

Reduce your winter heating bills!

Last winter was a difficult one, with the polar vortex driving temperatures down and fuel prices up. Winter delivery bills were higher than they have been in years.

Many of you have told us how tough it was to keep pace with your heating bills. Temperatures were about 30% colder than average, and of course that made everyone use more fuel.

There's not much George Propane can do about the weather or energy prices. But we can make your heating costs much easier to manage, and possibly save you some money in the process.

That's why we're inviting customers to join our **SmartPay plan**. Once you do, we will spread out your fuel bills over a full 11 months. **This can effectively cut your winter payments in half!**

Key Points about SmartPay:

- ❖ Instead of getting hit with giant bills in the fall and winter, when a single delivery could run you \$700 or \$800, your payments would be broken into much smaller, manageable amounts. On average, our SmartPay customers pay less than \$300 per month.
- ❖ Even if it's really cold one month and you get two deliveries, you still make only one monthly payment.
- ❖ You don't use any more fuel this way.
- ❖ If prices drop, so can your payments. SmartPay doesn't lock you into anything. It just spreads your payments out so you don't get hit with such big bills in a short time frame.
- ❖ You can add a price cap to your SmartPay plan. A price cap puts a ceiling on how high your price can rise, but it does not lock you in should prices fall. There is a \$149 annual fee for price cap protection.

What you need to do next

If you are interested in SmartPay please return the form below in the postage-paid envelope provided. You can also call us at 413-268-8360 or email us at info@georgepropane.com if you have any questions. We will calculate your monthly payment based on how much fuel you typically use. To participate in the SmartPay plan, payments must be automatically deducted from your checking or savings account.

Many of our best customers are already on SmartPay and they really like it. I'd ask you to try SmartPay for a year and see if you like it, too.

(over, please)

Please fill out the information below, detach along dotted line and return the bottom portion.

Please complete and return this form by July 31.

- Please send me what my monthly payment would be with **SmartPay**.
- YES!** I am interested in a **price cap with SmartPay**. Please send me what my monthly payment would be with this option.

Introducing our new price cap option

For complete peace of mind, add a price cap to your propane purchase this year. If propane prices increase, a cap puts a ceiling on how high your price can rise, but **does not lock you in** should prices fall. So you can still take advantage of lower prices if propane prices decrease. Our suppliers charge us for providing this kind of price “insurance” and we pass this cost on to our customers. If you’re interested in adding a cap for the coming season, please check the box on the attached form.

This past winter, many companies had trouble getting fuel to their customers due to cold weather and supply disruptions. Because we have large onsite bulk storage and strong relationships with our suppliers, our customers were well supplied. When you’re a George Propane customer, you can rest easy that neither your service nor supply will become an issue next winter.

Sincerely,



Mike George
General Manager

P.S. Remember, SmartPay does **not cost anything to join**. It just makes your winter fuel bills lower, more predictable and easier to manage. If you have any questions at all, please call us at **413-268-8360** or email us at info@georgepropane.com