

OESP News



Oil & Energy Service Professionals

November 2018 Issue

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Mid-Atlantic Chapter Holds Annual Car Show



Thank you to all the vendors, sponsors, participants and people who helped put on this year's car show. The weather was great and it was the best turnout yet; 86 cars, trucks and motorcycles were on display.

With everyone's help, the car show raised \$2,400 for Oil Heat Cares and \$2,400 for Heating for Humanity Maryland. That's almost \$600 more than last year! To date, \$15,600 has been raised for these great charities. Thank you for your past and continued support!

Now accepting ads for the February 2019 issue of the OESP News. Ads must be in by Jan. 15.

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More photos on pg. 15

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Message from the President

By Ralph Adams

Welcome to our early winter issue of the *OESP News*. I hope you are still feeling rested from your summer vacations and are gearing up for yet another busy heating season.

The OESP year started with a terrific Oil Heat Retreat in Atlantic City. We had a record turnout with 65 board members, as well as many of our spouses. I would like to thank all those who came out to learn more about Atlantic City, the home of the 2021 Eastern Energy Expo. I am happy to say there was a fun time had by all.

This is a great time for OESP. The Eastern Energy Expo, the blossoming partnership with AREE and PPA, has proven to be beneficial for all involved. The conference has been extremely successful in terms of programs, sponsors and the amount of funds raised to support our initiatives throughout the year.

We are looking forward to continuing the success in 2019 under the leadership of our fourth-annual Eastern Energy Expo conference chairs, **George McQueeney, Jay Moser** and **Dave Bessette**, as we return to Hershey, PA this May.

Under the guidance of our Education chairs, **Mike Hodge** and **Jason Mangos**, we will see valuable educational

seminars at the convention in Hershey.

Looking forward into 2019, I hope to promote member engagement through continued strong recruiting and giving back to our members.

Following with our mission of education, we are continuing to seek new and exciting opportunities. 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 do 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.

I hope to see you at a local meeting near you to discuss what we can do together to make this an unforgettable year. All my best....



A Word from our new Corporate Member, Bender HVAC!



Bender is a fourth-generation family-owned and operated company that has been proudly serving Connecticut since 1946. We provide customers with solutions when it comes to their plumbing and HVAC needs.

We offer our contractors assistance from both our showrooms and counters at our seven locations in Connecticut: New Haven, Waterbury, Hartford, Norwalk, Bridgeport, Stamford and Torrington.

Bender is focused on growing with, and helping improve, the HVAC industry while staying committed to growing your business through offering training and incentive programs to customers.

We have a large stock of:

- *Gas-fired Furnaces, Condensing uUnits, and Evaporator Coils*
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- *Roof Top Units of all sizes*
- *Parts needed to service HVAC equipment along with replacement parts for heating, air conditioning, hot water and ductless systems*

The Bender team includes members with decades of experience in the industry who are happy to assist customers with any questions they may have.

Bender Services include:

- *In-house Tech Support*
- *Outside Sales Team (educated in all dealer programs, Customer Financing, and our Product line)*
- *In House Training/Factory Training*
- *Factory Tours*

Learn more about Bender at benderplumbing.com.

A Word From Our Sponsor: Taco

For almost a century, Taco Comfort Solutions has been a leader in providing the latest technical advancements in wet rotor circulators, starting with the Perfecta model in the 1960s, through the "00" Series (to include the venerable 007 model), to today's ECM equipped, high-efficiency 00e® Series.

This technology is where high-efficiency and comfort come together as one. Our current family of 00e ECM circulators – the 007e®, 00e VR/ VT models; the 0015e3® (for three easy settings); the variable speed 006e3™ for domestic hot water recirculation systems; and the 1915e light commercial circ, designed for hot or chilled water hydronic applications, also available in stainless steel for potable water systems.

All of our latest ECM circulators are equipped with the SureStart® unblocking and air purging feature, and most have 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, in person or 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.

At Taco Comfort Solutions, 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 for almost 100 years because of you.

You are in Taco's DNA, and we hope we are in yours too.

A Word From Our Sponsor: SUNTEC

The Suntec trademark is changing! We are pleased to introduce our new logo and corporate identity for the group. Suntec is looking toward the future in keeping our values driven by the technical innovation without compromising quality, durability, and high level of service for our customers.

For decades, Suntec group has been a leader in providing oil pumps and valves to the heating industry. As a worldwide company based in the United States (Glasgow – Kentucky) and in France (Dijon - Burgundy), Suntec has a large range of products able to meet the most severe applications according to the US and European standards.

