



SHOW GUIDE

VISIONS '24

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**Industry
Summit VI**
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HEAT SHOW WITH A VISION FOR THE FUTURE

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Welcome to the 2024 VISIONS Show

I want to welcome you to the 2024 National Energy & Fuels Institute's Visions Conference and Industry Summit VI here at the Envue Hotel on New York Harbor in Weehawken, NJ.

This is our first event in the New York City Metro area, and we know you will be pleased with the fantastic view and amenities the region has to offer for those of you who will be staying longer.

Our businesses as we know them are on the threshold of changing significantly. The vast bulk of the United States Heating Oil industry is from Maine to Maryland. Most of these states will be implementing Clean Fuel Standards, Clean Heat Standards or Cap and Trade Plans, regardless of what happens at the Federal Level.

Your presence at this event means you will be prepared to take advantage of the changes. Here you will find the tools to navigate whatever comes next and significantly increase your company's profitability in this new complex business regulatory environment. For those companies not here, they will be at a dramatic disadvantage.

At the **"Take Action and Take Control of Your Future, Industry Summit VI,"** we will celebrate the successes and technological advances of the last six years and look at steps you can take for the future success of your business and the industry.

Please use this Show Guide to find your way to the programs that will best position you for success in the coming years.

To our sponsors, exhibitors, speakers, and educators, thank you and welcome. To the intrepid NEFI team who ensure that this event is the most energetic, enthusiastic, and fun-filled – my thanks and appreciation for all of your efforts.

Thank you all for your continuing support of NEFI and the liquid heating fuel industry.



Warm regards,

A handwritten signature in black ink that reads "Sean Cota".

Sean Cota

NEFI President & CEO



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National Energy & Fuels Institute

National Energy & Fuels Institute's mission is to strengthen and advance the market for liquid heating fuels through innovation, policy, education, and advocacy.

Working for our members, and in collaboration with our association partners, the National Energy & Fuels Institute is committed to being a powerful voice for the industry, a center for exploring issues and developing strategies, and a resource for industry education at all levels.

Since 1942, the National Energy & Fuels Institute has been a leading voice for wholesale and retail liquid heating fuel distributors. Our members are mostly small, family-owned and -operated businesses that deliver warmth and comfort to millions of American homes. These Main Street businesses often develop close relationships with their customers and local communities, and are recognized leaders in energy efficiency, conservation, and safety. Their future, and the next generation's success, is our main focus.

Since its inception, the National Energy & Fuels Institute has been a fierce advocate for the home heating industry before policymakers regionally and in Washington, DC. National Energy & Fuels Institute opened an office in Washington, DC in 2009 and relocated its legislative team to better advance this vital mission. As a full-service 501(c)(6) trade association, the National Energy & Fuels Institute offers annual trade shows, business conferences and other networking opportunities; regulatory compliance assistance and education; a drug and alcohol testing program; weather alerts; health, life and disability insurances; and more. We publish the premier industry magazine, *Oil & Energy*, and an e-mail newsletter with the latest developments from around the region, the industry and the nation's capital.

National Energy & Fuels Institute's Education Foundation, Inc. (EFI), a nationally recognized 501(c)(3) non-profit organization, conducts industry research and education to advance the executive and professional development of our members.



