

Northboro Oil News

A Newsletter from Northboro Oil Co., Inc.

508-393-6200 | NorthboroOil.com

PRESIDENT'S LETTER

Helping You Stretch Your Energy Dollar for 72 Years!

During booms and busts, Northboro Oil has been beside you. We have always helped our customers make the most of their energy investments, whether it was by offering money-saving service plans, budget and payment programs, or conservation advice. We have also helped our customers move from old, inefficient heating systems to high efficiency oil equipment, installed high SEER central air conditioning and heat pumps, increased the value of their comfort equipment with annual tune-ups, and so much more.

We started as a small, local, heating oil company in 1953. Our founder (and father) believed in providing great service at a reasonable price. We worked with our community through the oil embargoes of the 1970s, the Great Recession in 2008, and the COVID pandemic. Today, we continue to ensure our customers have the heating and air conditioning they need for their health and safety.

That commitment to service remains, and this newsletter is filled with information that can help you manage your home energy costs, including articles on:

- How to know if it's time for an air conditioning upgrade
- Taking the chill off heating bills with price protection
- The easiest service plan – take 20% off
- Why you need an air conditioning tune up
- Don't forget your heating tune up
- Why we love Roth oil tanks

We've come a long way from those early days with two trucks, but we are still locally- and family-owned, and our mission is still to provide great value for our services. Our company is here for your home comfort needs all year round. Just give us a call at (508) 393-6200 for all your heating and air conditioning services.

Sincerely,



Paul Maney



Time For An Upgrade? Look out for These Signs!

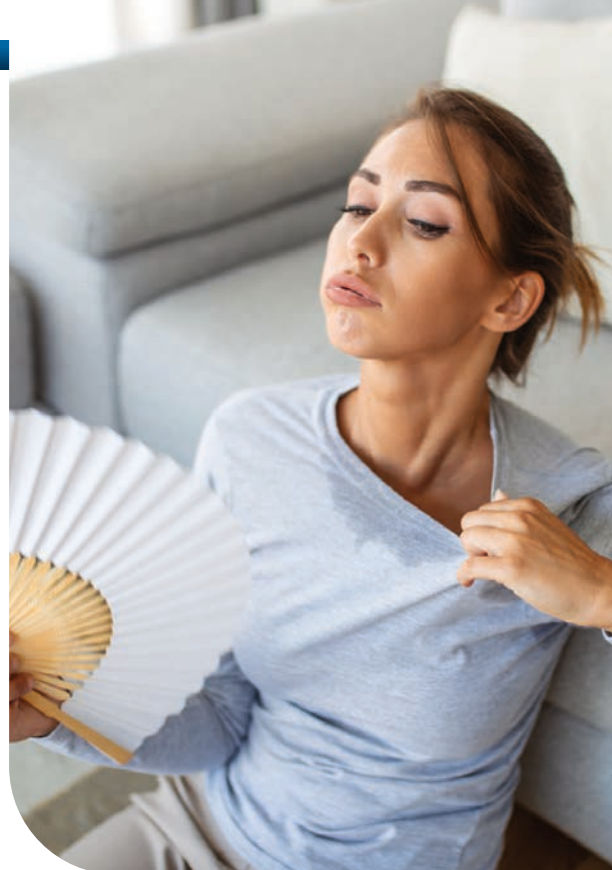
Sometimes your central air conditioner just needs a little TLC from one of our techs, but then there are times when you need to finally say goodbye to old faithful and upgrade to a newer model.

We understand that change can be hard, but on the other hand, a new central air conditioner or heat pump will be more efficient, delivering more cooling with less energy, offer better air quality and humidity control, and keep your whole home more comfortable.

How do you know if it's time to upgrade? Look for these signs:

- 1. Higher Energy Bills:** If your electric bills spiked higher last year than in the past, it could be a sign that your air conditioner is failing. Do you really want to give all that money to the electric utility again?
- 2. It's Noisy and Smelly:** An older air conditioner can develop musty odors and unusual creaks and other sounds. If your central air conditioner is keeping you up at night, call us to help clear the air with a new system!
- 3. It Is Temperamental:** Last year, did your central air work sometimes, but not others? Maybe some rooms were too cold, while others got no relief, no matter where you set the thermostat. Let us introduce you to a new system that will treat you and your family right!
- 4. Humidity, Inside and Out:** We expect high humidity in the summertime, but not indoors! If your old unit is not cooling the air properly any more, you could be making your home even more humid! New central air conditioners and heat pumps will not only make sure the air is cooled the way you like it, but many also offer dehumidification options!
- 5. It's Been on Life Support for a While:** If our techs have been performing miracles to keep your cooling system functional for the last few years, and have been telling you that it's costing you more to fix than it would to replace, please believe them! Our technicians are the best in the business, but they don't want you to be uncomfortable or spend too much on repairs.

There's still time to upgrade your air conditioner or heat pump before the season kicks into high gear! Call us today at (508) 393-6200 or visit northborooil.com to learn about our central air conditioning and heat pump options.



WE LOVE THIS PRODUCT

Roth Oil Tanks

Whenever a customer needs a new fuel storage tank, there is only one we recommend – the Roth Double Wall Oil Tank.

