Energy Matters

COMPLETE HEATING & COOLING
NEEDHAM OIL

fall 2025

personally speaking

when small is beautiful

Dear Friends,

Erinn Woodcock

Many of you have told me how much you appreciate doing business with a long-established (154 years!) family-owned-and-operated local company like ours. We're a place where everyone knows your name!

Our customers like seeing technicians and drivers they've known for years. And they know they can count us if they ever have an after-hours, no-heat emergency.

We know we're a bit of an anomaly. Many fuel and service companies around here have been swallowed up by huge companies, even if they keep their old names. Invariably that affects their service and responsiveness.

We don't know if this heating season will be a cold one, like last year, or whether prices will rise or fall. But we do know that every day, our family reputation is on the line with every service call or delivery. And that's something you can be sure of.

Warmly,

Erinn Woodcock

Erinn Woodcock, President

4 ways to reduce winter worries

Jen Atkinson
customer service representative

While we cannot control what happens with heating oil prices or the weather, we do have some ways to make the heating season less stressful. Here are four ways.

1. Enroll in **SmartPay** at no cost, and we'll divide your total fuel bill into manageable monthly payments throughout the year.
2. Make easy payments by credit card through our **AutoPay** program. Save money on stamps and checks and end your worries about late payments. You'll build up reward points on your credit card too.
3. For added convenience, choose our **paperless billing** option. We'll send you a statement by email. No more lost bills, and no more wasted paper!
4. If you have a **service plan,** a tune-up is included, and you're guaranteed priority 24-hour emergency heating service. Plus, you'll be covered for a wide range of repairs, some of which can be very costly.

Please visit **NeedhamOil.com** to learn more about our programs and then give me a call!

we're your source for heating systems

The best way to save money on heating expenses is to upgrade your old, inefficient heating system.

Our expert service team can help you select a replacement system that suits your needs and your budget. Whether it's installing a boiler, furnace, heat pump or water heater, we'll do the job right, so you enjoy a higher level of comfort and much lower energy expenses.

Our installation work always comes with a guarantee of **100% satisfaction!** For a free estimate, contact us today.

OFAL25-18739

a smarter, balanced approach to energy

Policymakers continue to push wide-scale electrification through proposals like the Clean Heat Standard—but even today, our electric grid struggles to meet demand. Relying almost entirely on electrification is not only costly, but also risky for energy reliability.

While renewable electricity has potential, Massachusetts is far from fully relying on it. Right now, 61% of our power comes from natural gas and just 11% comes from renewables.* Yet energy choice continues to diminish as heat pumps are unfairly promoted as the only solution.

We believe in a smarter, balanced approach. Our **Bioheat Plus® fuel,** for example, offers a proven, reliable, and increasingly renewable option. As it progresses toward B100—a fuel made entirely from renewable sources—it will become a **carbon-neutral** energy choice, meaning it won't add new carbon emissions when burned.

MassDEP has already scaled back parts of the Clean Heat Standard thanks to public feedback, but the fight isn't over. Lawmakers still need to hear from you! A balanced plan that includes multiple clean energy solutions—not just electrification—can lower emissions, protect reliability, and keep energy costs fair for all.

Your opinion matters. Let your elected representatives know you deserve the right to choose the heating source that works best for your home and budget.

*Source: www.iso-ne.com/

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ask the expert

Q: How do I know when it's time to replace my oil tank?

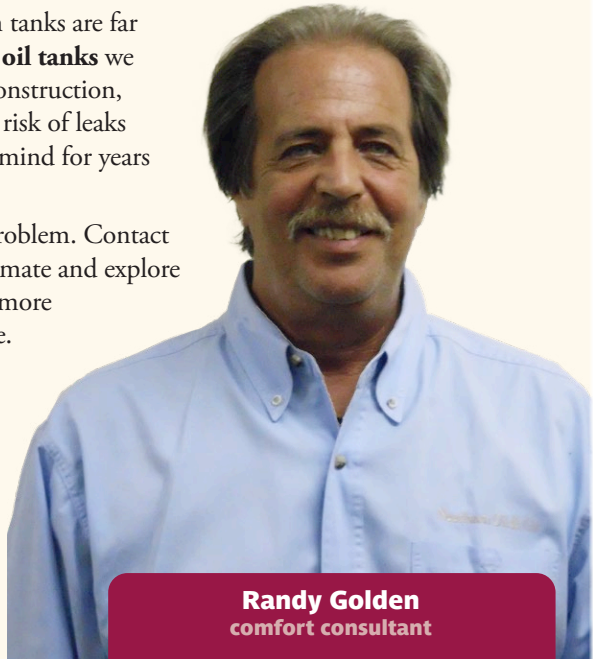
A: A quick visual check can reveal a lot. Keep an eye out for:

- **Blisters in the paint**—especially on the underside. These dime-sized bubbles can signal impending failure.
- **Tiny pinhole leaks** caused by corrosion from inside the tank.
- **Condensation** that lingers long after a delivery.
- **Visible rust or corrosion** on the outside.
- **Uneven or sagging** tank legs.
- **Clogs** in the fill or vent caps.
- **Any evidence** of spills.

Age is another key factor. If your tank is over **25 years old,** it's worth considering a replacement. Older models that feed oil through a side tap are especially vulnerable since sludge can collect at the bottom, holding moisture that eventually eats away at the metal.

The good news? Modern tanks are far more reliable. The **Roth oil tanks** we install use double-wall construction, virtually eliminating the risk of leaks and giving you peace of mind for years to come.

Don't wait for a costly problem. Contact us today for a **FREE** estimate and explore your options for a safer, more efficient oil tank upgrade.



Randy Golden
comfort consultant