White Mountain Oil & Propane is pleased to announce Shane McKinney has been appointed our new Service Manager, replacing Curtis Reynolds who has retired. McKinney has been with White Mountain Oil & Propane for 17 years as a Service Technician, as well as more recently serving as a salesman with the sales department. In his new role as Service Manager, he will oversee the service crew and the delivery of mechanical service and equipment installations to all White Mountain Oil & Propane customers.

McKinney, 46, holds a Journeyman's License for fuel oil in Maine as well as licenses for propane gas in both Maine and New Hampshire. In addition, he is a proud member of the Mt. Washington Lodge of the Free Masons as a past officer and former president. McKinney also serves on the NH Department of Environmental Service's Oil Fund Disbursement Board, as appointed by Gov. Chris Sununu. McKinney lives in Albany with his wife, Gina and their son, Matthew.

He has been involved in the community by volunteering, scholarship committees, and different political campaigns as an advisor and town chairman. He spent 15 years in the fire service as a call firefighter to the towns of Bartlett, Redstone and North Conway, retiring in 2004. He says it was a wonderful and rewarding experience often helping people in need at unfortunate times in their lives.

McKinney says he is honored to have the support of White Mountain Oil & Propane and looks forward to continuing the company’s motto of “Always There for You” in his managerial style for his fellow employees as well as the customers he has served for many years.
Global Crude Markets

Now that we have crossed over into 2019 it will be interesting to see where the energy markets go from here. Crude oil prices began their most recent climb in August hitting nearly $75 a barrel in October on fears that sanctions on Iranian oil exports would dramatically limit world oil supplies.

In November OPEC and non-OPEC allies agreed to reduce oil production in an effort to limit the world market. OPEC secured a commitment from Russia to cut output by 1.2 million barrels/day.

However, by late November US refining activity began rising seasonally, following fall maintenance activities. The US, alone, produced 11.7 million barrels/day for four consecutive weeks securing our place as the world’s largest oil producer (see related story). By mid-November world crude oil prices began falling through the $63/barrel level after reports indicated the United States was considering waivers on sanctions to countries buying crude from Iran. As of mid-January 2019 the barrel of crude was trading at $53/barrel.

Weather, world affairs and politics all create volatility in energy markets. This year is proving to be another example of why trying to predict or out-guess energy markets is a fool’s game. In the long run, establishing a Budget Plan with a Price Cap Protection Program provides the best peace of mind for our customers all year long.

There are a lot of variables in the ski industry including weather, snow, the economy and energy. Reliable, cost-efficient energy is a major concern for ski areas, including Attitash and Wildcat.

When Brian Heon, General Manager of the two ski areas, came on board six years ago, the ski areas had a long-standing relationship with White Mountain Oil & Propane. Attitash has been a White Mountain Oil customer since the ski area opened in 1965, while Wildcat became a customer when the new base lodge was built.

Heon says, “We rely on White Mountain Oil & Propane on many levels. We use propane to heat our base lodges, equipment rooms and other key areas.” Heon goes on to explain that the fryolators, grills and ovens that are the workhorses of Attitash’s four professional kitchens and the two at Wildcat are all fueled by propane. Feeding all the hungry skiers at both mountains requires a steady supply of propane—but that’s something the busy GM never gives a second thought to. “In the six years I’ve been here, we’ve never run out of propane—it’s just something we never worry about, knowing they are monitoring our supply for us.”

White Mountain Oil & Propane provides more than just propane to the two ski areas. Heon continues, “As we upgrade and replace old equipment, White Mountain Oil advises us on where new technology is at and what’s the right replacement so we can be as energy-efficient as possible. Whether we’re looking at replacing heating units in the base lodges or cooktops in the kitchens, it’s great having them as partners to help and advise us.”
NEW HAMPSHIRE TRANSITIONS TO
Ultra-Low Sulfur Heating Oil

Heating oil providers in New Hampshire are celebrating the recent passage of SB577 into law, which improves home heating oil for homeowners of New Hampshire. New Hampshire is joining other states in New England that are making the switch to ultra-low sulfur heating oil, (ULS). The new law signed by Governor Sununu was effective as of July 1, 2018 and transitions all current heating oil to 15 ppm (parts per million) heating oil.

