

OESP News



Oil & Energy Service Professionals

February 2018 Issue

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Now accepting ads for the May 2018 issue of the OESP News. Ads must be in by April 1.

OIL & ENERGY SERVICE PROFESSIONALS

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@Oesp1

OESP Welcomes Four New Corporate Members!

OESP welcomes four new Corporate members for 2018: **Advanced Fuel Solutions, Fuel Ox, Plimpton & Hills** and **Rinnai**.

Welcome to four smart companies who realize the value of being involved with OESP. Corporate membership includes mention in all 12 *OESP News* issues during the year as well as listing on our website and signage at the Eastern Energy Expo in May.

OESP chapter meetings present educational topics each month. Preference for these speaking opportunities is given to our Corporate members.

Won't you join our growing list of partners?



ADVANCED FUEL SOLUTIONS, INC.



PLIMPTON & HILLS



Rinnai

(Read more about our new Corporate Members on pages 4-5)

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
- 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.

Get Ready for Eastern Energy Expo 2018!

Mark your calendars for May 20-23 for our industry's grandest event of the year.

The **Eastern Energy Expo**, taking place at **Foxwoods Resort in Mashantucket, CT**, is jointly hosted by the Atlantic Region Energy Expo (AREE), the Oil & Energy Service Professionals (OESP), and the Pennsylvania Petroleum Association (PPA).

If you have been a part of an AREE, OESP, or PPA trade show in the past or have been to the EEE, you know this is a must-attend event.

If you missed our inaugural conference in 2016, or the event last year, don't make the mistake of missing this one! The combined trade show means a larger pool of vendors, poised to make the most profound impact on your business. Members of your organization can focus on the products, seminars and educational opportunities that best match their role.

Sponsor and Exhibitors: booths are going fast! The trade show floor is already nearly 70 percent sold, so don't delay in reserving your booth. You will be reaching more than 4,000 oil and energy professionals located throughout the heavily populated Northeast.

Already signed up as an exhibitor? Then consider adding a sponsorship. The mission of OESP – *education* - remains a priority. For three days, we'll offer a wide array of technical and management workshops and classes you won't want to miss.

It all starts on Monday with both the annual OESP Golf

Outing benefiting the Dave Nelsen Scholarship and Care to Ride, benefiting Oil Heat Cares. Join us for these exciting and worthwhile events, and don't forget to join us on Monday night for the OESP reception, happening concurrently this year with the EEE Hospitality night. We have some surprises for you, so don't miss this event!

Training courses will also be presented from 10 a.m. – 4 p.m. on Monday.

OESP's technical sessions will take place on Tuesday morning, May 23, followed by the open trade show floor from noon – 6 p.m.

Don't forget that OESP members will receive a member discount when registering for these classes.

On Tuesday night, please join us at the annual awards banquet where we will announce the prestigious industry award winners, along with acknowledgement of our Dave Nelsen Scholarship and Dan Holohan Grant winners.

Technical sessions will continue on Wednesday morning, again with the trade show open from 10 a.m. – 2 p.m. The OESP closing party will be taking place at 6:30 p.m. Registration will be opening soon for this exciting evening!

Hotel rooms have been blocked off at Foxwoods for \$143/night. You may call 800-369-9663, or online booking information is available on the Eastern Energy Expo website at www.easternenergyexpo.com.



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Message from the President

By Ralph Adams

It has certainly been a busy season! Our members have been buzzing with activity throughout the cold months of winter. Service managers and technicians have been happily doing what they do best: serving the customer.

But things will soon heat up nicely. The third-annual Eastern Energy Expo is right around the corner – taking place at Foxwoods in Mashantucket, CT, May 20-23.

The expo has truly become the premier event for the energy and comfort industry, and we are taking it to new heights this year with more participation than ever before. Thank you to **George McQueeney, Jay Moser** and **Dave Bessette** for their ongoing efforts in planning this signature industry event.

We are proud to announce that we have a robust education program packed with courses provided by many of our sponsors and corporate partners. Busing will be provided from many of the local chapters to help members take advantage of this invaluable training. Get ready for an enormous amount of training, all under one roof. Once registration opens, don't delay in signing up. Thank you to Education chairs **Mike Hodge** and **Jason Mangos** and the entire committee for paving the way for this important experience.

