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Representing



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MOC and Industry to Push for NORA Reauthorization

In February, MOC will join other Oilheat industry groups and leaders in Washington to begin lobbying efforts to reauthorize the National Oilheat Research Alliance (NORA). As you may know from previous MOC communications, NORA's leadership recently announced that despite diligent efforts by the Oilheat industry in 2004 to reauthorize NORA for four more years, Congress failed to enact comprehensive energy legislation for 2005 — which means that many of NORA's activities will be suspended early in 2005, and will not resume until Congress acts.

The Oilheat industry had pressed Congress to act on the Energy bill throughout 2004, and in November of 2004, there was optimism that legislation would be passed. Unfortunately, the Energy bill contained several controversial provisions including one limiting liability for MTBE damage. As a result, the Senate could not muster the necessary votes to overcome a filibuster in 2004.

Don Allen, NORA's Chairman, indicated that Congress continues to be poised to act on this comprehensive energy bill, and it appears to be a priority for early 2005. "There is strong support for NORA and energy legislation. Additionally, the recent election will make it much more difficult to filibuster this important bill in 2005. We will continue to work with the Congress to improve the nation's energy policy and situation."

John Huber, NORA's President indicated that steps have been taken to mitigate the disruption, and that many of the critical outreach efforts would continue in 2005. He expressed hope that Congress would act quickly in 2005 so that NORA could press on in many critical areas including consumer outreach, education and training and improving technology for the industry.



VP Peter Mannion Retires

After 15 years of outstanding service to MOC and the Oilheat industry, Peter Mannion retired at the end of 2004.



As Vice President, Member Services, Peter's primary responsibility was growing the membership of MOC, and over the years he was quite successful in making his way around the state and promoting the value of MOC to retailers and industry vendors. In addition to new member solicitation, Peter also played a key role in maintaining a dialogue with existing MOC members, helping to meet the day-to-day needs of members calling MOC, and closely following dues payments to the Council in order to keep operations running efficiently. In addition, Peter served as the lead organizer for two of MOC's most important yearly events: the annual golf outing and the NE Home Show in Boston.

"On behalf of our Board of Directors, I want to thank Peter for his outstanding contributions to MOC and the Oilheat industry. Lynne, Theresa and I will miss our daily interaction with Peter, and we extend our best wishes to him and his wonderful family," said MOC President Michael Ferrante.

A special retirement event will be held for Peter during the first quarter of 2005. Details will be announced soon.



MOC's Efforts in 2005

In terms of MOC's NORA programs for 2005, there will be some funding available to conduct very limited NORA advertising and promotion activities, as well as industry education and training.

Summary – MOC's NORA Programs in 2004

- Awarded 50 matching grant scholarships to retail companies statewide for employee training at the New England Fuel Institute, primarily Oil Burner Technicians
- Awarded 25 full scholarships to Massachusetts individuals seeking to become state certified Oil Burner Technicians
- Developed and placed a comprehensive, nationally recognized television and radio advertising campaign which aired in every major media market in the state including Boston, Springfield, Cape Cod and Pittsfield
- Conducted extensive, leading-edge work on emerging fuels such as soy-based biofuel
- Developed and produced valuable industry publications including an extensive handbook on laws and regulations impacting the retailers, a manual on risk management and insurance, and a host of training materials on heating installations and residential tanks

MOC at Work for the Industry as 2005 Starts

An update on MOC's activities on your behalf over the past four to six weeks.

Employee Screening

Following discussion with the state's Criminal History Systems Board, MOC was successful in securing a "general grant of access: for Oilheat companies seeking to obtain Criminal Offender Information (CORI) to screen employees. The general grant will streamline the process for "companies and suppliers of gas, diesel, fuel oil, propane and petroleum products for the purpose of screening current and otherwise qualified prospective drivers that possess a commercial driver's license with a hazardous material endorsement, managers that oversee security plans, and technicians that enter private residences" Dealers wishing to start the CORI process should contact the Criminal History Systems Board, CORI Records Unit, 200 Arlington Street, Suite 2200, Chelsea, MA 02150. The telephone number is 617-660-4600.

Hours of Service (HOS) Waivers

MOC has met with officials from the Massachusetts Emergency Management agency and the Division of Energy Resources to discuss criteria that could be used when MOC makes a request for a waiver of the federal Hours of Service Regulations for heating oil truck drivers. The requests often come because of extremely stormy or cold conditions or when there is a potential energy emergency in Massachusetts due to fuel shortages or impaired shipments. The criteria may include looking at degree days, weather forecast, heating oil inventories, reports from terminal operators, statewide average heating oil prices, historic fuel demand, import/ex-

port numbers from federal officials, interruptible gas customer demand, Coast Guard reports, use of other fuels especially propane. In a letter to state officials, MOC's Michael Ferrante wrote, "I have two concerns with this initial draft of the assessment criteria for Hours of Service. First, NE heating oil inventories have been strong all season thus far, so we may look very different from other regions and therefore, put less emphasis on inventories as a reason for not granting a waiver. Secondly, how will other states act? We may have criteria in place while neighboring states do not. Both of you are aware that some states grant waivers fairly easily, putting MA in an awkward position to act for an industry that truly is regional.

Hazmat Rule Does Not Apply

MOC has confirmed that a new U.S. Federal Motor Carrier Safety Administration (FMCSA) rule targeting hazardous material transporters does not apply to fuel oil and other petroleum products. Many MOC members have called concerning a recent letter that was sent to petroleum marketers explaining the agency's new Federal Hazardous Material Safety Permit Program that went into effect on January 1, 2005. The new regulations require HAZMAT shippers who transport "toxic by inhalation materials" to obtain a hazardous materials safety permit. However, the new registration program does not apply to Class III combustible or flammable hazardous materials including heating oil, diesel fuel, gasoline, kerosene or lube oils. MOC members can ignore the FMCSA letter.

MOC Prepares Oilheat Exhibit for Home Show

MOC will showcase Oilheat at the huge 55th Annual New England Home Show at the Seaport World Trade Center in Boston from February 19th – 27th. Once again, MOC will rely on top industry vendors to exhibit the latest in Oilheating equipment and will ask for volunteers to staff the booth. Details will be forthcoming. MOC's booth (pictured here) drew thousands of visitors last year.