You've seen them at your neighbor's homes, and may not have realized that the streamlined, compact steel structure was their oil tank. But we love Roth tanks for more than their good looks!

The most important thing about Roth tanks is the security they offer. The steel outer tank contains an inner tank made of blow-molded, high-density polyethylene that is seamless, absolutely leak-proof, and corrosion-resistant. The outer tank is capable of containing at least 110% of the capacity of the inner tank for maximum protection. In addition, Roth double-wall oil storage tanks come with a premier 30-year warranty with 10 years insurance, \$2 million clean-up policy!

There's a good reason more than 4 million Roth double-wall tanks have been installed. Find out more by giving our office a call. Upgrade today for years of peace of mind!



Roth

Take the Chill Off Your Winter Bills with Northboro Oil's Price Protection

Winter heating bills can quickly throw off your financial plans, but Northboro Oil makes it easier to stay on track. Price protection programs, like our Fixed Price and Capped Price plans, help you control the cost of your heating oil, and our Budget Plan helps you avoid seasonal spikes in energy costs by spreading your projected yearly fuel expense into 11 consistent monthly payments.

We want you to enroll in the plan that will work best for your home and budget needs. Please read on to understand the differences between the programs.

Our **budget plan** is the simplest of the programs. We look at how much fuel you have used in the past few years, estimate what we anticipate the average cost of fuel will be for the winter, and then divide the total cost for your fuel into 11 monthly payments. You pay a predictable amount each month, even on months where you may need more than one delivery. At the end of the budget plan, we adjust your account based on the actual number of gallons used and the market price at the time of delivery.



Our Price Protection plans – both fixed price and capped price – offer you more predictability in your fuel costs.

Fixed Price is exactly that. You agree to purchase a specific number of gallons for the year at a fixed price. Your price will not change. The daily market price can be higher or lower than your guaranteed price, but you will always pay the fixed price.

Capped Price offers more flexibility than fixed price, in that you will pay a lower rate if the market price drops, but also guarantees that you will not pay more than your price cap if prices rise. As with fixed price contracts, this protection is for a predetermined number of gallons for the year.

Which plan is best for you? Visit the [Payment Options](#) page on our website, or call us at (508) 393-6200 to learn more about the programs and enroll for the upcoming season.



Don't Tune Out, Tune Up!

Summer in Northborough and Worcester means heat and humidity, and the last thing you want is an air conditioner that is not ready to handle it. Scheduling your air conditioning tune-up ensures your system will run efficiently and keep your home comfortable when those hot, sticky days set in.

Don't risk sweltering through the summer because of a system breakdown! Schedule your a/c tune-up now. Our air conditioning tune-ups include:

- Inspecting and cleaning condenser and evaporator coils
- Flushing the condensate drain line
- Checking air filters
- Lubricating moving parts
- Checking and tightening electrical connections
- Calibrating the thermostat
- Checking and adjusting refrigerant levels*
- Testing switches
- Running system diagnostics

Your properly tuned central air conditioning system will run more efficiently, so you will use less electricity to stay as comfortable. It can also extend the lifespan of your system and improve your air quality.

Log in to the My Account portal at northborooil.com to schedule your air conditioning tune-up today!

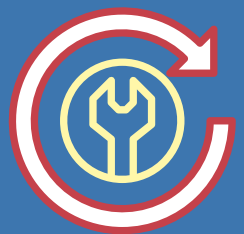
*Additional refrigerant charges may apply.

Don't Forget Your Heating Tune Up!

Speaking of tune-ups – don't forget your heating system!

After a hard winter, your boiler or furnace could use some attention. A heating system tune-up will check all the moving parts, clean out your system, and get it ready for the winter. Take care of this today, and you won't have to remember to schedule it in the fall. We also have more flexibility with our scheduling if you make an appointment now.

Remember – if you have a Northboro Oil service agreement, your heating system tune-up is included at no extra cost! Schedule your tune-up at northborooil.com today.



How May We Help You?

At Northboro Oil, we're always happy to provide you with any information that you need. Please fill out this form and return it to us. One of our representatives will be in contact with you as soon as possible.

Yes, I'd like to ...

- ☐ Install a new ductless mini-split air conditioner
- ☐ Upgrade to a new, high-efficiency Central Air Conditioner
- ☐ Enroll in price protection
- ☐ Schedule my A/C tune-up
- ☐ Schedule my heating tune-up
- ☐ Enroll in a Service Plan
- ☐ Enroll in a Budget Plan

How else may we help you?

Name:

Address:

Phone:

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Our 20% Solution!

We believe service contracts should be simple. A Northboro Oil service contract doesn't have confusing (and expensive) levels of coverage. We cover most of your heating system's major components with a 20% discount on parts and labor. Throw in our 24/7/365 emergency service and heating system tune-up, and you have complete, simple, protection for your home heating system.

We believe this is the easiest way to protect your home comfort. You won't think twice about calling for service, because you are going to save 20%! Our service agreement also includes your annual tune-up at no additional cost, to make sure your heating system runs reliably all season. (See "Don't Forget Your Tune-Up" on page 3)

***Protect your home the easy way and
get 20% off 100% peace of mind!***