



Warm Thoughts

fall 2010

PERSONALLY SPEAKING

new from Burch: propane delivery and service

Dear Friends,

I'm pleased to let you know that Burch Oil, your trusted local heating oil company, is now a full service supplier of propane. You can now call us for all of your propane needs, from water heaters to home heating systems to fireplaces.

Propane is extremely versatile; it's an excellent fuel for heating your household water (see article on page 4), drying your clothes or cooking. You can also use propane as a power source for backup generators, for heating your swimming pool or for lighting (and warming) your patio. Plus, propane fireplaces have clean-burning flames and are cost-efficient.

You can count on our new propane company for the same reliable service



Joe Burch

Burch Oil has been providing our oil customers for more than 82 years. Besides dependable deliveries of propane, we also provide our expertise in the installation and servicing of propane tanks and heating systems.

If you are ready to make a change from your current propane supplier, or if you are interested in learning more about propane and how

it can benefit your household, please go to www.BurchPropane.com or call us today. As always, we thank you for your business.

Warmly,

Joe Burch



doing our part

It's difficult to watch the events that have been unfolding in the Gulf. Of course the first reaction is to blame oil, but oil is an important part of our energy picture, and we need to work on ways to keep something like this from ever happening again.

The events in the Gulf notwithstanding, heating oil has proven to be an extraordinarily efficient way to heat homes and other buildings. As your local heating oil dealer, we are just as concerned about the environment as you are.

Like you, we wish we could rush down to the Gulf and help out with the cleanup. But in reality, the best thing we can do for our customers is to continue to do what we have been doing all along: showing you ways to use less fuel and spend less money.

We do this by keeping your heating system properly maintained, offering you the latest energy-efficient equipment and sharing our knowledge about how to make your home more energy efficient. When we use less fuel, we are also helping to reduce our impact on the environment.

Win an iPad

Here's your chance to enjoy a 64GB Wi-Fi + 3G iPad! This new wireless tablet from Apple combines the best features of a smartphone and a laptop; it's great for browsing the web, reading e-books, watching movies, looking at photos and more. It's hard to believe a device so thin and light can pack so many features! **Read this newsletter and answer the questions on the enclosed reply card.**

Entries with correct answers received by 12/17/10 will be entered in a drawing. Two prizes will be awarded.

- 64GB capacity
- 1.5 pounds
- only 0.5 inches thick
- 9.7-inch LED backlit display
- multi-touch screen
- Wi-Fi and 3G connectivity

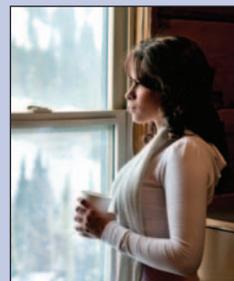
No purchase necessary. A purchase will not improve chance of winning. See enclosed card for details.

never run out of oil

When you enroll in our FREE automatic delivery program, we estimate how much fuel you need

by monitoring your fuel use and making adjustments for the weather. That way we can deliver oil when you need it, and you won't have to worry about running out.

Give us a call today to sign up for automatic delivery.





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*No purchase necessary. A purchase will not improve chance of winning. See enclosed card for details.

community corner

Since our founding in 1928, helping the community has always meant a lot to us. That's why it was so gratifying to receive the 2010 Community Service Award from the St. Mary's County Chamber of Commerce.

It has been rewarding to contribute to local organizations in our area, including Christmas in April, Business Education Community Alliance, St. Mary's Hospital and St. Mary's Hospital Foundation, as well as local Lions Clubs, volunteer fire departments, rescue squads and their ladies auxiliaries, public schools and Little League teams.

At Burch Oil, we believe that businesses can make a difference in the community and we look forward to doing so for years to come.



Sonny Burch, 3rd from right, accepts award with other 2010 recipients.

time is running out on tax credits

Those state and federal incentives we have been telling you about are still in effect—but not for long. The federal tax credit, in particular, which applies to energy-efficient home improvements, is scheduled to expire on



Install a
**HIGH-EFFICIENCY
WATER HEATER**
this year, and you may
be eligible for a
TAX CREDIT
of up to **30%**
of your purchase cost.

going the extra mile

The professionalism and skill of our service team—from technicians to dispatchers to customer service representatives—is one way we keep ahead of the competition and ensure your comfort and peace of mind. Here's what two satisfied customers told us recently.

"The two men who came to do maintenance on our two units were friendly and knowledgeable. They were professional and polite, and completed their duties in a very timely manner."

—Beverly McCord, Great Mills

"When times were tough for us, you were there when we needed you. Thank you!"

—Dave Leman, Mechanicsville

the last day of the year. If you have been thinking about replacing your boiler or water heater, this is the time to act.

The federal credit covers 30% of the cost of replacing your old water heater, furnace or boiler with a qualifying energy-efficient replacement. (It also covers some heat pumps and a/c units.)

Now that we are a full service propane dealer, Burch Propane can install a high-efficiency Rinnai tankless water heater in your home. A Rinnai unit heats water quickly, providing all the hot water you need. Plus, its on-demand system stops heating water when hot water faucets are turned off, providing significant savings.

To learn more, please return the enclosed reply card or call us today.