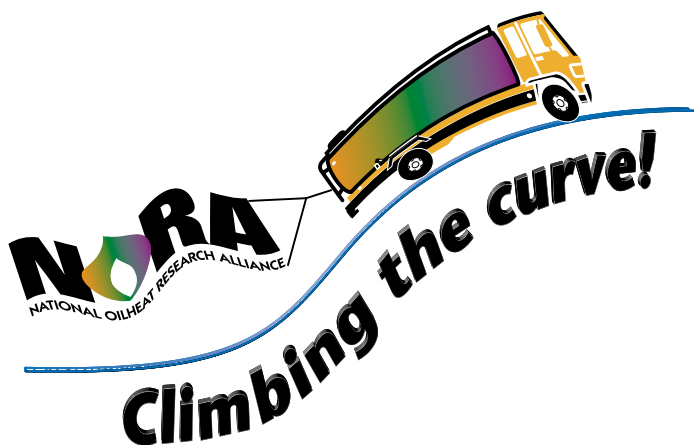


# NORA *newsmemo*

NATIONAL OILHEAT RESEARCH ALLIANCE

ISSUE NUMBER 1 APRIL, 2001



**M**any business analysts view corporations and industries as cyclical entities. The companies and fields of activity customarily experience a slow start; the pace gradually increases; next a peak is reached; and at some point, a steady but accelerating decline is experienced. (The advent of Internet commerce was not slow, but the peak and decline followed in rapid succession.) The corporations and industries that prosper over a longer time are those willing to climb the proverbial “hill,” or curve, on repeated occasions in order to reach a new level of success. NORA represents the Oilheat industry’s commitment to again “climb the curve.”

**“NORA is the epitome of a small business coalition. It was designed to enable our industry, comprised of small businesses, to undertake fundamental research on the fuel and equipment we sell, to improve our workforce through training and recruitment, and to ensure that consumers understand the value that Oilheat provides.”**

The Oilheat industry worked to create NORA over the past five years. In so doing, the multifaceted relationships between dealers, wholesalers, and their respective state/regional and national associations have come to the forefront. The efforts among all these parties has led to a more unified industry which understands how to use the strengths that it possesses to “climb the curve.” NORA exists today because of that unity and understanding.

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## Understanding NORA Collections



The NORA Act is essentially a system in which individual states decided whether or not to participate in the program via a referendum of their retailers and wholesalers. Marketers/suppliers in 21 states and the District of Columbia cast ballots for NORA — all affirmative — in January, 2001.

If a state chose to participate, up to 85% of the funds derived from that state will be returned to a designated state/regional Oilheat body for technical training and consumer education. As such, the collection program is based upon each destination state. Following the successful referenda, NORA was constituted on February 6, 2001 and started fee collection on March 1, 2001.

The Department of Energy (DOE) is the federal agency empowered by the Act with oversight authority. The Energy Information Administration has collected information on a destination state basis since the 1970's on its 782b and 782c reports. (The 782b reports break out the type of user who is purchasing fuel.)

This information forms the basis of NORA's budget projections. The 782c report is sales data from prime suppliers who move bulk products to market via international or interstate commerce. NORA is using the 782c reporting companies and reporting system as a

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### TO REACH NORA

Phone: 703-519-4204  
Fax: 703-519-4205 (effective 05/01/01)  
E-mail: info@nora-oilheat.org

- APRIL 25** Initial due date for receipt of NORA assessment monies collected by Prime Wholesale Suppliers in 17 states and District of Columbia, and retailers in ID, NV, OR and WA (for the quarter ending March 31, 2001.)
- APRIL 30** Oilheat Conference at Brookhaven National Laboratories (BNL), Upton, NY (Long Island). Key presentations on NORA's linkage with BNL and U.S. Dept. of Energy (refer to story on page 6)
- MAY 1** NORA Research & Development Comm. meeting at BNL
- MAY 13-17** National Association of Oil Heating Service Managers; convention and trade show, Hershey, PA
- JUNE 6** NORA Collection Comm. meeting, Pittsburgh, PA
- JUNE 12** Open meeting of NORA Board of Directors, Hynes Convention Center, Boston, MA
- June 13/14** Annual convention of New England Fuel Institute (NEFI) and companion Heating & Energy Expo, sponsored by NEFI, at the Hynes Convention Center, Boston

