



This Issue of the *OESP News* is sponsored by:

**December 2017**

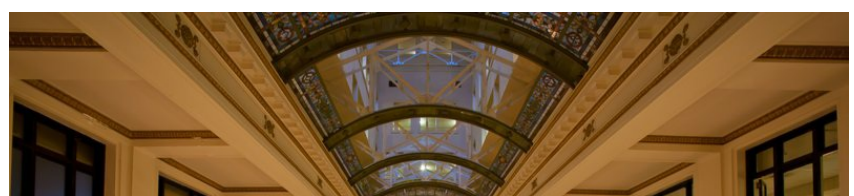
**Save The Date for the OESP Spring BOD Meeting  
March 2-4, 2018**



Save the date for the Spring BOD meeting - March 2-4 at the Radisson Lackawanna Station Hotel in Scranton, PA.

From the mesmerizing waterfalls at Nay Aug Park to the mind-boggling magic shows at Houdini Museum, downtown Scranton offers you an array of exciting things to do during your stay at Radisson Lackawanna Station. The hotel is close to I-80, I-81, I-380 and the PA Turnpike, providing easy access to the Mall at Steamtown and other prevalent destinations like Elk Mountain Ski Resort. Sports fans appreciate the location near PNC Field, home to Minor League Baseball's Rail Riders, and history buffs are grateful for our proximity to a number of museums, including the Electric City Trolley Station and Museum, where you can take a trolley ride.

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OESP has all new opportunities for your company to get in front of the best and brightest in the industry.

2018 packages are here. Bundle your OESP News ad with an EEE sponsorship!

Email [lstrug@thinkoesp.org](mailto:lstrug@thinkoesp.org) for more information or call 888-552-0900.



For more information about the area and things to do, click [HERE](#).

Agenda information will be available in early 2018. Check the website for details.

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**Book your room for the Third-Annual Eastern Energy Expo  
Foxwoods Resort Casino, Mashantucket, CT  
May 20-23, 2018**

### Have you saved \$35 yet?

OESP 2018 Invoices have gone out by email and mail.

National dues are increasing by \$35 for 2018. **BUT - if you pay your 2018 invoice by December 31, 2017, you can save this \$35 and pay the 2017 rates!**

If you pay electronically, simply enter the code **35off** in the promo code field online.

If you pay by check, deduct \$35 from your total and be sure to postmark your envelope no later than December 31, 2017.

If you need a copy of your invoice, please contact Lisa Strug at OESP HQ at [lstrug@thinkoesp.org](mailto:lstrug@thinkoesp.org).

### Oil Heat Cares Helps a Neighbor in Southern Connecticut



Julie Harris of Stamford, Connecticut is appreciative

**EE ASTERN ENERGY EXPO** | WHERE ENERGY & COMFORT MEET **2018**

**Expo Sponsor**

**Taco**

June Harris of Stamford, Connecticut is appreciative to have a warm home this holiday season. She is the latest recipient of a grant from Oil Heat Cares (OHC), through the Fairfield chapter of OESP.



Mrs. Harris is an educator specializing in school media. She lost her job last year after taking a one-month-long unpaid leave of absence following the sudden death of her 24-year-old son in April.

While actively looking for work, Mrs. Harris has no income and was unable to afford the \$10,000 to replace both her inoperable oil and water heaters.

At the beginning of October, Mrs. Harris contacted OHC and was put in touch with **Brian Frederick** of the Fairfield County chapter. Brian quickly realized that the account already belonged to OESP member, **Sam Gault** of Gault Energy. Mr. Gault was eager to help, assigning equipment representative, **Rob Capri**, to assist.

Using Gault's fully stocked installation truck, lead installer **Brian McCarthy** of Gault along with **Neal Garrison** of Torcco, Brian Frederick of Hoffman Energy and **Brian Magner** of L.P. Topar Oil Co., replaced the old Weil-McLain & Ford Aqua-booster with a New Yorker with coil.

