

Guardian
FUEL & ENERGY SYSTEMS, INC.

the GUARDIAN

FALL, 2008

GRANTS:

Citizens Energy Corp. administers a grant program for **100 gallons of free home heating oil**. Eligible households will receive a one-time-use voucher to exchange for oil or kerosene from their local participating dealer. Applications will be taken in December. Call 1-877-563-4645

Consumers everywhere want to know...

"What's going on?" with heating oil prices, how to prepare for the unpredictability, how to use less fuel (but stay warm), whether or not it makes sense to change fuels, and more. We're thinking about these things too. We're concerned about how the current financial crisis will affect consumers and the heating industry this winter, and how we can protect you from these troubles.

Commodities Markets Drive Fuel Costs

The price of standard heating fuels, such as oil, coal to produce electricity, and natural gas, are determined in the commodities markets. There, price is based on how much trading demand there is for one product or another. 'Buying oil' pushes the price higher. 'Selling oil' causes the price to fall. This trading has nothing to do with actually taking possession of fuel, or how much real use demand there is for fuel. Traders make money on the selling and on the buying!

Did you know

Money Matters Energy Tip

New equipment is not necessary to change to **BioHeat** fuel blend. But, if your equipment is over 15 years old and you upgrade to new equipment, you can **SAVE 30%**. And combining your new equipment with **BioHeat** can **INCREASE that SAVINGS to 40%!**

New:

A ROTH Double-Walled Fuel-Oil Safety Tank, the last fuel tank you'll ever need. Carries a million dollar warranty. Call The GUARDIAN for information. 401-596-6566 or 860-535-9411

The Guardian must buy real fuel for you and deliver it when you need it! We must contend with daily and even inter-day price changes, and we work to keep your price stable throughout the turbulence. We must have secure financing, and assurances from our suppliers that we will never be turned away from the terminal. Guardian employees are properly trained (and re-trained) for hazardous materials, have background checks, and now obtain Federal credentials necessary to enter port terminals (part of our Homeland Security obligation). Our trucks must pass rigorous safety inspections, and are maintained with care. Every meter must be tested for accuracy. Every delivery contract must follow multi-state consumer protection regulations, and each gallon is backed by purchasing supply contracts in advance. Your fuel must be the best quality. We take these responsibilities seriously!



Driver Dan Wheeler waves from the Guardian Fuel truck. The new mural has been attracting a lot of attention on the road in both RI & SE CT areas.

Heating Oil quality is not all it's "Cracked" up to be!

As petroleum becomes harder and more expensive to extract from the earth, refiners apply a process called "cracking" to the oil, which increases its volume. This results in more oil of poorer quality. That's why the Guardian treats our heating oil with **Energy Guard™**, perfectly blended every time, for higher quality, cleaner burning fuel!

Have you ever wondered...

"How can those cut-rate guys charge so little?" Sometimes we even hear of oil quotes so low, they're actually *below* the wholesale price! How can that be? Something is clearly amiss. The scary truth is, Cut-Rate Oil will not stay in business if they are selling oil so cheaply that they can't pay their own bills. (It is estimated that 20% of businesses - large and small - will fail during the coming fiscal year.) Is this the company you will depend upon during the cold winter months? We won't cut corners in order to compete with cut-rate dealers. Does that mean our price is higher? Generally, yes. But we think keeping an eye on our own fiscal health, and making prudent plans to help you do the same, is too important to ignore! By choosing our popular **Price Guard™** plan, families saved an average of 70 cents per gallon when prices spiked last winter. *They actually paid less for their oil* than cut-rate or co-op prices! That was prudent planning for uncertain times, and it makes sense in today's market, too.

WATCH FOR ~

- **Welcome to Kenneth Fenton, who has joined GUARDIAN** and is available for limited service by appointment. Kenny brings with him over 22 years as a service technician with the former Butler Brothers of Westerly, and 14 years as owner of Hometown Oil. When Kenny isn't helping Guardian customers, he's at home enjoying working on his "honey-do" list, or relaxing at his retreat in Vermont. He also "follows the NASCAR races, being a huge fan!"
- **Rhode Island Energy Solutions Expo, at URI Ryan Center, Sunday November 16th** from 10-4. Randy Lohr from GUARDIAN and Nat Harris of Newport Biodiesel were invited by the University to speak on biodiesel.
- **Extra Heating Assistance for CT Seniors:** Over 65 and having trouble paying your heating fuel bills? You may be eligible for EHHAP (Elderly Home Heating Assistance Program). Contact your fuel provider for more information.

SCAM ALERT

The Attorney General's office warns consumers of phone callers claiming to be from the oil company, asking for credit card information.

Your best defense:

Say, "I'll call you back!" Hang up, then use the phone book to call your oil company to confirm. If it's not a scam, your oil company won't mind the precaution.

