



P.O. Box 1669  
Lansdale, PA 19446-3704  
(215) 855-6893 • (215) 699-4428  
[waltoninc.com](http://waltoninc.com)

## **Enrollment in our program will expire soon.**

Dear Friend,

You may have already received a letter that is similar to this. However, we have remailed it due to a processing delay at the post office. Please note that the prices are now somewhat lower. If you already enrolled in the program, your price has been lowered to reflect the change. If you have been waiting, now is the time to act.

### **Please respond quickly to guarantee enrollment.**

We are making the following fuel purchasing options available, and you have a choice to make.

- 1. You can choose our Prepay program.** With this option, you write one big check to purchase all your fuel up front at our current Prepay price. Although you are protected against rising fuel prices, if the market rate drops below the Prepay price, you will not be eligible for the lower amount. If you want to renew your enrollment in our Prepay program, please check the appropriate box on the attached form and return it with your payment. We will use your average annual usage for the last three years to determine the number of gallons you'll need. The printed price is only guaranteed for payments received by Aug. 26. **If you make your payment by Aug. 19, you will receive a 10-cent discount.**
- 2. You can choose to pay monthly with our EZ Pay program and get a price cap.** If you prefer not to write a big check for all your fuel up front, EZ Pay lets you spread out your estimated fuel costs over 11 months, keeping your fuel payments more predictable and manageable. EZ Pay customers can also be covered by our price cap, which offers more complete protection than our prepay option. Your price cap sets a ceiling on how high your price can go, but allows your price to drop as well. Any time our daily rate is below the cap, you pay the lower amount. This can be especially valuable when oil prices are swinging up and down so dramatically.

As good as a price cap sounds, there is a cost for running a program like this. Our suppliers charge us a hefty premium for the purchasing flexibility that lets us lower prices if the market falls. To provide this price "insurance," we would normally charge an enrollment fee of \$120. **However, if you sign up now for EZ Pay with a price cap, we will reduce the fee to \$60 this year, or \$5.45 per month, which will be added to your EZ Pay payments.**

### **Here's how EZ Pay works.**

We estimate your EZ Pay payments based on your past fuel use. You receive a statement each month with the amount of your payment due. If your actual bills are a little higher or lower than we estimated, we will make adjustments as necessary over the course of the winter.

You don't use more oil. You only pay for the oil you actually receive at the price on the day of delivery. You can pay by check, electronic funds transfer or credit card (see form below).

*(over, please)*

## Spread out service plan costs too.

If you wish, you can roll the cost of your service plan into the EZ Pay program. If you would like to add a service plan, please indicate this on the attached form. Service plans help prevent breakdowns and can save you hundreds of dollars on repairs. And because they include an annual tune-up, you can cut your fuel bills by as much as 10%. That means if you spend \$2,500 on heating costs, a tune-up could save you \$250!

## Your first payment is due Aug. 26.

If you want to sign up for our Prepay program or EZ Pay with a price cap, it is necessary for you to respond with your signature and payment as soon as possible because we must purchase price-protected fuel in advance of the heating season. If we do not receive a response from you by Aug. 26, we will charge you our daily rate, which rises and falls with the market throughout the heating season.

I know how difficult this winter is going to be. But I want you to know that we are on your side. We're a full service, family-owned company that has been providing service and personal attention to families in the North Penn area for more than 85 years.

Please check out our newly expanded website at [waltoninc.com/pricing](http://waltoninc.com/pricing) for answers to many of the most frequent questions we've been receiving. You can also find good energy-saving tips so you can reduce your bills even further.

Sincerely,



Terry Walton  
President

P.S. We have a limited availability of prepurchased and price-capped oil. We can only guarantee the prices or availability if you enroll by Aug. 26, 2008.

**Please complete and return the form on page three.**

# Please complete and return this form to:

Clyde S. Walton  
400 South Broad Street  
P.O. Box 1669  
Lansdale, PA 19446-3704

## I want to remain on the Prepay plan

and purchase \_\_\_\_\_ gallons at \$4.49<sup>9</sup> per gallon. I have made a payment for \$\_\_\_\_\_. If I pay by Aug. 19, I will be charged \$4.39<sup>9</sup> and need only enclose a check for \$\_\_\_\_\_. (To receive a 10-cent discount, payment must be made by check or cash.)

## YES! I want to enroll in EZ Pay.

I would be covered by a price cap of \$4.99<sup>9</sup> per gallon (guaranteed if enrollment and payment is received by Aug. 26), or pay the daily price, whichever is lower. Today's daily price is \$4.41<sup>9</sup>.

## SERVICE PLAN OPTIONS

I have a service plan. Please roll my payments into the EZ Pay program when my plan is up for renewal.

I would like to purchase a service plan and roll my payments into the EZ Pay program. Please call me.

Name \_\_\_\_\_

Account # \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Email \_\_\_\_\_

Phone # \_\_\_\_\_ Mobile # \_\_\_\_\_

## Choose your EZ Pay payment option here:

I would like to pay by **check**.

I'd like the convenience and savings of automatic payments with **electronic funds transfer (EFT)** from my checking account. Payment will be transferred on the 15th of each month. I've enclosed a voided check.

Deduction will appear on your monthly statements. If you already pay by EFT, you're automatically re-enrolled and your first payment will be deducted on Aug. 19. Enrollment form still must be returned to secure your price protection.

Check here if you want us to charge your payments to your **credit card**.

Fill out the box at the right.

### Credit Card Information:



(circle one)

credit card number \_\_\_\_\_

exp. date \_\_\_\_\_

name as it appears on card \_\_\_\_\_

signature \_\_\_\_\_

email address (to confirm receipt of your form) \_\_\_\_\_

I agree to the enclosed Terms of Agreement.

Signature required. Enrollment will not be accepted without signature.