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October 2018

The Fall OESP Oil Heat Retreat Was a Huge Success

This year's Oilheat Retreat took place last month in beautiful Atlantic City, New Jersey.



A wonderful and productive time was had by all as members and their spouses were able to come together to work and relax over the weekend. Despite some initial rain, Saturday was a beautiful day! The spouses had a fantastic time shopping and dining in Historic Smithville.



BOD members were able to enjoy an afternoon stroll on the boardwalk or take in a little outlet shopping themselves.

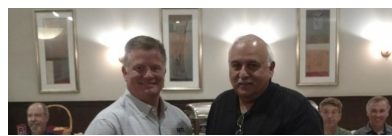
Plenty of good food was abound as the crew of OESP enjoyed the many restaurants around town.

Save the date for the Spring BOD meeting - March 22-24 in Suffern, NY at the Crown Plaza Suffern.

Chapter News

Rhode Island Chapter

At its first meeting of the season, the Rhode Island Chapter presented NTI their new corporate member plaque.



Dave Walsh and **Ted Lowe** of NTI then gave an informative and engaging presentation about NTI Boilers GF200 Condensing Combi Furnace and FTV Condensing Boilers.

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Oil Heat Cares

This month OESP is proud to feature an Oil Heat Cares project that was completed in September in Catonsville, MD.

Katherine Burk, 92, has lived in her home for more than 50 years.

She has been alone for the past 10 years, since her husband passed away. She is currently recovering from hip replacement surgery, making it challenging for her to get around.



Dave Walsh of NTI pictured with Frank Sousa, President, Rhode Island Chapter



The group learned how the GF200 Combi provides comfortable warm air and domestic hot water in one small footprint with 97% AFUE.

For more information on the Rhode Island Chapter, please visit rhode-island.thinkoesp.org.

Lehigh Valley Chapter

The Lehigh Valley Chapter came together for its first meeting of the season last month. An animated group enjoyed a good meal and renewed acquaintances at its new meeting location, the Copperhead Grille in Bethlehem, PA.



Mark Smith spoke about Fuel Quality and the housekeeping that will be required as PA and MD transition 500 ppm Sulfur Heating Oil down to 15 ppm ULSHO. As part of the discussion, Mark drew attention and provided suggested mitigation to reduce emerging field issues currently being experienced by heating oil dealers and their oil customers. These issues include premature oil burner pump failures and excess water in outside tanks.

For more information on the Lehigh Valley Chapter, please visit: lehigh-valley.thinkoesp.org.

Fairfield County Chapter



Last month, the Fairfield County Chapter gathered at the Miamogue Yacht Club in Bridgeport to enjoy some laughs, cocktails, good food and an interesting presentation by **Rich Leighton** and **Mike Gamberoni** of Mitsubishi Electric about their new products and their applications.





For more information on the Fairfield County Chapter, please visit: fairfield-county.thinkoesp.org.

NH/VT Chapter



The NH/VT Chapter had a great time last month at the Granite Group Trade Show in Manchester. The Chapter officers were able to connect with many of the more than 500 attendees. It was exciting to introduce people to OESP as well as see many friends from other OESP chapters.

Please join the Chapter for its next meeting on October 11 at 6:30 p.m. at Common Man restaurant in Concord, NH. Please check the OESP website for further details.

For more information on the NH/VT Chapter, please visit nh-vt.thinkoesp.org.

Garden State Chapter



Joe Navarra, HVACR Comfort Pro

The Garden State Chapter welcomed Joe Navarra to its September meeting to speak to a group of more than 20 attendees regarding understanding New Jersey State and Local Township heating and cooling codes.

Joe discussed that it is more important than ever to be educated as building

inspectors are forcing contractors to complete necessary testing for Manual S and Manual J in order to approve installations.

The next meeting will take place on October 17 at Libretti's Restaurant in Orange, NJ at 6:30 p.m. Please check out the OESP website for further details.



Mark Smith picked the Joker to win the 50/50



New Garden State Chapter Board of Directors

For more information on the Garden State Chapter, please visit www.gardenstate.thinkoesp.org.



Katherine's boiler was cracked and leaking water and she knew it needed to be replaced but simply didn't have the funds. She called Parker Fuel for a quote in order to try to get a loan. That's when Oil Heat Cares stepped in, covering the cost of the boiler and providing the labor to install.

Glen Robinson of Warthen Oil led the team to replace Katherine's boiler with a brand new Burnham steam boiler. He worked with Kody Foster and John Dellangelo both of Parker Fuel as well as Zack Stark of Warthen Oil. In addition to donating their time, the two companies donated all the incidental materials for the job.

Thank you to all who generously support Oil Heat Cares. For more information please go to www.oilheatcares.com. We hope you will consider getting involved.

