

Coan Comfort Zone

Spring 2022



PERSONALLY SPEAKING

a shocking rise in energy prices



Kevin Coan

Dear Friends,

As I write this, Russia's invasion of Ukraine has jolted global markets, causing all energy prices to soar. While none of us know the future, we hope this spike is temporary.

Some people mistakenly believe that we make more money when prices rise. The opposite is true. Customers fall behind in paying. Meanwhile, we must pay our suppliers in just 10 days. We must borrow more from the bank. It's an awful mess for everyone.

Coan Heating & Cooling has been in business for many years. We have strong relationships with suppliers and financial institutions. We've fielded many calls from customers of competitors who couldn't make deliveries for several weeks. You don't have to worry about that with us.

If you're having trouble paying your bill, please contact us before it becomes a problem. We can usually work out a solution, especially if you've been with us for a while. **We can also set you up on our SmartPay Plan.**

Nothing will make us happier than when prices return to normal. Until then, trust Coan to look out for you, and please pray for the people of Ukraine.

Warmly,
Kevin Coan

fuel storage that helps you rest easy

Are you in the market for a new heating oil storage tank? Coan sells and installs tanks from top manufacturers. These models feature superior craftsmanship that you can have confidence in.

Roth Double-Walled Safety Tank

With a weld-free galvanized steel outer tank and a corrosion-resistant inner tank, Roth's product exceeds safety regulations. Its small footprint requires less space, and it comes with a 30-year warranty and a 10-year warranty against leakage (subject to terms and conditions).



Granby 2-in-1 Double-Walled Oil Tank

The primary tank is low-molded high-density polyethylene (HDPE). Plus, it has a galvanized-steel secondary containment vessel. Granby's model offers a visual leak indicator and is fluorination-treated to prevent oil odors.



Call us or go to **CoanOil.com**. We'll install your new tank and get rid of the old one in an environmentally conscious manner.

contact your insurance about tank coverage

There's been a lot of coverage about a Massachusetts family that incurred significant costs after a heating oil leak. The financial blow was especially bad because their homeowner's insurance didn't cover oil leaks.

Fortunately, their insurance company eventually chose to pay, but this story highlights a potential pitfall for many Bay State families. Massachusetts insurers must offer oil leak coverage but don't have to inform customers that they need it. Right now, less than 10 percent of homeowners who heat with oil have this insurance.

We strongly recommend that you contact your insurance agent immediately to confirm that you are covered against oil leaks. And contact us anytime to inspect your tank for wear and tear.

We're thrilled to announce that Coan Heating & Cooling once again won the **MetroWest Best of the Best Award** for Oil Companies! We also came in second in the Best A/C Company category!



Getting to Net-Zero Carbon Emissions

The heating oil industry has committed to supporting a decarbonization strategy. In fact, the industry has set broad goals for transitioning heating oil supply to higher blends of cleaner, renewable Bioheat® fuel.

Reaching a 50% biodiesel blend (B50) by 2030 would line up with many of the carbon-reduction targets being set by local and state governments.

CARBON EMISSIONS REDUCTION TIMELINE

- 2023 – B20 (20% biodiesel) results in a 14.6% reduction in CO₂ emissions.
- 2030 – B50 (50% biodiesel) eliminates 4.29 million metric tons of carbon.
- 2050 – B100 (100% biodiesel) eliminates 8.59 million metric tons of carbon

Source: MyBioheat.com

Why Biodiesel Is Carbon Neutral

Transitioning to Bioheat® fuel is a win-win situation: it's been proven to reduce emissions because it is a low-carbon heating fuel and it doesn't require any expensive system upgrades in your home.

The biodiesel blend in Bioheat fuel is composed of various organic products, including vegetable oils, animal fats and even algae. New studies have also shown the viability of using various grasses for the production of biofuel.

Biodiesel is a biogenic fuel that eliminates carbon output. By contrast, when traditional fossil fuels that do not contain biodiesel burn, they take carbon that was stored in soil and put 100% of that carbon into the atmosphere.

The combustion of biofuels and other biogenic energy sources recycles carbon-dioxide emissions through renewable plant materials and other biomass feedstocks. That's why you'll keep hearing a lot about **net-zero carbon emissions** in the years ahead.



Bioheat® Fuel: Path to the Future

Bioheat fuel — a blend of renewable biodiesel and ultra-low-sulfur heating oil — represents a smart solution for the delivery of a better, cleaner fuel right now — and in the years ahead.



The Freedom to Choose Our Energy

As you probably know, there have been ongoing discussions in government about electrification — the push to use only electric-powered home heating equipment like electric heat pumps.

However, electricity isn't the whole answer. The truth is, electricity has valuable uses, but it has some serious disadvantages — including an aging electric grid that's prone to widespread power outages.

And since so much of our electric grid still relies on natural gas and coal, some lawmakers are focusing on encouraging a shift to renewable sources like wind, solar and hydropower. But that's a shift that won't happen overnight — in fact, it's likely to take many years.

