



Cota Chronicle

SPRING 2006 -VOLUME 18
NUMBER 1

AN INFORMATIONAL NEWSLETTER FOR THE CUSTOMERS OF COTA & COTA AND GFS

- What has happened this last year?
- What will the next year bring?
- What has happened locally?



What happened:

Hurricanes hit the gulf coast continued fighting in Iraq Iran and North Korea bringing tension of nuclear warheads.... energy and gasoline prices nearing \$3/ gallonChina's unquenchable thirst for oil. The facts behind each of these headlines have been addressed in all the media, with the result being that energy prices have been extremely volatile.



What will next year bring:

Some say more of the same. Others indicate additional stresses on our nation's economy. Energy prices will continue to be influenced by the political instability in Iran, Nigeria and the whole middle east. Continued energy demand by China and India will create new oil/political alliances. New low sulfur gasoline and diesel fuel, along with ethanol being added to gasoline instead of MTBE will cause volatility in the market as supplies of these new products in the short term are limited.

Locally:

One of the area's more established energy suppliers (Johnson and Dix) will disappear as it was purchased by a multi-national corporation with its headquarters in Bermuda and Canada. For those customers more comfortable with a locally owned family heating oil and propane supplier... Cota & Cota is the logical choice. Our commitment to service, timely deliveries, high efficiency heating equipment, and affordability make Cota & Cota the best choice in heating providers.

Please contact us today via our web page at www.cotaoil.com

we make warm friends

home	<p>Welcome!</p> <p>For over 60 years Cota & Cota has been providing families in southern Vermont and southwest New Hampshire with quality <u>petroleum products</u> and <u>superior services</u>.</p> <p>A Full Service Heating Oil Company</p> <p>From home heating oil, propane gas, kerosene, diesel fuel and gasoline we pride ourselves on the quality of our products. We offer our fuel customers a full line of quality heating products, full plumbing services, as well as environmental and government regulatory services.</p> <p>Important!</p> <p>We are pleased to be offering service to the Upper Valley from our office located at 8 Barnes Ave., White River Jct., Vermont. Call us at 295-0000</p>	<p>News</p> <p>Interested in Biofuel? Send us your name and address, and we'll contact you directly.</p> <p>Keep up on the latest with our newsletter</p>
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- Fall 2005



A look back in time as Cota & Cota celebrates its 65th anniversary.

1941 - Cota & Cota started by Ken and Helen.
1942 - Coconut Grove Fire.
1943 - Teheran Conference.
1944 - D-Day.

1945 - Atomic bomb dropped on Hiroshima and Nagasaki.
1946 - Benjamin Spock's "Child Care" book published.
1947 - Jackie Robinson breaks color barrier in Baseball.
1948 - Berlin Blockage.
1949 - Dystopian future novel Nineteen Eighty Four published by George Orwell.
1950 - Korean war begins.
1951 - General Douglas MacArthur fired by Truman.
1952 - Dwight Eisenhower elected President.
1953 - Armistice in Korea.
1954 - Brown v. Board of Education.



1955 - Cota & Cota Builds Main Office at 4 Green St. Bellows Falls VT
1956 - Interstate Highway Act.
1957 - Russians launch "Sputnik."
1958 - NASA formed.

1959 - Alaska & Hawaii statehood.
1960 - Civil Rights Act of 1960.
1961 - John F. Kennedy becomes President.
1962 - Cuban Missile Crisis.
1963 - John F. Kennedy assassinated.
1964 - Tonkin Gulf incident.
1965 - Medicaid and Medicare enacted.
1966 - Miranda v. Arizona established Miranda Rights.
1967 - 25th Amendment.
1968 - Martin Luther King Jr. and Robert Kennedy assassinated.
1969 - Neil Armstrong walks on the moon.
1970 - Environmental Protection Agency (EPA) created.
1971 - 26th Amendment ratified.
1972 - Watergate.

1973 - Cota & Cota builds fleet maintenance garage.