BellSimons of Bridgeport supplied the major materials at a discount and donated some trim. Purcell Moving Co. removed all of the old equipment and associated garbage at no charge.

Mrs. Harris described her OHC experience as one of the best things "that has ever happened to her in her whole life." Our warmest wishes for a happy holiday and a bright new year, Mrs. Harris!

Oil Heat Cares is always looking to find current and potential consumers who have come across unexpected circumstances and truly need help. OHC is dedicated to providing the warmth and security that everyone deserves.

To learn more, please check us out at [oilheatcares.com](http://oilheatcares.com).

## NORA Releases Updated Learning Website



The National Oilheat Research Alliance (NORA) has

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**Own the Classroom Sponsors**



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**afs**

Your company name could be here too! Sponsorships are available and booths are selling out quickly. The exhibit hall is already more than 50 percent full and space is going fast!

### Save the Date! Monday, May 21

Join OESP for the Annual Care to Ride, benefiting Oil Heat Cares or the annual Dave Nelsen Scholarship Golf Outing, benefiting the scholarship fund.

## Chapter News

### NH/VT Chapter

The last chapter meeting for the NH/VT chapter brought in more people than the room could handle at the restaurant. The meeting had more than 20 attendees who all got a lot out of the presentation. **Curt Reynolds** presented the low voltage wiring class that he has done for our National Conventions for the past three years. This class was approved for 2 CEU's from NORA.



Please join the chapter for its annual Christmas party on December 5. Spouses/significant others are welcome.

The National Oilheat Research Alliance (NORA) has released an updated version of its education website, [Learning.NORAweb.org](http://Learning.NORAweb.org).

[Learning.NORAweb.org](http://Learning.NORAweb.org) provides tens of thousands of oilheat technicians a source for online video courses, NORA certification and continuing education credentials and other valuable education resources. The site, launched in 2015, has been relaunched with an updated, faster and more user-friendly design.

Users will find access to their account information and other resources displayed on the home page in easy to see and understand "quick link" tiles. Each tile brings the user to the information of choice. NORA will be adding tiles as more features to the site become available.

With just one click, a technician may find a list of all their NORA certifications and CEU courses, regardless of where the courses were taken, along with a quick link to download their credentials. Another quick link tile goes directly to the user's profile for easy reference or editing. Other tiles go to: the NORA store, Certification upgrades and renewals, NORA news, the Silver Certification Review, a CEU count and more.

The popular NORA online video courses are also accessible from the home page and offer more than 20 courses crediting 2 CEUs each.

NORA encourages all oilheat technicians to have an account. The site is free as it is fully funded by the NORA assessment fees.

**John Huber**, NORA president, said, "It is NORA's specific mission to provide quality, easily accessible technical education and training to the industry. [Learning.NORAweb.org](http://Learning.NORAweb.org) does just that."

Questions about [Learning.NORAweb.org](http://Learning.NORAweb.org) should be directed to [Learningsupport@noraweb.org](mailto:Learningsupport@noraweb.org).

## Corporate Members

OESP is proud to welcome two new Corporate members! Welcome to:



ADVANCED FUEL SOLUTIONS, INC.



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

Advanced Fuel Solutions	PB Heat, LLC
AquaMotion	Powderhorn Agency
B.J. Terroni Co.	QHT, Inc.

For more information on the New Hampshire/Vermont Chapter, please visit: <http://oesp-nh-vt.org/>.

## Southeast PA Chapter

Ten members of the chapter joined **Rick Souders** of Nu-Calgon as he reviewed the company's Air Quality equipment offerings. One of the exciting new products includes the new "iWave R" air purifier - a self-cleaning, no maintenance ion generating air purification unit for residential applications. The company also offers a commercial version of this air quality product. The chapter is always eager to provide the latest information to its members.



