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The 2021 Eastern Energy Expo: A Virtual Success!

With more than 1,100 attendees, 66 exhibitors, 33 sponsors, more than 60 education sessions, and scores of products being shown, there was plenty to do and see online at the Virtual Eastern Energy Expo and Education Summit in May. OESP presented 38 hours of education led by our sponsors and industry partners. The convention and marketplace resulted in countless accolades and benefits for attendees, exhibitors and sponsors.

The EEE would not be successful without the enormous sponsorship support it receives. Thank you to all of the 2021 sponsors:

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OESP Awards Dave Nelsen Scholarships

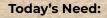
The winners of the 2021 Dave Nelsen Scholarships were announced at a live presentation during the May Board of Director's meeting, May 14-16 in Berkeley Heights, NJ. This scholarship was established in 1999 as a meaningful, lasting way to remember and recognize the commitment to education made by OESP member Dave Nelsen. The scholarship is awarded to students who are planning to or currently are attending a technical college or trade school with plans to pursue a career in the oil and energy industry.

"We are extremely proud of the 2021 Dave Nelsen Scholarship recipients," OESP President **Scott Vadino** said. "These individuals are the best of the best applicants and we are confident that they will continue the legacy of Dave Nelsen."

"We are very thankful to our corporate, association and OESP chapter sponsors, who, along with OESP, co-sponsor the scholarships each year," Vadino added.

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Message from the President

By Scott Vadino

Welcome to the summer issue of *The OESP News*. We are pleased to provide you with a recap of the Eastern Energy Expo that took place in May as a virtual experience.

Please read on for a look at the virtual industry awards and Dave Nelsen Scholarship presentations. Thank you to all those who worked tirelessly to make them happen. And, of course, thank you to our Dave Nelsen Scholarship sponsors. We appreciate your continued support.

Whether you are a manufacturer, a service manager or a technician, OESP's mission is education: we provide exceptional opportunities for education at all levels. This year, things have looked a little bit different, as we all know.

But I am happy to report that over the past 18 months, our chapters have still provided the outstanding education you have come to expect from OESP. And now, as we move back to "normal," you will still have chapter meetings throughout the region. Training and networking are invaluable for your job and remain important reasons for your valuable membership.

That's why so many of us dedicate ourselves to the membership recruitment effort. While it requires time, energy and passion, we all benefit from a thriving, growing association. Please join us in our efforts as often as possible.

Join us for the POCONOS CHAPTER MEETING

August 19th at 6 pm

Crescent Lodge
5854 Paradise Valley Road
Cresco, PA 18326

All are welcome!



I am happy to welcome the brandnew Poconos Chapter to the OESP family. Under the leadership of **Sal Furino, Pippy Ostrow, John Tuohy** and **Roy Walter**, we are excited for



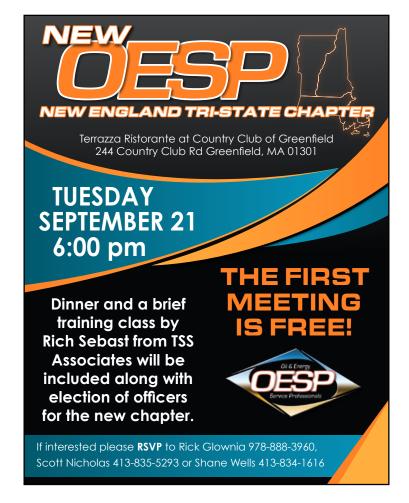
this new chapter to get under way and share in our success.

And, under the guidance of **Rick Glownia**, **Scott Nicholas** and **Shane Wells**, we will be looking to launch another brandnew chapter, the New England Tri-State Chapter, covering New Hampshire, Vermont and Northern Massachusetts. The launch meeting will be Tuesday, September 21 in Greenfield, MA. Details can be found in this newsletter.

This fall's Oilheat Retreat will be taking place in-person at the Lehigh Valley Hotel in Bethlehem, Pa., September 24-26. I urge you to attend if at all possible. And, invite a friend from your board who may have attended before. The more the merrier; it will be so great to be in-person once again.

It is an honor to serve as President. I look forward to continuing to work with our National Board, chapters and committees, all of which are full of so many talented contributors.

Thank you for empowering me to lead the charge. There are so many great things happening with OESP, even during these challenging times, and I am thankful to be a part of it.



Update on Membership

By George Fantacone

Allow me to begin by thanking the membership chairs from each chapter who continue to monitor dues payments and follow up with prospective members, ensuring that our numbers stay strong.

