

HouseCalls

from **Westmore**
FUEL CO., INC

PERSONALLY SPEAKING

the electric train is far behind schedule

Dear Friends,

Flaws continue to emerge in the electrification strategy being touted by our state governments. As an example, recent reporting revealed that New York is at least **three to five years behind** its initial 2030 goal to generate 70% of its electricity from renewable sources.

Various reasons have been cited for the delay, including high interest rates and inflationary prices, which have caused some developers to halt their projects. The problems are not limited to New York. In Connecticut, there have been delays in constructing wind farms, also due to huge increases in manufacturing costs.

In contrast, we have not experienced delays in moving toward the oilheat industry’s goal of transitioning from 20% to 100% renewable Bioheat® fuel. The industry has already surpassed its goal of reducing greenhouse gas emissions (GHG) by 15% by 2023. They’ve achieved a nearly **26% reduction in GHG** due to a combination of energy efficiency improvements and increased use of renewable Bioheat fuel.

With all this in mind, I will continue the fight to convince government leaders that they need to acknowledge the important contributions that Bioheat fuel is making to the clean energy field—now and in the future.

Warmly,



Richard C. Bologna

Sources:

- www.post-journal.com/news/top-stories/2024/07/new-york-state-is-3-years-behind-clean-energy-goals/
- oilandenergyonline.com/articles/all/heating-oil-industry-track-achieve-net-zero-emissions-2050/



Richard C. Bologna

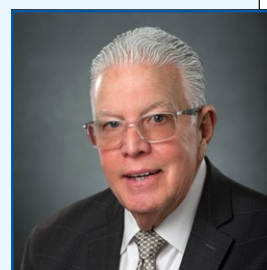
snapshot

Welcome to William Holzel, who joined our commercial sales team in January, bringing with him decades of sales experience.

William’s focus will be on promoting our biodiesel products in Westchester and Fairfield counties, with an emphasis on all diesel-operated vehicles, construction companies and fleet services.

“I let our customers know that Westmore has been using biodiesel to power our own fleet since 2008 and has reduced our company’s carbon footprint,” William says. “So, we believe in the biodiesel product 100%.”

William describes himself as an “old school guy who builds relationships, which in turn will build long term customers.”



William Holzel can be reached at 914-939-3400, NY, or 203-531-6800, CT.

EvenPay makes it easier

If you’re not familiar with our EvenPay program, here is how we figure out what your monthly payments will be. It’s easy as 1-2-3.

1. We look at your annual fuel usage from the last couple of years.
2. We then multiply that number by the **projected** prices for the heating season.
3. Next, we divide that total by up to 11 months, depending on when you enroll, until the program year ends in June 2025.

There is **no cost** to enroll; you can roll your annual service plan cost into your monthly payment schedule, and you can make payments by credit card through our **AutoPay** program.

Please contact us to request enrollment.



Oil Heat: Champion of Comfort

You can continue to rest easy knowing you can rely on heating oil to deliver great value while being one of the cleanest, safest and most efficient home heating fuels — now and in the future.

The Energy Efficiency King

Heating oil generates nearly 140,000 Btu of heat for every gallon burned and warms a home evenly and efficiently. That's more Btu power than 100 cubic feet of natural gas and 10 kWh of electricity combined! This is because the flame in a heating oil system burns much hotter than many other energy systems, producing more heat and hotter air or water. So, when the outdoor temperatures are below freezing, that powerful heat output can help keep your home as cozy as ever.

Technology has also brought great improvements in heating oil equipment efficiency, which has reduced annual fuel consumption by 20% or more. This has saved heating oil consumers a lot of money on fuel. Plus, we are now seeing more super high-efficiency systems become available with efficiency levels of 90% or more!



How Safe is Heating Oil?

Heating oil is a remarkably safe home heating fuel!

First, heating oil cannot explode in its liquid form. The fuel that sits in your tank is as likely to explode as the water in your backyard swimming pool.

Additionally, a heating oil system poses a very low risk of carbon monoxide poisoning. If an oil burner malfunctions (most often due to a lack of maintenance), the safety devices in the unit will typically shut the heating oil furnace or heating oil boiler off.

Plus, you will usually see smoke coming out of your boiler or furnace as a warning sign. In contrast, a gas heating system usually does not produce a visual warning sign if there is a carbon monoxide problem.



Bioheat® Fuel Raises the Bar



We deliver Bioheat fuel to our heating oil customers, and it's been a game-changer when it comes to heating your home, saving you money and helping the environment.

