

# Coan Comfort Zone



## PERSONALLY SPEAKING

### seeing some light ahead of us



Kevin Coan

Dear Friends,

**We recently marked** the one-year anniversary of COVID-19 being declared a pandemic. Right after that, the widespread lockdowns of schools, workplaces and other gathering spots began.

As 2021 progresses, we can see some light at the end of the tunnel, thanks to the availability of vaccines.

Like many of you, our team has struggled to do our jobs with the public health crisis hovering over us. With the added uncertainty, periodic quarantines and sickness of staff, the past year has been a true test of our fortitude.

**I'm so proud of our team for how they have responded.** They kept our customers warm and safe despite dealing with many personal challenges themselves. We've always had a go-the-extra-mile outlook here at Coan Oil and it has served us well through the pandemic.

Please feel free to contact us, either by phone or through our website if we can help you in any way this spring.

Warmly,  
Kevin Coan

### worried about your old oil tank?

**If your oil tank** is more than 30 years old, please contact us about replacing it.

There are many options for upgrading. Today's tank systems from Roth and Granby feature advanced technology,

**extended warranties, multiple sizes and various piping options,** allowing us to locate your new aboveground tank almost anywhere. The double-walled Roth tank comes with \$1 million of insurance coverage in the rare event of a leak.

Please contact us today to request a FREE estimate and find out more about getting a \$200 rebate for replacing your tank.

\*Rebates are available through the Massachusetts Energy Marketers Association. Funds are limited and based on a first-come, first-served basis.

Get a  
**\$200 rebate**  
and ask us about **0% financing**  
for four years.\*

## WIN a NordicTrack Fitness Bike

**Enjoy cycling workouts** in the comfort of your home with this **NordicTrack Commercial S15i Studio Cycle**. Read this newsletter, answer the questions and email your responses to [Contest@CoanOil.com](mailto:Contest@CoanOil.com) to enter. All entries received by 6/29/21 with the correct answers will be entered into a drawing.

**Stream live workouts hosted by iFit trainers – on local trails or across the globe – on your 14-inch HD Smart Touchscreen.**

**Value: \$1,599!**



1. By 2030, it's estimated that biodiesel will displace \_\_\_\_\_ million gallons of heating oil.
2. Bioheat® fuel requires no \_\_\_\_\_ to your existing system.
3. The heating oil industry is committed to achieving net-zero \_\_\_\_\_ emissions.

No purchase necessary. A purchase will not improve your chance of winning. Entry must be received by 6/29/21. Winner will be selected at random on or about 7/13/21 by Warm Thoughts Communications, Inc. (WTC), Clifton, NJ. WTC's decisions on all aspects of the contest are final. Entrants agree to be bound by contest rules. Winner will be notified by email and may be required to sign a Prize and Publicity Release within 10 days of receipt unless prohibited by law. Failure to comply when requested may result in disqualification and the selection of an alternative winner. No responsibility is assumed for lost, late, stolen or misdirected mail. Entries void if incomplete, not legible or if they contain errors. All submissions become the property of WTC. Employees of Coan Heating & Air Conditioning, and WTC, its affiliates, subsidiaries, agencies and suppliers, and their immediate families, are not eligible. Must be at least 18 years old to participate. The following prize will be awarded to one winner: **One (1) grand prize: NordicTrack Commercial S15i Studio Cycle.** Odds depend upon number of entries received. Acceptance of prize implies consent to use name and photograph in promotional material without compensation. Any taxes and other expenses are the responsibility of winner. Allow 4–6 weeks after selection of winner for receipt of prize. Void where prohibited by law. All federal, state and local regulations apply. The names of the grand-prize winner will be published in a future issue of this newsletter.

## REDUCING CARBON EMISSIONS EVERY DAY

The heating oil industry's embrace of renewable Bioheat fuel is transforming home heating and helping to create a better future.

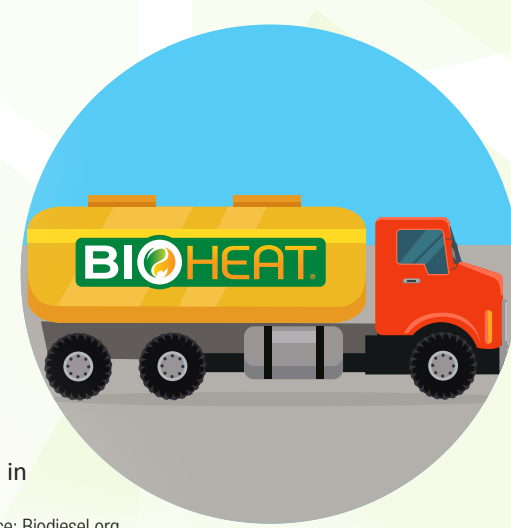
In fact, the heating oil industry has made a commitment to the climate change movement. In September 2019, the industry resolved to reduce greenhouse gas emissions by 15% by 2023, 40% by 2030 and to achieve **net-zero carbon emissions by 2050**.

