

# OESP News



Oil & Energy Service Professionals

February 2021 Issue

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## Message from the President

By Scott Vadino

Despite the challenges of Covid-19, OESP service managers and technicians have been happily doing what they do best: serving the customer at a level not easily paralleled in the industry.

While many chapters have been unable to meet in person due to the pandemic, I would like to take this opportunity to thank the presidents of each chapter who have been working tirelessly to evaluate local circumstances every month in the hopes that we can see each other in person.

Thank you to our Chapter Presidents:

Boston-Southeast MA - **John Mullahey**

Bucks-Mont - **Jay Moser**

Central MA - **Alan Wornham**

Central PA - **Heath Allan**

CT Valley - **George Pavlik**

Delaware Valley - **Edward Peter**

Eastern CT - **Joe Peretti**

Fairfield County - **Al Breda**

Garden State - **Charles Holmes**

Long Island - **Matthew Spink**

Lehigh Valley - **Brian Kiernan**

Mid Atlantic - **Glen Robinson**

New Haven - **Diane Restivo**

New York City - **David Wagner**

NH-VT - **Michael Finney**

Northeast MA - **David Bessette**

Pioneer Valley - **Shane Wells**

Rhode Island - **Steven White**

South Jersey - **Scott Vadino**

Southeast PA - **Wyatt Schwanger**

Westchester - **Peter Gasperini**



I am also pleased that we are offering monthly online technician training through OESP National. We felt it was important to continue offering this education at the national level since many of our chapters have not been able to meet to provide it locally. We hope that you have found it valuable.

Thank you to our first speakers in the second Monday of the month series:

**Dave Holdorf** of Taco, who covered Sizing Domestic Hot Water Recirculation Pumps in December, and **Bruce Graham** who went over Everything New From Carlin/Hydrolevel.

Please save the date for Monday, February 8 when **Mark Smith** of Advanced Fuel Solutions will teach: Resolving Exhaust After treatment Systems and Fuel Cold Flow Issues.

(continued on page 2)

I am also very proud that OESP has been doing extremely valuable work this winter through our non-profit, **Oil Heat Cares**. As you will read in this edition of the *OESP News*, crews around the region have been busy making sure that those with the greatest need are warm in their homes. I would like to once again thank **Dave Bessette** and his dedicated committee for reviewing the applications and approving such great work throughout the year. Read on for some incredible stories of generosity on the part of OESP members and our corporate partners.

We are looking forward to this year's EEE, May 24-26, 2021 – an online Education Summit and Marketplace. It will feature three days of technical education conducted by the best and brightest of our industry. Thank you to our early sponsors who have already committed their support: **R.W. Beckett, Carlin/Hydrolevel** and **Weil-McLain**.

We are currently developing a robust education program packed with courses provided by many of our sponsors and corporate partners. This year we will be continuing with our education "tracks" where you will be able to learn everything you can about a particular topic by simply following the track throughout the EEE. Want to learn something in a few different areas? Easy enough, just switch tracks! It's going to be a great way to personalize your education experience. We are excited about this new format and look forward to sharing it with you.

Thank you to Education chairs **Jason Mangos** and **Dave Holdorf** and the entire committee for paving the way for this important experience.

I invite you to take note of the advertisers that you see in this newsletter. I would like to thank OESP's 2021 Corporate Partners – **Taco, R.W. Beckett, Suntec, Carlin/Hydrolevel, General Filters, Weil-McLain, Wohler, Sid Harvey, Roth** and, new this year, **Energy Kinetics**. We appreciate such tremendous support and dedication to OESP and look forward to continued collaboration. (It is not too late for others to join as top sponsors, as well.)

OESP enjoys the greatest access ever to the influential leaders in the Oil & Energy industry. Our continual work with NORA, AEC and other major organizations keeps us in the spotlight as we all seek to do the best job possible, each and every day.

I look forward to speaking with you during the year about ways in which we can work even harder to advance the goals of our industry.

Thank you for all you do for OESP.

