

# OESP News



**Oil & Energy Service Professionals**

**EEE 2017 Issue**

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## OESP Student Competition Showcases the Industry's Future

Two OESP chapters, two schools, eight teachers, 14 field judges, more than 25 high school students, donated boilers, materials, supplies and countless sets of tools. If you add it all up, was an amazing day of education with the best and the brightest up-and-coming service techs competing for their school to be proclaimed the competition champion.



*A Saunders student showing off his blow torch skills*

The event, taking place on April 25 at the Saunders Trades and Technical School in Westchester, pitted students from the Saunders School against students from the Bronx Design and Construction Academy.

OESP's mission of education has no clearer example than this annual competition



*Instructors and participants pose for a group shot*

between these two New York-area technical schools.

OESP members and industry professionals donate their time and materials to ensure that these rising star students will have this critical hands-on training. They spend four years preparing for this competition which often leads them to plenty of competitive job offers.

High school students, generally seniors, but some exceptional juniors can qualify, competed in six

areas: Pipe square event; Hydronic boiler piping competition; Combustion analysis event; Hydronic boiler troubleshooting; Steam Boiler wiring event and Parts identification event.

The day is spent showing off their knowledge as their teachers and judges look on. Diagrams are created that the students follow to complete their project. The students are judged in areas such as accuracy, technical knowledge, safety, time, teamwork, workmanship and manipulative skill. A very specific rubric is followed for scoring. The highest scoring school overall is crowned the champion.

There are also individual awards for first, second and third place in each category so there are many winners. "We believe

**Cont. on page 2**



## OESP Student Competition (cont from pg 1)



Saunders instructors Jason Hallock, Tom Sabia, Ed Frazier and Chris Montalvo

that are involved," he added. "They are motivated to do a good job when they see the people from industry that come in here and donate thousands of dollars' worth of equipment, plus their time, for a school program. It makes a lasting impression on the students."

Judges included OESP members and professionals in the field, many of whom graduated from Saunders, Bronx Design or other similar technical programs in the New York area. **John Masini** of MMI Mechanical in New York said he comes back each year because it's a great way to give back to the industry.

"I am also interested in helping the kids find work," he said. "I hired one of my best service techs straight out of this event a few years ago. He was personable, polite, conscientious, and I knew he was someone I wanted on my team."

It's common for the students to find permanent jobs after graduation based on their involvement in this competition. **Devante Layne**, a Saunders graduate, is now employed at Bruni and Campesi.

"I came this year to work out a co-op program for my company," Layne said. "This is where I know I can find well-educated techs so it works out well for me to come here each year."

Layne has been attending the OESP trade shows for many years and won the student competition in 2012.

Sabia said his students at Saunders are in good hands with **Chris Montalvo** taking over.

"Chris is a born teacher," Sabia said, noting Montalvo is

in as much positive recognition as possible," retiring Saunders instructor **Tom Sabia** said. "We want to recognize the efforts of the students to help them feel accomplished in their projects."

"The best part of this is the students

completing a master's degree in counseling and also works in the Saunders counseling office one-on-one with the students.

"I feel that this gives me an extra edge on helping them to be successful," Montalvo said. "I understand how to work with them on many levels, which many times, they need."

**Pete Gonzalez**, the lead instructor at Bronx School of Design, said: "This competition and the programs at both schools are critical to the success of our industry. It is so important to continue to bring high quality education to future service technicians."

**Alex Taliana**, president of the NYC chapter of OESP, led this year's competition.

"Alex did a great job this year," OESP National Vice President **Angel Gonzalez** said. "He really mixed things up and challenged the kids. They got a lot out of it."

Taliana and the team planned every detail of the day from the bus transportation to the tools, safety equipment, winners' plaques and even meals.

"One great part of working at Saunders is that the school also houses a culinary arts program," Taliana said. "We were the fortunate recipients of some delicious meals for both the students and faculty."

"I would like to thank the Westchester and New York City OESP chapters for their unwavering support for this annual event," he added. "In particular, thank you to **Bob O'Rourke** for being one of the driving forces behind the event, **Bob Daros** for helping communicate with the chapters and **Hubie Nieves** for bringing Taco shirts for the students. Thank you also to **Justin Romano** for helping with the parts competition onsite and for providing fabulous OESP donuts for the entire group."

