

OESP News



Oil & Energy Service Professionals

May 2021 Issue

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Now accepting ads for the August 2021 issue of the OESP News. Ads must be in by July 15.

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Eastern Energy Expo starts soon!

We are excited to present Eastern Energy Expo 2021: Education Summit & Marketplace, May 24-26.

This year we will be using a state-of-the-art video conference platform to host a range of live business and technical education programs for owners, managers, service managers and technicians. It will also feature interactive networking connections through a virtual online platform accessible from your desktop, smartphone or tablet. Attendee registration will be FREE!

Now in its sixth year, Eastern Energy Expo brings together wholesale and retail heating fuel marketers, motor fuel distributors, diesel and biodiesel distributors, propane marketers and HVAC service professionals. The event will offer business programs, technical education programs, "live" events, the *Marketplace* and numerous interactive networking opportunities.

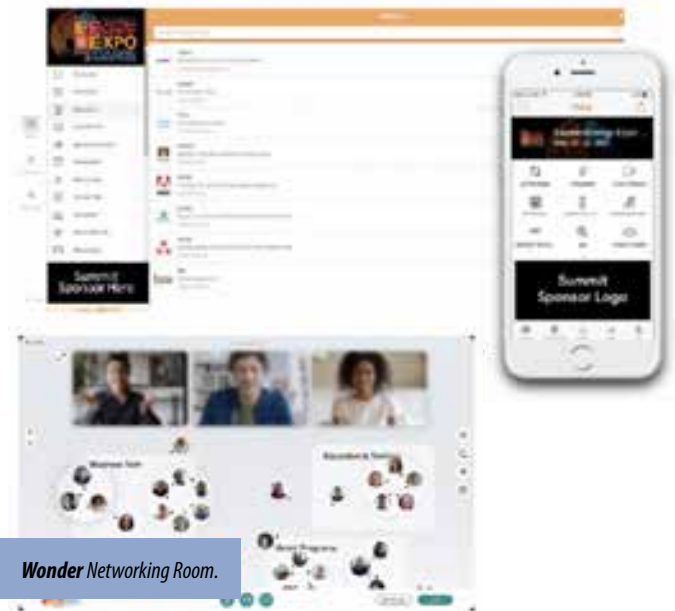
We are very excited about our technical education program. We have put together three robust days of training for you. So, schedule some time for your technicians to sit together in your office to take the classes, or have them attend from home. We are running technical classes from 7 am – noon and then again from 2-9 pm, as well as management classes from noon-3 pm. There should be a time that works for everyone, and all classes will be recorded. Check out the list of technical education programs online at easternenergyexpo.com.

The marketplace will be where our sponsors and exhibitors will showcase their products and services for you, the attendee. Information can be found online about the marketplace.

Want to network with other attendees or sponsors? The portal will contain an exciting networking room where you'll be able to directly chat with sponsors and other attendees.

Sponsorships are still available! Visit Easternenergyexpo.com for more information.

Attendees will have easy access using either desktop or mobile devices through the award-winning *Socio™* and *Wonder* platforms.



Wonder Networking Room.

Beckett

Introduces B20 Certification for Burners & Tank Accessories

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Beckett's tank accessories are also biodiesel approved up to 20%.



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Beckett

Update on Membership

By George Fantacone

I would like to start by thanking the membership chairs from each chapter who continue to monitor dues payments and follow up with members, ensuring that our numbers stay strong. We have only a handful of outstanding invoices and I commend you for your efforts to stay current and involved.

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

The benefits of membership are boundless. Once members join, we want to engage them right away. So, invite a new member to log in to an upcoming Zoom meeting, attend a live meeting, or attend the upcoming Eastern Energy Expo. Let them know about our online training resources. There are many education opportunities available to members and we hope that everyone is taking advantage.

Our goal is not only to increase our membership, but to fully engage our members. We believe this goal is clearly achievable; we just need your help to spread the