## Welcome to New Corporate Member: Seitron Americas Inc.



Seitron Americas Inc. is a worldwide designer and manufacturer of a complete range of innovative HVAC instrumentation solutions encompassing Combustion Gas Analyzers & Emissions gas Analyzers especially designed for the HVAC professional, specifically in the Oil & Propane fields. Quick Service, Customer Support and Applications expertise are fundamental to Seitron's success in providing high quality combustion analyzers. Our Calibration Laboratories provide high quality calibration services in a prompt and timely fashion.

## Update on Membership

By George Fantacone

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

We need each and every chapter's involvement to help meet our aggressive recruitment goals. If you would like to get involved, please plan to join us later this month for the next membership team call. Please contact **Lisa Strug** at the association office for the next date and time.

OESP needs your help to continue to build our terrific organization.

Once new members join, we want them to get engaged right away. So, new members, please join us at a chapter meeting for **FREE**. Just RVSP to the chapter so they know to count you for dinner and your first meeting is on us!

If you are reading this message, but you're not exactly a new member and you haven't been to a chapter meeting in six months, we'd still like to invite you to come to any meeting for free! Again, just RSVP to the chapter so they know to count you in and you'll attend at no charge.

Our goal is not only to increase our membership, but to engage our members. We believe this goal is clearly achievable; we just need your help to spread the word about the enormous value of membership.



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 efforts as often as possible.

The bottom line?

Our members have terrific resources available to them, including the best educational material developed by the top trainers in the industry. Without you, there would be no OESP. And without OESP, there would be fewer sources of industry education and networking opportunities for our members.

Thank you for working together to ensure our industry remains healthy and vibrant.

Since our last printed issue, we are proud to welcome these new members:

**Matthew Atkins** - Mendenhall Fuel

**Ryan Burnett** - Ryan Anthony Heating

**James Carpenter** - R.W. Beckett Corp.

**Tim Dwyer** - Tjernlund Products

**Jason Esteves** - Seitron Americas

**Bob Fentzloff** - J.W. Pierson Oil Co.

**Michael Flynn** - Eastern Environmental Solutions

**Jonny Furino** - Furino Fuels

**Salvatore Furino** - Furino Fuels

**Mike Hoskins** - Columbia Heating Product

**Steve Hutchison** - RE Michel Co

**Dan Kelly** - Seitron Americas

**Pat MacDonnell** - J.W. Pierson Oil Co.

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**Steve Mulligan** - Santoro Oil Co.

**Scott Sweigart** - Thermo Products

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**OESP thanks our Corporate Members for their support.**

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From left: **Rick Woodham** (Van Varick & Sons) & **John Comerford** (homeowner)



From left: **John Comerford** (homeowner), **Ernesto Perez** (All American Oil Recovery) & **Milton Ramache** (All American Oil Recovery)

## Oil Heat Cares Garden State Chapter Gives Morris County Man Heat for the Holidays

As temperatures began to drop this past fall, **John Comerford** of Morris County, New Jersey found that he was having problems with his heating system.

**Jim Froehlich** of All American Oil Recovery went to his house to assess Comerford's heating issue. Froehlich noted issues with his underground oil tank and recommended that it be replaced. During the visit, Comerford mentioned that he had been unemployed for nearly two years because of a work-related injury and that he had concerns about being able to afford the work.

Froehlich reached out to the Oil Heat Cares and the Garden State Chapter for help. Within a short time, the restoration of Comerford's heat was underway.

A new GrandB 2-in-1 above ground oil tank was donated by Venco Sales, Inc., facilitated by **Charley Holmes**. **Rick Woodham** of VanVarick & Sons was onsite to install the new tank. **Milton Ramache** and **Ernesto Perez** of All American Oil Recovery ran the new oil line to the boiler and once the installation was complete, **Art DeVre** of Woolley Fuel ran a diagnostic check to ensure the system was running safely and efficiently. **Kevin Ball** of Woolley Fuel was also instrumental in the process, as Comerford has been a loyal Woolley Fuel customer.

## Oil Heat Cares Helps Retired Vet in South Jersey

Oil Heat Cares stepped in to help homeowner **Danny Sowinsky**, a retired veteran. The project installed a Granby Eco Plus. All the material was donated by FW Webb. The permits & temporary 55-gallon drum were donated by Harriett's Energy Solutions.



Thank you to those who participated in the installation: **Brian Bartlett**, **Louis Orta** and **Scott Vadino**, all from F. W. Webb. Also pictured is Louis's son, **Giovanni Orta**.