Organizers expressed appreciation

also appreciation



Anthony LiBassi and John Masini of MMI instruct a student in building a boiler



Bronx Design instructors Pete Gonzalez and Orville Boatswain



Angel Gonzalez, National OESP Vice President, and Executive Director Lisa Strug

## Message from the President

By Ralph Adams

Welcome to the special spring issue of The OESP News, coinciding with the annual not-to-miss Eastern Energy Expo, "Where Energy and Comfort Meet!"

It has been a very active and productive year for OESP. 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 accomplished so much this year without the extensive support of so many.

It has been an honor to serve as President, this first year of my term, and to be a leader in our industry during a time when so much is on the brink of great change, and yet great opportunity, I believe. As the President, I am half-way through my two-year term and I am happy to say that much has been accomplished by the OESP leadership team.

Our financials are stronger than in recent history, thanks, in part, to the partnership created by the Eastern Energy Expo. We are happy to report that OESP ended 2016 in the black and 2017 is looking strong as well.

We have been seen in the press on numerous occasions, streamlined and further improved our communications to members and continued to improve upon our involvement in the EEE. Our membership numbers are holding steady thanks to the diligent work of our membership team under the leadership of **George Fantacone**. It is the testament to a hard-working and effective board, committees and management office.

Whether you are a manufacturer, a service manager or a technician, OESP provides critical opportunity for education at all levels. Just attend a chapter meeting and you'll receive education. In fact, education is offered on average about 20-22 times a month at most chapters. That can't be beat! That's why so many of your peers dedicate themselves to the membership effort. 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.

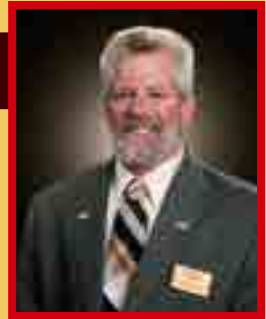
And speaking of education, I would like to acknowledge the New York City and Westchester chapters for the outstanding student competition that was held last month. They brought together two New York area technical schools to show off their skills for OESP members and industry judges. You will read all about it at the front of this newsletter.

As education is a passion of mine, I believe that this effort is critically important to the mission of OESP and I thank the chapters for enabling the future of our industry.

Later this year, we will be launching a new OESP website. The new site will be easy to use on any type of device – desktop computer, laptop, mobile phone or tablet. And, we will be launching a new section with online training videos brought to you by our sponsor partners – you will see their advertisements in this issue. Be on the lookout for future announcements about the new site.

This year's Oilheat Retreat will be taking place in Saratoga Springs, New York, September 14-17. I urge you to attend, get involved and make a difference in OESP.

Thank you for empowering me to lead the charge for the past year. It has been a great experience and I am grateful for the opportunity. I look forward to speaking with you at the EEE about ways in which we can work even harder to advance the goals of our industry.



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## Update on Membership

By George Fantacone

The membership team has met several times over the course of the year and has made great strides in keeping our OESP numbers up through ongoing recruiting and member retention.

OESP needs your help to continue to build our organization.

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

**Membership's Role:** The membership team in every chapter has been hard at work reaching out to prospective members. They've also been actively following up with current members that accidentally end up on the "Lapse List."

That's the list reminding us of members whose membership may have expired – typically accidentally and without their knowledge. So please take a moment to put your renewal reminder on your calendar and send in your dues promptly when you receive your invoice.

Please keep in mind that your investment in OESP in many cases is less than 50 cents a day. And for your low membership fee, you will now actually **SAVE** money!! In early April, we launched a new member benefits program. Visit [thinkoesp.org](http://thinkoesp.org), enter the member area and read all about these great deals that underscore the value of your membership.

OESP members can now get discounts at **Avis, Budget, Lenovo, UPS** and **Office Depot**. We expect the list to grow and grow. These special, members' only deals are just another way that your OESP membership pays off.

**How You Can Help:** Let's shift gears a bit and think about why each of us is a member. Every member is an important member of OESP. And in that role, I really need you to challenge yourself to come up with your top 5 reasons for maintaining your relationship with the organization. What is it that keeps you engaged year after year?



