

warm friends

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Message from the CEO

Our Smart Solutions Help You Manage



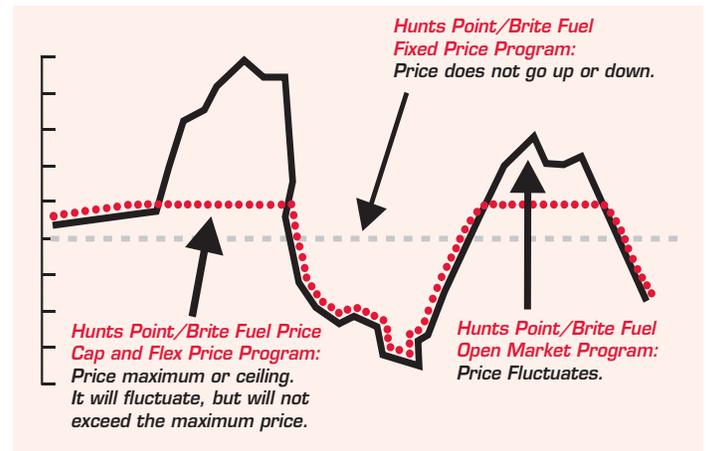
Another heating season is here, and we're helping customers manage their costs and improve their efficiency. The world energy market has become unpredictable, with prices rising to all-time highs and then dropping sharply — all in the space of a few months. These are trying times, but please be aware that we are always here to help.

We offer options to help ease the financial uncertainty of heating your home. Our **SMARTPAY PROGRAM** tailors your payments to your specific needs and heating oil use. We divide your fuel cost into 11 equal monthly payments — one level payment each month. No matter what Mother Nature or world events sends our way, you'll enjoy peace of mind and the convenience of knowing exactly what you'll pay.

As a SMARTPAY customer, you also qualify for our money-saving Flexible Pricing Options:

- The **Price Cap Program** starts you out at a special price per gallon below the maximum capped price. If heating oil prices should rise, you will never pay more than the maximum capped price. Better still, if prices go down, your delivery price will also fall.
- The **Flex Price Program** starts you out at a special price per gallon below the maximum capped price. If heating oil prices rise, you will never pay more than the maximum capped price. If prices drop, your price will drop. Your price will fall within a range no higher than the cap price and no lower than the floor price quoted.
- The **Fixed Price Program** sets your fuel price for the duration of the year. You'll enjoy the same price per gallon for your heating oil, no matter what happens to the market. If oil prices jump, your price per gallon will not increase.
- The **Pre-Pay Program** gives you the opportunity to purchase all of the fuel oil you will use this coming season. We will lock you in at a very low, one-time price per gallon on the day you call. You get one bill for the entire heating season and a great savings.

- The **Open Market Price Program** gives you the option to purchase at a variable market rate. Given the purchasing power of Hunts Point Fuel and Brite Fuel, you are guaranteed a competitive price.



These are four ways to pay for your oil. This chart shows how each would work during a typical heating season.

Another way to beat high fuel prices is with efficiency. Our experts can install the latest high-efficiency heating equipment, which often reduces fuel consumption by 30%. Heating system accessories like programmable thermostats and advanced burner controls can reduce your fuel bills by 10% or more — for a small investment. You can also upgrade to a new flame retention oil burner on an older furnace or boiler.

Serving the customer is our heritage, our future and our mission. Most of all, it is what we do every day.

Sincerely,

Michael J. Magnone
CEO

Don't Switch to Utility Gas!



You're probably aware that oil prices are up, but did you know that utility gas is experiencing similar price pressures and increases? Gas utilities like National Grid are spending massive amounts of their customers' money to promote conversions for home heating, but there are lots of things they don't tell you.

- In 12 of the last 15 years, the average price of utility gas has exceeded the average price of Oilheat for the year in New York State, according to the U.S. Department of Energy.



- Consumers are expected to pay 22% more for utility gas this winter than they did last winter, according to the U.S. Department of Energy.

Switching fuels is "an expensive gamble" that might not pay off, according to the Consumer Energy Council of America. Independent studies have proven that conversions from Oilheat to utility gas are expensive with no



guaranteed return on your investment. A system conversion can cost more than \$9,000 when you add in removal or abandonment of your storage tank, a new chimney liner and water heater, plumbing, ducting and electrical work ... and that's before the gas utility rips up your property to connect you to the main gas line. Upgrading your Oilheat equipment costs half that — or less, and can save you 30% or more on your home heating costs!

If you know anyone who's thinking of switching from Oilheat to utility gas, please pass on this information. And remember that as a Hunts Point/Brite Fuel customer, you receive friendly, full service from a family-owned company with deep local roots.

IN THE NEWS

Citizens Energy Provides Discount Oil

Hunts Point/Brite Fuel will help eligible customers this winter with a delivery of discounted heating oil provided by Citizens Energy Corp. and Citgo. The program provides one 100-gallon delivery this winter for customers whose income does not exceed the designated levels. We are pleased to be able to offer this important benefit to people who are struggling to pay their heating bills. For more information, visit www.citizensenergy.com or call us at (718) 893-3100 or (718) 464-0900.



