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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.

## A Marvelous Affair!

I wish to thank everyone who attended The Oil Heat Council of New Hampshire's 46th annual convention in Bretton Woods in September. It was a marvelous affair, and I need to especially thank Laura Everhart and Paula McLaughlin from our OHCNH office for their exceptional effort in organizing and working this three-day meeting. We had fantastic weather, and great dinners and seminars. I was particularly pleased to have representatives from The State Department of Education, the Fire Marshal's Office and the NH State Police at our meetings. Our keynote speaker was Commissioner John Barthelmes who heads the State of NH Department of Safety. He presented two of our seasoned oil truck drivers with honorary safety awards during our closing dinner (Master Truck Driver Certification).



At this annual meeting our membership voted to approve the revised OHCNH by-laws. Most significant, is the honing down of the Executive Committee to 9 members and the reduction of the Board of Directors to 21 members. The intent is that the Board will be more effective and will meet quarterly for major decisions. I wish to thank this year's by-laws review committee (Kim Weiland, John Rider, Bill Ermer, and John Miles) for their hard work on this onerous task and remind all of you that the Oil Heat Council has several, active committees doing the work of the organization. (See page 7 for complete committee list)

Another result of our annual meeting at Bretton Woods was that our Education and Training Committee (Al Davis, Jeff Pierson, and Bill Ermer) met with Matt Cota, who is the Executive Director of the Vermont Fuel Dealers Association, to discuss mutual concerns and opportunities for oil-burner technician training. In light of the imminent closure of NEFI's Watertown MA facility, we need to develop plans for training NH technicians. Both Vermont and Maine are communicating with us on this process. Recently, through the efforts of John Rider and our Education Committee, there was a NORA Silver Certification Seminar hosted by Cheshire Oil in Keene.

This is just one of the many actions of your new Oil Heat Council of New Hampshire. I do hope you have all noticed the increased communications and the increased efforts of all of our office staff and members. I wish you the best for the Fall, and ask you to plan on attending our December meeting at The Grappone Center on December 14, 2011.



Dana Jones  
Chairman, OHCNH



## SPECULATIVE POSITION LIMITS RULE... WHAT TO EXPECT

It has been a very busy week in Washington, (...). On (October 18, 2011), regulators at the Commodity Futures Trading Commission (CFTC) approved a long-delayed and historic final rule that would mandate new limits on the size of positions that speculators can take in any one of the 28 listed commodities, including crude oil, heating oil, gasoline and natural gas. The vote was 3-to-2 among the five CFTC Commissioners, with the three Democrats voting in favor and two Republicans opposed. The final rule, which was the result of nine months of negotiation and compromise within the Commission, has been condemned by the financial industry as being too heavy-handed while many commodity hedgers, end-users and consumer advocates have called it "weak."



Jim Collura

ter. While most believe it will help prevent one trader from cornering or manipulating the market, they do not believe the new limits are adequate in curbing excessive speculation. We have long argued that the spot-month limit for speculators should be no more than 5% of deliverable supply. We also continue to believe that the best way to restore the balance that once existed in these markets between hedgers and speculators is to establish a new aggregate position limit on all speculators as a class of trader.

### WILL THE NEW LIMITS BRING DOWN PRICES?

In a release earlier this (month) the New England Fuel Institute (NEFI) President & CEO Michael C. Trunzo and the Petroleum Marketers Association of America (PMAA) President Dan Gilligan called the new rule a major step forward and said they have "guarded optimism" that it will help bring sanity back to the energy markets. But they also expressed reservations about the inadequacy of the limit levels and the delay in their implementation. We've been asked to provide some greater details on the new rule and what our members can expect. (...). Below you will find a list of Frequently Asked Questions on the new position limits rulemaking that should be helpful.