## Climbing The Curve

(continued from page 1)

In the context of climbing the curve, NORA's pace quickened last fall. Within a four month span, the skills and resources of industry associations and proactive marketers, guided by counsel Patton Boggs, steered NORA legislation into enactment as Federal law. The industry coalition moved judiciously, yet promptly, to hold an industry wide referendum to affirm what Congress and the President had enabled.



NORA Secretary Jack Sullivan, NEFI, addresses inaugural board assembly on February 6, 2001, in Washington, D.C., attended by over one hundred Oilheat industry executives from across the nation.

The effort was rewarded with 97% of votes cast by retail marketers approving of NORA; for wholesale suppliers the tally was a 99% approval.

The referendum concluded at the end of January. On February 6, 2001, NORA was formally inaugurated at a

Board meeting in Washington, DC. (A list of NORA Directors is on page 5 of this newsletter.) Because NORA funding rests with the vagaries of the heating season, the Board voted to initiate the NORA assessments of 2/10-cent per gallon on dyed distillate fuel (destined for heating use) on March 1, 2001 — allowing NORA to receive monies to begin its assigned role in earnest later this year.

NORA's planned activities include a major R&D program in concert with the Dept. of Energy (See item, page 6.); an industrywide education and training program; and a significant outreach program to consumers.

The incentive to climb the curve has brought NORA to fruition. While the best views may be from the top, it's the spirit and momentum of the very first climb that remains essential for NORA to succeed.



It's been two months since our inaugural board meeting in Washington. Here is an update on the National Oilheat Research Alliance's (NORA) activities.

The assessment period began March 1st, with the first payments into the Alliance due April 25th. To ensure widespread awareness of the assessment, NORA undertook a major outreach to the wholesalers and retailers involved in the collection process.

[Michael Hopsicker, Agway](#), Syracuse, NY, heads the NORA collections subcommittee and is working over the next months to refine the system where needed. To date the NORA offices have fielded over 600 calls requesting collection information.

Subsequent to the start of collections, refunds will be required for non-heating oil users of dyed red heating fuel. Refund forms are now available at the website. We will be mailing all affected wholesalers and retailers a copy of the refund form. However, we will not be able to make refunds until early May, since no funds have been collected to date.

[Don Allen, E.T. Lawson](#), Hampton, VA, held a meeting of the Finance Committee whereupon financial institutions were interviewed. Don Allen will continue to work on the 2001 budget, which his committee has deferred until collections arrive in late April and early May. This will provide a view of the revenues likely to flow to NORA this year. In the interim, NORA has arranged for short-term financing via a \$100,000 note with the [First International Bank, Hartford, CT](#) and the cooperation of bank principal [Matthew Ide](#).

[Doug Woosnam, SICO](#), PA, chaired NORA's Research and Development Committee meeting with the Department of Energy (DOE) on February 7. In a highly positive mode, the DOE acknowledged the critical role that Oilheat could play in the nation's energy future, and possibly in the DOE's drive toward "distributed energy" generation.

NORA Chairman [Bob Greenes, Petroconsult](#), has scheduled the next board meeting for Tuesday, June 12th in Boston. This afternoon meeting will immediately precede the New England Fuel Institute trade expo and convention that follows on Wednesday and Thursday of that week.

Communications with state associations and prime suppliers are ongoing. An immense effort has taken place to get NORA enacted, in motion, and operating, yet a lot remains to be accomplished. Allowing for the transition period, we fully expect that NORA will be able to initiate programs and activities later this year.