OESP needs your help to continue to build our organization – especially now that we are returning to in-person meetings. Please invite a friend, colleague or co-worker to a chapter meeting near you. Potential members are welcome to join us at a chapter meeting for **FREE.** Please RVSP to your chapter if you plan on bringing a possible new member.

I'd like to join our president, **Scott Vadino**, in warmly welcoming the new members of the Poconos Chapter to the OESP family. We are excited for you to be a part of this terrific organization. And I also look forward to attending the launch of the newly forming New England Tri-State Chapter in September, in New England, to discuss the benefits of being a part of OESP.

Each month there are opportunities for training. Even when the world shut down, our chapters continued to offer monthly classes on processes, products and services that make our jobs easier, more profitable and better serve the customer. As we plan for the fall, some meeting may be in-person, others virtual. Regardless, we will continue to show



you that OESP membership is enormously valuable.

And now, new members can take advantage of our "nearly 2-for-1" membership offer. Join now and you'll be fully paid through the end of 2022. That's one full heating season plus nearly an entire second season for one price. Don't delay; spread the word!

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

Thank you for working together to ensure our industry remains healthy and vibrant, as we prepare for a full schedule of meetings and events in 2021-22.



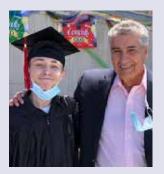




NYC Chapter Supports Students

It has been a very difficult period for vocational education, especially for our high school students enrolled in hands-on programs. Despite all the in-person restrictions, the Senior HVAC students at Bronx Design and Construction Academy successfully completed their technical training. Throughout the pandemic, the NYC OESP chapter has supported these students along the way.

For example, Alex Taliana, NYC Chapter past president and owner of M&M heating supplies, hosted a hands-on internship training for Kevin Stacey, Jr. In addition, Alex was instrumental in counseling and guiding Kevin to employment at Farentino Fuel Oil Company in Queens, NY.



On June 23rd, Alex represented the chapter, presenting the annual toolbox award to Kevin, Bronx Design and Construction Academy's top HVAC student, at the school's graduation ceremony. The NYC chapter has been presenting this annual award for more than 50 years. Many past recipients have accomplished successful careers in the NYC oil heat industry. Kevin now has the tools destined for a successful apprenticeship at Farentino Fuel Oil Company.

We thank Alex for his commitment to promote students' educational and vocational aspirations, and we congratulate Kevin for his achievements, wishing him luck in his future endeavors.

Chapter Updates



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

Bucks Mont

The Bucks Mont Chapter held a technician and managers meeting on June 23. The 22 people in attendance heard from **Joel Rosier**, technical support specialist at Arzel Zoning Technology, who spoke about air dynamics, bypass theory and static pressure. "Thank you to Joel for an excellent presentation," Bucks Mont Chapter President **Jay Moser** said. "We were happy to see so many people back together again."

Then, in July, the Chapter hosted a meeting at the American Legion Post 10 in Fort Washington, featuring Roy Hall and John McKeown from Keystone Sales Associates. They talked about the benefits, installation, and service of the Bosch IDS Family of Inverter Heat Pumps, and showcased the live fire trailer for training.

For more information on the Bucks Mont Chapter, please visit **bucks-mont.thinkoesp.org.**



New Haven

The New Haven Chapter met on June 10 at Brazi's. The guest speaker was **Chris Herb,** President of the Connecticut Energy Marketers Association. Chris gave a recap of the state legislators' recently completed session and the changes in store for our industry. Thank

you to Chris for a very informative meeting and for keeping us up to date.

New Haven will be holding its bi-annual golfing outing in August and the event is already sold out! Thank you to all those who are participating – we can't wait to see you! Regular meetings will resume in September.

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



In June, the Connecticut Valley Chapter met at Portofino's where **Bob Yurch** of FIA gave a demonstration on the "TekMar 2 Wire" wifi thermostat. Bob showed a video of This Old House's Richard Trethewey installing one of the products. A good night was had by all. Thank you to Bob for an interesting and fun evening. Regular meetings will resume in September.



For more information on the CT Valley Chapter, please visit **ct-valley.thinkoesp.org.**





Lehigh Valley

The Lehigh Valley Chapter held a training meeting in June on air duct balancing and air flow with Ariel Zoning Technology Inc. The meeting took place at the FW Webb training facility in Allentown PA. **Joel Rosier** was the trainer to a group of 15 technicians who eagerly listened as he covered content, including field tips to streamline the sizing and selection of the correct hardware. Joel started in the industry as an HVAC technician and is now a Technical Support Specialist.