Suntec products are embedded in the main residential and light commercial equipment, but also on mobile devices such as high pressure cleaners or space heaters with low capacity pumps (A pumps). Suntec can also offer a complete range of pumps for industrial applications (B, J and TA series) asking for high capacity and pressure range in furnaces, boilers, dryers or incinerators.

The heart of Suntec pumps is a gear set designed, like



a precision watch, to give the adequate flow rate and pressure to the nozzle to have a perfect combustion. The gear set also creates a high power suction that is very useful in some piping configurations

or tank positioning to overcome the head loss. The Suntec gear range can deliver from 2.5 GPH to 1000 GPH while an integrated pressure regulator is able to implement pressure from 20 to 580 PSI with a great stability. And finally, Suntec pumps integrate different mechanisms including a solenoid valve which insures a clean and quick cut off for safe use.

Suntec is involved in the future of the heating industry and already has solutions used in Europe to integrate new fuels (Biodiesel, HVO-Renewable Diesel). Thanks to its 2 step and modulating pump technology, Suntec already offers solutions to reduce the fuel consumption and NOx/CO2 emissions. As Suntec is committed to propose energy efficient products to reduce our environmental impact, the R&D department has developed a new gear to reduce the power consumption by 40% for low capacity pumps.

New visual ID, same commitment to serve you!

A Word From Our Sponsor: RW Beckett

The logo for Beckett Corporation, featuring the word "Beckett" in a white, cursive script font on a red background.

CORPORATION

Since 1937, the RW Beckett Corporation has been producing oil heating equipment for residential and light commercial applications. Now in its third generation of family ownership, Beckett has become a worldwide

producer of combustion solutions, HVAC controls, air moving products, and fuel storage components.

The Ohio-based manufacturer produces oil and gas power burners, controls and tank accessories at their facility in North Ridgeville, Ohio. Other Northeast Ohio Beckett facilities include Beckett Gas Inc. producing gas burners and Beckett Air Inc. for air moving products. Additionally, Beckett Asia Pacific is a Beckett owned division providing manufacturing and assembly for products sold in Southeast Asia and around the world. The acquisition of Worgas Burners Srl with locations in

Northern Italy and the United Kingdom has expanded the Beckett Gas companies into Europe and other markets.

With more than 80 years of service to the Oil Heat and related HVAC markets, RW Beckett continues to offer products and training for those products. Over the last 40 years, the company has trained well over 140,000 technicians, and Beckett is expanding training options as the need for technicians grows.

As the industry changes, Beckett remains at the forefront in developing products to meet new demands. We are committed to addressing the new challenges created by the next generation of heating fuels by making significant investments to better understand changing fuels and the impacts those fuels have on our products and the entire oil supply system. We wholeheartedly support the need to move the industry towards the use of renewable fuels. Oil heating is essential to a balanced portfolio of residential and commercial heating solutions for North America. It is our pleasure to serve you!

Is your business *getting the message out?*

Take advantage of new opportunities to get more deeply involved with OESP. **New Corporate Packages include:**



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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.



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Fairfield County

In October, the Fairfield County Chapter enjoyed a new twist to its monthly meeting. The meeting began at Rural Fuels in Trumbull for a lively and informative safety demonstration by Rural Fuels on propane leaks. The group then moved to Roberto's in Monroe for dinner and business with near-record attendance.

The next meeting will take place on Tuesday, November 6 at 6 p.m. at Roberto's. For more information on the Fairfield County Chapter, please visit fairfield-county.thinkoesp.org.



Lehigh Valley

Nearly 20 members and guests gathered at the Lehigh Valley Chapter's October meeting for an engaging presentation by **Rosemarie Bartchak** of Boyertown Furnace.

Rosemarie discussed the features and benefits of the NRGMAX circuit board designed for new furnace and replacement board installations. The group enjoyed the mock setup that Rosemarie brought, allowing all to see the board in operation during different stages of ignition and heater operation.

The next meeting will take place on Wednesday, November 7 at Gregory's Road House in Allentown, PA at 6:30 p.m. Please check out the OESP website for further details.

For more information on the Lehigh Valley Chapter, please visit <http://lehigh-valley.thinkoesp.org>.



Fred Hunt, R.W. Beckett (right) and Dale Steigerwalt, Sid Harvey



Rosemarie Bartchak, Boyertown Furnace



Pictured left to right: Richard Daniels, Barry Bickert, Cole Beidleman, Nick Martone and Ron Apgar, Bickert's Heating & AC



John Belzner (right) with Jim Apgar (center) and Bruce Graham (left) in December 2017

In Memoriam: John Belzner

John Belzner, Service Manager for Apgar Oil and Director of the Lehigh Valley Chapter, passed away this past summer well before his years. Jim Apgar spoke at our Oct. 3rd meeting, describing John as a loyal, long-term member of the Apgar Oil company with more than 20 years' tenure.

