

OESP News



Oil & Energy Service Professionals

August 2018 Issue

On the inside

President's Message	4
Scholarship Winners	6
Chapter Updates	8
Oilheat and the IoT	10
Executive Director's Message	12

Now accepting ads for the Nov. 2018 issue of the OESP News. Ads must be in by Oct. 1.

OIL & ENERGY SERVICE PROFESSIONALS

312 North Avenue East
Suite 5
Cranford, NJ 07016
Tel: 888.552.0900
Fax: 908.967.5044
Email: info@thinkoesp.org

Visit Us Online

www.ThinkOESP.org

Get connected with other OESP members:



[linkedin.com/in/thinkoesp](https://www.linkedin.com/in/thinkoesp)



[Facebook.com/ThinkOESP](https://www.facebook.com/ThinkOESP)



@Oesp1

Will We See You at the Oilheat Retreat?

Mark your calendars and join OESP at the fall **Oilheat Retreat**, taking place Sept. 14-16, 2018 at Harrah's Resort in Atlantic City, NJ.

Join us in Atlantic City for an exciting weekend of fine dining and world-class recreational activities as we celebrate friendship and the start of a new heating season!

Here are some activities that you can take advantage of during your visit:

- Visit the Absecon Lighthouse, the tallest lighthouse in New Jersey. Climb 228 steps to witness an incredible city and ocean view, or you can admire the structure with your feet firmly planted on the ground.
- Treat yourself to spa treatments and enjoy the saunas, steam rooms, Jacuzzis, and all-day access to fitness facilities and private pools.
- Relax or party poolside. At Harrah's, the glass-domed, pool oasis becomes an impromptu nightclub on The Pool After Dark nights.
- Shop til you drop. You'll find everything from Tiffany's to Brooks Brother's Outlet near the resorts, or venture off to Mays Landing for mall shopping.
- Visit one of more than 25 golf courses surrounding the Atlantic City area, providing a challenge to novice and advanced golfers alike.

- Explore history by visiting the Noyes Arts Garage of Stockton College, the Atlantic City Historical Museum, the Atlantic City Ballet, the Civil Rights Garden, the New Jersey Korean War Memorial and the Atlantic City Art Center.
- Venture off the boardwalk to enjoy the Atlantic City Aquarium, abundant antiques, nearby historic villages, lush gardens, wineries, zoos and more.

The general board meeting will take place on Saturday, Sept. 15 at 10 a.m. A tentative agenda is available at thinkoesp.org.

Hotel reservations can now be booked! Rates are \$89 for Thursday night and \$129/night for Friday and Saturday. Reservation includes complimentary self parking, 2 breakfast coupons per day, Diamond Line check-in, free in-room Wifi, and free entry to the world-famous Harrah's Pool, including night swimming, for guests 21 and over. The hotel registration deadline is Thursday, August 16.

Register online or call **(888) 516-2215** and use code **SH09SP8** for the discounted hotel rate. Let us know you're coming! Log on to thinkoesp.org/index.php/events/oil-heat-retreat to register for the Board Meeting and Saturday Night Dinner. Please let us know if a spouse is joining you!

Thank you to our Annual Sponsors



Honeywell



WÖHLER

OIL HEAT RETREAT

September 14-16, 2018
Harrah's Resort & Casino
Atlantic City, NJ



Only \$129 per night at

Harrah's Atlantic City

777 Harrah's Boulevard • (888) 337-7977

Includes breakfast, free parking, free admission to the Harrah's Pool and fitness center, and free wifi in your room!

Corporate Members

OESP thanks our Corporate Members for their support.

Advanced Fuel Solutions

Aqua Motion

B.J. Terroni Co.

Bell & Gossett

(A Xylem brand)

Boston Environmental/

TankSure/Service Edge

Bradford White Corp.

Carlin/Hydrolevel

CC Combustion Inc. (NEW!)

ECR International

EDOS, INC.

Emerson Swan

Energy Kinetics

Field Controls Co.

Fluid Industrial Assoc.

