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MISSION STATEMENT

The Oil Heat Council's Mission is to represent and be a resource to our members by monitoring and communicating pertinent information, regulatory actions and legislation at Federal, State and Municipal levels. To continue to identify and implement new programs, services and training that benefit the membership and the association. To communicate via public appearances and the media, informed responses to various oil industry situations and challenges affecting the consumer public. To keep the public informed regarding energy conservation, safety and environmental protection and the benefits of heating with oil; and to diligently uphold our commitment to the citizens of New Hampshire, practicing business of the highest standard, both professionally and ethically.

An Interesting and Challenging Winter

By Dana Jones
OHCNH Chairman

It has been an interesting and challenging winter in the New Hampshire oil industry. Our Executive Director and Legislative Committee have worked hard during the first few months of this year on several State legislative issues:

PRE-BUY LEGISLATION - There is no question this was a controversial subject within our industry. Unfortunately, each winter the issue comes up when some (non-OHCNH member) oil dealer "goes under" holding customer's pre-buy money. Your OHCNH Executive Committee felt it was better to be part of the discussion than sit on the sidelines and watch some onerous regulation develop, so we worked very hard in communicating with the Attorney General's Office and members of the legislature. Representatives from both parties came to our office to help craft legislation that would be acceptable to all parties involved. I want to personally thank last year's OHCNH Chair, Kim Weiland of Dead River, for all of his extraordinary efforts on this process.

Our position was to support the proposed legislation, HB581. House Bill 581 was retained in committee of Commerce and Consumer Affairs. This means the committee held on to the bill, but could take action at a later date. However, the "good news" is we showed a lot of people we were willing to sincerely have the consumers' best interests in mind. At this time, nothing has actually been legislated which will affect the ways we currently operate our businesses.

OIL BURNER TECHNICIAN LICENSING - The OHCNH position on this pending legislation was to oppose any enactment of licensing for oil burner techs in NH. Bob Sculley and several of our Executive Committee members attended the

hearing on House Bill 394-FN. The House Committee on Commerce and Consumer Affairs also retained this proposed legislation for further review.

TRUCK METER LICENSING - Several years ago the Bureau of Weights and Measures took back the activity of calibrating truck meters and it had an immediate, negative effect on how we do our business. Their theory was only the State could be trusted to accurately monitor the meter process. Bob Sculley and some members of The Oil Heat Council attended a hearing at the State House in February in front of the Senate Committee of Executive Departments & Administration in which the committee voted 4-1 in favor of our position on SB157. SB157 passed the Senate floor via a voice vote and will be reviewed by the Senate Finance Committee before moving to the House for a hearing. As of this writing, it looks like they may rescind the current regulations and go back to private meter services being able to work on, and certify, our delivery trucks. This could be a real "win" for our organization.

This has been a winter of high prices and low temperatures. If only we could have the low prices to go with the low temperatures! I think our industry has done a great job over the years in getting the message out that we "are not the bad guys" and have no real control over oil prices. The local oil dealer is caught up in the world energy market and is just as unhappy about high prices as the customer.

One message that is just beginning to get

(Continued on page 2)





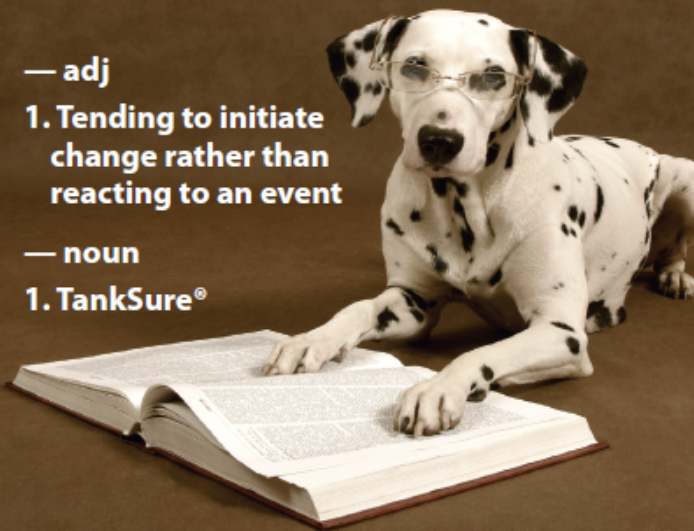
PRO·AC·TIVE

— adj

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— noun

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(Continued from page 1)

