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WWW.NHOILHEAT.COM



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 Appeal to Our Members

On behalf of the Oil Heat Council of New Hampshire, I wish to make an appeal to you to consider sending a voluntary contribution to the National Association for Oil Heat Research and Education's (NAORE) fund to re-authorize the National Oilheat Research Alliance (NORA). Since the original federal law authorizing NORA expired in February, 2010, our industry has been working tirelessly to introduce legislation to renew the program. The renewal of NORA involves a dedicated lobbying effort on several fronts. In addition to the lobbying firm of Patton Boggs, NAORE's Board has retained the services of the Cypress Group. NAORE will also have John Huber and the New England Fuel Institute's (NEFI) Jim Collura, compensated with NAORE dollars, "walk the halls" in Washington with Patten Boggs and the Cyprus Group lobbying the re-authorization effort.

This reauthorization effort comes with a price tag. Therefore, the NORA participating states are being asked to consider voluntarily pledging an additional contribution in 2011 towards NORA's reauthorization effort.

NORA had been so important in raising our industry to a higher level through research and development of "clean burn technology", consumer education, and training programs for our service technicians.

NAORE is committed to maintain a coordinated effort with the industry's national association, Petroleum Marketers Association of America (PMAA); our regional association, NEFI, and the individual state associations, such as the Oil Heat Council of New Hampshire, as this process moves forward.

Re-authorizing NORA could mean millions of new dollars re-entering the oil heat industry in future research and develop-

ment, and training. NORA is vital to the future of our industry. According to a recent NAORE communication, "We're looking to get it done in 2011 and we need the monetary support from all concerned parties...individual companies as well as associations."



It is also important for OHCNH members to show support in light of the fact our own New Hampshire representatives in Washington DC have stepped forward to support our cause. Senator Jeanne Shaheen is a strong proponent and leader in the re-authorization efforts on the Senate side, and Congressman Charlie Bass is a lead legislative sponsor and longtime advocate of the NORA program on the House side.

The Oil Heat Council of New Hampshire has already pledged our basic support for NORA for 2011. However, the Executive Committee felt this additional request for funding NAORE's lobbying efforts should be a special voluntary appeal to our members, and not to simply add it to our OHCNH dues structure.

Therefore, on behalf of the Oil Heat Council of New Hampshire, I ask you and your company to carefully consider making a voluntary contribution to support the reauthorization of NORA by sending a check to "NAORE/OHCNH" today.

With gratitude,



Dana Jones
Chairman

Please see page #6 for contribution info.

Heating Oil Dealer Misses Out on CFTA Nomination

In a blow to the heating oil industry, experienced heating oil dealer Sean Cota has been passed over for a position on the Commodity Futures Trading Commission.

An experienced heating oil dealer in the running for a post on the Commodity Futures Trading Commission has been overlooked by President Obama.



Sean Cota -
Cota & Cota Oil

Sean Cota was championed for the commissioner's post earlier this year by Senator Patrick Leahy. The post becomes vacant next month with the departure of current commissioner Michael Dunn.

Cota's omission is a blow for the heating oil industry. The experienced heating oil dealer runs and co-owns his family business, Cota & Cota Oil. He has vast experience at hedging oil futures and knows intimately the challenges faced by heating oil dealers and their customers.

He is also an advocate for reform of the derivatives markets and has given evidence several times before Congressional committees and the CFTC.

Heating oil dealers are battling huge oil price spikes, which many commentators blame on unregulated speculative traders gambling on the international commodity markets, artificially driving up the price of heating oil and crude.

Last year Congress passed the Dodd-Frank financial reform act, which mandated the CFTC to set new rules and "position limits" on major traders to help prevent volatile price movements following the 2008 financial crisis.

In an exclusive interview with HeatingOil.com in March, Cota – who currently chairs the Petroleum Marketers Association of America and who previously headed the New England Fuel Institute – said "if we want to fix energy markets, we have to fix everything."

The Dodd-Frank law is a well-balanced attempt at a fix, but almost none of the rules in the bill have been implemented, and many still need to be written.

Heating oil dealers have long used the commodity markets to hedge against sudden movements in the price of oil they buy and sell. But there are fears powerful investment banks and big funds are distorting commodity markets with huge sums of money by trading massive portfolios of oil contracts they never intend to physically use.