Sincerely,

*Robert Greenes, Chairman / John Huber, President*

P.S. The minutes of the inaugural NORA board meeting of February 6, 2001 are available on the NORA website [www.nora-oilheat.org](http://www.nora-oilheat.org).

# Consumer Education Committee Organized

Consumer Education Chair Jim Pierson, NJ, is planning a very ambitious four year consumer education program. Thirty people have volunteered to assist in this effort, and their talents will be used in a variety of areas. There have never before been so many opportunities to communicate to the diverse Oilheat consumer audience. Television, radio and print media can be supplemented with the Internet and direct mail. Developing the best strategy will be critical to the success of the program, and should utilize the best talents of the Oilheat industry.

NORA presents the unique opportunity for this industry to educate consumers to many of the positive aspects of Oilheat. An image that has been crafted by thousands of businesses can now be melded into an effective communication strategy that educates consumers on how to use Oilheat effectively, how to con-

serve all energy resources, and how to maximize value while providing maximum comfort for their home.

Ensuring an effective program will be a major task for the committee. They must coordinate between markets, select and develop outreach strategies throughout the United States, while at the same time ensuring that the valuable affinity with local markets is maintained.

The committee will examine what type of messages should be developed: the type of strategic placements that should occur, and who should hear the message will be evaluated.

NORA will also investigate educational opportunities with builders, realtors, architects, building inspectors, and code officials.

Communicating effectively with these groups may require targeted advertising, seminars, videos, and participation in conventions and meetings.

The NORA finance committee is now working to develop the budget for this outreach and other programs. A kickoff is anticipated for later this year, and we look forward to the results of this committee's efforts.



The dollars received by the NORA checkoff plan for the Oilheat industry will be devoted to research and development, technical training, and marketing and information tools to reach the consuming public — all designed to foster value and growth in the Oilheat marketplace.

## NOTICE TO SUPPLIERS COLLECTING FOR NORA

Instructions for depositing monies collected for the NORA assessment can be downloaded from the website [www.nora-oilheat.org](http://www.nora-oilheat.org).

## Understanding NORA Collections

(continued from page 1)

basis for its wholesale collection system in the Northeast (PADD I and II) where there is a majority use of dyed #2 product for Oilheat.

Prime suppliers will collect the fee on their sales to all non prime suppliers/retail distributors. NORA is supplementing DOE's exclusionary list if they become aware of companies who meet the criteria and should be excluded from paying the fee at origin.

Retailers who make exempt sales to non Oilheat consumers will be eligible for refunds, except in the states of Washington, Oregon, Idaho and Nevada (the Northwest, PADD IV and V) where retailers themselves collect on sales to Oilheat consumers. These retailers will not collect the assessment from their exempt customers, so no refund mechanism is needed.

The Act authorizes the collection of the assessment fee on all dyed #2 distillate and all #1 distillate. However, the Act exempts users of fuel for purposes other than Oilheat from paying the fee. To accomplish this goal NORA has defined exempt use and set up the refund or collection system to collect only from the Oilheat users. The fee is due only on fuel used for Oilheat that is defined in the law as being "used for non industrial commercial or residential space or hot water heating." Exempt uses include fuel used by vessels, railroad, utilities, farmers and the military. The fee is due on sales to consumers who use the fuel to heat space, whether by forced air or boilers, or water. Among the included uses are residential (private and commercial), retail shops or malls, institutions (including hospitals and dormitories) and rental facilities (hotels, assembly halls and offices).

In defining the fuels upon which the collection will occur at wholesale the dual use of certain fuels poses a problem. All #2 fuel oil, regardless of sulfur content, is subject to the fee. All high sulfur diesel is subject to the fee, although a portion will ultimately be refunded.

