



October 2017

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The Fall OESP Oil Heat Retreat Was a Huge Success

This year's Oilheat Retreat took place last month in beautiful Saratoga Springs, New York.



A wonderful and productive time was had by all as members and their spouses were able to come together to work and relax over the weekend. The weather was perfect and our members enjoyed seeing the historic casinos, participating in ghost tours, visiting Lake George and hitting Broadway for some shopping.

This Issue of the OESP News is sponsored by:



Plenty of good food was abound as the crew of OESP enjoyed the many restaurants around town.

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

For an album of photos from the weekend, thanks to Angel Gonzalez, click [HERE](#).

Your logo could be here!

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

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

Email lstrug@thinkoesp.org for more information or call 888-552-0900.

OESP Announces its NEW WEBSITE

OESP is proud to unveil its new website at www.thinkoesp.org!

It's up and running with new navigation, new responsive design and new options for you!

Take note of our new Industry events calendar [HERE](#). On this calendar you will see many options for training which are being run by our manufacturer partners and other associations in the various areas we serve.

Of course there is also the OESP calendar [HERE](#), showing you the 15-22 chances for technical training every single month.

There's so much more - visit today!

2018 Invoices going out soon

OESP 2018 Invoices will be going out soon.

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.

You will need to register for the new website in order to pay electronically. If you have not done that yet, please click [HERE](#) to register.

Save the Date for the 2018 Care to Ride



WHEN:



Evaluation of Source Type on CAD Cell Resistance

By Dr. Thomas Butcher, NORA and Brian Gainey, SUNY Stonybrook (NORA Intern)



Introduction

This test was done to provide additional data on the impact of biodiesel on the resistance of an oil burner cad cell. Tests were run using a cast iron boiler manufactured by Utica Boilers, model SFH- 3100WT. The burner used for these tests is a conventional retention head burner, Model AFG manufactured by the R.W. Beckett Corporation. The burner control is a Beckett Genesis Primary Control Model 7505B-1500. For these tests the control flame sensor ("Cad Cell") input was disconnected from the control input terminals. The presence of the flame was provided manually into the control terminals with a simply electrical closure. This allowed direct measurement of the cad cell resistance using an external digital multimeter. For this specific control, the recommended burner cad cell resistance is under 1600 ohms.

For determination of excess air level and overall combustion quality, flue gas composition including CO₂ and CO were measured using an infrared (NDIR) fixed gas analyzer (CAI - Model ZRE). The flue gas sample was transported from the exhaust to the sample conditioning system using a heated sample line. A mechanical refrigeration drier (MAK10-1 / Clean Air Engineering) was used to remove flue gas moisture after filtering. Calibration gases are used for daily calibration of the gas analyzer. Flue gas smoke number was measured using a standard industry smoke number test.

Test fuels included No. 2 fuel oil as available in the NORA lab. An analysis showed the biodiesel content of this fuel to be under 1% by volume. Two different biodiesel fuels were used to prepare blends. This included one biodiesel produced from soy oil and a second from tallow. Both of these fuels were provided by Renewable Energy Group, Inc (REG) and a full certificate of analysis for these fuels is provided in Attachments I and II to this report.

To read the full article, please click [HERE](#)

Chapter News

Monday, May 21, 2018

Foxwoods in Manshatucket, CT during the annual Eastern Energy Expo!

Join us in one of the four divisions for fundraising: Motorcycle, Bike, Walk or Run!

In 2017, we raised over \$23,000 for OHC!



OUR MISSION:

The mission of Oil Heat Cares is to assist persons and organizations in need with the replacement of their oil heating appliances. Over the last 9 years, the program has turned into so much more.

The communities that have been positively impacted by Oil Heat Cares are always growing. OHC teams up with non-profit organizations to improve the communities that they are a part of.



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.

Westchester Chapter



The Westchester Chapter kicked off the year with a heavily attended September meeting! **Randy Stone** and **Bob Whitlock** of Toytomi presented the most recent Toytomi oil fired products to the group.

Peter Gaspirini lead a round table discussion focused on annual service calls - namely, how to create checklists to ensure that a technician does not miss anything and accountability for work accomplished to protect against insurance claims. The meeting was full of conversation and energy, a great way to start the season!

For more information on the Westchester Chapter, please visit: heatcoolpros.com.

Lehigh Valley Chapter

The Lehigh Valley Chapter came together for their first meeting of the season last month. More than 20 people were in attendance to hear **Brian Kiernan** of Energy Kinetics speak about the new ASCENT Boiler for oil which has an AFUE of 87%. The crew was happy to both reconnect and see some new faces at the meeting.



New members: Craig Mindler, Joe Spradlin, Jamie Knowlton & Harry Ehrhardt.



Lehigh Valley BOD (L to R): Gene Wolfgang - Treasurer, Dave Wisser - Secretary, Brian Kiernan - Director, Jason Mangos - VP, Ed Peter - President, Greg Dipple - Education Chair, Mark Smith - Membership Chair.

For more information on the Lehigh Valley Chapter, please visit: oesp-lehighvalley.org.

Southeast PA Chapter

The Southeast Pennsylvania chapter enjoyed a small gathering for their September meeting. The group had a chance to catch up with one another and learn from **Steve Phyllaire**, an instructor at Thaddeus Stevens College of Technology.



OESP Needs You!

We encourage you to 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**. The committee will meet again in the Fall at the Oilheat Retreat in Saratoga.

Contact the OESP management office at 888-552-0900 or email us at lstrug@thinkoesp.org and let us know that you're interested in helping out.