OESP Executive Board

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Education Co-Chair

Thank you Corporate Members

Thank you to all our Corporate Members for your continued support. If you are interested in learning more about a corporate membership, please call the office at 888-552-0900 or email **Lisa Strug** at lstrug@thinkoesp.org.

Advanced Fuel Solutions	PB Heat, LLC
AquaMotion	Plimpton & Hills
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Bell & Gossett (A Xylem brand)	QHT, Inc.
Bender HVAC	R.W. Beckett Corp.
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NTI - USA	Z-Flex US, Inc
PA Petroleum Assoc	

Welcome New OESP Members!

OESP is pleased to welcome the following new members who joined over the summer. We look forward to seeing you at our future meetings!

Roland Abbott	Roland C. Abbott Plumbing & Heating
Stephen Behrens	Hi-Tech Heating
Gregory Perotto	

Message from the Executive Director

by [Lisa Strug](#)

It was wonderful to see so many of you (and your better

Mid-Atlantic Chapter

At the Mid-Atlantic Chapter's September meeting, **Rosemarie Bartchak** of Boyertown Furnace discussed the features and benefits of the NRGMAX circuit board designed for existing and new furnace and boiler installations. The group enjoyed a mock setup that Rosemarie brought which allowed them to see the board in operation during different stages of ignition and heater operation.



Rosemarie Bartchak, Boyertown Furnace & **Mike Hodge**, Griffith Energy

Please join the Chapter on Tuesday,



Left to right: **Tom Raulinavich**, Energy Kinetics; **Charley Chapman**, RE Michel; **Roger Mitchell**, Energy Kinetics Company Trainer

October 9 at Belissimo's in Finksburg, MD, for a presentation on Carlin Burners and controls.

For more information on the Mid-Atlantic Chapter, please visit masma.org.

CT Valley Chapter

Last month, the CT Valley Chapter held its annual Lou Ehrich Golf Tournament at the Timberlin Golf Club in Berlin, CT.

Golfers enjoyed a beautiful day that included lunch, a delicious steak dinner and some great golf!



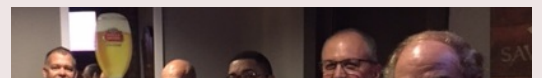
The Chapter's October meeting will take place on Thursday, October 18 at 6:30 p.m. at Chuck's Steakhouse in Rocky Hill, CT. Please check the OESP website for further details.

For more information about the CT Valley Chapter, please visit ct-valley.thinkoesp.org.



Southeast PA Chapter

An energetic group gathered last month at Conestoga Restaurant in





halves!) at the Oilheat Retreat, held last month in Atlantic City, NJ. It was an exciting weekend of work and play as more than 60 OESP members gathered to kick off to the fall heating season. I look forward to seeing many of you again March 22-24 at the Crowne Plaza in Suffern, NY for the Spring BOD meeting.

Planning has already begun for the Eastern Energy Expo - save the dates - May 19-22, 2019, as we return to Hershey, PA. We will once again host the Care to Ride and Dave Nelsen Scholarship golf outings. And, we are planning plenty of technical education for you - there will be tons of great training so mark your calendar now. You won't want to miss the OESP Opening Reception and Awards Banquet which will be better than ever!

We have proudly welcomed nine new corporate members in 2018. Our corporate partners provide much needed training for our members and we thank them for their support. We look forward to welcoming more. If you know of a company who is involved with us, or should be, suggest corporate membership or contact me to get in touch.

But we are always looking for new service managers and technicians to join us. Do you have friends or colleagues that would benefit from membership in OESP? Bring them along to a fall meeting. It is more important than ever to continue to grow our great association and educate the next generation. If you have friends that want to give us a try, bring them along and their dinner is "on us."

New members can join now and get a "nearly 2 for 1" on the upcoming heating seasons. They will get the remainder of 2018 and all of 2019 included in one price!

Your membership dues invoice will be going out shortly.

If you pay your dues electronically, you will receive an email with instructions to pay your bill online. Your invoice will be delivered to your email. Simply click the link - your link is unique to you, so no login will be required. If you receive your invoice by mail, please send us your email address so that we can save a few trees and email you your invoice.

OESP is always looking for people who are interested in making a difference in their career and this great association. One of the ways is by providing networking opportunities to help grow your business.

Everyone wants to work with people they know and trust, so get involved in your local chapter and experience the difference it will make for you. Please contact me or your local chapter president to learn how you can make a bigger difference.

We would like to thank our loyal and generous advertisers for their support this year. Thank you

Conestoga Restaurant in Lancaster, PA and enjoyed a presentation from **Scott Hunt** of Thermo-Products on their product line, including an excellent selection of furnaces for installation in modular homes.



