

Delivering Your Best Value For Your Energy Dollar

Approved Energy LLC

Are you getting the best value for your energy dollar? For more than 75 years, one company has been managing its clients' energy needs, providing fuel, equipment testing and tune-ups, preventive maintenance and more – at competitive prices, and with uninterrupted service – to residential and commercial properties throughout the New York area. The company, providing heating oil, natural gas, electricity, and on- and off-road diesel fuel, is Approved Energy LLC.

It's a company that hundreds of building owners and managers already know by its original name. Founded in 1937 as Approved Oil, its new identity now more accurately reflects the growing scope of the fuels and services it provides.

"Our mission is to use our full-service capabilities to bring peace of mind to the building owners and managers who are our clients," says Vincent Theurer, second-generation owner of Approved Energy and today the company's President and Chief Executive Officer.

"Why use Approved Energy as your supplier? Not only do we monitor the energy markets on a daily basis, we actively trade them as well," says Chris Fazio, the company's Chief Operating Officer. "Through the use of futures and options, we can take advantage of downtrends in the markets as well as protect our inventory with a daily hedge. More important, this allows us to limit our clients' risk due to unforeseen spikes in the market. Our pricing programs have saved many of our clients tens of thousands of dollars each year."

Milbrook Properties Ltd. is one of these clients. Says Jeffrey Katz, Milbrook's Vice President for Field Operations, "As our firm transitioned its heating plants to burn #2 fuel oil, we saw a need to find a vendor that could cap our fuel costs. Approved Energy is that vendor. Milbrook Properties signed on during the summer of 2012, and we began seeing savings at the start of the heating season. These savings came to three to five percent above our already discounted pricing throughout the season. Thanks to Approved Energy, Milbrook Properties was able to keep our fuel costs in control. We plan on continuing to do business with Approved Energy for many years to come."

Rudd Realty Management Corp. offers a similar perspective. "Overseeing more than 75 properties," says Steven Furman, that firm's Director of Management, "we are always looking for ways for our clients to operate their properties more efficiently while reducing operating costs and saving money. As part of our energy conservation and sustainability programs, and in compliance with new city laws, we have been converting many buildings in our portfolio from #6 oil to #2 oil or natural gas. In this process, it has been our role to help our buildings to purchase oil and to budget annual expenses accordingly. We found that Approved Energy was

the only company that presented a cap program, rather than a lock-in program, enabling our properties to benefit greatly. Rudd Realty has now committed numerous properties to this program, permitting us to budget annual fuel costs astutely, and ultimately to save several hundred thousand dollars for our clients. What's more, Approved Energy's personal service and hands-on approach in serving our clients' needs are beyond compare."

Another important aspect of Approved Energy's service is its regular, periodic preventive maintenance. "If your heating system is going to run the way the manufacturer designed it, and if it's going to give you the most heat possible from the fuel you're buying, then you want that system to be running perfectly," says Approved Energy's Chris Fazio. "A properly tuned boiler or furnace burns about five percent less fuel than an out-of-tune system, so a schedule of regular tune-ups can offer substantial savings over time. While a major part of our business is to sell fuel, we love to see you use less!"

"At Approved Energy," says Vincent Theurer, "we have the best trained team of technicians in New York City. They use advanced test equipment to help you achieve minimum waste. What's more, every time we tune your equipment, we include a thorough inspection. If we detect any potential problems, we bring them to your attention and go over the options for fixing them. Got an emergency? Approved Energy is on top of it. Our 65 emergency service technicians are on duty or on call 24 hours a day, 365 days a year."

Among other advantages offered by Approved Energy are:

- the Metropolitan area's largest on-the-road fuel delivery and service fleet;
- constant availability of fuel, regardless of changing economic conditions or increased demand due to severe weather;
- the largest customer service department of any similar New York City company;
- automatic or on-request delivery scheduled at the customer's convenience;
- custom-engineered heating equipment installations.

"Maybe best of all," says Chris Fazio, "you get our company's commitment to do the job right, the first time, every time!"

Among clients who enjoy that commitment is Albert Voci, Senior Property Manager, Newmark Grubb Knight Frank. "Our buildings use Approved Energy for both fuel and service, and receive the most competitive prices and quality workmanship," he says. "If needed, we can request one-day or same-day services. We always speak to a representative who knows the building and knows its average fuel consumed. If anything is out of the ordinary, they advise us. Any issues are responded to with professionalism and gratitude for our business. We have demanding

Fred Tamburino, Vincent Theurer and Chris Fazio



ownerships who expect nothing but the best at reasonable prices. Approved delivers for us – literally.”

“A great many of the properties we serve are taking advantage of our Approved Energy’s service plan,” says Fred Tamburino, the company’s Vice President for Sales and Marketing. “It’s a terrific value. For one low annual price, you get thorough, expert tune-ups as well as comprehensive coverage for most system components. Then, if any of those components requires repair or replacement due to normal wear and tear, we take care of it, at no additional cost. When you consider the costs of parts and service today, a service agreement can save thousands of dollars.”

Approved Energy’s certified installers, engineers and expeditors keep up-to-date on local laws, and check customers’ buildings to keep them in compliance. In addition, every three years, Approved Energy checks customers’ boiler emissions for pollutants. It’s a mandate from both the U.S. Environmental Protection Agency and New York State’s Department of Environmental Control. If the results call for any adjustments to the boiler or burner, the company is there to perform them.

“If you are buying natural gas or electricity, it makes sense to buy

them from Approved Energy rather than from a utility,” comments Vincent Theurer. “If there’s an emergency, a utility can take up to three days to handle it; at Approved Energy, we promise a response within 24 hours. There are cost benefits too: utilities have to collect a Gross Receipt Tax and MTA surcharges; however, buying gas from us exempts you from that – and in New York, that translates to savings of about 3.5 percent.

“With some 200 employees and 125 vehicles,” says Vincent Theurer, “Approved Energy is one of the Metropolitan area’s leading providers, not only of fuel and knowledgeable client care, but also of each individual customer’s comfort and peace of mind. We have built our company on this philosophy – and we’ll never waver.”

By Peter Haas

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