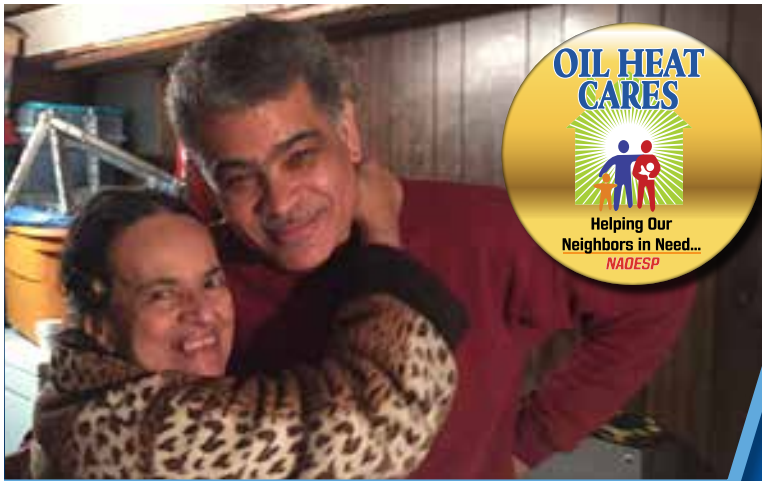
word about the enormous value of membership.

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.



Oil Heat Cares (OHC), a not-for-profit foundation, helps low-income families and organizations replace malfunctioning oil heating appliances. Funds are raised to purchase heating equipment through **The National Association of Oil and Energy Service Professionals (OESP)**. Chapters, members and other oil heat partners install equipment at no cost to the homeowner. OESP chapters and members identify those within their neighborhoods that need this helping hand.

Learn more about Oil Heat Cares.

Is there a need in your neighborhood?

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Cranford, NJ 07016

Message from the President

By Scott Vadino

The past year has been challenging to say the least. I am extremely proud of the way OESP has prevailed in the wake of the many pandemic-related obstacles that have been thrown our way.

I would like to commend the many chapters that have taken advantage of Zoom technology to hold virtual meetings over the past year. And I am even more excited to see some chapters getting back together in person - you'll see a few smiling faces in the chapter news. We encourage everyone to be safe and come together when it works for you - because being together in OESP is so important to us all.

As I begin this second term of my presidency, I am happy to say that plenty has been accomplished by the OESP leadership team. Our National Board, chapters and committees are full of so many talented contributors; there are simply too many to thank. But in as best as it can be said, we could not have held it together this year without the extensive support of so many.

We have continued to improve our communications to members and our membership numbers are holding steady thanks to the diligent work of our membership team under the long-time leadership of **George Fantacone**. It is the testament to a hard-working and effective board, committee and management office. The chapters did an excellent job with dues collection this year and we are only missing a handful of renewals. (If you haven't renewed already, well, you know the drill...)



Our corporate member numbers have remained strong in 2021. We see this as an enormous positive sign that OESP continues to thrive in our industry. The fact that these companies value ongoing visibility to our members speaks volumes about our chapters, programs and mission. I commend those who are on the front line of the association continuing to provide this value every day.

Whether you are a manufacturer, a service manager or a technician, OESP provides critical opportunities for education at all levels. While it requires time, energy and passion, we all benefit from a strong and growing, consistent base of opportunity. Please join us in our efforts as often as possible.

I would like to thank the volunteers of Oil Heat Cares, who have done some fantastic work this season, providing heat to many needy families in the various regions served by OESP. Thank you to **Dave Bessette** and his dedicated committee for reviewing the applications and approving such vital projects throughout the year.

This fall's Oilheat Retreat will be taking place at the Lehigh Valley Hotel in Bethlehem, PA, Sept. 24-26, 2021. Please join us, get even more involved and make an even bigger difference in OESP. We can't wait to see you in person.

I look forward to seeing many of you in New Jersey in May and then in Bethlehem in September to discuss ways in which we can work even harder to advance the goals of our industry.

OESP Board to Meet In-Person!

The May 2021 BOD meeting will take place on Saturday, May 15 at the Embassy Suites by Hilton Berkeley Heights, 250 Connell Drive, Berkeley Heights, NJ 07922.

The room rate is \$169/night and **includes breakfast**. Call the hotel for reservations at 1-844-714-1511 and provide them with the group code, "OES," and/or the group name, "OESP Annual Meeting." Please register as soon as possible to secure the discounted rate.

Due to COVID 19, we must have an accurate count of everyone attending so everyone **MUST** fill out the registration in advance. We also need your dinner choices in advance for you and any guests. Masks are required

throughout the hotel and social distancing rules will be observed.

For the spouses, enjoy some time exploring downtown Summit, New Jersey. Enjoy some shopping and stop for lunch, coffee or a snack. If the weather isn't great for walking outside, head to the beautiful Mall at Short Hills for the afternoon where you can take your pick of shopping and delicious lunch destinations. For those more interested in nature, head to the Watchung Reservation and enjoy miles of hiking trails. There's also the Morris Museum and the Reeves-Reed Arboretum, which are both lovely, in this writer's opinion.

