

OESP News



Oil & Energy Service Professionals

November 2019 Issue

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Now accepting ads for the February 2019 issue of the OESP News. Ads must be in by Jan. 1.

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Oil Tank Failures: A Growing Problem

By Charlie Burse

I know those of you who have been in the oil business for several years have seen your share of annual oil tank failures along with high clean-up costs.

We seem to simply attribute this to age, which can be 30-40 years. (Look for the date generally found on the plate welded on the top of the older tanks or the sticker on the new tanks.)

These tanks can be of sizes ranging from the common 275-gallon basement or exterior tanks to the 500 and 1,000-gallon tanks traditionally used for underground applications. These same tanks are generally of 7-gauge thickness, while the basement tanks are normally 12-gauge.

I'm amazed to hear that companies, when surveying for a new heating system, never look at the oil tank that in most cases is as old as the heating equipment being replaced. I would prefer to see that the customer is made aware of this fact and given the opportunity to give their home a clean bill of health by replacing the tank.

What are some of the causes of oil tank failure besides age?

In most cases, the cause has been attributed to deterioration due to water, sludge and other contaminants at the tank's bottom for several years. But how does

water get in the tank?

There are several ways: In an underground tank, we often find the age-old black iron fill or vent pipe has rotted out below ground or a leak that can be the result of groundwater contamination.

In either the basement or exterior 275, the fill cap may have been left off in error during a delivery, the gauge vial may be broken, or it could be condensation that can occur during the summer months when the oil is left under one quarter of a tank.

In talking to several oil company managers and oil tank-only installers, I'm told that they are experiencing a larger than normal number of basement oil tank failures.

One company mentioned that they have replaced 53 of the 275 tanks this year. I have asked for their thoughts as to the reason for the increase in the failure rate. I'm hearing that Bio Fuel could be the contributor.

I can neither agree or disagree to this suggestion, as I have no knowledge of any facts or studies that can support this suggestion. I have also heard that some tank insurance companies, which have offered a tank insurance policy covering the leaking



(cont'd on page 11)

Beckett

Introduces the BeckettLink® Connected Tank Gauge System

Today's Need: To remain efficient and improve fuel routing, dealers need an accurate, reliable way to track customer fuel usage while preventing fuel run-outs and maximizing the amount of fuel delivered. With the growing use of heat pumps, mini splits, and other secondary heat sources, degree-day calculations have become increasingly problematic and inefficient.

BeckettLink Dealer Dashboard
Combines all customers' gauges on one easy-to-use interface program

BeckettLink WiFi Hub
Connects the gauge to the cloud



BeckettLink Tank Gauge Provides a reliable connection with a range of 150'+ and a 10-year estimated battery life

BeckettLink App Monitors fuel tank level. View tank level and get notified when it's time to fill up

Beckett Solution: Monitor all linked customer fuel levels with the BeckettLink Tank Gauge System. This combination WiFi & Bluetooth 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 BeckettLink App. The BeckettLink Tank Gauge System consists of four major components: Connected Tank Gauge, WiFi/Bluetooth Hub, Customer App, and Dealer Dashboard.

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Message from the President

By Ralph Adams

Welcome to our early winter issue of *The OESP News* as we gear up for yet another busy heating season.

The OESP year started with a terrific Oil Heat Retreat in Gettysburg, PA. We had a great turnout with about 50 board members and many spouses. I am happy to say that the weekend was both productive and fun. I hope you will join us in March as we hold the spring BOD meeting at Mohegan Sun in Uncasville, CT, March 27-29, 2020. We are excited to check out the new home of the Eastern Energy Expo.

This is a great time for OESP. The Eastern Energy Expo, the blossoming partnership with AREE and PPA, has proven to be beneficial for all involved. The conference has been extremely successful in terms of programs, sponsors and the funds raised to support initiatives throughout the year.

We are looking forward to continuing the success in 2020 under the leadership of our fifth-annual Eastern Energy Expo conference chairs, **George McQueeney, Jay Moser** and **Dave Bessette**, as we move to Mohegan Sun.

Under the guidance of our Education chairs, **Jason Mangos** and **Scott Vadino**, we will see some valuable educational seminars at the EEE convention. Planning for

these seminars has already begun – with a very productive meeting in Gettysburg – and we hope that many of you will plan to join us in May. If your company is interested in a sponsorship, please reach out to OESP HQ about the opportunity.