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



Westchester Chapter

Last month, the Westchester Chapter was fortunate to have **Dino Pioli** of Spirotherm give an informative presentation on venting and removing dirt from hydronic systems. His presentation prompted a lively discussion and many of our members offered their experiences on the subject, providing a wealth of information to the group.

Also at the meeting, our "Tech Talk" series continued with a discussion led by **Angel Gonzalez** on potential heating system problems including relief valves, fill valves and various issues causing problems for our installing contractors. Angel concentrated on a common issue for many of our members: wall hung boilers. It was such a popular subject that the chapter has decided to have a guest speaker who concentrates on this topic at a future meeting.

For more information about the Westchester Chapter, please visit heatcoolpros.org.



Rhode Island



An energetic group attended the Rhode Island Chapter's October meeting to hear from **Rick Pothier** of EDOS. The group enjoyed Rick's discussion about Honeywell's gas valves and controls.

The Chapter's next meeting will take place on Tuesday, November 6 at 6:30 p.m. at Chelo's Restaurant in East Providence. Please check the OESP website for further details.

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

It's easy to have your chapter featured! Just take some photos and send us information about your meeting. Email the pictures and details to the OESP office at lstrug@thinkoesp.org.



Mid-Atlantic Crab Feast

Last month, there was a fantastic turnout for Mid-Atlantic Chapter's annual Crab Feast. Participants enjoyed a menu of all-you-can-eat steamed crabs and shrimp along with BBQ chicken, corn on the cob, coleslaw and potato salad.

Between courses, great door prizes were given away. **Kurt Martin** of Beckett won Baltimore Ravens tickets and OESP guest **Joseph Lochard** won Washington Redskins tickets.

The Mid-Atlantic Chapter would like to thank Beckett, EK Systems and Carlin for sponsoring the event. And thank you to all that came out for the day. The chapter is pleased to have raised \$500 for the scholarship fund.

The Chapter's next meeting will take place on Tuesday, November 13 at Bellisimos in Finksburg, MD at 6 p.m. Please check the OESP website for further details.

For more information on the Mid-Atlantic Chapter, please visit masma.org.

Mid-Atlantic Meeting

Ten members attended the Mid Atlantic Chapter's October meeting to hear **Bruce Graham** of Carlin Hydrolevel give an engaging presentation on Carlin Burners and controls.

The Chapter's next meeting will take place on Tuesday, November 13 at Bellisimos in Finksburg, MD at 6 p.m. Please check the OESP website for further details.

For more information on the Mid-Atlantic Chapter, please visit masma.org.



Delaware Valley

Last month, Delaware Valley Chapter members gathered at Anthony's Ristorante and Banquet Center in Drexel Hill, PA for an informative presentation by **Shawn Sullivan** of Honeywell. The group enjoyed a great meal and learned about Honeywell's Hydronic products.

The Delaware Valley Chapter's next meeting will take place on Monday, November 19 at 6:30 p.m. Please check the OESP website for further details.

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



Pictured from left: **Dan Duffey** of D.E. Duffey, **Shawn Sullivan** of Honeywell, **Jim Rafferty** of McLaughlin PHC, **Ed Peter** of B.J. Terroni, **George Christiansen** of FC Haab



CT Valley/New Haven Tech Night

In October, the Connecticut Valley and New Haven chapters partnered with Entech to host a fabulous Tech Night. More than 45 people attended the event which included three live product trailers featuring Energy Kinetics, Bosch and Granby Condensing Oil Fired Furnace showcasing new products. Our hats are off to all who helped make this happen.

The CTValley Chapter's next meeting will take place on Thursday, November 15 at 6:30 p.m. at Chuck's Steakhouse in Rocky Hill, CT. Please check the OESP website for further details. For more information about the CT Valley Chapter, please visit ct-valley.thinkoesp.org.

The New Haven Chapter's next meeting will take place on Thursday, November 8 at 6:30 p.m. at Brazi's Italian Restaurant in Long Wharf, CT. Please check the OESP website for further details. For more information about the New Haven Chapter, please visit newhaven.thinkoesp.org.

Pioneer Valley

Despite Game Two of the World Series, the Pioneer Valley Chapter had a large turnout at its October Meeting. **John Dunleavy** of Carlin Hydrolevel gave an informative presentation of some of the new Hydrolevel products.

The next meeting will take place on Wednesday, November 28 at 7 p.m. at The Tavern Restaurant in Westfield. Please check the OESP website for additional details. For more information about the Pioneer Valley chapter, please visit pioneer-valley.thinkoesp.org.



