



This Issue of the OESP News is sponsored by:

March 2018



Honeywell



**AEC Releases Five Informational Flyers for Fuel Oil Marketers to Use**

Originally appeared in Fuel Oil News



The American Energy Coalition released five new data sheets in support of the AEC mission to promote the benefits of oilheat compared to natural gas. Each of the data sheets addresses a different topic, consistent with the "key words" and "key phrases" that are part of the Coalition's Google Pay Per Click Campaign. Specifically, the data sheet topics are:

1. "The Real Cost To Convert"-about hidden conversion costs and the potential savings in upgrading existing oilheat systems instead
2. "Heating Oil Has Greater Value"-about heating oil prices being down at a time when natural gas prices are on the rise and the likelihood this trend will continue
3. "Don't Get Zapped By The Utilities"-about higher electric rates being driven by the increased use of natural gas for electric generation and limited gas pipeline infrastructure
4. "Today's New Heating Oil: Bioheat Fuel"-about the environmental benefits of biodiesel and ultra low sulfur heating oil, with ULSHO with a 2% biodiesel component being cleaner burning than natural gas
5. "Unsafe Gas Leaks Are Everywhere"-about pipeline safety and the dangers it poses to people and property; the environmental dangers of fugitive methane; and, the cost to consumers resulting from lost and unaccounted for gas

The data sheets can be viewed and or downloaded from the [AEC website](#) and selecting the "Member Resources" tab, or by clicking [HERE](#). The AEC will use the data sheets for a variety of purposes, but primarily to be sent via the automated reply system to any Google Searcher requesting more information from the AEC Pay Per Click landing pages. The data sheets should also prove to be a valuable resource for retailers, customer service representative and front line personnel when discussing these subjects with homeowners.

**Now Accepting Applications for the Dave Nelsen Scholarship, Dan Holohan Grant & Industry Awards**

OESP is now accepting applications and nominations for the Dave Nelsen Scholarship, Dan Holohan Grant and various industry awards.

Recipients of the Dave Nelsen Scholarship and Dan Holohan Grant will be notified in April and invited to attend the OESP 65th Anniversary banquet which

**Your logo could be here!**



2018 packages are here!  
Inquire for details.

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.

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### WHERE ARE THEY NOW? Spotlight on Joshua Diaz

Not all Vo-Tech students become technicians. Meet **Joshua Diaz**. Joshua recently graduated from Bronx Design and Construction and after much deliberation, Joshua decided that he would rather be in a Marines uniform than a service uniform.

Congratulations Joshua and thank you for your service to our country!



will take place during the 2018 EEE Conference. Industry Awards will be announced at the banquet.

### DAVE NELSEN SCHOLARSHIP



OESP's Dave Nelsen Scholarship Program was established in 1999 to provide scholarships to students interested in pursuing their careers in the energy service industry.

Since 1999, more than \$300,000 in awards have been presented. To be considered a candidate, applicants are required to write a 500-word essay telling the committee about themselves, including their background that has prepared them for the success in their chosen field of study. Each year we receive hundreds of applications that are reviewed by our dedicated scholarship committee.

Applicants, please click [HERE](#) for eligibility requirements and to download an application. The deadline to apply for a scholarship is Thursday, March 15, 2018.

### DAN HOLOHAN GRANT

The Dan Holohan Grant is available to instructors at either HVAC colleges or technical high schools that want to continue their education or purchase needed tools or books for the classroom. Click [HERE](#) for eligibility requirements and to download an application.

### INDUSTRY AWARDS

Hugh McKee Award  
Service Manager Award  
Lou Ehrich Award  
Manufacturer of the Year Award  
Instructor of the Year



Please click [HERE](#) for eligibility requirements and submission instructions. The deadline to nominate for consideration is Monday, April 2, 2018.

### Care To Ride

2018  
**CARE TO RIDE**  
Motorcycle • Bicycle • Run • Walk Monday, May 21  
Foxwoods Resort, Mashantucket, CT





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

All funds go to **Oil Heat Cares** - a 501(c)(3) organization.

Invite your friends, neighbors and coworkers to support your efforts. all



**Left:** Joshua posing next to a heating system he helped install last year for an OHC project in NYC. **Right:** PFC Joshua Diaz after his USMC graduation ceremony at Paris Island, SC. Standing beside him is proud instructor Pete Gonzalez who made the trip to SC to celebrate the milestone.