OESP Executive Board

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[Angel Gonzalez](#)

Steve spoke on the changes happening around Freon refrigerant and EPA. New rules will effect commercial size units of 50 pounds or more. Changes to residential unit requirements are expected to take place in the near future.

For more information on the Southeast Pennsylvania Chapter, please visit: oesp-southeastpa.org.



Pictured: Anthony Furman of Meyers Oil (second from L), Chris Harmes (standing) of Shwanger Bros. Oil & Scott Ansel (far right) of Meyers Oil.

Mid Atlantic Chapter

Last month, the Mid Atlantic Chapter gathered to hear Honeywell representatives present on water system controls, flow valves and hydronic system accessories.

The chapter was also host to their annual car show. 81 vehicles were entered in the show and approximately 150 people were in attendance. Best in show was awarded to the beautiful 1959 Chevy Belair pictured below.

Thank you to those who attended the event. With your support, the chapter was able to raise more than \$4,000!

For more information about the Mid Atlantic Chapter please visit masma.org.



Long Island Chapter

The Long Island Chapter enjoyed a large turnout of 37 members and guests for their September meeting. Speakers **John Hachmann** and **Jay McCay** of Energy Kinetics introduced the group to the Ascent oil combi boiler.

A few of the members also won big at the chapter raffle! **John Pecorella**, **Justin Romano**, **Anthony Tosi** and **Jerry Anthis** were the big winners of the evening, walking away with some great prizes!

The Long Island Chapter's next meeting will take place on October 26 at 6:30pm at the Plainview Holiday Inn. We hope to see you there.

Secretary

[Paul Cuprewich](#)

Treasurer

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Education Co-Chair

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Thank you Corporate Members

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](mailto:Lstrug@thinkoesp.org) at Lstrug@thinkoesp.org.

AquaMotion	Powderhorn Agency
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Carlin/Hydrolevel	Riello Burners of NA
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Mitsubishi Electric	Weil-McLain
New Yorker Boiler	Wohler USA, Inc.
PA Petroleum Assoc	Z-Flex US, Inc.



For

more information on the Long Island Chapter, please visit: oesp-li.org.

Delaware Valley Chapter

The Delaware Valley chapter kicked off the year with more than 15 members in attendance to hear **Brian Kiernan** from Energy Kinetics speaking about the new Ascent Combi Boiler. The new boiler leap frogs the old fashioned tankless technology.



(L to R): Ed Peter - Wackenhut Co., Dan Duffey - D E Duffey and Sons, Rosemarie Barchak - Boyertown Furnace Co, Harry Ritz- HVAC Consultant.



(L to R): Matthias Kuhn - HVAC Tech, Mark Haeberlen - HACA Tech, George Christiansen - FC Haab, Eugene Vine - Electric Motor Supply, Jim Rafferty - McLaughlin PHC, Roger Mitchell - Energy Kinetics, Jay McCay- Energy Kinetics.

We learned that the Ascent Combi boiler is an energy efficient boiler combining heat and hot water in one unit. It is much quieter and more efficient than tankless coil boilers, and its comparable price makes the decision to upgrade an easy one. In addition, the Ascent Combi's world class plate heat exchanger delivers much more hot water than a tankless coil, and there are no coil flanges to fail or cast iron sections to leak.

Ascent Combi also runs on oil heat, natural gas, propane or bioheat (B5) fuel sources and can be converted between fuels with a simple burner change. You can upgrade your system today, and decide to change fuels anytime in the future.

For more information about the Delaware Valley Chapter please visit oesp-delawarevalley.org.

OESP Offers Nearly "2 for 1" on Membership

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!



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?

Don't take a *raincheck* on this amazing deal!

MEMBERSHIP SALE

OESP

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](#)



Message from the Executive Director

by [Lisa Strug](#)



It has been an action-packed kickoff to the fall heating season.

We are very proud to announce the unveiling of the new and improved OESP website. Its new design is modern with the latest technology, providing you with easier navigation to find the information you need.

There are now two calendars online. The first shows all of the meetings that your local chapters of OESP have planned throughout the year. Information on speakers is updated as soon as the chapters have it. Click [HERE](#) to view the OESP meeting calendar.

The second calendar details all of the industry training that is happening throughout our region. These courses are hosted by many of our industry partners during the year and your membership in OESP ensures that you know about them. So the next time you are looking for training on a Beckett, Carlin, Roth or any host of other products, look no further than the OESP website for a date. Click [HERE](#) to view the industry training calendar.

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 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 and register to start posting jobs! No membership or fee is required.

For questions, please contact: info@vets2techs.com.

We will be adding online training as well. Once you log in to the member area (If you have not done this yet, click [HERE](#) to set up your account), you will see an online training page. The page is in development and will be steadily enhanced in the coming months.

Also, in our member area is information about our member benefits program. I'm proud to say OESP members can get deep discounts with a growing number of vendors including Avis, Budget, Lenovo, UPS and Office Depot.

These "members only" deals are just another way that your OESP membership pays off. Visit www.thinkoesp.org, log in for details and start saving money.

Do you have a friend or colleague that would benefit from membership in OESP? Bring them along to a fall meeting. It is more important than ever to continue to grow our great association and educate the next generation.

New members can join now and get a "nearly 2 for 1" on the upcoming heating seasons. They will get the remainder of 2017 and all of 2018 included in one price!

Invoices are going out now.

If you pay your dues electronically, you will receive an email with instructions to pay your bill before 12/31/17 and receive \$35 off. (You will need to create an online account on the new website to pay online. Click [HERE](#) if you haven't done that yet.)

Just make sure to enter **35off** in the coupon code field to automatically receive this savings. If you pay by check, simply deduct \$35 from your bill and save away!

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.

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**. 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 for a terrific fall season. See you soon.



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