

## Reasons why people switch to oil

### ► Convert from natural gas for **Safety**

*We had traces of carbon monoxide in our home. The unit had to be replaced, and we both agreed we would feel more comfortable if we had a new oil heating system installed. We feel safe now.*

—Nancy and Richard Bagley

### ► Convert from electricity for **Comfort**

*My heat pump was like using a toaster for heat. I had a new oil system installed and now the house is always comfortable. Plus, I always have plenty of hot water.*

—Tom Wadsworth

## Oil heat: it's lean, mean and clean

### LEAN:

Smaller than ever, a new system takes up as little as five square feet.

### CLEAN:

Modern oil burners emit near-zero levels of soot.



### MEAN:

Today's oil heat systems operate much more efficiently thanks to Clearburn Science.

## How propane compares

- Propane costs, on average, 10–20 cents more per gallon than heating oil.
- Heating oil contains 140,000 Btu's per gallon; a gallon of propane has 92,000 Btu's. This means you would need to burn about 45% more propane to generate the same amount of heat as oil. For example, a home that uses 800 gallons of heating oil in a year would require almost 1,200 gallons of higher-priced propane.

## Three more reasons to choose oil

### ► Clean as natural gas

Modern residential oil burners are one of the cleanest combustion sources in the U.S., producing “near-zero” amounts of particulate emissions (soot) per year. That's virtually identical to natural gas.\*

\*US EPA publication AP-42, 4th edition.

### ► Abundant hot water

The recovery rate of an oil-fired water heater is twice that of a gas-fired unit and three times that of an electric water heater. You'll never have a cold shower because you won't run out of hot water. And you'll use less fuel.

### ► Price protection

Besides offering a cheaper fuel than utilities, most heating oil companies offer price protection programs to protect you against temporary surges in world energy prices.

**Delaware Valley Fuel**  
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## Understanding your options...

# CHOOSING A HEATING FUEL

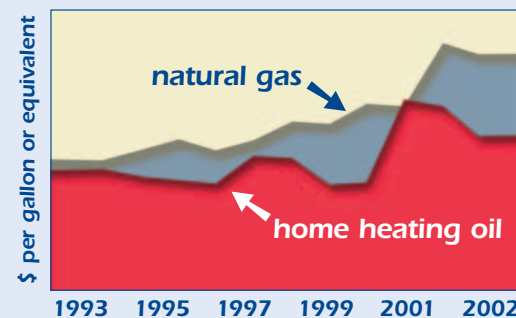
You make many choices and decisions that affect your household budget and the **comfort and safety of your family**. One of the most important is how to heat your home.

Compared with natural gas, propane and electricity, oil burns hotter, which means your home will warm up faster and keep you comfortable. Oil heat customers also get personalized, reliable service from local companies. The most surprising advantage of heating oil, however, may be its price.



## Natural gas prices: 22% higher than oil

In the past 10 years in the Northeast, the average residential price of natural gas has been 22% higher than the price of heating oil. And natural gas prices are now surging higher than ever. (See inside.)



Source: U.S. Department of Energy

## Converting to natural gas costs up to \$3,700 MORE than buying a new, modern oil heat system

Time to replace your heating system? Are you concerned about your oil tank? While the costs of natural gas systems and oil heat systems are similar, converting to gas often has “hidden” costs that make switching more expensive than staying with oil. Look at the chart at right and then consider the following:

- You'll spend up to \$3,700 more to convert to gas.
- It will cost you more every year to heat your home.
- Modern oil heat systems are clean, efficient and safe.

Be smart. DO upgrade to a new oil system. DON'T convert to a gas system.



New generation aboveground tank

### Better options include:

- Buying a modern, high-efficiency oil heat system. Thanks to Clearburn Science, today's oil heat is 99.9% clean and 100% warm!
- Upgrading to a new, state-of-the-art underground tank or an aboveground tank at a fraction of the cost of converting to gas.
- Purchasing tank protection for the rare event of a tank leak. Call your local heating oil dealer for information.

Conversion doesn't pay		
	CONVERT to natural gas	NEW oil system
Removal of buried oil storage tank*	\$1,700	\$0
Line chimney (gas-only safety issue)	\$2,000	\$0
New heating system, including installation	starts at \$2,900	starts at \$2,900
<b>Total typical cost</b>	<b>\$6,600</b>	<b>\$2,900</b>

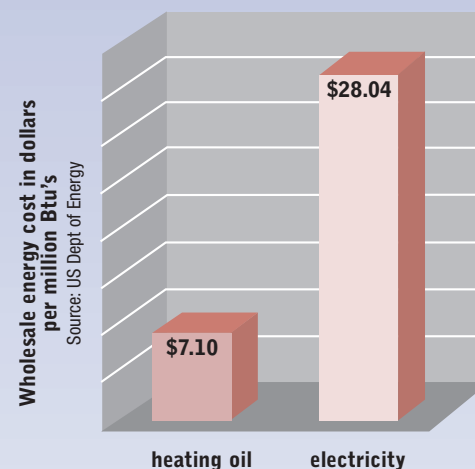
figures are statewide averages

Figures will vary depending on design of home, size and type of heating system, level of equipment required by retrofitting, and other factors.

\* removal of an aboveground tank somewhat lower

## Electricity is expensive

### Heating with electricity costs four times as much as oil



The inefficiency of the generation and delivery of electricity makes it an expensive fuel. Nearly half of the energy originally created is lost—at the power plant and through transmission lines—before it reaches your home. **Plus, more than half of the electric power made in our area comes from burning coal.** That means electricity pollutes more than heating oil or natural gas.

## In the news: high natural gas prices are here to stay

*Natural gas prices soar 39%. ... Plunging levels of natural gas in storage helped stoke the price jump. ... High natural gas prices are here to stay.*

—Wall Street Journal, 2/03

*This winter natural gas will certainly be more expensive than last winter. ... Supplies are tight and prices are soaring.*

—Philadelphia Inquirer, 5/03

*With few immediate answers at hand, industry executives and analysts talk of elevated natural gas prices for years to come.*

—The New York Times, 6/03

*Today's tight natural gas markets have been a long time in coming. ... We are not apt to return to earlier periods of relative abundance and low prices anytime soon.*

—Alan Greenspan, Federal Reserve Chairman, 6/03

### ➤ Heat pumps leave you cold

Heat pumps may do the job if you live in a warmer climate, but up here in our area where we have “real” winters, a heat pump has to use a backup electric resistance heater, which makes it very inefficient. What's more, a heat pump's average output temperature is only about 98°. That may sound warm, but on a cold day, 98° air coming out of your heating vent feels like a cool draft. The average output temperature of an oil furnace is 140°.