The 2018 Care to Ride will take place on Monday, May 21 at Foxwoods Resort at the start of the 3rd Annual Eastern Energy Expo. Anyone is welcome to participate.

There will be three groups: Motorcycles, bicycles and runners/walkers.

All funds will go directly to Oil Heat Cares, a 501c3 foundation with the mission 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. You can sponsor a participant, contribute to their success or, join us! Visit [Oil Heat Cares](#) for more information.

Online fundraising is available! Click [HERE](#) to register your team.

## 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** at [lstrug@thinkoesp.org](mailto:lstrug@thinkoesp.org).

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

**2018 DAVE NELSEN SCHOLARSHIP GOLF TOURNAMENT**

**EE EASTERN ENERGY EXPO 2018** WHERE ENERGY IS COMFORT MEET

**OESP** Oil Heat Cares Professionals

**MAY 21, 2018**

**GOLFERS: \$175 EA.**

**FOURSOMES: \$700**

Online





Pictured here: Executive Director **Lisa Strug**, **George Pavlik** of Plimpton & Hills and OESP President **Ralph Adams**.

Elmridge Golf Course  
229 Elmridge Road  
Pawcatuck, CT 06379  
10:00 am Shotgun Start

registration  
opening  
soon!

**SPONSORSHIP OPPORTUNITIES**  
*Sponsors recognized with site signage*

<b>BOX LUNCH SPONSOR</b> \$1,000	<b>BEVERAGE CART SPONSOR</b> \$1,000	<b>COCKTAIL AWARDS SPONSOR</b> \$750	<b>REGISTRATION SPONSOR</b> \$500	<b>PUTTING GREEN SPONSOR</b> \$500	<b>TEE BOX SIGNS</b> \$200/ea
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For more information contact Lisa Strug at (888) 552-0900 or [lstrug@thinkoesp.org](mailto:lstrug@thinkoesp.org)  
All proceeds to benefit the Dave Nelsen Scholarship Fund



Pictured here: **Rand Taylor** of Fuel Ox (L) accepts an OESP corporate plaque from **Charley Holmes** of JW Pierson.

Registration will be opening shortly.  
Visit [www.easternenergyexpo.com](http://www.easternenergyexpo.com) to register.

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

**Thank you to OESP sponsors of the Eastern Energy Expo!**



Pictured here: **Mark Smith** of Advanced Fuel Solutions (L) accepts an OESP corporate plaque from **Charley Holmes**.

### OESP 2018 Dues

OESP 2018 invoices have gone out by email and mail.  
If you need a copy of your invoice, please contact Lisa Strug at OESP HQ at [lstrug@thinkoesp.org](mailto:lstrug@thinkoesp.org).

### OESP Executive Board

- President**  
[Ralph Adams](#)
- Immediate Past President**  
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- Vice President**  
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**EE ASTERN ENERGY EXPO** | WHERE ENERGY & COMFORT MEET 2018

**Expo Sponsor**

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**Education Co-Chair**  
[Jason Mangos](#)

## 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.

## Message from the Executive Director

by [Lisa Strug](#)



Hello OESP! After the weekend we just had, we all

## Own the Classroom Sponsors



**Honeywell**



**BOSCH Rinnai**

Opening Reception  
Drink Sponsor

Opening Reception  
Food Station Sponsor



Opening Reception  
Arcade Game Sponsor

Banquet Dessert  
Sponsor



Your company name could be here too! Sponsorships are available and booths are selling out quickly. The exhibit hall is already more than 75 percent full and space is going fast!

Click [HERE](#) for sponsorship opportunities. Click [HERE](#) to reserve your booth.

Book your room [HERE](#).

## Chapter News

### Westchester Chapter

The Westchester chapter members gathered last month to hear **Ken Resnick** from Rathe Associates introduce the chapter to the Mascot fire tube boiler by Laars. The presentation focused on the details of the unit, DOE requirements, outdoor reset, proper installation and troubleshooting. He also included many "tricks" for installers to use, which were much appreciated.

The meeting was well attended and many people participated by sharing their experiences and problem-solving techniques with the group. A special thank you to **Peter Gaspirini** for spearheading the tech sessions. He has brought a wealth of knowledge to the table at each of the chapter's meetings.



Presenter Ken Resnick

The next chapter meeting will take place on April 5 at the Casa Rina Restaurant in Thornwood at 6:30 p.m. Details to follow.