Looking forward to 2020, we hope to promote member engagement through continued strong recruiting and giving back to our members.

Following with our strong mission of education, we are continuing to seek new and exciting opportunities for our members. Our partnerships with our corporate members will provide a strong foundation for education throughout the year at the chapter level.

OESP enjoys the greatest access ever to the influential leaders in the Oil & Energy industry. Our continual cooperation with NORA, AEC and other major organizations keeps us in the spotlight as we all seek to excel at our jobs each and every day.

Thank you for your continued trust in me to lead during this coming year. I look forward to speaking with you about ways in which we can work even harder to advance the goals of our industry. All my best!

A promotional graphic for the Spring Board of Directors Meeting. The background is a dark blue night sky with a city skyline on the right. In the center, there is a stylized sun or flower made of colorful brushstrokes (yellow, red, green, purple) with black dots for eyes. The text is written in white, with some parts in a cursive font. The OESP logo is in the top left corner. The Eastern Energy Expo 2020 logo is in the bottom right corner.

 Oil & Energy
OESP
Service Professionals

Spring Board of Directors Meeting

MARCH 27-29, 2020
Mohegan Sun
UNCASVILLE, CT

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2020 EXPO 
WHERE ENERGY & COMFORT MEET

Introducing the BeckettLink® Connected Tank Gauge System

We all know the problem: inaccurate usage calculations and changing customer habits lead to unplanned fuel deliveries and inefficiencies in your business. That's why dealers need an accurate, reliable way to track customer fuel usage to prevent fuel run-outs – which gives your customers peace of mind, allows you to maximize the amount of fuel you deliver at each stop, and improves your profitability by helping you plan your fuel routing.

With the growing use of mini split heat pumps, wood stoves and other secondary heat sources, traditional fuel use calculations have become increasingly problematic and inefficient. You need a system that posts tank data to a secure server on the cloud, making accurate data available to you through a web-connected dealer dashboard.

With the BeckettLink® Connected Tank Gauge System,



dealers will be able to monitor all linked customer fuel levels. This combination WiFi & Bluetooth 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 BeckettLink App. The BeckettLink® Tank Gauge System consists of four major components: Connected Tank Gauge, WiFi/Bluetooth Hub, Customer App, and Dealer Dashboard.

Learn more about the BeckettLink® Connected Tank Gauge System and how it will improve your efficiency at beckettcorp.com.

Is your business *getting the message out*?

Take advantage of new opportunities to get more deeply involved with OESP. **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.

Update on Membership

By George Fantacone

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

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

OESP needs your help to continue to build our organization.

Our recruiting offer to all OESP members still stands. We encourage you to encourage 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!**

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.

The benefits of membership are boundless. For example, each month there are 15-20 opportunities for training. The chapters offer monthly classes on products and services that make our jobs easier, more profitable and better serve the customer.

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

Ryan Bulson
Weil-McLain

Tony Calderone
Weil-McLain

Nick Hoffnung
Torrington Supply

Pete Liveten
Bender

Luis Ortiz
Carlin/Hydrolevel

Gerald Papile
W.C. Esp

Logan Yelle
Bender

Brian Yurch
John Stack Sales Co.



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.

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

MEMBERSHIP SALE

Join OESP now and get:

- 2019-20 heating season
- 2020 HVAC season
- The beginning of the 2020 heating season

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

Lock in 2019 membership pricing now!
Get the remainder of 2019 and all of 2020 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](https://www.thinkoesp.org)

Where in the World is OESP?

by Rick Glownia

Eight years ago my brother, Rob, and I decided to go to a West Point Football game with a few friends and family. It became a tradition blossoming from a group of 18 that first year into the present day count of 70 guys. The group is made up of family, friends, friends of friends and business associates. More than 50% of the attendees are industry related and come from CT, MA, RI, NY, NJ and PA. This year we were honored to have **John H. White** from Taco attend.

The day starts off with a breakfast tailgate of egg sandwiches, biscuits and gravy, corned beef hash and Bloody Marys. The highlight of the day



Rick Glownia with chef Chris Vollono

is the Cadets marching onto the field and then the parachutist jumping from 4500 feet and landing on the field at the 50 yard line. The 3rd jumper delivers the game ball, and the 4th and last jumper delivers our nation's flag. All in all it is a very moving time, and makes one proud to be an American.