Fuel Ox

F.W. Webb

General Filters

Grundfos

Honeywell Inc.

Laars Heating Systems

Mitsubishi Electric

New Yorker Boiler

NTI (NEW!)

PA Petroleum Assoc.

PB Heat, LLC

Plimpton & Hills

QHT, Inc.

R.W. Beckett Corp.

Rathe Associates

Riello Burners of NA

Rinnai

Roth, USA

Servco Oil & Propane

Shiple Energy

Sid Harvey

Slant/Fin

SpillTech (NEW!)

Suntec Industries

TACO, Inc.

Testo Inc.

Thermo Pride

Torrington Supply

Toyotomi USA, Inc.

Universal Supply

Group

Venco Sales

Weil-McLain

Wohler USA, Inc.

Wymbs, Inc. (NEW!)

Z-Flex US, Inc.

Beckett

CORPORATION

CleanCut® Pumps

There's a new member
in the family...



Introducing the PF10323

- New, additional supplier for CleanCut® pumps
- Same performance you've come to trust
- Universal strainer for single-stage pumps
- New RW Beckett specific pump part numbers

Be sure to visit www.beckettcorp.com to see these and other Beckett products!

USA: R.W. Beckett Corporation - Ph: (800) 645-2876 - Fx: (440) 327-1064 | Canada: R.W. Beckett Canada Ltd. - Ph (800) 655-6972 - Fx: (519) 763-5656

Message from the President

By Ralph Adams

Welcome to the August issue of The OESP News. I hope you are enjoying some much-needed rest and relaxation, getting refreshed and preparing for the busy heating season.

In this issue, you will see how each chapter of OESP is gearing up for the year. For many chapters, we are outlining all meetings dates for the year. We hope you will mark your calendars now so that you won't miss out on terrific training opportunities taking place all year long.

Whether you are a manufacturer, a service manager or a technician, OESP provides exceptional opportunities for education at all levels.

Our mission is education and the value of your membership comes from participating in the 20-22 monthly meetings offered throughout the region.

The training and networking is invaluable to your job and remains the primary reason for your membership.

That's why so many of your peers dedicate themselves to the membership effort. While it requires time, energy and passion, we all benefit from a strong and growing, consistent base of opportunity. Please join us in our efforts as often as possible.



The results are in from the third-annual Eastern Energy Expo and I am pleased to report that the feedback was extremely positive.

There was more exhibitor traffic than ever and, of course, happy vendors make for a great show. That said, there is always room for improvement and the EEE committee looks forward to incorporating some of the offered suggestions into an even better show as we return to Hershey in 2019.

OESP's financials continue to be stronger than in recent history, due, in part, to the partnership created by the Eastern Energy Expo.

This year's Oilheat Retreat will be taking place in Atlantic City, Sept. 14-16. I urge you to attend, get involved and make an even bigger impact in OESP and with your personal goals.

Thank you for continuing to empower me to lead the charge. There are so many great things happening with OESP and I am thankful to be a part of it.

Welcome, Wymbs, Inc.!



Wymbs Inc. is a family owned and operated business that has been proudly serving the New York area since 1938. We are the only factory-authorized New York Distributor of Industrial Combustion Burners.

Wymbs stocks over 150 burners of various models and sizes in our inventory ready for immediate delivery to the job site. We also stock a large inventory of replacement parts. Our friendly, knowledgeable staff can assist you in choosing the correct burner model and size for your application. We can also help with

troubleshooting problems you may be having on the job, as well as providing you with the correct replacement parts to repair Industrial Combustion Burners.

All Industrial Combustion burners are UL approved and come with UL labels in addition to being DAR and MEA approved with all necessary labels. Our burners are multi-fuel, with models capable of burning #2 Oil; #4 Oil; #6 Oil; and natural gas, ranging in size from 35.7HP to 1000HP. We also have a Lo-Nox series that was the first UL approved flue gas recirculation (FGR) burner system. These burners meet the stringent NOX emission rules mandated by the California South Coast Air Quality Management District, using approved fuels.

