

GIROUX

OIL SERVICE CO., INC.

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FAMILY OWNED AND OPERATED SINCE 1959

March 1, 2007

Dear Friends,

Despite the warm weather at the beginning of the year, Winter is here in full force. We continue to work hard every day to make sure that no one – whether long-time customers or recent converts – goes without heat during this time.

This weather puts stress on your heating system. We want you to be safe and warm so if you have any trouble with your heat, or if it just doesn't seem to be doing the job, please give us a call. We want your system to be in the best working order possible.

If you use Propane, you may have been concerned by recent reports about Propane shortages. Our supply is secure. We



have determined our requirements and can promise we will do everything in our power to make sure you don't run out. If you use Propane but aren't a Giroux Propane customer,

what assurances are you getting from your current supplier? Maybe it's time to get all of your fuel needs from one reliable source.

Thank you for your comments on our web site. I appreciate your emails but remember for the very best service and all your fuel needs, please continue to call the office at 797-7111.

Warmly yours,

Steve

Steve Giroux

A Note of Thanks

"I have been a customer with Giroux for only a few years now. However, in that time I have certainly been pleased with the service and professionalism of the technicians and office staff from the start. It is a good feeling knowing that if I go to bed and I lose heat my family will not go cold because of the 24- hour service provided.

I think that the newsletter and web site is a fantastic idea." Jeff S.

Bio (Fuel) Feedback



There's been a lot of discussion in the news about global warming and the effects it may be having on our world. It's easy, with these global issues, to feel somewhat helpless. It's hard to see how to make an impact.

Many existing Giroux customers have converted to Biofuel. We've also added several new customers who have switched to us so they can purchase Biofuel. Some are attracted by the environmental factors. Others like the idea of reducing our reliance of foreign oil sources.

Kristina Parisien told us that she drives a hybrid and tries to do little things to reduce their oil consumption. "It's a challenge," she explained, "living in a 1930's colonial, but we try to recycle and conserve. Switching to Biofuel seemed like a

way to cut back a little more. If everyone did a little, it might make a difference."

Improved efficiency appealed to Bill Karl. "A cleaner burning fuel was not only better for the environment, it was also better for our home heating system. The price difference isn't that significant. And," he added, "if it improves the efficiency of the system, it may turn out to be more cost effective."

No matter what your reason for switching, Biofuel can be added to your existing tank of oil without any side effects or upgrades. The industry research supports the expectation of improved efficiency and reduced maintenance costs. We'll be watching for industry updates and comparing it with our customers' experience. We'll let you know what we learn.

Traveling this winter? We hear a story like this every year...

Someone goes away on a trip leaving their house empty for several days. Before they go, they ask a neighbor or relative to pick up the mail and keep an eye on the house. They come home to a disaster because no one noticed that the heating system failed, pipes burst and water damaged parts of the interior. Before you go away, ask someone to make sure the heat is working in your home every day.

Ron Giroux, Sr., Service Department

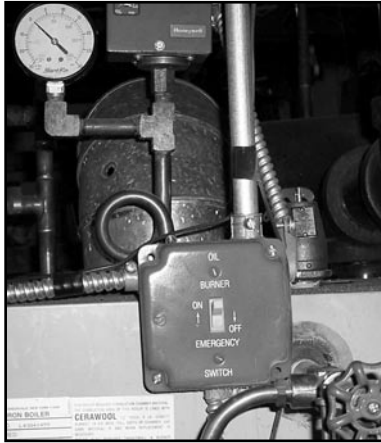


Thanks again to all who took the time to ask a question, send a note or tell us how we are doing. We appreciate all the feedback.

What Lies Ahead... Mud Season and Tune-up Time

Although the most demanding winter weather will soon be over, your heating system will continue to work steadily for several months. It will soon be time to schedule an appointment to have your system checked and tuned.

There are several good reasons to have your heating system checked each year. The most compelling reason for many people has to do with the price we're paying for oil this season. Your system will work more efficiently if it is properly tuned. That's the only way to get the most from your heating budget.



Another key reason has to do with safety and health. An improperly tuned system releases more pollution into the air.

When the system isn't properly maintained, you run the risk of system failure which could mean no heat or even worse. Why run that risk?

This is also a good time to consider one of our service contracts to protect you in the event of a system failure. There are several levels of protection plans to choose from and all include the annual tune-up. Ask if this might be a good option for you when you schedule your service appointment.

We can help!

When the cold weather hits hard like it has in the past few weeks, we often get several calls from folks who can't get oil from their usual "cash" supplier. We can help. If you know someone who doesn't have a delivery contract, tell them to call us. We have room in our schedule for a few extra deliveries. We don't want anyone to run out in this severe weather.



Mark Giroux,
Oil Delivery Supervisor

From the Mail...

We received several interesting questions this month. Thank you to all who took the time to send us correspondence. We appreciate your efforts.

Q: Is there a way to do on-line bill payment? If not, can I just call in with a debit or credit card from my bank account?

A: We do not take on-line payments. However, we can help you establish an ACH Direct Withdrawal from your checking account. All you need to do is complete our authorization form. After a delivery or service call, the total amount will be withdrawn from your checking account. We also accept all major credit and debit cards. For more information or to request the necessary forms, please give us a call at 797-7111.

Q: Can I arrange an oil delivery for this week? Do you have time available? Please call so we can make an appointment.

A: Yes, we can make an unscheduled delivery on short notice. It's crunch time in the oil business. The weather is cold and homeowners are in need of fuel. If you know folks who are having trouble getting timely deliveries from their current oil dealer, please tell them to contact us. We have room in our schedule and can assist them in a prompt manner. Keep in mind however, that the best way to schedule a delivery is to call us at 797-7111. The web site is not currently set up for taking orders or scheduling deliveries.

Degree Days Follow Up

You might be wondering where we stand with Degree Days so far this year. Our projections show February might ultimately be just as cold as January even though there are three fewer days. We're about 500 Degree Days behind the average winter total through February 20. Although it has been very cold for the past few weeks, this winter is shaping up to be much warmer than normal.

Here is a look at Degree Days over the past few years for the months of December, January, and February. It puts Mother Nature into perspective.