Oil Heat Cares has done some fantastic work this season, providing heat to many needy families in the various regions served by OESP. I would like to once again thank **Dave Bessette** and his dedicated committee for reviewing the applications and approving such great work throughout the year.

This year's Care to Ride will take place on Monday, May 21 at Foxwoods. I know that the teams are already gearing up for an

exciting competition to see who will be the highest fundraisers. There are motorcycle, bicycle and walk/run teams. No matter which you prefer, we hope you will join us!

I hope to continue to promote member engagement through continued strong recruiting. Our membership team, led by **George Fantacone**, is working diligently at keeping in touch with our members and providing opportunities for you to connect. You can read about all of the exciting efforts in George's article in this newsletter.

I invite you to take note of the advertisers that you see in this newsletter. I would like to thank OESP's 2018 Corporate Partners – **Taco, Beckett, Honeywell, Slant/Fin, Wohler, Sid Harvey, Carlin/Hydrolevel** and **ECR International**. I am pleased that the list continues to grow. We appreciate your support and dedication to OESP and look forward to continued collaboration with you. (It is not too late for others to join this list, as well.)

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

I look forward to speaking with you during the year about ways in which we can work even harder to advance the goals of our industry. I also am eager to see you at your local chapter meeting to discuss what we can do together to make this an unforgettable year. And, of course, I can't wait to see everyone at Foxwoods.

Thank you for all you do for OESP.



Corporate Members

OESP thanks our Corporate Members for their support.

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Universal Supply
Group
Venco Sales
Weil-McLain
Wohler USA, Inc.
Z-Flex US, Inc.

* new members

Update on Membership

By George Fantacone

The OESP Membership Team continues to meet regularly to discuss ways in which to attract new members to our great association and retain the members we already have. I would like to thank the membership chairs from each chapter who continue to monitor dues payments and follow up with members, ensuring that our numbers stay strong.

We need each and every chapter's involvement to help meet our aggressive membership recruitment goals. If you would like to get involved, 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 urge 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 RSVP to the chapter so they know to count you in 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 on us! Again, just RSVP to the chapter so they know to count you in and you'll attend for **FREE**.

The benefits of membership are boundless. For example, each month there are 15-22 opportunities for training. The chapters offer monthly classes on processes, products and services that make our jobs easier, more profitable and better serve the customer.

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

Membership recruitment is truly the lifeblood of our organization and the Membership Committee needs your help

to make our campaigns successful. Our team of dedicated professionals, representing all of the local chapters, is happy to lend time and energy to membership campaigns and many other membership initiatives. Please join us in our efforts as often as possible.

The bottom line?

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

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



Welcome to our New Members!

Since our last printed issue, we've welcomed these new members:

Mike Bajgot
Sean Brown
Brian Campbell
Nicholas DeBellis
Matthew Desrochers
Greg Dipple
Matthew Freeman
Chris Hollister
Dylan Hollister
John Kijek
Ronald LaRoche
Kris Lucas
Jeff Mace

Michael Mullaney
Kevin Morgan
Fred Pinto
Jessica Schwarcz
John Sheek
Chris Steele
Artie O'Sullivan
Alec Taylor
Rand Taylor
Craig Varquez
John Ventura
John Waite
Shane Wells

Welcome to OESP and congratulations on your smart decision to invest in yourself and your future!

OESP Welcomes Four New Corporate Members!



Family business mentality. Big business capability. Established in 1996, Advanced Fuel Solutions has developed strategic relationships with business partners at each level of the petroleum supply chain including major fuel terminals, fuel wholesalers, diesel and heating oil dealers, fuel quality service companies and strategically located laboratories.

Advanced Fuel Solutions, Inc. specializes in formulating proprietary performance fuel additives for middle distillates. Based on our patented Optimum Discovery strategic planning sessions, our technical team can custom-build additives specific to a fleet's individual needs. AFS offers counsel to national and regional fleets on all aspects of fuel management, including buying principals proven to save fleets thousands of dollars on wasted fuel expenditures. Beyond the chemistry, AFS has a proven track record helping fleets, fuel wholesalers, fuel dealers and jobbers operate at maximum efficiency with profitable outcomes.