### WHAT ARE THE LIMITS UNDER THE RULE?

NEFI, PMAA and their coalition allies have long argued that the limits must be "meaningful" in order meet the goal of minimizing excessive speculation and, as a result, minimizing volatile price swings and reconnecting the markets to real-world fundamentals. Under the final rule, speculators will be able to hold no more than 25% of deliverable supply in the spot-month. This limit currently exists on regulated U.S. exchanges and for the first time will be imposed across-the-board. The limits will go into effect 60 days after the CFTC finishes a separate rule to define "swap" later this year. So, it is unlikely the spot-month limit will be imposed until at least February or March, 2012. The rule would also impose single-month limits and aggregate all-month limits of 10% of open interest up to 25,000 contracts and 2.5% thereafter. This will take effect when other swaps rules are complete and after 12 months of swaps market data is collected (likely sometime in 2013). The CFTC expects the new rule will affect as many as 85 traders holding large speculative positions.

### WILL THE LIMITS CURB EXCESSIVE SPECULATION?

NEFI and PMAA have consulted with many experts on this mat-

It is important to remember that it is not the CFTC's role, nor is it the role of any government agency, for that matter, to set prices. The mission of the CFTC is to ensure proper functioning of markets and to protect against fraud, manipulation and excessive speculation. The commodity markets themselves set the prices, and we believe it is that function that is broken. Historically, the CFTC has failed in this regard but thanks to last year's Wall Street reform law, they now have the power to do something about it. The new rule is not perfect. Yet we remain hopeful that eventually the new position limits regime will result in more stable prices that are truly reflective of supply & demand fundamentals. The reality is that it will not be immediate and the current levels are not likely to do the job.

### CAN THIS BE CONSIDERED A VICTORY?

Yes, you could call this a "strategic victory." It took nearly eight years of vigorous advocacy to get us to this point. For the first time, there is now a permanent rule mandating position limits on all speculators, which in and of itself is a major step forward. It is important to remember that these are only "initial" levels. The CFTC will be required under the rule to review limit levels for energy commodities at least once per year (every other year for agricultural commodities). NEFI and PMAA are pleased that the CFTC heard their concerns regarding a loophole that could have allowed one trader to control up to 150 percent of a given commodity and dropped it from the final proposal (for all commodities except natural gas, that is). PMAA and NEFI are also pleased that the rule completely exempts bona fide hedgers of commodities and narrows this exemption considerably to prevent speculators from exploiting it as they have done in recent decades. In the meeting we were pleased to learn as well that the CFTC's Chief Economist is currently conducting an analysis of and investigation into the role of commodity index fund speculation and its role in driving up energy and food prices.

*(Continued on page 3)*



NH State Senate
NEWS RELEASE

For Immediate Release:
October 13, 2011
Contact:
Carole Alfano, 271-7585
carole.alfano@leg.state.nh.us



Oil Heat Council and NH Motor Transport honor Sen. Carson

Cite her efforts and commitment to protect small businesses with SB 157

(Concord) Saying she was like a "pit bull on a bone", the Oil Heat Council of New Hampshire and the NH Motor Transport Association (NHMTA) have honored Sen. Sharon Carson, R-Londonderry, for her commitment to protect the small business community.

Bob Sculley, president of both the Oil Heat Council and the NHMTA said this is only the second time these groups have honored a legislator. "Senator Carson deserves to be recognized because she went out of her way to ensure that small business had a voice on this issue.

With the miniature vehicle displayed prominently on her desk, Carson thanked the Oil Heat Council and the NHMTA for the award saying, "SB 157 was all about making sure that small businesses are treated fairly. These are the companies that drive New Hampshire's economy so as a legislator, I want our state to be business-friendly, free of cumbersome regulations that kill productivity, investment and job creation."

(Continued from page 2)

WHY HAS THIS TAKEN SO LONG?

The law mandating position limits was included in last year's new Wall Street Reform law, and was one of scores of new rules we were instrumental in securing that will finally bring transparency, oversight and accountability to the \$600+ trillion unregulated derivatives markets.

Not only did CFTC Chairman Gary Gensler have to make sure the final rule would gain enough votes, he also had to maximize the chances it would survive a court challenge. Earlier this year, the US Chamber of Commerce was successful in striking down in court a different rule approved by the Securities and Exchange Commission (SEC) over concerns that regulators did not conduct

an adequate cost-benefit analysis. Therefore, the CFTC had to thoroughly review economic costs and benefits of the controversial rule as it is very likely to be challenged in the courts. For many of the same reasons, the CFTC is delayed on all other new trading rules, and does not expect to be finished until sometime next year.