May BOD and General Membership Meeting

In person • May 14-16

**Embassy Suites, 250 Connell Dr
Berkeley Heights, NJ 07922**

**BOD meeting will
take place Saturday,
May 15 at 10:00 am**

**Industry awards and scholarships will be presented
Saturday, May 15 at a banquet dinner at 6:30 pm**

RSVP to Istrug@thinkoesp.org

SCHEDULE OF EVENTS

FRIDAY, MAY 14, 2021

- | | |
|----------|----------------------------|
| 2 - 4 pm | Executive Board meeting |
| | Evening on your own |
| 8 pm | Hospitality Room available |

SATURDAY, MAY 15, 2021

- | | |
|-------------|---|
| | Breakfast on your own at Starbucks in the lobby |
| 10 am | BOD meeting |
| 12 pm | Lunch for BOD |
| 1 pm | Education Committee meeting |
| 2 - 6:30 pm | On your own |
| 6:30 pm | Dinner for BOD and guests including Scholarship and Annual Awards presentations |
| 9 pm | Hospitality Room available |

SUNDAY, MAY 16, 2021

- | | |
|--|-------------------------------------|
| | Breakfast on your own and departure |
|--|-------------------------------------|

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!

Garden State

The Garden State Chapter held its April meeting in person at Libretti's in Orange. Fourteen guests enjoyed a presentation by **John Salerno** from Rathe Associates, discussing the latest innovations from Webstone Manufacturing. The next meeting is scheduled for Wednesday, May 19 and is set to feature a program about Arzel warm air zoning presented by **Ken White** from Keystone Sales.

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



Rhode Island

The Rhode Island Chapter welcomed 26 members and guests to its April meeting. **Frank Fitzpatrick** of R.W. Beckett filled the group in on all the newest products from Beckett, especially the B20 products.

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



New York City

An energetic group gathered at Donovan's Grill & Tavern in Bayside for the New York City Chapter's April meeting. **Vinnie Ventura** of Venco Sales gave an interesting presentation introducing attendees to the Resideo AirCycle program. Vinnie discussed how this program can help you easily talk to customers about indoor air quality (IAQ).

For more information on the New York City Chapter, please visit nyc.thinkoesp.org.



Fairfield

In April, the Fairfield County Chapter gathered at Roberto's Restaurant in Monroe for its first in-person meeting since October. The 33 attendees enjoyed some laughs, cocktails and good food, and warmly welcomed guest speaker **Sean Gallagher** of Bell Simons Companies. Sean gave an incredibly useful presentation on A/C.

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



Lehigh Valley

Last month, the Lehigh Valley Chapter held a hybrid meeting so that anyone who was interested could attend. Twelve members attended in person at Copperhead Grille in Bethlehem. Two additional members attended via Zoom – it was a great hybrid meeting!

Brian Kiernan of Energy Kinetics gave an interesting presentation on Plate Heat Exchanger's and a new coating called Sealix.

The next meeting will take place on Wednesday, May 5 at Copperhead Grille in Bethlehem, PA at 6:30 p.m. Please check the OESP calendar for further details.

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



Delaware Valley

In April, the Delaware Valley Chapter met at Anthony's Ristorante and Banquet Center in Drexel Hill, PA. The ten attendees enjoyed a good meal and an extremely relevant presentation on IAQ by **Lou McKay** of Resideo Life Care Solutions. Lou introduced the Resideo AirCycle program and discussed how it will enable technicians to have real conversations with homeowners about their air quality.

For more information about the Delaware Valley chapter, please visit www.delaware-valley.thinkoesp.org.



May 24-26, 2021 at EasternEnergyExpo.com

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2021 Eastern Energy Expo Technical Education Schedule at a Glance

All classes will be held virtually at EasternEnergyExpo.com

Schedule subject to change · Technical Track courses may be NORA and/or NATE eligible

