

HouseCalls

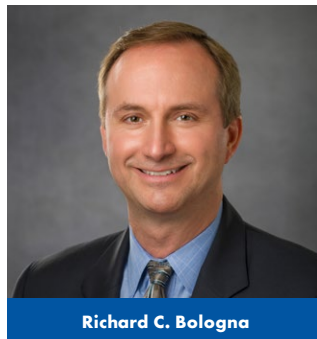
from **Westmore**
FUEL CO., INC

PERSONALLY SPEAKING

coming through when it counts

Dear Friends,

This past winter brought us moderate temperatures, with two notable exceptions. Right before Christmas an extreme arctic cold front moved into our region resulting in record-breaking cold temperatures and strong wind gusts that made it feel like it was well below zero. We responded to **more than 500 no-heat emergency calls** during that time! Then in early February we had a repeat performance when another arctic air blast blew in.



Richard C. Bologna

Many heating companies around here were overwhelmed by the sudden heavy demand for service, but not us. We were prepared! As always, our team pulled together, and we kept going while the conditions were extreme for a couple of days.

Requests for emergency fuel deliveries and equipment service skyrocketed, but we took care of everyone who needed help—even if it took a bit longer than we would have liked—because we had called in extra staff to meet the heavy load.

Of course, that is why Westmore Fuel customers know they can always count on us. We invest in critical resources and make careful plans to ensure that we are there for you when you need us most.

We couldn't have done it without our great team, heroes all. And, of course, we thank all of you for your patience. Enjoy the warm weather.

Warmly,

Richard C. Bologna

Richard C. Bologna

tune-up reminder

Because we deliver a combination of ultra-low sulfur and **Bioheat Plus® fuel**, you no longer have to schedule your heating tune-up every year. According to our service records, most customers can usually go three years between tune-ups.



If you feel your heating oil system needs a tune-up, please call us for an appointment. If you have a service plan, you qualify for a discount on your tune-up.

Our service team is available to perform your tune-up from now until October 15.

Please contact us soon so we can give you an appointment time that's convenient for you.

ask the expert

Q: Does Westmore offer equipment financing?

A: Yes. We partner with the National Energy Improvement Fund (NEIF) to provide financing so our customers can take full advantage of the equipment upgrades we offer.

NEIF provides loan lengths of three, five or ten years on its EnergyPlus financing for qualifying purchases with NEIF-approved contractors like Westmore Fuel.

If you're interested in replacing your heating equipment and would like information about equipment financing, please call us or reach out to us through our website. Also note that NEIF does not run credit reports, so your credit will not be affected in any way.

Q: Can I get tax credits for replacing my heating oil system with a new one?

A: Yes. You can now claim a federal tax credit of up to \$600 for installing ENERGY STAR-certified heating oil systems that use renewable fuel blends of at least 20% biodiesel. (Read more about this on page 4.)



Dominic Falcone
service manager

Why Bioheat® Fuel Saves You Money

In addition to its environmental benefits, Bioheat fuel is the leading renewable heating fuel available today.



Avoid Expensive Conversion Costs

People are excited about renewable, efficient Bioheat fuel, except for those who are pushing so hard for the total electrification of homes—including the way you're allowed to heat them.

Unfortunately, the fact that Bioheat fuel is reducing carbon emissions **right now** has been virtually ignored. The heating oil industry is on track to meet its goals of **net-zero carbon emissions** by 2050.

But efforts by government officials to mitigate the impact of climate change have instead focused solely on supporting conversions to electric heat pumps.

That's an extremely expensive path to take, even with rebates being heavily promoted as an incentive to convert.

How expensive is it? Data from three heat pump conversion programs in the Northeast showed that homeowners would pay anywhere from **\$17,260 to \$25,829** for a **whole-house** conversion to heat pumps.* We're sure you will not be surprised when we tell you that a high-efficiency heating oil furnace would cost substantially less than this.

*Source: <https://www.SmarterNYEnergy.org/wp-content/uploads/pdf/Cost-of-Residential-Air-Source-Heat-Pumps-Ugliestto.pdf>

Concerns about Parts and Labor

In many states, there are not enough contractors with the skills to install heat pumps.* Just like any other heating or cooling system, the equipment you get is only as good as the contractor who installs it.

The lack of available replacement parts needed for heat pump repairs has raised further concerns. We mostly import heat pumps from overseas, yet a spokesman for Rewiring America, an electrification nonprofit group, recently described the U.S. heat pump supply chain as "not too bad," but he added that "investment is needed... (to prevent) future complications, especially as the market grows."***

Sources:
*<https://Prospect.org/environment/2023-01-31-what-could-chill-heat-pumps/>
**<https://www.protocol.com/bulletins/heat-pumps-supply-labor-biden>

Too Much, Too Soon

It should be obvious that rapid mass-scale conversions to heat pumps will put a tremendous new strain on our fragile electric grid, which is already prone to numerous power outages.