The DOE data for PADD I and II indicate that a majority of all #1 distillate (marketed and reported as such) is used for Oilheat. NORA is only collecting on the dyed #1 distillate. DOE data shows that the overwhelming majority of low sulfur diesel is used in vehicles, but it does not break out the portion that is dyed. At this time NORA is not collecting on dyed low sulfur diesel which we believe to be used predominately in vehicles (particularly government fleets), but will revisit this issue with the industry in an audit standards meeting this summer.

Any low sulfur dyed diesel used to make a heating oil blend (.3 or .2 sulfur heating oils) is subject to the fee. Undyed kerosene is used predominately in unvented space heaters or as a winter blending agent for diesel fuels. NORA does not have reliable figures on what portion of this product is currently dyed. At this time NORA is not collecting on product which is labeled kerosene, but this decision will also be reviewed in the summer meeting. However, kerosene marketed as heating oil should be assessed.

NORA is asking the industry for comments and suggestions as to how to properly identify the fuels going into Oilheat and to help control the refund process. Certain states have tax laws which assist in the process. For instance, in New York any diesel fuel is subject to the motor fuel, prepaid sales tax and petroleum business tax, while heating oil is sold tax free to retailers. Connecticut has a similar situation with its petroleum gross receipts tax. Not all states have a mechanism that provides an incentive to correctly characterize the intended use of the fuels. NORA may consider assessing the fee based upon the PIDEX code used for reporting to states once EXSTARS and EXTOLLE are operational.

**NORA is collecting at wholesale from the prime wholesalers on form 782C, from retailers on form 782B and making refunds to retailers on form 782A. All forms, instructions and copies of the exclusionary list are available directly from NORA's website at [www.nora-oilheat.org](http://www.nora-oilheat.org).**



TO PROCESS A REFUND, COMPLETE AND MAIL THIS FORM TO:

Arthur Andersen, LLP  
 ATTN: NORA / Shared Service Center  
 1601 Market Street  
 Philadelphia, PA 19103

Directions on reverse side;  
 photocopies are acceptable for submittal.  
 Retain one copy for your records.

**NORA-782A MONTHLY REPORT OF RETAIL SALES OF OILHEAT**

Retail Refund Schedule

**IDENTIFICATION DATA**

1. COMPANY \_\_\_\_\_
2. NAME OF CONTACT PERSON \_\_\_\_\_
3. MAIL ADDRESS \_\_\_\_\_ PHYSICAL STREET ADDRESS \_\_\_\_\_
4. CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP CODE \_\_\_\_\_
5. TELEPHONE NUMBER \_\_\_\_\_ FAX \_\_\_\_\_ E-MAIL \_\_\_\_\_
6. DOE Identification Number (If any): \_\_\_\_\_
7. Reference (Month/Year): \_\_\_\_\_
8. Type of Report: (1)  Original  
 (2)  Revision to Report Dated (Month/Year): \_\_\_\_\_
9. Enter the abbreviation of the State for which STATE this schedule is filed.  A separate Schedule must be filed for each State.

**MONTHLY PURCHASES OF OILHEAT DISTILLATES (Report volumes in gallons) See Instructions.**

Product	Product Code	Oilheat Research Fee Paid To:
No. 1 Distillate	467	
No. 2 Diesel>.05% Sulfur	469	
No. 2 Fuel Oil	470	
Total		

**MONTHLY STATE SALES OF EXEMPT OILHEAT DISTILLATES (Report volumes in gallons)**

Product	Product Code	Excluded Sales Not For Oilheat Direct Sales To Consumers	Export Sales To Non-NORA States (Use one schedule per state.)
No. 1 Distillate	467		
No. 2 Diesel>.05% Sulfur	469		
No. 2 Fuel Oil	470		
Total			
NORA Assessment		\$0.002/gallon	\$0.002/gallon
Refund Due		\$	\$

**CERTIFICATION**

I certify that the information provided above and the refunds claimed herein are true and accurate to the best of my knowledge.

