



Warmest Regards

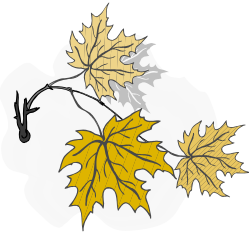
(508) 485-0377

www.falconibros.com

FALL 2005

MESSAGE FROM THE PRESIDENT

We're in this together...



As we approach a new heating season, energy prices across the board are significantly higher than they were this time last year. This not only affects the price you pay at the pump, but also what you pay at the grocery store due to increased delivery charges, the price of an airline ticket and the price of heating oil.

According to the Department of Energy's latest *Short-Term Energy Outlook*, there are several factors contributing to the expectation of continued high crude oil prices. First, there is robust growth in worldwide petroleum demand, especially in developing countries. Second, production growth in non-OPEC countries is not expected to accommodate worldwide demand growth. Third, worldwide spare production capacity has recently diminished. Fourth, refining and shipping are expected to remain tight. Finally, conflicts in Iraq, and possibly in Nigeria and Venezuela, are expected to keep the level of uncertainty in world oil markets high. Another factor that could influence the U.S. oil market over the next few months is the severity and location of hurricanes, which could cause temporary price spikes.

Though I can't tell you now how much higher your bills will be, I wish to emphasize that you don't have to go it alone. *This is a challenge we must all face together.* Luckily, you can take advantage of the many money-saving opportunities we offer. With our full service capabilities and personal attention to each and every customer, we will deliver the maximum value for every energy dollar you spend with Falconi Bros.

Warmest regards,

Jim Falconi

Jim Falconi
President



Visit us on-line!
www.falconibros.com

Taking the Mystery Out of Automatic Delivery

What determines when we schedule your fuel oil deliveries? There are a number of elements, but mostly it's a matter of "degree days." You may have heard that term used in weather reports, but what exactly is a degree day? Simply put, it's a measurement that calculates how cold it is over a 24-hour period.

To determine a given day's "degree days," you add that day's high and low temperatures together and divide by 2. This gives you the average temperature. You then subtract that average from 65 to get the number of degree days accumulated. The more degree days there are, the more fuel you use.

Another important element is the "k-factor." To determine the k-factor, we figure out how many degree days need to go by for your family to use one gallon of oil. Think of it as your home's "miles per gallon." We then calculate your tank's ideal delivery amount using your k-factor, and a delivery date is set.

Above all, we want to point out that pricing is NOT a consideration when we select your delivery date. We NEVER decide to deliver based on a particular day's wholesale or retail prices. It's simply up to good old-fashioned mathematics. When it comes to your uninterrupted comfort, we know the formula for a perfect delivery!

$$\frac{\text{High}^{\circ} + \text{Low}^{\circ}}{2} = \text{Average Temp}$$
$$\text{Average Temp} - 65 = \text{Degree Day}$$



Talking Turkey About Oilheat



When the family gathers around the turkey this November 24th, you might want to give thanks to Oilheat, the energy choice that won't "gobble, gobble" up your hard-earned dollars. Let us spell it out for you:

Total Value: Oilheat prices are extremely competitive. If you adjust for inflation, oil is significantly less expensive than it was 30 years ago. And because of our storage capacity and strong relationships with our suppliers, Falconi Bros. is able to offer you the fairest prices possible!

Understandable Billing: Oilheat bills are easy to comprehend. Plus, we give you different payment options to choose from, like our Budget Plans, Fixed-Price Contract and Maximum Capped Price Contract.

Reliable Service: We know you and your heating system. With our emergency service, you can count on us 24/7/365.

Kind to the Environment: With advanced technology, oil burner particulate emissions are approaching near-zero levels. Emissions are so low that they are not even regulated by the Federal Clean Air Act.

Efficiency: Many modern fuel-burning appliances have efficiencies above 90%. And Falconi Bros. can advise you on a variety of low- and no-cost ways to reduce energy consumption by 10 to 50%.

Your Safety: Oilheat is not explosive and will not burn in a liquid state. It's non-toxic, contains no carcinogens, and is biodegradable. Its fumes are not fatal and it poses one of the least risks of carbon monoxide poisoning to you and your family.



Why We Want You To Use Less of the Oil We Sell!

This may not sound like any way to run a business, but we really do want you to use less of the product we sell. In the end, we all win when you use less heating oil because it helps to keep the demand down — and the cost.

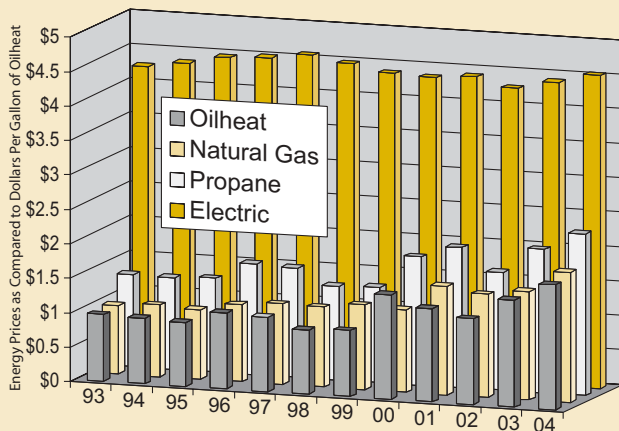
After all, our goal is to provide you with the best possible price so we can



take care of both your home and financial comfort at the same time. That's why we're doing everything in our power to help you conserve energy wherever and whenever possible. And why we recommend taking advantage of our preventive tune-ups or installing new equipment so it's running at peak efficiency.