Garden State

Garden State Chapter members and guests had a fabulous time on their annual fishing trip last month. The group of 50 boarded the Royal Miss Belmar out of Belmar, NJ and had plenty of success catching fluke, sea bass and small blue fish.

We would like to thank **Keith Trowbridge** from Universal Supply Group for bringing the refreshments, **Jim Froehlich** from All American Tank Service for bringing breakfast snacks and **Charley Holmes** from Venco Sales for providing the cold beer.

For more information on the Garden State Chapter, please visit gardenstate.thinkoesp.org.



OESP Member Helps Bronx Design During Pandemic



Justin Romano

"As the members of OESP and technicians get older, it's so important to get new students in the trade. These students represent new talent and they are the future," Justin Romano said. "I've been a part of the New York student competition for years, which didn't happen this year because of Covid. When Bronx Design asked for donations to help cover the cost of online books because the students couldn't learn in the classrooms, I knew that it was incredibly important for our industry. So, I jumped in and supplied the funds to enable the program to continue online. It's a good feeling seeing younger minds interested in the trade and I supported the effort because it was important to me to help the future of our industry by providing this opportunity."

Dear OESP News.

The world came to a standstill due to coronavirus. I remember the way we left

It was in haste, we had to pick up and leave and we did not have time to prepare for the future.

Education became virtual without any training for instructors or students and we were all in a daze trying to function in a 3" square window.

We were faced with obstacles. How do you teach a hands-on trade through a computer window, and to teenagers nonetheless?

Our school community at Bronx Design and Construction Academy is so fortunate to have industry partners. Through their continuous support, we were able to improve the quality of our online instruction by acquiring the National Center for Construction and Educational Research (NCCER) online platform curriculum.

The NCCER Curriculum provides numerous aids for our students, and also provides reviews and testing for students to gain their CTE endorsement at graduation.

The support of the industry has been so instrumental in continuing to provide high quality and interactive experiences to our HVAC students despite the pandemic.

On the behalf of Bronx Design and Construction Academy, we would like to thank the industry for its continuous support, and, specifically, Justin Romano of Guaranteed Home Improvement.

When Justin became aware of the obstacles our students faced, with no hesitation, he immediately stepped up and provided funding for our HVAC students to participate in the NCCER online program.

Justin's selfleseness has allowed our students to gain critical educational information through vocabulary assignments and review questions. Each module is followed by a final exam with performance tasks. Upon successful completion, students earn national certification through NCCER, New York State Educational Department endorsement and qualify for 34 college credits through Pima Community College.

On behalf of Bronx Design and Construction Academy, Thank you, Justin Romano. Sincerely,

Pete Gonzalez

HVAC Instructo

Bronx Design and Construction Academy

The 2021 Eastern Energy Expo: A Virtual Success! (contab

"Our company is proud to be able to offer educational assistance to young people entering our industry," said **Kevin Beckett,** President & CEO of R.W. Beckett, which supports the scholarships. "A career in the HVAC industry will offer a wealth of opportunities for these fine scholarship recipients."

The 2021 Dave Nelsen Scholarship winners are:



Ivan Boirie — Attends Entech Advanced Energy Training in Cromwell, CT and resides in Middletown, CT. This scholarship was co-sponsored by Carlin/Hydrolevel and the OESP Fairfield County Chapter.



Dylan Cabrera – Attends NYC College of Technology in Brooklyn, NY and lives in the Bronx, NY. This scholarship was sponsored by R.W. Beckett.



Michael Campitelli – Attends Entech Advanced Energy Training in Crowell, CT and resides in West Hartford, CT. This scholarship was co-sponsored by SCPEA and the OESP New Haven Chapter.



Madison Keenan – Attends The Fire Dragon School in Sturbridge, MA and lives in Clinton, MA. This scholarship was sponsored by OESP.



Tyler Sellers – Attends Thaddeus Stevens College of Technology in Lancaster, PA and resides in Kirkwood, PA. This scholarship was sponsored by OESP.

The OESP scholarship committee reviewed submissions from an exceptional number of impressive candidates this year and thank all those who submitted applications.

OESP Awards Members for National Leadership

Six OESP members and one manufacturer were recognized for their leadership during the live awards presentation at the May Board of Director's meeting. **Scott Vadino** introduced the evening, thanking the committee for making this evening happen despite the pandemic. The group then recognized the prestigious industry award winners.