L to R: Scott Hunt (Thermo Pride), Curt Martin (RW Beckett), Len Zvorsky (SCPEA), Mark Smith (Advanced Fuel Solutions), Scott Ansel (Meyer Oil), Glenn Spangler (Alger Oil and Propane), Joe Mauz (Sid Harvey), Steve Schwanger (Schwanger Bros.) & Carl Mellinger (BE Mellinger Co.)



L to R: Scott Ansel (Meyer Oil), Glenn Spangler (Alger Oil and Propane), Joe Mauz (Sid Harvey) & Steve Schwanger (Schwanger Bros.)

For more information on the Southeast PA Chapter, please visit: <http://oesp-southeastpa.org/>.

## Long Island Chapter

Last month at the Long Island Chapter, more than 40 members and guests gathered to hear **Charlie Masone** of RW Beckett busting myths about oil supply piping.

**Jim Colwell** and **Justin Romano** had the pleasure of drawing raffle winners. A great time was had by all!



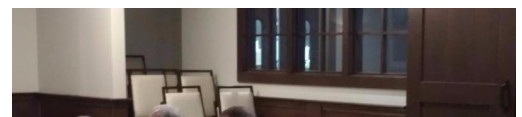
Please join the chapter as

members and guests celebrate the holiday together on December 13 at The Larkfield in East Northport at 6 pm.

For more information on the Long Island Chapter, please visit: <http://oesp-li.org/>.

## Rhode Island Chapter

The Rhode Island chapter was pleased to welcome **Charlie Wright** from the Rhode Island



Bell & Gossett (A Xylem brand)	R.W. Beckett Corp.
Bradford White Corp.	Rathe Associates
Carlin/Hydrolevel	Riello Burners of NA
Consumer Focus / ServicEdge	Roth, USA
Digital Dispatcher, LLC	Shipley Energy
ECR International	Sid Harvey
EDOS, INC.	Slant/Fin
Emerson Swan	Suntec Industries
Energy Kinetics	TACO, Inc.
Field Controls Co.	Testo Inc.
Fuel Ox	Thermo Pride
F.W. Webb	Torrington Supply
General Filters	Toyotomi USA, Inc.
Grundfos	Universal Supply Group
Honeywell Inc.	Venco Sales
Laars Heating Systems	Weil-McLain
Mitsubishi Electric	Wohler USA, Inc.
New Yorker Boiler	Z-Flex US, Inc.
PA Petroleum Assoc	

Department of Labor and Training Mechanical Board to the November meeting. Charlie spoke to the group on the various new state codes. A special thanks to Steve White who took the reins and led the meeting while the chapter president was away.



Please join the chapter for the annual holiday party on December 5 at Twin Oaks in Cranston, RI. Enjoy cocktails and hors d'oeuvres beginning at 5 pm. Cost is \$20 per person and all proceeds will benefit OESP charities.

For more information on the Rhode Island Chapter, please visit: <http://oesp-ri.org/>.

## Delaware Valley Chapter

**Mark Smith** and **Curt Martin** proved to be a dynamic duo while conducting a NORA training together at the November chapter meeting. Mark presented material on Cold Flow Improvers for Heating Oil and Diesel Fuel. The talk also focused on ULSHO Advantages and Challenges, such as the excessive corrosion the industry has experienced since ULSD 15ppm diesel was introduced in late 2006.

Curt, from RW Beckett, presented a refresher on combustion basics. He reviewed the mechanics of older Beckett burners that technicians would find in the field and tips on what to look for to repair.

Twenty five people joined the lively conversation and received NORA continuing education credits for their attendance.

Come get into the holiday spirit with the Delaware Valley chapter on December 13. Details on location and time to follow.

For more information about the Delaware Valley Chapter please visit: <http://oesp-delawarevalley.org/>.

## OESP Needs You!

Encourage a friend or colleague to come to a meeting! You will be rewarded for your efforts. Recruit two new members and we will mail you a \$50 gift card.

