



June 2019

## 2019 Eastern Energy Expo was a Resounding Success

With more than 3,200 attendees, 250 exhibitors and 19 trucks on display, the 2019 Eastern Energy Expo was an incredible success. The convention and trade show resulted in countless accolades and benefits for attendees, exhibitors and sponsors.

Three industry leaders - the Atlantic Region Energy Expo (AREE), the National Association of Oil & Energy Service Professionals (OESP) and the Pennsylvania Petroleum Association (PPA) - joined forces for another powerful annual conference. This fourth-annual event again provided a forum that brought all segments of the petroleum marketing industry together to network and learn. Heating fuel marketers, motor fuel distributors and HVAC and oil service professionals reunited for this wonderful event.

The show featured more than 60 business programs across three tracks (Technical, Business, Motor Fuels/C-Store) and included nearly 42 new exhibiting companies offering products and services for the energy and home comfort industry.



The convention also offered a variety of social and networking opportunities, including the OESP Reception/Hospitality Night, the Annual OESP Awards Banquet, the Annual Dave Nelsen Scholarship Golf Tournament and Care to Ride events. It was great to see so many familiar faces and to welcome new OESP members!

While there was a huge crowd at this year's event, conference organizers believe that next year's event - the premier trade show for the energy and comfort industries - will be even larger, as the venue moves to Mohegan Sun in Uncasville, Conn., May 17-20, 2020.

Stay Connected

Like us on Facebook

Follow us on [twitter](#)

View our profile on [LinkedIn](#)

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



**Carlin™**  
Combustion Technology, Inc.

**HYDROLEVEL  
COMPANY**

Divisions of C. Cowles & Company



## Your logo could be here!

OESP has all new 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.

## Fall Oilheat Retreat Update

The Fall Oilheat Retreat will take place September 13-15, 2019 at Wyndham Hotel in Gettysburg, Pa.



You may make your hotel reservations online [HERE](#) or call 888-516-2215 and use code SH09SP8.

Please register for the weekend [HERE](#).

## Last call for annual dues payments

This is the last call for 2019 annual dues payments. If you have not paid your dues by June 30, your membership will be dropped and you will stop receiving this OESP News and other important information from the association.

If you are unsure if your dues have been paid, please contact **Lisa Strug** at [lstrug@thinkoesp.org](mailto:lstrug@thinkoesp.org) or call the association office at 888-552-0900.

## OESP Thanks its EEE Sponsors



As education is a key component of the event, organizers will be looking to further enhance the business programs for 2020, attracting even more attendees seeking learning opportunities not easily found elsewhere.

Participating associations also include Connecticut Energy Marketers Association, Mid-Atlantic Petroleum Dealers Association, Empire State Energy Association, New York Oil Heating Association, and the Oil Heat Institute of Long Island.

## Dave Nelsen Scholarship Winners Announced

The winners of the 2019 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 who are currently or planning to attend a technical college or trade school with plans to pursue a career in the oil and energy industry.

"We are extremely proud of the 2019 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 **Kevin Beckett**, President and CEO of R.W. Beckett, which supports the scholarships. "A career in the HVAC industry will offer a wealth of opportunities for these fine scholarship recipients."

The 2019 Dave Nelsen Scholarship winners with OESP Vice President, **Angel Gonzalez** are pictured below:

- **Sean Meade** - Attends Springfield Technical Community College in Springfield, Mass. and resides in South Hadley, Mass. This scholarship was co-sponsored by R.W. Beckett.
- **Peter Bennett** - Attends Pennsylvania College of Technology in Williamsport, Pa. and resides in Sea Cliff, N.Y. This scholarship was co-sponsored jointly by the OESP New York City and Westchester Chapters.
- **Dylan Cote** - Attends Bristol Tech in Bristol, Conn. and resides in Farmington, Conn. This scholarship was sponsored by ECR International.
- **Douglas Sebastian** - Attends Camden County College in Camden, N.J. and resides in Hammonton, N.J. This scholarship was sponsored by the OESP Mid Atlantic Chapter.
- **Ian West** - Attends Pennsylvania College of Technology in Williamsport, Pa. and resides in Hummelstown, Pa. This scholarship was co-sponsored by the South Central Pennsylvania Energy Association.