Wymbs is conveniently located in the Bronx at 2395 Washington Avenue, on the corner of 187th Street and Washington Avenue. We can be reached by phone at (718) 295-3500. For more information, see our contact page.

Welcome, NTI!



advanced and efficient home heating equipment, including gas boilers, water heaters, combi furnances, hot water tanks and solid fuel boilers.

NTI manufactures only top-quality hydronic heating equipment. Acknowledged as a leader in research and product development, NTI is a pioneer in developing the most

All NTI products are designed in accordance with the most advanced guidelines, industry codes and are developed using state-of-the-art design and testing techniques. The on-site laboratory and training facilities at our head office in Saint John, New Brunswick ensure to maintain NTI commitment to enduring quality, customer oriented product development and superior contractor support.

Welcome, SpillTech!



in the fight against spills. Whether you need to clean up a dangerous chemical spill or eliminate a slip-and-fall hazard, you'll be prepared with SpillTech Absorbents.

For over forty years, SpillTech has been a leading provider of affordable, high-quality polypropylene

Spills happen no matter how hard you try to avoid them. Forklifts knock over drums, tanks are punctured and transporters leak and drip. A quick response is your best weapon

sorbents designed to take on any spill or leak with maximum efficiency. We're the smart spill solution for any of your leak, drip or spill needs because there's virtually no cleanup SpillTech products can't handle. Our absorbents are used in warehouses, factories, oil rigs and other industrial settings. Whether you're cleaning up oil, water, coolants or other liquids--indoors or out--we've got what you need to handle it.

We are proud to make our products right here in the USA. Our plant in Mobile, AL produces absorbent pads, rolls, socks, booms, pillows and more. Each product is tailor-made to fit a myriad of industrial applications.

Learn more about SpillTech at www.spilltech.com or www.smartspillsolutions.com.

Welcome, CC Combustion!



We are a 38-year-old commercial heating company located in the Bronx, NY. We offer 24/7/365 emergency service, comprehensive maintenance/service contracts, turn-key boiler replacements, gas pipe leak repair, mobile boiler rentals, NYC DEC, DEP & DOB compliance, remote monitoring systems, stainless steel chimney liner installation and more.

Our staff of 170 full time employees is comprised of NY Licensed Master Electricians, NY Licensed Master Plumbers, NY Licensed Oil Burner Installers, Administrators, Burner/Boiler Technicians, DOB Expeditors, Electricians, Pipe Fitters, Plumbers, Welders, Administrators and Managers. Maintaining a diverse staff of this size allows us to handle any needs that arise in a boiler room in house.

We serve the New York Metropolitan area including Bronx, Brooklyn, Manhattan, Queens, Staten Island, Northern New Jersey and Rockland County.

Dave Nelsen Scholarship Winners Announced



From left: Angel Gonzalez, Scholarship Chair; Liam Morse; Sean Meade; Matthew Juliano; Liam Hogan; Junior DePina; Matthew Coolbroth

The winners of the 2018 Dave Nelsen Scholarships were announced at the EEE Conference. This scholarship was established in 1999 as a meaningful way to remember and recognize the commitment to education made by OESP member **Dave Nelsen**. The scholarship is awarded to students or technicians who are currently or planning to attend a technical college or trade school and plan to pursue a career in the oil and energy industry.

"We are extremely proud of the 2018 Dave Nelsen Scholarship recipients," OESP President **Ralph Adams** 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," Adams added.

"Our company is proud to be able to offer educational assistance to young people entering our industry" said **Joe Langlois**, Marketing Manager from ECR International, which supports the scholarships. "A career in the HVAC industry will offer a wealth of opportunities for these fine scholarship recipients."

"We are proud to give back to our industry in this valuable way," **Kevin Beckett**, President & CEO of Beckett Corporation, said. "It means a lot to us to support our future by providing this opportunity to students each year."