Name \_\_\_\_\_ Title \_\_\_\_\_

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

This report and the information and data contained herein (collectively, the "Report") constitute confidential, proprietary information and shall be kept confidential. The disclosure of the Report by any officer, employee, agent, member, affiliate, successor or any other representative of NORA is strictly prohibited without the prior written consent of the information provider.

## INSTRUCTIONS FOR FILING RETAIL REFUND REQUEST NORA-782A

### General Information

#### Purpose

This report is submitted to obtain refunds of the Oilheat fees paid to wholesalers for sale to consumers for other purposes or sold in non-participating states.

#### II. Who Must Submit

Only retailers who need to obtain a refund. If all of the retail sales of #2 dyed fuel are for heating purposes, no report is necessary.

#### III. What and Where to Submit

Submit a Refund Schedule for each month for each State in which any of the listed products were sold and delivered to consumers for non-industrial commercial or residential space or hot water heating. Mail refund requests to:

Computer printouts in the format of this report will be accepted.

For additional information on how to file these reports or program information telephone NORA offices at 703-519-4204.

#### IV. When to Submit

Reports may be submitted any time after 25 calendar days following the close of the month. (i.e., For the period ending March 30, 2001, do not submit refund requests before April 25, 2001.)

### General Instructions

- I. Enter the sales made for exempt purposes during the reference month for each state. If product on which the fee was paid is exported to a non-participating state or country, prepare a separate refund request for those states.
- II. Report only the data for the products listed. The fee is not charged on all products.
- III. List the suppliers to whom you paid the fee.
- IV. Have a company officer or owner certify the refund request. Suppliers and refund

requests will be audited by NORA.

### Definitions

#### Product 467 No. 1 Distillate

A light distillate fuel oil, generally dyed, that has distillation temperatures of 400 degrees Fahrenheit at the 10 percent recovery point and 550 degrees Fahrenheit at the 90 percent point and meets the specifications defined in ASTM Specification D 396.

#### Product 470 No. 2 Fuel Oil

A distillate fuel oil that has distillation temperatures of 400 degrees Fahrenheit at the 10 percent recovery point and 640 degrees Fahrenheit at the 90 percent recovery point and meets the specifications defined in ASTM Specification D 396. This product is indelibly dyed in accordance with regulations prescribed by the Secretary of the Treasury under section 4082(a)(2) of the Internal Revenue Code of 1986.

#### Product 469 No. 2 Diesel High Sulfur

A fuel that has distillation temperatures of 500 degrees Fahrenheit at the 10 percent recovery point and 640 degrees Fahrenheit at the 90 percent recovery point and meets the specifications defined in ASTM Specification D 975. The sulfur level is above than .05 percent by weight. This product is indelibly dyed in accordance with regulations prescribed by the Secretary of the Treasury under section 4082(a)(2) of the Internal Revenue Code of 1986.

### Pass Through of Fee

Suppliers are required to separately set out this fee on their invoices to retailers. Retailers are eligible for refunds of the fee passed through to them on their sales made to consumers for purposes other than Oilheat. On sales to consumers who will use the fuel for non-industrial commercial or residential space or hot water heating in participating states the fee is due and will not be refunded. The retailer may choose whether to list the fee separately or include it in the price. On sales to consumers who are not using the fuel for Oilheat, the fee is not due and should not be billed to the consumer.

### Exempt Use

The fee is only due on fuel used for Oilheat which is defined in the law as being "used for non-industrial commercial or residential space or hot water heating." Exempt uses include fuel used by vessels, railroad, utilities, farmers and the military. The fee is due on sales to consumers who use the fuel to heat space, whether by forced air or boilers, or water. Among the included uses are residential (private and commercial), retail shops or malls, institutions (including hospitals and dormitories) and rental facilities (hotels, assembly halls and offices).