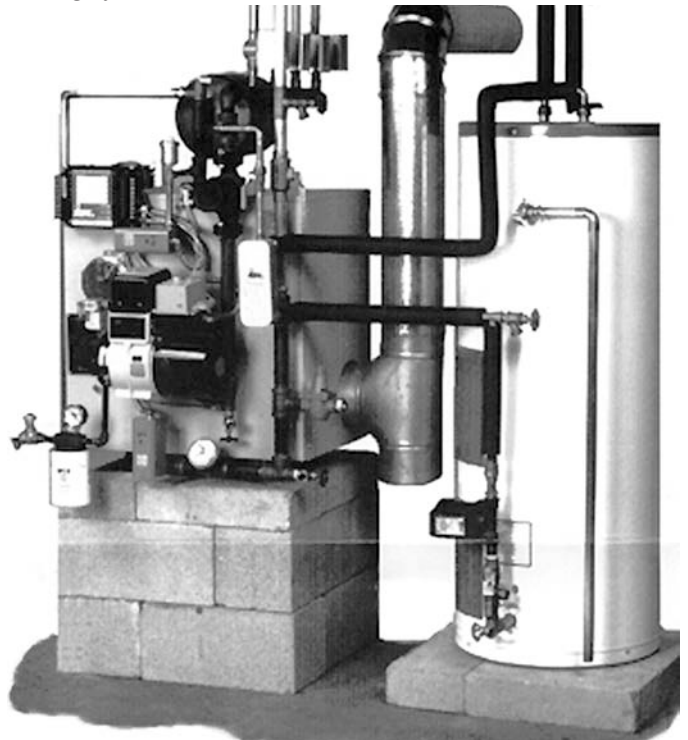
1974 - Nixon resigns.
1975 - North Vietnamese take Saigon ending Vietnam war.
1976 - Pittsburgh Steelers win Super Bowl.
1977 - Jimmy Carter becomes President.
1978 - Camp David accords.
1979 - Cota Plumbing joins Cota & Cota.
1980 - US boycotts summer Olympics in Moscow.
1981 - Ronald Reagan becomes President.
1982 - Cota & Cota expands to Ludlow & Springfield, Vt.
1983 - US invades Grenada.
1984 - Most of Eastern Bloc boycott summer Olympics in Los Angeles.
1985 - Gorbachev becomes Soviet leader.
1986 - Space shuttle Challenger accident.
1987 - Black Monday on Wall Street.
1988 - Discovery launched as first post Challenger space shuttle flight.
1989 - Cota & Cota moves Ludlow Office to 6 Andover St.

1990 - Iraq invades Kuwait.
1991 - Gulf War.
1992 - Hurricane Andrew causes \$25.6 billion in damage.
1993 - Branch Davidian Standoff and fire in Waco, Texas.
1994 - NAFTA goes into effect.
1995 - Hugh Cota Retires
1996 - Centennial Olympic Park bombing in Atlanta during summer Olympics.
1997 - Princess Dianna dies in Paris car crash.
1998 - US Embassy bombings in Tanzania and Kenya.
1999 - President Clinton is acquitted in impeachment trial by US Senate.
2000 - USS Cole bombing in Yemen.
2001 - 9/11 Terrorist attacks on the World Trade Center and the Pentagon.
2002 - Department of Homeland Security created.
2003 - Invasion of Iraq.
2004 - US presidential election.
2005 - Gulf Coast hurricanes.
2006 - Cota & Cota celebrates 65 years providing trust, confidence and peace of mind.



A Good Investment

- Make sure your heating system is operating at peak efficiency by having a professional tune-up. It can save you as much as 10% on your annual fuel bills. Make sure to have your heating system serviced with our ComfortCare service plan.
- If your heating equipment is 15 years old or more, you can cut your fuel bills by up to 30% if you upgrade to a new, high-efficiency heating system. Contact Chuck or Wayne at our office today.
- See our website for information on oil and propane heating systems.



System 2000 with storage tank for hot water.

Meet Our Office Teams (Real People Answering Your Call)



Mike Hoffman and Dawnese Downs.

Ludlow, Vermont

Jim Rumrill and Tracey Farquhar are familiar faces to our customers in the Okemo area. Our Main Street office is easily accessible on the south side of Ludlow Village. Call them today at 228-8866.



Bill Barbarow and Lori Schinck.

Service Office

Service dispatch, plumbing installation and heating system replacement are covered by Lou, Rod, Supe, Chuck, Wayne, Mike and Kevin from their office in the former "BF Creamery" building in Bellows Falls.



(L-R) Susan O'Brien-Tanguay, Nicki Stoodley, Debbie Johndro, Holly Doyle, Brenda Washburn, and Shamus Martin.

This is a family business.

Casey, Chris, Sean and Jim are all a hands-on partner with all of the Cota & Cota employees.

White River Jct., VT

Dawnese Downs and Mike Hoffman are available to answer all your heating oil and propane questions. Give them a call at 295-0000.



Tracey Farquhar and Jim Rumrill.

North Springfield, Vermont

Lori Schinck and Bill Barbarow are an active office covering our Springfield area customers. They are local contacts for all your oil and propane needs. They can be reached at 886-3200.



(L-R) Lou Tomberg, Wayne Palmer, Chris (Supe) Reeve, Chuck Harriman, Kevin Cray, Rod Miller.

Bellows Falls Office Staff

Holly, Susan, Nicki, Wendy, Shamus, Brenda and Debbie on hand to assist you at our main office in Bellows Falls.



