

OESP News



Oil & Energy Service Professionals

November 2021 Issue

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Now accepting ads for the February 2022 issue of the OESP News. Ads must be in by January 15.

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Oil Heat Cares Warms a Church in Westchester, NY

The Westchester chapter recently completed an Oil Heat Cares project for the Croton Falls Presbyterian Church. The church – now the possessor of a brand-new boiler – has been a Heritage Fuel customer since 1994.

Bob Daros, owner of Heritage Fuel, led the installation project and has had a long-standing relationship with the church as it evolved over the years.

The church's boiler was from the late '50s-early '60s and it simply had no more life.

"They have not been in a financial position for many years to do anything about it," Daros said. "We knew they were wasting money each year on oil, and it occurred to me that this would be a perfect Oil Heat Cares project. I asked them if I could submit them for funding, they said 'yes,' and now they will be warm this winter."

Daros led the effort by providing the mechanics and all the miscellaneous fittings, piping and supplies. He also arranged to have two amazing burner guys participate: **Brendan Grace** of R.W. Beckett, Vice President of the Westchester chapter; and **Lance Marino** of Carlin/Hydrolevel. **Justin Romano**, President of the Westchester chapter, was the project's chimney expert and went above and beyond, lending a hand anywhere he could (including bringing the donuts!)



From left: Justin Romano, Nick Schemmel, Frank Geiger, and Lance Marino



From left: Tom Dysard and Bob Daros



Rich Dupree



From left: Bob Daros and Justin Romano

(continued on page 11)

Improves Burner Performance. Easily.

Today's Need:

Diagnosing burner failure can sometimes be a mystery, especially when you know that fuel is being delivered from the tank to the burner and the system seems to be functioning properly. Though, often it's the unseen issues that can and will arise, leading to inconsistent heat and system downtime.



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Message from the President

By Scott Vadino

Welcome to our early winter issue of the *OESP News* as we gear up for yet another busy heating season.

The OESP year started with a terrific Oil Heat Retreat in Bethlehem, PA. I am happy to say that the weekend was both productive and fun. Based on your feedback, we are excited to announce that we will hold the spring BOD meeting at the Hilton Mystic in beautiful Mystic, Connecticut, March 17-20. Please mark your calendars now; I hope you will join us.

As we begin to emerge from the pandemic that has affected us for the last 18 months, I am proud to say that OESP is thriving and growing. We are pleased to welcome two new chapters to the OESP family this year. First, welcome to the Poconos chapter under the direction of chapter president **Sal Furino**. And second, the New England Tri-State chapter has begun under the leadership of chapter president **Scott Nicholas**. I would like to thank all the OESP members that were instrumental in making these two chapters a reality. There are simply too many to name, but my sincere thanks goes out to all of you.

This is a great time for OESP. The Eastern Energy Expo, our successful partnership with AREE and PPA, will be back this year, May 22-25, 2022, and will be stronger than ever. Everyone is excited to be back together in person and we can't wait to have you. The conference has been extremely successful in terms of programs, sponsors and the funds raised to support initiatives throughout the year.

We are looking forward to continuing the success in 2022 under the leadership of our Eastern Energy

Expo conference chairs, **George McQueeney, Jay Moser** and **Dave Bessette**, as we finally arrive at Mohegan Sun.



Under the guidance of our Education chairs, **Jason Mangos** and **Dave Holdorf**, we will have some valuable educational seminars at the EEE convention. Planning for these seminars has already begun, with a very productive meeting in Bethlehem, and we hope that many of you will join us this May in Connecticut. If your company is interested in a sponsorship, please reach out to OESP HQ about the opportunity.

Looking forward to 2022, we hope to promote member engagement through continued strong recruiting and giving back to our members.

In accordance with our strong mission of education, we are continuing to seek new and exciting opportunities for our members. Our partnerships with our corporate members will provide a strong foundation for education throughout the year at the chapter level.

OESP enjoys the greatest access ever to the influential leaders in the Oil & Energy industry. Our continual cooperation with NORA, AEC and other major organizations keeps us in the spotlight as we all seek to excel at our jobs each and every day.

Thank you for your continued trust in me to lead during this coming year. I look forward to speaking with you about ways in which we can work even harder to advance the goals of our industry and our association.

All my best....

