

HouseCalls

from **Westmore**
FUEL CO., INC

PERSONALLY SPEAKING

we can't just flip a switch to get clean energy

Dear Friends,

In the race to protect the environment, we can't afford to rush down pathways that lead us backwards. Unfortunately, our local leaders in government seem oblivious to the negative consequences that rapid, wide-scale electrification would bring us.

First, electricity is not clean energy! Currently, less than 7% of our electricity supply in NY and CT comes from wind and solar.

Second, initiatives to switch to electric vehicles as well as wide-scale replacement of natural gas, propane and Bioheat® fuel systems with electric heat pumps are expected to quickly **double** electricity demand. The infrastructure is simply not there.

Connecticut residents dodged a bullet when a plan to ban the purchase of gas-powered cars by 2035 was placed on hold. But this is still up in the air since Connecticut law requires our state to follow California's emissions standards—and California law requires all vehicles sold beginning in 2035 to have zero emissions. Unfortunately, the state of New York also follows California's emissions standards.

The trucking industry has been raising alarm bells about electrification as well. It's estimated that nearly 700,000 chargers will be needed nationwide just to accommodate the 1 million Class 4-8 medium- and heavy-duty zero-emission vehicles (ZEVs) anticipated to deploy by 2030.

Those 700,000 chargers will consume 140,000 megawatts of electricity every day. That is the equivalent of the monthly energy needs of more than 100 million American homes!

a better path to clean energy

When it comes to heating your home, electric heat pumps might be fine in some areas of our country, but if you live in the Northeast, they are not. During extreme cold temperatures, electric heat pumps cannot generate enough heat to keep your family warm.



Richard C. Bologna

The alternative to this madness, of course, is for government leaders to acknowledge that Bioheat® fuel and biodiesel deserve a place at the head of the clean energy table.

Westmore Fuel began leading our industry forward when we became the first company to deliver Bioheat® fuel back in 2008. Today, every company in Connecticut and New York is following Westmore's lead and delivering blends of Bioheat® fuel. Here's the best part: your heating system does not require any modifications to burn this cleaner fuel. Bioheat® fuel also does not increase energy costs and dramatically **reduces carbon emissions**.

You can read more about this on Pages 2-3.

Warmly,

Richard C. Bologna

Richard C. Bologna

Sources:

https://www.truckinginfo.com/10214702/american-truck-makers-team-up-to-push-for-zero-emission-truck-infrastructure?utm_source

<https://theicct.org/deploy-charging-infrastructure-in-no-regrets-freight-zones-and-corridors-to-keep-us-commercial-truck-electrification-aligned-with-climate-goals-dec23/>

<https://ctmirror.org/2024/01/15/ct-gas-car-ban-evs-electric-vehicle-regulation/>

breakthrough technology

The **Energy Kinetics System 2000® boiler** that we install is now fully compatible with the **B100 burner** that's produced by leading manufacturers like Carlin Combustion Technology.

We're proud to have played a role in this progress. Since April 2023, we have been the exclusive supplier of B100 Bioheat® fuel to Carlin at their testing and research facility in North Haven, CT!



THE OIL-HEATED HOME OF THE FUTURE

Higher blends of Bioheat® fuel, combined with super-efficient heating oil systems, will help you save a lot of money on heat while vastly reducing carbon emissions.

Introducing the Net-Zero Home with 100% Bioheat® Fuel

For the last two decades, the liquid fuel industry has focused on the use of renewable biofuels to replace traditional, petroleum-based heating oil. The end goal — reach net-zero carbon emissions!

Thanks to the combined efforts of the National Oilheat Research Alliance (NORA), equipment manufacturers, fuel companies and heating oil associations, the use of higher blends of advanced biofuel with No. 2 home heating oil has increased substantially.

We've come so far that some companies are even preparing to deliver 100% renewable B100 Bioheat fuel (0% petroleum, 100% biofuel) in the future.

Meanwhile, NORA has proven that it's possible for a pure biofuel-heated house to be a net-zero emitter of carbon at an economically viable cost.

NORA recently piloted the **Net-Zero Carbon Home Project** using B100 Bioheat fuel with the home's high-efficiency heating oil boiler. They used solar panels for non-heating needs like air conditioning.

The promise of a net-zero carbon home powered by 100% renewable Bioheat fuel means that homeowners will achieve huge carbon reduction without having to change their heating equipment or the fuel they use to heat their homes!



Can We Still Rely on Electricity?

Rising peak demand and the planned closure of many fossil fuel and nuclear electric generation plants over the next decade will create blackout risks for most of the country, according to a December 2023 report by the North American Electric Reliability Corporation (NERC).

NERC asserts that: "In recent years, we've witnessed a decline in reliability, and the future projection does not offer a clear path to securing the reliable electricity supply that is essential for the health, safety, and prosperity of our communities."

In its report, NERC said the growth rates of forecasted peak electric demand have **risen significantly** over the past year. This reverses a decades-long trend of falling or flat growth rates. Projections for growth in data centers and electric vehicles have contributed to these higher forecasts for electric demand.

Additionally, the rapid electrification of heating systems via heat pumps is having a big effect on seasonal demand. This is causing a shift from our traditional summer peak electric demand to winter peak electric demand or, in some cases, **dual-season peaks**.

These are some of the reasons why NERC says that "regulators and policymakers need to consider effects on the electric grid in their rules and policies and design provisions that safeguard grid reliability."