Alternatively, increases in the renewable content of ultra-low-sulfur heating oil (Bioheat® fuel) are happening right now, putting us closer to a **carbon-neutral future**.



Biodiesel Production Grows

Today, more than 125 production plants around the country make biodiesel. The United States biodiesel industry produces about three billion gallons of biodiesel now.

Increased production isn't just about achieving a cleaner environment. It's about building a stronger economy too. The biodiesel industry supports nearly 60,000 jobs and generates billions of dollars in GDP, household income and tax revenues*.

*Source: CleanFuels.org



Can We Keep the Lights On?

Mark P. Mills, a senior fellow at the Manhattan Institute and faculty fellow at Northwestern University's McCormick School of Engineering and Applied Science, was among the energy experts who spoke at a Congressional hearing in February*. The purpose of the hearing was to review strategies for improving the electric grid. During his testimony, Mills presented some startling facts to the House Select Committee on the Climate Crisis. Here are some of them.



Mark P. Mills

- ➔ Data from the Energy Information Administration shows overall grid reliability is degrading while outages and consumer prices are increasing. Average U.S. electricity prices are up 50% since 2000.
- ➔ 12% of U.S. power originates with solar and wind, which cannot be dispatched when needed or expanded without further degrading grid reliability.
- ➔ Many U.S. states propose an energy transition similar to Germany, which has in effect built two grids at ratepayer expense: one based on wind & solar, and the other on conventional fuels. Germans pay about **300% more** for electricity on average than U.S. customers.
- ➔ Electrification advocates argue grid-scale storage is the solution, powered by 100% wind and solar. This will require at least **double** the amount of today's installed generating capacity. This would be necessary first to meet peak demand and, secondly, to produce surplus power for battery storage when peak demand cannot be met.
- ➔ About **50 tons** of battery — comprised of approximately 25,000 tons of minerals mostly sourced from China — is needed to hold the same amount of energy as **one ton of oil (250 gallons)**.
- ➔ Building enough grid-scale batteries for backup storage globally would require the equivalent of 100 centuries worth of batteries for all of the world's smartphones.
- ➔ Future battery technologies may solve some of these problems but will take many years, if not decades, to discover and scale up production.

*U.S. House Select Committee on the Climate Crisis: "Keeping the Lights On: Strategies for Grid Resilience and Reliability," 2/15/22.
Testimony provided courtesy of the National Energy & Fuels Institute (NEFI).

WIN \$500 Worth of Food

With food prices at record highs, we want to help families stretch their household budget a little further.

Read this newsletter, see questions at right and send answers to contest@coanoil.com. All entries received by 6/29/22 with the correct answers will be entered into a drawing for a \$500 gift card for your favorite supermarket. **Three winners will be selected!**

1. B20 (20% biodiesel) results in a _____% reduction in CO₂ emissions.
2. Biodiesel is considered a biogenic fuel that eliminates _____ output.
3. Average U.S. electricity prices are up _____% since 2000.

No purchase necessary. A purchase will not improve your chance of winning. Entry must be received by 6/29/22. Winner will be selected at random on or about 7/13/22 by Warm Thoughts Communications, Inc. (WTC), Bloomfield, 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 and 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 prizes will be awarded: **three (3) grand prizes: \$500 gift card**. 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.



can your A/C handle the heat?

Summer is right around the corner.

We all love warm afternoons and longer days, but what if your home's air conditioning isn't up to the task?

Cooling systems have life spans of around **12 to 15 years**. After only 10 years, you might start noticing "hot spots" in your home. If your A/C is showing its age, we can help you replace it with a newer, more efficient system. Also, if your equipment uses outdated, expensive R-22 refrigerant, it's an excellent time to get an up-to-date replacement.

Coan installs and services central air and ductless mini-split A/C units from trusted manufacturers like Mitsubishi, Carrier and Unico. We're happy to provide a free evaluation of your system. Contact our office today!



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replace your oil tank clunker

Mike Feetham is one of Coan Heating & Cooling's newest technicians. He's working toward his certification with support from the National Oilheat Research Alliance. We asked him an important question about tanks

What can homeowners do if their heating oil storage tank is nearing retirement?

You should replace your home's oil tank after 20 years, whether or not it's showing visible wear. Coan can install a new, top-of-the-line replacement that's double-walled to protect your home and the environment!

Even better, we are offering **0% interest for four years, as low as \$80 a month** (new installations only—installed by 6/30/22). Additionally, we recommend ensuring that you have oil-leak coverage from your insurance company.

Call us today to schedule a consultation. We're ready to help you upgrade your heating oil storage!



Congratulations to our latest restaurant gift card winners! **Jeff S., of Framingham**, enjoyed dinner at Bourbon's Kitchen & Cocktails in Framingham. **Maura S., of Natick**, chose to dine at Dah-Mee in Natick.

Our \$1,500 home-office upgrade went to **Maureen L., of Framingham**. She is taking her remote-work setup to the next level!