

# PORT OIL

## HOT IDEAS

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### DID YOU KNOW? THE TRUTH ABOUT GAS HEAT CONVERSION

KeySpan's free boiler campaign may sound like a good deal, but the facts show that it's not the bargain it seems. First, the cost of the "free" boiler is actually rolled into the existing cost of providing gas and is therefore part of the rate base. In effect, existing gas customers pay for the give-away in their monthly bills. While subsidy costs are usually the responsibility of a company's stockholders, a utility can pass them on to consumers. This is allowed because the utility is a public monopoly. What's more, utility bills are presented in an unclear fashion, helping to hide these costs from gas consumers.

Next, you have to consider boiler installation costs, which could easily run \$5,000 or more! And, because natural gas has a history of higher prices (gas has been higher than oil for nine straight years), a conversion provides no return on your investment. Also, don't forget about "weatherization," which allows a gas company to bill homeowners additional money if the winter turns out to be warmer than normal. For better comfort and increased fuel savings, an Oilheat upgrade is the right choice. With a gas conversion, the only thing you'll get for "free" is a headache!



Switching to gas will cost you big bucks in the long run.

### MEET YOUR OILMAN: WAYNE CRAM



Wayne Cram has been an oil truck driver at Port Oil for 23 years. Originally, Wayne drove a tanker truck and delivered gasoline to the Port gas stations but he has been delivering fuel oil for the past 18 years. Wayne has seen many of our customer's children grow up and go off to college.

Wayne enjoys truck driving as well as the fact that he is keeping people warm and safe. His biggest pet peeve is oil fills that are not shoveled out.

Wayne's hobbies include yardwork, bowling and playing with his grandchild.

### AUTOMATIC DELIVERY GETS AN A+

If you are not on automatic delivery yet, what are you waiting for? By examining your prior usage and using our state of the Art computer system, we can determine when to make your delivery. Imagine, no more trips to the basement to check the tank, no more

late night calls for emergency deliveries, no more running out of oil. In short, **NO MORE HEADACHES.** We know how busy you are; let us monitor your fuel supply with this *free of charge* service. *We guarantee you will not run out of oil.*

If for any reason, your tank runs out of heating oil, we'll not only deliver your oil promptly but, we'll also start your burner at no charge and give you a \$25 gift certificate for dinner free.

## ABOUT THE RECENT ENERGY PRICE RISE: DON'T GET MAD—GET INFORMED



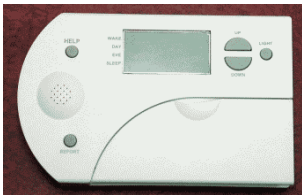
You're probably very aware of the significant energy price increase affecting us. Needless to say, nobody's happy about it. The truth is, we cannot control it. It's caused by a variety of factors that you should be aware of. First of all, you should realize that this current situation has affected all fossil fuels—not just heating oil but natural gas as well. In fact, our customers have not seen the much higher prices that competitive fuel customers have. As noted, there are a variety of reasons for this situation. International events, such as the military action in Iraq and the labor issues in Venezuela have made the world's energy markets hypersen-

sitive. This of course, puts great pressure on the supply/demand equation. What makes it worse is the additional pressure "interruptibles" cause. "Interruptibles" are large natural gas customers (factories, schools, office buildings, etc.) who are allowed to purchase natural gas at below market prices with the understanding that, when it gets cold, their natural gas service will be "interrupted." The back-up heat source is then activated—which is oil heat! So these large natural gas consumers compete with residential customers for the same heating oil supplies. And there's more. Major refineries have also scheduled maintenance during this

period so their capacity to increase production is reduced. Is there any good news? YES! Even with this temporary price situation, oil heat remains your best heating value year after year. In fact, when inflation is considered, oil heat today is a better value than it was thirty years ago. It all adds up to this: we are experiencing a temporary period of higher prices that have been caused by a combination of factors, none controlled by your oil heat provider. The key word to remember is "temporary." At the end of the day, you still made the right choice with oil heat.

## SAVING ENERGY AND MONEY WITH SETBACK THERMOSTATS

Here's an intriguing question to consider as you heat your house this winter. Which uses less energy?



A talking setback thermostat.

1. Leaving your thermostat at the same comfortable level, all day long, or
2. Turning the temperature down when you leave the house and raising it back to a more comfortable level when you return home?

### Did you correctly guess #2?

It's a common misconception that leaving your heating system on all day is more economical than setting your thermostat back. In truth, leaving the temperature inside your home constant will most likely cost you money. On the down side however; adjusting the temperature

of your house over and over can be a real pain. Who could possibly remember to efficiently turn the heat up and down and up again at the proper times?

But here's the good news - if your home has a setback thermostat, you've already got a simple way to do just that. Used properly, the little box hanging on your wall will save you energy - and energy dollars.

New houses with a central heating and cooling system must come with an automatic setback thermostat. If you have an older home that doesn't have one, you can usually replace your existing wall thermostat with a setback model very easily.

Your savings can be impressive. Recent studies show that properly using your automatic thermostat should cut your heating costs from 5 to 15 percent. In

summer, such devices may shave your cooling costs by 15 to 25 percent. (Your actual savings will depend on such factors as the climate in which you live, the amount of insulation in your house, and what temperature you set the thermostat)

Installing a setback thermostat is an easy way to save energy. If you are not comfortable installing a thermostat, feel free to call us at Port Oil and we will be happy install a new thermostat and help you save money !

Port Oil

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