Now, that you have your list of the top 5, can you please tell three friends or co-workers (who are not members of the association) why they should give us a try? Membership recruitment is truly the lifeblood of our organization and the Membership Committee cannot do it alone!

Your help in making our campaigns successful will help us continue as the strongest voice in the industry.

**What's In It For You and the New Members?** Recruit two new members and we will mail you a **\$50 gift card**. Congratulations to **Scott Vadino, Danny Gentile, Charlie Holmes** and **Bob O'Brien** for earning theirs already! Several of you are on your way so keep up the good work.

Once new members join, we want them to get engaged right away. So, new members, please join us at a chapter meeting for **FREE** for the first meeting you attend. That's right, just RVSP to the chapter so they know to count you in 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 a while, we'd like to invite you to come to any meeting on us!

Yes, you read that right. If it's been six months or more since you've attended a chapter meeting, please be our guest at the next one you attend. Again, just RSVP to the chapter so they know to count you in for dinner and you'll attend for free.

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

**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.

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**Thank you** to our dedicated photographers around OESP for sending in these fantastic chapter updates!

### **Westchester Chapter**

The Westchester Chapter had an outstanding meeting last month. More than 26 people attended to hear **Roger Daviston** give one of his famous discussions on increasing productivity and sales. It was an excellent introduction to what he does at the National Convention. He reviewed changing client relationships, gaining sales through trust and building better relationships. The chapter also discussed the student competition between the Saunders school in Yonkers and the Bronx School of Design and Tech in New York City.

For more information on the Westchester chapter, please visit [heatcoolpros.org](http://heatcoolpros.org).

### **Lehigh Valley Chapter**

Last month, the Lehigh Valley OESP Chapter held Riello Burner training night at the Residence Inn in Bethlehem, Pa. **Joe Sacco** from Riello Burner gave a great training on burner set up, wiring, burner controls and pumps. At end of class Joe stayed and did a very interesting training on the Riello gas burner. The meeting was well attended with more than 40 local HVAC techs, managers and owners attending.

Special Thanks To Joe Sacco for his time this week with the Lehigh Valley Chapter and to **Greg Dipple** of East Lawn Supply Co., Lehigh Valley Chapter Director and Education Chairman.

For more information about the Lehigh Valley chapter, please visit [oesp-lehighvalley.org](http://oesp-lehighvalley.org).



*Pictured left to right: Chapter Secretary Dave Wisser – Wisser Oil & Coal; Chapter President Ed Peter – Wackenhut Company; and Joe Sacco – Riello Burners North America*



*Artie O'Sullivan (left) with new attendee Matt Boatner – Edwin Stipe, Inc.*

It's easy to have your chapter featured! Just take some photos and send us some information on your meeting. Email the pictures and details to the OESP office at [lstrug@thinkoesp.org](mailto:lstrug@thinkoesp.org).

## ***New Haven Chapter***

Last month, the New Haven Chapter was very proud to support The Fisher House in West Haven, CT. The Fisher House will provide a place for family members to stay while loved ones are at the VA hospital, a concept similar to the Ronald McDonald house, but for Veterans. The New Haven chapter was invited to the official ground breaking ceremony for this state of the art facility which will house 16 suites for veterans' family members to stay for as long as they need to. **George Perelli** and **Will Fleming** attended on behalf of the chapter.



*Pictured: Senator Richard Blumenthal (D-CT) at the ground breaking.*



## ***Rhode Island Chapter***

More than 15 members and guests enjoyed the Rhode Island chapter meeting last month which included a presentation on Dirt and Magnetic Separation of Water by **Jody Samuels** of Caleffi Water Products. **Al Breda**, National Immediate Past President, was a guest visitor and gave us an update about everything going on at National and about the Eastern Energy Expo. A great time was had by all.

For more information about the Rhode Island chapter, please visit [oesp-ri.org](http://oesp-ri.org).



Presenter Jim Mowery leads the group in conversation.



Pictured: John Baattagkia (left) – Honeywell; Glenn Robinson – Warthen Fuel



Pictured: Jim Mowery (left) – Bacharach; Mike Hodge – Griffith Energy.

