

# Don't Even *Think* About Switching to Gas!

We have three things to say about converting to gas: **NO, NO, NO.** You'll never recoup your investment and, frankly, why would you want to pay those high prices?

## ▶ **OUCH! — HIDDEN COSTS!**

Converting to utility gas involves storage tank removal and new equipment costs plus installation — *your costs will run into the thousands!*

## ▶ **WORK, WORK, WORK!**

Conversion involves plumbing, electrical work, chimney work, ducting — do you really want all these “visitors” in your home?

## ▶ **BEWARE!**

Conversion means worrying about utility gas and carbon monoxide leaks that give no warning.

## ▶ **FEES, FEES, FEES!**

Did you know that PSE&G actually has a section on its web site called “Understanding Your Energy Bill”? That's because, given delivery charges, service charges, distribution charges, balancing charges (cost adjustments for the difference between the amount of gas heat delivered daily versus gas heat used daily), supply charges and commodity charges, *nobody gets it!* Your Oilheat bill tells you exactly what you receive, in no uncertain terms.

## ▶ **“HELLO? ANYONE THERE?”**

Good luck trying to contact the gas utility! If you have an Oilheat question, we're just a phone call away ... ready to serve you!

In conclusion, we have three things to say about Oilheat, **YES, YES, YES!**



Newsletter brought to you by the  
Fuel Merchants Association of New Jersey

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# New Jersey Energy Watch

IMPORTANT NEWS FOR NEW JERSEY OILHEAT CONSUMERS

## Oilheat — the Right Choice!

Give yourself a big pat on the back — because you've chosen Oilheat to heat your home! **Today's Oilheat is 99.9% clean and 100% warm** ... providing reliable, low-cost comfort no matter how cold it gets!



- 1. It's clean:** Oilheat is 99.9% clean — burning so cleanly that its emissions aren't regulated by the Federal Clean Air Act.
- 2. It's efficient:** It takes 461 fewer gallons of oil today than it did 20 years ago to heat the average home. On average, heating oil is 16% more efficient than utility gas, according to the U.S. Department of Energy.
- 3. It's economical:** Adjusted for inflation, oil prices today are virtually unchanged from 30 years ago. In our area, Oilheat has been less expensive than utility gas for 10 of the past 11 years.
- 4. It's safely stored:** Today's state-of-the-art storage tanks are more technologically-advanced than ever!
- 5. It's non-explosive:** A match dropped into heating oil will go out as if dropped into water.
- 6. Oilheat offers personal service:** We know you and your heating system. You can't say that about the gas utility!

**Environmentally friendly and economical, it's no surprise that over 13 million homes and businesses depend on Oilheat!**

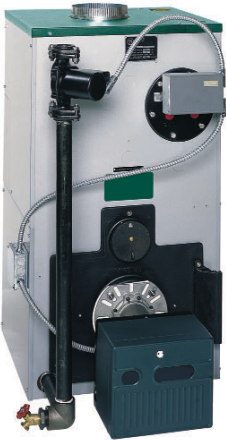
## New Oilheat Equipment Saves Energy and Money

*Are your fuel bills too high?* It may be time for a heating system upgrade. Today's high efficiency Oilheat equipment is cleaner, quieter, more dependable and affordable than ever! That means **you'll recoup your investment faster and save money from lower energy bills sooner.**

### Reach for the ENERGY STAR®

When you upgrade or replace your old equipment with products that have received the ENERGY STAR® rating, you can cut energy costs and protect the environment. Created by the Environmental Protection Agency (EPA), only the most energy efficient products have earned the ENERGY STAR.

ENERGY STAR products can help you save hundreds of dollars per year. For example, **with an ENERGY STAR rated oil-fired furnace or boiler, you can reduce heating bills by almost 30%! Plus, ENERGY STAR products can help save our earth. If just 1-in-10 households bought ENERGY STAR equipment, over 17 billion pounds of pollution would be removed from the air!**



### It Saves to Upgrade

An upgrade should save you money by improving your system's efficiency and reducing your fuel use. Thanks to state-of-the-art engineering and technology, **modern Oilheat equipment boasts efficiency levels exceeding 90%.** The savings from burning less fuel versus equipment that has seen better days could pay for your new equipment in as little as 4 years, for a new boiler or furnace. Plus, thanks to "Clearburn Science," modern Oilheat equipment burns **about 500 gallons less fuel annually** than it did 30 years ago.

# What's the Deal with Gas Heat?

## Gas Prices Are Up!

- ▶ The Energy Information Administration (EIA) reports that per-household **utility gas expenditures will increase 8%** and **Oilheat expenditures will decrease 4%.**\*
- ▶ In December 2003, New Jersey Natural Gas filed for a **5% increase in prices.**
- ▶ Increasing at times **by over 100%** in 2003, wholesale gas heat prices are forecast to **remain at elevated levels in 2004.**

## Gas Supplies Are Down!

- ▶ The availability of **adequate utility gas supplies at competitive prices to meet growing demand through the year 2025 is a major concern.**
- ▶ A study conducted by government and industry leaders warns that **consumers will pay \$1 trillion in higher utility gas prices within the next 20 years** unless new sources are developed.

*Bottom line: it doesn't get any better than with Oilheat!*

\* Source: *Short Term Energy Outlook*, January 7, 2004

## Are Utility Gas Prices Being Manipulated?

That's an issue Senators Joseph Lieberman (D-Connecticut) and Orrin Hatch (R-Utah) both raised heading into the new year.

In a letter to the Commodity Futures Trading and Federal Energy Regulatory Commissions, Lieberman stated there was no reason for spot-market and futures prices to soar 55%, given the actual supply and demand conditions. "I urge you to initiate a full examination of the natural gas markets now," said Lieberman.

Senator Hatch announced that he intends to hold Judiciary Committee meetings this year on whether the latest utility gas spike could be the product of collusive pricing or other unlawful activity. "... if someone has been manipulating this market, they should go to jail," he stated.

**"I urge you to initiate a full examination of the natural gas markets now"**

Sen. J. Lieberman (D-CT)