



PERSONALLY SPEAKING

## the right to choose your heating source

Dear Friends,

**We all agree that climate change is a serious issue.**

Lowering emissions requires a sensible approach to energy policy. Sadly, Massachusetts policymakers are pursuing an ill-conceived, expensive pathway.

The regulations our commonwealth is trying to enact would artificially inflate the cost of heating oil and other traditional fuels and force local companies like ours to convert customers to electric heating. This is legislation by regulation, and it takes energy choice away from Massachusetts families.

Converting a home to electric heat pumps can cost anywhere from **\$20,000 to \$40,000**. And the price of electricity is surging in the Bay State. Eversource prices went up 64% last winter, and customers with heat pumps saw monthly electric bills as high as \$1,200!

These rapid, mass-scale conversions to heat pumps will also strain our fragile electric grid tremendously. It will raise the risk of rolling blackouts during periods of extreme cold or oppressive heat.



There are smarter ways to decarbonize without forcing expensive equipment conversions on homeowners, inflating energy rates and endangering grid reliability. Unfortunately, government officials have ignored the fact that **Bioheat® fuel**, delivered by Scott Williams and countless other companies, is reducing carbon emissions **right now**. (See article below.)

Oregon and California have embraced biofuel-blended products like ours as part of a balanced energy plan. Why won't Massachusetts?

You can read more about this critical issue by visiting [ProjectCarbonFreedom.com/action/ma/](https://ProjectCarbonFreedom.com/action/ma/). Then please tell your elected representative that Massachusetts deserves a smarter, more balanced energy plan.

Warmly,

Ken Williams, President

## a greener tomorrow with Bioheat® fuel

**We proudly deliver B10 Bioheat® fuel**, a blend that is 10% biofuel (made from organic and recycled products) and 90% ultra-low-

sulfur heating oil. This fuel significantly reduces sulfur oxide, carbon dioxide, particulate matter and mercury emissions. Not only do heating systems burn fuel more efficiently with our Bioheat fuel, but they also last longer and require fewer repairs.

And the heating oil industry is working toward **B100 Bioheat fuel** (100% biodiesel/biofuel). The R.W. Beckett Corporation, America's largest producer of heating oil burners, announced that it had begun production of fully warranted burners with B100-compliant components. Plus, the National Oilheat Research Alliance (NORA) has demonstrated that a home heated with **100% biodiesel** while using solar panels to produce electricity can reach **net-zero carbon emissions** quickly—and at an economically viable cost.



Learn more at [MyBioheat.com](https://MyBioheat.com).

## still mailing your payment?

**What if we told you that you** could stop writing checks and paying for stamps? Wouldn't it be nice not to worry about the postal service losing your Scott Williams payment?



Just provide us with a checking account or credit card number, and we'll automatically bill you with Auto Pay. You can rest easy knowing your payment will always be on time—you can rack up some credit card points, too!

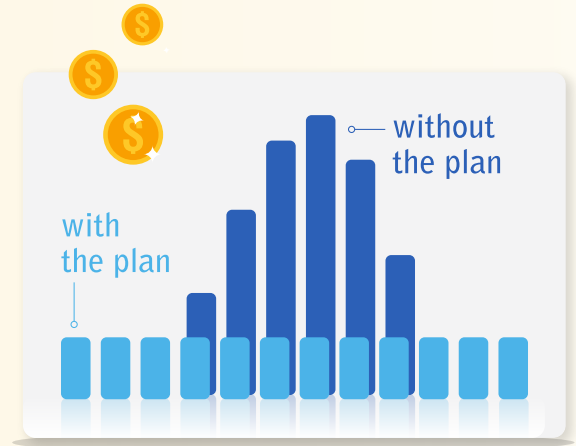
## are you immune from big delivery bills?

**We have a simple – and free – way** to avoid huge energy bills in the winter. We call it **EZ Pay**. Here's how it works.

As an EZ Pay customer, you'll no longer pay for your heating oil on delivery. Instead, we'll review your fuel use and estimate what your total bill will be for the coming year. Then we'll split that amount into **12 even monthly payments**. You'll pay predictable, much lower bills throughout the year. **Your winter bills will drop by roughly half!**

You don't need to worry that you'll be paying more for your heating oil. If our EZ Pay payment estimate turns out to be a little high or low, we'll adjust it. You'll only end up paying the cost of the fuel you received at the price it was on the day you received it — not a cent more.

If you have any questions or want to enroll before the heating season rolls in, don't hesitate to call our office or return the attached reply card.



## SAVE BIG on new heating equipment

**If you've been putting off investing** in new heating oil equipment, we encourage you to speak with us soon. You could save serious money right now.



You can qualify for a **federal tax credit of up to \$600** for installing a high-efficiency heating system. There are long-term savings as well.

Upgrading from an old heating system to a new one with higher fuel efficiency should help you **save 20% or more on your annual heating costs**.

If you want a **FREE** consultation, return the attached reply card, call our office or contact us at **ScottWilliamsOil.com**.



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## Ask the Expert

**Q: What causes a heat pump to go out in the winter?**

**A:** One of the most common causes of heat pump failure is an issue with your circuitry. Heat pumps require a lot of power. If your home doesn't have sufficient electrical capacity, your whole circuit board could go out. Then you'll be left looking for an electrician to fix the issue in the middle of a freezing night. That's not a good position to be in.

Additionally, there are many hard-to-replace parts in a heat pump, especially if yours isn't made by a prominent brand.

Heat pump systems provide excellent air conditioning, but right now, they are too unreliable to be your only heating option in a New England winter. If you install a heat pump, it's a good idea to maintain your furnace or boiler as a fallback heat source.



**Chris Sands**  
Service Manager