out to the public, and needs to be driven home more, is that a huge part of increasing price is the activities of "traders and speculators" in the commodities markets. The most recent rise in oil prices was not the effect of supply and demand, but hype and fear in the trading of oil futures. One recent estimate (which you may want to pass along to your employees and customers) is that, in the current retail price of oil or gasoline, a full \$1.50 is the result of trade and speculation. That \$3.75 gallon of oil you may be delivering this week would be \$2.25 without all of this hype. What a great winter this would be for us dealers if we had \$2.25 oil to deliver.

Even with the high prices, we have to remind ourselves oil is still "the better buy" for heating your home. At today's published New Hampshire average retail prices, and factoring in for heating equipment efficiencies, oil costs 25% LESS than electricity or propane to heat a home. That is a message to share with your employees and customers.

We are honest businesses delivering a quality product to satisfy the needs of our public. Don't lose sight of this in the "fog of war", as oil goes over \$100/ barrel every night on the news.

One last thing: Bob Garside has lead the Oil Heat Council of New Hampshire for more than fourteen years. Bob brought our organization to a level that is greatly respected around the state, and around the region. Bob actually worked in the oil heat industry for most of his life and cared, deeply, about the industry and each and every one of us. It is not too late to sign up for his Farewell Dinner on April 8th. I certainly hope to see you there.


 Dana Jones
 OHCNH Chairman

Looking Ahead...

Mark your calendars for the
46th Annual OHCNH Convention
September 13-15, 2011
 Mt. Washington Resort
 Bretton Woods, NH



Look for more information to follow the next few months, and prepare for another great event this year!

EXECUTIVE DIRECTOR'S UPDATE



On March 8 & 9, I traveled to Washington DC to meet with the New Hampshire Congressional Delegation on the reauthorization of the National Oil Heat Research Alliance (NORA) funding. I was joined by John Huber of NORA, Sean Cota of Cota & Cota and Jim Townsend of Townsend Oil Co.

I am pleased to report that our meeting went well and that the Oil Heat Council of New Hampshire will receive support from all four of New Hampshire's Congressional Delegation on the reauthorization of NORA funding. There is still a long way to go however. Not every elected official around the country is in support of language that would restore the NORA funding provision. This will be a coordinated effort amongst states that have heating oil as a major fuel for the heating of homes and businesses. As you all know, New England is the major consumer of home heating oil in our country. The challenge will be to convince elected officials from other states that do not rely on heating oil as a major fuel source to support this legislation that we want.

While we were down there we also discussed our desire to have the LIHEAP program fully funded. While the members of the Oil Heat Council of New Hampshire do not receive any financial benefit directly related to the LIHEAP program, it is our perception that this is a much needed program in the state of New Hampshire. As with the NORA legislation, the Congressional Delegation was willing to work on helping to fund LIHEAP for next year.

This is just a friendly reminder of the retirement party for **Bob Garside which is to be held on April 8, 2011 at the Executive Court Restaurant in Manchester, NH.** Please plan to attend. Bob was a dedicated and committed employee of the Oil Heat Council for many years. Bob was heavily involved in the industry before his position in the Oil Heat Council of New Hampshire as he and his wife Lois owned a retail home heating oil company in Vermont. He has made many friends and is already missed. Please come and say goodbye to Bob and wish him and Lois a happy retirement.