MONDAY, MAY 24

7:00 • 8:00 am	Heatloss for Hydronics <i>Dave Holdorf, Taco</i>
8:00 • 9:00 am	Low Voltage Wiring <i>Curtis Reynolds, White Mountain Oil & Propane</i>
9:00 • 10:00 am	High Efficiency Boilers - Installation and Operation <i>Bob Melinis, Weil McLain</i>
10:00 • 11:00 am	Biodiesel - Technical <i>Paul Nazzarro, Bob O'Brien and Ryan Kerr, NORA</i>
11:00 am • 12:00 pm	Thermostatic Valve Presentation <i>Bob Rohr, Caleffi</i>
12:00 • 1:00 pm	How to Build Unity of Purpose and Harmony in the Business Culture <i>Roger Daviston, Roger Daviston LLC</i>
1:00 • 2:00 pm	Biofuel: The Business Alternative for Decarbonization <i>Jim Todd, R W Beckett Corporation</i>
2:00 • 3:00 pm	ZONING....It's not just for Hydronics <i>Richard Foster, ZONEFIRST</i>
3:00 • 4:00 pm	40 tips in 40 minutes <i>Steve Wieland, NTI</i>
4:00 • 5:00 pm	What's new from Cavagna, the global leader in regulators <i>Pete Dwyer Cavagna, Darryl Corey FW Webb Propane sales manager, Michael DelConte FW Webb Director of heating, FW Webb</i>
5:00 • 6:00 pm	Aerosol Exposure <i>Tim Begoske, Field Controls, LLC</i>
6:00 • 7:00 pm	The New Rinnai Air Handler Product Knowledge <i>Kevin Morgan, Rinnai</i>
7:00 • 8:00 pm	Setting the Standard - Controls/Components designed to make the Technicians job easier <i>Michael Warn, Carlin-Hydrolevel</i>
8:00 • 9:00 pm	Designing an energy efficient Hybrid Heating and Cooling system. (How to incorporate Air Source Heat Pumps into existing Heating/Cooling systems) <i>George Carey, Fluid Industrial Associates</i>

TUESDAY, MAY 25

7:00 • 8:00 am	How to Size the Perfect Replacement Circ on the Job! <i>Dave Holdorf, Taco</i>
8:00 • 9:00 am	Setting the Standard and meeting the demand - Residential Burners as the industry moves to higher blends of BioFuel <i>Angel Gonzalez, Carlin-Hydrolevel</i>
9:00 • 10:00 am	Steam Boiler Operations <i>Tim Doran, Weil McLain</i>
10:00 • 11:00 am	Biofuel Combustion, Sensing and Control <i>Jeff Rozga, R W Beckett Corporation</i>
11:00 am • 12:00 pm	Combustion Analyzer Troubleshooting, Maintenance & Calibration (2 Hour NATE credits) <i>Jason Esteves, Seitron Americas Inc.</i>

TUESDAY, MAY 25 (CONT'D)

12:00 • 1:00 pm	How to Book and Dispatch Service Calls <i>Roger Daviston, Roger Daviston LLC</i>
1:00 • 2:00 pm	How to Achieve a Bioheat - Fuel Corporate Culture <i>David A. Heiser, PriMedia, Inc.</i>
2:00 • 3:00 pm	Boiler Piping for High Efficiency and Reliability <i>Cody Mack, Caleffi</i>
3:00 • 4:00 pm	Geothermo Tank Installaton <i>Dave Mac Donald, D & D Geothermo Tank Co.</i>
4:00 • 5:00 pm	Mini Splits <i>Paul Blanchard, FW Webb</i>
5:00 • 6:00 pm	The Importance of Combustion Analysis (2 Hour NATE credits) <i>Jason Esteves, Seitron Americas Inc.</i>
6:00 • 7:00 pm	Mod/Con Boilers - What You Should Know <i>Tony Calderone, Weil McLain</i>
7:00 • 8:00 pm	Residential Combustion Products <i>Rick Pothier and Antonio Casterlow, Resideo</i>
8:00 • 9:00 pm	10 Common Problems and Solutions - Technical <i>Tom Butcher, Bob O'Brien, and John Levey, NORA</i>

WEDNESDAY, MAY 26

7:00 • 8:00 am	Some like it Hot (Water)! <i>Dave Holdorf, Taco</i>
8:00 • 9:00 am	Growing your IAQ business with AirCycle and Honeywell Home <i>Vinnie Ventura and Shawn Sullivan, Resideo</i>
9:00 • 10:00 am	How to gain more Customer Relationships Through Internet of Things (IoT) <i>Amir Pasdar, R W Beckett Corporation</i>
10:00 • 11:00 am	Expanding your opportunities and potential applications - Commercial Burners <i>Bruce Graham, Carlin-Hydrolevel</i>
11:00 am • 12:00 pm	Combustion Analysis and Troubleshooting <i>Tyler Nelson, Saueremann</i>
12:00 • 1:00 pm	Heat Pumps and Our Future - Management <i>John Huber, Neehad Islam and Richard Sweetser, NORA</i>
1:00 • 2:00 pm	How to run a multi-service company - what works and what doesn't (for us) <i>Robert Williamson, Moyer Indoor Outdoor</i>
2:00 • 3:00 pm	Maximizing Efficiency of Hydronic Systems & Pumps via Air/Dirt Separation <i>Dino Pioli, Spirotherm, Inc</i>
3:00 • 4:00 pm	ECM Blower Motors. How To Check Them Before You Condemn Them <i>Scott Vadino, FW Webb</i>
4:00 • 5:00 pm	Protecting Fuel In Outside Heating Oil Tanks - Including Biodiesel Blends <i>Barry Aruda, Presenter, Leo Verruso, Moderator, Advanced Fuel Solutions</i>

