

HEATING OIL HAS GREATER VALUE



FACT: Historically, heating oil prices have been lower than natural gas prices.
PLUS, Heating oil inherently provides a greater overall value than natural gas ever can.



HEATING OIL PRICES ARE DOWN

- In 2016, oil prices fell to their lowest level since 2005 ([MarketWatch](#)).
- From January 2014 to January 2016, oil prices fell by \$2.70 per gallon.
- Oil prices fell every single month from June 2014 to January 2015 and then again every month from May 2015 to January 2016 ([EIA](#)).
- The U.S. Department of Energy expects oil prices to remain low for at least the next two years; some experts think prices will fall even lower and for longer periods.

Heating oil users enjoy lower prices whenever the market value of oil decreases. Due partially to increases in domestic oil production, heating oil prices have fallen sharply over the past two years and are expected to remain low for the foreseeable future. On the other hand...

NATURAL GAS PRICES ARE UP

- Natural gas spot prices are subject to huge spikes. For example, in the winter of 2013-2014, industrial prices skyrocketed from \$4/MMBtu to \$100/MMBtu ([Reuters](#)).
- From 2000 to 2015, the average residential price of natural gas rose by more than \$2.30/Mcf ([EIA](#)).
- The U.S. Department of Energy predicts that natural gas prices will rise by more than \$1.00/Mcf from Winter 2015-2016 to Winter 2016-2017 ([STEO 12/16](#)).

If you're wondering what MMBtu and Mcf are, you're not alone. Gas prices are listed in terms of 1,000,000 British thermal units (MMBtu) and 1,000 cubic feet (Mcf), making them much more difficult to decipher than oil prices, which are measured in gallons and barrels (42 gallons). And those aren't the only gas pricing issues you might not know about...

NATURAL GAS COMES WITH SURCHARGES & FEES

- The utilities add a number of confusing charges to their bills, including peak delivery rates, customer charges, commodity charges, conservation adjustments, sales service charges, transportation service charges and more.
- Depending on your home's distance from the nearest gas line, the utility could tack on a surcharge costing you hundreds more upfront or annually.

With heating oil, the price you pay is the price you pay. Plus, many heating oil dealers offer price protection programs and budget plans that help you take control of your energy costs. They also offer 24/7 emergency service, automatic delivery and service plans to give you and your family the peace of mind you just won't get from the natural gas utilities.

DON'T CONVERT YOUR FUEL. CONVERT YOUR THINKING.

For more information on these points, or other questions about switching your home heating fuel, talk to your Oilheat dealer.

