



E.T. LAWSON

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Personally Speaking

E.T. Lawson Stands with Our Customers and the People of Ukraine. The U.S. Can Lower Prices & Emissions While Banning Russian Oil.

Like most people, over the past month, my attention has been focused on both the humanitarian crisis in Ukraine and the energy crisis unfolding across the globe, including here at home in Hampton Roads. As I write this letter, the U.S. is announcing a ban on imports of Russian oil, and energy prices are near their 14-year high. I know that you're feeling the pain at the pump. So are we. It's a bad situation for everyone, but I promise to do everything I possibly can to help.

In this newsletter, you will find information about the ways that energy efficiency and conservation can help lower your heating and cooling costs. I also encourage anyone who is worried about heating oil prices to sign up for an E.T. Lawson Payment Protection Plan for next season. This no-interest program spreads your estimated costs over 11 months, plus you receive a 5% discount for prompt payments. To get the process started, just call our office.

As a company that has been in business since 1919, E.T. Lawson has faithfully served our fellow Virginians through several wars, stock market crashes, a pandemic and more. Thankfully, the U.S. is currently in a much better position than in the 1970s when the Saudi oil embargoes led to miles-long lines at the gas pumps. As CNN news anchor Fareed Zakaria pointed out on March 6:

"Today, the United States is the largest producer of oil and gas in the world. It can ramp up production and exports and help turn on spigots in other countries. Much of this oil and gas will likely substitute for banned Russian energy so it's unlikely to cause net higher emissions. There is even an environmental benefit. U.S. oil production is less environmentally harmful than Russian production."

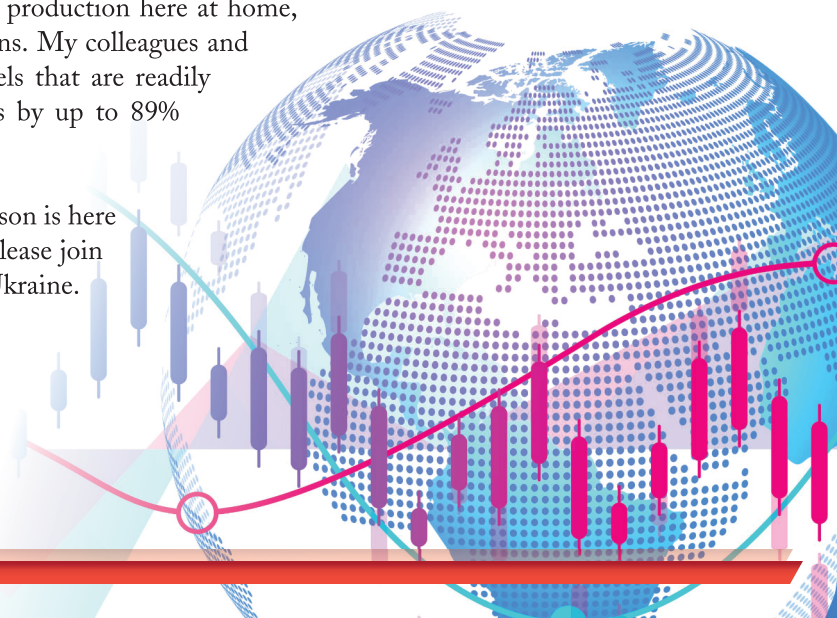
E.T. Lawson stands with our neighbors as well as the people of Ukraine. We support the decision to cut off imports of Russian oil and efforts to increase energy production here at home, which can help lower consumer costs as well as carbon emissions. My colleagues and I have also called for increased production of advanced biofuels that are readily available in other parts of the U.S. and can reduce emissions by up to 89% immediately.

In these most troubling times, please rest assured that E.T. Lawson is here to help however and whenever you need us. In the meantime, please join us in praying for the safety and independence of the people of Ukraine.

Sincerely,




Donald B. Allen, Jr.



Reduce Your Electricity Costs with These Energy Conservation Tips

With prices of everything from gas to groceries near all-time highs, Hampton Roads homeowners are looking to reduce their cost of living any way they can. As your energy conservation specialist, E.T. Lawson can help. Here are five quick tips that should lead to big savings on your spring and summer energy bills.

- ✓ Keep drapes, blinds, and shades closed during the day, and install patio covers, awnings, and solar window screens to help shade your home from the sun.
- ✓ Move furniture away from air conditioning vents and plant shade trees due west of west windows. This could reduce your air conditioning bills by up to 25%.
- ✓ Whenever possible, hang your laundry outdoors to dry, and air-dry your dishes instead of using your dishwasher's heat-dry setting.
- ✓ Open windows on cool days and nights. A good rule of thumb is to keep windows closed when it's warmer outside than it is inside your home.
- ✓ Change or clean your air conditioning filter(s) monthly, and keep air conditioner coils free of dust and dirt.



Looking for more ways to save? E.T. Lawson's home weatherization services can reduce your energy costs even further and provide significant savings all year-round. Visit etlawson.com and click "Weatherization" or give us a call to find out more.

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Save **\$100** off the price of any electrical panel upgrade

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PLUMBING SAVINGS

Save **\$50** off the purchase of a new Bradford White water heater

Cannot be combined with other offers

Low-Cost Energy Efficiency Improvements



Here at E.T. Lawson, we often speak about the environmental and economic benefits of energy-efficient heating and air conditioning. But what you might not realize is that you don't need to replace your whole system to save big on your energy costs and fuel consumption. Consider these simple, cost-effective efficiency upgrades:

- Inexpensive routine maintenance, including the annual tune-up provided under E.T. Lawson service plans, can reduce your heating and cooling costs by 5%.
- A digital setback thermostat that automatically turns back your home's temperature by 10°-15°F for 8 hours a day can reduce your costs by up to 15%.
- The Beckett Aquasmart control is guaranteed to reduce your boiler operating costs by at least 10% and if it doesn't, E.T. Lawson will issue a full refund.
- Our setback thermostats cost just \$165 and Aquastat controls cost just \$295, making them two of our most affordable energy efficiency upgrades.
- E.T. Lawson's prices for these products have not changed since 2011!

Spring is energy efficiency season at E.T. Lawson. Our fully licensed and certified technicians are out in the field performing efficiency upgrades and tune-ups right now. Call or visit us online to schedule a service appointment or request a free estimate!

PRESIDENTIAL REWARDS

\$150 OFF

Setback Thermostat

OR Aquasmart

Boiler Control

(With Trade-in of 150

Presidential Dollars)

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