

The bids are in and the vote has been taken. **J&S Oil will be the official CAHA supplier for the next heating season.**

The oil committee sent out requests for proposals [RFPs] to many oil companies in our area. We received bids from three that met our specification: a price based on New York Port. Those three were **J&S, Webber, and Downeast**. Others either did not meet our specifications, or declined to submit a bid – for some of the smaller companies, the increased business CAHA represents would have been difficult to accommodate.

It is significant to note here that Downeast, which in the past has been unwilling to bid on New York Port, did submit a bid based on New York Port this year. That indicates to me that our business – especially our ability to ‘deliver’ CAHA membership’s business to our selected supplier – has really helped us by improving our bargaining position.

Also helping us has been having Darren Matthews as a paid consultant in the negotiating process. I’m told that there was some consternation on the faces of some oil-company representatives when they saw Darren sitting on our side of the table. He helped us clear away the clutter that is sometimes used to obscure the process.

Accompanying this letter is a welcome from J&S as well as the agreed-to contract. As you can see, there are a number of options from which to choose. New – at least, to me – is the *Cap & Floor* price. I understand that representatives at J&S are ready to work with you to select the option that best fits your needs.

I urge you all to transfer your business to J&S. The more business that CAHA represents to a supplier, the better our bargaining position will be in the future.

Remember, when you transfer your business to J&S, you ALSO need to contact your previous supplier to let them know that they no longer have your business, so they will stop making deliveries. The contract period with J&S starts on or after **July 1st, 2009, and runs through June 30th, 2010.**

Please note that the contract contains a provision for a penalty for pre-buying more oil than you actually use, so use care if you intend to pre-buy.

Something on the pre-buy that is not mentioned in J&S’s letter: They are guaranteeing 250,000 gallons at the \$2.10 price mentioned in the bid for CAHA members. These pre-buy gallons must be paid for at the time they are ordered. If there is more demand than is available [see the ‘while supplies last’ in the J&S bid], the price for pre-buy will be New York Port for February ’10 plus \$0.50. Note: today [June 11] the New York Port price for Feb. ’10 is \$2.0745, so the ‘when supplies are gone’ price for pre-buy would be \$2.5745.

A big **THANK YOU** to the members of the oil committee for their work.

For those of you planning to attend the *MaineHousing Forum for Landlords*, mentioned in the May and June newsletters, at the Civic Center. The date for that event has been changed. It’s now June 24, from 9:00 to 12:30. You need to pre-register – by June 22th . Contact Daniel Drost at MaineHousing [626-4623] ddrost@mainehousing.org for more information.

Hal



Heating Oil Service & Deliveries
PO Box 8130, Winslow, ME 04901 ~ PO Box 8, Manchester, ME 04351
(207) 872-2714 / 1-800-464-2714 / (207) 626-2714
"An Employee & Family Owned Maine Business"

June 10, 2009

Dear C.A.H.A. Member,

J&S Oil Heat would like to take a moment to thank you for allowing us to serve as your full service fuel vendor for the 2009-2010 heating season and would like to take a moment to tell you a little about ourselves.

J&S has been in business for more than 30 years and has a strong reputation for customer service. We are an employee and family owned business, which means that we all have a stake in how well we perform.

J&S Oil fuel offices can be found in Manchester, ME as well as Winslow, ME and services the greater Augusta and greater Waterville areas. Our service department has qualified technicians to cover all your oil, propane, plumbing and air conditioning needs.

Please see the attached outline of our heating plans for the 2009-2010 heating season.

If you have any questions please feel free to contact one of our department managers to answer any questions you may have.

Gelson Miranda

Laurie Hopkins

Errol Woodbury
Dana Harris

Winslow Fuel
207-872-2714

Manchester Fuel
207-626-2714

Service
207-626-2714

We invite you to visit our website: www.jsoil.com



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May 22, 2009

Members,

- Daily Price NY plus .33 cents.
- CAHA members may budget gallons with a "CAP & Floor" price. This price is as follows: The cap will be \$2.40 per gallon for #2 Fuel and 2.90 per gallon for K-1. (price will never go above cap) The floor will be \$1.80 per gallon for #2 fuel and \$2.30 for K-1 (price will never go below floor). The pricing will start at the signing of the contract after July 1st, 2009 with the first payment due on 8/15/09 and the last due on 5/15/09.
- CAHA members may also PRE-BUY their gallons at a rate of #2.10 for #2 Fuel and \$ 2.60 for K-1. (while supplies last) Pricing will start on or after July 1st, 2009 and will run through contract completion of June 30th, 2010
- Once supplies run out the price for prebuy will be .50 cents over February Futures Price.
- We also offer daily pricing on propane based on number of gallons used as well as the following discounted fixed price for members:
 - 400 gal or more \$2.00 per gal
 - 400 gal or less & 2.45 per gal
 - (minimum 250 gal contract)
- Our service rates are as follows:
 - Labor \$75.00 per hour with after hours rate of \$125.00 per hour.
 - Service contract \$289.00 for up to 2 zones with an additional \$30.00 for each additional zone.
 - All service would be discounted by 10% for members.
- **WHILE WE WOULD LIKE TO BE ABLE TO EXTEND THIS OFFER INDEFINATELY, PLEASE REMEMBER THAT SUPPLIES ARE LIMITED FOR THE \$2.10 PRE-BUY. J&S OIL HAS GUARENTEED A MINIMUM OF 250,000 GALLONS FOR YOUR MEMBERS, AND WILL BE CONTRACTED ON A FIRST COME FIRST SERVE BASIS.**

We invite you to visit our website: www.jsoil.com

Capital **A**rea **H**ousing **A**ssociation

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CAHA

Oil Committee Report 2009