

OESP News



Oil & Energy Service Professionals

February 2020 Issue

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Oil Heat Cares Brings Heat to Montclair History Center



From left: **Jane Eliasof**, MHC Executive Director; **Diane Israel**, MHC Manager of Audience Engagement; **Carlos Rodriguez** and **Francisco Garcia**, J.W. Pierson



From left: **Ed Postol**, **Joe Feeley** and **Kevin Ball**, Woolley Home Solutions; **Bob Harris**, Top Hat & Tails Chimney Services

By Charley Holmes

The Montclair History Center came to JW Pierson Co in the late fall of 2018. That fall, when Pierson made the first oil delivery, it was discovered that the oil tank in the basement was leaking. The tank was quickly pumped out and a temporary tank was put in to get the center through the winter.

We also discovered that the boiler was in poor condition and leaking as well. With Mr. Pierson's blessing, we gave them a quote for a new boiler & oil tank, at cost.

While they were grateful for the discounted price, they were not in a financial position to move forward, as they are a non-profit with six buildings to maintain, and they rely on donations and fundraisers to function.

At that point, I told them about Oil Heat Cares. We nursed the boiler through the winter and applied to Oil Heat Cares in the spring of 2019.

As usual, Oil Heat Cares came through. I announced the project at one of our monthly meetings and the hands went up to help. **Tom Raulinavich** from Energy Kinetics said he would get a boiler

donated, **Kevin Ball** from Woolley Home Solutions and **Paul Cuprewich** from JW Pierson Co said they would supply the man power and I was able to secure a Granby Ecoguard fuel oil tank with the help of **Bob Bruno** from Venco Sales. **Bob Harris** from Top Hat & Tails Chimney Service said he would install the liner.



Charley Holmes (left) and **Tom Raulinavich** showing off the new boiler

(continued on page 2)



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Oil Heat Cares Brings Heat to Montclair History Center (cont'd)

(cont'd from front)

Carlos Rodriguez, Francisco Garcia and Jose Montanez from J.W. Pierson Company removed the old leaking oil tank from the basement and installed the new Granby tank on the right side of the building.

Kevin Ball, Ed Postol and Joe Feeley from Woolley Home Solutions installed the boiler with assistance from **Tom Raulinavich** & myself. And finally, **Bob Harris** from Top Hat & Tails Chimney Service installed the new chimney liner.

As you can see from their note of thanks, they were incredibly appreciative of our efforts. Thank you to those who support Oil Heat Cares.



Bob Harris, Top Hat & Tails Chimney Service



Kevin Ball, Joe Feeley and Ed Postol, Woolley Home Solutions



Carlos Rodriguez, J.W. Pierson

December 16, 2019

Mr. David Bessette
Chairman, Board of Trustees
Oil Heat Cares

Dear Mr. Bessette and Members of the Board,

Thank you for all your help in providing the Montclair History Center's Nathaniel Crane House with a new boiler and oil tank. As we move into the winter season, it's a relief to know that the building will be warm for all the visitors and school children who come to tour the house.

When Charley Holmes approached me and said we needed a new tank and boiler, my heart sank. We're a small not-for-profit with six historic buildings/outbuildings to maintain, and an expenditure like that is hard for us to cope with. When he suggested Oil Heat Cares and others may be able to help us, I was cautiously hopeful.

You all exceeded my expectations, both with your generosity and the professionalism with which the job was accomplished. I know I speak for everyone on the Montclair History Center's Board of Trustees when I say that we are truly grateful.

All my best,


Jane Eliasof
Executive Director



Message from the President

By Ralph Adams

It has certainly been a busy season! OESP service managers and technicians have been happily doing what they do best: serving the customer at a level not easily paralleled in the industry.

Things will continue to heat up. The fifth-annual Eastern Energy Expo is right around the corner – taking place at Mohegan Sun, in Uncasville, CT, May 17-20, 2020.

The expo has truly become the premier event for the energy and comfort industry, and we are taking it to new heights this year with more participation and twists than ever before. Thank you to **George McQueeney**, **Jay Moser** and **Dave Bessette** for their ongoing efforts in planning this signature industry event.

We are currently developing a robust education program packed with courses provided by many of our sponsors and corporate partners. This year we will be introducing education “tracks” where you will be able to learn everything you can about a particular topic by simply following the track throughout the EEE.