## Senior Volunteer Receives a New Boiler

**Micki McCabe** has been working and volunteering with the non-profit, Connecticut Braille, helping the blind for many years. She is still working at age 83, and has not received a salary since January, 2020. Her 40-year-old boiler needed to be replaced and she found herself with no extra funds. **Rob Capri** of Gault Energy contacted Oil Heat Cares for help. F.W. Webb donated a TRIO triple pass boiler. The domestic hot water was provided by a direct fired Bock hot water heater. An extra zone was left for a future indirect hot water heater.



**Brian McCarthy**, Gault Energy, kneeling on the left, **Brian Magner**, Hocon Energy, kneeling on the right and **John Kujan**, Gault Energy, standing on the right.



Dear Oil Heat Cares,

I am so sorry to be so late in expressing my sincere thanks to the wonderful team from Oil Heat Cares that replaced my oil burner. It is such a relief to not worry that my old burner might not make it thru the winter. Neal and the team of workers were so thoughtful and reminded me of Xmas Elves. They explained the time frame for what they would do and were right on schedule. I am overwhelmed by this special gift and those who made it possible. It was a true gift that keeps on giving. I shall always remember my 83rd birthday and this special Xmas. (They were only a few days apart!)

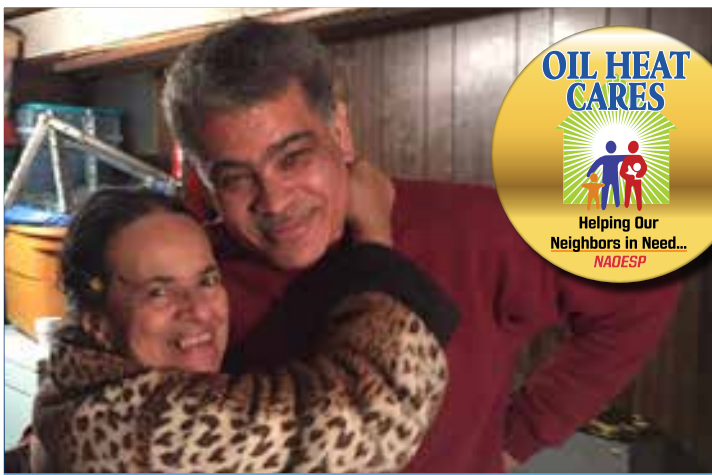
Please convey my gratitude to all those wonderful gentlemen who brought this special gift to my home.

Most sincerely,

**Micki McCabe,**



Neal Garrison with Micki McCabe



## Learn more about Oil Heat Cares.

Is there a need in your neighborhood?

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**Oil Heat Cares (OHC)**, a not-for-profit foundation, helps low-income families and organizations replace malfunctioning oil heating appliances. Funds are raised to purchase heating equipment through **The National Association of Oil and Energy Service Professionals (OESP)**. Chapters, members and other oil heat partners install equipment at no cost to the homeowner. OESP chapters and members identify those within their neighborhoods that need this helping hand.

