

The Thermostat

S&D Petroleum's Customer Newsletter

www.sdpetroleum.com

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So you're worried about the planet...

Our world faces a lot of challenges. Anyone can agree it is important to take care of our planet for future generations.

As a home heating company we are especially concerned about the products we sell, and the environmental impact of their use. Upgrading our storage facility this year was one way we put our concern into action. Still, the questions nagged, how much did the consumption of our products contribute to the earth's fragility? In other words, should one feel guilty about heating with oil, kerosene or propane?

First a quick review of the problem:

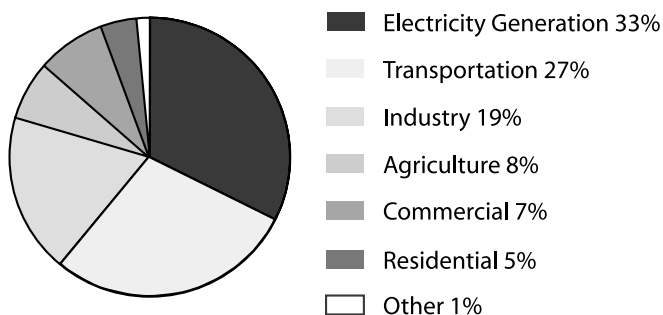
- According to the National Academy of Sciences, the Earth's surface temperature has risen by about 1 degree Fahrenheit in the past century, with accelerated warming during the past two decades.
- There is new and stronger evidence that most of the warming over the last 50 years is attributable to human activities.
- Human activities have altered the chemical composition of the atmosphere through the buildup of greenhouse gases primarily carbon dioxide, methane, and nitrous oxide. The heat-trapping property of these gases is undisputed.
- In the United States, approximately 6.6 tons (almost 15,000 pounds carbon equivalent) of greenhouse gases are emitted per person every year. And emissions per person have increased about 3.4% between 1990 and 1997

In short: the sun heats our earth. The more excess carbon we emit into the atmosphere, the more heat is trapped, and the warmer our planet becomes. A warmer planet means changing weather patterns, melting ice caps, and more disease spread via insects that thrive in warmer conditions.

It is easy to see from the chart below that the major contributors to carbon emissions are Electricity Generation and Transportation. Home heating (fuel based) and cooking is responsible for 5% of the total pie.

For the concerned citizen, there are many ways you can influence each piece of this pie, on the national, local, and personal level. Let's look at three major areas: Electricity usage, Transportation, and Non-Electrical Home Energy.

Sources of Carbon Emissions



Electricity: Coming in at 33% of the carbon emissions pie, the generation of electricity is a major problem. Supporting Clean Air legislation and sustainable energy projects is one way to help lower emissions nationally.

There is plenty you can do in your own home as well. In the aver-



From the President's Desk

Dear Valued Customer,

Winter came in like a lion this year, with cold weather in December and January that, at times, approached last year's records.

Special thanks to our tireless delivery team, who battled the weather, the wind and ice, to bring fuel to your home. Thanks also, to our office staff, who put in lots of overtime during these coldest weeks, as phones rang off the hook. Finally, kudos to our Service Department, who came to the rescue when our customer's heating systems needed some extra help.

While we are spreading our thanks around – we want to thank you too! We truly value your steady patronage, your appreciative messages and kind words. We appreciate your business, and will continue to strive to provide the best service possible.

Very truly yours,

age home over 70% of carbon emissions are attributable to electricity usage. The carbon is generated far away, perhaps in a coal-fired plant, but the consumer creates the demand. There are easy ways you can make a difference.

Cut down on your usage by:

- Replacing just one 60-watt bulb with a 15 watt Energy Star bulb, you save 154 pounds in carbon emissions annually.
- Replacing an older refrigerator with a new energy star model, you save 1,700 pounds annually.

Transportation: Of course commercial transportation counts for some of this, but what about individuals? Do you use public transportation? If not, is your vehicle fuel-efficient?

- Improve your gas mileage by 5 more miles to the gallon, and save 3,024 pounds annually.
- Cut down on miles you drive by 50 miles a week and save 2,823 pounds annually.

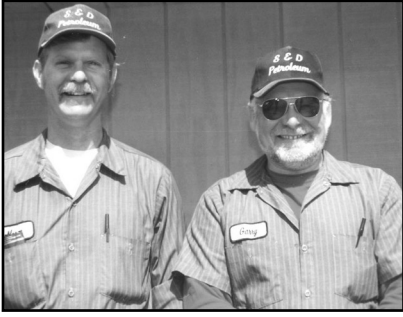
Non-Electrical Home Energy: Viewing the chart it is easy to see how small a piece residential heating and cooking is in the carbon emissions pie. While this is reassuring, there are still positive steps to be made. Maintaining, and/or in some cases replacing, your heating equipment will help it run cleaner, and more efficiently saving you money and lowering your carbon emissions. Is your home properly insulated?

