



This Issue of the *OESP News* is sponsored by:



**Honeywell**



**WÖHLER**

**December 2018**

**Save The Date for the OESP Spring BOD Meeting  
March 22-24, 2019**



Believe it or not, spring will be here before we know it.

Registration is open for the Spring BOD meeting - March 22-24 at the Crown Plaza in Suffern, NY.

Nestled between the lower Hudson Valley of New York and Northern New Jersey, at the Crowne Plaza Suffern Hotel you can enjoy the tranquility of the country with easy access to the excitement of New York City.

Enjoy shopping at the Woodbury Commons Premium Outlets, with more than 200 stores from which to choose, or a tour of the Brotherhood Winery, the country's oldest in operation. The historical and beautiful US Military Academy-West Point is an easy, scenic 24-mile drive from the hotel.

For more information about area tourism, click [HERE](#).

Click [HERE](#) for meeting information and to register online.

Agenda information will be available in early 2019. Check the website for details.

**Time to Talk Winterization**

By Charlie Burse




Preparing for winter can really be painted with a broad brush and I will attempt to cover some of

## Your logo could be here!

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

Email [lstrug@thinkoesp.org](mailto:lstrug@thinkoesp.org) for more information or call 888-552-0900.

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## Oil Heat Cares helps flood victims in Fairfield, CT



**John and Judith Morgan** of Fairfield, CT, married 31 years, were victims of a flash flood from torrential rains in late September.

A wall of water broke through a basement window and gushed up through the clothes washer drain, also in the basement, depositing nearly five feet of water into their finished basement.

All their belongings were destroyed, including the boiler, hot water heater, freezer, spare refrigerator, washer, dryer and oil tanks.

Simultaneous to his horrible flood, Judith was diagnosed with breast cancer.

After more than 10,000 gallons of water were pumped out, the Morgans were left with no heat or hot water, as they grappled with Judith's illness.

"We were not eligible for flood insurance because we are not considered in a flood zone, and our



the areas here.

First, there is the annual tune-up, where the heating system, regardless of the brand or type, according to trade language, should be brushed and vacuumed. There should also be required part replacements, such as the nozzle, pump strainer and tank filter. The draft reading, pump pressure and flue temperature should be electronically measured before putting the final stamp of approval on the unit for the upcoming heating season.

On the gas side, thermo couplings, pilot assemblies, hot surface igniters and perhaps a new gas valve may be required during the service. Again, another electronic efficiency test is a must to be sure that the unit is operating at peak efficiency.

I would also remind everyone, that although we do not brush and vacuum the wall hung boilers, it is very important that these boilers have the exchangers flushed on an annual basis. This will help to ensure that the unit will maintain its highest level of efficiency and extend the life of the unit.

Also, you will notice more of the in-line magnetic devices installed on the wall hung boilers. These devices are designed to remove and contain magnetic and non-magnetic particles from the water system.

They will help to extend the life of the unit by collecting the system contaminates. It is important that the unit magnet is removed and cleaned on a regular basis. This procedure can be done in minutes without having to disassemble the unit and will help prolong the life of the system.

As a word of caution, when removing the magnet, due to its magnetic strength, be sure to remove your watch.

Another area that is often overlooked during the winterization is the addition or concentration in the strength of a heating system's anti-freeze protection. Most manufacturers of these products will give careful instructions on adding and testing the strength of the solution. Also, do not try to mix the solutions.

If your company is applying this solution to a system, there are two areas of importance:

1. Follow the manufacturer's requirements for the amount of product needed to protect the system down to a specific temperature.
2. Make sure the product name and date of installation is clearly visible on the unit. Keep in mind that some anti-freeze solutions can have an effect on the system's BTU output as well. In addition, on the wall hung boiler, make sure that the manufacturer has approved the type of anti-freeze you are installing. Because of the different types of metals used in some of the units, the wrong type of solution could have a negative effect on the metal and shorten its life.

When talking to customers about winterizing their heating systems, make sure that they clearly understand that winterization does not protect their domestic water system.

Finally, if you are servicing a home that has any type of electronic system failure alarm, make sure that the customer verifies that it is, in fact, functional. With the storms that often occur during the off-heating season, this is very important.

Winter will begin Friday, December 21 this year, so I'm told, so let's make sure that all of our winterization services are completed well before!