**Expo Sponsor**  
**Taco**  
 Comfort Solutions®  
 A Taco Family Company

**Diamond Sponsor**  
**Beckett.**

**Technical Education Sponsors**  
**WEIL-McLAIN®**

**Own the Classroom Sponsors**  
 F.W. WEBB COMPANY **resideo** **Rinnai.**

**Opening Reception Entertainment and Food Sponsor**  
**RIELLO**  
 Energy For Life

**Opening Reception Food Station Sponsor**  
**Taco**  
 Comfort Solutions®  
 A Taco Family Company

**Banquet Dessert Sponsor**  
**afs™**  
 ADVANCED FUEL SOLUTIONS, INC.

**Opening Reception Drink Sponsor**  
**Carlin** **HYDRAL LEVEL COMPANY**

**Opening Reception Arcade Game Sponsors**  
**VELOCITY** **BIASI**

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



Pictured Left to Right: **Angel Gonzalez**, chair of OESP Scholarship committee, **Douglas Sebastian**, **Sean Meade**, **Dylan Cote**, **Peter Bennett** and **Ian West**.

### Dan Holohan Grant Winner Announced

**Matthew Bixler** was awarded this year's Dan Holohan Grant. The award was created for an instructor at either an HVAC college or technical high school who wants to continue education or purchase tools or books for their classroom.



"I am very thankful to OESP for this grant," Bixler said. "It will be used to provide my students extra equipment, such as controls for modern boilers, testing equipment for modern oil fires furnaces and boiler trim kits. I have been in the oil industry since I graduated from a technical college, and I know the value of understanding all aspects of the industry. This grant money will provide an amazing opportunity to train my students with the correct equipment and tools to be the best technicians they can possibly be."

### OESP Raises more than \$20,000 at the Annual "Care to Ride" Event!



We are thrilled to share that OESP raised more than \$20,000 for "Oil Heat Cares," during the annual "Care to Ride" event. The Care to Ride was held on Monday, May 20 during the annual Eastern Energy Expo in Hershey, PA.

This year there were three divisions for the fundraiser: motorcycles, bicycles and walkers/runners.

The following OESP members were recognized as fundraising winners within their race division (as pictured above with **Dave Bessette**, Oil Heat Cares Chairman, from left to right):

Highest Individual Biker:  
**Roger Marran**

Highest Individual Runner:  
**Mark Smith**

Highest Team Fundraiser:  
**Team CT (accepted by George Perrelli)**

Highest Overall Fundraiser:

### OESP Awards Members for National Leadership

Six OESP members and one manufacturer were recognized for their leadership during an awards dinner at the EEE conference.

**Ralph Adams** presented the Executive Board award to **Jay Moser**, pictured left, recognizing him for his commitment to OESP over his years of service to the association.



The group then recognized the prestigious industry award winners.

"OESP has the tremendous benefit of countless volunteers who are committed to advancing the association, as well as the industry," said **Bob Daros** of Heritage Fuel & Propane in Croton Falls, N.Y., who chaired the OESP awards committee.

## Ralph Adams

Highest Individual Walker:  
**Ken Willis**

Highest Individual Motorcycle Rider:  
**Jim Froehlich** (not pictured)

All proceeds raised by participants and sponsors were donated to Oil Heat Cares, the 501(c)(3) foundation, which receives donations throughout the year from seminars, donations and other events.



"We are proud of our members and their families who, without the help of sponsors, raised more than \$20,000," OESP President **Ralph Adams** said. "We are grateful to those who spent some wonderful days at Hershey with us, raising money for this very important cause."

Oil Heat Cares assists needy persons and organizations with the replacement of their oil heating appliances. OESP gives aid to neighbors that need a temporary helping hand and installs the heating equipment at no cost to the homeowner.



"These individuals represent the best in our industry this year, and it is our privilege to bestow these national awards for their excellence and dedication."

