

OESP News



Oil & Energy Service Professionals

November 2020 Issue

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Oil Heat Cares Brings Warmth to Connecticut

Donald & Maureen Brandi of Stamford, CT were desperate for their 38-year-old boiler to be replaced.

Donald is a proud U.S. Army veteran with severe health issues that prevent him from working. Self-employed, his medical bills continue to amass.

Thank you to **F.W. Webb** who provided a discounted **PurePro Advantage** oil boiler and all the boiler trim for the installation. Oil Heat Cares also expresses appreciation to **R.W. Beckett** for donating the burner.

We would also like to express our gratitude to the installation team who generously donated their time, including **Brian McCarthy, John Kujan and Neal Garrison**.

From left:
Brian McCarthy, Maureen Brandi, Donald Brandi and Neal Garrison



From left: **Brian McCarthy and John Kujan**

(continued on page 2)

Oil Heat Cares Brings Warmth to Connecticut (cont'd)

Kevin & Margaret Eldridge live in Naugatuck, CT have been married 38 years and have 2 sons and 7 grandchildren.

Kevin was diagnosed with leukemia 8 years ago. Since that time, he has had a liver transplant and many struggles in his recovery. Kevin also lost his job and has not been able to work. Kevin and Margaret have been struggling to financially survive.

Unfortunately, about a month ago, Kevin discovered his outside above-ground steel tank was leaking. Fortunately, the leak was able to be contained with minimal environmental impact. Upon further investigation, it was determined the boiler needed replacement along with the oil tank. This would have been a huge expense for the family.

Fortunately, Oil Heat Cares stepped in.

This project would not have been possible without the initial efforts of **Tony Rottella, Sue Lafavre** and **Carl Lafavre** from Thurston along with **Danny Gentile** and **John Mowad** from Torrco. The work continued with leadership from **Greg Gilbertson** and **Marty Briganti** of Standard Oil, combined with the participation of their team: **Jason Bonet, Jason Bonet Jr.,** and **Steve Rosa** of Standard Oil, as well as **Bart Liquigli** and **Chris Rodriguez** of Complete Tank and **Marc Kuczo** and **Don McDonald** of Rural Fuels.

Thank you to **John Dunleavy** of Carlin Hydrolevel for arranging the donation of the burner and the cap system. And thank you to **Fred Maria** at Roth for donating the tank.

The Eldridge family is forever grateful.



Message from the President



By Scott Vadino

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

This OESP year has certainly been like no other. We usually start the year with our eagerly-anticipated Oilheat Retreat, in which we are able to reconnect after the summer, meet as a board and enjoy each other's company. This year, that retreat was in the form of a Zoom meeting. We all miss being together and we look forward to a time when we can be once again.

Planning has already begun for the Eastern Energy Expo, the continued partnership with AREE and PPA. In these uncertain times, we are still working out the details and we hope to have more information to share with you in the coming months. Unfortunately, the pandemic will ultimately decide what we can do.

What we know for sure is that 2021 will bring another year of strong programming, as we strive to uphold OESP's mission of education. Under the guidance of our Education Chairs, **Jason Mangos** and **Dave Holdorf**, along with the hard-working, forward-thinking

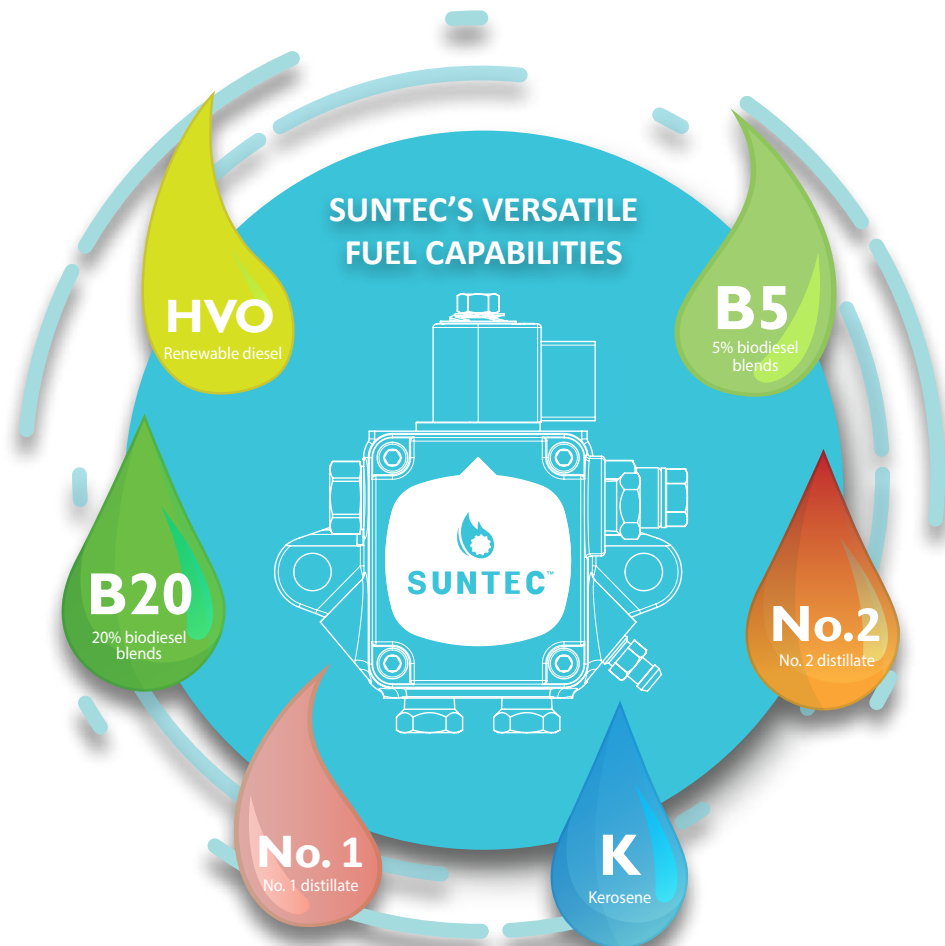
committee, we will see some valuable educational seminars in our future.