**Oil Heat Cares**  
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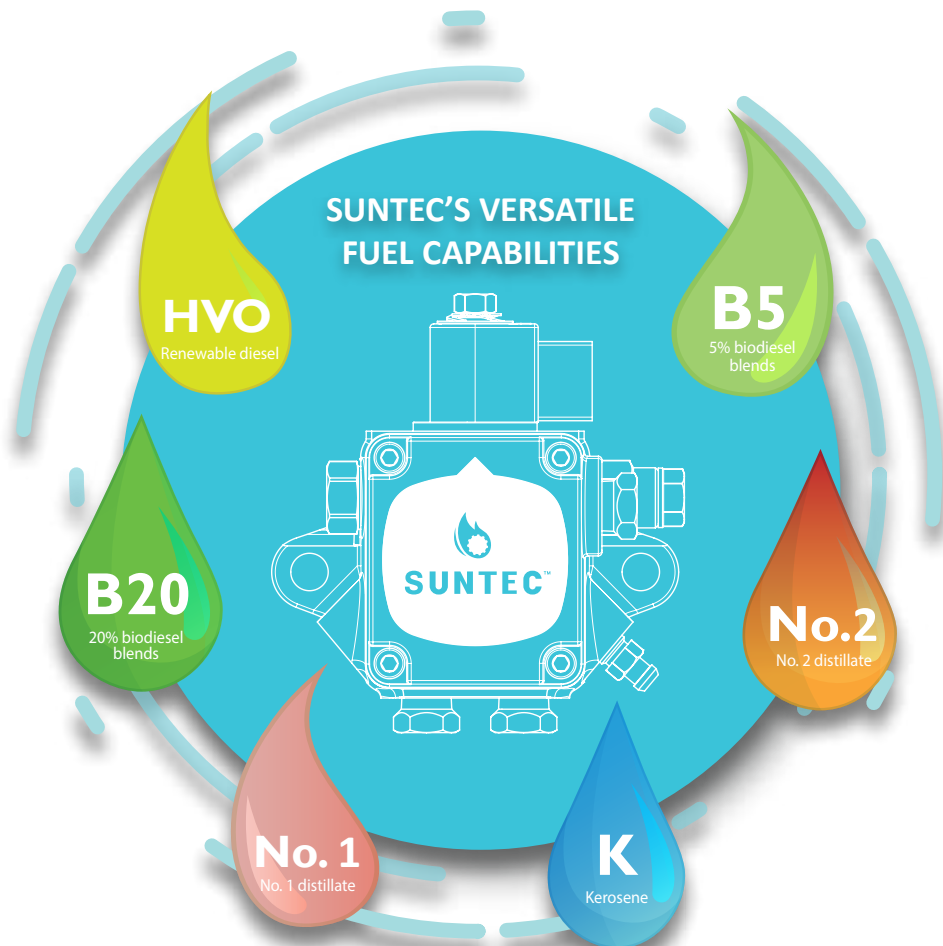


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# OESP is calling for awards submissions!

## Hugh McKee Award

- Has been in the industry a minimum of **ten years**
- Has been a member in the **National Association of Oil and Energy Service Professionals** for a minimum of **five years**
- Is a member in good standing of the **National Association of Oil and Energy Service Professionals**
- Has made an outstanding contribution to the Oil and Energy Industry
- Has had understanding and cooperation with his/her fellow members
- Has unselfishly aided the industry in education and related activities

## Service Manager Award

- Is a member in good standing of the **National Association of Oil and Energy Service Professionals**
- Has made a major contribution in the field of education
- Has been a Service Manager or Supervisor for a minimum of **five years**

## Lou Ehrich Award

- Is a member in good standing of the **National Association of Oil and Energy Service Professionals**
- Has aided in the field of education, but not product oriented
- Has made a major contribution in the field of education

## Instructor of the Year Award

- Actively teaches at a vocational or trade school
- Has demonstrated his/her commitment to teaching oil heating
- Continually goes the extra mile for his/her students
- Has an understanding of what is required by our industry and does his/her best to teach these skills



Visit [ThinkOESP.org](http://ThinkOESP.org) for eligibility requirements and submission instructions. The deadline to nominate for consideration is **Wednesday, March 31, 2021**.

# 2021 SCHOLARSHIPS

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. To date, more than \$300,000 in awards have been presented. Please visit [ThinkOESP.org](http://ThinkOESP.org) for eligibility requirements and to download an application. The deadline to apply is **Monday, March 15, 2021**.

**Corporate sponsors:** With your help, we can continue this worthwhile program. OESP awards \$5,000 per qualifying student per year. The Association contributes \$2,500 and we are seeking sponsors to match that award. As a scholarship sponsor you will receive:

- Your logo on the scholarship page for the year
- Your logo in our e-blast solicitation of applicants
- Your logo in our monthly e-blasts and newsletter whenever the scholarship program is mentioned
- Featured article of scholarship sponsors in the printed conference issue of the OESP News
- Recognition at the OESP Awards Ceremony in May, 2021



Applications are also being accepted for the **6th Annual 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.

The deadline to apply is **Monday, March 15, 2021**.

