



Selecting The Best Home Heating Company ?

How much thought went into the selection of your home heating provider? “Unfortunately too many homeowners do not invest much time in selecting the provider for their home heating fuel and heating system”, says Barry Motzkin VP. Of Kosco, the areas leading heating home comfort company. Motzkin cautions that basing the decision solely on a fuel company’s promotional pricing can lead to dissatisfaction and potentially higher overall annual heating costs. If your provider can not fulfill promises or can not service your heating system in a timely fashion chances are both your comfort and wallet will suffer for it.

Should you switch home heating fuel companies? The answer to this question can be realized much easier when comparing the facts. There are many reasons homeowners switch from one home heating company to another: cost, poor service, needed services are not offered and quality issues are all among the top reasons. Let’s take a brief review of each:

Costs:

Yes, I know that telling neighbors and friends you bought your heating fuel for five cents a gallon less can give you a euphoric feeling; I call it the “Oil *Rush*” of the twenty first century. The truth of the matter is that saving five cents a gallon adds up to less than fifty dollars a year. The majority of homeowners burn less than 1000 gallons of fuel a year. I am not making light of fifty dollars but, have you really saved anything at all? You need to look at heating as an annual expense not a cost per gallon. Do you have a maintenance agreement and if so what is that costing you? After a recent survey we found Kosco to be the best value in the area, at \$204.00 per year the price includes an annual cleaning and nearly all parts are covered along with the labor to repair those parts. If you do not have a maintenance agreement it is likely that you have not had a cleaning in a while. Your heating system requires routine cleanings and if not maintained your system is not performing at peak efficiency. A typical heating system running at just 10% below its potential efficiency will burn an additional 100 gallons annually. The additional gallons burned can cost you over \$250.00 a year. I know of one family that had lost their heat in the middle of the night and the heating provider did not offer emergency service. The head of the household was forced to stay home from work that next day to wait for the service tech to arrive. That was an unexpected and costly day. Not only did the homeowner lose a days pay but he was also faced with a bill for over \$380.00 in repairs.

Poor Service:

We have all been faced with poor service from time to time. What I look for when selecting a service company is honesty, and a strong policy on customer satisfaction. Nobody likes unpleasant surprises, so fine print and double meanings in contracts are confusing and annoying. Kosco offers a No Surprises Service Agreement that is designed with customer satisfaction as a priority. If you have a service plan with a company other than Kosco you will notice that amongst the terms and conditions will be a list of parts that are covered under your plan. Unless you are a technician I’d imagine you probably haven’t a clue as to what half the parts are. Kosco’s plan is comprehensive and easy to understand, a short list in layman’s terms explains what is not covered.

Full Service:

Finding a Home heating company that provides fuel delivery and 24 hour, 7 day a week service can free up your valuable time. Kosco provides full service to thousands of homes throughout the Hudson Valley. Special services include Electronic home monitoring of heating systems; Price Protection includes free downward price protection; Budget plans for qualified customers; Fuel tank remediation, Automatic delivery, new installations and so much more.

Quality

Today quality is so important; with quality generally comes reliability. When your comfort is at stake reliability is king. Companies like Burnham, Thermo Pride, and Weil-McClain lead the industry in quality heating systems. Kosco is the authorized dealer and installer for several system leaders. Kosco technicians are factory trained in one of the nations only state-of-the-art in-house training facilities.

Your families comfort is worth taking your time to select the right Home Heating Comfort Company. For a free consultation contact Kosco directly at 845-876-2033



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