Also, in looking forward to 2021, we hope to promote member engagement through continued strong recruiting and finding new ways to give back to our members. Many of our chapters are now able to hold in-person meetings and we encourage you to attend. We know you will find the live interaction valuable.

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 and of our terrific Association.

All my best....



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 maintain our association. 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 at **lstrug@thinkoesp.com**.

OESP needs your help to continue to build our organization.

We are actively seeking new members and we would like to invite you to join a chapter meeting for **FREE** for the first time. Many of our chapters are starting to meet in person again, and we know that this in-person interaction will be great for your career. Additionally, once new members join, we want them to get engaged right away. So, new members, you can also 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, especially during this virtual time. For example, each month there are opportunities for training all over the region. Some are in-person and some are virtual, but all of our chapters are offering informative monthly classes on products and services that make our jobs easier, more profitable and better serve the customer.

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.

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Training sessions in the OESP local chapters are happening now!

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Dave Nelsen Scholarship Winner Elected President of Southeast PA Chapter

The Southeast PA Chapter recently elected the youngest president in its history, **Wyatt Schwanger**, age 21. He took the reins on June 1.

In 2017, Wyatt was completing high school at Ephrata Senior High School and was getting ready to attend Elizabethtown College. He applied for and was awarded the prestigious Dave Nelsen Scholarship.

Now a senior in college, Wyatt is working on completing his major in Business Administration with a focus on family business and entrepreneurship. Simultaneously, he is working full-time at his family's business, Schwanger Brothers.

At work, Wyatt said that he doesn't have one particular job; he pitches in whenever needed. "I help in the field, as a service dispatcher or in customer service," he said. "I pretty much do whatever is needed on any given day."

Wyatt has come a long way since winning the Dave Nelsen Scholarship three years ago; he is excited to be able to give back to OESP.

"I'm honored to take on this responsibility," Wyatt said. "I look forward to getting to know everyone, working alongside some of the most knowledgeable people in the industry."

"I hope I can bring some new ideas and set a trend of getting some more young people into the association," he added. "I'm eager to continue to learn from the people in the organization that I've looked up to most of my life and still do to this day. The mentorship from the existing members is really important to me and I can't wait to get started as president!"

Wyatt added: "I'd like to thank my family for helping me and pushing me. If it weren't for my parents and Schwanger Brothers, I wouldn't be where I am today."



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Sponsor Message: Suntec simplifies your pump choice!



Starting in 2021, the **entire residential pump range** will be compatible to main fuel types, such as fuel #2, light oil, kerosene and **New biodiesel blend up to 20% (B20)**!

In-house tests have been performed by SUNTEC, followed by joined lab tests with NORA (National Oilheat Research Alliance) to qualify pumps, and to identify technical challenges:

- High quality level: as FAME* Biodiesel is more aggressive than standard #2 fuel, SUNTEC qualified new materials with better chemical resistance and improved stability against oxidation. Between 10% and 20% of the pump components have been replaced to be compatible with B20.

- No impact on lifetime: As FAME* Biodiesel has good lubricity power, Suntec ensures a good internal gear set behavior over the life time of pumps and has a 36 month warranty period on new B20 pumps**

Forward-looking, Suntec strives to meet the first step of providence resolution of B20 before 2023, and keep working on higher Biodiesel content compatibility to reach the net-zero CO2 emission commitment by 2050.

