

Crowley Fuel Company

FUEL FOR THOUGHT

Spring, 2009



The Early Bird Gets the Worm!



Is BioFuel in Your Future? Find Out at Crowley's Home Heating Seminar 2.0 on Tuesday, April 28 at 7 PM

Due to the overwhelmingly positive response to our last workshop, Crowley Fuel will host **Community Home Heating Seminar 2.0** on **Tuesday, April 28**, beginning at 7 p.m. in the **Haston Public Library** in North Brookfield.

Last fall, when the high cost of home heating oil was of major concern, we hosted a very well received seminar that focused on how to plan for that.

Fortunately, the cost of heating oil came down to affordable levels. Homeowners with price cap contracts, and those who paid the going rate, realized substantial savings over the projected cost.

This time around, we are dealing with very different circumstances, but there is just so much going on in the industry that we wanted to build on the momentum of our first workshop and

bring in some experts to address these important topics.

Community Home Heating Seminar 2.0 will bring together a diverse panel of local and regional experts including **Michael Ferrante**, president of the Massachusetts Oilheat Council (MOC), and **Robert Cerio**, energy resource manager for the Providence, RI based Hudson Companies.

Two of the leading proponents of the national Bio-Fuel movement, they will discuss recently-passed legislation that mandates use of a 2% blend of cleaner-burning bio-fuel by 2010 that will help transform oil heat to BioHeat, thus reducing its impact on the environment. Together with **Dave Bowden** of the **State Fire Marshall's office**, they will also explain the **new oil tank legislation** and its implications for Massachusetts homeowners.

Contracts for the 2009-2010 Heating Season Now Available

Back for its 18th year! The Crowley Fuel Price Cap Program has saved our customers hundreds of dollars over the years by capping the highest price and delivering the lower price when prices are low. Last year was a great year to be on a cap program because prices came down over \$2.50 from the cap price. On average our customers saved \$1200 on their heating bills from those who's price was fixed. Contracts are out now for customers who were on a program this current heating season. You should see yours in the mail soon. If you are interested in learning more about our fixed price program and cannot attend our Heating Seminar, you may go to our website or give us a call.

The list of panelists also includes **David Lodding**, **Lincoln Laboratory**, who will discuss protecting your oil tank from corrosion; energy consultant and oil trader, **Rich Larkin**, of **Hedge Solutions**, Manchester, N.H., who will address the current state of the oil market and **Keith Hnatow**, **Quincy Heating Technology**, who will talk about boiler replacement options. **Stephen Quink**, **North Brookfield Savings Bank** will discuss low interest home heating loans.

Crowley Fuel's **Bob LaFlamme**, rounds out the panel with an explanation of different types of price protection contracts that are available so attendees will be armed with better information before making their home heating arrangements for the next heating season.

The program is open to the public free of charge. For additional information, please contact **Crowley Fuel Company**, at 508-867-6740 or visit the company website at www.crowleyfuel.com.



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Analysis of 2008-2009 heating season - What a difference a year makes!

Last year at this time we were looking at the highest oil prices in history! We aren't looking at historic low prices yet but prices sure have fallen in the last year. It seems unlikely that they'll go back to historic high levels soon because of the poor

condition of the economy and the rising levels of petroleum products in storage but markets are fickle things. We suggest that you take advantage of one of our price protection plans and be protected no matter what the market does.

New Law Affecting Home Heating Oil Storage Tanks

As of July, 2010 all residential heating oil tanks must comply with state codes regulating oil tanks and oil delivery systems. In most cases, this will not involve any work to be done, but your tank will need to be inspected by a licensed oil burner technician who must send a document to the local fire marshall that the tank is in compliance. We will perform this task as part of

our annual tune-up for an additional \$25 (\$70 if we are only doing the inspection and filing with the fire marshall). If your tank passes the inspection, you will be eligible to buy coverage from your homeowner's insurance company for your oil tank and oil line. Come hear **Michael Ferrante** and **Dave Bowden** speak on this subject at our seminar or catch him on our website.

Tank Guard Program Protects Your Oil Tank from Corrosion

Did you know condensation can cause acidic buildup on the bottom of your oil tank? Replacing a 275-gallon oil tank now costs \$1,500 on average, and this is an expense not covered by most home insurance policies.

We will automatically enroll customers from last year's **Tank-Guard** program this fall unless you advise us otherwise. Please contact us at 508-867-6740 if you would like to be added to, or removed from, this program.

At a nominal cost of just \$42, adding **Tank-Guard**, protects your tank metal from rust and corrosion, and if you do have problems that necessitate replacing your tank, **Tank-Guard** will cover the total costs of replacement, except for the permit fee (usually \$10 - \$35).

Dave Lodding, whose company, **Lincoln Laboratory**, manufactures Tank Guard, will be on hand to answer any questions you might have at our upcoming seminar.

Service Specials: Annual Tune-ups and Anode Rod Replacement Program.

Now is a great time to have your heating system tuned up by one of our service technicians because our hourly rates this summer will remain at \$70 per week-day hour. Nights and weekends will be billed at \$90 per hour.

technician will remove and inspect the anode rod that protects your glass-lined hot water tank and replace it for just \$24.18, but you must let us know you want it done. Service Contracts cover most repairs to your heating system for a year starting on June 1st for a cost of \$235 (which includes a complete tune-up of your heating system and Tank Guard protection for your oil tank) or \$195 without Tank Guard protection.

We are also offering an anode rod replacement program starting this year. For an additional \$15, our

FOT: the Outdoor Tank Storage Solution

Fuel Oil Treatment (FOT) is an additive that we put in tanks that live out in the cold to prevent gelling of the heating oil. We have had great success with this product over the years and haven't found any additive to work better than the one we are using.

Effective June 1, deliveries made to an outside tank will include an FOT charge of \$8.90. This is a small price to pay for a product that allows customers to store heating oil in an outside tank rather than the more expensive kerosene which doesn't require an additive.

PARTING THOUGHT - MassSave has extended their rebate and low-interest loan program through December 31st. You must contact them at 800-632-8300 and set up a free energy audit in order to take advantage of their programs. There is a long waiting list so call today! We have done many installations through this program and are available to give free estimates for heating system upgrades. Just give us a call at 508-867-6740.