



A Special Message to Our Valued Customers

Wesson Energy – your one-stop source for heating fuels!

Combine your Oilheat and Propane services together in ONE convenient “package,” thanks to the My Wesson Program.



In addition to the many money-saving benefits of the My Wesson program — payment plans, price protection, and interest on credit balances — there’s another benefit: combining your Oil and Propane services.

Talk about convenience...

- ✓ **One Electronic Bill Payment** when you combine your Oilheat and propane costs and pay your bill electronically
- ✓ **\$100 Instant Credit** for new propane customers
- ✓ **Multi-fuel discounts** for Oilheat and propane users
- ✓ **The My Wesson Program Payment Plan**, to help you spread your propane and/or Oilheat payments into equal monthly installments
- ✓ **Up to a 6% Interest Rebate.** Electronic Funds Transfer customers get a 6% interest rebate (calculated monthly) on any credit balance.
- ✓ **Automatic Delivery** plus our **No-Runout Promise** that you will have an ample supply of fuel as long as you are enrolled in the My Wesson program
- ✓ **FREE Propane Tank Installation** — we waive the fee!
- ✓ **Comprehensive Propane Service Plans**
- ✓ Installation of the **finest brand names** in propane equipment

Talk about “Exceptional Energy” ...

There are so many benefits to “going pro” with economical, safe and versatile propane:

PROPANE
EXCEPTIONAL ENERGY™

- 1 Propane is dependable and versatile:**
Propane can be **conveniently stored** in a tank on your property, while electricity, for example, is subject to power outages. In addition propane can be used to power so many things:

- Hot water heating
- Stoves or ovens
- Barbecuing
- Fireplaces

- Heating your garage or extra rooms
- Hot tubs
- Swimming pools
- Clothes dryers
- “Skeeter eaters”

2 Propane can lower your hot water costs:

According to the National Propane Gas Association, over time, propane water heaters can cost one-third less to operate ... and propane heats water twice as quickly as electric water heaters.

3 Propane can keep your hot water costs stable:

In the state of Connecticut, the price of propane has remained relatively stable, not just this heating season but over the past five years.

4 Propane is customer-friendly:

With propane, you receive **personalized “I’ll-be-right-over” service** from Wesson Energy. That’s because we know you and your needs.

5 Propane is family-friendly:

Not only is propane **clean-burning** and **non-toxic** — it also has built-in **safety properties** along with stringent safety regulations.

Talk to us ... Because we at Wesson Energy truly CARE about your comfort every day and in every way, your complete satisfaction is our number one concern. Please call Personal Account Manager Elaine Argenta (see reverse) about signing up for propane delivery and service. She’ll be more than happy to help.

Please turn over for special offers for new propane customers!

See other side for an exclusive interview with Personal Account Manager Elaine Argenta

My Wesson Profile

Elaine Argenta, Personal Account Manager

A continuing series of interviews with the people behind the "My Wesson" Program.



"Your job as a Personal Account Manager involves credit management. What do you do to assist Wesson Energy's customers?"

"I was initially employed by Wesson as a Customer Service Representative nine years ago, then assumed responsibility of Credit Manager five years ago, so I feel I can help meet customers' comfort needs as well as help them handle money matters. Specifically, I attempt to work closely with the approval and management of set credit guidelines for our customers."

"What types of financing does Wesson Energy offer its customers?"

"We offer a host of different programs. Depending on the customer's needs, we finance up to 24 months interest free on equipment. What I'd say to our customers is ... call me, let's talk about what programs are right for you."

"Are there any flexible payment options customers should know about?"

"We offer a 12- to 16-month payment plan that lets customers spread out the cost of fuel oil deliveries, along with propane plans."

"What other helpful payment features does Wesson Energy provide?"

"We offer direct payment — which means one less check the customer has to write and mail. With today's fast pace, every minute counts!"

"We really care about the customer's comfort,"

"How does Wesson Energy differ from other companies in terms of customer service and meeting the customer's financial needs?"

"That's easy! We have real people answering the phones — with other companies, customers may have to talk to an answering machine! Also, our Personal Account Managers and other Customer Service Representatives are very knowledgeable about Wesson Energy's products and services.

"But what I feel sets us apart most from other companies is that we do it all. With Wesson Energy, you have one company that delivers both fuel oil *and* propane.

Our customers always have peace of mind because we care. We also perform energy savings surveys so our customers can find out how efficient their current heating equipment is and then talk to a service manager about upgrades. And we comply with all state and federal tax-exempt incentives."

"Wesson Energy's propane business is really growing. Why, as a person who wants to help customers manage their energy bills, would you recommend propane?"

"I would recommend propane for its versatility, outstanding efficiency and overall cost-savings. When it comes to heating water, drying, cooking, fireplaces and pool heating, propane is a great product!"

"Does Wesson Energy offer any special financing arrangements for propane equipment?"

"Glad you asked! When they combine Oilheat usage along with propane, customers will receive up to \$100 credit. Plus, we offer interest-free financing for up to 24 months on purchases of new propane equipment."

"What aspects of the My Wesson program specifically pertain to propane?"

"My Wesson program customers get more for their money when they choose our propane service because of the all-in-one benefits of the

program. Oilheat customers in the My Wesson program can receive multi-fuel discounts when they order propane from us. We offer automatic propane delivery, a propane payment plan, even a fuel incentive for new propane customers where they can get \$100 of free propane.

"In general, the My Wesson program works because we really care about the customer's comfort. As a Personal Account Manager, I would like every customer to know three things: propane is available to them, propane can help them save energy and money — especially on hot water — and Wesson Energy's Propane Division is extremely customer oriented."

Introducing

2 Special Offers

for new Wesson Energy propane customers!

FREE PAYBACK ANALYSIS

Wesson Energy will visit your home and perform an energy analysis at no charge, to let you know how much *your* family can save when switching to propane for hot water heating, pool heating, clothes drying, or any other of its many uses!

Special 24-month interest-free financing on any new propane equipment installed by Wesson Energy

Offer Subject to Wesson Energy terms and conditions.



165 Railroad Hill Street, P.O. Box 2127
Waterbury CT 06722-2127

CT LICENSE # 302622

Waterbury Area: (203) 756-7041
Southbury Area: (203) 264-0880
Litchfield Area: (860) 496-1956