## Mid-Atlantic Chapter

Eleven members and several techs from Warthen Fuel participated in the Mid Atlantic Chapter April meeting.

Presenter **Jim Mowery**, of Bacharach discussed the basics of combustion in oil, propane and natural gas as well as how the use of a combustion analyzer can help ensure the fuel economy and safety of customers' heating units. Jim also spoke on the features of Bacharach's combustion analyzers and tips on using the equipment in the field. The night proved to be informative and a great chance for the group to catch up with each other.

For more information about the Mid-Atlantic Chapter, please visit [masma.org](http://masma.org).

## Delaware Valley Chapter

The Delaware Valley Chapter had the great opportunity to hear from guest speaker, **Curt Martin**, of R. W. Beckett last month. Curt spoke to the group about several new production items and gave updates on testing and availability of existing products in the field. Members enjoyed a night of quality training and fun.

For more information about the Delaware Valley Chapter, please visit [oesp-delawarevalley.org](http://oesp-delawarevalley.org).



Right front: Ed Peter - Wackenhut Co.; John Keown - Keystone Sales; Right rear: Patrick Boyle – Boyle Energy; Jim Rafferty - McLaughlin Plumbing and Heating



Pictured Left to Right: Kate Duffey DE Duffey and Sons; Ed Peter – Wackenhut Co.; John Keown – Keystone Sales; Curtin Martin – RW Beckett; and Jim Rafferty – McLaughlin Plumbing & Heating





## Boston Southeast Chapter

The Boston Southeast Chapter had a fantastic turnout of 35 attendees at their Oil Burner Code Class last month. The instructor, **George Lanthier**, of Firedragon Enterprises was a dynamic speaker and the event proved to be very informative for all in attendance.

For more information on the Boston Southeast Chapter, please visit [oesp-boston-southeast.org](http://oesp-boston-southeast.org).



## Garden State Chapter

**Ken Resnick** of Rathe Associates was the featured speaker at the Garden State Chapter's April meeting. Ken covered topics including Pensotti Heating Systems, residential boilers owned by Granby Industries. In addition, Ken presented on the Granby line of Energy Star V4 warm air furnaces. Granby is well known in the industry as the leading manufacturer of oil tanks.

For more information about the Garden State chapter, please visit [oesp-gardenstate.org](http://oesp-gardenstate.org).



*Jim Finan (left), Venco Sales; Ken Carr - J.W. Pierson Co.*



*Pictured left to right: John Salerno; Charley Holmes – JW Pierson; Paul Cuprewich – JW Pierson); Garden State Chapter Associate VP Mike Cuppari*

## Long Island Chapter

Last month the Long Island Chapter had a very well attended meeting with more than 49 members and guests attending. **Carl Krause** and **Tim Warnecke** of Marplat were the guest speakers, discussing Bosch Heat pumps. Carl Schwenker of Swezeys was the raffle winner of the evening.

For more information about the Long Island Chapter, please visit [oesp-li.org](http://oesp-li.org).



## So much is going on at OESP!

Visit [thinkoesp.org/calendar](http://thinkoesp.org/calendar) to find a meeting near you!



Patrick Burke (pictured far right), sales manager with Meyer Oil, standing next to Scott Ansel, service manager and techs: Jonathan Freet, Anthony Furman, Scott Gerhart and Mark Wagner.

### Southeast PA Chapter

On April 25, the Southeast PA Chapter hosted an educational tech night featuring **Brian Kiernan** of System 2000 Energy Kinetics. The topics for the evening included digital energy management, energy recovery cycles as well as piping and zoning applications.

Approximately 30 professionals from various oil dealers as well as students from Brownstown Vo-Tech attended the dinner and presentation. Brian did an excellent job condensing a normal four hour session into just an hour and a half. Although the weather did not want to cooperate, Brian brought a live fire van equipped with two different boilers and was able to fire one oil burner in between rain showers. It was a hit!

For more information about the Southeast PA Chapter, please visit [oesp-southeastpa.org](http://oesp-southeastpa.org).