For more information, please visit www.yourfuelsolution.com



C. Leo Verruso
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In 2014, Fuel Ox, LLC began selling these remarkable additives commercially to companies around the world that use any petroleum based fuels including automotive, shipping, aviation, railroad, busing, trucking, mining, construction and home heating.

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For more information on the Plimpton & Hills Corporation, please visit www.plimptonhills.com or www.waterwareshowrooms.com.



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At Rinnai, we are fiercely committed to delivering nothing less than our absolute best. Our passion for constant improvement drives us to create incredibly innovative water heating and home heating gas appliances for both residential and commercial applications. As a result, our products have continued to lead the industry. In fact, sophisticated, efficient performance makes Rinnai Tankless Water Heaters some of the best tankless water heaters on the market.

Throughout the world, our standards for quality remain unsurpassed. All factories are ISO 9001 and/or ISO 14001 certified. All products distributed in North America have been approved by the Canada Standards Association (CSA) and adhere to the strict standards of American National Standards Institute (ANSI).

But just as important as engineering and manufacturing a sound product is offering support both before and long after it's installed. That's why we're here for professionals 24/7/365 with industry-leading warranties and a network of independent dealers trained on everything from product selection to installation and repair.

For more information, please visit www.rinnai.us



Kevin Morgan
Business Development Manager



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2018 SCHOLARSHIPS

OESP's **Dave Nelsen Scholarship Program** was established in 1999 to provide scholarships to students interested in pursuing their careers in the energy service industry.

Since 1999, more than \$300,000 in awards have been presented. Each year we receive stacks of applications that are reviewed by our dedicated scholarship committee.

Applicants, please visit thinkoesp.org/index.php/scholarships for eligibility requirements and to download an application. The deadline to apply for a scholarship is **Thursday, March 15, 2018**.



Applications are also being accepted for the **3rd Annual Dan Holohan Grant**

This award is for instructors at either HVAC colleges or technical high schools who want to continue their education or purchase needed tools/books for the classroom.

The deadline to apply is **Thursday, March 15, 2018**.

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

- Your logo on the scholarship page for the year
- Your logo in our e-blast solicitation of applicants
- Your logo in our monthly e-blasts and newsletter whenever the scholarship program is mentioned
- Your name in press releases of scholarships following the conference
- Featured article of scholarship sponsors in the printed conference issue of the OESP News
- Recognition & signage at the OESP awards dinner, May 22, 2018 at Foxwoods

QUESTIONS? Contact us today at 888-552-0900 or lstrug@thinkoesp.org.

OESP is Calling for Awards Submissions!

OESP recognizes outstanding achievements in our industry with our **Annual Industry Awards**. Nominate a deserving colleague today!

Hugh McKee Award

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

Service Manager Award

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

Instructor of the Year Award

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

Lou Ehrich Award

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

Visit thinkoesp.org/index.php/scholarships for eligibility requirements and submission instructions.

The deadline to nominate for consideration is **Monday, April 2, 2018**.



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2018 CARE TO RIDE

Monday, May 21
Foxwoods Resort, Mashantucket, CT

all proceeds benefiting
OIL HEAT CARES
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Motorcycle • Bicycle • Run • Walk

Invite your friends, neighbors and coworkers to support your efforts, all for a good cause!

2018 DAVE NELSEN SCHOLARSHIP GOLF TOURNAMENT

MAY 21, 2018

Elmridge Golf Course
229 Elmridge Road Pawcatuck, CT 06379
10:00 am Shotgun Start

GOLFERS: \$175 EA.
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For more information contact Lisa Strug at (888) 552-0900 or lstrug@thinkoesp.org

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Thank you to our dedicated photographers around OESP for sending in these fantastic chapter updates!



New Hampshire/ Vermont Chapter

NH/VT Chapter members gathered on January 12 at the Common Man restaurant in Concord, NH. **Mike Levesque** of Dan Davis Sales spoke about how to properly size an indirect water heater for any application.