SUNTEC wants to offer to users clear guidelines on how easy it is to the reduce carbon footprint by upgrading heating systems to low carbon fuels.

* FAME: Fatty Acids Methyl Ester

** Please refer to Suntec warranty and returned goods policy

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!**



Sponsor Message: Taco Comfort Solutions Celebrates 100 Year Anniversary

Taco Comfort Solutions® is celebrating and embracing its 100 year history while innovating for the future. Taco, a third-generation, family-owned company based in Cranston, RI, engineers and manufactures high-efficiency heating, cooling, and air quality comfort systems. Taco has sales and manufacturing locations in the United States, Canada, Italy, Switzerland, the Czech Republic, Germany, Poland, and Vietnam.

Founded by Elwood White in 1920 as the Thermal Appliance Company, Taco expanded under the leadership of White's son, John Hazen White. As the company grew, the Thermal Appliance Company name was shortened to T-A-C-O, or Taco.

John Hazen White, Jr., or Johnny to those who know him, succeeded his father. Under his leadership, the Taco Family of Companies has grown dramatically. Johnny has carried his father's vision forward, building innovative and dependable heating, cooling, and plumbing solutions. Taco has also been an industry leader through training, investing heavily in onsite, online, and field training programs.

In 2019, Johnny brought Cheryl Merchant on board as President to help drive the future growth of the company.



Throughout Taco's 100 years, the one factor that has remained constant is the White Family ownership. Johnny's sons John III and Ben are actively involved in the company's leadership.

"I think it's so important and such a blessing to maintain ownership of the company within the White family. It allows us to make the right decisions to ensure the success of our employees, customers, and business partners," said White, Jr.

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 100 years because of you. You are in Taco's DNA, and we hope we are in yours, too.

Is your business *getting the message out?*

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



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- 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.

By Lisa Strug

As we begin a busy heating season, we are all still wondering what this new year will bring to OESP. Will we be able to resume more in-person meetings? Will we be able to be together for the 2021 Eastern Energy Expo? While we don't have all the answers yet, rest assured we are working on it. We are very busy at OESP HQ making sure that all members get the most out of OESP in 2021.

Regionally, in-person meetings are taking place. Small groups are able to get together for education, dinner and a little comradery. We hope to see that grow in the coming months. In some locations, Zoom meetings are happening. Either way, we hope you are staying connected to OESP as much as possible. You are a valuable part of this Association!

We would like to welcome **US Supply Company** as a new corporate member. You will read about them in this issue of the *OESP News*. 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 fall meeting. If they have never attended before or they are a member - but it has been more than six months since they attended - we are happy to buy them dinner.

New members can join now and get a "Nearly 2 for 1" on the upcoming heating seasons. They will get the remainder of 2020 and all of 2021 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, Roth, Weil-McLain** and **Carlin/Hydro level**. We are now open for 2021 advertisers - your company could be in the next issue of the *OESP News* - the official publication of our Association. 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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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!



Fairfield County

In October, the Fairfield County Chapter warmly welcomed **George Carey** and **Bob Yurch** of FIA. The 24 attendees enjoyed their presentation on the Centrotherm Polypropylene vent piping for high efficiency Propane and Natural Gas fired Boilers, Furnaces and Water Heaters.



The chapter will hold elections at the November Meeting for the 2020-21 Board. The slate of officers includes: **Al Breda**, President; **Dave Westerfield**, Vice President; **Marty Briganti**, Vice President; **Greg Gilbertson**, Secretary and **Neal Garrison**, Treasurer.

For more information on the Fairfield County Chapter, please visit: fairfield-county.thinkoesp.org.

New Haven

At the New Haven Chapter's October meeting, 13 attendees enjoyed a live demo of products from Spilltech. The presenter was **Dave Goldberg** and as witnessed by the picture, Dave had them standing in their seats.

The Chapter's November meeting will take place on Thursday, November 12 at 6:30 p.m. at Brazi's Italian Restaurant in Long Wharf, and will feature **Mark Bruder** of EDOS Associates as the speaker. Please check the OESP website for further details.

For more information about happenings in New Haven, please visit: newhaven.thinkoesp.org.



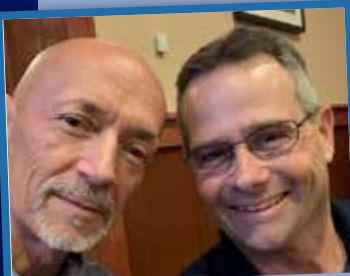
Lehigh Valley

In October, the Lehigh Valley Chapter hosted its first in-person meeting of the season. Thirteen members and guests met at Copperhead Grille in Bethlehem, PA to hear **Mark Smith** of Advanced Fuel Solutions present, "Owning Success Treating with B20." Mark reviewed field testing from NORA and Brookhaven Laboratories on biodiesel blends from ULSHO, to B0, to B50, to B100.