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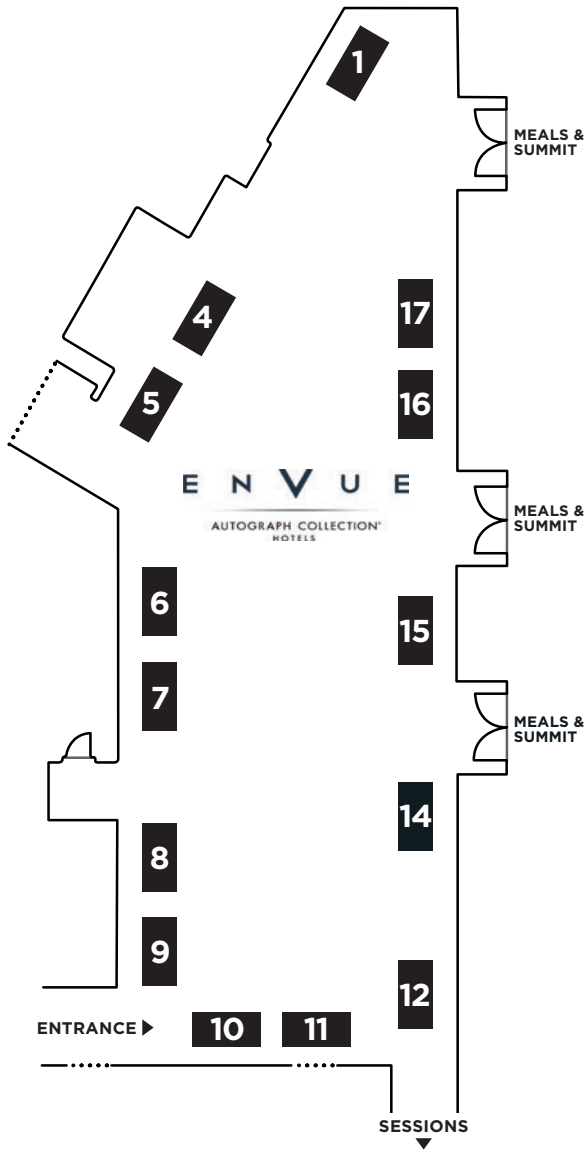
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VISIONS '24



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Table 4



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Table 6



Table 7

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Table 8



Table 9



Table 10



Table 11



Table 12



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Table 17

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Schedule

Tuesday, April 30, 2024

<u>Event</u>	<u>Times</u>	<u>Where</u>
<i>Morning Session</i> (7:00am - 11:45am)		
Continental Breakfast	7:00am - 8:00am	WorldVue 1+2
Industry Summit Kickoff	8:00am - 9:00am	WorldVue 1+2
Business Session 1	9:00am - 10:15am	WorldVue 1, 2, 3 & CityVue
Morning Break with Snack and Networking	10:15am - 10:30am	
Business Session 2-4	10:30am - 11:45am	WorldVue 1, 2, 3 & CityVue
<i>Lunch/Policy Update</i> (11:45am - 1:15pm)		
Federal Policy Update	11:45am - 1:15pm	WorldVue 1+2
<i>Afternoon Session</i> (1:30PM - 4:30PM)		
Business Sessions 5-7	1:30pm - 2:45pm	WorldVue 1, 2, 3 & CityVue
Afternoon Break with Snack and Networking	2:45pm - 3:00pm	
Special Business Session 8 <i>Electric Grid Seminar</i>	3:00pm - 4:30pm	WorldVue 1+2
<i>Evening</i> (5:00PM - 6:30PM)		
Cocktail Hour	5:00pm - 6:30pm	Terrace/Rawvue
Dinner on Your Own	6:30pm	



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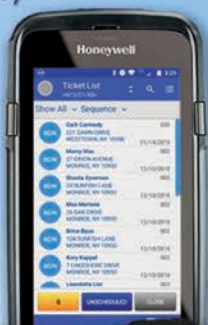
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Educational Business Sessions

Tuesday, April 30, 2024

Business Session 1 | 9:00am - 10:15am

Business/Biofuels/Policy

Clean Heat Standards and Other Market-Based Regulatory Programs Shaping The Future of The Thermal Sector

Presented By Joe Uglietto, Diversified Energy Specialists

WorldVue 1+2

Business Session 2-4 | 10:30am - 11:45am

Biofuels

An Inside Look At Performance & Benefits of Renewable Fuels

Presented By Leo Verruso, Advanced Fuel Solutions

WorldVue 1+2

Business

**Selling Your Business or Buying Another's:
Top 4 Issues That Delay or Halt a Closing**

Presented By Brian Freeman, Esq. & Atty. Kiernan L. Ignacio; Robinson and Cole

WorldVue 4+5+6

Business

There's Nothing Artificial About Artificial Intelligence

Presented By Ashley Campbell, Warm Thoughts Communications

CityVue





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Business Session 5-7 | 1:30pm - 2:45pm

Business

B100 Is Here. What's Next?