After the game, another tailgate takes places. This year we featured NY Strip steaks, corn on the cob and venison baked beans. Appetizers included pork tenderloin, and venison jalapeño hot dogs as well as venison tenderloin, provided by **Scott Vadino**. (He had a good year in the woods hunting!)

This year Tulane beat Army 42-33. **GO ARMY BEAT NAVY!**



Rick Glownia with last year's recipient, Paul Cuprewich, presenting the coveted pink skirt award to this year's recipient, John Cearelli



From left: George "Batman" Pavlik, John Hazen White and George Perelli enjoying the game



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Questions about sponsorship?
Contact OESP HQ at 888-552-0900 or info@thinkoesp.org



A Word from Taco

For almost a century, Taco Comfort Solutions has been a leader in providing the latest technical advancements in wet rotor circulators, starting with the Perfecta model in the 1960s, through the "00" Series (to include the venerable 007 model), to today's ECM equipped, high-efficiency 00e® Series.



This technology is where high-efficiency and comfort come together as one. Our current family of 00e ECM circulators – the 007e®, 00e VR/VT models; the 0015e3® (for three easy settings); the variable speed 006e3® for domestic hot water recirculation systems; the 0018e™ featuring Bluetooth® and a mobile app to see and control real-time system performance; and the 1915e light commercial circ, designed for hot or chilled water hydronic applications, also available in stainless steel for potable water systems.

All of our latest ECM circulators are equipped with the SureStart® unblocking and air purging feature, and most have BIO Barrier® protection against system contaminants. They use up to 85% less electricity than conventional circulators and have been engineered the Taco Way for easy installation and trouble-free operation over the life of a hydronic system.

Along with state-of-the-art products built for North American systems, Taco is a leader in training and education across the HVAC professional spectrum – from plumbers and mechanical contractors to engineers, facility managers, architects and building owners. We support their

efforts with an ever-evolving range of software tools and building management systems to make their jobs easier, and our technical support – over the phone, online, in person or in the field – is second to none in the industry.

As a company with a long history and deep involvement in the industry we all support, we believe in relationship building and the importance of people-to-people associations. To us, people always come first, and the all-important comfort goal we work for every day means more than just hardware; it's about caring, too.

At Taco Comfort Solutions, we care especially for the dedicated professionals in the deliverable fuels business and organizations like OESP that support them, because our company started and has survived and prospered for almost 100 years because of you. You are in Taco's DNA, and we hope we are in yours, too.

Attend a chapter meeting... **FREE!**

Are you a new member? Or maybe not so new, but haven't been to a meeting in 6 months?

We invite you to **try a chapter meeting for free! RSVP** to the chapter to let them know you're coming and the meeting is **on us!**



Thank you to our dedicated photographers around OESP for sending in these fantastic chapter updates! Please remember to give us the names of the people in your photos!



Rhode Island

An energetic group of 23 members and guests attended the Rhode Island Chapter's October meeting to hear from **Jim McKenna** of U.S. Boiler. The group enjoyed Jim's discussion about Burnham's HE boiler product.

The Chapter's November meeting will take place on Tuesday, November 12 at 6:30 p.m. at Chelo's Restaurant in East Providence. Please check the OESP website for further details. For more information on the Rhode Island Chapter, please visit rhode-island.thinkoesp.org.

New Haven

At the New Haven Chapter's October meeting, 21 members and guests enjoyed an informative presentation by **Jeff Quickle** from Emerson Supply about hydronic practices and maintenance.

The Chapter's November meeting will take place on Thursday, November 14 at 6:30 p.m. at Brazi's Italian Restaurant in Long Wharf. Please check the OESP website for further details. For more information about happenings in New Haven, please visit newhaven.thinkoesp.org.



Fairfield County

In October, the Fairfield County Chapter warmly welcomed **Mark Stellmach** of Fuel Management Services. The 18 attendees enjoyed Mark's presentation on fuel quality changes and issues over the years.

In addition to the program, the Chapter held elections and congratulates its 2019-20 Board which includes: **Al Breda**, President; **Dave Westerfield**, Executive Vice President; **Neal Garrison**, Vice President; **Marty Briganti**, Vice President; **Greg Gilbertson**, Secretary and **Brian Frederick**, Treasurer.

The November meeting will take place on Tuesday, November 5 at 6 p.m. at Roberto's. For more information on the Fairfield County Chapter, please visit fairfield-county.thinkoesp.org.