...just had, we know that winter is not done with us yet! I hope that everyone made it through the nor'easter safely, especially those who braved the elements to join us at the latest Board of Directors meeting.

The "Spring" Board of Directors meeting took place

this past weekend at the Radisson Lackawanna Hotel in Scranton, PA. While attendance was a bit low due to the weather, it was a good, productive weekend for those who were able to make it through the numerous road blockages along the way.

Plenty of OESP business was discussed, including some important information below:

Regarding membership billing, paper invoices will be mailed later this month for those who did not reply to the emailed version. If you receive your invoice by mail, please provide us with your email address so that we can send it that way in the future. Let's all try to save a few trees...

For those who have not had a chance to renew, you should be hearing from your chapter's membership chair shortly about the status of your membership. When your membership chair contacts you, please provide updated information so that we can send your invoice promptly. If you have questions, please contact me at [lstrug@thinkoesp.org](mailto:lstrug@thinkoesp.org) or 888-552-0900.

I invite you to take note of the Corporate Partners who have continued to support OESP for the second year as 2018 annual sponsors - **Taco, Honeywell, Slant/Fin, Wohler, Sid Harvey, Carlin/Hyrdolevel and ECR International**. We welcome **Beckett** as a new Platinum supporter as well. Their logos are displayed prominently at the top of this issue, and we will be promoting their gracious support every way we can.

If you want your company to join them as a Corporate Sponsor, please contact OESP headquarters for more information on special packages. We will be very happy to hear from you.

We also proudly welcomed five new corporate members earlier this year: **Advanced Fuel Solutions, Fluid Industrial Associates, Fuel Ox, Plimpton & Hills and Rinnai**. We thank them all for generous support and we look forward to maximizing their support.

The conference is right around the corner. Registration will be opening shortly for EEE attendees and we are pleased to offer a full array of educational opportunities for the entire conference. Registration will feature discounts to OESP members who want to register for the technical education track. This is just another way that your OESP membership pays off.

We will also be featuring a special program designed for students. First, we will present a Technical Career Center featuring a panel discussion of relevant topics for students. In the afternoon the trade show will be open and we will provide a customized floorplan of companies that will be the most interesting for students. We will also provide access to several free training classes that students may attend. If you are an instructor or administrator, please contact us at [lstrug@thinkoesp.org](mailto:lstrug@thinkoesp.org) for details.

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

## Rhode Island Chapter



Twenty members attended the Rhode Island chapter's February meeting to listen to **Russell Alphonse** of Dan Davis Sales. Russell discussed the new products available from Carlin Hydrolevel.

Please check the OESP website for details about future meetings.



For more information on the Rhode Island chapter, please visit: [rhode-island.thinkoesp.org](http://rhode-island.thinkoesp.org).

## Fairfield County Chapter

More than 30 people attended the Fairfield County chapter meeting last month - it was a great turnout! Bob Yurch from FIA served as last month's speaker and touched on many topics including products by Tekmar and Webstone.

The group shared laughs over dinner and **Dave Westerfield** had the honor of presiding over the meeting.



For more information on the Fairfield chapter, please visit: [fairfield-county.thinkoesp.org](http://fairfield-county.thinkoesp.org).

## NH/VT Chapter

The NH/VT chapter gathered last month for a great evening discussing Ultra Low Sulfur Heating Oil. **Barry Aruda** from our new corporate member, Advanced Fuel Solutions, explained the challenges technicians may face with

Looking for a great outing at the EEE? You have two choices: First, the Care to Ride benefiting Oil Heat Cares will take place on Monday, May 21 near Foxwoods Resort. Click [HERE](#) for the online fundraising app. Second, the Dave Nelsen Golf Outing will also take place on Monday, May 21 at the Elmridge Golf Course in Pawcatuck, CT as a fundraiser for the scholarship fund.

Registration will be opening online shortly. Sponsorships are available. Please check with your company to see if you can lend support to the future of the industry (and have a lot of fun in the process.)

OESP is also seeking support for the very important Dave Nelsen Scholarship fund. This scholarship fund has provided more than \$300,000 in financial aid to students pursuing careers in the oil and energy field. Thank you to **ECR International, Beckett, the South Central Pennsylvania Energy Association, the Rhode Island, New Haven, Mid-Atlantic, New York City and Westchester chapters of OESP, and OESP's Team Connecticut** for their generous support of this worthy cause.