Innovation To Maximize Service Efficiency And Customer Retention

Presented By Alan Chmiel, RW Beckett

WorldVue 1+2

Business

Fuel Your Future: The Ultimate Growth and Succession Workshop

Presented By Kendall Rawls, Rawls Succession Planners

WorldVue 4+5+6

Business

EL: The Negative-Carbon Heating Fuel – Update with Biofine & NORA

Presented By Dr. Thomas A. Butcher and Michael Devine, NORA;

Mike Cassata, Biofine

CityVue

Business Session 8 | 3:00pm - 4:30pm

Business

The Broken Electric Grid:

This Is What It Means For Your Business And Opportunities

Presented By Dave Hampton, Gregg Noble and Dr. Thomas A. Butcher

WorldVue 1+2



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Take Action and Take Control of Your Future



Industry Summit Sponsors



This year's industry summit will be unlike any other, as we face challenges unlike any other. We will celebrate the successes and technological advances of the last six years and look at ways that **you can participate in creating a profitable and successful future for your business and the industry.**

The electrify everything laws and regulations are already being passed – this is not a problem that can be wished away. **We have made great strides in offering a real-world solution to climate change and carbon emissions by offering bio-based, renewable liquid heating fuels. You need to act now.**

Your Industry Summit VI Agenda:

Tuesday

Industry Summit Kickoff

8am - 9am, WorldVue 1+2

Wednesday

Industry Summit IV - Vision of the Future

10:30am - 1:00pm, WorldVue 1+2

Travis Fisher of the Cato Institute will address the industry at Summit VI!



Mr. Fisher has nearly two decades of experience in energy and environmental policy. Prior to joining the Cato Institute, Fisher served as a senior advisor at the U.S. Department of Energy during the Trump Administration, where he authored the seminal 2017 Staff Report on Electricity Markets and Reliability.

In his keynote address during the Visions Conference, Travis will tackle the challenges presented by government policies pushing for rapid electrification, emphasizing the importance of energy diversity and consumer choice. He will provide valuable insights on how heating fuel dealers can prepare for the changing political landscape and what the future may hold.

Industry Summit Keynote Sponsors



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Schedule

Wednesday, May 1, 2024

Event	Times	Where
Morning Session (8:00am - 10:30am)		
Continental Breakfast	8:00am - 9:00am	WorldVue 1+2
Business Sessions 9-11	9:00am - 10:15am	WorldVue 1, 2, 3 & CityVue
Morning Break with Snack and Networking	10:15am - 10:30am	
Lunch/Summit (10:30am - 1:00pm)		
 Industry Summit VI	10:30am - 1:00pm	WorldVue 1+2

Educational Business Sessions

Wednesday, May 1, 2024

Business Session 9-11 | 9:00am - 10:15am

Management

NORA Activities

Presented By Michael Devine, NORA
WorldVue 1+2

Biofuels

Mitigate Microbial Contamination in Your Fuel System Using These Simple Tools

Presented By Edward W. English, II, FQS
WorldVue 4+5+6

Business

HAL, SkyNet, or C3PO? What AI and Digital Marketing Could Mean to Your Marketing

Presented By David Heiser, PriMedia, Inc.
CityVue



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BUSINESS SESSIONS – DESCRIPTIONS

Clean Heat Standards and Other Market-Based Regulatory Programs Shaping the Future of the Thermal Sector

Presented By Joe Uglietto, Diversified Energy Specialists

TUESDAY, APRIL 30, 2024, 9:00am - 10:15am, WorldVue 1+2

Governors in 8 States have committed to exploring Clean Heat Standards to decarbonize the building sector. Massachusetts and Vermont are both in the rule making process, with plans to implement CHS programs in 2026. The New Jersey Governor issued an executive order to explore a Clean Heat Standard and legislation was introduced in February for both a Clean Heat Standard and a Low-Carbon Fuel Standard. New York is implementing an economy-wide Cap-and-Invest program in 2025. These market-based decarbonization programs will impact every heating fuel dealer, at every level of the supply chain in the northeast and mid-Atlantic over the next few years.



Joe Uglietto is the President of Diversified Energy Specialists (DES), a renewable energy consulting and environmental markets trading company. At DES, Joe trades in thermal energy portfolio standards in the Northeast and is an aggregation in the Massachusetts Alternative Portfolio Standard, representing clients across renewable thermal technologies. Joe has been monitoring the efforts of States in the northeast to implement Cap-and-Invest programs, building ordinances and Clean Heat Standards for the thermal sector. Joe looks forward to working with propane and heating oil retailers and wholesalers in Massachusetts and Vermont when a Clean Heat Standard is implemented in both states. Joe's recent work has focused on the flaws of thermal electrification policy and the design of Clean Heat Standards.