## NORA's Inaugural Board of Directors Selected

The NORA Board is made up of a cross-section of representatives from retail and wholesale marketing factions of the industry, plus several parties with consumer vantage points. The following is a list of the National Oilheat Research Alliance (NORA) Board of Directors.

Don Allen, E.T. Lawson and Son, Inc., Hampton, Va.  
Jeff Arntson, Albina Fuel Co., Vancouver, Wash.  
Debbie Baker, Crystal Flash Petroleum Co., Indianapolis, Ind.  
Rudy Ballard, Reinhardt Corp., West Oneonta, N.Y.  
John Beckett, R.W. Beckett Corp., Elyria, Ohio  
Carl Benker, Wood's Heating Service, Inc., E. Providence, R.I.  
Marc Bingham, Roy Brothers Oil, Ashburnham, Mass.  
Bob Boltz, Vincent R. Boltz, Inc., Lebanon, Pa.  
Roth Bullock, Bullock Oil Co., Pendleton, Ky.  
Edward Bulmer, Irving, Portsmouth, N.H.  
Peter Carini, Champion Energy Corp., Greenwich, Conn.  
Steve Clark, Gennessee Fuel & Heating Co., Seattle, Wash.  
Charles Ermer, Palmer Gas Co./Palmer Oil, N. Salem, N.H.  
Don Farrell, Oilheating, Parsipanny, N.J.  
Bill Flynn, NYSERDA, Albany, N.Y.  
Boyd Foster, Sunoco, Philadelphia, Pa.  
John Fuquay, Berico Fuels, Greensboro, N.C.  
Joe Glick, Heating Oil Partners, Darien, Conn.  
Larry Goldstein, PIRA, New York, N.Y.  
Bob Greenes, Scarsdale, N.Y.  
Kurt Haab, F.C. Haab Co., Inc., Philadelphia, Pa.  
Daryl Hackman, Farm and Home Oil Co., Telford, Pa.  
Allison Heaney, The Energy Conservation Group, LLC, College Point, N.Y.  
Jane Hofman, NYC Dept. of Consumer Affairs, New York, N.Y.  
Michael Hopsicker, Agway Energy Products, Syracuse, N.Y.  
Tom Hunton, Sprague Energy, Portsmouth, N.H.  
Gene Jacobus, Jacobus Energy, Milwaukee, Wisc.

Chris Keyser, Owner Services, Inc., Proctor, Vt.  
Marc Lacasse, Augusta Fuel Company, Augusta, Maine  
Anthony Losquandro, Vijax Fuel Corp., Brooklyn, NY.  
Bob Luby, Tosco Marketing & Distributing, Linden, N.J.  
Jeff Lykins, The Lykins Companies, Milford, Ohio  
Jon Madsen, Allied Washoe, Reno, Nev.  
David Maestas, BRICO, Twin Falls, Idaho  
William McCarthy, Blarney Castle Oil Co., Bear Lake, Michigan  
Roger McDonald, Brookhaven National Laboratory, Upton, N.Y.  
Michael Meadvin, Castle Oil Corp., Harrison, N.Y.  
Ed Miller, Tozzi Fuel Co., Raritan, N.J.  
Ralph Miller, Abbott & Mills, Inc., Newburgh, N.Y.  
Tom Murray, Alaska Aerofuel, Fairbanks, Alaska  
Ed Noonan, Noonan Energy, Springfield, Mass.  
Frank Olivo, Fuel Merchants Association of New Jersey, Springfield, N.J.  
Jim Pierson, J.W. Pierson Co., E. Orange, N.J.  
Doug Quarles, Quarles Petroleum, Inc., Fredericksburg, Va.  
Ron Sabia, Transmontaigne, Roswell, Ga.  
John Santa, Santa Fuel, Inc., Bridgeport, Conn.  
Ed Scott, Scott Oil Co., Manchester, Mass.  
Frank Sestito, Total Energy Solutions, LLC, N. Andover, Mass.  
Irik Sevin, Petro, Stamford, Conn.  
Richard Slifka, Global Companies, Waltham, Mass.  
Chris Smart, Webber Energy, Bangor, Maine  
Donald W. Steward, W.B. Steward & Son, Inc., Woodbury Heights, N.J.  
Dennis Straw, Eildon Associates, LLC, White Marsh, Md.  
Jack Sullivan, New England Fuel Institute, Watertown, Mass.  
Paul Vermynen, Jr., Meenan Oil Co. LP, Syosset, N.Y.  
John Willey, Jr., Peninsula Oil Co., Inc., Seaford, Del.  
J. Blaylock Wills, Jr., Southern Maryland Oil, Inc., La Plata, Md.  
Douglas Woosnam, SICO Company, Mount Joy, Pa.  
Ray Works, Southern States Cooperative, Inc., Richmond, Va.