Want to learn something about a few different topics? Easy enough, just switch tracks! It’s going to be a great way to personalize your education experience. We are excited about this new format and look forward to sharing it with you.

Busing will be provided from many of the local chapters to help members take advantage of this invaluable training. Once registration opens, don’t delay in signing up. Thank you to Education chairs **Jason Mangos** and **Scott Vadino** and the entire committee for paving the way for this important experience.

Oil Heat Cares has done some fantastic work this season, providing heat to needy families in the various regions served by OESP. I would like to once again thank **Dave Bessette** and his dedicated committee for reviewing the applications and approving such great work throughout the year. You’ll see in this issue of the *OESP News* about how Oil Heat Cares was able to help a non-profit in New Jersey and how thankful they were.

This year’s Care to Ride will take place on Monday, May 18 at Mohegan Sun in Uncasville, CT. I know that the teams are already gearing up for an exciting competition to see who will be the highest fundraisers. There are motorcycle, bicycle and walk/run teams. No matter what you prefer,

we hope you will join us.

I invite you to take note of the advertisers that you see in this newsletter. I would like to thank OESP’s 2020 Corporate Partners:



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We appreciate such tremendous support and dedication to OESP and look forward to continued collaboration. (It is not too late for others to join this list of top sponsors, as well.)

OESP enjoys the greatest access ever to the influential leaders in the Oil & Energy industry. Our continual work with NORA, AEC and other major organizations keeps us in the spotlight as we all seek to do the best job possible, each and every day.

Thank you for all you do for OESP. Stay warm out there.

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For more information contact Lisa Strug at (888) 552-0900 or lstrug@thinkoesp.org
All proceeds to benefit the Dave Nelsen Scholarship Fund

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Monday,
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all proceeds benefiting
OIL HEAT CARES
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Spring Board of Directors Meeting

MARCH 27-29, 2020

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Update on Membership

By George Fantacone

Allow me to thank the membership chairs from each chapter who continue to monitor dues payments and follow up with members, ensuring that our membership numbers stay strong.

We need each and every chapter's involvement to help meet our aggressive recruitment goals. If you would like to get involved, please plan to join us later this month for the next call. Please contact **Lisa Strug** at the association office for the next date and time.

OESP needs your help to continue to build our terrific organization.

Once new members join, we want them to get engaged right away. So, **new members, please join us at a chapter meeting for FREE.** Just RVSP to the chapter so they know to count you for dinner, and your first meeting is on us!

If you are reading this message, but you're not exactly a new member and you haven't been to a chapter meeting in six months, we'd still like to invite you to come to any meeting for free! Again, just RSVP to the chapter so they know to count you in and you'll attend at no charge.

The benefits of membership are boundless. For example, each month there are 15-20 opportunities for training. The chapters offer monthly classes on processes, products and services that make our jobs easier, more profitable and better serve the customer.

Our goal is not only to increase our membership, but to engage our members. We believe this goal is clearly

achievable; we just need your help to spread the word about the enormous value of membership.

Membership recruitment is truly the lifeblood of our organization and the Membership Committee needs your help to make our campaigns successful. Our team of dedicated professionals, representing all of the local chapters, is happy to lend time and energy to membership campaigns and many other membership initiatives. Please join us in our efforts as often as possible.

The bottom line? Our members have terrific resources available to them, including the best educational material developed by the top trainers in the industry. Without you, there would be no OESP. And without OESP, there would be fewer sources of industry education and networking opportunities for our members.

Thank you for working together to ensure our industry remains healthy and vibrant.



Since our last printed issue, we are proud to welcome these new members:

Lennie DeAngelo

Pilgrim Sales

Mark Inderdohnen

Servco Oil & Propane

Tyler Nelson

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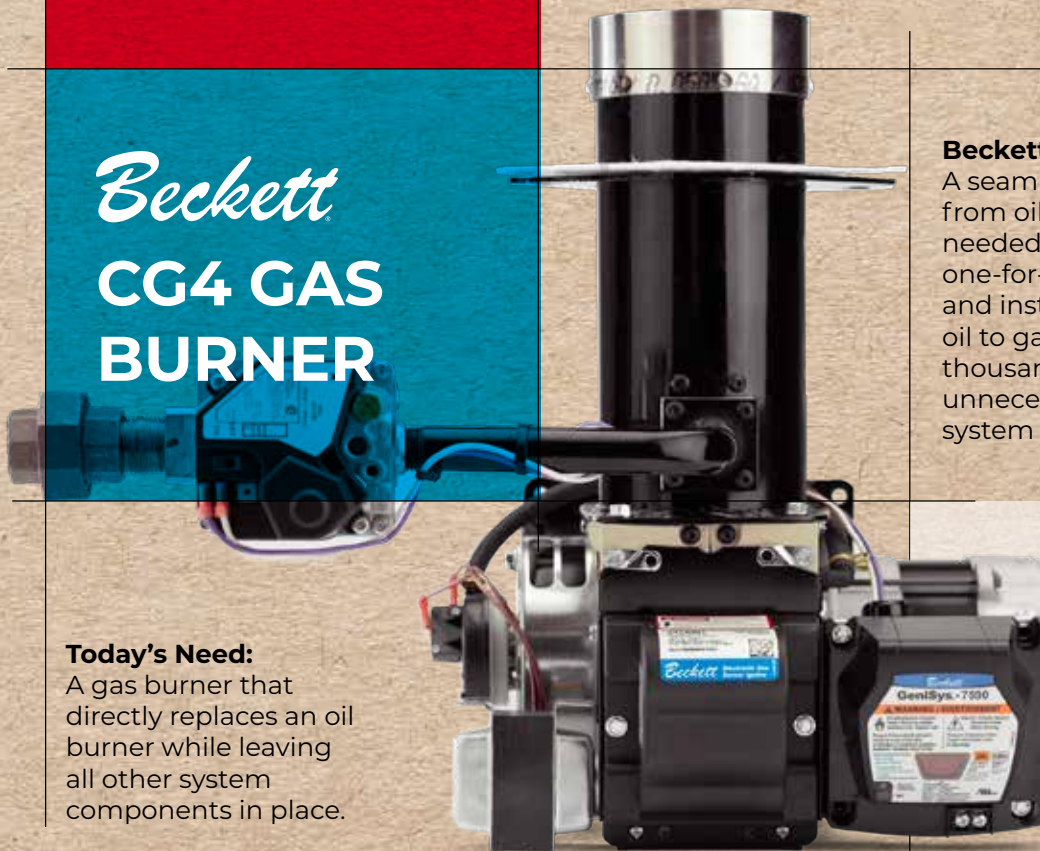


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Hugh McKee Award

- Has been in the industry a minimum of **ten years**
- Has been a member in the **National Association of Oil and Energy Service Professionals** for a minimum of **five years**
- Is a member in good standing of the **National Association of Oil and Energy Service Professionals**
- Has made an outstanding contribution to the Oil and Energy Industry
- Has had understanding and cooperation with his/her fellow members
- Has unselfishly aided the industry in education and related activities

Service Manager Award

- Is a member in good standing of the **National Association of Oil and Energy Service Professionals**
- Has made a major contribution in the field of education
- Has been a Service Manager or Supervisor for a minimum of **five years**

Lou Ehrich Award

- Is a member in good standing of the **National Association of Oil and Energy Service Professionals**
- Has aided in the field of education, but not product oriented
- Has made a major contribution in the field of education

Instructor of the Year Award

- Actively teaches at a vocational or trade school
- Has demonstrated his/her commitment to teaching oil heating
- Continually goes the extra mile for his/her students
- Has an understanding of what is required by our industry and does his/her best to teach these skills



Visit ThinkOESP.org for eligibility requirements and submission instructions. The deadline to nominate for consideration is **Monday, March 30, 2020.**

2020 SCHOLARSHIPS

OESP's **Dave Nelsen Scholarship Program** was established in 1999 to provide scholarships to students interested in pursuing their careers in the energy service industry. To date, more than \$300,000 in awards have been presented.

Please visit ThinkOESP.org for eligibility requirements and to download an application. The deadline to apply is **Friday, March 13, 2020.**

Thank you to our
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Corporate sponsors: With your help, we can continue this worthwhile program. OESP awards \$5,000 per qualifying student per year. The Association contributes \$2,500 and we are seeking sponsors to match that award. As a scholarship sponsor you will receive:

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- Your logo in our monthly e-blasts and newsletter whenever the scholarship program is mentioned
- Featured article of scholarship sponsors in the printed conference issue of the OESP News
- Recognition & signage at the OESP awards dinner on May 19 at Mohegan Sun



Applications are also being accepted for the
5th Annual Dan Holohan Grant

This award is for instructors at either HVAC colleges or technical high schools who want to continue their education or purchase needed tools or books for the classroom.

