

June 1, 2018

CMAOA /CAHA  
Central Maine Apartment Owners Association  
P.O. Box 827  
Waterville, Me 04903

Dear CMAOA/CAHA members,

Fabian Oil is pleased to submit a bid for the 2018/2019 heating season. Listed below are the prices and services you have requested information on:

- For the members who do not lock in their price, the price per gallon will be based on the following formula; Portland prior day OPIS AVG rack plus **17.5 cents**.
- Budget plans are available to interested members. An estimated price per gallon will be used to determine the monthly budget amount. Budget plan participants will not have a fixed price, rather they will pay market price (OPIS + \$0.175).
- All credit approved CMAOA/CAHA members will have thirty day credit terms. We also accept Visa, MasterCard, and Discover credit cards. EFT is also available.
- Customers are able to view their account information online at [fabianoil.com](http://fabianoil.com), make credit card and e-check payments, and order fuel.
- Propane users will receive a one tier discount to our already aggressive pricing.
- We do not offer a fixed price for fuel with no money up front.
- We provide 24/7 service for both delivery and service.
- Members will receive 25% off parts and labor with our service contract.
- Fabian Oil offers complete installation and service of oil/propane heating systems and appliances. We also offer installation and service of air conditioning units.
- ***We offer free estimates on equipment installation; including boilers, furnaces, wall heaters, heat pumps and water heaters.***
- Our computer software enables us to ensure CMAOA/CAHA membership compliance. This is important for us to track, since the members of CMAOA/CAHA will receive a great discount and can provide your organization with important data.
- We have a large delivery area servicing the greater Augusta, Bangor, Dixfield, Jay, Lewiston/Auburn, Oakland, and Thomaston areas.

Please feel free to contact me with any questions you may have.

Sincerely,

Max A. Marston  
Branch Manager  
Fabian Oil  
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Oakland, ME 04963  
207-465-2000 ex.2001