Mike shared some excellent “rules of thumb” in sizing any water heater and how to interpret the specification data numbers on any unit. The group had a great discussion – sharing the many obstacles that members have had in sizing water heaters.

Please join the chapter on February 8, once again at Common Man Restaurant at 6:30 p.m. **Jamie Desmaris** is scheduled to present on “Indoor Air Quality & CO.”

For more information on the New Hampshire/Vermont Chapter, please visit nh-vt.thinkoesp.org.

Many chapters have new websites! Visit thinkoesp.org to see your new site!

Don't see your chapter on the website calendar? Email your meeting dates to lstrug@thinkoesp.org to have them included.





Rose Marie Bartchak of Boyertown Furnace Co. & Jason Mangos of ECR.



Lehigh Valley Chapter

Lehigh Valley Chapter members hosted the dynamic **Mark Smith** discuss the timely subject of diesel and heating oil cold flow improvers. With winter's extreme temperatures in the Northeast, delivery companies are being challenged to keep customer fleets and heating oil tanks from fuel line icing and fuel gelling.

The presentation concentrated on important housekeeping tips for fuel storage and preventative maintenance needed to keep trucks running and homes warm in cold weather.

Mark discussed products to reduce the pour point of diesel and heating fuel, how to lower the Cold Filter Plug Point (CFPP) of diesel fuel filters and introduced contemporary chemistries like Wax Anti-Settling Agent. Kerosene blending to lower the cloud point of fuel and the advantages of using cold flow performance additives to reduce the occurrence of operability issues were also addressed.

The February meeting will take place on February 7 at Gregory's Road House in Allentown, PA at 6:30 p.m. Please check out the OESP website for further details.

For more information on the Lehigh Valley Chapter, please visit lehigh-valley.thinkoesp.org.



Dave Wisser of Wisser Oil & Coal. The chapter would like to thank Dave for his years of service to the Lehigh Valley Chapter as he prepares to step down from his role as Secretary.



New Haven Chapter

Twenty members of the New Haven Chapter gathered to hear **Stephen Kelly** from E.W. Leonard who talked about venting condensing gas equipment. The group got to check out and ask questions about several Centrotherm vent system products Stephen displayed.

Chapter Vice President **Diane Restivo** led the meeting, discussing the EEE and the upcoming Quad-Chapter meeting hosted by the New Haven Chapter on April 5 at Anthony's Ocean View in New Haven.

The chapter invites you to attend the March 8 meeting at Brazi's at 6:30 p.m. Additional details to follow.

For more information about the New Haven Chapter, please visit newhaven.thinkoesp.org.



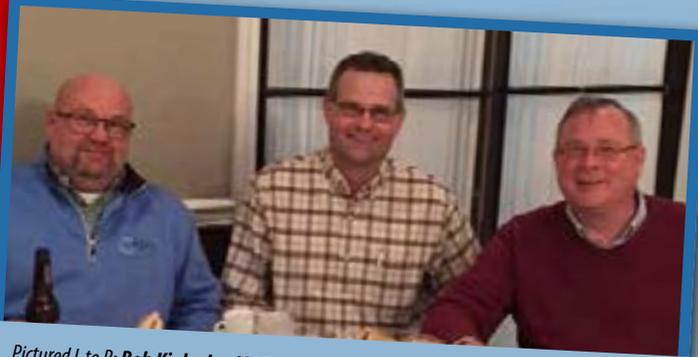


Delaware Valley Chapter

The Delaware Valley Chapter was fortunate to host **Roy Hall** of Keystone Supply at the January meeting. Roy introduced the new Bosch 9000 Series tankless water heaters to the group. The new series is high efficiency, with energy factors of .99+%. They are compact, easy to install, have a high modulation with a range of 22:1 and are available with a convenient Wifi enabled app and controls! Everyone was impressed with the product and enjoyed the evening.

Join the chapter on February 19 at Anthony's Ristorante at 6 p.m. Visit the OESP website for details.

For more information on the Delaware Valley Chapter, please visit delaware-valley.thinkoesp.org.



Pictured L to R: **Bob Kinkade** of BJ Terroni, **Curt Martin** of RW Beckett & **George Christiansen** of FC Haab.