"OESP has the tremendous benefit of countless volunteers who are committed to advancing the association, as well as the industry," said **Bob Daros** of Heritage Fuel & Propane in Croton Falls, NY, who chaired the OESP awards committee. "These individuals represent the best in our industry this year, and it is our privilege to bestow these national awards for their excellence and dedication. Thank you to the dedicated committee who took a great deal of time in selecting this year's recipients: **George Perrelli, Steve Schwanger, Scott Vadino, Paul Cuprewich** and **Bruce Graham.**

The 2021 award winners are pictured below:



The presenters all gave heartfelt and entertaining introductions as the recipients received their awards. It was a fabulous evening!



Thank you to our **Annual Sponsors**

Questions about sponsorship? Contact OESP HQ at 888-552-0900 or info@thinkoesp.org





















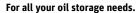




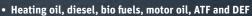




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Message from the Executive Director

By Lisa Strug

We hope you are having a relaxing summer, recharging your batteries as you gear up for another busy heating season. As essential workers, we know that your jobs had to continue throughout the pandemic. We thank you for your service during those challenging times and we all look forward to a continued return to "normal."

I am pleased to report that the EEE was a "virtual" success. OESP's live training sessions covered more than 38 hours of technical training and had scores of participants. The online marketplace showcased more than 60 vendors and had hundreds of visitors. We hope you had the opportunity to take advantage of everything the EEE had to offer.

Fortunately, we were able to have the OESP Awards night in person this year, at the BOD meeting in May. We were thrilled to be able to recognize the outstanding OESP members who were honored with our prestigious industry awards. You'll read more about them in this issue.

The Dave Nelsen Scholarship awards were also presented during the EEE 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: RW Beckett, Carlin/Hydrolevel, the South Central Pennsylvania Energy Association, the Fairfield County Chapter and the New Haven chapter.

By now, you have seen plenty from our great and generous advertisers. Taco, R.W. Beckett, Suntec Industries, Carlin/Hyrdolevel, General Filters, Wohler, Sid Harvey, Roth, Weil-McLain and Energy Kinetics. Their ads are featured in this issue, as part of strategic annual marketing packages. Your company could be in the next issue – contact us to find out how.

Keep an eye on the OESP calendar online. Local chapters throughout the region will be continuing to add events. Check the calendar regularly for plenty of educational opportunities!



OESP is always looking for members interested in making a difference in their career and the association. One of the ways is by providing networking opportunities to help you grow.

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

Do you have a friend or colleague that would benefit from membership in OESP? Bring them along to a fall meeting. The time is now as we are all excited to get back live meetings. It is more important than ever to continue to grow our great association and educate the next generation of professionals.

New members can join now and get a "nearly 2 for 1" on the upcoming heating season. They will get the remainder of 2021 and all of 2022 included in just one price.

The fall Board of Directors Meeting has been announced. It will be held in-person in Bethlehem, PA on Saturday, September 25 at 10 a.m. We hope that you will join us; there is plenty to discuss as we prepare for another great year of OESP.

On behalf of **Jonathan Jaffe, Sean Conklin, Meredith Levy** and the rest of your friendly OESP management team, it continues to be a pleasure to serve you.

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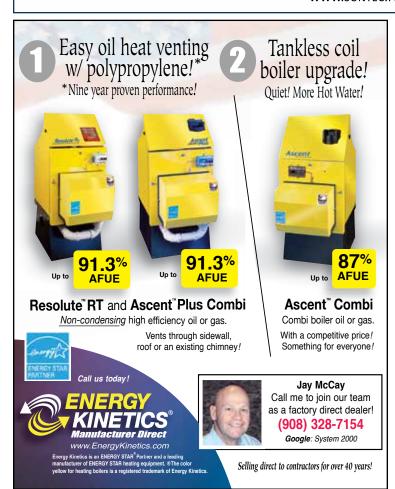
- High quality components Better chemical resistance Improved stability against oxidation
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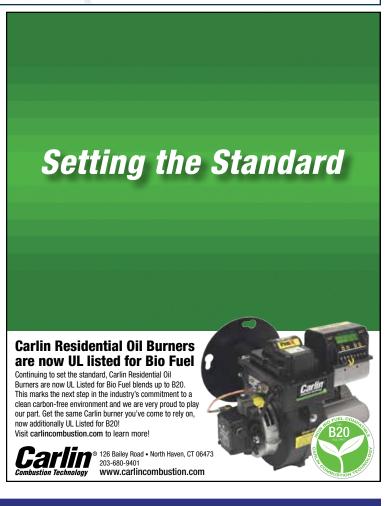
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