Left to right: **Scott Hunt**, Thermo-Products; **Mike Arnt**, instructor at LCCTC; **Justin Hennighan**, ARP Supply; **Scott Ansel**, Meyer Oil; **Joe Mauz**, Sid Harvey Supply House

The chapter's October



Bruce Graham, Carlin Hydrolevel & **Scott Hunt**, Thermo-Products

meeting will take place on Tuesday, October 23 at 6:30 p.m. at Conestoga Restaurant in Lancaster, PA. Please check the OESP website for further details.

For more information about the Southeast PA Chapter, please visit southeastpa.thinkoesp.org.

South Jersey Chapter

The South Jersey Chapter came together last month to hear **John McKeown** of Keystone Sales discuss Bosch Greentherm Tankless Water Heaters. The information was very timely and interesting and a great time was had by all.



The October meeting will take place on October 23 at Carlucci's Waterfront Restaurant in Mt. Laurel, NJ at 6:30 p.m. Please check out the OESP website for further details.

For more information about the South Jersey Chapter, please visit [south-](http://southjersey.thinkoesp.org)

jersey.thinkoesp.org.

Bucks-Mont Chapter

Last month, the Bucks-Mont Chapter joined forces with the Montgomery County PHCC (Plumbing, Heating, Cooling Contractors Association) at the Ft. Washington American Legion in Fort Washington, PA. At the meeting **Angela Hardy** of the US Veteran Administration presented the available VA Benefits to members of the armed forces that either have retired or will be retiring. Angela came prepared with the required VA Forms to hand out and explained the web links to complete tasks online.



At the event, **Mark Smith** also spoke about the ongoing Vets2Techs nonprofit group that endeavors to match up oil and propane industry companies with Vets that are either already retired or soon to be retired from service.

For more information on the Bucks-Mont Chapter, please visit bucks-mont.thinkoesp.org.

advertisers for their support this year. Thank you to Beckett, Taco, Honeywell, Suntec Industries, Slant/Fin, Wohler, Sid Harvey, Carlin/Hyrdolevel and ECR International. Your company could be in the next issue - contact us to find out how.

On behalf of **Jonathan Jaffe, Meredith Levy** and the rest of the OESP management team, it continues to be a pleasure to serve the association. We wish you the very best for a terrific fall season. See you soon.

OESP Local Training

Looking for a local chapter meeting? So much is going on at OESP - don't miss out! View our [Calendar](#) now!

Click [HERE](#) to find a local chapter near you.

Looking for some industry training? Click [HERE](#) to find out what's going on in your area.

Click [HERE](#) to view recent photos of chapter meetings on Facebook.

OESP Needs You!

We encourage you to invite a friend or colleague to come to a meeting! **New members who join now will get the remainder of 2018 and all of 2019 for one low price!**

Our goal is not only to increase our membership but to engage those members we have. We believe this goal is achievable; we just need your help to spread the word about the enormous value of membership.

If you're a member and it's been more than six months since you attended a chapter meeting, we invite you to attend your next one for FREE!

Just RSVP to the chapter so they know to count you in for dinner and have a great time ON US!

If you're a new member and have never been to a meeting, we invite you to attend your first meeting for FREE! Again, just RSVP to the chapter and enjoy! We feel very strongly that the chapters provide incredibly valuable meetings and we want you to experience that too!

The OESP membership committee is working hard under the strong leadership of **George Fantacone**. The committee met at the Board of Directors meeting in Atlantic City and will meet again via conference call this winter.

Contact the OESP management office at 888-552-0900 or email us at lstrug@thinkoesp.org and let us know that you're interested in helping out.

HELPING HEROES
FIND CAREERS IN THE
OIL & PROPANE INDUSTRY

Long Island Chapter

The Long Island Chapter enjoyed a large turnout of 41 members and guests for its September meeting. Speaker **Jim Todd** of RW Beckett discussed what's new at Beckett. The raffle winner was **Mike Dwyer**, official chapter photographer.



Please join the Chapter on October 25 at 6:30 p.m. for its October Chapter Meeting and NORA Open House with guest speaker, **Tom Butcher** of NORA, at the Holiday Inn in Plainview, NY. Please check the OESP website for further details.

For more information on the Long Island Chapter, please visit long-island.thinkoesp.org.

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Join OESP now and get:

- 2018-19 heating season
- 2019 HVAC season
- the beginning of the 2019 heating season

That's nearly a two-for-one deal on the heating seasons!

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Training sessions in the OESP local chapters are happening now!
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Please contact **Lisa Strug** in the association office to ensure that you are getting the best possible exposure for your company. Call us at **888-552-0900** or email at lstrug@thinkoesp.org.

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