Cota is part of the Commodity Markets Oversight Coalition,



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 GREEN IMAGE DEVELOPMENT	 DUTY TO WARN
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which has advocated reform. But in his March interview he said the group was "outgunned" by big financial interests who fiercely oppose the proposed regulations.

If appointed to the CFTC, Cota had promised to give an honest assessment and focus on the commercial users commodity markets were created for.

NEFI this week reported that President Obama had chosen Mark Wetjen for the CFTC position – a senior aide to Senate Majority Leader Harry Reid. NEFI president Michael Trunzo told HeatingOil.com he was disappointed Cota had missed out on the nomination but congratulated him for having been considered.

Retrieved from a blog posted on Friday, May 13, 2011 at: www.heatingoil.com/blog/heating-oil-dealer-misses-out-on-cfta-nomination-0513/#respond

FTC, CFTC Agree to Share Information on Energy Investigations Agreement Will Foster Cooperation on Investigations Into Fraud-Based Market Manipulation



As part of their ongoing efforts to keep markets that they oversee open and fair for American consumers, the Federal Trade Commission (FTC) and Commodity Futures Trading Commission (CFTC) announced on April 12, 2011, that they signed an agreement to foster further cooperation between the two agencies by helping them share nonpublic information.

The FTC and CFTC signed a Memorandum of Understanding (MOU) that will facilitate sharing of non-public information on investigations being conducted by the agencies, including investigations into the oil and gasoline markets. The agreement will help the FTC enforce its petroleum market manipulation rule, which prohibits fraudulent manipulation of U.S. petroleum markets. Information-sharing also will help the CFTC in exercising its authority to pursue manipulation in the oil markets.



Gary Gensler -
CFTC

“It is important for regulators to share information to be able to pursue market manipulation wherever it arises,” CFTC Chairman Gary Gensler said. “I thank Chairman Leibowitz and the staff of the FTC for their work on this MOU and look forward to partnering with them in ensuring the integrity of the oil markets.”

“With gasoline prices on the rise, we are committed to doing all we can to ensure that petroleum markets are competitive,” said FTC Chairman Jon Leibowitz. “Competition works to keep prices lower, and this MOU improves the ability of the FTC and CFTC to take action if and when we find market manipulation. I’d like to thank our CFTC partners for helping to improve the already excellent communication between our two agencies.”



Jon Leibowitz -
FTC

Both the FTC and CFTC have authorities to take legal action to stop fraud-based manipulation of the petroleum markets. In addition, the CFTC has exclusive jurisdiction to regulate exchanges, clearing organizations and intermediaries in the U.S. futures industry. The MOU will further facilitate information sharing between the FTC and CFTC on regulatory issues of common interest, such as manipulation of oil and gasoline markets.

At the same time, the agreement states that the FTC and CFTC take all necessary steps to ensure that the confidentiality of this nonpublic information is maintained. It also provides that the agreement does not modify the agencies’ current abilities, responsibilities, or obligations to comply with existing laws or reg-

ulations, including the FTC’s confidentiality obligations under the premerger laws.

Both the FTC and the CFTC votes were unanimous in approving the MOU. It became effective when it was signed, and will remain in effect until it is terminated by either the FTC or CFTC.

The Federal Trade Commission works for consumers to prevent fraudulent, deceptive, and unfair business practices and to provide information to help spot, stop, and avoid them. To file a complaint in English or Spanish, visit the FTC’s online Complaint Assistant or call 1-877-FTC-HELP (1-877-382-4357). The FTC enters complaints into Consumer Sentinel, a secure, online database available to more than 1,800 civil and criminal law enforcement agencies in the U.S. and abroad. The FTC’s website provides free information on a variety of consumer topics. “Like” the FTC on Facebook and “follow” us on Twitter.

MEDIA CONTACTS:

**Federal Trade Commission
Office of Public Affairs**
Mitchell J. Katz or Peter
Kaplan,
202-326-2180

**Commodities Futures
Trade Commission
Office of Public Affairs**
Scott Schneider,
202-418-5174

(FTC File No. 111-3000) (FTC-CFTC MOU.final)

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Common Workers' Compensation Payroll Mistakes an Employer May Make ■■■

There are two common workers compensation payroll mistakes an employer may make. Both have an associated cost that effects the employer in different ways.