**QUESTIONS?** Contact us today at **888-552-0900** or [lstrug@thinkoesp.org](mailto:lstrug@thinkoesp.org).



# Thank you to our Annual Sponsors

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### myTechnician™ Mobile Application

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**Beckett Solution:** Monitor all linked customer fuel levels with the BeckettLink Tank Gauge System. This system posts tank data to the cloud, making fuel data available to dealers through their BeckettLink Dealer Dashboard as well as to their customers using the myTechnician™ mobile application. The BeckettLink Tank Gauge System consists of four major components: Connected Tank Gauge, WiFi Hub, myTechnician™ mobile app, and Dealer Dashboard.

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[BECKETTCORP.COM](http://BECKETTCORP.COM)

# Beckett®



By Robert O'Brien

The cadmium sulfide cell, or cad cell as it's commonly referred to, has provided more than a half-century of yeoman service. But that time may be ending.

To review, how does the cad cell do its job? The cad cell eye is made from a cadmium-coated disc with a conductive grid encased in a protective enclosure. The cad cell eye has a very high resistance in darkness and a very low resistance in the presence of visible light. It is basically a variable resistor that alters its resistance in relation to the light it "sees."



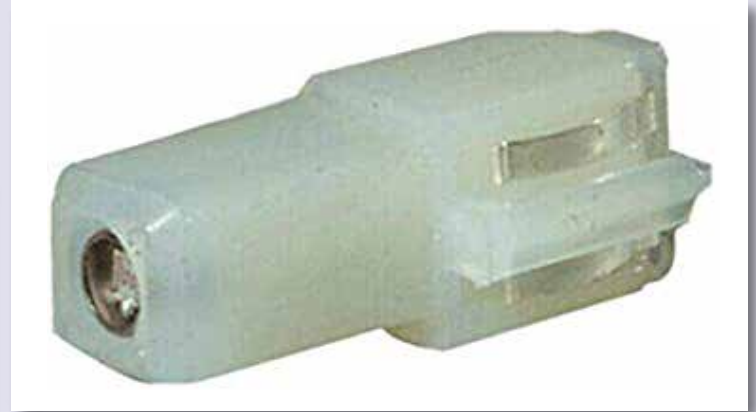
The cad cell primary control uses this resistance to determine whether a flame is present or not. The ohm level that is determined to be an unsuitable flame and to cause the primary control to lockout is called the threshold. Resistance is measured in ohms and must only be checked on de-energized circuits. Failure to do so will usually result in the need for a new multi-meter!

In darkness, the ohm reading will be well over 50,000 ohms and typically in the hundreds of thousands of ohms. When subjected to a typical oil burner flame, it will drop to under 1,000 ohms and most often in the 200-300 ohm range. Cad cell resistance also varies in relation to CO<sub>2</sub> readings; lower CO<sub>2</sub> will raise cad cell ohm readings and vice versa. For example, at 12% CO<sub>2</sub>, the ohm reading may be 300 and at 10% CO<sub>2</sub>, it could be doubled.

The primary control or cad cell relay must have a very high resistance across the F-F terminals to allow the burner to start, to prevent burner operation when flame is already present.

After the TFI (trial for ignition) period ends, the cad cell must provide a resistance under the lockout threshold to prove the presence of flame and allow continued burner operation. The lockout threshold varies by manufacturer

and is field selectable on some newer primary controls. All microprocessor-based controls have a higher threshold than older electromechanical types, but 1,600 ohms will be sufficient for even older legacy primary controls.



The electro-mechanical controls operated on a very reliable, robust system that has proven itself over the years. If it isn't broken, why fix it? There are two main reasons. First is the cadmium itself. Cadmium and its compounds are highly toxic and exposure to this metal is known to cause cancer, targeting the body's cardiovascular, renal, gastrointestinal, neurological, reproductive, and respiratory systems.

The danger is primarily to process and production workers, not to service technicians who don't handle cadmium directly. Riello has already switched to a new flame detector not containing cadmium in response to a European Union (EU) directive preventing the use of hazardous materials in production processes.

The second reason for alternative flame detection systems is the move to higher biodiesel blends to meet both state mandates and industry goals for carbon output reductions.

Unlike heating oil, biodiesel doesn't contain paraffins and the flame is less luminous; it emits less light than #2 oil. You can't visually see the difference but the cad cell eye sure can! This only becomes a potential issue with very high blends of biodiesel and very low CO<sub>2</sub> levels. Keep in mind as excess air and CO<sub>2</sub> goes down, cad cell resistance goes up.