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R.W. Beckett Expands Line of B20 Approved Commercial Burners

Beckett

As a market leader in combustion technology, RW Beckett leads the way in creating solutions customers need for higher blends of liquid renewable fuels. We are pleased to announce that we have approved our commercial burners CF375, CF500, and CF800 for use with biodiesel blends up to 20% (D396 for B6-B20).

Beckett has focused on the challenge of delivering products that perform at higher biodiesel blends. In September 2020, Beckett approved the popular AF and AFG model burners and its entire line of tank accessories for use with B20. These dependable, versatile, B20-ready liquid fuel burners meet high efficiency performance demands while reducing emissions to meet carbon reduction goals. Most

recently, all Cleancut® fuel pumps have also received UL Listing for use with the B6-B20 ASTM grade.

The market leader in the move to greener fuels – trust RW Beckett to lead the way. Please visit our website www.beckettcorp.com to learn more about our B20 approved products and other exciting product announcements.



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Setting the Standard

Carlin Residential Oil Burners are now UL listed for Bio Fuel

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[Small text block containing various Latin phrases and words, likely a placeholder or decorative element.]

Message from the Executive Director

By Lisa Strug

It's this time of the year that you are normally reading this newsletter at the Eastern Energy Expo. While the EEE will be virtual once again this year, we are excited about all that is being offered. This year we will bring you a full-scale virtual extravaganza, complete with three days of live training and a virtual marketplace.

We hope you will visit easternenergyexpo.com to register and get ready for some exciting online training and networking. And don't forget to visit our sponsors – without them, none of this would be possible. Registration is open and free to attendees, so don't miss out!

We are really looking forward to seeing many of you at the in-person Board of Directors meeting, May 14-16, at the Embassy Suites in Berkeley Heights, New Jersey. We feel fortunate that so many of you want to gather and we can't wait to see your faces.

At the BOD meeting dinner, we will be presenting our prestigious industry awards. If you have not yet RSVP'd for the event, please do so quickly. Because of COVID restrictions, we must have a list of all attendees. No walk-ins will be permitted. Thank you to the Awards Committee led by Chairman **Bob Daros: George Perrelli, Steve Schwanger, Matt Spink, Bruce Graham** and **Paul Cuprewich**.

We will also announce the recipients of our 2021 Dave Nelsen Scholarship. First, we would like to thank our sponsors, **RW Beckett, SCPEA, Carlin/Hydrolevel, the New**



Haven Chapter and the **Fairfield County Chapter**. We commend the Awards Committee for their diligent efforts in reviewing the applications and choosing the very deserving winners. Thank you to the committee led by Chairman **Angel Gonzalez: Art Nelsen, Steve Schwanger, Berkley Little** and **Bob O'Rourke**.

By now, you have seen plenty from our great and generous advertisers. **Taco, R.W. Beckett, Suntec Industries, Carlin/Hydrolevel, General Filters, Wohler, Sid Harvey, Roth** and **Weil-McLain**. And I am proud to welcome **Energy Kinetics** as a new Corporate Partner for 2021. Their ads are displayed prominently in this issue. Call us so your logo can be there next time!

Our Oil Heat Cares program has been on the move in every region of OESP with installations being done consistently. Thank you to the team led by OHC Chair **Dave Bessette** for enabling well-deserving people to be warm and safe over the past winter. Thank you to the service companies who have generously donated their time. We are tremendously proud of Oil Heat Cares.

On behalf of **Jonathan Jaffe, Meredith Levy, Sean Conklin** and the rest of the OESP management team, it continues to be a pleasure to serve such a dedicated organization of professionals. We really, truly can't wait to see you.

Corporate Members

OESP thanks our Corporate Members for their support.

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