He reviewed the NORA Testing at the NORA Laboratory completed on oil pump gasket materials, yellow metals interaction with ULSHO and Bio Blends, and adherent particulate or varnishing of fuel pumps. In all cases, NORA reported that higher biodiesel blends and ULSHO performance were similar.

Mark highlighted cold flow results testing completed at an independent laboratory that showed pour points of higher biodiesel blends can be lowered with the right pour point depressant to limit operational issues.

The November meeting will take place on Wednesday, November 4 at Copperhead Grille in Bethlehem, PA at 6:30 p.m. Please check the OESP calendar for further details.



From left: **Mark Smith**, Advanced Fuel Solutions and **Curt Martin**, R.W. Beckett



Larry Shoemaker, Shoemaker Plumbing and Heating

Sal and Jonny Turino, Turino Fuels. New incoming OESP Members

For more information on the Lehigh Valley Chapter, please visit <http://www.lehigh-valley.thinkoesp.org>

Rhode Island

An energetic group attended the Rhode Island Chapter's October meeting to hear from **Frank Fitzpatrick** of R.W. Beckett. The group enjoyed Frank's discussion about the Beckett connected oil gauge.



The Chapter's November meeting will take place on Tuesday, November 3 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.

Delaware Valley Chapter

In October the Delaware Valley Chapter met at Anthony's Ristorante and Banquet Center in Drexel Hill, PA. The intimate group enjoyed a good meal and a lively discussion on future training opportunities and membership engagement.

The Delaware Valley Chapter's next meeting will take place on Monday, November 16 at 6:30 p.m. Please check the OESP website for further details.

For more information about the Delaware Valley chapter, please visit <http://www.delaware-valley.thinkoesp.org>.



Thank you to our Annual Sponsors

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





The **National Oilheat Research Alliance (NORA)** is pleased to announce the release of a new Gold Series online course, **Advanced Venting**, paving the way for achieving NORA Gold Technician Certification online.

Advanced Venting joins three other Gold Certification Series online courses, **Advanced Hydronics**, **Advanced Efficiency** and **Advanced Heating Fuel Storage Tanks**, to offer NORA silver certified technicians the opportunity to complete, on-line, four of the advanced gold courses necessary to upgrade to Gold Certification status.

Gold is the top tier of NORA's Technician Certification program and describes professionals who have advanced training in a variety of programs, but more importantly describes individuals who are continuously working to improve their performance.

NORA president, John Huber, in accordance with NORA's mandate to provide the industry with technical education, said, "Adding **Advanced Venting** to NORA's online course library is an important step as it allows technicians to pursue and complete their Gold certification upgrade without the need for travel to live classes. This lowers the barriers to acquiring the knowledge needed today."

Each of the Advanced Gold series courses also offer six NORA continuing education units (CEUs) which can be applied to upgrading from Bronze Certification to Silver Certification as well as renewal of existing Silver or Gold certifications.

The Advanced venting course is based on NORA's Advanced Venting manual, authored by Tim Begoske of Field Controls. It can be found at NORA's learning website, **Learning.NORAweb.org**.

OESP would like to wish a happy retirement to long-time dedicated OESP member
Charlie Masone



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Sponsor Message: R.W. Beckett Announces B20 Burner & Tank Accessory Certification

R.W. Beckett Corp. is pleased to announce that all AF and AFG burners produced after September 8, 2020 are certified to use biodiesel blends of up to 20% (B20) — aligning with the first step of the Providence Resolution of B20 by 2023. Beckett's tank accessories are also biodiesel approved up to 20%.

Beckett understands that the market is looking for a dependable, versatile liquid fuel burner and accessories to reduce emissions and meet carbon reduction goals.

And now the choice is clear with its dependable, versatile B20 liquid fuel burner featuring technically advanced components & accessories that meet the performance demands of high efficiency equipment and biofuels. Fuel burning capabilities include: ASTM D396 for #1 & #2 Heating Oil, ASTM D396 for B6 – B20 biodiesel blends



and D975 for Renewable Diesel to 95% (R95).

This product introduction positions R.W. Beckett as the leader in carbon neutral solutions for the industry. "We are excited to offer dealers and their customers an important step in their carbon reduction efforts while retaining the great benefits of liquid fuels," says Fred Hunt, Director of Sales and Marketing.

With more than 80 years of experience in the industry, family-owned R.W. Beckett has built an enduring legacy as a global market leader in combustion products used in heating, cleaning equipment, and for custom applications and is looking forward to leading the industry forward in carbon reduction efforts. To learn more, go to beckettcorp.com.

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