P By far, the most effective tool for savings is to reduce energy consumption. You'll find lots of conservation ideas on our website, www.guardianfuel.com. Even small investments for things like programmable thermostats or burner tune-ups can reduce fuel use and thereby lower heating costs. If your home is equipped with a furnace or boiler that is more than 10 years old, you may be surprised to know that a newer efficient model can improve efficiency amounting to a 30% fuel savings or even more! If you are a Connecticut resident, look below for a really special offer!

COMING SOON ~ If you are unsure of how your home can be made more energy efficient, consider a Comprehensive Energy Audit. Our trained, professional Energy Conservation Technicians can provide an attic-to-basement, wall-to-wall profile of your home, then provide options for you to consider. Connecticut residents, look below for a really special offer!

T Thinking of making a switch to gas?

Lately, National Grid has launched a huge ad campaign to convince consumers that natural gas is cleaner and cheaper than oil. Maybe you're thinking of switching? The truth is, although natural gas is *currently* priced lower than oil, over the past 5 years, oil has averaged 37% less than natural gas! Over the past 10 years, oil averaged 44% less expensive. In dollar terms, a natural gas user spent \$3,900 more than a comparable oilheat user in those 10 years! Switching fuels means removing your furnace or boiler and your oil tank, disposal costs, and installing new fuel lines and a new burner, amounting to \$6,000 or more! After switching to natural gas, many consumers are surprised to find that they have no options in choosing a supplier, and that the gas company offers no service department.

There is no renewable alternative to natural gas. It is a global commodity, traded on the global commodities market, and there is no substitute, no renewable alternative.



B Biodiesel is today's renewable alternative to heating oil.

Did you know that some biodiesel is made right here in Rhode Island and Connecticut, creating new jobs from local resources? It is **biodegradable**, and when blended with heating oil, is called BioHeat™. **BioHeat™ burns cleaner** than oil, and reduces toxic emissions. BioHeat™ gives you the same satisfying heat as oil, and no modifications are required to begin using it. New sources are being explored to produce more biodiesel from waste products including algae and weeds, so American farmlands can be used for world food production. At Guardian Fuel, we've become experts in biodiesel! For two years we've provided BioHeat™ for customers who believe as we do in acting now to solve our energy needs for the future. Even our delivery trucks run on BioDiesel™ fuel blend: running cleaner and quieter, with lower emissions! Making a switch to BioHeat™ is as easy as picking up the phone! In CT 860-535-9411 or in RI 401-596-6566.

B-100 Biodiesel is now regulated by the State of CT Department of Consumer Protection to meet ASTM D-6751 Standard - Because of the inconsistency of 'homemade biodiesel', all B-100 biodiesel sold in the state must be tested and certified to be of consistent quality.

For more information on ASTM Testing, go to www.nbb.org



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A World of Difference!

REBATES:

Connecticut residents! The State has made it possible for us to offer our Comprehensive Energy Audits for a **significantly reduced rate for a limited time**. Call the Guardian for details **860-535-9411**

Rebates for Connecticut residents: If you're considering updating your heating system to one that meets Federal Energy Star guidelines, you can apply for a rebate of **up to \$500!** Even if you've already replaced that old furnace or boiler, take heart: you're saving fuel, **and that rebate program is retroactive to July 1, 2007!** For details on the rebate program, go to www.ct.gov/opm/furnacerebate. Or call toll-free 1-866-940-4676

The Connecticut Housing Investment Fund (CHIF) has Energy Conservation Loans (ECL) for households that meet income guidelines and would like to make home improvements that will conserve energy. Single family (1 - 4 units)

homeowners may borrow up to a maximum of \$25,000 and multi-family property owners may borrow up to \$2,000 per unit (a maximum of \$60,000 per building.) Eligible improvements include automatic set-back thermostats, siding, caulking, insulation, heat pumps, heating systems, roofs, windows, and solar systems!

For more information, go to www.chif.org

NEW REGULATIONS governing the sale of biodiesel in CT:

The State Department of Consumer Protection has recognized the importance of verifiable fuel consistency, and has adopted the ASTM (American Society of Testing and Materials) standard for all B-100 biodiesel sold there. Please only purchase **BioDiesel** and **BioHeat** from approved dealers that adhere to these standards! **It's the LAW!**

Check out www.bioheatonline.com.

Click on the Homeowner side and learn **MORE** about BioHeat!

Your House Can Freeze Solid Overnight!

If you spend extended periods of time away from your home during the winter months, you know how important it is to protect your investment. If your home's heating system fails, and the temperature drops below freezing, will you know in time to prevent pipes from bursting, causing serious damage?

The **On Watch™ SecureHeat™ System 32 prevents house freeze-ups!** SecureHeat is a primary detection monitor that sends an alarm to our computerized system, indicating the nature of your heating emergency, even during power failures. We can dispatch service right away, no matter the time of day or night.

Don't lose one minute of sleep!

Installation is easy! Call GUARDIAN today!

401-596-6566

860-535-9411

**** Your Homeowners Insurance Policy may offer a discount for monitors that reduce your risk! ****