The 2018 Dave Nelsen Scholarship winners are:

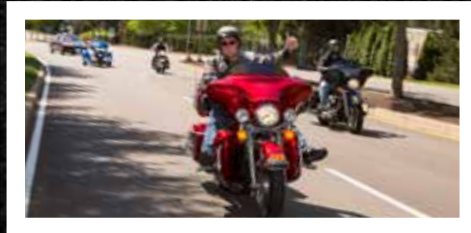
- **Liam Morse:** Attends Porter and Chester Institute in Rocky Hill, CT and resides in West Hartford, CT. This scholarship was co-sponsored jointly by the OESP New Haven, New York City and Westchester Chapters.
- **Sean Meade:** Attends Springfield Technical Community College in Springfield, MA and resides in South Hadley, MA. This scholarship was co-sponsored by R.W. Beckett.
- **Matthew Juliano** (Two-time winner): Attends Porter and Chester Institute in Stratford, CT and resides in Shelton, CT. This scholarship was co-sponsored by the OESP Connecticut Chapters (Team CT).
- **Liam Hogan:** Attends Porter and Chester Institute in Chicopee, MA and resides in Springfield, MA. This scholarship was co-sponsored by ECR International.
- **Junior De Pina:** Works for Lamparelli Oil, attends Peterson School's Oil Heat Program and resides in Brockton, MA. This scholarship was co-sponsored jointly by the OESP Mid Atlantic and Rhode Island Chapters.
- **Matthew Coolbroth:** Attends the NH School of Mechanical Trades in Conway, NH and resides in North Conway, NH. This scholarship was co-sponsored by the South Central Pennsylvania Energy Association.

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



2018 CARE TO RIDE

Thanks to all who helped raise more than \$20,000 for families in need!



Is your business *getting the message out?*

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



- 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.

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



Join OESP now and get:

- 2018-19 heating season
- 2019 HVAC season
- the beginning of the 2019 heating season

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

Lock in 2018 membership pricing now!

Get the remainder of 2018 and all of 2019 for one low price!

Training sessions in the OESP local chapters are happening now!
You won't want to miss out!

Join today at  thinkoesp.org

Upcoming 2018-19 Chapter Meetings

HAVE A GREAT SUMMER! FALL MEETING SCHEDULE STARTS SEPT. 2018

Visit thinkoesp.org/calendar for meeting details. Meeting dates subject to change - please consult your local chapter before attending.

Don't see your chapter here? Email your meeting dates to Istrug@thinkoesp.org to have them included.

Boston-Southeast Chapter

Oct. 17	Jan. 16	Apr. 17
Nov. 14	Feb. 20	
Dec. (Holiday Party TBD)	Mar. 20	

(Alternating regular membership & open board meetings - consult calendar for details)

Connecticut Valley Chapter

Sept. 20	Jan. 17	May 16
Oct. 18	Feb. 21	Jun. 20
Nov. 15	Mar. 21	
Dec. 6	Apr. 18	

Central PA Chapter

Sept. 26	Jan. 30	May 29
Oct. 31	Feb. 27	
Nov. (TBD)	Mar. 27	
Dec. (Holiday Party TBD)	Apr. 24	

Delaware Valley Chapter

Sept. 17	Jan. 15	Jun. 17
Oct. 15	Feb. 18	
Nov. 19	Mar. 18	
Dec. 17	Apr. 15	

Eastern CT Chapter

Sept 18	Jan. 15	May 21
Oct 16	Feb. 19	Jun. 18
Nov 20	Mar. 19	
Dec. 18	Apr. 16	

Fairfield County Chapter

Sept. 11	Jan. 8	Apr. 25 (Quad Meeting)
Oct. 2	Feb. 5	May 9
Nov. 6	Mar. 5	
Dec. 4 (Holiday Party)	Apr. 2	

Garden State Chapter

Sept. 19	Jan. 16	May 15
Oct. 17	Feb. 20	
Dec. 5	Apr. 17	

Lehigh Valley Chapter

Sept. 5	Jan. 2	May 1
Oct. 3	Feb. 6	Jun. 5
Nov. 7	Mar. 6	
Dec. 5	Apr. 3	

Long Island Chapter

Sept. 27	Dec. (Holiday party TBD)	Mar. 28
Oct. 25	Jan. 31	Apr. 25
Nov. 29	Feb. 28	