OESP Members Enjoy Annual West Point Outing

On Saturday September 11, 2021, 76 NY/Metro and New England OESP members ventured up to West Point to watch Army battle Western Kentucky on the gridiron. Although not an OESP sponsored event, South Jersey, Garden State, Long Island, New York City, Fairfield County, New Haven County, CT Valley, Pioneer Valley, New England Tri-State and Rhode Island chapters all had members present. As evidenced by the photos below a great time was had by all.



Update on Membership

By George Fantacone

Allow me 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 and hopefully grow.

We need each and every chapter's involvement to help maintain our association. If you would like to get involved, please join our membership committee. Please contact **Lisa Strug** at the association office at lstrug@thinkoesp.org.

OESP needs your help to continue to build our organization.

I am happy to welcome our two newest chapters to OESP – the Poconos and the New England Tri-State chapters. Thank you to the leadership and guidance of the many members who were involved in getting them started. We look forward to their success.

We are actively seeking new members and we would like to invite you to invite a friend or colleague to a chapter meeting for **FREE** for the first time. Most of our chapters are meeting in person again, and we know that this in-person interaction will be great for your career. Additionally, once new members join, we want them to get engaged right away. So, new members, you can also join us at a chapter meeting for **FREE**. Just RVSP to the chapter so they know to count you in for dinner and your first meeting is on us!

The benefits of membership are boundless. Each month there are opportunities for training all over the region. Our chapters offer informative monthly classes on 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 and we 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 ensure a successful campaign. 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.

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

Salvatore Cottone	Quogue Sinclair Fuel Inc.
Paul Fredricks	Standard Oil of Conn.
Sal Furino, Jr.	Furino Fuels
Bill McLellan	Walter Morris Co.
Christopher Momaney	Endless Energy
Seamus O'Hara	S.J. O'Hara Inc
Shane Pitta	All Dry USA
Keith Reitz	Reitz Oil Company
Mike Ruggiero	J.W. Pierson Oil Co.
Stan Sherman	Shiple Energy
Mark Zink	Shiple Energy

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R.W. Beckett Expands With The Acquisition of Westwood Products

The R.W. Beckett Corporation has announced its acquisition of the assets of Westwood Products Inc. of South River, New Jersey. Westwood Products is a leading national supplier of specialty heating products for the oil heat and HVAC industries. Its extensive product offering includes the market-leading Tigerloop fuel de-aerators, fuel filters, electrodes, tank accessories, and many other HVAC service and repair items.

The acquisition, which encompasses thousands of products, adds depth and diversity to R.W. Beckett's already impressive catalog focused on the residential and commercial heating industry.

"Westwood Products has gained a reputation for quality, diverse product offerings, and superior customer service. We are thrilled with the opportunity to broaden our portfolio of products and bring new solutions and technologies to our customers," says Kevin Beckett, President and CEO of the R.W. Beckett Corporation. "We are equally gratified that many members of the Westwood Products team have chosen to join the R.W. Beckett

operations group here in Ohio."

The addition of Westwood Products will further position R.W. Beckett as the market leader in the drive to alternative fuels, considering its current offering of B20 approved burners, tank accessories, and other renewable fuel specific heating system components. With the inclusion of B20 filters and the Tigerloop Bio models, R.W. Beckett completes its industry leading suite of B20 rated components from tank-to-flame. The company will actively drive its product development to continue to deliver solutions that will exceed the reduced carbon goals established by the industry in the 2019 Providence Resolution.



Don't bag this amazing deal!



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Bethlehem Plays Host to the Annual Oilheat Retreat

This year's Oilheat Retreat took place last month in beautiful, historical Bethlehem, Pa.

A productive time was had by all as members and their spouses were able to come together to work and relax over the weekend.

Our members enjoyed the historical sights and seeing the steel stacks on a Saturday afternoon in early September. The spouses enjoyed a nice lunch and some outlet shopping at Wind Creek and a few people even headed to the Irish Festival taking place in downtown Bethlehem.

Plenty of good food was abound as the crew of OESP enjoyed the many restaurants around town, as well as a couple of late-evening hospitality events.



Save the Date for the Spring BOD Meeting, March 17-20, 2022. We are excited to have you join us in beautiful Mystic, Connecticut at the newly-renovated Hilton Mystic, located right across from the Mystic Aquarium. Stay tuned for registration information coming soon.

Spring BOARD OF DIRECTORS MEETING



MARCH 17-20, 2022

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Member Spotlight: Justin Romano

We are pleased to introduce our new member spotlight series featuring OESP Member **Justin Romano**.