CONCLUSION:

We fought nearly a decade-long David-versus-Goliath battle to get this far. Members must remember that, ultimately, affordable consumer energy will not result from energy trading rules alone. Affordable consumer energy will result when these reforms, which again aim to create responsive, transparent and stable energy futures and swaps markets, are combined with a sensible pro-American energy policy, a sound monetary policy, regulatory and tax relief for petroleum marketers and heating oil dealers, and new energy efficiency technologies.

Report by Jim Collura, NEFI Vice President for Government Affairs (jimcollura@nefi.com)

# Travel Journal: Getting to Know Foreign Investments



**Courtesy of:**  
 Richard J. DeMarco, Jr,  
 First Vice President,  
 Wealth Advisor

**Branch Name:**  
 Morgan Stanley Smith Barney  
 Portsmouth, NH

**Phone Number:** 603-422-8924

**Web Address:**

[www.morganstanley.com/fa/richard.demarco](http://www.morganstanley.com/fa/richard.demarco)

Foreign investments can play an important role in helping to diversify a domestic equity portfolio. But before plunging into international waters, it's important to understand the differences between developed and emerging markets and the risks inherent to each.

## Emerging Trends

Once upon a time, the United States was considered an emerging market. In the late 1800s, British financiers, noting America's growth potential, invested in the companies that were building the nation's infrastructure, particularly the early railroad companies. In doing so, they were accepting more risk than they would have with investments in their own market. The United States, after all, was still maturing, and political and social change, as well as many other factors, could have made it a volatile investment market.

The same risk/reward characteristics apply to today's emerging markets, which are found in every corner of the globe. Because they are still maturing, they may have more room for growth than long-established markets, such as the United States. But because the road to maturity is not always a smooth one, there may be bumps along the way.

In general, emerging markets have three characteristics:

- Low or moderate personal incomes.
- Economies that are in the process of being industrialized.
- Financial infrastructures, including stock markets, that are still being developed.

A developing infrastructure is what may give an emerging market its growth potential. For example, in an emerging market an industry such as banking might be just beginning to establish itself and therefore have above-average growth potential.

Of course, you need to keep in mind that emerging market investments are generally appropriate for patient investors with long-term time horizons. Emerging market stock prices can take dramatic swings, and it is essential that you have the time to ride them out or in a worse case scenario, the ability to lose some or all of your initial investment.

## Ongoing Opportunity

Developed markets typically have higher average incomes than emerging markets, well-established financial institutions and markets and modern infrastructures. Of course, they may still offer investors the potential for continued growth.

By the same token, like emerging markets, developed foreign markets may be subject to greater risks than domestic investments. Foreign markets may be less efficient, less liquid and more volatile than those in the United States. They are also subject to the effects of foreign currency fluctuations and differing regulations.

If you decide to build an international element into your investment portfolio, mutual funds and separately managed account strategies that focus on international investing may be ideas to consider. Professional portfolio managers often have access to information that's not widely available, not to mention the time and experience required to track events in a variety of markets. Before expanding your portfolio beyond U.S. borders, contact a qualified financial professional who can help you prepare for this investment journey.

## For More Information

If you'd like to learn more, please contact  
**Rich DeMarco, 603-422-8924,**  
[www.morganstanley.com/fa/richard.demarco](http://www.morganstanley.com/fa/richard.demarco)

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Investments in foreign securities involve risks associated with interest-rate and currency-exchange-rate changes as well as by market, economic, and political conditions of the countries where investments are made. There may be greater returns but also greater risks than with U.S. investments. International stocks fluctuate in value and may be worth more or less than original cost.

Article written by McGraw Hill and provided courtesy of Morgan Stanley Smith Barney Wealth Advisor, Richard DeMarco, Jr Morgan Stanley Smith Barney LLC. Member SIPC.



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*EndPoint, LLC*  
 Londonderry, NH

## The Bennett Law Firm

### Client Update

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#### NLRB Delays Effective Date Employee Rights Notice Must be Posted

As we recently reported, the National Labor Relations Board issued a Final Rule requiring virtually all private sector employers to post a notice of employee rights under the National Labor Relations Act. Most private sector employers will be required to post the 11-by-17-inch notice, which is available at no cost from the NLRB through its website, either by downloading and printing or ordering a print by mail.