Mid-Atlantic Chapter

Sept. 11	Jan. 8	Apr. 9
Oct. 9	Feb. 12	May 6
Nov. 13	Mar. 12	

New Haven Chapter

Sept. 13	Dec. 13	Apr. 11
Oct. 11	Jan. 10	May 9
Nov. 8	Feb. 14	Jun. 14
	Mar. 14	

NH/VT Chapter

Sept. 13	Jan. 10	May 9
Oct. 11	Feb. 14	Jun. 13
Nov. 8	Mar. 14	
Dec. 13	Apr. 11	

New York City Chapter

Sept. 11	Jan. 8	May 14
Oct. 9	Feb. 12	Jun. 11
Nov. 13	Mar. 12	
Dec. (Holiday party TBD)	Apr. 9	

Northeast Chapter

Sept. 11	Jan. 8	Apr. 2
Oct. 2	Feb. 5	May 7
Nov. 6	Mar. 5	

Pioneer Valley Chapter

Sept. 26	Jan. 23	May (TBD)
Oct. 24	Feb. 27	Jun. 26
Nov. 28	Mar. 27	
Dec. (Holiday party TBD)	Apr. 24	

Rhode Island Chapter

Sept. 4	Jan. 2	May 7
Oct. 2	Feb. 5	Jun. 4
Nov. 6	Mar. 5	
Dec. 4 (Holiday Party)	Apr. 2	

Southeast PA Chapter

Sept. 25	Jan. 22	Apr. 23
Oct. 23	Feb. 26	
Nov. 27	Mar. 26	

By Bob O'Brien

What is IoT and how will it affect the HVAC industry in general and oilheat in particular?

IoT is the "Internet of Things." It encompasses physical devices that contain electronics, sensors and switches that allow the device to connect and exchange data over the internet.

I received a call a few weeks from the daughter of a long-time customer; the family was having issues with the heating system.

She asked it was OK if no one was home when I stopped by; they both work as most people do today. I have no problem with that if they don't, and I went over at the appointed time.

There was a car in the driveway, which I wasn't expecting, so I rang the bell. Immediately she responded by voice over the wifi-doorbell that has both video and audio. She unlocked the wifi-enabled door lock remotely, and in I went.

She told me to help myself to coffee and text her if I needed anything. After a short while, I needed to turn up one of the thermostats, so I texted her to ask the location of the offending thermostat.

Within 30 seconds, she had activated the wifi thermostat. A first for me, but much better than up and down two flights of stairs and much faster too! I texted her when I was done, asking if she wanted me to lock the door when I left.

"No need, I'll lock it when I see you leave. The doorbell has a motion operated camera." That is the IoT.

The growth of wifi thermostats such as Nest, Ecobee, Lyric etc. has been tremendous and is just a forerunner of what is to come, as other components of an HVAC system become connected.

In 2015, there were approximately 4.9 million things connected to the internet. More than 3.9 billion connected devices were in use worldwide in 2016. That number went from millions to billions in one year. The consensus seems to be that more than 20 billion IoT devices will be in use by 2020 with growth accelerating from there.

The IoT is going to revolutionize the way oilheating systems are installed and serviced. This has already happened with connected thermostats, the previously almost unheard of common wire has suddenly become indispensable, contrary to what some makers of these devices claim.

A few years ago, I'd never heard of a common maker, now I can't leave home without one. Or a roll of 18/3! Some zone relays provide access to a C terminal, and all controls that interface with a thermostat will need one in the future.



While the demand for wifi thermostats has been primarily consumer driven, oil tank gauges are a different story. The demand has been mostly from the industry.

Knowing the exact level of your customers tanks at any moment is invaluable information. But consumers are going to want that information also, particularly the 30% of the market that is OCD. After being able to ask Alexa or Google to answer any question or turn on or off a myriad of devices, expectations have been raised a bit beyond a floating piece of cork or plastic!

