

PHILLIPS ENERGY More than just fuel.

Informer

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MORE THAN JUST FUEL

As we head toward the end of this year, we're reflecting on our 70th anniversary...which we've been so grateful for all year long. To say that starting and doing business in a small town has been good for us would be an understatement. To say that we love the communities we serve would be a bigger understatement.

While our clients have grown over the last 70 years from Gloucester to Mathews and New Kent and beyond, our relationship and commitment to this wonderful, broad community has remained the same.

Provide the best service that we possibly can because we believe we are more than just fuel.

It's about being part of community and knowing that the community is a part of us. When this community needs us, we do our best to be there. Hurricanes, ice storms, tornados, sweltering heat waves (wow...we have been through a lot together!).

And when we need you, you return the love. You continue to trust us with your homes, your businesses, your family. Every time we request donations for causes, you reach into your pockets to give and donate your time to important missions.

As we said, we have seen a lot over the past 70 years. And we are grateful for each day. But the greatest thing has been your commitment and friendship. It's been about more than just fuel.

Onward to another wonderful 70 years...together. #ProudlyPhillips
#MoreThanJustFuel

May this season of giving and thanks
bring you many blessings —

John Elizabeth



ALZ TRUCK DETAILS

Phillips Energy is pumped to help end Alzheimer's Disease and we're honored to have unveiled our newest propane truck in the fleet this season!

The truck — adorned with the phrase "**Pumped To End Alzheimer's**" and decorated in the disease's signature color purple — hit the roads in September.

A penny from every gallon of propane pumped from the truck will be donated to the Alzheimer's Association, which will earmark the funds to support families and efforts benefiting those living with Alzheimer's on the Middle Peninsula.

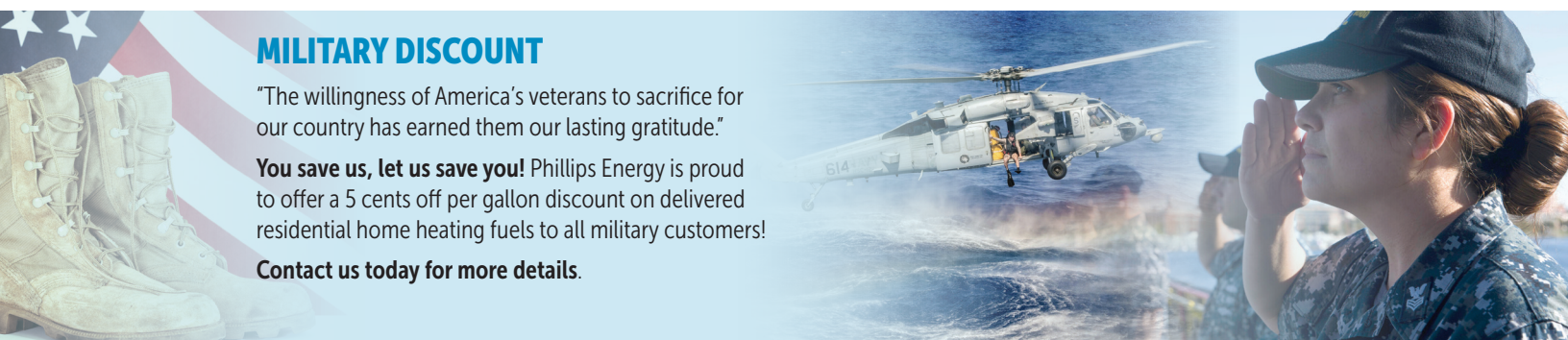
"We're honored to be part of this cause. As many of you know, our father has Alzheimer's and we are coping with it every day," said John Phillips, President of Phillips Energy. "We're looking forward to having this truck on the road and getting some visibility, and hopefully helping get people to understand more about Alzheimer's and what it's all about."

MILITARY DISCOUNT

"The willingness of America's veterans to sacrifice for our country has earned them our lasting gratitude."

You save us, let us save you! Phillips Energy is proud to offer a 5 cents off per gallon discount on delivered residential home heating fuels to all military customers!

Contact us today for more details.



SAFETY FIRST!

Any energy source — whether it's electricity or gas — must be handled properly and with care. Phillips Energy is committed to keeping you and your family safe while using propane in your home or business. You know when we have been by to deliver your propane, but did you know we are doing more than just topping you off?

Did you know...

- Phillips Energy inspects propane tanks and re-certifies them regularly.
- Phillips Energy performs regularly scheduled leak tests to ensure your system is operating safely.
- Phillips Energy replaces regulators per manufacturer recommendations.

If you have any safety concerns at all — about your fuel, your equipment or your home environment in general — or if you have a suggestion on how we might improve our safety procedures, please do not hesitate to call the office nearest you or contact us online, where we also list out additional safety tips.

phillipsoilandgas.com/about/safety/#PropaneSafety

OIL REBATES

Calling all oil customers! You already know how comfortable oil heat is in your home. There are rebates available for you to keep this cozy heat running strong. Upgrade your tank and furnace! Contact Phillips Energy today to see if you qualify and we'll help walk you through the rebate process!

PRODUCT FEATURE

Do you know how many appliances in your home could be running on propane? Whole house and room heating systems, water heaters, pool heaters, gas log fireplaces, grills and fire pits ... and that's just to name a few.

So before the year is over — our 70th anniversary year — take advantage of our anniversary promotions.

The Virginia Propane Association is currently offering \$300 rebates on certain qualified propane appliances (think tankless hot water heaters, furnaces and room space heaters).

Phillips Energy is sweetening the deal! Install a qualified appliance today and Phillips Energy will match that rebate with and additional \$300 off the cost of labor of the installation.

Want to upgrade or install your first propane fireplace?

For the remainder of 2016 take \$70 off the purchase of gas logs and when we install it for you we'll include 70 minutes of labor at no charge.

Fireplace options these days feel endless, from traditional built-ins with a mantle to freestanding to the sleek linear style. We're happy to show you all options in our showrooms closest to you — located in Gloucester, Mathews and New Kent Counties.

This promotion is only available to current Phillips Energy customers or those willing to switch to Phillips Energy as part of the installation. Promotional savings cannot be applied to previous installations.

DOG PROMOTION

"Happiness is a warm puppy."

— Charles M. Schulz

And you know how they get warm? By the light of a Phillips Energy-fueled propane fireplace or room space heater!

We want to get to know all the Phillips Energy pups out there! In honor of the National Propane Gas Association's newest mascot — Blue the Dog — we want to find some mascots of our own!

Take a picture of your favorite dog by a fire, or any propane-fueled product in your home, and email it to Nora Wood at nwood@peifuels.com by December 15. We'll post all the pictures on our Facebook page by December 20 and let the community vote on their favorite.

The pooch with the most votes will win a \$100 gas gift card to Phillips Energy to gift to their people.