That's why we all must do our part by calling on our elected representatives to come up with a balanced energy plan that incorporates renewable Bioheat® fuel — and avoids sabotaging our electric reliability.

Sources: https://www.nerc.com/pa/RAPA/ra/Reliability%20Assessments%20DL/NERC_SRA_2023.pdf • <https://www.utilitydive.com/news/generator-retirements-threaten-grid-reliability-NERC/702504/> • <https://www.forbes.com/sites/forbesbusinesscouncil/2023/07/12/keeping-the-power-on-the-critical-importance-of-reliable-electricity/?sh=134878a343c2>

The Department of Energy (DOE) reports that, by 2030, the U.S. must expand electricity transmission systems by 60%.

Why Are People Using Less Heating Oil Now?



Compared to about 25 years ago, homeowners now need an average of **500 fewer gallons of oil** to heat their homes each year. That's because new, high-efficiency heating systems feature enhanced technology and control capabilities to provide optimal comfort while decreasing your heating costs. Another popular feature of modern, high-efficiency heating systems is that they operate **significantly quieter** than old heaters.

Old heating systems were built with thick metal components that did a poor job at transferring heat. Unfortunately, many of these systems are still in use today, and people who still rely on them pay so much more to heat their homes.

Despite the potential for big savings, many people don't bother to update their heating systems until something major goes wrong. Many don't realize that a new, high-efficiency system could pay for itself in a fairly short period of time.

If you're curious about how much you can save each year with a new, high-efficiency heating oil system, please reach out to us, and we'll be glad to crunch some numbers for you. We think you will be pleasantly surprised.

Better than Ever

Heating oil has been reformulated and blended with **renewable, ultra-low-sulfur Bioheat® fuel** to make it cleaner burning, more environmentally friendly and more energy efficient. This has paved the way for the greater availability of compact, super-efficient heating oil boilers and furnaces!

Newly Arrived: the B100 Burner



Twenty years ago, forward-thinkers in the heating oil industry envisioned a day when advanced biofuels could be used in home heating on a wide scale. This would vastly reduce dependence on foreign oil and lower our country's greenhouse gas emissions.

Besides progressively moving toward the delivery of B100 Bioheat® fuel (100% biofuel), the industry reached another important milestone last year when the Underwriters Laboratories (UL) updated its standards to include burners that use B100 Bioheat fuel. In response,

the R.W. Beckett Corporation and Carlin Combustion quickly developed **fully warranted burners that are completely B100 compatible**.

This will allow even more homeowners to take advantage of higher blends of Bioheat fuel and pave the way for this innovative energy source as a realistic and affordable pathway to achieve a cleaner and healthier environment for everyone who owns an oil-heated home.



are you due for a tune-up?

As you probably know, because we deliver ultra clean-burning **Bioheat Plus® fuel**, you no longer need to schedule your heating tune-up every year. Most customers can usually go three or more years between tune-ups without any service issues.

If it's been that long since your last heating oil system tune-up, please call us for an appointment. Remember, if you have a service plan, you qualify for a discounted rate on your tune-up.

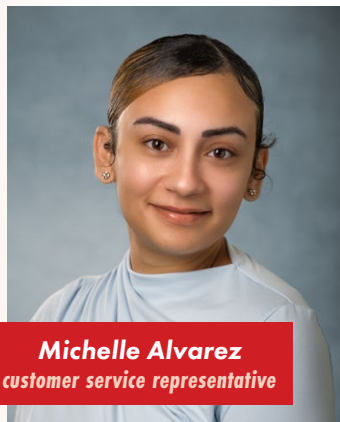
Our service technicians are available to perform your tune-up from now until October 15. After that, our technicians focus all their attention on no-heat calls and other heating emergencies.

Please contact us soon so we can give you an appointment time during this spring or summer that's convenient for you.



snapshot

Some of you may already know **Michelle Alvarez**—or at least recognize her voice. Michelle is our newest Customer Care Representative, having joined our office team in November. She brings to us 12 years of experience in the customer service field.



Michelle Alvarez
customer service representative

"I knew right away Westmore Fuel would be a great fit for me," she says. "Everyone I've met has been upbeat, kind and welcoming. This is a family-friendly place where we all look after one another."

The bulk of Michelle's day is dedicated to providing friendly customer service over the phone, which includes scheduling service appointments and helping customers sign up for our pricing and service programs.

Away from work, Michelle relishes time with her 4-year-old daughter. Their favorite activities together include trips to the park, arts & crafts and watching movies.



P.O. Box 5236 • Greenwich, CT 06831

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



PRESORTED
STANDARD MAIL
U.S. POSTAGE
PAID
DG3

why I switched to Westmore

Angela A. of Harrison, NY, wasn't thrilled with her heating oil company and felt that she needed to make a change this winter.

"The biggest issue concerned equipment service," she says. "They didn't provide it, and I always had to deal with an outside vendor if I needed work done on my furnace. I also thought their prices were on the high side."

Fortunately, her neighbor was a Westmore Fuel customer, and he recommended Angela to us.

"I was so happy that Westmore offered a service plan for my furnace. I really wanted that type of protection, and they immediately set me up," says Angela.

As luck would have it, Angela's heating system broke down shortly afterwards, but her service plan protection picked up the cost of the repair.

"Obviously," says Angela, "I was so happy that I had switched to Westmore as my heating oil company."