They want to ask "How much oil do I have?" and more importantly "When will I run out?" It's much easier to have Alexa answer that question than a CSR at 2 a.m. in Jan..

Connected oil tank gauges and thermostats are just different ways to interact with simple devices that homeowners have been using forever. The real revolution is going to be in the controls, and how technicians use them to diagnose problems.

The newer microprocessor primary controls that collect and store data are great. Unfortunately, you have to send a technician to the premises to peruse and hopefully correctly interpret that data to reach a correct diagnosis.

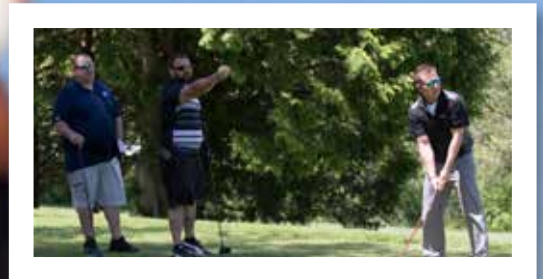
A connected primary control could display that data on a phone or tablet rather than the small LCD screens in use now. But more importantly, it could translate those often indecipherable numbers into a troubleshooting flow chart with links to video and written tutorials that precisely address the issue at hand.

Less experienced technicians are suddenly no longer guessing. Taking it one step further, if that primary control were connected to the internet, it could send a notification if any fault were detected or any parameter off its baseline, giving an early warning of potential problems.

For example, if a unit that had been running under 300 ohms suddenly is 900 ohms, it's a pretty safe bet something bad is happening. Would you rather find out now while the unit is still running or at midnight when it finally locks out?

The possibilities are endless with this technology. Why run wires to a thermostat outside for outdoor reset? A connected control can get the temperature from the internet.

Want to run different reset curves when the house is occupied or unoccupied? No problem with geofencing. Why not ignore DHW calls from an indirect or conventional hot water heater when the house is empty? Another geofencing solution. The future is very promising for those willing to embrace and profit from this technology.



THANK YOU TO OUR GENEROUS SPONSORS

Contest Prize Sponsor



Closest to the Pin Sponsor



Registration Sponsor



Registration Sponsor



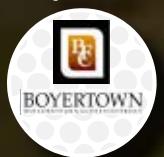
Registration Sponsor



Putting Green Sponsor



Cocktail Party Sponsor



For information about sponsoring next year's tournament contact Lisa Strug at (888) 552-0900 or lstrug@thinkoesp.org

Message from the Executive Director

By Lisa Strug

Happy Summer!

The Oilheating season will be upon us before we know it. OESP's local chapters are gearing up for the year, planning meetings and events to maximize your membership. And things are buzzing at OESP headquarters.

This year's Oilheat Retreat will be held in Atlantic City from Sept. 14-16. We expect a great turnout as we get ready for one of the best events of the year. If you haven't signed up yet, please do so. The hotel room block expires on August 16.

As Atlantic City is the home of the 2021 Eastern Energy Expo, the retreat is the perfect opportunity to learn what this seaside resort has to offer. A convention bureau representative will present new and exciting initiatives taking place.

During these summer months is the ideal time to think about your chapter and how you can help it grow in the coming year.

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 build our great association and educate the next generation. New members can join now and get the remainder of 2018 and all of 2019 included in one price!

OESP is always looking for new members interested in making a difference in their career and the association. Networking opportunities are the ideal way in which we can

all grow business. Everyone wants to work with people they know, so get involved in your local chapter and experience the difference it will make for you.

When OESP wins, everybody wins! Please contact me or your local chapter president to learn how you can make a bigger difference.

This summer, we are thrilled that the list of our corporate members continues to grow. In May, we welcomed **NTI – USA, Wymbbs, Spilltech** and **CC Combustion, Inc.** You can read a bit about them in this newsletter. I also urge you to visit their websites, find out about their businesses and patronize them along with the rest of our loyal corporate members.