The first is underestimating the projected annual payroll. As Workers compensation premium is directly related to the estimated payroll, any underestimating of payroll at the beginning of the policy period will at audit result in an additional premium due. Many times this is a large additional amount due that comes to the employer as a surprise.

What happens when an employer underestimates his payroll? Here's a couple of items to consider:

- Exposes the business to a large additional premium due after audit
- Inefficient use of premium funds in that a potential large audit bill will be due in full rather than making premium payments in installments over the active policy period.



The second common payroll mistake is overestimating the policy period payroll. When workers compensation payroll is overestimated;

The employer has in fact overpaid for his workers compensation insurance coverage. Even though the employer may recoup the over payment after audit.

The employer is allowing an insurance company to hold his over paid premium funds, without the benefit of any return on investment, until the audit is completed. Certainly not a very efficient use of an employers in-

urance funds.

Establishing the proper payroll projections from the beginning of the policy period may seem a difficult process but a process in which an employer will be rewarded for accuracy. Underestimates and overestimates both create unfavorable situations for the employer.

By Randy Sieberg, CIC, ARM, CRM (WORKERS COMPENSATION CONSULTANT)

NORA Reauthorization



John Huber
President - NORA

Legislation to reauthorize NORA is introduced in both the House and Senate. in the U.S. House of Representatives and the U.S. Senate. Four Representatives, two Republicans and two Democrats introduced H.R. 1756.

These representatives included Charlie Bass (R-NH), Frank Pallone (D-NJ), Leonard Lance (R-NJ), and Peter Welch (D-VT).

This is a simple reauthorization of NORA making some technical improvements, and then providing a seven year renewal. On the Senate side, there were five original co-sponsors, leading the charge were Senators Jeanne Shaheen (D-NH), Olympia Snowe (R-ME), Jack Reed (D-RI), Bernie Sanders (I-VT), and Richard Burr (R-NC). They introduced S. 949, this bill would extend NORA by seven years, and would also empower NORA to develop new programs to improve the energy efficiency of homes, and expand training opportunities for the industry. We are particularly pleased that this support came on a bipartisan basis.

These are exciting developments for the industry, because we now have the opportunity to begin working for our own future. The introduction of these bills was followed closely by PMAA's legislative meetings.

Early reports show that NORA should generate a lot of momentum with dozens of House members and many Senators co-sponsoring bill in coming weeks. Everyone will be working to generate the votes that we need to get reauthorized.

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 over
the next few months.*

Prepare for another great event this year!



**THE JOHN B. HYNES VETERANS
MEMORIAL CONVENTION CENTER
BOSTON, MASSACHUSETTS**

SHOW HOURS:

Noon to 6:00 PM on Tuesday, June 7
9:00AM to 3:00 PM on Wednesday, June 8
FREE ADMISSION TO THE EXPO

To register, or for more information, visit
www.NEFIExpo.com

The EXPO is an industry education event sponsored by the New England Fuel Institute and affiliated organization.

**NORA Technician
Certification Training**

The OHCNH is looking at the possibility of hosting this NORA Technician Certification Training at our office in Concord, NH. Depending on the interest level, we would hold a Silver and/or Gold Seminar. As you may recall, the following criteria applies to each certification:

- Bronze – 80 Hours of formal training
- Silver – 3 years of experience & 100 hours of training
- Gold – 5 years of experience & 120 hours of training
- Reminder: Silver Certification must be renewed after 5 years by either getting:
 - 24 Continuing Education Units, *or*
 - Gold Certification, *or*
 - Re-take Silver Test

Companies and technicians can check the status of their Silver Certification by logging on to: www.noraed.org, and registering for a free account. This training would be presented by Bob Hedden, NORA Director of Education. If you would be interested in sending technicians from your company to attend this type of training, please return the portion below with your choices indicated. Once enough companies have expressed interest, we will follow-up with dates and possible fees.

Please contact Alan Davis of H.R. Clough at adavis@hrclough.com, or 603-746-3456 and/or John Rider of Webber Energy at jsrider@webberenergy.com, or 603-352-5240 with any additional questions or comments. As always you may contact me at laura@nhoilheat.com, or 603-415-8330.