## Chapter News

### Rhode Island Chapter



The Rhode Island Chapter was pleased to welcome **Dave Marcotte** of Emerson Swan to its November meeting. The Chapter enjoyed Dave's

home insurance does not cover the kind of disaster we have endured," John said. "Our resources were already strapped from the water removal, electrical work, removal of ruined belongings, dumpsters, and demolition."

Oil Heat Cares stepped in and provided the labor and material while **Mark Santangelo** of System 2000 provided a new boiler and new hot water tank for the Morgans.

Thank you to **Marty Briganti** of Standard Oil of Connecticut for spearheading the effort and to all the Standard Oil volunteers on this project, including **Mike Briganti, Nicholas Briganti, Jason Bonet, Tom Barone, Sam Rodriguez, David Shomsky, Jim Tursi, Anthony Vazquez** and **Victoria Baillie**.

Also thank you to **Neal Garrison** of Bosch, **Brian Magnier** of Hocon Gas, **Brian McCarthy** of Gault and **Eric Montas** of Locinvar for their commitment to this very important project.



Dave Marcotte

discussion of system water quality and Fernox water treatment systems.

The Chapter's December meeting will be a holiday party at Twin Oaks Restaurant, 100 Sabra Street, Cranston, RI on Wednesday, December 12 at 6 p.m. Please check the OESP website for further details.



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

The chapter looks forward to a great discussion about ways for more members to get involved in 2019!

## OESP Executive Board

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## Thank you Corporate Members

Thank you to all our Corporate Members for your continued support. If you are interested in learning more about a corporate membership, please call the office at 888-552-0900 or email

**Lisa Strug** 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.

## Westchester Chapter

Last month, Westchester Chapter members were fortunate to have **Bob Melinis** and **John Paul** from Weil McLain as their guests. They offered interesting updates on their Evergreen Boiler offering. Bob and John gave all the latest information on these modulating/condensing high efficiency boilers.



John Paul discussing finer points.

Also at the meeting, the



Bob Melinis presenting features and benefits.

The next Chapter meeting will take place on Thursday, December 6 at the Casa Rina Restaurant in Thornwood at 6:30 p.m. Charlie Massone of Beckett Corp., will discuss burners, parts and accessories including current technologies and their applications. Please visit the OESP website for further details.

Chapter's "Tech Talk" series continued with a discussion led by **Peter Gasperini** on formulas for calculating the rate of heat transfer. Peter stressed the need for correct sizing of circulators and piping (you can downsize and save the customer money if done properly) and gave the attendees valuable information.



Peter Gasperini conducting the tech session round table discussion.

For more information on the Westchester Chapter, please visit [heatcoolpros.org](http://heatcoolpros.org).

Bender HVAC	R.W. Beckett Corp.
Bradford White Corp.	Rathe Associates
Carlin/Hydrolevel	Riello Burners of NA
CC Controlled	Rinnai
Combustion Inc	
Consumer Focus / ServEdge	Roth, USA
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Laars Heating Systems	Weil-McLain
Mitsubishi Electric	Wohler USA, Inc.
New Yorker Boiler	Wymbbs, Inc.
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## Fairfield County Chapter

The Fairfield County Chapter has been busy lately!



In October, **Mike Rowan** and **Matt Rowan** of Rural Fuels graciously invited the Chapter to their facilities and gave an impressive demonstration of emergency burn off and emergency pump out of propane tanks.

Then, this month, more than 40 members and guests attended the Chapter's meeting at Roberto's in Monroe. **Cory Cosgrove** of Dan

Davis Sales was the guest speaker. Cory discussed hydronic system air removal, dirt and expansion tanks.

The December meeting will take place on Tuesday, December 4 at 6 p.m. at Miamogue Yacht Club in Bridgeport.

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



## Welcome New OESP Members!

OESP is pleased to welcome the following new members who joined over the fall. We look forward to seeing you at our future meetings!

<b>Russell Alphonse</b>	<b>Dan Davis Sales</b>
<b>Richard Baran</b>	<b>PetroChoice</b>
<b>Michael Boyle</b>	
<b>Christopher Faucher</b>	<b>Bay Path R.V.T.H.S.</b>
<b>Brian Parks</b>	<b>Belimo Air Controls</b>
<b>Randy Wallace</b>	<b>SMO Energy</b>
<b>Thomas Ward</b>	<b>Ward Fuel Co</b>

## OESP 2019 Dues

OESP 2019 invoices have gone out. Please check your inbox.