The 2019 award winners are pictured below:

- Lifetime Achievement Award: **Bob Boltz**
- Instructor of the Year: **Matthew Bixler**
- Manufacturer of the Year: **Energy Kinetics** accepted by **Roger Marran**
- Lou Ehrich Memorial Associate of the Year Award: **Bob Chapman**
- Service Manager of the Year: **Scott Vadino**
- Hugh W. McKee Memorial Award: **George Perrelli**

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



Left to right: **Bob Boltz, Bob Chapman, Scott Vadino, George Perrelli, Roger Marran** on behalf of Energy Kinetics and **Matthew Bixler**.



Pictured above is Team Energy Kinetics from left to right: **Brian Kiernan, John Hachmann, Josiah Carlisle, Jay McCay, Roger Marran, Michael LaVigne** and **Dan Hoehne**

**The Annual Dave Nelsen Scholarship Golf Outing was a resounding success!**



The Annual Dave Nelsen Scholarship Golf Outing, led by **George Fantacone**, was an outstanding success. Once again the outing raised more than \$23,000 for the scholarship fund which awards thousands of dollars in tuition money to deserving students each year. Since the fund's inception in 1999, more than \$300,000 has been raised.

Nearly 100 golfers came together for a beautiful day of golf and fun. Congratulations to Fantacone and the entire association for an

## Roger Marran and Don Farrell

"We appreciate the many OESP members who donate their time and talent by identifying a project for a customer or neighbor in need," Adams said. "There's so many of our members who generously donate equipment or supplies, or participate in our fundraisers, such as Care to Ride."

"Whether it is an equipment supplier, an owner, or a service technician, they are all teaming up to benefit others in need," added Oil Heat Cares Chair **David Besette**. "It is great to see local competitors team up to accomplish a common goal or to see a group of current employees spending time during the weekend to help out an oil heat customer going through a tough time."



Besette notes Oil Heat Cares has turned into a superb educational tool. Students have worked side-by-side with industry professionals, learning valuable skills that will benefit them for the rest of their lives, gaining the satisfaction of giving back to their communities.

This year's winner of the Oil Heat Cares Cup is the Mid Atlantic Chapter.



**Ralph Adams and Danny Gentile** transferring the OHC Cup.



outstanding event!

Congratulations to tournament winners **Will Fredericks, Doug Fredericks, Rich Larkin, and Kirk Blanchard**.



Left to right: **Scott Vadino, Curtis Martin, Marty Gutzweiler** and **Al "Whooper" Bendell**

## Chapter News

### Westchester Chapter



Last month, the Westchester Chapter was treated to an excellent educational seminar on water quality and how it relates to heating systems.

**Eric Grant** of Fernox, represented by Emerson Swan, presented a history of water treatment, including how Europe is far ahead of us in addressing these issues and, more importantly, how to correct the problems.

Grant's presentation covered all aspects of iron/dirt/debris, etc. within the systems, what the pitfalls are and how to resolve heat transfer issues, especially given the new high efficiency boiler products being introduced to our market. All attendees came away with a better understanding of some hidden problems in our hydronic systems.



**Angel Gonzalez** presented the Chapter's Tech Talk, reviewing the success of the student competition, then moving on to a discussion on the importance of and need for educating service techs.



We would also like to thank those who donated more than \$1,500 to OHC in memory of **Jay Holland** who passed away in March.

For more information, please visit [oilheatcares.com](http://oilheatcares.com)

## OESP Executive Board

### President

[Ralph Adams](#)

### Immediate Past President

[Al Breda](#)

### Vice President

[Scott Vadino](#)

### Vice President

[George Fantacone](#)

### Vice President

[Angel Gonzalez](#)

### Vice President

[Dave Westerfield](#)

### Secretary

[Paul Cuprewich](#)

### Treasurer

[Bob O'Brien](#)

### Education Co-Chair

[Mike Hodge](#)

### Education Co-Chair

[Jason Mangos](#)

## 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	Powderhorn Agency
B.J. Terroni Co.	QHT, Inc.
Bell & Gossett (A Xylem brand)	R.W. Beckett Corp.
Bender HVAC	Rathe Associates
Bradford White Corp.	Resideo
Carlin/Hydrolevel	Riello Burners of NA
CC Controlled Combustion Inc	Rinnai
Consumer Focus / ServEdge	Roth, USA
Digital Dispatcher, LLC	Shiple Energy
ECR International	Sid Harvey
EDOS, INC.	Slant/Fin
Emerson Swan	Spilltech
Energy Kinetics	Suntec Industries



Both the main presentation by Fernox and the Tech Talk were very educational and appreciated by the group.