The deadline to apply is
Friday, March 13, 2020.

QUESTIONS? Contact us today at **888-552-0900** or lstrug@thinkoesp.org.

Thank you to our dedicated photographers around OESP for sending in these fantastic chapter updates! Please remember to give us the names of the people in your photos!



Rhode Island

The Rhode Island Chapter was pleased to welcome **Dave Marcotte** of Emerson Swan to its January meeting. Dave gave a great presentation on the Haier mini split line and also covered the rebates that are available on certain models.

The Chapter's next meeting will be on Tuesday, February 11 at 6:30 p.m. at Chelo's Restaurant in East Providence. Please check the OESP website for further details. For more information on the Rhode Island Chapter, please visit rhode-island.thinkoesp.org.

Westchester

At the Westchester Chapter January meeting, members and guests enjoyed an informative presentation by **Charlie Masone** of RW Beckett. Also, at the meeting, the popular "Tech Talk" series continued with a lively discussion on the most common heating diagnostic service, led by **Angel Gonzalez** of Carlin/Hydrolevel.

The next Chapter meeting will take place on Thursday, February 6 at the Casa Rina Restaurant in Thornwood at 6:30 p.m. Please check the OESP website for further details. For more information on the Westchester chapter, please visit: heatcoolpros.org.



Fairfield County

Last month, 26 members of the Fairfield County Chapter gathered at Roberto's in Monroe for an exciting meeting featuring **Tyler Nelson** of E-Instruments Group. Tyler discussed the importance of proper combustion testing procedures and interpreting the results.

Please join the Chapter on Tuesday, February 4 for its next meeting at 6:30 p.m. at Roberto's in Monroe. Check the OESP calendar for details. For more information on the Fairfield County Chapter, please visit fairfield-county.thinkoesp.org.

Mid-Atlantic

The Mid-Atlantic Chapter went south for its January meeting, to The Mexico Restaurant in White Plains, MD. Attendees enjoyed a very informative presentation by **Brian Kiernan** of Energy Kinetics about high energy boilers.

The February meeting will be held on Tuesday, February 11 at Bellissimo's at 6 p.m. Please check the OESP website for more information. For more information on the Mid-Atlantic chapter, please visit: masma.org.



New Hampshire/Vermont

Last month, the NH/VT Chapter met at the Common Man Restaurant in Concord, NH, and enjoyed a wonderful presentation on smart/connected systems by **Mike Kelly** of The Granite Group. Mike presented an overview of the entire connected systems along with the smart systems and explained the differences. He put the WiFi thermostats in perspective of what consumers want and how we, as contractors, should be able to meet this demand. Mike expertly answered a flurry of questions from the participants.

The Chapter's next meeting will be on Thursday, February 13 at 6:30 p.m. at the Common Man Restaurant in Concord. Please check the OESP website for further details. For more information on the NH/VT Chapter, please visit nh-vt.thinkoesp.org.



From left: **Rosemarie Bartchack**, Boyertown Furnace; **Curt Martin**, RW Beckett; **Ron Duch**, Apgar Oil

Lehigh Valley

The Lehigh Valley Chapter welcomed 17 members and guests to its January meeting at the Copperhead Grille in Bethlehem, PA. **Ted Harris**, the Executive Vice President of PPA, updated the attendees on current legislative and industry agendas that will affect their business. That includes: Sulfur Reduction of Home Heating Oil in PA, Carbon Reduction Initiatives of Petroleum Fuels at the Pennsylvania State Level, Biodiesel Tax Credits resumption and the TCI (Transportation and Climate Initiative). In addition, at the meeting, **Pippy Ostrow** from F.W. Webb was elected as a new Director of the Lehigh Valley Chapter.

The February meeting will take place on Wednesday, February 5 at Copperhead Grille in Bethlehem, PA at 6:30 p.m. Please check the OESP website for further details. For more information on the Lehigh Valley Chapter, please visit lehigh-valley.thinkoesp.org.



From left: **Ted Harris**, PPA; **Keith Morgenstern**, Apgar Oil; **Jim Apgar**, Apgar Oil

New Haven

In January, the New Haven Chapter gathered to hear **Kareen Belin** of Cavagna discuss propane and natural gas controls.