If you need a copy of your invoice, please contact Lisa Strug at OESP HQ at [lstrug@thinkoesp.org](mailto:lstrug@thinkoesp.org).

## Message from the Executive Director

by [Lisa Strug](#)



Planning for the Eastern Energy Expo is in full swing. I am pleased to report that the exhibit hall is more than 50 percent full and we are still more than five months away. This is excellent news and a

## New Haven Chapter



Last month, 22 members and guests of the New Haven Chapter enjoyed an informative presentation by **Brian Michaud** of Encompass. Brian discussed "Financial Planning for the Future."

The next Chapter meeting will take place on December 13 at 6:30 p.m. at Brazi's Italian Restaurant in Long Wharf. The meeting will feature

**John Manning** of RW Beckett. Due to an expected capacity crowd, RSVP by December 6 to Ro at F Perrelli and Sons at 203-469-1364.

For more information on the New Haven Chapter, please visit [newhaven.thinkoesp.org](http://newhaven.thinkoesp.org).

## Garden State Chapter

This is excellent news and a testament to the strength of our combined trade show that after three years has a strong reputation as the premier event for the energy and comfort industries.

I would like to highlight sponsors already committed to joining us at the EEE: **Taco, Beckett, Weil-McLain, F.W. Webb, Rinnai, Honeywell, Carlin/Hydrolevel, Velocity Crown Boilers** and **Advanced Fuel Solutions**. We thank them for the generous support and look forward to working together in the coming year.

Sponsorships are still available and there are many exciting ways to get involved. Click [HERE](#) for the sponsorship prospectus and have your company's name in front of the best and brightest in the industry.

On another note, OESP membership dues invoices have now been sent out twice, by mail and email. For those of you with emails in our system, you should have received them electronically. For ease and convenience, we have updated the invoice system so that you don't need to log in to process your dues. Simply click the link and pay online.

If you are ever unsure of the authenticity of an email from OESP, please contact Association HQ to inquire. We are happy to check for you, verifying before you click. If you have an issue retrieving your invoice, please let us know and we will resend.

Do you have a friend or colleague that would benefit from membership in OESP? Bring them along to a meeting. This is the beginning of our busy season, but it is also the season that training is more important than ever. Our mission is education and we are always looking to grow our great association and educate the next generation.

The "Nearly 2 for 1" membership promotion is nearing an end as we get ready to close 2018. Please encourage your colleagues to join now and they will not be billed again until 2019.

Registration is open for the **Spring Board of Directors meeting, March 22-24, 2019** at the Crowne Plaza in Suffern, NY. Click [HERE](#) to register and click [HERE](#) to book your hotel room.

And, mark your calendar NOW for the **Fall Oilheat retreat** which will take place at the Wyndham Hotel in Gettysburg, PA, **September 13-15, 2019**. More information to come.

OESP is always looking for people who are interested in making a difference in their career and this great association. One of the ways is by providing networking opportunities to help grow your business.

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

As we look forward to 2019, I would also like to draw your attention to the corporate members that keep OESP afloat. It is companies like these that



Pumped return systems, Sizing, and home with a copy of the NORA Steam

Course book.

Nearly 30 members and technicians came to see **Rich Michael** of Peerless Boilers present a condensed version of the NORA Gold Advanced Steam Course.

Rich did a wonderful job reviewing steam system components, One Pipe/Two Pipe, Counter flow systems, Troubleshooting. Each attendee went

The Garden State Chapter's holiday party will take place on Wednesday, December 5 at Libretti's. Come and enjoy the comedy of **Dave Reilly!** Dave has performed from coast to coast for more than 25 years. Laughter is the best medicine... and Dave is just what the doctor ordered!



The cost is \$50 per person in support of Toys for Tots. Please bring an unwrapped toy to support our annual Toys for Toys collection.

For more information on the Garden State Chapter, please visit [gardenstate.thinkoesp.org](http://gardenstate.thinkoesp.org).

## New York City Chapter



group on inspection updates and requirements.