Born and raised on Long Island, NY, Justin lives there with his wife, Danielle, and their three children, ages 15, 3 ½ and 1 1/2. He's been there all his life and loves it.

Justin made a career change after starting out in corporate America.

"I was working as a headhunter for a staffing agency in midtown Manhattan," Justin said. "After 9/11, everything changed and I didn't want to stay in the corporate world. I saw an opportunity doing construction projects in the niche market of chimney service, and I saw that there wasn't a lot of expertise in this area. So, I jumped in. I have to be honest, I never looked back."

Justin is the president of his own company, Guaranteed Home Improvement. "I founded the company more than 15 years ago and now we service New York, Rhode Island, Massachusetts and Connecticut," Justin said. "After serving New England for 10 years, we opened our second location in Killingly, CT, allowing us to do it better."

Justin said that he does just about everything, every day. "I stay close to my business relationships with the heating partner companies. And I make sure that every job runs smoothly."

Justin got involved with OESP more than 10 years ago. "I wanted to support friends who supported me," he told us. "It's all about the relationships. I had relationships with people that were in heating and I really wanted to support them."

"Back then, the association was NAOHSM and I was an associate member since I wasn't directly in Oil Heat. Once we changed from NAOHSM to OESP and included anyone in the energy industry, I immediately upgraded."

"If you had asked me then if I would ever be president of two chapters, I would have thought you were crazy," Justin said. "But here I am, and I love every minute."

Justin serves as president of both the Long Island and Westchester chapters. He was Vice President of Long Island for about four years and he also serves as a Vice

President in New York City and belongs to the Boston Southeast Mass, Rhode Island, New Haven and Fairfield County chapters.

"I believe in supporting the various areas where I work and I think it's incredibly important to support those who support me," Justin said. "I sincerely look forward to every meeting that I attend. I consider the other OESP members to be my friends and my family. That's how we all treat each other."

Justin recalled the exceedingly good nature and giving spirit of OESP. "Every time we do an Oil Heat Cares project, everyone jumps in to donate their time to help others. OESP has some excellent roots and I'm proud to be a part of it."

For the coming year, Justin's goal is to grow the membership in all the chapters that he can.

"I want to return the membership numbers to the level they were at when I first joined. There have been a lot of mergers and I'd like to get our pulse on the industry and get the numbers back up," Justin said. "I'd like to get more students involved and continue to support the trade schools – they are the future of our industry."

"I want to make sure that when manufacturer's reps come to our meetings, that the room is filled with service technicians. It's the 'if you build it, they will come' theory. It may take a couple of years, but it's my mission to keep us healthy," Justin said.

As for what he would tell new technicians or service managers getting started in the industry, Justin said: "Always give back and never burn a bridge. And definitely be a member of OESP. We all look after each other as family. People who join us stay in the industry and have support for life. Give back to the people who look after you. That's how I grew to where I am – I did the right thing and I gave back."

So what's something we don't know about Justin?

"I was a volunteer firefighter for five years with the North Massapequa Fire Department. I always liked helping people and at that point in my life, I had the time. It was a perfect way for me to give back to the community."



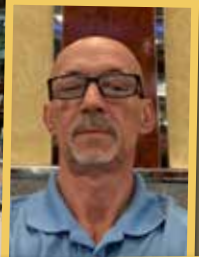
Thank you to our dedicated photographers around OESP for sending in these fantastic chapter updates! Please remember to give us the names of the people in your photos!

Southeast PA

In September, the Southeast PA Chapter had its first meeting of the season at the Lyndon Diner in Lancaster, PA. **Tim Porter** of Advanced Fuel Solutions spoke to attendees about fuel quality, cold flow improvers for outside heating oil tanks, and diesel equipment saddle tanks. It was an intimate group, but the material elicited good questions and discussion.

Please join the Chapter for its next meeting Tuesday, October 26 at 6 pm at the Lyndon Diner.

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



Long Island

At the September Long Island Chapter meeting, **Jim Todd** of R.W. Beckett gave an excellent presentation on the new Beckett GeniSys primary control and Bioheat rated burners and accessories. There were 42 members and guests present with a large contingent of technicians. The raffle winners

were **Ron Poniatowski** and **Bryan Lydell**. Thank you again to all the sponsors and vendors who supported the September 8 Golf Outing and made it a success!

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



Rhode Island

At the October Rhode Island Chapter meeting, **Dave Marcotte** from Emerson Swan gave an informative presentation on HTP boilers. Members and guests enjoyed a delicious dinner and had a great time.