Pictured L to R: **Vince Gallagher** of Electrto Mechanix & **Jim Rafferty** of McLaughlin PHC.



Presenter **Roy Hall** of Keystone Supply.



Mid-Atlantic Chapter

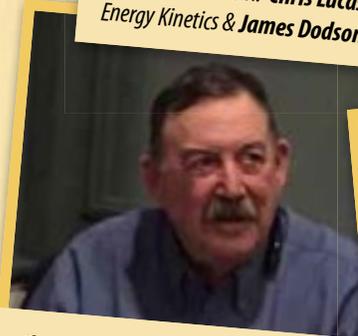
A little snow could not hold Mid-Atlantic Chapter members from getting together for their January meeting. The group welcomed **Jeff Mace** of Rinnai Corporation as the guest speaker. Jeff reviewed the full line of Rinnai tankless water heaters, as well as hot water and condensing boilers. He also shared details on the performance, venting and warranties of these natural gas and LP gas units. It was a great night!

The February meeting will be held on February 13 at Bellissimo's at 6 p.m. Please check the OESP website for more information.

For more information about the Mid-Atlantic Chapter, please visit mid-atlantic.thinkoesp.org.



Pictured from L to R: **Chris Lucas** of Griffith Energy, **Brian Kiernan** of Energy Kinetics & **James Dodson** of Warthen Fuel Tech.



Charley Chapman of R.E. Michel, Co.



Presenter **Jeff Mace** of Rinnai Corp.



Eastern Connecticut Chapter

Twenty-one members and guests of the Eastern CT Chapter got together for dinner and to hear **Jim Alberts** of Urell speak at the January meeting. Jim gave an informative presentation on ECM circulators and zone panels from Grundos.

Join the chapter at the next meeting on February 20 at the Norwich Holiday Inn at 6:30 p.m.

For more information about the Eastern Connecticut Chapter, please visit eastern-ct.thinkoesp.com.org.



New York City Chapter

Despite some ridiculously cold weather, 36 members of the New York City Chapter gathered for their January meeting. The group eagerly welcomed ten local Con Edison utility workers to the event. The Oil & Gas Division (OGD) spoke on the logistics of gas conversions, mostly commercial in size.

The discussion was helpful in providing information on the process and what to anticipate in terms of assistance and procedures. A second Con Edison group presented on the new information system currently in place, which includes online filing and inspection scheduling capabilities. The evening was capped off with a 50/50 raffle, a video of the NYC Chapter Christmas party and a lot of laughter.

John Levey of the NORA Training Center will join the chapter for its February 13 meeting. The topic is biodiesel storage research. The event will begin at 6 p.m. at Monahan & Fitzgerald.

For more information on the New York City Chapter, please visit nyc.thinkoesp.org.

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.

Message from the Executive Director

By Lisa Strug

I hope the winter season has been treating you well. Busy, as we all know, is good.

I invite you to take note of the Corporate Partners who have once again graciously agreed to support OESP as 2018 annual sponsors – **Taco, Beckett, Honeywell, Slant/Fin, Wohler, Sid Harvey, Carlin/Hyrdolevel** and **ECR International**. You will see their print ads in this issue and you'll see OESP happily promote them at every turn.

Be sure to thank them for their tremendous support. And if you want your company to join them as a Corporate Partner in 2018, or know someone who is interested in a superb marketing opportunity, please contact OESP headquarters for more information on special packages.

We welcome **AFS** and **Fuel Ox™** as new Corporate Partners. You can find information about them in this newsletter.

I would also like to take a moment to recognize the first few OESP sponsors of the Eastern Energy Expo, May 20-23. Thank you: **Taco - Expo Sponsor; R.W. Beckett – Diamond Sponsor; Roth and Weil-McLain – Premier Education Sponsors; F.W. Webb, Honeywell, Bosch and Rinnai – Own the Classroom Sponsors; Carlin/Hydrolevel – OESP Reception Drink**



Sponsor; Velocity Crown Boiler – OESP Reception Game Sponsor; AFS – OESP Banquet Dessert Sponsor.

Sponsorships are still available and exhibit booths are booking up fast. The exhibit hall is more than 70 percent sold! This is shaping up to be an amazing conference – the most successful one yet.