What's most exciting is that these ambitious objectives are achievable. Last year, two independent studies on the feasibility of accomplishing these emissions-reduction goals validated the industry's plan to reach net-zero carbon emissions by 2050 with renewable Bioheat fuel. *See article below.*



## BIOHEAT FUEL BY THE NUMBERS

- ✓ Ultra-low-sulfur Bioheat fuel has **99% LESS SULFUR** in it than standard heating oil, resulting in a reduction in emissions of **OVER 70%**.
- ✓ By **2030**, it's estimated that biodiesel will displace **529 MILLION GALLONS** of heating oil.
- ✓ The Northeast's use of Bioheat fuel annually avoids more than **1.5 MILLION TONS** of CO<sub>2</sub> emissions.
- ✓ **1.5 MILLION TONS** of CO<sub>2</sub> emissions is equivalent to removing **320,000 VEHICLES** from the road — or the equivalent of the emissions from the annual energy use in **180,000 HOMES**.



Source: Biodiesel.org

## TEST CASE: 80% REDUCTION IN EMISSIONS

Just two heating oil retailers in the Northeast displaced nearly **1.5 million gallons of heating oil** with approved Bioheat fuel in the first half of 2020.\* Doing this resulted in an **80% reduction in greenhouse gas emissions**, compared to traditional heating oil.

That's because Bioheat fuel burns more cleanly and more efficiently than conventional heating oil. You will use less heat to get the same amount of warmth, and your heating system will last longer. You'll also likely find that you need fewer repairs on your system. All of this amounts to savings!

Bioheat fuel is readily available **now** and it requires no modifications to your existing system. The continued growth of Bioheat fuel puts us well on our way along the road to a low carbon future!

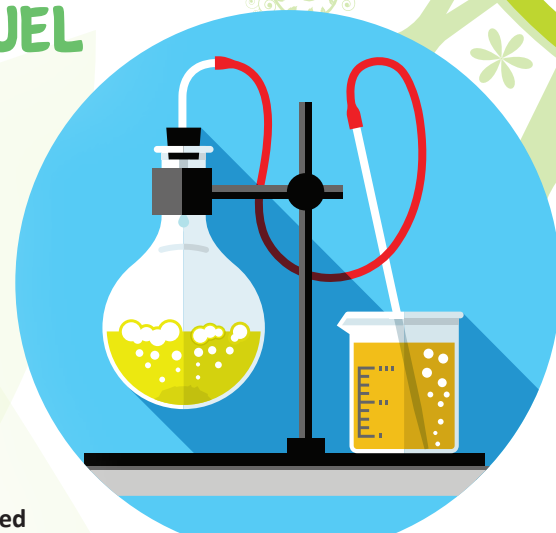
\*Source: Diversified Energy Specialists APS Program Research, December 2020.

## WHERE DOES BIOHEAT FUEL COME FROM?

**Biodiesel (also known as biofuel)** is a gallon-for-gallon substitute for petroleum-based fuels, which have a higher carbon intensity. By 2030, it's estimated that biodiesel will displace **529 million gallons** of heating oil.

Biodiesel is a nontoxic, biodegradable renewable liquid fuel. The biofuel that's blended with heating oil to create Bioheat fuel is generally produced by agricultural byproducts, including used cooking oil (also known as yellow grease), animal fats, inedible corn oil, soybean oil and canola oil.

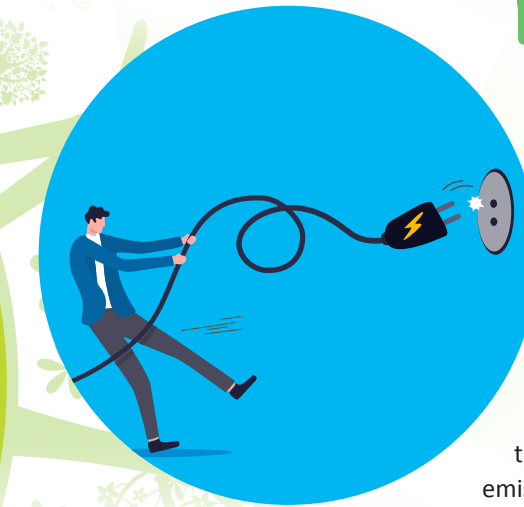
This puts excess oil and fats to good use. **Food is never sacrificed for fuel** in the production of Bioheat fuel. Bioheat fuel is also sourced and produced right here in the United States, supporting local farmers, local industries and local economies.



## MAKING THE PLANET CLEANER — ONE GALLON AT A TIME

Did you know that right now, **Bioheat® fuel** is the only home energy source that can make an immediate impact on reducing greenhouse gas emissions for our climate?