Submission Form for NORA/NAORE

Company Name: _____

Company Mailing Address: _____

City: _____ **State:** _____ **Zip:** _____

Email: _____ **Phone:** _____ **Fax:** _____

OHCNH – NAORE/OHCNH Voluntary Contribution

Yes – I would submit a voluntary contribution to the NAORE fund in the amount of \$ _____

I am: (please check one)

_____ Enclosing a check

_____ Calling with credit card information

_____ Mailing a check no later than July 1, 2011

OHCNH – NORA Training

Yes - I am interested in the NORA Silver Certification Training/Review # of Techs.: _____

Yes - I am interested in the NORA Gold Certification Training/Review # of Techs.: _____

Please Mail, Email, or Fax this form to:
PO Box 3898, Concord, NH, 03302 *or* laura@nhoilheat.com *or* 603-415-8329



COUNTRY CLUB
 161 GORHAM POND ROAD
 GOFFSTOWN, NH 03045

2011 OHCNH Golf Outing Registration Form

Thursday, June 16, 2011 • Tee Time: 10:00am • Shot Gun Start

Company Name: _____ Telephone: _____

Address: _____

City: _____ State: _____ Zip: _____

Company Representative: First: _____ Last: _____ Email: _____

Players Registration: ***If sponsoring the event, please see Sponsor Registration below***
 (Registration includes: Greens fees & golf cart, continental breakfast, box lunch, & dinner)

Individual Golf Registration: _____ Handicap _____ = **\$130.00**

Group Golf Registration: _____ Number of Individuals _____ X \$130.00 = \$ _____
 (Please list the additional members of your group below)

Total Player Registration = \$ _____

2) _____ Handicap _____

3) _____ Handicap _____

4) _____ Handicap _____

**Registration deadline is
 June 3, 2011. final
 numbers due to course**

Sponsorship Registration: Please consider supporting this fun annual event!

- | | |
|---|---|
| <p><input type="checkbox"/> \$1,500.00 - Course Sponsor</p> <ul style="list-style-type: none"> ✓ Four (4) Golf Registrations ✓ Name/Logo on all Score Cards ✓ Four (4) Tee Sponsorship Signs ✓ Name/Logo on Sponsorship Banner ✓ Premium recognition in event material <p><input type="checkbox"/> \$750.00 - Eagle Sponsor</p> <ul style="list-style-type: none"> ✓ Two (2) Golf Registrations ✓ Name/Logo on all Golf Carts ✓ Two (2) Tee Sponsorship Signs ✓ Name/Logo on Sponsorship Banner ✓ Premium recognition in event material | <p><input type="checkbox"/> \$500.00 - Par Sponsor</p> <ul style="list-style-type: none"> ✓ Two (2) Golf Registrations ✓ Two (2) Tee Sponsorship Signs ✓ Name/Logo on Sponsorship Banner ✓ Recognition in event material <p><input type="checkbox"/> \$50.00 - Tee Sponsor</p> <ul style="list-style-type: none"> ✓ One (1) Tee Sponsorship Sign ✓ Recognition in event material <p><input type="checkbox"/> \$50.00 - Event Sponsor</p> <p><i>This sponsorship will be used to make this year's outing an extra special event!</i></p> <ul style="list-style-type: none"> ✓ One (1) 8-1/2" x 11" Sponsorship Sign ✓ Recognition in event material |
|---|---|
- Total Sponsor Registration = \$ _____**

Donations & Volunteers: All donations & volunteers will be recognized in the event material

Donation / Raffle Item: _____
Arrangements for delivery should be made prior to the event.

Volunteer: _____
Volunteers will be provided with complimentary meals throughout event.

Total Amount Due = \$ _____ Check Enclosed Please Call with Credit Card Info.
 Check In Mail Please Invoice (members only)

Please Mail or Fax form to the numbers below, or Email to Laura Everhart @ laura@nhoilheat.com.



Oil Heat Council
of NEW HAMPSHIRE

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June 8, 2011

Air Brakes ABS Seminar

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

June 22, 2011

CSA Seminar

9am-12pm

(Call for Reservations-Space Limited)

19 Henniker Street, Concord, 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

Oil Heat Council
of NEW HAMPSHIRE