There are many sites currently using B100 that are experiencing no problems with cad cell flame detection. However, to ensure reliability in the face of unknown excess air levels and high blends of biofuel, an alternative to cad cell-based flame detection will probably be needed for the industry to satisfy required greenhouse gas emission targets.





By Lisa Strug

Hello OESP members and welcome to 2021! I'm sure you are as happy as we are to have 2020 behind us and start looking to the future. I hope the winter season has been treating you well. Busy, as we all know, is good.

I invite you to take note of the Corporate Partners who have once again graciously agreed to support OESP as 2021 annual sponsors – **Taco, R.W. Beckett, Suntec Industries, Carlin/Hyrdolevel, General Filters, Wohler, Roth, Weil McLain and Sid Harvey.** And I am proud to welcome **Energy Kinetics** as a new Corporate Sponsor for 2021. We welcome you and appreciate your support. You will see their print ads in this issue and you'll see OESP happily promote them at every turn.

We are also proud to welcome **Seitron America** as a new Corporate Member in 2021. You can read more about them in this issue of the *OESP News*.

If you want your company to join as a Corporate Member or Sponsor in 2021, or know someone who is interested in a superb marketing opportunity, please contact OESP headquarters for more information on our latest packages. There's something for everyone.

I'd like to thank all those who have renewed their OESP membership dues either online or by check. Thank you for your diligence.

For those who have not had a chance to renew, you should be hearing from your chapter's membership chair shortly to renew your membership. If you have not received an invoice, it may be because we have incorrect contact information for you. 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** or 888-552-0900.

The Spring BOD meeting for 2021 will be held virtually on Saturday, March 13, 2021 at 10:00 a.m. out of an abundance of caution for our members and guests as the coronavirus pandemic continues to rage. Of course, with news of the vaccine's roll-out, we are all to meet in person later this year.

We are counting down the days until the Eastern Energy Expo Education Summit & Marketplace to take place May 24-26. Once again, this will be a virtual event offering three days of live business and technical training online as well as a Marketplace for companies to display their products and services for attendees.

I would also like to take a moment to recognize the first few OESP sponsors of the EEE. Thank you: **R.W. Beckett – Summit**

### Sponsor; Weil-McLain and Carlin/Hydrolevel – Technical Education Sponsors.

Sponsorships are still available and Marketplace vendors are booking up fast.

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. Please contact the Association office with your questions.

Registration will be opening shortly for EEE attendees and once again, this online education experience is FREE for attendees. This is just another way that your OESP membership pays off. Visit **www.easternenergyexpo.com** for reservation details.

Last, but certainly not least, OESP is 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 Monday, March 15, 2021.
- 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 Monday, March 15, 2021.
- **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 Wednesday, March 31, 2021.

Two years ago, we introduced a new technician scholarship. These funds are available on a rolling basis with a maximum of \$2,000 per person. Details can be found on the scholarship page on the OESP website at [thinkoesp.org](http://thinkoesp.org). Please encourage your technicians to apply to support their continuing education.

On behalf of **Jonathan Jaffe, Meredith Levy** and the rest of the OESP management team, it continues to be a pleasure to serve such a proactive organization focused on member service.

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. We hope to see you soon.



# Oil Company and Manufacturers Help Produce PPE Sanitizer for Front Line Health Care Workers

The Food and Drug Administration has approved a heat sanitization box designed and developed by entrepreneurs at TechPort UMD, UAS Business Incubator and Community Innovation Hub of Southern Maryland to assist frontline health care workers during the COVID-19 pandemic. The "Hot Box" makes personal protective equipment (PPE) reusable.

The "Hot Box" is officially titled the "Semi-Automated Heat Bioburden Reduction Module" and is 16-feet long, 8-feet wide, and 8-feet high.

"The idea of constantly using PPE once and throwing it away was not sustainable," said **Matt Hayes**, founder and owner of Unmanned Propulsion Development, who led development of the heat sanitization box and established a nonprofit, "Southern Maryland Loves You," to support the project. "We can keep producing things people can use once, or we could come up with a way to reuse those things. It became clear that simple, universal heat was the way to go."