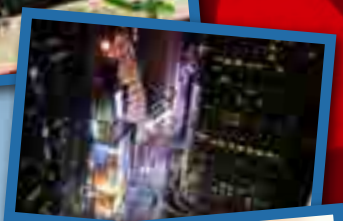


Several oil companies brought technicians for trainings: Bill Ennis, service manager of Mack Services with Mack techs: Dennis Allen, John Amis, Woodrow Bersinse, Zeke Miller and Jim Wood.

### New York City Chapter

The New York City Chapter's April meeting was hosted by Wales Darby and Fujitsu at the Fujitsu NYC training center. Not only did the group have a spectacular bird's eye view of Midtown NYC, the facility is a modern live lab training room showcasing Fujitsu products. A big thank you to **Hubie Nieves** for organizing the event, **Anthony Tosi**, the team's trainer for the evening, as well as the rest of the Wales Darby crew for making this such a memorable experience.

For more information about the New York City Chapter, please visit [oesp-nyc.org](http://oesp-nyc.org).



NYC Chapter Executive Board



On Saturday, April 29, more than 25 OESP members and their guests from the New York and Connecticut OESP chapters rode through the tri-state area in support of the Dave Nelsen Scholarship fund. Nearly \$1,500 was raised by individual contributions and participation by friends and family.

The NY riders met at the NORA training center in Plainview for breakfast and then met up with the CT riders on the Merritt Parkway. The entire group then made their way to the Carlin Factory in North Haven for a guided tour and lunch.

**Bruce Graham** of Carlin/Hydrolevel directed the tour of the facility.

Carlin treated OESP to a fantastic lunch and really went out of their way to show their hospitality. Thank you to **Angel Gonzalez** and **Rick Glownia** for organizing this exciting event in support of OESP's mission of education.



*Pictured left: Bruce Graham showing the group an industrial oven used for life cycle testing on ignitors.*



*Pictured left: Chris Murray - Hydrolevel Engineering; Rich Lyons - Carlin / Hydrolevel; Angel Gonzalez - Carlin / Hydrolevel; Phil Mahoney - Eastern Oil Co. (Best in Show, Motorcycle); Justin Romano - Guaranteed Chimney (Best in Show, Automobile); John Dunleavy - Carlin / Hydrolevel*



## 2017 CT Quad Chapter Meeting

On Thursday April 27, more than 100 people attended the annual CT Quad Chapter Meeting. This year's event was hosted by Connecticut Valley and was held at Nuchies in Forestville, CT.

The evening's events started with a table top trade show with 21 vendors. A great deal of information was passed along and a few individual raffles were held. Dinner followed the trade show.

All four Connecticut Chapters (CT Valley, Eastern CT, Fairfield and New Haven) were well represented. Guests from several other chapters were also present, including Garden State, Mid-Atlantic, New York City, Pioneer Valley and Westchester.

Following dinner, a memorial tribute to **Lou Ehrich** and **Rich Breedon** was shown OESP National President **Ralph Adams** spoke about the upcoming Eastern Energy Expo and encouraged everyone to attend. Ralph was followed by an update from **Tom Tubman** of AEC.

The guest speaker for the evening was CT Energy Marketers Association (CEMA) President **Chris Herb**. He gave a very enthusiastic speech about where we are as an industry. He spoke about current, proposed and hinted at legislative actions in the region.

At the end of the night, an auction was held with all proceeds going to The Dave Nelsen Scholarship Fund. So far, with the online auction still active, we have raised more than \$3,000!

Next Year's Quad Chapter meeting will be hosted by New Haven County in April of 2018.

Thank you to everyone who helped make this event such an overwhelming success.

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- And much more!

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](mailto:lstrug@thinkoesp.org).



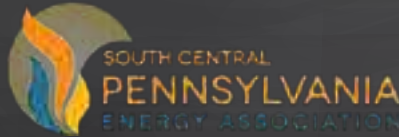
# CONGRATULATIONS, SCHOLARSHIP RECIPIENTS!