An Inside Look at Performance & Benefit of Renewable Fuels

Presented By Leo Verruso, Advanced Fuel Solutions

TUESDAY, APRIL 30, 2024, 10:30am - 11:45am, WorldVue 1+2

Low carbon fuels are becoming more abundant due to mandates, incentives and GHG reduction desires from end users. We will provide info on handling and blending those fuels.



Leo Verruso is the General Manager of Advanced Fuel Solutions (AFS) since 2011 and has been an active member of our industry for over 30 years. AFS manufactures fuel additives to enhance the performance of all liquid fuels. Leo is an active Board Member of the newly rebranded National Energy & Fuels Institute (NEFI), as well as on the Board of Hudson Valley Oil & Energy Council and Upstate New York Energy Association. In addition to his position at AFS, Leo is the co-founder of Vets2Techs, a 501(c)(3) organization to help connect United States Military Veterans with the workforce development needs of the energy industry.

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Selling Your Business or Buying Another's: Top 4 Issues That Delay or Halt a Closing

Presented By Brian Freeman, Esq. & Atty. Kiernan L. Ignacio, Robinson and Cole

TUESDAY, APRIL 30, 2024, 10:30am - 11:45am, WorldVue 4+5+6

- Value and Pricing: Impact of greater market volatility and tools to address; earn-outs and time periods; dealing with new and different sources of value (e.g., clean energy/environmental credits)
- Environmental: Dealing with legacy contamination (who handles, how funded, tools for managing seller and buyer risk)
- Environmental: Climate change-driven impacts on waterfront facilities (addressing new regulatory and litigation exposure, and potential impact on value and insurance)
- Employee relations: Non-complete/non-solicit and other restrictive covenants (responding to stronger legal pushbacks)



Brian Freeman focuses his practice on environmental compliance counseling, permitting, site remediation, and related litigation regarding federal and state regulatory programs. Brian has worked with a variety of clients, ranging from Fortune 100 conglomerates to individual entrepreneurs. He has particular experience with releases at petroleum bulk storage and dispensing sites, including emergency response, regulatory enforcement actions, and abutter lawsuits.



Kiernan Ignacio is an associate in Robinson+Cole's New York City office. She is a member of the Business Transactions Practice Group with a focus on mergers and acquisitions as well as general corporate matters. She represents both buyers and sellers across a range of industries, with particular experience representing closely held private companies. Kiernan has experience assisting companies with all aspects of corporate transactions, including letters of intent, due diligence, negotiating and drafting purchase agreements, closings and post-closing matters. Kiernan's practice also includes general corporate advice including entity formation and corporate governance. Kiernan is a member of the firm's Corporate Transparency Act Compliance Committee and the firm's Pro Bono Committee.

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There's Nothing Artificial About Artificial Intelligence

Presented By Ashley Campbell, Warm Thoughts Communications

TUESDAY, APRIL 30, 2024, 10:30am - 11:45am, CityVue

One person might think AI is amazing. The next person might think AI is scary. They'd both be right. In this session, Ashley Campbell of Warm Thoughts Communications will introduce attendees to the world of AI and how it is already transforming the way fuel companies need to be doing business. Marketing and communications efforts will never be the same, and attendees will gain an understanding of just how much is changing and what will be required to be successful in the future. The "in-house" or "local agency" approach to digital marketing is a bit like a "Yellow Pages" approach to advertising – it's outdated.



Ashley Campbell is the Northeast & Mid-Atlantic Sales Manager at Warm Thoughts Communications. Having been in digital marketing her entire career, Ashley is an expert in the consumer buying cycle; and is committed to cultivating strong partnerships in the fuel marketers and the home services industry. She started in the agency world, and later moved to media and advertising, working for large tech-based companies such as Yahoo and CarGurus. Ashley is passionate about connecting the dots to help companies strengthen their brand, acquire new customers, and sell more equipment. In her spare time, she enjoys biking and playing catch with Charlotte, her Aruban rescue dog.

B100 Is Here. What's Next? Innovation to Maximize Service Efficiency and Customer Retention

Presented By Alan Chmiel, RW Beckett

TUESDAY, APRIL 30, 2024, 1:30pm - 2:45pm, WorldVue 1+2

Exploring how data and integrated capabilities of primary controls can address today's management challenges; Labor shortages, optimizing technician efficiency and enhancing troubleshooting accuracy to maximize customer retention through minimizing equipment downtime.