That's also why we go the extra mile and deliver Heating Oil Plus to your home, a premium heating oil with a special additive — at no extra charge! It's specially formulated to maximize your energy dollars by optimizing the performance and extending the life of your heating system. When you're spending less on your heating bill, you're a happier customer. And that's what makes us happy! As you can see, sometimes less really IS more!

When compared to gas heat, propane, electricity, Oilheat has been the best value for the past 11 out of 12 years!



Source: U.S. Department of Energy
Includes CT, ME, MA, NH, RI, VT, DE, MD, NJ, NY, PA, DC

Reach for the Star ... the ENERGY STAR!

As an Oilheat customer, you can cut costs and keep Massachusetts beautiful when you upgrade or replace your old equipment with products that have received the ENERGY STAR® rating. Only the most energy-efficient products have earned this distinction created by the Environmental Protection Agency (EPA). If just 1-in-10 households bought ENERGY STAR equipment, **over 17 billion pounds of pollution would be removed from the air.** Plus, these products can help you save hundreds of dollars a year. For example, by upgrading to an ENERGY STAR rated oil-fired furnace or boiler, you can **reduce heating bills by almost 30%!** We can help you choose new ENERGY STAR heating equipment that fits your needs and your budget, and provide expert installation, too!



Kids' Drawing Contest

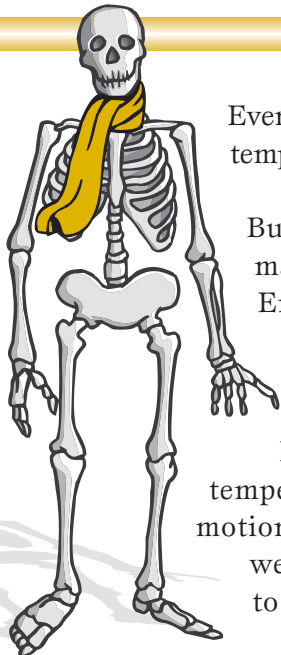


*** "Special Delivery" ***

Here's a chance for your children and grandchildren up to 12 years old to show their creativity. All they have to do is draw a picture of the Falconi Bros. truck making a delivery to their home. Be sure their name, age, address and phone number appear on the back, and mail it to us by 10/15/05. We'll then select two winners — one in the 5-8 year-old category and one in the 9-12 age group. The winners will get their pictures printed in the next issue of *Warmest Regards* and receive a \$25 Toys R Us gift certificate. Sorry, submissions cannot be returned. Good Luck!



Can You Really Feel the Cold In Your Bones?



Even though your arthritic grandmother may have been able to predict the weather when the temperature dropped, there has been no definitive study linking weather with pain.

But new research presented last October at the American College of Rheumatology may be a start. Thanks to a study led by Dr. Timothy E. McAlindon of Tufts-New England Medical Center, we now know that changes in barometric pressure and, to a lesser degree, temperature, do correlate with increased knee pain. Rainfall and dew points had no major impact.

Experts say dressing warmly and layering your clothes so you can adapt to temperature changes can help. So can sticking to an exercise routine. Try range-of-motion exercises such as dance to increase flexibility; strengthening exercises, such as weight training, and aerobic or endurance exercises to control weight so you can start to feel better no matter what the weather.





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Treat Yourself to Some Halloween Safety Tips



As a parent, you don't want to get spooked about your child's safety on Halloween. With just a little planning and smart shopping you can make sure that the only thing they'll be getting are lots of sweet treats and no surprise tricks! Here are some helpful hints, courtesy of the Massachusetts Department of Public Health:

1. Consider adding reflective tape or striping to costumes and trick-or-treat bags for greater visibility.
2. Purchase only flame resistant costumes, wigs and accessories.
3. Obtain flashlights with fresh batteries for all children and their escorts.
4. Eliminate tripping hazards on your porch or walkway (flower pots, low tree limbs, support wires or garden hoses).
5. Consider non-toxic or hypoallergenic makeup or a decorative hat in place of a mask, which can limit eyesight.
6. A responsible adult should closely examine all treats and throw away any spoiled, unwrapped or suspicious items.



GOT OILHEAT?

Compare the price of oils in dollars and sense!

If you've been concerned about the rising cost of oil, just take a look at the chart below for a different point of view! Just for comparison, we thought we would show you the price of heating oil in relation to other types of oil. Did you know that if your burner ran on sesame oil instead of heating oil, you'd be paying as much as \$98.56 per gallon to heat your home? Talk about price appreciation ... once again, you'll be glad you've got Oilheat!

COMPARE THE PRICE OF HEATING OIL TO EVERYDAY OILS FOR A DIFFERENT PERSPECTIVE!

HEATING OIL:	\$2.01 per gallon
MOTOR OIL:	\$10.20 per gallon
CANOLA OIL:	\$10.28 per gallon
CORN OIL:	\$11.32 per gallon
PEANUT OIL:	\$25.88 per gallon
BABY OIL:	\$31.04 per gallon
TANNING OIL:	\$41.20 per gallon
OLIVE OIL:	\$57.92 per gallon
SESAME OIL:	\$98.56 per gallon

Sources: EIA Massachusetts, April 2005; Netgrocer.com, August 2005