Equipment Spotlight:

Beckett Burners

Beckett

Customers looking to improve their fuel efficiency without replacing their entire heating system might find the perfect solution in a new oil burner from R.W. Beckett Corp. Beckett is a world leader in combustion technology, and their burners incorporate all the latest advancements for efficiency, quiet operation and reduced emissions.

Several new Beckett models feature “flame-retention” technology, which the U.S. Department of Energy says can reduce fuel consumption by 20%. If you’re interested in a new Beckett burner, just give us a call at (718) 893-3100 or (718) 464-0900. One of our expert technicians will evaluate your system and let you know if a new Beckett burner makes sense for you.



My Cute Pet Photo Contest



Hunts Point/Brite Fuel is a great source of home comfort, but when it comes to comforting you, no one can compete with your favorite pet. Please show us what comfort means to you by sending us a photo of your beloved animal friend for use in our next newsletter. We’ll publish the two best pictures, and the winning customers will each get a \$100 credit to their account. All species welcome!

Our address is Hunts Point/Brite Fuel, 431 East 165th St., Bronx, NY 10456. You can also e-mail photos to mmagnone@huntspointfuel.com. Please include your name, address, phone number and pet’s name with your submission.

Deadline: November 30, 2008.

EMPLOYEE SPOTLIGHT

Rose Magnone Is 80 Years Young!

Rose Magnone, the “matriarch” of Hunts Point/Brite Fuel (and the mother of company CEO Michael Magnone), recently celebrated her 80th birthday with her three children, four grandchildren and some friends. “My son asked what I’d like, and I said I didn’t want any party or special gift but just to get together with my entire family,” Rose said. “It was all very pleasant and memorable, and I’m in pretty good health, so I was able to enjoy it.”

Rose recently stopped working at the company that her late husband, Joseph, founded in 1952. For years, she coordinated company events, handled correspondence and orders, and greeted customers at the office.

Rose said she loves the company and its strong focus on customers. “We’ve been in business for many years, and when you’re a customer of ours you’re not just another name on a book. A lot of customers have been with us for many years. When they have problems, we always try to help them. I think we have built a very good reputation, and I know my son is following it.”



Rose with her grandchildren. Michelle, Nicole, Danny and Michael.



Left to right, bottom row: -Michael K Magnone, Rose Magnone, Danny Simone.

Left to right, standing: Lorette Adams, Donald Adams, Michelle Adams, Nicole Adams, Michael J Magnone, Christine Magnone, Celeste Simone, Frank Simone.





"We Make Warm Friends"



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Need Help Paying Your Heating Bills?



The State of New York administers several programs that help residents who are struggling with the expense of heating and weatherizing their homes.

- ❖ **Home Energy Assistance Program (HEAP).** The state Office of Temporary and Disability Assistance administers HEAP, which helps eligible households pay heating bills, even if heat is included in the rent. Crisis benefits are available for households that run out of fuel. For information on where to apply, call 1-800-342-3009 or visit www.otda.state.ny.us.
- ❖ **Weatherization Assistance Program.** This program aims to reduce heating costs by improving energy efficiency. Funds can be used for insulation, heating system repairs or replacements, and more. Eligibility is based on income. For information, contact the state Division of Housing and Community Renewal (www.dhcr.state.ny.us).

The **Salvation Army** also runs assistance programs in the area. For information, visit www.use.salvationarmy.org or call the Salvation Army at (212) 337-7200.

NOTE: Residents will soon be able to determine themselves whether they are eligible for heating assistance using the myBenefits.ny.gov interactive Web site. The site already offers self-screening for other benefit programs, and the state plans to expand the capabilities to include these programs in time for the 2008-09 heating season.

CUSTOMER SPOTLIGHT

Dr. Robert J. Grace:

Friendly service is a high priority at Hunts Point/Brite Fuel, and it's one of the reasons that Dr. Robert J. Grace is a loyal customer. "They're very nice people," he said. "I even like talking with Jackie (Erhardt). She's the bill collector, and she makes it a pleasure paying her."

Dr. Grace owns and operates a complex of three apartment buildings on Common Avenue in Washington Heights. Hunts Point/Brite Fuel supplies

his fuel, and a few years ago we installed a new H.B. Smith boiler that heats the 28 apartments.

Dr. Grace, who recently retired from his dentistry practice, worked with some other oil companies before signing on with Hunts Point/Brite Fuel about 12 years ago. "Hunts Point/Brite Fuel really helps me out. I have to give it to them. Owen (Comerford), Michael (Magnone), Jackie, they're great. I have had other people before, and I was not happy with them."

Dr. Grace is a native of Harlem,

having grown up about four blocks from the apartment buildings that he now owns. He served in the Air Force for four years and the Air National Guard for another 16. His active duty included a one-year tour in Vietnam in 1969.

The brownstones that Dr. Grace owns have been in his family for years, and it looks like they will stay there, as Dr. Grace is slowly turning the operations over to his son, Tyrone Joseph Grace.

Thank you for the kind words, Dr. Grace! We look forward to serving you and your family for years to come!