At the New York City Chapter's November meeting, more than 25 attendees came out to welcome **Francis Proscia** of the New York Fire Department. The Chapter gained useful information from Francis' review of the fire department's inspection rules and policies. In addition, **Dave Wagner**, the Chapter's liaison with the NYC Department of Buildings, updated the



The Chapter's December meeting will be a Holiday Party on Thursday, December 6 at Russo's on the Bay in Howard Beach. Please check the OESP calendar for further details.

For more information on the New York City chapter, please visit [nyc.thinkoesp.org](http://nyc.thinkoesp.org).



provide speakers for chapter meetings, donate generously to Oil Heat Cares and serve on the local chapter boards around our region. The next time you are looking to do business, check our list of corporate members and consider supporting them to thank them for their involvement in OESP.

And speaking of supporters, we would like to thank our loyal and generous advertisers for their support in 2018. Thank you to **RW Beckett, Taco, Honeywell, Suntec Industries, Slant/Fin, Wohler, Sid Harvey, Carlin/Hyrdolevel and ECR International**. We look forward to seeing many of you in 2019! 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 the association. Our very best wishes for a happy, healthy and prosperous holiday season. Stay warm.

## OESP Local Training

Looking for a local chapter meeting? So much is going on at OESP - don't miss out! View our [Calendar](#) now!

Click [HERE](#) to find a local chapter near you.

Looking for some industry training? Click [HERE](#) to find out what's going on in your area.

Click [HERE](#) to view recent photos of chapter meetings on Facebook.

## OESP Needs You!

We encourage you to invite a friend or colleague to come to a meeting! **New members who join now will get the remainder of 2018 and all of 2019 for one low price!**

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

If you're a member and it's been more than six months since you attended a chapter meeting, we invite you to attend your next one for FREE!

Just RSVP to the chapter so they know to count you in for dinner and have a great time ON US!

If you're a new member and have never been to a meeting, we invite you to attend your first meeting for FREE! Again, just RSVP to the chapter and enjoy! We feel very strongly that the chapters provide incredibly valuable meetings and we want you to experience that too!

The OESP membership committee is working hard under the strong leadership of **George Fantacone**. The committee met at the Board of Directors meeting in Atlantic City and will meet again via conference call this winter.

Contact the OESP management office at 888-552-0000 or email us at [letus@thinkoesp.org](mailto:letus@thinkoesp.org) and let

## South Jersey Chapter



An energetic group attended South Jersey Chapter's November meeting to hear **Rosemarie Barchak** of Boyertown Furnace. The group enjoyed Rosemarie's discussion of the New Regal Furnace Board.

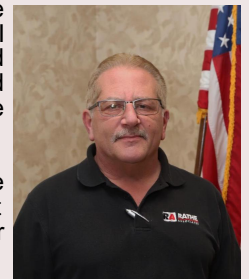
The Chapter's next meeting will take place on Tuesday, January 22 at Carlucci's in Mt. Laurel. Please visit the OESP website for further details.



For more information about the South Jersey Chapter, please visit [south-jersey.thinkoesp.org](http://south-jersey.thinkoesp.org).

## Long Island Chapter

The Long Island Chapter hosted **Ken Resnick** of Rathe Associates last month. Ken discussed TPI instruments with a very lively group. 31 members and guests enjoyed a great presentation, great food and great company. **Mike Dwyer** and **Jerry Anthis** were 50/50 winners.



The Long Island Chapter's Holiday party will take place on Thursday, December 13 at The Larkfield in East Northport. Please visit the OESP website for further details.

For more information about the Long Island chapter, please visit [long-island.thinkoesp.org](http://long-island.thinkoesp.org).

## Pioneer Valley Chapter



In November, the Pioneer Valley Chapter welcomed **Scott Nicholas** of Thermo Products as its guest speaker. The group enjoyed Scott's presentation of new information on Thermo Pride and Spirit.

0900 or email us at [lstrug@thinkoesp.org](mailto:lstrug@thinkoesp.org) and let us know that you're interested in helping out.

**SAVE THE DATE!**

**May 19-22, 2019**



**Sponsorships are available!**

Click [HERE](#) for details or contact us at 888-552-0900 to secure your sponsorship.

On December 19 at 7 p.m., the Chapter will host its Annual Holiday Party at Tavern Restaurant in Westfield. Please visit the OESP website for further details.

For more information on the Pioneer Valley Chapter, please visit [pioneer-valley.thinkoesp.org](http://pioneer-valley.thinkoesp.org)

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
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- 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).

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](http://thinkoesp.org)

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