(L-R) Jim Tully, Casey Cota, Sean Cota, Chris Cota.

What is BioFuel?



Biofuel is a generic term to describe a blend of heating oil with domestically produced raw vegetable oils and other natural vegetable oils and fats. These oils and fats must go through a chemical reaction called transesterification to make it into a biodiesel product. This end product must be tested to make sure it meets ASTM D6751 specifications before it can be blended with heating oil.

The bio-product itself contains no petroleum, but can be blended with heating oil. The blend usually ranges between 5% to 20%. For example, B10 represents 10 percent bio-product and 90 percent heating oil.



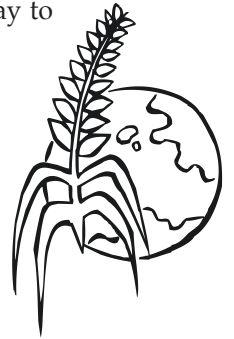
Biodiesel and Biofuel are not the same. Biodiesel is generally used to indicate pure biodiesel, B100. Biofuel is conventional heating oil that contains biodiesel.

Biofuel will make the U.S. less dependent on foreign oil. No. 2 heating oil is consumed by some 9 million homes, 70% of which are located in the Northeast and Mid-Atlantic states. Residential use of No. 2 heating oil has remained constant at about 6.7 billion gallons the past few years. A 5% inclusion of Bio into the home heating pool would create a 300+ million gallon savings of foreign products.

Biofuel is not a replacement for heating oil. It is a product that makes today's heating oil better. Biofuel is not a panacea for heating oil prices. On average, it may add a few pennies more to the total product cost. Biofuel is a value-added, environmentally safe way to augment the supply of heating oil.

Cota & Cota has been able to find a stable supply of Biofuel which will be coming on line in late spring. This will be an option available to our customers. It is not mandatory as it will be a separate product.

We anticipate the cost of Biofuel will be comparable to the price of kerosene. As we get closer to having this product in inventory, we will be forwarding you that information.



Secure Next Winter's Supply

In the upcoming months we will again be offering price protection for your heating fuels with our budget and security programs. These programs have proved to be the best way for you to protect against price volatility in the energy market.

We have to anticipate the demand for these programs when we enter the NYMEX futures market. Thus, all programs are subject to a "FIRST COME, FIRST SERVED" basis. Should we sell out of the futures contracts, we will attempt to re-enter the market, however the terms of the offers may be adjusted.



You can count on us . . . We're staking our name on it.

Career Opportunities

Cota & Cota has been a stable energy provider for 65 years. We have positions opening up in all aspects of our operations: delivery drivers, service technicians, office personnel, plumbers and installers. We employ good people. Do you know someone who would be a great member of our team? Contact us today.

The Old Yankee Way

We often talk about doing business the "Old Yankee Way" or living our life the "Old Yankee Way" but what does that mean?

One interpretation is that you respect each other, their property and their opinions. You are able to show courtesy and concern, compassion and caring. It means volunteering within your community. It means watching out for your neighbors. It means opening a door for someone or saying thank you.

Doing business the "Old Yankee Way" means treating our customers as we would want to be treated--with courtesy and professionalism--with honesty and good value. It means a friendly voice on the phone, answers to your questions. It means a return phone call. It means that we will take care of your needs so that you do not have to worry.

Cota & Cota is a third generation Vermont family home heating provider in southern Vermont and southwestern New Hampshire. We are proud of our Vermont heritage and the effort we have put forth 65 years to gain your confidence in us. We are committed to continue our best efforts on your behalf.



Cota & Cota Service Technician Team. Back row (L-R): Mike Relihan, Matt Vanalstyne, Bob Lakin, Ray Smith, Charles Knight, Hiram Knapp, Mark Ethier. Front row (L-R): Dick Gendron, Don Colby, Tom Cobb.

The Cota Chronicle... A Newsletter for the Customers of Cota & Cota and Gay's Fuel Service

Main Office: 4 Green St. Bellows Falls, VT 05101
Ludlow: 7 Main St. Ludlow, VT 05149
Springfield: 65 Rt. 106, P.O. Box 1, N. Springfield, VT 05150
White River Jct.: 8 Barnes Ave., White River Jct., VT 05001

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(802) 228-8866
(802) 886-3200
(802) 295-0000



www.cotaoil.com
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Heating Fuels • Propane Gas Service • 24 Hour Plumbing • 24 Hour Burner Service • Heating System Installations • Motor Fuels • Low Temperature Alarms • Air Conditioning Systems • Plumbing Fixtures

Address Service Requested

Cota & Cota, Inc.
4 Green Street
Bellows Falls VT 05101

