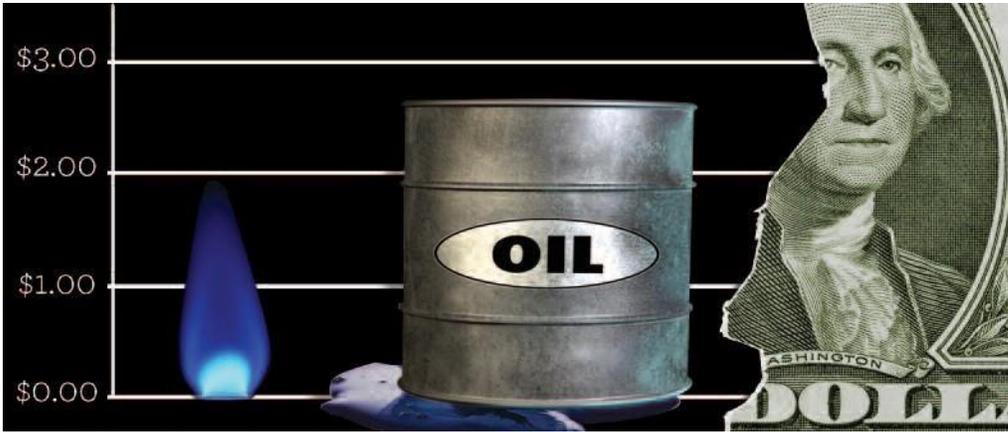


## NATURAL GAS CONVERSION CASE STUDY:

Edmund and Donna D., Whiting, N.J.



Source: U.S. Energy Information Association\*

### RECORD HIGH HEATING OIL PRICES DRIVE DEMAND FOR ENERGY-EFFICIENT NATURAL GAS HEAT

*Time to Get the New Jersey Natural Gas Advantage*

Record oil prices across the Northeast, coupled with financial incentives offered through New Jersey Natural Gas (NJNG) and New Jersey's Clean Energy Program™ (NJCEP), are spurring homeowners into action ... positioning natural gas as the preferred home heating choice and increasing the number of households converting to this clean, abundant fuel source.

According to the U.S. Energy Information Administration (EIA), the price of oil was more than double the projected cost of natural gas in winter 2011-2012, setting a new record.\* In fact, the EIA projects that this trend will continue over the long term, with natural gas prices holding steady while oil prices remain unpredictably high.\*\*

Recognizing the cost advantages of natural gas, one Ocean County couple made the switch and got the New Jersey Natural Gas Advantage. Edmund and Donna D., residents of Country Walk, a community in the Whiting section of Manchester, converted to natural gas in October 2010, saying "natural gas is a lot less expensive than oil and a heck of a lot cleaner." A year later, Edmund and Donna had realized almost 40 percent savings in their annual home heating costs.

#### Natural Gas is Here!

"When we moved to Country Walk, natural gas was not available otherwise we would have converted right away," the couple stressed. In 2010, NJNG had installed a main distribution line through Whiting, providing Country Walk residents with access to the more affordable natural gas.

"We were so excited to finally be getting natural gas," Donna said. Within the first four months after natural gas became available to Country Walk residents, approximately 50 percent of the homeowners, or 175 homes, had converted to natural gas from oil. Edmund and Donna noted that NJNG made it easy for residents to convert, absorbing 100 percent of the cost to run the natural gas line from the street to the meter.

*"Since converting to natural gas, we have seen monthly cost savings of nearly 40 percent on our energy bills."*

– Edmund and Donna D.,  
Whiting, New Jersey

#### Challenge:

Oil heating prices reach record highs; natural gas offers cost advantages, making it an attractive fuel source.

#### Solution:

Edmund and Donna D. of Whiting made the decision to convert to natural gas heat. Available financial incentives and rebates helped offset the costs of upgrading to a high-efficiency furnace.

#### Result:

A year later, the couple had realized almost 40 percent savings in their annual home heating costs.



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## The Price is Right: Making the Switch

Fuel cost savings coupled with high-efficiency rebates and incentives made the decision to convert easier for the couple. "We had natural gas in our previous homes and we wanted natural gas in our newhome," Edmund explained. The homeowners installed a 95% AFUE high-efficiency natural gas furnace and a 98 percent high-efficiency natural gas tankless water heater.

Before the natural gas equipment was installed, Edmund and Donna received a Home Performance with ENERGY STAR® (HPwES) audit performed by a Building Performance Institute-certified home energy auditor, which helped them identify estimated energy savings from the planned measures as well as additional energy-efficiency opportunities. The required upgrades for conversion were implemented through the HPwES program that offers financial incentives for energy-efficiency improvements based on a home's estimated total energy savings from such measures. The home energy audit revealed that Edmund and Donna's energy-efficiency measures would yield more than 25 percent energy savings. The couple benefitted from the rich HPwES incentives then offered to offset the costs of the energy-efficiency upgrades. HPwES incentives range from \$2,000 to \$5,000 based on energy savings.†

To help make the installation of the energy-efficiency upgrades even more affordable, the couple took advantage of a 10-year, fixed 0% APR repayment plan. Qualified homeowners can borrow up to \$10,000 on the approved costs of HPwES eligible home improvements.†† Taking into account total rebates and incentives, Edmund and Donna's monthly payments are \$57.50 for all their energy-efficiency upgrades.

## The Benefits of Natural Gas

Given the abundant domestic supply of natural gas, homeowners who heat with natural gas can anticipate saving money now and over the long term. "Since converting to natural gas, we have seen monthly cost savings of nearly 40 percent on our energy bills," the Dunnes emphasized.

High-efficiency natural gas equipment provides more useable heat at a lower cost than oil and other competing fuel sources. Moreover, natural gas equipment is extremely efficient, highly dependable and easy to maintain. By converting to natural gas, homeowners reduce the liability associated with oil leaks, do not need to rely on oil deliveries and do not require special oil tank and homeowner's insurance—all while benefitting from energy efficiency and cost savings.



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\* EIA projections in the October 2011 Short-Term Energy and Winter Fuels Outlook

\*\* EIA projections in Annual Energy Outlook 2012 Release

† For complete terms and conditions of HPwES benefits and incentives,  
visit [www.njcleanenergy.com/residential/programs/home-performance-energy-star/benefits-and-incentives](http://www.njcleanenergy.com/residential/programs/home-performance-energy-star/benefits-and-incentives).

†† For complete terms and conditions of NJNG's On-Bill Repayment Program, visit [www.savegreenproject.com](http://www.savegreenproject.com).

**Contractor:**  
BC Express Inc.  
Toms River, NJ 08755  
[www.bcexpressinc.net](http://www.bcexpressinc.net)