

# Southern Maine Renewable Fuels

## *Early Buy Specials on PWI pellets...Rio Logs...Cozy Logs*

**Now through April 30th**

As we look forward to the end of the 2011-2012 heating season, our attention has already turned to next fall and winter. We've been in touch with our pellet and bio product suppliers for a spring early buy program. The long term availability of raw materials and the uncertainty of crude oil pricing have made it difficult for suppliers to commit to pricing beyond the next month. Our best advice going forward is to purchase your fuel as early as possible. This letter will provide you with information that will help in planning for your energy needs.

**Early Buy Specials:** We are offering full pallets at a reduced price for online orders placed **now through April 30<sup>th</sup>** with delivery 2-4 weeks after placing your order. **Order early, as quantities are limited.** Prices on full pallets will increase on May 1<sup>st</sup>. Go to [www.mefuels.com](http://www.mefuels.com) and click the **Order** tab located at the top of our home page to place your order.

**Early Buy Specials** include:

**PWI pellets.** Normally \$289/ton, order full pallets now through April 30th and pay **\$259/ton.**  
**SAVE \$30.00/ton.** These **HOT** burning Super Premium hardwood pellets have the lowest ash content (.250 %) of any pellet that we sell. PWI is one of the very best Super Premium pellets available on the market today.

**Rio Logs.** Normally \$289/pallet, order full pallets now through April 30th and pay only **\$269/pallet.**  
**Save \$20.00/pallet.** 79 bundles of 12 logs, combined with 84 FREE fire starters, make this the best Btu for your dollar deal.

**Cozy Logs.** Normally \$329/pallet, order full pallets now through April 30th and pay only **\$319/pallet.**  
**Save \$10.00/pallet.** These all cedar logs are quickly becoming one of our best selling bio products. In addition to the bagged configuration, a number of customers have asked about buying Cozy Logs without the plastic bags. We inquired with our supplier, and they are willing to make these available to us as a "Special Order". Receive 84 bundles of Cozy Logs in bulk without the plastic bag and pay only **\$299/pallet** - a **savings of \$30.00/pallet** off the regular bagged price. Place your order by April 30th to take advantage of this new configuration at this price.

**Coal customers:** We received notice of a price increase effective February 1, 2012. The new spring price is \$20.00 more per ton than our coal pricing of last spring. Place your order with us by the end of April and take delivery within 2-4 weeks and you'll lock in to the current \$330.00/ton price. Pricing after April 30th will increase.

**Fuel prices:** *Augusta, Maine – The Governor's Office of Energy Independence and Security (OEIS) conducted its weekly heating fuel price survey on Monday, February 27, 2012 and found that the current statewide average cash price for No. 2 heating oil to be **\$3.86 per gallon**, an increase of 7 cents from the week before.*

Compared to oil, the price of wood pellets and bio products has remained relatively stable this year. Dollar for dollar, pellets and bio products are one of the most cost efficient ways to heat your home. As oil prices go up, so do your savings. In Maine, the average home uses between 50,000,000 Btu's and 150,000,000 Btu's per heating season. If your home used 100,000,000 Btu's at the current price of home heating oil (\$3.86/gallon), you would pay \$3350.00 for the heating season. Using wood pellets at \$259/ton, you would pay \$1826.00 for the same Btu output, saving you over \$1500.00! Pellets at \$299/ton would cost \$2108.00, still saving you over \$1200.00 (not to mention that the heat from a wood stove or pellet stove just feels warmer than baseboard or forced hot air). See our **Fuel Calculator** on the home page of our website and do the computations as pricing changes.

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**Home Delivery:** We do our best to deliver your fuel in a timely fashion. Recognize that at peak times of the year, your wait may be 3-4 weeks from the order date depending on the number of orders outstanding. Winter time is not the time to be maneuvering our truck, trailer and delivery cart. Plan ahead and have your entire allotment of fuel in place before the first snowfall next fall. Home deliveries will be suspended once road conditions deteriorate.

**Customer Pick-up Hours:** (Current hours posted on the Home page of our website)

**Wells:** Effective **Saturday, April 14th**, spring pick-up hours will be as follows:

Saturday mornings from 9:00-noon **only**.

**Windham:** Effective **Saturday, March 24<sup>th</sup>**, spring pick-up hours will be:

Wednesday afternoons from 2:00-5:00

Saturday mornings from 9:00-noon.

In addition to our scheduled spring pick-up hours, we will be available, by appointment only, to coordinate full pallet pick-ups at our Wells and Windham warehouses as our schedule permits.

**New Pellet Brands:** In an attempt to ensure a consistent supply of wood pellets throughout the year, we've brought in several new brands of wood pellets this season, including La Crete (softwood), Trebio (blend), and McFeeters (softwood). Many customers have taken advantage of our **"Try before you buy"** campaign to try these new fuels. To date, customer feedback on these products has been positive. I am pleased with my own personal testing - **HIGH HEAT** from all three. More ash with the Trebio and McFeeters compared to the La Crete, but \$50.00 less per ton. Consider giving these new pellets a try as part of our **"Try before you buy"** bundle special in effect through March 31st...four bags for only \$10.00.

**Bio products:** Rio Logs continue to be our best selling bio product, followed by Cozy Logs, Canawick Bricks and Envi Blocks. Envi Blocks were in very short supply this heating season...order next year's supply early.

**Stove Maintenance:** Doug Jones, owner of Maine Stove & Chimney in Sanford and Scarborough, advises that the vast majority of pellet stove issues result from improperly maintained stoves. Please take time to read your owner's manual and keep up with periodic maintenance and scheduled cleanings. A **thorough cleaning** of your appliance (including chimneys and stove pipes) at the conclusion of each heating season is a must! For professional assistance, contact Maine Stove and Chimney in Sanford at 324-4440, or 730-5400 at their Scarborough location.

**Communications:** Our **Mainely Ticks** division is currently gearing up for our eighth tick and mosquito season. Please be aware that from time to time we may be unavailable to answer your calls immediately. In the event that we are not available, please leave a detailed message and Bob, Ed, Jim or Michelle will return your call at the earliest possible opportunity.

On behalf of our entire staff, **Thank You** for your continued patronage. Visit our website at [www.mefuels.com](http://www.mefuels.com) for updates and pricing information. If you've not already done so, please sign-up for our electronic newsletter from any pellet or bio product page. As our customer base continues to grow, our e-newsletter is the most cost effective way for us to keep in "Constant Contact" with you, our valued customer.

**Warm Regards,**

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