On March 14, 2011 a meeting was held at the office of the Oil Heat Council of New Hampshire to discuss bio-fuel products. The OHCNH office has been receiving phone calls from its members, and some from the public, regarding concerns of the quality of the bio-fuel products. Paul Nazzaro of Advanced Fuel Solutions made a presentation on bio-fuels. Thirty five members of the OHCNH attended the meeting. Representatives of Sprague Energy and Irving Oil also attended and answered questions from the group. Mr. Nazzaro stated that home heating oil can have a blend of 2-5% of bio fuel and still meet the specification standards that are set for the quality of home heating oil. While many retail dealers did not have any issues with the bio products, some of our members have had recent problems with their fuel oil. The question and answer period following Mr. Nazzaro's presentation

centered on the service side and the quality of the fuel. "Coking" has been taking place on some of their customer's burners. After a lengthy discussion, it was decided that the real issue may not be the bio product but a particular batch of fuel that was not up to quality standards. Mr. Nazzaro offered to visit certain members of the OHCNH and to test the fuel and equipment to try to identify the root cause of the problem. We will give our OHCNH members an update on the results of the tests as soon as possible.

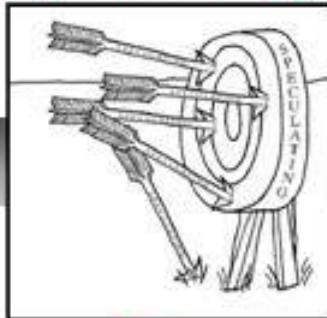
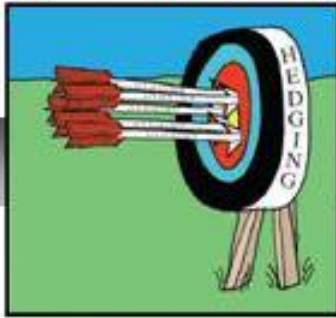
Just a reminder, the Oil Heat Council of New Hampshire has reached an agreement with the New Hampshire Motor Transport Association regarding its benefit programs. Any OHCNH member should contact Laura Everhart if they have an interest in a self-funded health care or workers compensation program. In addition, there are other major insurance programs that offer dividend returns. This program also covers OHCNH members who offer propane as part of their heating options. I encourage you to get a free quote. If you would like a visit, please let me know and I would be happy to come see you to talk about any of these programs.

That's it for now.

Robert J. Sculley
Executive Director



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Celebrate With Us

The Oil Heat Council of New Hampshire
would like to say *Thank You* to



Bob Garside

*Join us for an evening of reminiscing and laughs,
with your family and friends, as we look back over the years
of dedicated service by Bob Garside to the OHCNH*

Who:	Friends, Family, & Past Business Associates of Bob Garside	Where:	The Executive Court Banquet & Conference Center
When:	Friday, April 8, 2011		1199 S. Mammoth Road Manchester, NH
Time:	Cocktails at 6:00pm (Cash Bar) Dinner at 7:15pm (Menu Option Below)	Cost:	\$ 50.00 per person

**Overnight accommodations are available *ON PROPERTY* at *Best Western Plus*.
Call (603) 627-2525 for lodging reservations.**

Please contact Laura Everhart at (603) 415-8330 / laura@nhoilheat.com or
George Winslow at (603) 669-3033 if you have any questions.

Please return bottom portion with payment to: Garside Dinner * OHCNH * PO Box 3898 * Concord, NH 03302

Attendee Name: _____ Sliced Pork Loin Grilled Marinated Chicken Breast

Attendee Name: _____ Sliced Pork Loin Grilled Marinated Chicken Breast

(Use back of registration form for additional attendees!) (Choose one meal option above for each attendee)

Company: _____

Address: _____ **Number of Attendees:** _____ X \$50.00 ea. =

City: _____ **State:** _____ **Zip:** _____ **Total Amount Enclosed:** \$ _____

Please make checks payable to OHCNH

Please Note: Payment for hotel accommodations are to be made directly to Best Western Plus

SKI DAY 2011 at MT. SUNAPEE

By Tom Proulx, OHCNH Vice Chairman



Pictured from left to right:
Patrick Miller (Nelson & Small), Dana Jones (White Mt. Oil)
Tom Proulx (Proulx Oil), John Rider (Webber Energy)

The first annual OHCNH ski day turned out to be a great day. A spirited group of members, affiliates, potential members and guests were on hand for a beautiful day of skiing. In spite of the ice and rain that the area received at the beginning of the week, the trails were groomed to perfection. There was a hearty group that set up a grill and could be seen cooking eggs and sausage at 7:30AM. They looked like kids on Christmas morning that could not wait for the lifts to start spinning. Later they transitioned to burgers and dogs for lunch. Several of us joined for an après ski in Goose Feathers Pub at the end of the day. The group consensus was to continue this tradition next year. Dates TBD. Thank you to all for making this such a fun event.