I'd like to thank all those who have renewed their OESP membership dues either online or by check. Many of you took advantage of paying your bills before the close of 2017 and saved \$35 on your dues. Thank you for your diligence.

For those who have not had a chance to renew, you should be hearing from your chapter's membership chair shortly to renew your membership. If you have not received an invoice, it may be because we have incorrect contact information for you. When your membership chair contacts you, please provide updated information so that we can send your invoice promptly. If you have questions, please contact me at lstrug@thinkoesp.org or 888-552-0900.

OESP is also seeking support for the very important Dave Nelsen Scholarship fund. This scholarship fund has provided

OESP Members: We Need You!



Recruit two friends who join and get a \$50 gift card!

Top recruiters will be recognized at the OESP Awards banquet at the EEE Convention in May.



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more than \$300,000 in financial aid to students pursuing careers in the oil and energy field. Thank you to **ECR International** and the **Rhode Island** and **Mid-Atlantic** Chapters of OESP for being the first 2018 sponsors of this worthy cause.

Sponsorships are also available for the annual golf outing taking place at the EEE on Monday, May 21 at the Elmridge Golf Course in Pawcatuck, CT. Please check with your company to see if you can lend support to the future of the industry (and have a lot of fun in the process.)

Registration will be opening shortly for EEE attendees and we are pleased to offer discounts to OESP members who want to register for the technical education track. This is just another way that your OESP membership pays off. You can also book your hotel room now, so don't delay. Visit www.easternenergyexpo.com for reservation details.

Our Oil Heat Cares program continues to be on the move this season with installations being done consistently. Thank you to the team led by OHC Chair **Dave Bessette** for continuing to enable well-deserving people to be warm this winter.

I'd also like to thank the service companies who have generously donated their time. Take a look at the article in this newsletter detailing some of the great work that has been completed this season, and we're sure there's much more to come.

The Spring Care to Ride benefiting Oil Heat Cares will take place on Monday, May 21 at Foxwoods. Application forms and online fundraising are both available now.

Last, but certainly not least, OESP is now accepting applications for several very important awards. Details can be found on the OESP website:

- The **Dave Nelsen Scholarship**. This award is for students pursuing an education in the oil and energy industry. Please submit applications no later than March 15, 2018.
- The **Dan Holohan Grant**. This award is for instructors at either HVAC colleges or technical high schools who want to continue their education or purchase needed tools/books for the classroom. Please submit applications no later than March 15, 2018.
- **OESP Annual Industry Awards**. It is up to our membership when it comes to nominating people for these awards. Please submit your nomination no later than April 2, 2018.

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

We look forward to continuing to find ways in which we can work together to help the Association thrive. Thank you for the opportunity to serve OESP. It is a pleasure.

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

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

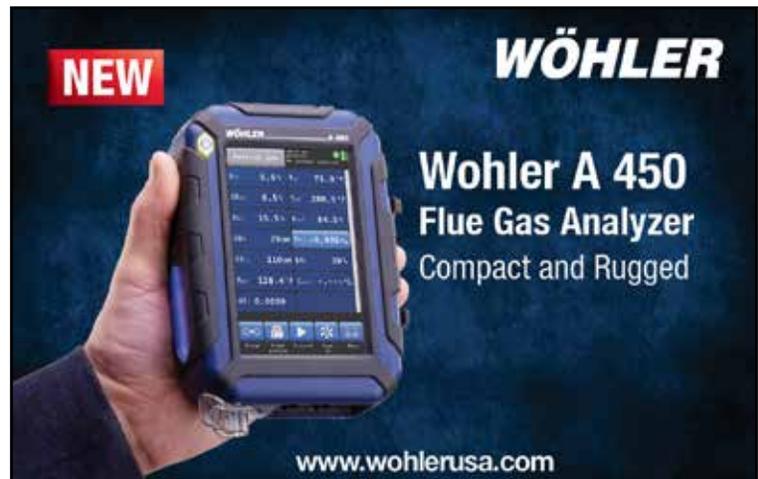
We invite you to **try a chapter meeting for free! RSVP** to the chapter to let them know you're coming and the meeting's **on us!**



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