

NYREALTY

This newsletter brought to you by the New York Oil Heating Association, Inc. and the National Oilheat Research Alliance



The Full-Service Experience

Your clients might be uncomfortable with an oil-fired heating system at first. However, when they learn about the benefits of Bioheat® fuel, and that doing business with a NYOHA Bioheat® fuel provider gets them more than just fuel delivery, they'll feel better!

The Benefits of Bioheat Fuel are enjoyed by many New York homeowners. These benefits include:

- An improved level of cleanliness that offers an easy way for new and existing homeowners to go green and protect the environment. **Bioheat fuel is actually part of the City's "85x50" plan to reduce 85% of NYC's greenhouse gas (GHG) emissions by 2050.**
- An **untarnished and unsurpassed record of safety** that's been realized by more than **700,000 households** that use Bioheat fuel throughout the five boroughs.
- An extra boost to home heating equipment efficiency and longevity thanks to a reduction in sulfur content found in the latest iteration of heating oil – **Ultra-low sulfur heating oil.**

Equipment Installation & Upgrades

help your clients boost their home heating efficiency. What's more, Bioheat fuel dealers can assist homeowners with rebates that may be available through the [Upgrade & Save – New York City Rebate Program](#).



Service Plans help your clients with the upkeep of their heating equipment. These plans often include annual tune-ups, discounts on parts and labor, priority service and more.

Automatic Delivery allows your clients to remain hands off and worry free when it comes to keeping their tanks full.

24/7 Emergency Service lets your clients rest easy knowing that if their heat won't turn on, they can count on their Bioheat fuel dealer to help day or night.

When your clients understand that they're getting more than just reliable fuel delivery by using Bioheat fuel, they'll look at having an oil-fired heating system differently.

Cold Weather Conservation Tips

Your clients may ask how they can reduce their energy costs without breaking the bank. Here are a few tips they can use during the cold months to keep heating costs low!

Maintain the furnace. With regular maintenance, your clients' heating equipment will work properly and more efficiently, saving on fuel costs.

Lower the thermostat. For each degree your clients lower their thermostat, they can reduce their energy bills by two percent.

Seal the leaks. Your clients can prepare for the cold weather by applying weather stripping and/or caulk around doors and windows.

Insulate the attic. If the insulation level in the attic is level with or below the floor joists, more should be added.

Call a full-service Bioheat fuel dealer.

If you or your clients are looking for some more helpful conservation advice, [call a Bioheat fuel dealer!](#)

Client Reminder: Emergency Assistance is Available

Everybody deserves to stay warm this winter, but not everyone can manage to pay their heating bills. Fortunately, the Low-Income Home Energy Assistance Program (LIHEAP), a federally funded energy assistance program, is available to residents of New York that require financial assistance for home energy costs.

If you, or your clients, know of someone who is struggling to pay their heating bills, please direct them to the [LIHEAP benefits page](#), where they may qualify for assistance. If you have any other questions, we're always here to help – don't hesitate to [contact us](#).

NYC's B5 Standard Has Made Its Way Into Downstate New York

You can tell your clients over and over about the benefits of using Bioheat fuel for their homes, but it's easier to just show them – one way to do so is to share the recent changes happening in their own backyard!

What's the Latest?

On July 1, 2018, Westchester, Nassau and Suffolk counties joined the five boroughs in implementing a B5 Bioheat fuel standard. (NYC has had its own B5 standard in effect since October 2017.) That means all heating oil in the Downstate New York region is now Bioheat containing a minimum of 5% clean, green biofuel.

How Clean Is It?

According to new research from NEFI and the National Oilheat Research Alliance, statewide use of B5 could reduce carbon emissions by more than 58,500 metric tons in a year. That's like removing 125,335 cars from the road!

Showing your clients how Bioheat fuel has made a difference can help put their minds at ease. And, NYOHA's Bioheat-Realty program can help you stay in the loop when it comes to updates, such as the recently implemented standard. [Contact NYOHA to learn more!](#)



Client-Convenient Automatic Delivery

Buying a home can be fun and exciting, but it can also be a hassle; it's our job to make life easier for the client! After dealing with appraisers, banks, inspectors and movers, automatic fuel delivery is a convenience that most clients will welcome with open arms.

Some of the benefits of automatic delivery are:

- Peace of mind in that the dealer is watching fuel usage, and delivering as needed
- Convenience – your clients can focus on other important things
- Consistency in delivery schedule throughout the season

Don't forget to remind your clients that signing up for automatic delivery with NYOHA's full-service Bioheat fuel dealers is free and easy!

Who's Interested in a Tax Break?

While fuel prices are difficult to keep track of, homeowners can take solace in knowing that New York State offers [clean fuel tax credits](#) for those who purchase B6 (1% more biodiesel than the standard) Bioheat fuel for their homes.

Credits are equal to **one cent for each percent of biodiesel per gallon of Bioheat fuel purchased before January 1, 2020**, with a maximum of 20 cents per gallon.

As an example, if your client purchases 250 gallons of B20 (20% biodiesel) for residential heating purposes, the amount of credit allowed for this purchase would be \$50, that's 20 cents for each gallon purchased.

You can follow [this link](#) to learn more, so that you can inform your clients of this tax break – another incentive to stick to using Bioheat fuel!



Experts Helping Experts

Do you find yourself stumped by questions about your listing's boiler? Is the furnace a make or model you've never dealt with before? There's no need to panic! Call a local Bioheat fuel dealer for help.

Here's How a Bioheat Fuel Dealer Can Help Realty Pros

- Performing heating system startups and evaluations
- Answering any questions from you, home inspectors and potential buyers
- Conducting accurate tank measurements and delivering emergency fuel
- Transferring services between homeowners

NYOHA's Bioheat fuel dealers are at your disposal! We want your clients to understand how great Bioheat fuel is for their home heating system, and when we work together it sheds a positive light on both of our industries.