The OESP Dave Nelsen Scholarship Program was established in 1999 to provide for students interested in pursuing careers in the energy service industry. Since 1999, more than \$250,000 in awards have been presented. As always, we were amazed and impressed with the number of qualified, talented applicants, and we'd like to thank everyone who applied. This year's winners are:

**Thomas Daros, Jr.  
Matthew Juliano**

**Garth Reish  
Wyatt Schwanger**

*A special thanks to our scholarship sponsors:*



## A Word From Our Sponsor: Taco Comfort Solutions



A Taco Family Company  
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For almost 100 years Taco Comfort Solutions has been a leader in providing the latest technical advancements in wet rotor circulators, starting with the prototypical

Perfecta model in the 1960s, through the "00" Series (to include the venerable 007 model), to today's ECM equipped, high-efficiency 00e™ Series. These products are truly where high-efficiency and comfort meet.

Our current family of 00e circulators – the 007e™, 00e VR/VT models, and the 0015e3™ (for three easy settings) – are equipped with the SureStart® unblocking and air purging feature along with BioBarrier® protection against system contaminants. They use up to 85% less electricity than conventional circulators and have been engineered the Taco Way for easy installation and trouble-free operation over the life of a hydronic system.

Along with state-of-the-art products built for American systems, Taco is a leader in training and education across the HVAC professional spectrum – from plumbers and mechanical contractors to engineers, facility managers, architects and building owners. We support their efforts with an ever-evolving range of software tools and building management systems to make their jobs easier, and our technical support – over the phone, online and in person in the field – is second to none in the industry.

As a company with a long history and deep involvement in the industry we all support, we believe in relationship building and the importance of people-to-people associations. To us, people always come first, and the all-important comfort goal we work for every day means more than just hardware, it's about caring too.

We care especially for the dedicated professionals in the deliverable fuels business and organizations like OESP that support them, because our company started and has survived and prospered over the decades because of you. You are in Taco's DNA, and we hope we are in yours, too.

## Oil Heat Cares Helps Cancer Patient Restore His Home Heat



The New Haven Chapter helped **William Casey** of Hamden, CT, last month with a vital Oil Heat Cares installation. He received a brand new boiler and indirect water heater, new circulators and new zone valves.

It was the perfect timing.

About a year ago, William Casey was diagnosed with bladder cancer. He was being treated and was responding well. But after about a year, he went for another scan and found that the cancer had spread to his brain. Now he's being treated for both. "He has a phenomenal will to live," **George Perrelli** said. "I don't know how he does it, but he is an amazing guy."

William is registered as a long standing customer of Perrelli Fuel, but George said he had not been in the customer's house in 28 years.

"When he called with the problem, we checked the records and found that no one here had serviced the house in four years, and I didn't understand why," George said. "But then I realized when I went to the house and spoke to William that it was due to his illness. The medical bills had



*Pictured left to right: George Perelli of Perelli Fuel, William Casey and his sister, Beth Casey*

piled up and finances became difficult. My wheels were already turning and I knew he was a perfect candidate for the type of assistance that Oil Heat Cares provides."

Many thanks to QHT, FIA, F.W. Webb, Webstone valves, Walter Morris Co., Carlin/Hydrolevel, and Taco, who donated the items needed for the installation. Thank you to George's son, **Nicholas Perrelli**, who spent the entire day on the job and who understands how our great association and brotherhood of members can work together.

Thank you also to **Ed Ryan Sr.**, **Ed Ryan Jr.** and **Antonio Vallati** from Ryan Oil for donating their services to the installation.

"We would like to thank George Perrelli (Perrelli Fuel) and the Oil Heat Cares organization for their extremely generous donation and installation of a much needed new furnace system," William said. "It could not have come at a better time."

## OESP Student Competition (cont from pg 2)



*OESP Members Justin Romano and Mike Natoli look on as students participate in the parts identification challenge*

to manufacturer representatives and individual companies who donated time and material: Wales Darby; Edwards, Platts and Deely; Consolidated Plumbing; Carlin/Hydrolevel; Burke Energy, Heritage Fuel and Guaranteed Home Improvement. And

of course, none of this would be possible without the dedication of the NYC and Westchester Chapters of OESP.

This competition also serves to keep the memory of Westchester chapter member **Steve Rinaldo** alive. He had a big heart, loved the kids and worked with sales representatives and manufacturers to ensure the students received goody bags afterwards.

So who won? Congratulations to the Saunders school for being the champs of the day. And, congratulations to all for another outstanding educational event.