Yesterday, the National Labor Relations Board postponed the November 14 implementation date for its new notice-posting rule by more than two months allegedly in order to allow for enhanced education and outreach to employers, particularly those who operate small and medium sized businesses.

The new effective date of the rule is January 31, 2012.

You should also be aware that there is a pending lawsuit which seeks the judiciary's intervention to prevent the implementation of the posting requirement rule. We anticipate that this extension will allow the court enough time to make a decision.

Employers should take advantage of this delay to educate supervisors and managers on how not only this new rule but also other NLRB initiatives will impact the workplace. Please contact Peter Bennett (pbennett@thebennettlawfirm.com) or Rick Finberg (rfinberg@thebennettlawfirm.com) if you have any questions or would like to schedule a training session.

P.O. Box 7799, Portland, Maine 04112

Telephone (207) 773-4775 | Fax (207) 774-2366

lawyers@thebennettlawfirm.com | www.thebennettlawfirm.com

September 20, 2011

Mr. Dana Jones:

Lois & I want to personally thank you and the association for inviting us to the OHCNH annual convention in Bretton Woods. It was great to see old friends and participate in the social activities and not have to be running around making sure all events were managed.

It was very thoughtful of you to include us and we wish for the continued success of the association.

Best personal Regards,

Lois & Bob Garside



## Business Focus: Social Media

By: Marina Dippel, Social Media Services Director at SLN, Inc.

Social media is often referred to as the communication medium of the new millennium. Established and emerging social media channels (FaceBook, Twitter, or FourSquare) are growing their user base exponentially.



In June, FaceBook reached over 750 million active monthly users and it is predicted to reach 1 billion by early 2012. FaceBook is now competing with Google for your customer attention. According to the 2011 ComScore Report, Google still dominates Web traffic in terms of number of U.S. visitors, while FaceBook users spend more time per visit and visit more pages.

How does this shift in user communications impact your business and marketing? Many believe that social media marketing will replace some forms of traditional marketing, such as direct mail or "cold" calls.

We often view social media as very different from traditional media channels. Social media is different in the way that it allows you to communicate with much broader audiences directly and instantaneously. In essence, social media is an online conversation. For marketers, it is a unique opportunity to connect and stay in touch with customers, prospects, and partners. We can now reach new customer contacts and follow up on FaceBook or

*(Continued on page 6)*

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## Oil Heat Council of New Hampshire Committee List 2011-2012

### Finance Committee

Rob Stenger, Simple Energy (2012)  
John Rider, Webber Energy  
Tom Proulx, Proulx Oil  
Dana Jones, White Mountain Oil (2011)

### Legislative Committee

John Rider, Webber Energy  
Tom Proulx, Proulx Oil  
Dana Jones, White Mountain Oil  
Kim Weiland, Dead River  
Al Davis, H.R. Clough  
George Winslow, City Fuel

### Education & Training Committee

Al Davis, H.R. Clough  
Bill Ermer, Ermer/Palmer Gas  
Jeff Pierson, Foley Oil  
John Rider, Webber Energy

### By-Laws Committee

John Rider, Webber Energy  
Kim Weiland, Dead River  
Bill Ermer, Ermer/Palmer Gas  
John Miles, Putman Fuels

### Convention Committee

George Winslow, City Fuel  
Jeff Pierson, Foley Oil  
Rob Stenger, Simple Energy  
\*Ketelin Geleszinski, Cons. Focus Mktg.

### Advertising/Public Relations Committee

Dana Jones, White Mountain Oil  
Kim Weiland, Dead River  
Jeff Pierson, Foley Oil  
Bill Ermer, Ermer Oil/Palmer Gas

### Membership Committee

Dana Jones, White Mountain Oil  
Bryant Robertson, Cheshire Oil  
Brian Kisiel, Geo Insight  
\*Alex Burns, The Tank Sure Program

### Nominations Committee

Tom Proulx, Proulx Oil & Propane (2012)  
Dana Jones, White Mountain Oil  
Kim Weiland, Dead river  
John Miles, Putnam Fuels (2011)

\* **New in 2011**

Above is the current list of committee members for 2011 as well as the incoming 2012 members. The Oil Heat Council of New Hampshire leadership wishes to promote greater participation from the membership by encouraging members to join the various committees. This is a great opportunity to make a difference in the New Hampshire home heating industry. According to the recently approved by-laws, committee members are only asked to serve a one year term which begins on January 1 of each year. If there is a committee listed that you may have interest in serving on, or you find your name is on a committee that you no longer wish to participate on, please contact Laura Everhart at [laura@ohenh.org](mailto:laura@ohenh.org) or 603-415-8330. If interested, your name will be brought to the incoming Chairman of the Board for appointment and approval by the Board of Directors for 2012.