By attending the audience will learn: How business performance and bottom line can be improved through data and technology available from today's controls. They will understand the importance of getting information out of the basement and into the hands of the technicians and the service managers.

Alan Chmiel is the Director of Engineering at R.W. Beckett. He is currently completing his doctorate researching behavioral economics and renewable liquid fuels. He had prior senior leadership roles in the aerospace and medical device sectors, including leading a startup medical product company to a successful exit. His accomplishments include being recognized by the US Senate for "Excellence in Aging Research." He has a Bachelor of Science in Electrical Engineering and a Master of Business Administration.



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Fuel Your Future: The Ultimate Growth and Succession Workshop

Presented By Kendall Rawls, Rawls Succession Planners

TUESDAY, APRIL 30, 2024, 1:30pm - 2:45pm, WorldVue 4+5+6

In today's dynamic landscape of the propane, oil, and energy sector, robust succession planning is paramount for sustained growth, particularly for companies eyeing expansion through acquisitions. While often associated with leadership transitions or retirement, succession planning transcends mere departure, serving as the linchpin for unlocking sustainable growth, seamlessly integrating acquisitions, optimizing ROI, and fostering organizational prosperity.

Traditionally, succession planning in the fuel industry focused on transferring leadership and ownership during exits. However, a more holistic perspective recognizes succession planning as a strategic transition vehicle, envisioning long-term sustainability and success. This approach involves scaling operations, embracing technology, and attracting top talent to support growth and diversification.

In this workshop attendees will learn the keys to growth-oriented succession planning which will provide insights for creating financial resilience, sustainable growth strategies, effective approaches to integrating new acquisitions or products & services and attracting top talent to support growth and diversification.



Kendall Rawls is the Director of Development for The Rawls Group. Since officially joining the firm in 2004, she has navigated issues that many business owners face, including working effectively with family, building rapport with key management and outside strategic partners, influencing teamwork, and implementing strategic initiatives to drive growth and increase organizational performance. Kendall knows and understands the challenges that impact entrepreneurial-owned businesses' success and offers a unique perspective derived from her background and experience as a second-generation, family-member-employee of The Rawls Group.

Kendall is a frequent contributor to national industry publications in automotive retail, multi-unit franchise, marine, and energy. In her spare time, Kendall enjoys spending time with her dog, practicing yoga, playing beach volleyball, and volunteering for her local neighborhood association.

EL: The Negative-Carbon Heating Fuel – Update with Biofin & NORA

Presented By Dr. Thomas A. Butcher, Michael Devine and Mike Cassata

*TUESDAY, APRIL 30, 2024, 1:30pm - 2:45pm, **CityVue***

Biofine Developments NE of Portland, ME, is involved in the production of ethyl levulinate (EL)—the liquid fuel that can be combined with heating oil or biodiesel to significantly lower the pour point of the fuel while maintaining net-zero carbon properties. Learn what this additive / fuel is, its importance as we increase blends of biodiesel, and the latest updates on the product.



Dr. Thomas A. Butcher is Technical Director of the National Oilheat Research Alliance where he leads a group providing the technical support needed to develop a more efficient, renewable future for this industry. Tom has a long history of research work on energy systems, air pollutant emissions, and the use of biofuels in boilers and furnaces.



Michael Devine was appointed President of the National Oilheat Research Alliance effective March 1, 2022. Devine came to NORA after having served as Vice President of Sales & Business Development for World Energy. As part of the Senior Management Team, he managed day to day activities for sales and volumes at terminals, prepared monthly and annual budgets, and developed key national accounts including FedEx, UPS, Chevron, Ryder, The Union Pacific Railroad and others. Devine has deep roots in the oilheat industry. He began his career in his family's business, Devine Brothers of Norwalk, CT. He started as a truck driver and service technician, growing into roles as sales manager, vice president and president of the 50+ employee, third-generation business. He is a member of the NORA board and has been a positive and active voice in supporting the oilheat and liquid heating fuels industry for decades.

Mike Cassata is the Chief Development Officer of Biofine Technology, LLC and the co-founder of the Maine bio-refinery Biofine Developments Northeast. Stephen Fitzpatrick, PhD: Founder, President, CEO, of Biofine. Dr. Fitzpatrick is inventor of the Biofine process and chief executive of the company. He has been developing the Biofine technology and refining its commercial applications for over twenty years. Dr. Fitzpatrick holds degrees in chemical and biochemical engineering from the University of Manchester, UK, and is recipient of the Dista Prize and the 1999 Presidential Green Chemistry Award.