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

If you're a member and it's been more than 6 months since you attended a chapter meeting, we invite you to attend your next one for FREE! Just RSVP to the chapter so they know to count you in for dinner and have a great time ON US!

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

The OESP membership committee is working hard under the strong leadership of **George Fantacone**.

Contact the OESP management office at 888-552-0900 or email us at [lstug@thinkoesp.org](mailto:lstug@thinkoesp.org) and let us know that you're interested in helping out.



Mark Smith of Advanced Fuel Solutions



Curtin Martin of RW Beckett



L to R: Jim Rafferty, Mark Sevena, Tom McLoughlin and Rob McLoughlin of McLoughlin PHC.

## OESP Offers Nearly "2 for 1" on Membership



## New York City Chapter

**MEMBERSHIP SALE**

**Join OESP now and get:**

- 2017-18 heating season
- 2018 HVAC season
- the beginning of the 2018 heating season

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

**Lock in 2017 membership pricing now!**  
Get the remainder of 2017 and all of 2018 for one low price!

Don't delay! Training sessions in the OESP local chapters are beginning shortly - **you won't want to miss out!**

Join today at [thinkoesp.org](http://thinkoesp.org)



## OESP Executive Board

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## OESP Calendars

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



More than 50 attendees gathered at Monahan & Fitzgerald's for the New York City chapter's November meeting. Members of the NYS Department of Environmental Conservation (DEC) spoke on the Petroleum Bulk Storage Program, providing great insight into New York's new oil tank regulations.



Join in the festivities at the chapter's annual holiday party on December 7. The fun begins at 6 pm at Russo's on the Bay in Howard Beach.

For more information on the New York City Chapter, please visit: <http://oesp-nyc.org/>.

## Westchester Chapter

The Westchester chapter was fortunate to have **Tom Tubman** from American Energy Coalition (AEC) as their November speaker. Tom described how his organization is working to protect the oil industry from the ever present gas monopoly's threat to the industry's existence. He provided informative literature on what the AEC is doing for our industry and where it has made the most significant strides.

Each month, there is a portion of the Westchester meeting known as "Tech Talk." It is very well received with many experts offering their take on the subject and consistently offers a wealth of knowledge to the entire group. November's tech talk, moderated by **Peter Gasparinni**, discussed the correct way to size circulators and warned of the dangers of "over pumping." Peter provided a sizing tool and discussed the proper way to transfer heat within a system.

The next Westchester chapter meeting will take place on December 7 at the Casa Rina Restaurant in Thornwood.



For more information on the Westchester Chapter, please visit: <http://heatcoolpros.org/>.

## Pioneer Valley Chapter

Approximately 20 attendees dug into steak dinners as **John Dunleavy** presented at the November meeting. John spoke about all the new controls available from Carlin. It was a very informative training session and a great time was had by all.



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

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

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

## OESP Supports Vets 2 Techs



### Vets2Techs Mission:

To help provide a stream of professional talent, of military veterans, to the Oil & Propane industry and its stakeholders. Our industry has been challenged for decades to find a talent pool to draw from. Vets2Techs addresses that challenge head-on, by providing a FREE link between our industry and the veteran community.

### WHAT is Vets2Techs?

Vets2Techs is a project that helps veterans find rewarding jobs in the oil and propane industry. These jobs can range from technicians to delivery drivers to sales and management.

### WHY Vets2Techs?

Veterans are the best candidates to consider when you are looking for positions to fill in your company. Along with being disciplined and hardworking, they possess many of the special skill sets and qualifications (such as a CDL) needed to work in this industry. Vets2Techs is working in conjunction with the PA Veterans Employment Outreach Program, which currently has a



## Lehigh Valley Chapter

**Mark Roberts** of Aprilaire joined the chapter meeting this past month to speak on all things Aprilaire - from the traditional humidifier, to air

filters, to thermostats. Members learned that as houses become tighter and allow less outside air infiltration, it is harder to effectively humidify these homes. The older humidifiers work for most of the older homes but newer homes may require steam humidifiers to provide adequate comfort during heating cycles.

