

## Galway Co-op adds fuel oil partner

Sunday, February 7, 2010

By MAREESA NICOSIA, The Saratogian

**GALWAY** — A fast-growing propane cooperative that serves residential and commercial customers is now offering members a discounted price on fuel oil to heat their homes.

Galway Cooperative founder Michael Casadei said Monday the company signed with Charlton Oil Company Inc., in Ballston Lake, last week to offer fuel oil to members at wholesale prices with a 30- or 40-cent margin, depending on how they pay.

The co-op uses the fixed wholesale price of high-grade premium No. 2 fuel oil derived at the Rensselaer terminal, which is currently \$2.03 per gallon, Casadei said. Co-op members who pay with check or cash are charged a total of \$2.33 per gallon with the 30-cent margin added in, and those who pay with credit cards are charged a 40-cent margin. The 10-cent discount is only available for deliveries of 175 gallons or more.

While the price of fuel oil fluctuates on a regular basis, the current average price per gallon is about \$2.80. The lowest known price currently offered by competitors in the region is \$2.78, Casadei said.

Comparatively, members could see a 45-cent discount, at most, when buying fuel oil to heat their homes through the co-op rather than on their own.

For detailed comparison charts on local costs and links to independent resources, go to [www.galwayco-op.com/propane.htm](http://www.galwayco-op.com/propane.htm).

Members also pay a \$35 annual fee to the co-op. The fee is waived for people age 65 and older and those currently serving in the military.

“People embrace the co-op concept,” Casadei said. “Folks realize now that if they pool together their resources they can benefit financially.”

The co-op was established in 2006 with just 12 members and has grown to 2,800 members in 14 counties, Casadei said, as far north as Warren, east as Montgomery and south as Columbia counties.

In addition to the new partnership with Charlton Oil Company, the co-op works with delivery supplier Ferrellgas to supply propane and offers a discount trash removal service.

In the near future, Casadei said negotiations that are now under way with an electric company in the region should yield reduced electric costs for members, at about 5 to 7 cents per kilowatt hour.

In the long term, the co-op also looks to connect with Capital Region food companies to provide discount prices on produce, seafood, meat and boxed goods.

“People always want to save money, but in these economic times, it’s not a question of want, it’s a question of need,” Casadei said. “So I think that the program that we’re offering really helps people in a big way.”

The co-op has been a contributor to the community since its inception. In 2009, about \$20,000 was donated to charitable organizations, including the Galway food pantry and those supporting autism, breast cancer, ASL awareness and research.

For more information, call the co-op at 882-5445 or go to [www.galwayco-op.com](http://www.galwayco-op.com).

**URL:** <http://www.saratogian.com/articles/2010/02/07/news/doc4b6e40bec5858945442475.prt>