The next Chapter meeting will take place on Thursday, June 6 at Casa Rina Restaurant in Thornwood at 6:30 p.m. Please check the [OESP calendar](#) for additional details.

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

## Rhode Island Chapter



At the Rhode Island Chapter's May meeting **Jay McKay** and **Jim Riordan** of Energy Kinetics gave an informative presentation on their company's full line of products. More than 20 members and guests in attendance had a great evening

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

## Garden State Chapter

Last month, the Garden State Chapter hosted an air conditioning seminar for oilheat technicians. **Ed Janowiak**, Technical Director for the Eastern Heating and Cooling Council, led the packed class.

Breakfast, lunch and a snack were graciously sponsored by Sid Harvey Industries.



Please join the chapter on Friday, June 28 at the Farmstead Golf & Country Club in Lafayette for the First-Annual **Jim Finan** Celebration of Life Golf Outing. Please check the [OESP calendar](#) for additional details.

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

## CT Quad Meeting



Field Controls Co.	TACO, Inc.
Fluid Industrial Associates	Testo Inc.
Fuel Ox	Thermo Pride
F.W. Webb	Torrington Supply
General Filters	Toyotomi USA, Inc.
Grundfos	Universal Supply Group
Laars Heating Systems	Venco Sales
Mitsubishi Electric	Weil-McLain
New Yorker Boiler	Wohler USA, Inc.
NTI - USA	Wymbbs, Inc.
PA Petroleum Assoc	Z-Flex US, Inc
PB Heat, LLC	



On May 9, more than 80 people attended the annual CT Quad Chapter Meeting this year hosted by the Fairfield Chapter at Roberto's in Monroe. All four Connecticut Chapters (CT Valley, Eastern CT, Fairfield and New Haven) were well represented. Guests from several other chapters were also present, including South Jersey, Garden State, Long Island and New York City. We thank everyone for making the trip to join us.

The evening's events started with a tabletop trade show, followed by a fantastic dinner. We thank our four sponsoring vendors who had table top displays: Beckett, Torroco, Carlin / Hydro level and JPO Absorbents.

**John Levey** of NORA was the guest speaker. There were plenty of raffles, including some pies that **Paul Cuprewich** and **Charlie Holmes** brought from the great pie-making state of New Jersey.

**Al Breda** won four pies and a 55-inch TV.

Thank you to our vendors who donated numerous raffle prizes as well as Silent Auction prizes.

## Welcome New OESP Members!

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

**James Binkley**  
**David Deblois**  
**Brad Froggatt**  
**Alex Greene**  
**Jeffrey Hayes**  
**Steven Heller**  
**Stanley Hersom**  
**James Mack**  
**Chris McPhail**  
**Robert Parlett**  
**Dino Pioli**  
**Chris Sprague**  
**Rick Zongora**

## OESP Local Chapters

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.

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! You will be rewarded for your efforts. Recruit two new members and we will mail you a \$50 gift card.

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 6 months since you attended a chapter meeting, we invite you to attend your next one for FREE!



It was a great night of learning and comradery. Everyone helped make this event an overwhelming success.

## Mid Atlantic Golf Outing



In May, more than 30 members and guests turned out for the Mid Atlantic Chapter's 25th Annual Golf Outing. A cool foggy morning start turned into a warm spring day, and players enjoyed lunch, golf, dinner and awards at The Links at Challedon in Mount Airy. The golf outing generated funds for the Chapter's Education Fund.



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 at the EEE in Hershey and will meet again in the Fall in Atlantic City.

Contact the OESP management office at 888-552-0900 or email us at [lstrug@thinkoesp.org](mailto:lstrug@thinkoesp.org) and let us know that you're interested in helping out.

For more information on the Mid-Atlantic Chapter, please visit: [mid-atlantic.thinkoesp.org](http://mid-atlantic.thinkoesp.org).

## CALLING ALL CORPORATE MEMBERS!

**OESP is announcing new opportunities for you 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](mailto:lstrug@thinkoesp.org).*

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

Copyright © 2016. All Rights Reserved.