Special thanks goes out to Nelson and Small and Patrick Miller for donating a L.L. Bean gift certificate. Congratulations to Matt Ciardelli from Ciardelli Fuels as the winner of the certificate.

Reminder: Underground Storage Tank Operator Training Required



The Federal Energy Policy Act requires states to develop training guidelines for three distinct classes of operators who operate and maintain federally regulated underground storage tank systems. Effective August 8, 2012, RSA 146-C:17-21 requires that all regulated facilities in New Hampshire have designated class A, B and C operators who have been trained and certified in accordance with

April 20, 2011	November 16, 2011
May 18, 2011, Heating Oil Only	January 18, 2012
July 28, 2011	February 22, 2012
August 24, 2011	March 28, 2012, Heating Oil Only
September 21, 2011, Heating Oil Only	April 25, 2012
October 19, 2011	

an approved training program. DES is currently offering an approved training class for class A and B operators in New Hampshire.

Underground Storage Tank Operator Training Schedule

Classes are conducted at the Department of Environmental Services
 29 Hazen Dr. in Concord, NH, unless otherwise noted,
 from 8:30 AM to 4:00 PM on the following dates:

For more information on the Operator Training Program or to sign up for future Operator Training classes, please contact Matt Jones, Underground Storage Facility Operator Training Program Coordinator, at Matthew.Jones@des.nh.gov or by calling (603) 271-0673.

Coming Soon ...

2011 OHCNH Golf Outing

Thursday, June 16, 2011
Stonebridge Country Club
Goffstown, NH

Don't miss this fun event!



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Contact

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NORA, (703)340-1663

NORA AND NFPA COLLABORATE ON CARBON MONOXIDE TRAINING VIDEO--

March 14, 2011-Alexandria, VA-The National Oilheat Research Alliance (NORA) and the National Fire Protection Agency (NFPA) recently collaborated to create the newly released Carbon Monoxide safety training video. This nineteen minute training video demonstrates the proper procedures, guideline and safety precautions that should be used when dealing with Carbon Monoxide. According to Occupational Safety & Health Administration (OSHA), on average, about 170 people in the United States die every year from CO produced by non-automotive consumer products. Due to these statistics, NORA and NFPA saw the importance of training technicians on the proper inspection of heating systems in relations to CO safety. NORA's goal for the Oilheat industry is to help consumers reach a better understanding of heating oil, improve the product and to educate both technicians and consumers. "NORA is working diligently to advance the Oilheat Industry in several core areas, education is a top priority", said John Huber, President of NORA.

To view this video and others visit: <http://www.mynoravideo.com>
Contact: tlross@nora-oilheat.org

UPCOMING EVENTS



Oil Heat Council
of NEW HAMPSHIRE

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March 30, 2011

Commercial Motor Vehicle Refresher 8am-12pm
Reasonable Suspicion Training 1pm-4pm
19 Henniker Street, Concord, NH

April 6, 2011

Basic Air Systems 9am-3pm (Call for info)
19 Henniker Street, Concord, NH

April 8, 2011

Banquet Honoring Bob Garside 6:00pm - ?
Executive Court Banquet & Conf. Center
1199 S. Mammoth Rd., Manchester, NH

April 20, 2011

Underground Storage Tank Operator Training
8:30am - 4:00pm
Department of Environmental Services
29 Hazen Dr., Concord, NH

April 21, 2011

DOT Collector Training 8am-4pm (Call for Info)
19 Henniker Street, Concord, NH

May 4, 2011

Air Foundations 9am-3pm (Call for Info)
19 Henniker Street, Concord, NH

June 16, 2011

Annual Golf Outing
Stonebridge Country Club
161 Gorham Pond Rd., Goffstown, NH

September 13-15, 2011

46th Annual OHCNH Convention
Mt. Washington Resort, Bretton Woods, NH

Concord, NH 03302-3898

19 Henniker Street • PO Box 3898

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of NEW HAMPSHIRE