Mid-Atlantic Car Show

Thanks to everyone who helped put on this year's Mid-Atlantic Car Show! Everyone had a fantastic time and it was a great turnout; 69 cars, trucks and motorcycles participated.

With everyone's help the car show raised \$2,400 each for Oil Heat Cares and Heating for Humanity Maryland. To date \$20,400 has been raised for these great charities. Thank you for your past and continued support.

Thank you to all vendors, sponsors, participants and winners!

Westchester

Last month the Westchester Chapter was fortunate to have **Angel Gonzalez** of Carlin/Hydrolevel give an informative presentation on Hydrolevel products. Angel reviewed the energy-saving features of the Hydrostat Control for oil and gas boilers and did an overview of Low Water Cut Off's and steam boiler auto feeders, as well as the new Accutemp control for indirect water heaters.

Also at the meeting, the chapter's "Tech Talk" series continued with a discussion on "Effective Control and Boiler Wiring, Why It Works."

The next chapter meeting will take place on Thursday, November 7 at the Casa Rina Restaurant in Thornwood at 6:30 p.m. Please check the OESP website for further details. For more information on the Westchester chapter, please visit heatcoolpros.org.



Angel Gonzalez demonstrating CAB features



Angel Gonzalez making a point

It's easy to have your chapter featured!

Just take some photos and send us information about your meeting. Email the pictures and details to the OESP office at lstrug@thinkoesp.org.

Eastern CT

On the evening of October 15, the Eastern CT Chapter of OESP welcomed 13 members for a round table discussion led by guest speaker, **Jeff Quickel** of Emerson Swan.

Jeff led an engaging non-brand specific discussion about wall hung condensing boilers, block composition, piping strategies, venting and proper sizing.

The Chapter's November meeting will take place on Tuesday, November 19 at 6:30 p.m. at Norwich Holiday Inn in Norwich. Please check the OESP website for further details. For more information on the Eastern Connecticut chapter, please visit: eastern-ct.thinkoesp.org.



Garden State

The Garden State Chapter met last month at Libretti's Restaurant to hear from **Rob Lombardo** of Harry Eklof & Associates. Rob discussed the Field Clearwave electronic hard water treatment system and the Field collapsible media air filters. The 23 attendees, including seven service techs, enjoyed a great presentation, great food and, of course, great company.

The next chapter meeting will be the holiday party on Friday, December 4 at Libretti's Restaurant in Orange. Please check the OESP website for further details. For more information on the Garden State Chapter, please visit gardenstate.thinkoesp.org.



Connecticut Valley

Last month, 16 members and guests of the Connecticut Valley Chapter gathered at Portofino's Restaurant for an interesting presentation by **Roger Stolting** of EDOS Associates on the new zone panels and thermostats from Honeywell.

The Chapter's next meeting will be its holiday party on Thursday, December 5. Please check the OESP calendar for further details. For more information about the CT Valley Chapter, please visit ct-valley.thinkoesp.org.



For decades, Suntec group has been a leader in providing oil pumps and valves to the heating industry. As a worldwide company based in the United States (Glasgow – Kentucky) and in France (Dijon - Burgundy), Suntec has a large range of products able to meet the most severe applications according to the US and European standards. Suntec products are embedded in the main residential and light commercial equipment, but also on mobile devices such as high pressure cleaners or space heaters with low capacity pumps (A pumps). Suntec can also offer a complete range of gear pumps for industrial applications (B, J and TA series) asking for high capacity and pressure range in furnaces, boilers, dryers or incinerators.

The heart of Suntec pumps is a gear set designed, like a precision watch, to give the adequate flow rate and pressure to the nozzle to have a perfect combustion. The gear set also creates a high power suction that is very useful in some piping configurations or tank positioning to overcome the head loss. The Suntec gear range can



deliver from 2.5 GPH to 1000 GPH while an integrated pressure regulator is able to implement pressure from 20 to 580 PSI with a great stability. And finally, Suntec pumps integrate different mechanisms including a solenoid valve which insures a clean and quick cut off for safe use.

The greenhouse gas reduction target of state regulators will involve an increasing biofuel content of heating oil, and Suntec already has solutions to make the oil heating equipment compatible with these new fuels (Biodiesel, HVO-Renewable Diesel). Thanks to its 2 step and modulating pump technology, Suntec already offers solutions to reduce the fuel consumption and NOx/CO2 emissions. As Suntec is committed to propose energy efficient products to reduce our environmental impact, the R&D department has developed a new gear to reduce the power consumption by 40% for low capacity pumps in Europe.