## Message from the Executive Director

By Lisa Strug

Hello, OESP and all attendees of the second-annual Eastern Energy Expo! Many of you will be reading this in Hershey, PA. So, it is my pleasure to welcome you to the most important event of the year for our industry.

More than 4,000 people have travelled to Hershey this week for a variety of training, networking and events that are essential to running a successful business. Please be sure to visit the OESP booth at the EEE – we will be stationed near registration. Also, make sure to pick up your badge ribbons so you can display that you are a proud OESP member. We will also have our new royal blue polo shirts available for pickup. and OESP-branded license plate frames for sale.

If you didn't place a preorder – no worries - we do have extras. But come quickly – they will sell out.

We are pleased to be hosting the annual OESP Awards banquet on Tuesday night, when we will recognize terrific OESP members who have given countless hours of their time to the industry. This year we will introduce a new award – the Board of Directors' Award – given to an individual who has served OESP way beyond expectation. Don't miss the awards banquet to find out who will receive this special recognition and the other distinguished awards.

We will also present the Dave Nelsen Scholarship awards to deserving students pursuing a career in the energy services industry. We would like to thank our generous sponsors for their support of this worthy cause: Beckett, Weil-McLain, the South Central Pennsylvania Energy Association, the New York area chapters, the New Haven chapter and the Mid-Atlantic chapter.

On April 3, we launched an exciting new member benefits program. I'm proud to say OESP members can now get special deep discounts at Avis, Budget, Lenovo, UPS and OfficeDepot. We expect the list of participating businesses to grow and grow. These members' only deals are just another way that your OESP membership pays off. Visit [thinkoesp.org](http://thinkoesp.org), log in for details and start saving money.

By now, you have seen plenty from our great and generous advertisers. Thank you to **Taco, Honeywell,**

**Slant/Fin, Wohler, Sid Harvey, Carlin/Hyrdolevel and ECR International.** Their ads are featured in this issue. Yours could be too – contact us to find out how.



Our Oil Heat Cares program has been on the move in every region of OESP. Your generosity continues to make lives better. Thank you to the team led by OHC Chair **Dave Bessette** for enabling well-deserving people to be warm and safe each year. And thank you to the service companies who have generously donated their time. Take a look at the article in this newsletter detailing some of the great work that has been completed this season, and we're sure there's much more to come. We are tremendously proud of Oil Heat Cares and the OESP members who support this incredible cause.

The fall Oil Heat Retreat has been announced. It will be held in Saratoga Springs, New York from September 14-17. We expect record turnout as we get ready for one of the best events of the year. It will be amazing. The perfect venue, in the perfect season. Come join us for training, perhaps an evening at the Saratoga Racetrack and Casino or a visit to one of the phenomenal brew pubs, as your wife enjoys the many mineral spas. There is something for everyone in Saratoga!

On behalf of **Jonathan Jaffe, Erika Handler** and the rest of your friendly OESP management team, it continues to be a pleasure to serve you. OESP is known for its mission of education and service. We are happy to be a part of that.







# OIL HEAT RETREAT

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# ECM Circulators: What and Why?

By Bob O'Brien

ECM (Electronically Commutated Motors) have been around in the USA for close to 10 years but are really just starting to gain serious traction.

They are pumps with permanent magnets that are electronically controlled and usually with variable speed. They also convert the incoming AC current to DC.

They use much less electrical energy and make the pump speed completely variable. Most existing small wet rotor circulator pumps are permanent split capacitor designs commonly called PSC motors and work just fine in most cases, with a couple of shortcomings: They use a fair amount of power, about 90 watts in most cases, and are usually single speed or have three manually selected speeds.

When selected, they convert the "3-speed" pump into a single speed, which may or most likely not be the right speed anyway.

Why switch to ECM pumps? And what are the benefits to the contractor and the customer?

The number one reason is the reduced electrical consumption with an ECM pump. The result is a 50-

75 percent reduction in power consumption, which is a pretty substantial savings on a percentage basis. But how much is that in dollars?