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



Lehigh Valley

The Lehigh Valley OESP chapter met for its October meeting at Copperhead Grille in PA. Twelve attendees enjoyed a good meal and a presentation by **Ken Lyons** from AC Cover Guard, the next generation equipment designed to encapsulate air conditioning line sets on the exterior of homes and businesses. Ken answered questions on installing the hardware and the availability in local supply houses.

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



Westchester

At the October Westchester Chapter meeting, **John Alexander** of Advanced Hydronics gave a great presentation about the advantages of using indirect water heaters. John spoke to attendees in detail about the features, benefits and efficiencies of the product, then provided an overview of the company's Vaughn indirect water heater system. He also covered the problems encountered with poor water quality and how aggressive it can be with a hot water domestic system. Our members appreciated the detailed presentation and the solutions to problems he provided.

For more information regarding the Westchester Chapter please visit heatcoolpros.org.

New Haven

Last month, 23 members and guests gathered at Brazi's Italian Restaurant for the monthly meeting of the New Haven Chapter of OESP. Thank you to **Guy Woollard** and **Fred Maraia** who gave a very informative presentation on Heat Flow indirect Heaters and Roth Oil Tanks. It was an excellent evening and we hope you will join us next time.

For more information regarding the New Haven Chapter, please visit newhaven.thinkoesp.org.



Delaware Valley

At the October Delaware Valley Chapter meeting, 18 members and guests enjoyed a presentation by **Brian Kiernan** of Energy Kinetics. Brian discussed the Energy Kinetics System 2000, All Boiler Troubleshooting, Plate Exchanger Service, and All Boiler Maintenance. Attendees, including technicians from DE Duffey, enjoyed a delicious dinner and a great presentation. It was great to see so many technicians from DE Duffey! At the meeting, the Delaware Valley BOD announced that they would make a \$500 donation to the new Pocono Chapter as a gift to get them established.

For more information on the Delaware Valley Chapter please visit delaware-valley.thinkoesp.org.

Eastern CT

Last month, the Eastern CT Chapter welcomed a group of 15 OESP members and guests in Norwich, CT, to listen to a very interesting and relevant presentation about supply chain impacts by **Rich Windsor**, VP of Supply Chain, Granite Group.

The presentation was extremely informative, giving all in the room an in-depth look at how the supply chain works from start to finish, and how it has been affected by Covid-19, the global economy, and the existing American infrastructure.

We thank Rich for his detailed assessment, helpful comments and suggestions regarding this very important issue which affects all of us.

For more information on the Eastern CT Chapter, please visit eastern-ct.thinkoesp.org.



Garden State

Last month, the Garden State Chapter hosted a HVACR Licensing continuing education class at the Knights of Columbus in Garwood, NJ. Tom Raulinavach of Energy Kinetics, a certified instructor, taught the class. All 17 attendees received their CEUs to renew their licenses. Big thanks go out to **Paul Cuprewich** for organizing the class, **Don Kuczera** from Sid Harvey's for arranging the accommodations, **Charley Holmes** from Venco Sales for sponsoring lunch and **Tom Raulinavich** for teaching us!

The Chapter also held its regular monthly meeting at Libretti's in Orange, NJ. 24 attendees, including two possible new members, enjoyed a presentation by **Chris Tomeno** from Resideo. He discussed Resideo's latest hydronic product releases along with hydronic basics, near boiler components, primary & secondary piping and zoning. It was well received with a lot of attendee interaction.

Please join the Garden State Chapter for its holiday party on December 8, with entertainment to be announced soon. For more information on the Garden State Chapter, please visit gardenstate.thinkoesp.org.



Poconos

At the second official Poconos Chapter meeting last month, members reviewed and approved the by-laws. Committees were set up for education programming and membership recruitment and members are very excited about the progress. The Chapter wishes to extend a tremendous thank you to the folks from Delaware Valley for their donation to help get us up and running.

For more information about the Poconos Chapter, please visit poconos.thinkoesp.org.



"It was truly a team effort," Daros said. "We would like to express heartfelt thanks to Peerless for the boiler, R.W. Beckett for the burner, and Carlin/Hydrolevel for the Hyrdolevel Aquastat."

Heritage Fuel donated an oil tank, and the funds from Oil Heat Cares covered the expense of the remainder of the parts and equipment. All in all, it was a job well done by the Heritage Fuel team: **Frank Geiger, Rich Dupree, Nick Schemmel, Tom Dysard, and Dave Gasperrini**, under the leadership of **Bob Daros**.