For more information about the Lehigh Valley Chapter please visit: <http://oesp-lehighvalley.org/>.



R to L (back): Ed Peter (Wackenhut), Dave Wisser (Wisserl Oil & Coal) & Greg Dipple (East Lawn Supply). R to L (front): Brian Kiernan (Energy Kinetics) & Gene Wolfgang (retired.)



Pictured left back: Roy Walter (Roy A Walter HVAC), left front: Mark Roberts (Aprilaire).

## Message from the Executive Director

by [Lisa Strug](#)



Planning for the Eastern Energy Expo is in full swing. I am pleased to report that the exhibit hall is more than 50 percent full and we are still more than five months away. This is excellent news and a testament to the strength of our combined trade show that after just two years has a strong reputation as the premier event for the energy and comfort industries.

I would like to highlight sponsors already committed to joining us at the EEE: **Taco, Beckett, Roth, Weil-McLain, F.W. Webb, Bosch, Carlin/Hydrolevel, Velocity Crown Boilers and Advanced Fuel Solutions.** We thank them for the generous support and look forward to working together in the coming year.

Employment Outreach Program, which currently has a reach to over 40,000 employment-seeking veterans.

## WHO can participate?

Oil and propane companies alike are taking part in this organization and tapping into the talent of our country's veterans. We would encourage any OESP member to consider Vets2Techs if you are looking to fill a position in your company.

## HOW do I get started?

Register today! Visit [Vets2Techs.com](http://Vets2Techs.com) and register to start posting jobs! No membership or fee is required.

For questions, please contact:  
[info@vets2techs.com](mailto:info@vets2techs.com).

Sponsorships are still available and there are many exciting ways to get involved. Click [HERE](#) for the sponsorship information and have your company's name in front of the best and brightest in the industry.

Hotel information is now available, so book your room soon! Click [HERE](#) for details.

On another note, OESP membership dues invoices have now been sent out twice, by mail and email. For those of you with emails in our system, you should have received them electronically. For ease and convenience, we have updated the invoice system so that you don't need to log in to process your dues. Simply click the link and pay online.

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 resend.

In your email or on your printed invoice, you received instructions to pay your bill before 12/31/17 to receive \$35 off. When you pay electronically, just enter **35off** in the coupon code field to automatically receive this savings. If you pay by check, simply deduct \$35 from your bill, postmark by December 31 and save away!

Do you have a friend or colleague that would benefit from membership in OESP? Bring them along to meeting. This is our busy season, but it is also the season that training is more important than ever. Our mission is education and we are always looking to grow our great association and educate the next generation. Bring two new people who join and receive a \$50 gift card!

The "Nearly 2 for 1" membership promotion is nearing an end as we get ready to close 2017. Please encourage your colleagues to join now, retain the 2017 National dues rate, and they will not be billed again until 2019.

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

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

As we look forward to 2018, I would also like to draw your attention to the corporate members that keep OESP afloat. It is companies like these that provide speakers for chapter meetings, donate generously to Oil Heat Cares and serve on the local chapter boards around our region. The next time you are looking to do business, check our list of corporate members and consider supporting them to thank them for their involvement in OESP.

And speaking of supporters, we would like to thank our loyal and generous advertisers for their support this year. Thank you to **Taco, Honeywell, Slant/Fin, Wohler, Sid Harvey, Carlin/Hyrdolevel and ECR International**. We are excited to welcome **Beckett** to our list of annual supporters for 2018. Your company could be in the next issue - contact us to find out how.

On behalf of **Jonathan Jaffe, Erika Handler** and the rest of the OESP management team, it continues to be a pleasure to serve the association. Our very best wishes for a happy, healthy and prosperous holiday season. Stay warm.







May 20-23, 2018 Foxwoods Resort Casino, Mashantucket, CT

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