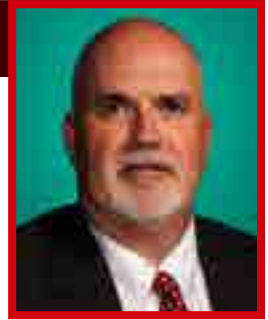
The run hours vary nationwide, but are generally between 1800-3000 hours in the Continental USA.

Locally, in the New York area, the number is 2,000 hours and we pay about 23 cents/Kwh or about \$37/ year to operate a PSC circulator. Half of that is an \$18.50 savings per year, which is not a lot by itself.

But when considering the incremental cost to upgrade to an ECM, it is not a bad return on investment at all - about 45 times better than a money market account!

It gets sweeter: The 45-watt consumption of an ECM pump is at full speed and these are variable speed pumps. How do they vary speeds?

Some are Delta T pumps and vary speed based on supply and return temperatures to maintain a constant Delta T, usually 20 degrees in most systems. These pumps provide a benefit way beyond the electrical savings.



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Hershey Lodge, Hershey, PA

Motorcycles: 10:00 am  
Bicycles, Walkers & Runners: 2:00 pm

All funds go to Oil Heat Cares - a 501(c)(3) foundation. Invite your friends, neighbors and co-workers to support your efforts all for a good cause!

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# ECM Circulators: What and Why?

How many systems run at the theoretical 20 degree Delta T?

Very, very few, and usually only because of over-pumping. The circulator is just too big and the flow rate too high, which lowers Delta T and increases boiler cycling. The reduction in boiler cycling will yield savings far beyond the electrical cost savings.

The other common style is Delta P pumps, which maintain a constant pressure by varying the speed in response to increased or decreased resistance to flow. On a zone pump application, the Delta P pump will never change speeds and the system head never changes.

However on a TRV or zone valve system, resistance to flow will vary as valves open and shut, and the pump will change speed to maintain a constant pressure. The variable nature of these pumps adds up to 25 percent to the electrical savings over a conventional PSC pump.

Should every new pump be an ECM pump? Probably most, but not all. It may not make economic sense in a zone pump system on rarely used zones, there aren't enough run hours to justify the increased cost or in areas with very low cost electrical costs. The formula is:

$$\text{(Run Hours)} \times \text{(Watt Reduction)} \times \text{(Cost per Watt)} = \text{Annual Savings}$$

*(Watts are Kw divided by 1000)*

What's in it for the contractor to reduce consumers' electrical consumption?

Put yourself in the customers' shoes. Would you like to do business with a contractor who is forward thinking and concerned about the consumers best interest, striving to install and maintain the most modern, comfortable and efficient systems possible?

Or would you like to work with a company that is happy with doing things the way they were always done with initial cost the only consideration?

Fuel costs vary widely but electrical costs are much more inelastic and are very slow to change, making electrical bills stubbornly high while fossil fuel costs have come down from their highs quite a bit (at least for now).

Electrical costs will remain an issue of importance to consumers. Why not be the guy who is offering the circulator equivalent of the LED bulb instead of the incandescent bulb?

**This could be YOUR Ad!**

Contact  
OESP HQ  
at  
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for details!



*Pictured here: J.W. Pierson, owner of the J.W. Pierson Company, established in 1888 as a masonry company and now into a full service H.V.A.C. Company; Paul Cuprewich, service manager; and Dilip Akaloo, Pierson's newest employee who was hired in December 2016.*

*Dilip graduated Lincoln Technical Institute with a 4.0 G.P.A. and a perfect attendance record. He received a special honorary medal, which he is wearing in the picture. Dilip shows that our "industry's future" is out there, ready to be hired and ready to join OESP!*



Introducing the **0015e3**

# 3volve.

The 0015e3 is the ECM high-efficiency replacement for **any** 3-speed hydronic circulator. Dial in energy savings with one of 3 easy settings to match system requirements. The 0015e3 uses up to 85% less electricity and is engineered with Taco's maintenance-reducing features:

- **BIO Barrier**® protection against system contaminants
- **SureStart**™ automatic unblocking and air purging

With double insulation (no ground wire required) and an optional 2-way flange, you'll not only save energy, you'll save install time. Pick up a 0015e3 at your local wholesaler and **Install it, forget it.**™



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