Message from the Executive Director

By Lisa Strug

As we begin what we hope is a busy and profitable heating season, planning has already begun for the Eastern Energy Expo on May 19-22, 2019, returning to Hershey, PA.

OESP is pleased and honored to once again host Care to Ride and the Dave Nelsen Scholarship golf outing. And, we are planning plenty of technical education for you; there will be tons of great training opportunities. And you won't want to miss the OESP Opening Reception and Awards Banquet, which gets better and better every year!

We proudly welcomed nine new corporate members in 2018. 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! If you know of a company involved with the Association, or who should be, please mention the value of corporate membership or contact me to get in touch.

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

New members can join now and get a "Nearly 2 for 1" on the upcoming heating seasons. They will get the remainder of 2018 and all of 2019 included in one price. Join now and save!

On another note, invoices were sent out last month. For those of

you with emails 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 should have received your invoice in the mail.

Please send us 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.

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 us, or your local chapter president, to learn how you can make a bigger difference as we head into another heating season.

We would like to thank our loyal and generous advertisers for their support this year. Thank you to **Beckett, Taco, Honeywell, Suntec Industries, Slant/Fin, Wohler, Sid Harvey, Carlin/Hyrdolevel and ECR International**. Your company could be in the next issue - contact us to find out how.

On behalf of **Jonathan Jaffe, Meredith Levy** and the rest of the OESP management team, it continues to be a pleasure to serve the association. Our very best wishes for a terrific heating season.



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By Bob O'Brien

The 2018 NORA Technology Conference was held on September 24-25 in conjunction with the annual Southern New England Energy Conference (SNEEC) in Newport, Rhode Island. Organized by NORA research director, **Dr. Thomas Butcher**, the technology conference offered an insight to the latest research and developments in oilheating equipment and fuels domestically and in Europe.

John Huber, President of NORA made the opening remarks and laid out the NORA plans to address the demands of lowering greenhouse gas emissions in the traditional oilheat states. Quite a few of the presentations focused on biofuels, mostly biodiesel, but others discussed fuels such as Ethyl Levulinate (EL) produced from wood pulp. **Richard Sweetser** of Exergy Partners led off the discussion with a very interesting presentation on governmental policies that favor an all-electric future powered by renewable electricity and the ability of biofuel to meet the renewable and emission mandates more feasibly than the electric powered alternatives. Biofuels have a real advantage over fossil fuel-based natural gas.

Ryan Kerr, NORA research engineer, spoke about his work testing various bioblends for stability and their effects on gaskets and seals. **Neehad Islam**, NORA research engineer presented his findings on the performance of fuel pumps that had been run on B20 in the field for 10 years and the effect of bio blends on cad cell resistance. No undue wear or degradation of fuel pumps was found. Cad cell resistance is greater to some extent with bioblends, but at reasonable ratios it would be no impediment to implementation. **Dr. David Slade** of REG discussed the impact of copper and yellow metals on fuels - it definitely has a negative effect, but more research is needed to quantify it.

There were two speakers from Europe, and in many ways the issues they face are very similar to those in the USA. **Dr. Klaus**

Lucka, Tech4Fuels of Germany, spoke about the move to integrating oilheat appliances with renewable energy in Europe. **Dr. Ernst Moritz Bellinghen** of Eurofuels in Belgium described how they plan to meet the European emission goals for 2050 that are stricter than ours.



New equipment wasn't left out. **Andrew Hamer** of Babington Technology explained the concept behind the Babington Flexfire air atomizing burner. It's B100 capable and will be entering field trials this month. This is an exciting development and you'll hear more about it in the months to come. **Jason Targoff** of Novatio Engineering presented a concept for aerosol liquid fuel combustion. Basically, it's an automotive type fuel injector married to an oil burner. It's still in the early development phase.

Heat pumps were another area of interest. **Dr. Thomas Butcher** discussed a NYSERDA project to explore the potential of minisplit heat pumps backed up by an oilheat system. Dr. Butcher also brought forth a project by Stone Mountain Technology to produce an oil-fired heat pump. Stone Mountain plans to build the fuel fired "compressor" and sell to OEM's to incorporate in their condensing units. They will operate at much lower ambient temperatures than electrically powered heat pumps with a higher COP.

Dr. Peter Hofbauer of Thermolift talked about their fuel fired heat pump using heat engine technology. It uses an inert gas that is heated rather than compressing a refrigerant gas. Hard to wrap your head around at first, but it is showing great promise and also works very well at extremely low ambient temps.

There's a lot going on in the oilheating world. Many thanks to NORA, **John Huber** and **Tom Butcher** for their great work in presenting this information.

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Best of Show



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Visit us on our social media channels or log on to tacocomfort.com and learn about the many ways we help make systems work better, smarter, and safer – just the way you want it.