The Chapter invites you to attend its next meeting, Thursday, February 13 at Brazi's in Long Wharf at 6:30 p.m. Please check the OESP website for further details. For more information about happenings in New Haven, please visit newhaven.thinkoesp.org.



Garden State

The Garden State Chapter welcomed 16 members and techs to its January meeting at Libretti's Restaurant in Orange. **Joe Harazim** and **Tom Raulinavich** of Energy Kinetics introduced their newest boilers and provided interesting technical insight.

The Chapter's next meeting will be a joint meeting with the South Jersey Chapter on Tuesday, March 24 at 6:30 pm at Carlucci's Waterfront Restaurant in Mt. Laurel. Please check the OESP calendar for details. For more information on the Garden State Chapter, please visit gardenstate.thinkoesp.org.



By Barry Aruda, Advanced Fuel Solutions

Let me paint a less than favorable image for you. Imagine you've purchased a new home and it's your first morning living there. Before getting ready for work, you've got to shower. The water is warm, the water pressure seems perfect, but something isn't quite right. It's then you notice that the drain is not located on the shower floor, where it should be, but two inches up, just under the faucet.

Now, this is unrealistic. You'd likely have voiced your concerns during the home inspection. And yet, this is the reality for so many homes in our region that rely on heating oil. The oil tank is all-too-often side-piped instead of bottom-piped, the way it should be done.

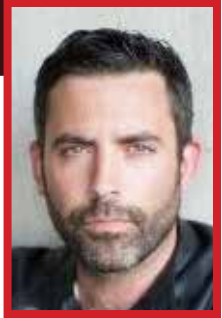
Back to our shower scenario. Imagine showering each morning, standing in the filth and water that has built up in the two inches beneath the side-piped shower drain? Does it make your stomach turn even thinking about what might be lurking in the depths of that sludge?

Sure, it does, and rightly so. The same can be said for the one to two inches beneath the side pipe of your oil tank. And, I've got news for you. What lies inside those tanks is far more harmful than whatever you could possibly create in a shower. After all, it's probably been that way for 25, 30, or even 40 years.

Just like your shower, the oil tank dilemma starts with water. All oil tanks are vented to the atmosphere, and the atmosphere (air we breathe) is absolutely full of water. Did you know that the average human processes over half a gallon of water every single day?

Your oil tank needs to breathe, too. Season after season, day after day, that tank is breathing like a set of lungs, and collecting water than has condensed on the inside. Unlike humans, who will absorb water into the body to sustain life, the oil tank has nowhere to put it. And since water is heavier than oil, it naturally sinks to the bottom of the tank and begins to fester. Soon after the water-line has been set up, it becomes a breeding ground for strains of fuel-eating bacteria

that steal from your customer's supply and their wallets. Making matters worse is that these bacterial strains (which can multiply from 1 million to 1 billion in about 24 hours) have a waste cycle, same as you and me.



Anaerobic yeasts and fungi excrete acetic acid, which is highly corrosive to steel and other metals commonly found in our industry. When they're done eating the fuel and creating their concoction of corrosion, they die off, making room for their offspring. And, when they die off, they sink to the bottom of your tank, contributing to the black sludge that is commonly found when tanks must be removed.

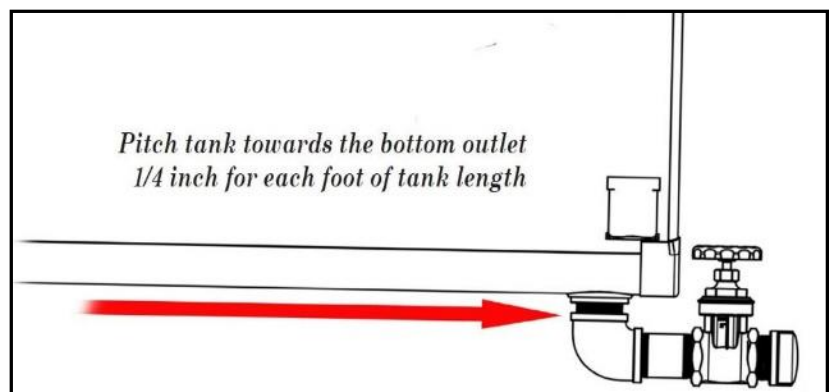
Let's briefly recap. Water in tanks will allow bacteria to move in, and bacteria causes corrosion. It's a pretty simple and

disgusting scenario. That being said, it is a scenario rather easily remedied by simple changes in that way we do things as an industry. How can we prevent the breeding ground from ever occurring in the first place? The solution is to allow gravity to be your friend.