The Broken Electric Grid: This Is What It Means For Your Business And Opportunities

Presented By Dave Hampton, Gregg Noble and Dr. Thomas A. Butcher

TUESDAY, APRIL 30, 2024, 3:00pm - 4:30pm, WorldVue 1+2

Electricity is a hot topic for our industry because of its intertwined relationship to electrification mandates, carbon reduction and the role of renewable energies. Bolster your knowledge of "the grid" with a presentation and panel discussion from three diverse and distinguished presenters. J. David Hampton, oil and gas attorney and professor of law, will talk about the basics of electric generation and the current percentage of renewable energy being used to power the grid. Tom Butcher, technical director of NORA, will talk about the policy vision for decarbonizing the building sector. The need for dramatic investments in building energy efficiency and interactive demand management to control the power requirements will be discussed as well as opportunities for hybrid systems, on-site generation, and battery backup for reliability. Gregg Noble, vice president at KORE Power, will share his thoughts regarding the finances involved in the grid and an opportunity that developed under the Inflation Reduction Act.

Understanding that America's grid is decades and \$20 trillion away from delivering a renewable, sustainable and resilient supply. Renewable liquid heating fuels delivered by our industry's family businesses is the best, quickest and most cost effective GHG reductions for at least the next two decades.

J. David Hampton is an esteemed oil and gas attorney, currently based in Norman, Oklahoma. He holds a Bachelor of Arts degree from the University of Oklahoma, earned in 1977, followed by a Juris Doctorate from the University of Oklahoma College of Law in 1980. With a rich background in the industry, Hampton's career includes his tenure as a landman at Texas Oil & Gas Corp. In 1981, Hampton founded Hampton and Milligan PLLC Law Firm, which specializes in upstream and midstream oil and gas law, mineral title examination, and real estate transactions. Additionally, Hampton contributes to academia as a Professor in Practice at the University of Oklahoma College of Law, teaching Real Estate Transactions, Mineral Title Examination, Real Property Law, Oil and Gas Law, Introduction to Property Law, and Natural Resources Renewables. He also teaches Renewable Energy Policy and Regulations at the University's Price College of Business. Hampton's contributions have been recognized through various awards and acknowledgments, including the prestigious Oklahoma City Association of Professional Landmen William Majors Distinguished Service Award in 2014 and the Adjunct Professor of the Year accolade from the University of Oklahoma College of Law student body in 2018-2019. He was also honored as the Owen Anderson Distinguished One Alumni in 2022.

Gregg Noble is a Subject Matter Expert (SME) on fixed-site and mobile energy storage applications & technologies for the US electric utility sector and United States government where he serves on the Department of Defense / EPRI ESTCP project to

develop microgrid power systems for US National Guard facilities across the nation. As the Vice President of Strategic Partnerships for KORE Power, Inc. Gregg leads the firm's partnership and development efforts with KORE's President and oversees the KORE Power Solution's division's internal sales force and an external network of sales professionals, independent agents, and manufacturer representatives worldwide. KORE is currently building a \$1.5B gigafactory in Buckeye, AZ to bring back the American battery manufacturing industry to US shores which will create approximately 3000 American jobs and produce 18GWh of energy storage product annually.



Dr. Thomas A. Butcher is Technical Director of the National Oilheat Research Alliance where he leads a group providing the technical support needed to develop a more efficient, renewable future for this industry. Tom has a long history of research work on energy systems, air pollutant emissions, and the use of biofuels in boilers and furnaces.

NORA Activities

Presented By Michael Devine, NORA

*WEDNESDAY, MAY 1, 2024, 9:00am - 10:15am, **WorldVue 1+2***

NORA President Michael Devine will provide an update on the activities and initiatives that are currently underway at NORA, some of these activities will include:

- Continue to expand renewable fuels testing, including varying blends of biodiesel and renewable diesel blends to determine any technical issues.
- A report on the other technical projects that NORA is currently engaged in.
- An update on our activities with the IECC and the 2027 Code process.
- The environmental benefits associated with distributing Low Carbon Fuels.
- Developing a framework to become a BPI accredited training facility.