## Legislation Introduced to Support NORA

New bipartisan legislation to renew and strengthen the National Oilheat Research Alliance has been introduced in the United States Congress. Home heating oil associations around the country are praising the development, calling it "an expression of the oil heat industry's commitment to bring to consumers the most environmentally responsible, efficient and domestically-produced home heating fuel possible."

Since the federal law authorizing the NORA program expired on February 6, 2010, the industry has been working tirelessly to introduce legislation to renew it. The new legislation enjoys broad support from the industry and lawmakers from the region, as well as several prominent environmental advocacy groups such as Environment Northeast (ENE).

The bipartisan legislation was introduced as H.R.1756 in the House of Representatives by Representatives Charlie Bass (R-NH), Peter Welch (D-VT), Frank Pallone (D-NJ) and Leonard Lance (R-NJ). It was introduced in the United States Senate as S.949 by Senators Jeanne Shaheen (D-NH), Jack Reed (D-RI), Olympia Snowe (R-ME), Bernie Sanders (I-VT) and Richard Burr (R-NC).



### If passed, this legislation will:

- Renew funding for programs to educate consumers on: the benefits of oil heat, important service and safety practices, useful tips to increase energy efficiency and conserve fuel, the latest in oil heat technology and renewable alternatives, and countering common oil heat myths;
- Redirect more funds for research, development and deployment of new ultra-efficient oil heating technologies, such as ultra-efficient equipment, bio-fuel-blended product and the integration of solar equipment as a complement to existing heating equipment;
- Strengthen the national oil heat certification program for technicians and home energy conservation professionals; and
- Renew NORA through most of the decade.

To support these efforts, visit the SupportNora.Org website at

[www.supportnora.org/bill.php](http://www.supportnora.org/bill.php)

Retrieved from [www.fueloilnews.com](http://www.fueloilnews.com) from 10/05/2011

## NORA Education Center has Relocated to Virginia

The NORA Education Center is an online database that allows technicians to complete educational curriculum to enhance service in the oil heat industry. This curriculum includes classes for technicians, drivers, customer service representatives, management, insurance agents & underwriters, home inspectors, and real estate professionals. Traditionally, the NORA Education Center has been operated in Watertown, Massachusetts by New England Fuel Institute; however it has recently relocated to Alexandria, Virginia at the NORA Headquarters.

In addition to this change, the NORA store, an on-line purchasing center, is also managed in conjunction with the NORA Education Center in Virginia. The NORA store sells NORA Education coordinating products for technicians, homeowners, trainers, realtors and a variety of other audiences. The curriculum is designed to improve educational excellence in the industry. Training for the industry targets: technicians, drivers, customer service personnel, and management. Ensuring that employees are trained properly will guarantee customers achieve maximum value through cost efficient quality repairs and top notch service.

The new contact information is: 600 Cameron Street, Alexandria, Virginia, 22314, phone number 703-340-1663 fax number 703-340-1642.

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## LIHEAP in the News

By: Jake Brown



As temperatures started to drop throughout the Northeast, the calls heated up among advocates of LIHEAP at both the local and highest levels of state government for the White House and Congress to avoid what the Governors of 6 of the East's coldest winter states predicted was a sure calamity for hundreds of thousands of families if projected cuts to LIHEAP funding stayed on track as planned. Led by Connecticut Governor Dannel P. Malloy, the *New Haven Register* reported that "Connecticut is pushing, along with other New England states, for the federal government not to cut heating assistance in half. The governors, in a letter to congressional leaders, said these cuts would be particularly hard on Northeast residents, who have to pay for expensive heating oil or propane at a time when many are unemployed or underemployed in this tough economy." Pointing out that with a projected state cost of \$120 million this winter, Connecticut was facing a \$73 million shortfall out of that amount from the reduced amount they expected to take in this year from Washington, the Governor reasoned in his comments to the media regarding the plea that- in the most basic terms- "we want to make sure that no one goes cold. We are trying to make sure that no one goes without heat."