Your home shower is pitched toward the tub drain, which is piped out of the bottom. This allows harmful and nasty bacteria and dirt to escape into the sewers or septic tank. The same should be done for your oil tank! Your oil tank should be pitched toward the opening (not less than 1/4 inch for every five feet in tank length) and should be piped out the bottom, always. This allows moisture and

(cont'd on page 14)

*How can we prevent corrosion?
The solution is to allow gravity to
be your friend.*



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Elmridge Golf Course in Pawcatuck, CT. Please check with your company to see if you can lend support to the future of the industry (and have a lot of fun in the process.)

Registration will be opening shortly for EEE attendees. We are pleased to offer discounts to OESP members who want to register for the technical education track. This is just another way that your OESP membership pays off. You can also book your hotel room now, so don't delay. Visit www.easternenergyexpo.com for reservation details.

The Spring Care to Ride benefiting Oil Heat Cares will take place on Monday, May 18 at Mohegan Sun. Application forms and online fundraising are both available on our website now.

Last, but certainly not least, OESP is accepting applications for several very important awards. Details can be found on the OESP website:

- **The Dan Holohan Grant:** This award is for instructors at either HVAC colleges or technical high schools who want to continue their education or purchase needed tools or books for the classroom. Please submit applications no later than Friday, March 13, 2020.

- **The Dave Nelsen Scholarship:** This award is for students pursuing an education in the oil and energy industry. Please submit applications no later than Friday, March 13, 2020.

- **OESP Annual Industry Awards:** It is up to our membership when it comes to nominating people for these awards. Please submit your nomination no later than Monday, March 30, 2020.

Last year we introduced a new technician's scholarship. These funds are available on a rolling basis with a maximum of \$2,000 per person. Details can be found on the scholarship page on the OESP website at thinkoesp.org. Please encourage your technicians to apply to support their continuing education.

On behalf of **Jonathan Jaffe, Meredith Levy** and the rest of the OESP management team, it continues to be a pleasure to serve such a proactive organization focused on member service.

We look forward to continuing to find ways in which we can work together to help the Association thrive. Thank you for the opportunity to serve OESP. It is a pleasure.

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OESP thanks our Corporate Members for their support.

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Fuel Piping: Outsmarting Mother Nature (cont'd)

(cont'd from page 10)

particulate/bacterial matter to leave your system and get cooked out through combustion, every time the burner calls. It's a simple fix, but one we don't often think about.

Summer months can be more challenging. Yes, we still shower from April through October, but the oil burner isn't typically working too hard during this time. So, how can we protect our supply and oil tanks during the warmer months when little is happening? Your best bet is implementing preventative defensive measures through chemical application—in short, introducing a stabilization package that has been designed and manufactured to handle both generic ULSHO and biodiesel blends. This is paramount, given the distillate pool's future and the advent of biodiesel as the alternative fuel of the future—one that will likely save our industry.

But I digress. During the months where oil use is largely stagnant, you have to rely on the integrity of your product to take care of itself. By stabilizing the fuel before the delivery is made, you can effectively control the moisture inherent in all fuels (and the atmosphere), and prevent harmful bacteria from ever setting up in the first place.

Rethinking our oil tank installation and stabilization of fuel is a no-brainer. The practice of both will protect your supply, brand, and customer from having to deal with headaches that can include no-heat service calls, burner breakdown, and even tank failures. These problems not only annoy and frustrate your customers, but they cut into your bottom line as well.

No matter how clean the water may be coming from a shower head, it doesn't make a difference if you're standing in sludge. And, while you may stand behind the quality of your delivered fuel, what happens to it when it gets dumped into a filthy and corrosive environment?

Cleaning up our act starts at the bottom. Fuel has changed, and with it, our thinking should, too.

Barry Aruda is the Northeast Regional Manager for Advanced Fuel Solutions. As an admitted "fuel quality fanatic," he spends a great deal of his full-time job testing fuel for analysis, recommending preventative defensive strategies, and working with dealers to overcome the challenges of housekeeping and changing technology.



OIL HEAT RETREAT

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