Traditional heating oil in the State of New Hampshire has a sulfur content of 4,000 ppm, which is exponentially higher and had fewer benefits than ULS heating oil. Compared to traditional heating oil, ULS is better for the planet and will save customers more on their home heating costs.

The Benefits of Ultra-Low Sulfur Heating Oil

ULS heating oil is a greener alternative and is better for the environment because it releases fewer emissions than traditional heating oil. While traditional heating oil has been improved tremendously since the 1970’s, ULS heating oil has become a greener heating oil with a cleaner burn. According to a study by the Brookhaven National Laboratory, ULS heating oil produces 20–30% less nitrous oxide and 99% fewer sulfur oxide and particulate matter emissions than traditional heating oil. This positive environmental impact is highly significant to all New Hampshire residents. According to the most recently available U.S. Census data, nearly half of the homes in our state use heating oil as a primary heating source.

The environmental benefits of ULS heating oil can improve quality of life for all New Hampshire residents with cleaner air and reduced water quality deterioration. ULS heating oil is a cost-effective energy source for homeowners and businesses that requires no conversion costs for current oil heat customers and can easily fit into heating season budgets.

The transition to ULS heating oil is easy because it’s already compatible with current oil heat equipment, which means there’s no need to upgrade, add-on, or alter existing heating equipment. While the price per gallon of ULS heating oil can be higher than traditional heating oil, the lack of conversion costs and several long-term financial benefits significantly outweigh a slightly higher price per gallon.

Traditional heating oil causes buildup of sludge and debris in heating equipment, which is referred to as fouling. This buildup happens with any type of heating oil, but occurs more often with higher sulfur levels. Fouling, along with corrosion of equipment, means it’s more likely that a heating system needs to be updated. With only 15 ppm sulfur content, ULS heating oil will significantly reduce fouling in equipment and repair visits it may cause.

A Cleaner, Greener Fuel for NH Oil Heat Consumers

The amount of savings New Hampshire homeowners will see from ULS heating oil used in their current heating systems will give them peace of mind during the brutal New England winters. The increased efficiency, reduced maintenance, extended longevity of equipment, and no added cost to transition to ULS heating oil are all benefits to New Hampshire residents.

Over the past five years, White Mountain Oil & Propane has conducted a clothing drive at our North Conway showroom to collect winter clothing for local children. It has been amazing to watch people drop off new and slightly used winter jackets, snow pants, hats and gloves in our showroom bin. Some even brought in home-made knitted mittens, hats and scarfs. All items were then given to two local valley charities—The Revolving Closet and Children Unlimited.

Over the five years we have collected:

- 813 Coats
- 73 Snow Pants
- 63 Vests
- Countless hats, scarves and mittens.

Thank you to all who have donated.
“Thank you, Don, for your quick arrival to assess the problem.”

I was so impressed and thankful for your immediate response to my failed hot water heater today, that I just had to express my appreciation once again. At 82 years “young,” it creates a huge feeling of helplessness when things don’t work as they should. Thank you, Don, for your quick arrival to assess the problem.

—MR. YOUNG, HART’S LOCATION

Don Mayer—always there for you...

24/7/365 Customer Service
800-600-4728 • 603-356-6386

Vets2Techs is a project started by oil and propane professionals to help veterans find rewarding jobs in the oil and propane industry. These jobs can range from technicians to delivery drivers to sales and management. To date, Vets2Techs has been successful in helping many veterans find employment in oil and propane companies throughout the country.

Through the Energy Marketers Association of NH, White Mountain Oil & Propane is proud to be part of such a great program. This is just one way we can serve the men and women who so bravely served our country. If you are a veteran, or know of a veteran who is seeking employment, contact our office to inquire about any available positions we have open or go to www.vets2tech.com and sign up today to see positions available throughout their network.

Stay connected with White Mountain Oil & Propane!

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