Vermont Governor Shumlin, echoing his colleague, explained regarding his own state in context of the expected hardship for all that "a decrease in LIHEAP funding would put additional stress on our most vulnerable Vermonters, at a time when we are already stretched thin from the effects of Tropical Storm Irene. This issue cuts through party lines, as demonstrated by all six New England governors coming together to urge Congressional leaders to maintain LIHEAP funding at \$5.1 billion. As New England Governors, we recognize that Northeast households face some of the nation's highest home heating bills due to the long winters and high price of delivered fuels. In our letter to Congress, we outline the urgent need for this modest but vital relief for households already struggling with unaffordable energy bills. I cannot emphasize enough the need to fund this important program so all Vermonters get the heat they need this winter."

The aforementioned letter voicing strong opposition to funding reduction plans was signed by both Governors, along with Northeastern Govs. including Massachusetts Gov. Deval L. Patrick, Rhode Island Gov. Lincoln D. Chafee, New Hampshire Gov. John H. Lynch, and Maine Gov. Paul R. LePage. Among the arguments it made in assuring Washington that the pain would be felt universally throughout the region, the group highlighted the reality that "households in the Northeast face some of the nation's highest home heating bills due to the long winter heating season and heating fuel prices that typically exceed national average prices regardless of the fuel used. Households in our states are more likely to be dependent on expensive delivered fuels, such as home heating oil or propane. In August, home heating oil prices in the Northeast were approximately \$3.80/gallon – a 15 percent increase over 2008 prices and a more than 25 percent

increase over 2010. The Energy Information Administration projects that the price of home heating oil will reach \$4.00/gallon this winter. At these prices, the cost of filling a typical tank is over \$1,000. If LIHEAP funding in FY2012 is reduced to the level of \$2.57 billion, our states will be required to take drastic measures that will endanger the most vulnerable LIHEAP households."

A Hail-Mary pass that the Governors' Association hopes will resonate on human level with their Federal counterparts, the Associated Press added credibility to their argument with a review of a fundamental flaw in Washington's rationale for lowering aid with their report that "the new LIHEAP figure was based on the expectation that fuel prices would be lower this winter. But in northern New England, they're expected to be in the \$4-per-gallon range. That affects a lot of families. About seven in 10 New England homes use heating oil, the University of New Hampshire's Carsey Institute says. Federal figures from 2007, the latest available, show that just over 355,000 households in the six New England states received LIHEAP assistance." In preparation of that shortfall in funding, the Governor's office made the announcement locally to Connecticut residents that in anticipation of the cuts, the state was prioritizing what funds they would have available on aiding those households heated by oil, reasoning that gas and electric companies are prevented by a state-imposed moratorium on disconnecting gas and electric households between November and May, leaving some 80,000 households without aid who received it in 2010 out of a total of 117,876 served, according to the *Connecticut Mirror*. Similar plans by other Northeastern states threatened to follow, as states measured demand well above available supply, and in response began implementing rationing plans in a strategy designed to make the best of the worst possible news they and their respective constituencies could have received heading into the frigid winter season.

Up in Maine, the state's LIHEAP officials as well as worried residents were up in arms over what the *Portland Herald Press* reported was the White House's plan to gut program funding back "to 2008 levels. That could slash the roughly \$56 million Maine got during the last fiscal year by one-quarter to one-half, depending on assumptions. More than 64,000 households received an average benefit of \$805 last season, according to the Maine State Housing Authority. Heating oil averaged \$3.10 a gallon, so that was enough to buy 260 gallons of oil, or one tank." Resulting in what the US Census predicted would be a 23% reduction in aided households from 2010 levels, the paper added that this threatened reduction was universally alarming enough that "a nonpartisan group of politicians want to protect current funding levels. Members range from Maine's congressional delegation to Gov. Paul LePage, who often is critical of welfare spending but has expressed concern for how residents will stay warm this winter.