Bioheat fuel is a blend of ultra-low-sulfur heating oil and premium biofuels made from renewable resources such as plant oils.

Bioheat fuel is cleaner burning, generating fewer greenhouse gas emissions than both conventional heating oil and, depending on the blend level, natural gas.

Bioheat fuel leaves fewer deposits on your system's internal parts. That helps to reduce wear and tear, meaning you will likely have fewer breakdowns and a longer life expectancy for your heating oil system. No system modifications are needed to use our Bioheat fuel!

Will We Run Out of Electricity?

We all know that electricity is vital to our lives. But these days, our country needs a lot more of it, partly because of the government's push to expand the use of electric vehicles and electric heat pumps. But that's not all.

The International Energy Agency has projected that electricity demand from the approximately 8,000 global data centers — one-third of which are in the U.S. — will more than double from 2022 to 2026. The primary reason for this is the explosive growth of artificial intelligence (AI), which gets its strength from thousands of computer servers in data centers around the world. AI models consume power at a much higher rate than data centers in the pre-AI days.

Right now, residents in many communities are worried about the impact of new data centers going up in their neighborhood, including the possibility that taxpayers may get stuck with the cost of adding more power lines.

None of this is good news for Mother Earth either. Despite progress in the expansion of renewable energy sources like wind and solar, electric power generation remains the largest source of carbon dioxide (CO₂) emissions in the world.

It is also bad news for our fragile electric grid, which could leave us vulnerable to massive power outages if we don't come up with a smarter energy plan. To us, this includes recognizing the importance of renewable Bioheat® fuel as a viable option for heating homes now and in the future.

Sources:
time.com/6987773/ai-data-centers-energy-usage-climate-change/
iea.blob.core.windows.net/assets/6b2fd954-2017-408e-bf08-952fdd62118a/Electricity2024-Analysisandforecastto2026.pdf

Heating Oil vs. Other Fuels

While prices will always rise and fall, you can rely on heating oil for great value. That's because a gallon of heating oil gives you a lot more heating energy than what an equivalent amount of other heating fuels can generate. Here's how we know this.

Energy or heat content can be used to compare energy sources or fuels on an equal basis. You can convert fuels from physical units of measure (such as weight or volume) to a common unit of measurement of the energy or heat content of each fuel.

For example, the U.S. Energy Information Administration uses British Thermal Units (Btu) as a unit of energy content and has calculated the sample Btu conversion factors shown here. As you can see, heating oil is far and away the most energy-efficient of the four most popular heating fuels.

Electricity	1 kilowatthour = 3,412 Btu
Propane	1 gallon = 91,452 Btu
Natural gas	1 therm = 100,000 Btu
Heating oil	1 gallon = 138,500 Btu



lower heating costs by up to 40%

We continue to save Westmore Fuel customers a LOT of money on their annual heating costs by replacing their older heating system with an **Energy Kinetics System 2000 Boiler**.

Here are three reasons we strongly recommend this model as a replacement system whenever it's a viable option for a home or business. The System 2000 boiler:

- » is one of the most energy-efficient and clean-burning heating systems on the market today.
- » can lower annual heating bills by as much as 40%.
- » is a 30-year lifecycle unit designed to optimize comfort, savings, serviceability and overall performance.

If you want to get started on the path to greater heating efficiency and big energy savings, please reach out today and ask us for a **FREE** estimate.



NEIF financing

Besides doing an expert installation for you, Westmore Fuel can also help finance your heating system upgrade! We offer affordable financing options through the National Energy Improvement Fund (NEIF). Here is one customer's experience.

"We're very pleased with the System 2000 Westmore installed for us last year. We cut our oil usage almost in half, plus our home no longer feels drafty. At first, we didn't think we could afford a replacement system, but after Westmore helped us qualify for NEIF financing, our worries were over." — Paul D., White Plains, NY



P.O. Box 5236 • Greenwich, CT 06831

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



PRESORTED
STANDARD MAIL
U.S. POSTAGE
PAID
DG3

B100 Bioheat® fuel deliveries



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

We're proud to have played a role in this breakthrough technology. 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.

"With the thousands of hours of operating time needed to test, refine and ultimately approve our burners for high biodiesel blends, we knew we needed suppliers we could count on," said Michael Shayda, technical service manager at the Carlin facility.

Shayda noted that Westmore Fuel's years of experience with delivering Bioheat fuel at the B20 level contributed to Carlin's decision-making process.

"Westmore Fuel's familiarity with biodiesel, coupled with their excitement and commitment toward a clean, green oilheat future, made it an easy choice to use them as a major supplier for B100," said Shayda.