For EEE attendees, we are pleased to offer discounts to

OESP members who want to register for the technical education track. This is just another way that your OESP membership pays off. You can also book your hotel room now, so don't delay. Visit [www.easternenergyexpo.com](http://www.easternenergyexpo.com) for reservation details.

Last, but certainly not least, OESP is now accepting applications for several very important awards. Details can be found on the OESP website:

\* The Dave Nelsen Scholarship. This award is for students pursuing an education in the oil and energy industry. Please submit applications no later than March 15, 2018. Click [HERE](#) for details.

\* The Dan Holohan Grant. This award is for instructors at either HVAC colleges or technical high schools who want to continue their education or purchase needed tools or books for the classroom. Please submit applications no later than March 15, 2018. Click [HERE](#) for details.

\* OESP Annual Industry Awards. It is up to our membership when it comes to nominating people for these awards. Please submit your nomination no later than April 9, 2018. Click [HERE](#) for details.

On behalf of **Jonathan Jaffe** and the rest of the OESP management team, it continues to be a pleasure to serve such a proactive organization focused on member service. OESP is known for its mission of education and service. We are happy to be a part of that.

We look forward to continuing to find ways in which we can work together to help the Association thrive. Thank you for the opportunity to serve OESP. It is a pleasure.

this new product. Beginning July 1, the state of New Hampshire will be receiving this product and our industry must be ready for the change in fuel.

Due to the weather, the March 8 meeting has been cancelled. Please check back for a rescheduling to hear an informative presentation on ECM circulators. **Michael Mullaney** of the Granite Group will be teaming up with representatives from both Emerson Swan and Taco for an in depth look into this new technology.



For more information on the NH/VT chapter, please visit: [nh-vt.thinkoesp.org](http://nh-vt.thinkoesp.org).

## Garden State Chapter



Speaker Steve Williams

25 members of the Garden State chapter met last month to mingle and hear from presenter **Steve Williams**. Steve spoke on a tank gauge developed by his company, Connected Consumer Fuel, that can be tied into a home's WIFI to monitor consumption and help prevent running out of oil. As one of its many features, the gauge can send notifications to the homeowner, landlord, or oil company when the tank is getting low.

The Garden State chapter will next meet on April 18 at 6:30 p.m. at Libretti's in Orange. Stay tuned for more details.

For more information on the Garden State chapter, please visit: <http://gardenstate.thinkoesp.org/>.

## Mid-Atlantic Chapter

**Craig Butler** of RW Beckett joined the Mid-Atlantic chapter for its February meeting. Craig spoke on bio fuels and the effects on residential oil burner pumps. Craig also introduced the group to Beckett's new retro fit kit that made existing Clean Cut oil pumps able to meet the demands of B20 bio fuels plus a new Clean Cut B20 new install pump.



L to R: **Ralph Adams** of Parker Fuel and **Mike Hodge** of Griffith Energy

Please join the chapter for its bi-annual election of officers on April 10 at 6 p.m. at Bellissimo's in Finksburg.

For more information on the Mid-Atlantic chapter, please visit: <http://mid-atlantic.thinkoesp.org/>



L to R: **Bill Isenberg** of Stack Sales and **Charley Chapman** of RE Michel

## Southeast PA Chapter

Last month, **Anthony Reikow** of BJ Terroni gave an engaging presentation on the function and benefits of Taco's new 007e circulators. The training also covered mixing valve issues and the internal cleaning of boilers, boiler water dirt separation and boiler water treatment.

In addition to receiving very important training, the group heard from member **Mike Arnt**, an instructor at West Chester Bayard Rustin High School, on the status of his current class and the job placements in the trade. He discussed the new home being built exclusively by vo-tech students which will be auctioned off upon completion.

The chapter's March meeting will take place on March 27 at the Conestoga in Lancaster at 6:30 p.m. Please check the OESP website for additional details.

For more information on the Southeast PA chapter, please visit <http://www.southeastpa.thinkoesp.org>.



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- Advertisements in printed and mailed newsletters
- Your ad on our website
- Your logo in our email blasts
- Sponsor message in newsletter
- Media coverage of your sponsorship
- Recognition at the EEE Awards banquet
- 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).



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

OESP | (888) 552-0900 | [lstrug@thinkoesp.org](mailto:lstrug@thinkoesp.org) | <http://www.thinkoesp.org>  
312 North Avenue East  
Suite 5  
Cranford, NJ 07016