

and boilers or furnaces. Manufacturers of furnace components tend to restrict themselves to a limited range of components. Major manufacturers are R.W. Beckett Corporation of Elyria, Ohio; The Carlin Company of Windsor, Connecticut; and the Wayne Home Equipment Division of Fort Wayne, Indiana. These manufacturers do not support any significant amount of R&D.

Service personnel for oil furnaces and boilers are not technically sophisticated and are generally slow to adopt new technologies. Consumers tend to be poorly informed about alternative technologies, and there was little public awareness of the FRHOB at the time the OBCS effort at Brookhaven was conceived in 1976.

4.4.3 The DOE Role

DOE supported three phases of R&D: laboratory testing, field testing, and a marketing program. The project began in 1979 and ended in 1982; total project costs were \$250,000. An industry committee was formed to advise the project, and was headed by John Mellow of the Hydronics Institute.

The DOE role began with the identification of possible intervention points in the fuel oil residential heating industry. Brookhaven National Laboratory (BNL) investigated several possible energy saving techniques in the laboratory and selected the FRHOB for further work. BNL then supervised a carefully controlled field test to establish and demonstrate the energy conservation benefit of the technology. Fuel oil dealers were paid to install and maintain the burners as part of this Fuel Oil Marketing Program. A training program for service personnel was also operated in conjunction with the field test.

As part of the marketing program, 70,000 copies of a consumer-oriented information booklet and fact sheet on "Upgrading your Oil-Hot Water Home