Trying to phase out traditional fuels like heating oil, propane and natural gas puts all our carbon reduction eggs into one expensive, untested basket. It's too much, too soon. This speeding heat pump train we may be forced to ride will undoubtedly raise the risk of rolling blackouts during periods of extreme cold or oppressive heat.

Priceless Peace of Mind Service

You can always expect a fast and courteous response from us whenever you need help. We think that's one of the most important differences between the big utility companies and local heating fuel companies like us.

Utilities have been conditioned to think more about numbers than people, in large part because they are monopolies that are more focused on financial and operational aspects than on customer service.

In this respect, they are the **opposite** of heating fuel companies that know your neighborhood—and know you. Think about it: who would you rather call when you have a heating emergency?



Bioheat Fuel vs. Heating Oil

So, how does Bioheat fuel compare to traditional heating oil?

First, Bioheat fuel improves the performance of traditional heating oil. It's completely compatible with existing heating systems. You don't have to invest in costly new equipment or modify your home to use it.

And you **don't lose any heating power** with Bioheat fuel. On the contrary, it heats much more efficiently than conventional heating oil. This reduces heating system:

- repairs
- maintenance costs
- fuel consumption

Bioheat fuel also achieves emissions reductions of at least 50%, compared to petroleum that's not blended with biofuel.



Bioheat fuel has the highest Btu content of any alternative fuel!



Numbers That May Shock You

- A recent study concluded that policy-driven electrification would increase the average residential household energy-related costs by approximately **38% to 46%**, resulting in an increase to the average affected residential household of between **\$750 and \$910 per year**.*
- Many U.S. states propose an energy transition similar to Germany, whose citizens now pay about **300% more** for electricity on average than U.S. customers.**
- Only **12%** of U.S. power comes from solar and wind, which cannot be dispatched when needed or expanded without further degrading grid reliability.**
- Electrification advocates argue grid-scale storage is the solution, powered by **100%** wind and solar. This will require at least double the amount of today's installed generating capacity.**
- A large percentage of U.S. electricity is still sourced from natural gas, which is primarily composed of methane, a potent greenhouse gas.***
- A reliable and ready-to-use **275-gallon tank** of Bioheat fuel contains the equivalent of **10,670 kilowatt hours** of energy.****

*Implications of Policy-Driven Residential Electrification.
**Testimony of energy expert Mark P. Mills at the U.S. House Select Committee on the Climate Crisis, 2/15/22.
***U.S. Energy Information Administration
****MyBioheat.com





a holiday gift from heating oil

When extreme cold created heavy heating and electrical demand last Christmas Eve, it was heating oil that stepped up to generate as much as 40% of overall electricity during peak hours that day! That was more than any other fuel source by far. This really calls into question the logic of phasing out heating oil in favor of electric heat pumps.

So, what happened? On that bitterly cold day, utilities switched from natural gas to fuel oil to generate electricity because the gas supply became strained and



prices had spiked. Meanwhile, wind and solar, still lacking proper backup battery capacity, essentially went offline.

Even on the day after Christmas, heating oil was still generating more electricity than any other fuel source!

Sources:

www.forbes.com/sites/davidblackmon/2022/12/26/iso-new-england-pumps-up-the-fuel-oil-again-during-winter-storm

www.providencejournal.com/story/news/2023/01/07/iso-new-england-electricity-power-plant-fines-december-failure-oil-natural-gas-christmas-storm/69785296007/

save up to \$600 with federal tax credits



The Inflation Reduction Act

of 2022 is perhaps the most important environmental legislation since the Clean Air Act of 1970. As part of it, homeowners can claim federal tax credits of up to \$600 for installing ENERGY STAR-certified heating oil systems that use renewable fuel blends of at least 20% biodiesel. Westmore Fuel installs high-efficiency heating oil systems that allow our customers to save money with this tax credit!

This legislation offers Congressional validation that advanced biofuel (biodiesel) reliably eliminates carbon emissions from homes—but we knew that all along.



P.O. Box 5236 • Greenwich, CT 06831

B20 Bioheat® Fuel • Biodiesel Fuel
Heating Equipment Sales & Service



PRESORTED
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certified B100 burner on the way

Shortly after the Underwriters Laboratories (UL) updated its standards to include burners that use B100 Bioheat® fuel (100% biodiesel), the R.W. Beckett Corporation announced that it had begun production of fully warranted burners with B100-compliant components.

In related news, the National Oilheat Research Alliance (NORA) has demonstrated that a home heated with 100% biodiesel and using solar panels to produce electricity can reach **net-zero carbon emissions quickly**—and at an economically viable cost.

The **Energy Kinetics System 2000® boiler** is used in the NORA Net-Zero Home with a Beckett B100 burner. “Because we develop our boilers starting with the

burner, our systems all have near-perfect burning environments,” said Roger Marran, president of Energy Kinetics. “The first step in certification is to manufacture our boilers with burners certified for use with B100. With a UL-certified burner, we can complete our due diligence and further confirm that our boilers operate safely and reliably with... B100 fuel blends.”

Source: <https://oilandenergyonline.com/articles/all/b100-future-has-arrived/>