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Mitigate Microbial Contamination in Your Fuel System Using These Simple Tools

Presented By Edward W. English, II, FQS

WEDNESDAY, MAY 1, 2024, 9:00am - 10:15am, **WorldVue 4+5+6**

Implement simple detection and remediation techniques to optimize the quality of stored fuel and minimize the impact fuel system damage. Learning objective is to source of microorganisms, conditions needed for microorganisms to grow and move through the fuel system, detections systems, and remediation strategies.



As Vice President & Technical Director for FQS, LLC., Mr. English oversees all aspects directly related to the research, development, and deployment of chemicals for use in the various stages of production of crude oil and product quality through the various stages of distribution from the oil field to end user. Additional activities include evaluating regulatory and industry issues, compliance with federal and state regulations, formulating policy and implementing programs to address regulatory and industry issues, perform technical reviews and program audits. Mr. English is also nationally recognized for his knowledge of fuels as it pertains to cleanliness, fuel corrosivity, detection and remediation of microbial contamination, materials compatibility, and alternative fuels. Mr. English has been a guest speaker for various agencies and organizations such as the Environmental Protection Agency (EPA), Petroleum Equipment Industry (PEI), SAE Speakers Bureau, and a featured guest speaker at various industry conferences. Mr. English has authored and co-authored many articles which have been published in various trade magazines.

HAL, SkyNet, or C3PO? What AI and Digital Marketing Could Mean to Your Marketing

Presented By David Heiser, PriMedia, Inc.

WEDNESDAY, MAY 1, 2024, 9:00am - 10:15am, **CityVue**

Is artificial intelligence here to destroy your business (and all life as we know it) or is it a kindly albeit all-knowing assistant? As with most things, the truth is somewhere in the middle. Join PriMedia as we navigate a brave new world of AI, digital marketing, machine learning, and neural networks to reach your marketing goals.



David Heiser is the Regional Sales and Marketing Coordinator for PriMedia, Inc. He has represented PriMedia for over 23 years: Working with marketers of all sizes across the home comfort industry as well as local, state and national associations. Consulting on all facets of their marketing programs, as well as providing sales, customer service and other industry training. In addition to his other responsibilities, David is also head of advertising services for *Oil & Energy Magazine*.

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#2



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All Carlin residential oil burners manufactured 11/20/2023 and later are UL Listed for B100. For more information, scan the QR code or visit carlincombustion.com/b100

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For more information, scan the QR code or visit hydrolevel.com

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THE INDUSTRY'S VOICE:

National Energy & Fuels Institute is a nationally recognized trade association representing wholesale and retail liquid heating fuel distributors, along with other home comfort providers, such as industry associates and HVAC-only companies. National Energy & Fuels Institute is a well-respected and influential voice in the region and in Washington, DC, that fiercely advocates for your business before lawmakers, regulators, the media and the public. By joining the National Energy & Fuels Institute, you are not just joining an association... you are joining a movement.

National Energy & Fuels Institute Provides Low-Cost, High-Value, Industry-Specific Member Benefits:



Dental insurance with a multi-plan option that is among the most affordable in the industry.



Drug & alcohol testing program including driver and fleet qualification services to help keep your team in compliance and drivers on the road.



Employee Assistance Program (EAP) offering vital company and employee services to help retain your current workforce and increase productivity, including on-demand employee required/best practices training and certified U.S. DOT-approved substance abuse professionals (SAP).



401(k) and profit-sharing multi-employer retirement programs that provide attractive, long-term financial incentives for both incoming and current employees.



IT computer support and cyber-security services that save you precious time and money while protecting one of your business's most important assets - your customer data.



Educational and networking opportunities to help turn today's challenges into tomorrow's opportunities, including our Heat Show and Vision Conferences.



Unlimited FREE Subscriptions to:

• **Enhanced Weather Services**



with National Weather Forecasting, specializing in accurate, point-specific forecast needs, as well as access to degree day data projections on a rolling 10-day basis via online and by email.

• **NEON** (our weekly e-mail newsletter)

• **Oil & Energy Magazine** (our premiere monthly magazine)

• **Legislative & Regulatory Alerts** – Timely updates from Washington on issues that impact your business.



On-call legal support from our Washington-based attorney specializing in compliance with CDL driver, hazardous materials transportation and storage, and workplace safety regulations.



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