

GIROUX

OIL SERVICE CO., INC.

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FAMILY OWNED AND OPERATED SINCE 1959

October 1, 2007

Dear Friends,

It's the start of a new season at Giroux Oil. We'll be keeping a close eye on the weather over the next few weeks to ensure we're ready at full capacity the moment you need us. That's been the fall tradition here ever since my grandfather made his first delivery. I can honestly say that fall is still a time of excitement for the entire family and staff.



As Art, Ron and Bill take on new roles, rest assured that you can rely on Mark, Ron Jr., our staff and myself to continue our fathers' commitment to customer service. Your calls and questions will continue to be answered promptly. You'll always have access to whomever you need to speak with. Our fleet will continue to shine just as it has since our grandfather's days.

Our commitment to the founding principles will be enhanced with our goal to provide for all your energy needs. We'll be watching for opportunities for alternative fuels and other ways to improve every aspect of your experience with Giroux Oil.

Please don't ever hesitate to call with questions or concerns. You may also email us at GirouxOil@maine.rr.com.

Warmly yours,

Steve

Steve Giroux

Three generations make *SERVICE a family tradition*

Giroux Oil Service Company began 48 years ago as the dream of Wilfred Giroux, Sr. His goal was to give each customer the best service possible and to provide a great working environment for his employees. As the company grew, his three sons became involved and each one eventually joined the company full time. For over four decades, the three Giroux brothers ensured that every customer was treated like a valued member of the family.

Over the past few years, Art, Ron and Bill have turned more and more of the daily activities over to the next generation of Girouxs. Now Wilfred's three grandsons, Steve, Mark and Ron Jr. manage most of the day-to-day operations.

Like their fathers, Steve, Mark, and Ron Jr. grew up in the business, tagging along on oil deliveries and night or weekend service calls, spending time in the office, and listening to their dads speak with customers. Mark, having the most experience, joined the company on a full time basis as soon as he graduated from high school. Ron Jr. returned to the company after a period of time spent as



Ron, Art and Bill Giroux form Giroux Oil's Board of Directors.



Ron Jr., Steve and Mark Giroux are gearing up for another busy season.

a police officer for the city of Lewiston. Steve went off to college for his business degree and a college baseball World Series championship. Each, like his dad before, has his own style but all share the same commitment to customer service that has become the hallmark of every company decision.

Over the years, our staff has expanded beyond the family but we're proud of the fact that our company has always been family-owned and managed. There's always a member of the family to take your call and respond to your concerns. And

even though Art, Ron and Bill are not in the office every day, they want every customer to know they are readily available to speak with customers should the need arise.

Moving forward, Art, Ron and Bill will take on new roles as an active Board of Directors. They will oversee company direction and be involved in major company decisions. Steve, Mark and Ron Jr. will continue to respond to customer requests for more energy efficient heating systems, environmentally-friendly alternative fuels and all customer energy needs. Most importantly, they will look for new ways to deliver our primary product: service.

Art, Ron and Bill are happy to have a little more time to relax and enjoy life, especially with the knowledge that customers are in such good hands. They're very proud to have carried their father's tradition forward and that the company will remain in the family to continue as one of the few locally owned oil companies remaining in the region. They're confident that Steve, Mark and Ron Jr., along with the staff around them, are the right team to bring Giroux Oil into the future.

Giroux installs Rinnai® heaters, gas fireplaces and fireplace inserts



Have you always wanted a gas fireplace? How about a new Rinnai® Heater for the sunroom or new addition? Give us

a call and we can advise you on the best product for your situation. Our technicians can handle the job from start to finish.

Giroux Customers Warm Up to Biofuel

A growing number of Giroux customers are making the switch from traditional #2 heating oil to premium, soy-based B5 or B20 Biofuel.

Premium soy-based Biofuel is the highest quality alternative fuel available today. A minimum blend of 5% soy-based Biodiesel (also called pure B100) mixed with 95% #2 heating oil is the typical choice but this year some customers are making the switch to B20—a blend of 20% Biodiesel with 80% #2 heating oil.

This trend is reflected across the country as more people become familiar with the benefits of burning alternative fuels. Nationally, 2006 saw the use of Biodiesel (pure B100) skyrocket to 250 million gallons from approximately 75 million gallons in 2005.

According to the National Biodiesel Board, there are 151 plants operating throughout the country. Many of them are

family or farmer-owned, and most fall into the category of small business. Biodiesel production promotes economic development. A recent study showed that the industry is expected to create almost 40,000 jobs and add \$24 billion to the overall U.S. economy between now and 2015.

Heating with Biofuel also reduces our dependence on foreign oil imports. Every gallon of Biofuel produced here in America means one less gallon that we have to buy abroad.

Biofuel is also a meaningful way to reduce pollution and create a healthier environment for all of us. And don't forget that Biofuel is better for your heating system, too!



If you are considering switching to an alternative fuel for this heating season, be sure that the fuel you choose meets ASTM D 6751 standards for quality and performance. That's why we contract all our Biofuel needs with Sprague Energy. We trust their adherence to quality standards and rely on them as strong partners in our commitment to our customers.

Sign up to receive this newsletter via email by visiting www.GirouxOilCompany.com and clicking on the link!

MODA Recognizes Giroux Oil



Steve Giroux recently accepted an award from Jamie Py, President of the Maine Oil Dealers Association in recognition of the company's 45 years of continued membership. MODA currently has over 450 members in Maine and provides training, information and support to the Maine oil dealers that serve more than 415,000 Maine households. To learn more about MODA visit their web site at www.meoil.com.

\$82.50/Barrel! What next?

We were all surprised to hear the news that crude oil hit a record high in September. Despite a calm hurricane season and no other international crises, the price of crude has skyrocketed in recent weeks.

If you are one of the customers who decided not to lock in a price protection plan, you might want to re-consider. It's not too late. We can't predict what will happen later in the season, but we know that price volatility is not going away any time soon.

Remember, in 14 of the past 16 heating seasons, the Fixed Price Plans have been the right choice. For current prices on all of our Price Protection Plans, we urge you to call us at 797-7111 today!

Simplify your life with Giroux Propane

Are you one of the many homeowners who use oil as your primary heat but also use propane? If so, let us make your life a little simpler by switching to Giroux Propane.

With one supplier providing all of your energy needs you can reduce your paperwork and headaches. You already know and trust our ability to monitor your oil consumption while providing the highest quality and personalized service. Each of our propane customers is given priority automatic delivery service to ensure the tank never runs dry.

If our drivers notice a propane tank

in your yard, you might get a phone call from us shortly after your oil delivery. We want you to know how simple it is to switch. We can bring a Giroux tank to your home and make the outside conversion in one quick trip. Then your existing supplier will pick up their tank and credit your account for the balance of fuel in your tank.

Life is complicated enough. Switching to Giroux Propane might not solve all your problems but it will mean one less bill to pay and one less phone call to make. For some of you we bet that can be a big help!