While fuels are changing, Suntec has always a solution for the heating industry!

Oil Tank Failures: A Growing Problem

(cont'd from cover)

oil tank replacement, are getting away from these policies due to the increase in tank failures.

So, what can be done to reduce oil tank failures? You may remember. many years ago, the round silver ball the size of a nickel with embossed seams. When dropped into the tank, it was offered as the fix-all to oil tank issues. Did it really work? You tell me! There are also many chemicals sold that are supposed to remove sludge and water from the tank.

There are also ultrasonic testing devices that can measure the density of the steel in the bottom of the tank. The accuracy is determined by the testing of the entire tank bottom.

Many companies are moving away from the standard steel basement tanks and installing the double wall tanks. One of these manufacturers also offers a one-million-dollar insurance policy should a leak occur.



In closing, keep in mind with the high cost of a basement tank replacement - generally in the \$1,500 to \$2,000 range - more oil customers are converting to an alternative fuel. Finally, I would suggest more companies consider installing an Oil Safety Valve on every tank installation.

Message from the Executive Director

By Lisa Strug

As we begin a busy heating season, planning is in full swing for the Eastern Energy Expo on May 17-20, 2020 at the beautiful Mohegan Sun in Uncasville, CT. For the first time, the exhibit hall will be in one amazing space and we can't wait for you to see it!

The Mohegan Sun venue offers many opportunities for you to showcase your brand and we hope that many of our members will consider sponsorships. We expect a packed house as we move to this new location.

OESP expresses gratitude to the early sponsors of the EEE: **Taco**, Expo Sponsor and Food Station Sponsor; **R.W. Beckett**, Diamond Sponsor and Food Station Sponsor; **Carlin/Hydrolevel**, Technical Education and Drink Sponsor; and **Rinnai & F.W. Webb**, Own the Classroom Sponsors. Thank you to our partners for your unwavering support of the association and the industry.

OESP is pleased and honored to once again host Care to Ride and the Dave Nelsen Scholarship golf outing. We are also planning plenty of new technical education for you; there will be tons of great training opportunities that can't be easily found elsewhere.

You won't want to miss the OESP Opening Reception and Awards Banquet, which get better and better every year! This year we will use the amazing Uncas Ballroom, which many of you may remember from past years. The new location is sure to be fabulous for both of these exciting parties.

So far, we have proudly welcomed two new corporate members in 2019 - **E-Instruments** and **NEFI**. Our corporate partners provide much needed training for our members and we sincerely thank them for their generous support. We look forward to welcoming even more! If you know of a company involved with OESP, or should be, please mention the value of corporate membership or contact me to get in touch.

We are always looking for new service managers and technicians to join as members. Do you have friends or colleagues who would potentially benefit from membership in OESP? Bring them along to a meeting. If they have never attended before or they are a member - but it has been more than six months since they attended - their dinner is on us!



New members can join now and get a "Nearly 2 for 1" on the upcoming heating seasons. They will get the remainder of 2019 and all of 2020 included in one price. Join now and save!

On another note, invoices were sent out last month. For those of you with emails in our system, you should have received them electronically. For ease and convenience, the invoice system does not require that you log in to pay. Simply click the link. If we don't have your email, you'll receive your invoice in the mail.

Please send us your email address to lstrug@thinkoesp.org so we can invoice you electronically and save paperwork for everyone.

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 promptly resend it.

We would like to thank our loyal and generous advertisers for their support this year. Thank you, once again, to **Beckett, Taco, Suntec Industries, Wohler, Sid Harvey, General Filters** and **Carlin/Hydrolevel**. We are now open for 2020 advertisers - your company could be in the next issue of the OESP News. Contact us to find out how.

On behalf of **Jonathan Jaffe, Meredith Levy** and the rest of the OESP management team, our very best wishes for a terrific, and profitable, heating season.

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Advertisement for OESP. Features a coffee cup with the OESP logo (Oil & Energy Service Professionals). Large text reads 'This could be YOUR AD!'. Contact info: Contact OESP HQ at 888-552-0900 for details! Includes small text at the bottom right.



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VT2218



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0018e



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: the app-connected 0018e™, 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.

