, you will pay the lower price.

If you'd like to heat your home next winter without any unpleasant surprises, Pre-Buy is the way to do it.

Sign-ups are in July and August, and you can call our office after July 1 to find out the Pre-Buy price. Watch your mail for more details coming soon.

Warmly,

Bob Klasev
President

P.S. Congratulations to our drawing winner, **Larry Kilgore**, who received a \$50 Klasev credit!

Do You Qualify for a Discount?

In addition to our Budget Plan and Pre-Buy Plan, Klasev Oil offers three other ways to save on fuel.

- 5 **Quantity Discount:** For a single delivery over 400 gallons.
- 5 **Senior Citizen Discount:** Must be at least 62 years of age and head of a household.
- 5 **Cash Discount:** For fuel purchases paid in full when product is delivered or within seven days with approved charge account. ♠



What's New? Propane Budget Plans!

For those of you who use bottled propane gas, we're excited to offer something that our heating oil customers have been enjoying for years—a **Budget Plan!**

Budget Plans allow you to plan ahead and protect your savings.

They don't cost anything, make paying bills convenient and give you more money to take care of other household expenses.

If you use both heating oil and bottled propane, your purchases can be combined into one easy budget payment.

How It Works

We divide your average annual purchases of heating oil and/or propane into 10 low monthly payments. Instead of cramming your payments into a few short months, you can keep more money in your pocket by making smaller payments each month from July through April. If you have a credit balance at the end of April, you can use the extra funds to pay for deliveries in the summer, or apply them to next year's purchases. (You must have a zero balance or credit balance at the end of June to start next year's Budget Plan.)

Please call us today for more details! ♠



For your convenience, we accept Visa, MasterCard and Discover credit cards for payments! Best of all, if you use a credit card, you can still receive the "cash discount" if applicable.



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Do You Have Enough Hot Water?



Are you among the families that have to ration their hot water because of "slow" electric water heaters?

See if any of these situations sound familiar:

- ✓ Family members have to take showers in shifts—morning or night—so the hot water doesn't run out.
- ✓ Laundry has to be done at inconvenient times to make sure there's enough "hot water ration" for the washing.
- ✓ Electric bills are at least twice as much as the family next door, who don't use electricity to heat their water.

What's the Problem?

While electricity is great for lighting your home and running small appliances, it fizzles out when it comes to heating water. That's because the recovery time for electric units to make hot water is too long for the needs of most families.

If your family's demand for hot water is greater than the unit's recovery time, then chances are you've experienced the frustration of a shower turning cold while you have a head full of shampoo.

If you're heating your water with electricity, call us. We can help you get all the hot water you need (even if you have teenagers in the house!) and help you save from \$200 to \$600 each year by pulling the plug on your electric water heater. 🔌

Prime Time for Oil: High Supplies and Stable Prices

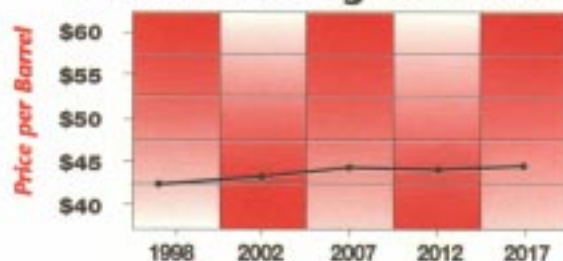
"The report of my death was greatly exaggerated."

—Mark Twain

Back in the Energy Crisis era of the '70s, skeptics predicted that the world's oil wells would dry up by the 1990s. These gloomy forecasts for the future of oil, however, didn't take into account the power of technology.

Because we can now drill for oil faster and farther than ever before, the world's reserves now total more than 1,000 billion barrels, which is double the amount of reserves available 25 years ago. This large supply has resulted in projections by the Department of Energy for stable prices well into the 21st century. 🔌

Department of Energy Estimates Future Heating Oil Prices*



*Source: Department of Energy 1998 Annual Energy Outlook.