## THE RUSH TO ELECTRIC HEAT MAY MAKE US STUMBLE



It's **alarming** that many state legislators continue to push for the increased use of electricity over the use of other fuels. In the case of homes, that would mean policies to replace propane, natural gas and oil-fired heating systems with electric heat pumps.

But heat pump conversions are expensive and do not work very efficiently when the weather gets cold. Plus, **electricity is not a clean fuel**. Electricity production generates the **second largest share** of greenhouse gas emissions. More than 63% of our electricity comes from burning fossil fuels, mostly coal and natural gas.\*

Besides the increased impact on the environment, it is feared that an all-out "electrify everything" policy would increase the average residential household cost and put a severe strain on our aging electric grid. *See article below.*

\*Source: <https://www.eia.gov/energyexplained/electricity/electricity-in-the-us.php>

## OUR FRAGILE POWER GRID

The **electric infrastructure** in this country has failed us time and again, causing massive disruption, frustration and discomfort. We've all followed the tragic, widespread energy disaster that occurred this past winter in Texas. And we've all experienced a number of uncomfortable power outages in our own area over the years.

A large part of our grid was built more than 50 years ago. But today, it's reaching capacity and old equipment is failing.

Considering that the U.S. Department of Energy has called the electric grid in our country the largest machine on the planet, upgrading our electric infrastructure will be a massive — and ultra-expensive — undertaking.

Until our electricity supply is less environmentally destructive and not prone to numerous blackouts, it is simply not the best choice for heating. That's especially true when advancements in heating oil are already proving to be **incredibly effective and affordable**.

The last thing we need right now is for the electric grid to be strained by an enormous new demand — by electric cars, all-electric homes and commercial building and more.



## ask the expert

**Q:** How can you help me choose a new cooling system for my home?

**A:** To choose the right cooling system for you, we determine a **load calculation**, which tells us how much heat your home gains during warm weather.

The right system will deliver the right amount of cool air at the right time to balance out heat gain — and will do it in the most efficient way.



**Nate Hasselbring**  
equipment specialist

**Q:** Are there rebates or financing available?

**A:** Yes. A lot of the new equipment we install is subsidized by the **Mass Save program**. You may qualify for **thousands of dollars in rebates and loans** to cover replacements, and **0% financing for 7 years**.

**Q:** What equipment is eligible?

**A:** High-efficiency **central air systems, heat pumps and mini-split ductless systems** from trusted manufacturers like Mitsubishi, Ruud and Carrier, are eligible for rebates and financing. Call or contact us through our website to get started.

## keep your tank full

**If you have plenty** of fuel in your storage tank right now, that's good news. In warm weather, empty space in your oil tank can create problems for both the tank and the oil in it.

With empty space in your tank, water condensation can form. That condensation will drip down and sink to the tank's bottom, which can cause sediment to form.

Not only can that sediment corrode your oil tank, it can also break down your heating oil and cause other problems, including clogged fuel lines, which can cause your system to shut down.

To avoid any of this from happening, **it's important to keep up with your deliveries**. If you're not on automatic delivery, please call us for a spring fill-up.

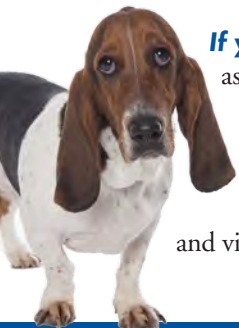


## pet peeve

**If you have a pet**, an air cleaning system is essential as it helps eliminate allergens from the home.

Of course, not all allergic reactions are caused by pet dander. Dust, mold, pollen and smoke are all allergy-related irritants. The right air cleaning system can remove all these — as well as bacteria and viruses — to improve your indoor air quality.

*Contact us today and we'll be glad to help!*



**Congratulations** to our restaurant gift certificate winners!

**Diane P., of Hopkinton**, won dinner at Oregon Club,  
**Georgia, of Framingham**, won dinner at Wayside Inn,  
and **Bob B., of Milford**, won dinner at Café Assisi!

Also, congratulations to the winner of our fall contest:  
**Naomi Moon** won the Microsoft Surface Pro 7 laptop!



196 West Central Street  
Natick, MA 01760



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STANDARD MAIL  
US POSTAGE  
PAID  
DG3

## WIN a \$50 account credit

**If you are pleased** with our services, we would truly appreciate it if you would take a few moments to post a review online.

As a thank you, we'll enter you into a drawing to win a **\$50 account credit** when you post a review **before June 30, 2021**.

Just email us at [CoanReviews@CoanOil.com](mailto:CoanReviews@CoanOil.com) to let us know where your review was posted. (You can post your review on Google, our Facebook page, Angie's List or BBB.) In your email to us, be sure to include your name, address and phone number.

Your feedback means the world to us!