And, of course, thank you to **Bob O'Rourke** for the many photos of the job.

"The local church was very appreciative of our efforts and it gave all of us a feeling of accomplishment and pride to do something for those in need," Daros added.



From left: Nick Schemmel, Frank Geiger and Rich Dupree



From left: Frank Geiger and Rich Dupree



Frank Geiger



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Suntec Industries Acquires Webster Fuel Pumps & Valves

Suntec Industries has announced its acquisition of the assets of Webster Fuel pumps & valves, of Frankfort, Kentucky. Webster Fuel pumps & valves is a manufacturer of fuel oil pumps and valves for the oil heat industry with a wide variety of pumps, regulating valves, oil safety valves, duplex pump sets and supply pumps for residential, industrial and commercial burner applications. The acquisition gives Suntec Industries the opportunity to broaden its portfolio of products, reinforcing high capacity pumps range for the US market.

Suntec Industries is proud to deliver gear pumps for more than 40 years to the heating industry, working to offer heating comfort in more than 5 million US homes, and developing solutions to low carbon liquid fuels introduction (including B20 rated pumps already available) to meet the net zero CO2 emission commitment by 2050.

Webster product assembly lines will be moving into the Suntec Industries plant located in Glasgow, Kentucky and both Webster and Suntec teams are working closely to make the transition as smooth as possible for our customers. We have built inventory in an effort to minimize any shipping delays during this time. If you have any future projections or requirements, please let us know as this transition could take several weeks before manufacturing is up and running to full capacity.



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Message from the Executive Director

By Lisa Strug

As we begin a busy heating season, we are happy to see that nearly all of you are returning to in-person meetings. We are excitedly watching the calendar fill up and we love receiving the pictures from all the meetings that are happening around the region. We see that more and more people are reconnecting with OESP, and OESP is providing value to our members.

We are planning for our March board of directors meeting, March 17-20, 2022 in beautiful Mystic, Connecticut. We'll be staying at the Hilton Mystic right in the heart of town – near the aquarium and the Olde Mystic Village. We look forward to seeing many of you there. And of course the planning is underway for the Eastern Energy Expo at Mohegan Sun in May, 2022. We are very busy at OESP HQ making sure that all members get the most out of OESP in 2022 and we couldn't be happier.

We would like to acknowledge our corporate members that are listed in this issue. Our corporate partners provide much needed training for our members and we sincerely thank them for their generous support. We look forward to welcoming even more members! If you know of a company involved with OESP, or should be, please mention the value of corporate membership or contact us to get in touch.

We are always looking for new service managers and technicians to join as members. Do you have friends or colleagues who would potentially benefit from membership in OESP? Bring them along to a fall meeting. If they have never attended before or they are a member - but it has been more than six months since they attended – we are happy to buy them dinner.

New members can join now and get a “Nearly 2 for 1” on the upcoming heating seasons. They will get the remainder of 2021 and all of 2022 included in one price. Join now and save!



On another note, invoices were sent out last month. For those of you with email addresses in our system, you should have received them electronically. For ease and convenience, the invoice system does not require that you log in to pay. Simply click the link. If we don't have your email, you'll receive your invoice in the mail.

Please send your email address to lstrug@thinkoesp.org so we can invoice you electronically and save paperwork for everyone.

If you are ever unsure of the authenticity of an email from OESP, please contact Association HQ to inquire. We are happy to check for you, verifying before you click. If you have an issue retrieving your invoice, please let us know and we will promptly resend it.

We would like to thank our loyal and generous advertisers for their support this year. Thank you, once again, to **Taco, R.W. Beckett, Suntec Industries, Carlin/Hyrdolevel, General Filters, Wohler, Sid Harvey, Roth, Weil-McLain** and **Energy Kinetics**. We are now open for 2022 advertisers - your company could be in the next issue of the *OESP News* – the official publication of our Association. Contact us to find out how.

On behalf of **Jonathan Jaffe, Meredith Levy** and the rest of the OESP management team, our very best wishes for a terrific, and profitable, heating season.

Corporate Members

OESP thanks our Corporate Members for their support.

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B.J. Terroni Co.	E-Instruments	NEFI	Rinnai	Toyotomi USA, Inc.
Bell & Gossett (A Xylem brand)	Emerson Swan	New Yorker Boiler	Roth, USA*	Universal Supply Group
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