- By replacing single glazed windows with Energy Star windows, you could save 4,600 pounds annually.
- By replacing an old boiler or furnace with a new energy efficient model, you could save 4,000 pounds annually.

Finally, support the forests of our globe. Nature has a way of recycling elements. Trees do a beautiful job of taking CO₂ out of our atmosphere and "exhale" Oxygen. The more trees we have, the better our planet can heal itself as we struggle to limit our carbon emissions. Plant a tree, buy recycled paper products and support protection measures for existing forests.

Join us in taking these steps to make positive changes for our planet. Check out the Environmental Protection Agency website (<http://www.epa.gov>) for more information on this and other related topics.

The S&D Delivery Team



Pictured above is the dynamic S&D delivery team of Garry Torrey and Norman Durand. Through wind, sleet, and snow, 7 days a week, 365 days a year, and 24-hours a day – they are ready to do what it takes to see that you are warm and comfortable. This year we had a lot of snow, making their job even more challenging. (A special thanks to those customers

who cleared a path to their fill.) We appreciate your business, and in return hope you appreciate these guys. What would we do without them?

Community Profile Profile: Town Names Park after Elmer Sperry

In December, 2003, at the behest of the Cincinnatus Business Association, the Town Board of Cincinnatus made a proclamation declaring the then unnamed town park located on Taylor Ave. as the Elmer Ambrose Sperry Park.

Elmer Sperry was born in Cincinnatus in 1860. Mr. Sperry accomplishments were many. He rubbed elbows with the heroes and powerful men and women of the day.

Elmer Sperry was a successful businessman, starting The Sperry Electric company at the age of 20. This holding grew and merged, becoming Sperry Rand in the 1950s and finally Unisys Corporation in the 1980s.

He was an active inventor holding over 400 patents over his lifetime, including the gyroscopic compass, a instrument used to keep a ship from rocking. He was fascinated with the automobile, and had his own "electric carriage", in which he took John D. Rockefeller for his first car ride, and was the first vehicle, with Elmer at the controls, to roam the streets of Paris. In 1991, Elmer Sperry became the 142nd inductee into the National Inventors Hall of Fame. He is only the second such honored form the state of New York joining George Eastman the inventor of photographic equipment and founder of Eastman Kodak.

Thanks to all who were involved in naming the town park. Knowing our history, and the people that made a difference will inspire us all to help make the world we live in today a better place. Next time you are enjoying the park, take a moment and remember Elmer Sperry, and let his story inspire you to greater achievement.

S&D Employee News



We have a few new faces in the office and store: Sharon Bowan - S&D office, Jessica Clark - Mini-mart clerk, and Ashley Ellis - Mini-mart clerk. All three are great new additions to our staff. Please join us in extending a warm welcome!



On February 18th we lost a friend and former employee when Sue Sturdevant passed away. Sue was always ready to help, and we are blessed to have known her and will miss her dearly. Our sincere sympathies go out to her family.

Working with you to prevent future problems

Attention homeowners with plastic fill or vent pipes. These pipes have been known to split and crack, potentially spilling oil on your premises

We strongly encourage homeowners replace plastic PVC pipes with black or galvanized iron.

Over the next few months we will be surveying our customer's fills and vents to uncover possible problems. If you are unsure whether your piping needs to be addressed, or you feel your oil tank may be unsound in any way, please give our service department a call right away.

Upon inspection, we will be sure to let you know if there are any problems that need to be addressed, along with suggestions for fixing it.

Remember, we can't help you prevent a spill, if you don't report the warning signs. Help us keep the environment and your basement clean and safe.

Price Program Update

For years we have brought steady pricing to our program customers. Whether you are pre-pay or budget, your cap price is locked in, so you don't fall victim to volatile markets.

This past winter we saw a steady increase in the price of crude oil and refined petroleum products such as gasoline, kerosene, propane and fuel oil. Our average program customer saved 25% on their fuel bills over our average non-program customer.

As many of you know, we are able to "lock in" a price, because we typically secure product for the following winter 9-12 months ahead of time. This year oil pricing has been unusually high, and we continue to look for buying opportunities to keep your costs low next winter.

Regardless of what the Program price is for next year, you can feel confident that it will save you money. The proof? Fourteen years of running a price program – 100% satisfaction.

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