Corporate support is vital to our success and I hope that you will welcome our terrific corporate sponsors with open arms.

By now, you have seen plenty from our great and generous advertisers. Thank you to **Beckett, Taco, Honeywell, Suntec Industries, Slant/Fin, Wohler, Sid Harvey, Carlin/Hyrdolevel** and **ECR International.** 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.

On behalf of **Jonathan Jaffe, Meredith Levy** and the rest of the OESP management team, it continues to be a pleasure to serve you. We look forward to seeing you in Atlantic City!



SAVE THE DATE!

EE ASTERN ENERGY 2019 EXPO

WHERE ENERGY & COMFORT MEET

May 19–22,
2019

Hershey Lodge
Hershey, PA



One Brand for All Your Combustion Needs

Robust Product Offerings for Residential Solutions

Minimize your stock by replacing hundreds of units with a full line of highly compatible combustion products from one of the most reputable names in the industry – Honeywell. Our digital oil primary, electronic ignition gas controls, and more empower you to make replacements on the spot – enhancing your customer's experience, and saving you time and money.



Visit ForwardThinking.Honeywell.com to learn how our full suite of residential combustion products can help grow your business.



We're Not Just Parts!

Sid Harvey's is your
**1-Stop-Source for all types
of HVAC/R Equipment**

And We're Not Just Oil!

We carry a full line of
Propane Service Parts

Visit any of our branches for product and
service solutions that work for you!

..... www.sidharvey.com

Your Success is Our Business!

Grow Your Business
with Smart Technology

An advertisement for Wöhler smart technology. It features a blue background with a smartphone displaying a graph, a blue handheld device with an antenna, and a Wi-Fi symbol. The text 'WÖHLER' is in large white letters at the top right. The website 'www.wohlerusa.com' is at the bottom.

WÖHLER

www.wohlerusa.com

An advertisement for Olsen Oil Furnaces. It features a photograph of a blue house with a white roof and snow. The text 'Olsen Oil Furnaces' is in large blue letters at the top right. Below it, the text 'Introducing the UML Multi-Position Oil Furnace Series' is followed by a list of features. A photograph of the furnace unit is on the right.

Olsen
Oil Furnaces

Introducing the UML Multi-Position Oil
Furnace Series

- Up to 87.5% AFUE
- 66 MBH to 99 MBH Heating Capacities
- Direct or Chimney Vent
- Compact and Multi-Positional Design



**APPROVED BY THE AMERICAN HEATING INDUSTRY
FOR 35 YEARS**



*While Fuels are changing, experience counts.
Ask for genuine SUNTEC oil pumps*

SUNTEC INDUSTRIES INCORPORATED
60 Aberdeen Drive - Glasgow, KY 42141 - USA
+1 270 651 7116 - info@suntecpumps.com - www.suntecpumps.com



We Build Trust and Comfort



new

Slant/Fin
Revital/Line
Aluminum Baseboard Replacement Cover



Introducing The Easiest Replacement Cover Available!

Revital/Line Replacement Covers slip right over your existing baseboard back panel! It couldn't be simpler!



www.slantfin.com

Available on all the most popular OEM applications.



EZ-1 Oil Burner



HydroStat Control

Ask for *Carlin* and *HydroStat* by name when ordering your appliance from your favorite wholesaler.

Carlin™
Combustion Technology, Inc.

HYDROLEVEL COMPANY

Divisions of C. Cowles & Company
North Haven, Connecticut 06473

EEASTERN ENERGY EXPO

WHERE ENERGY
&
COMFORT MEET

2018

Third time's a charm!

Thank you to all sponsors & participants!



ECM high-efficiency just the way you want it.



VR3452



VT2218



VR1816



0015e3



007e

Choose the ECM pump with the performance and features you want, without buying more than you need. Every 00e Series® pump we make is designed for easy installation and setup with some unique features that make us a better choice: simplified technology, **BIO Barrier®** protection against system contaminants, **SureStart®** automatic unblocking and air purging, and Delta-T options to maximize system efficiency.

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.