# 46th Annual Convention Mt. Washington Hotel Bretton Woods, NH



## Oil Heat Council of NH Honors Top Truck Drivers

On September 14, the Oil Heat Council of New Hampshire and Commissioner John Barthelmes of the New Hampshire Department of Safety recognized and honored two New Hampshire professional truck drivers with the esteemed certification of Master Truck Driver. The ceremonial event took place at the start of National Truck Driver Appreciation Week at the Mt. Washington Hotel and Resort at Bretton Woods as part of the Oil Heat Council of New Hampshire's Annual Meeting.



A. W. Peters, Inc. Each driver has logged more than 300,000 safe accident-free miles in their careers and made contributions of their time and energy to their communities.

In order to qualify for the Master Truck Driver certification, a driver must have driven for their company for at least one year; have driven for one million accident-free miles or 25,000 hours of accident-free driving; have received no citations within the past three years; and either have performed some meritorious act of selflessness (e.g., helped a motorist in distress), participated in some community service,

Robert Sculley, executive director of the Oil Heat Council, stated that the professional truck driver is held to a greater standard than most other drivers and the Oil Heat Council's Master Truck Driver Certification is one method of recognizing those professional vehicle operators who have made a career of driving large vehicles and who, by their character, experience and good judgment, have contributed to the community and the safety of the driving public.

and/or demonstrated leadership in a program or event that promotes/furtheres the trucking industry's ideals and growth.

The two drivers both work for small fuel oil companies in the state: Robert Hollis of Hampton, who works for Rye Energy in Portsmouth, and Dexter Jewell of Jaffrey, a 38-year employee of

The drivers were each recognized by Commissioner Barthelmes and State Trooper John Begin of the New Hampshire State Police, Commercial Vehicle Enforcement Unit along with Robert Sculley, honoring their service to the community and the companies that employ them. Each driver was presented with an engraved plaque certifying his professional designation as a Master Truck Driver, and a specially monogrammed jacket.

### Operation Helping Hands 2011 - 2012

Dear Member,

Operation Helping Hand starts its season in October 2011, so we are getting the word out that contributions of oil and cash are needed now more than ever. The Oil Heat Council of New Hampshire is making sure that families of service people who are actively deployed and serving overseas will be warm this winter. We can't do that without your help.

A donation of oil in increments of **150 gallons**, or a check made out to the *Oil Heat Council of New Hampshire* in any denomination, will provide these families with the extra "helping hand" they truly need.

Please do what you can to make sure that this season will be a warm one.

Kindly include the name of the contact person in your company that will specifically deal with Operation Helping Hand deliveries.

**2011-2012 Season:**

Yes, we would like to pledge \_\_\_\_\_ gallons (150 gallon increments).

Yes, we would like to pledge \$\_\_\_\_\_.

(Check to be made payable to the Oil Heat Council of New Hampshire)

Name of Company \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ Zip \_\_\_\_\_

Contact person \_\_\_\_\_ Email: \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_



**E-MAIL DIRECTORY**

**General** ..... info@nhoilheat.com

**Robert J. Sculley** ..... rjsculley@nhoilheat.com  
Executive Director

**Dana Jones** ..... djwmo@yahoo.com  
Chairman

**Tom Proulx** ... tproulx@proulxoilandpropane.com  
Vice Chairman

**John Rider** ..... jsrider@webberenergy.com  
Secretary / Treasurer

**Paula McLaughlin** ..... paula@nhoilheat.com  
Executive Administrator

**Laura Everhart** ..... laura@nhoilheat.com  
Administrative Assistant

**Street Address**

19 Henniker Street • Concord , NH 03301

**Mailing Address**

PO Box 3898 • Concord, NH 03302-3898  
Phone: 603-415-8330 • Fax: 603-415 8329

WWW.NHOILHEAT.COM

**November 2, 2011**  
**Air Brakes ABS (9am-3pm)**  
OHCNH Office  
19 Henniker St., Concord, NH

**December 14, 2011**  
**Annual Meeting**  
Grappone Conference Center  
70 Constitution Ave., Concord, NH  
( More Information to Follow )



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Concord, NH 03302-3898