# Oilheat Research To Intensify Over Next 5 Years Thanks to NORA

Now that the National Oilheat Research Alliance (NORA) has cleared all legislative and industry hurdles, the next step for the heating oil industry check-off program is determining how and where to deploy the funds generated by the twenty point assessment.

In addition to improving consumer and industry education, the third area which will benefit as a result of NORA is Oilheat Research and Development (R&D).

Thanks to new, forward thinking leadership at the Department of Energy (DOE), Oilheat R&D is now receiving expanded support from the government.

Immediately following the industry's successful ratification of the heating oil check-off program, the newly instituted NORA board met with Energy Department personnel in Washington, D.C., to discuss forging a partnership that will accelerate the development and deployment of advanced Oilheat technologies.

Several of the research projects that should be revitalized thanks to NORA have been ongoing at the Department of Energy's (DOE) Brookhaven National Laboratory (BNL), which has been a major force in Oilheat R&D for more than two decades.

Officials from BNL, including Project Research Manager Roger McDonald, met with the NORA board in Washington to discuss which projects will have the greatest impact on the industry and increasing market share.

**BNL plans to focus on five main R&D areas in the next five years: combustion, fuel quality, improved Oilheat applications, venting and becoming an information conduit.**

**Under the combustion plan,** BNL hopes to refine the firing rate of heating oil burners. To do this, the researchers will focus on the dynamics of low nitrogen oxide (NOx) flames, oil-fired cooling application development, and NOx reduction in conventional appliances.

**The objectives of BNL's fuel quality program** are to

ascertain the leading causes of fuel degradation, measure the effects of changes in fuel characteristics on the operations and emissions of heating equipment, develop methods that will improve fuel oil quality, and investigate alternative fuel storage systems. An investigation into increasing biodiesel use will be undertaken by BNL as well.

Projects and field tests that fall under **the Oilheat applications programs will concentrate on** two-stage burners, service tool concepts and new applications for heating oil. The results from this research will help the industry and homeowners make well-founded, rational decisions about which technologies to promote and use.

**In researching venting,** BNL researchers will examine safety, reliability and efficiency of venting equipment through field studies and lab experiments. Results from this research will be integrated into building code and standards through participation in NFPA and other organizations.

**The fifth R&D goal calls for BNL to become a**

**regulatory and industry liaison.** The lab aims to provide technology transfer and engineering guidance for Oilheat equipment manufacturers; technical information, diagnostic tools, and guidelines to Oilheat marketers and service technicians; and general information to the public. This will be done through various mechanisms and venues including shared development of new products, Oilheat technology conferences, workshops and eventually the Internet.

The DOE has also pledged its support for Oilheat research in the form of matching funds on a 3 to 1 or greater basis.

**The NORA R&D group and DOE officials will reconvene at BNL (Upton, N.Y., located on Long Island) during its Oilheat Technology Conference on May 1 for a NORA Research Planning Committee meeting. The purpose of the meeting will be to track the future course of NORA-sponsored projects. The meeting immediately follows BNL's conference — which all industry members are invited to attend.**

  
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