**Burch Oil** and **Triton Defense** build the box. Capable of disinfecting 24,000 N95 masks or other PPE equipment per day, the "hot box" provides healthcare personnel the ability to reuse their gear at least 20 times, saving money and materials. It takes about one hour to cycle, not including the time to load and unload the PPE, Hayes said.

"The team decided to use an oil furnace, as the electrical needs would be minimal, the fuel was readily available in all

states, and fuel could be safely stored inside the container," **Bobby Parlett** of Burch Oil said.

The team fabricated the box to ensure sanitary conditions. The walls have an air gap to insulate between the oven and the exterior conditions and prevent gases from insulation. They added four feet to the rear of the space to house the Thermo Pride oil furnace and Roth oil tank, and installed a Metal Fab prefabricated chimney thru the roof to vent the furnace. A modified version of the Carlin EZ Temp control was selected to operate the furnace to maintain these high temperatures, and a Carlin aquastat was used as a high limit control.

The first unit was built and delivered within a week of the initial call and was placed at a local hospital to help test the theory and to help get FDA Authorization, which came just before Thanksgiving. This unit ran 24 hours a day for months to get a true test of its ability. It used an average of 150 gallons of fuel monthly and experienced no failures of any sort.

Currently the "Hot Box" is authorized to put N-95 masks back into circulation up to 20 times before they need to be discarded. Additional boxes have now been completed and are awaiting shipment to aide in fighting this pandemic.

Thank you to Burch Oil & Triton Defense who donated their time & material to Southern Maryland Loves You. Their efforts will help first responders around the country and we are grateful for their service.

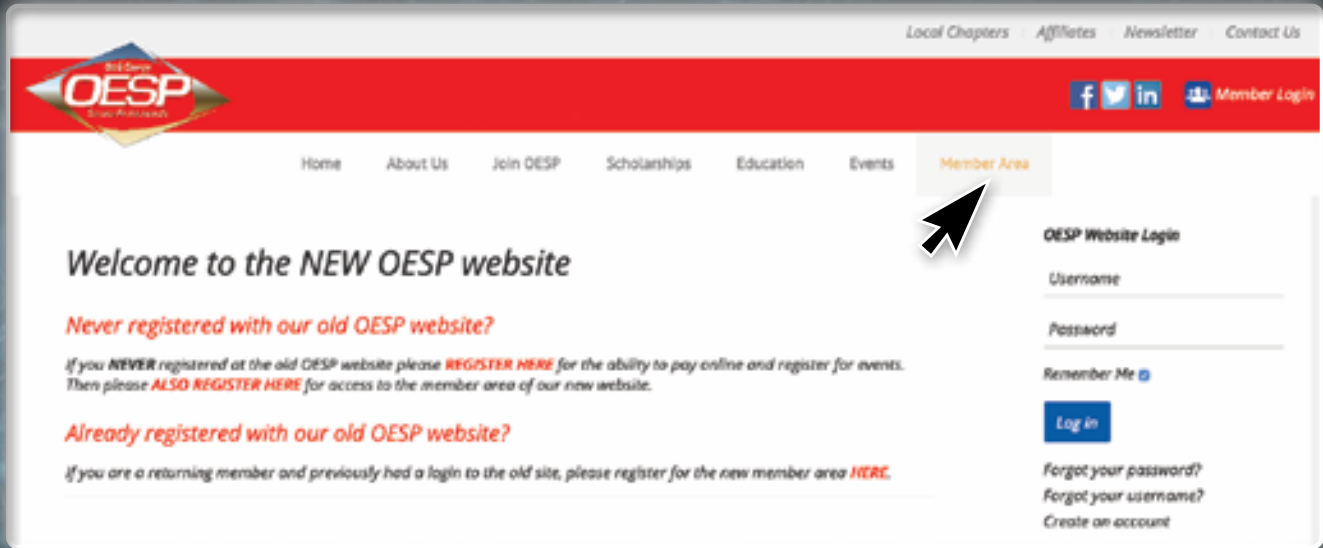


L-R: **Maurice Owens** and **Jason Norris**, Triton Defense; **Matt Hayes**, Southern Maryland Loves you; **Bobby Parlett**, Burch Oil.



# Spring 2021 OESP BOD Virtual Meeting

Saturday, March 13 • 10:00 am • Virtual



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