



July 2017

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Get Ready for the Fall OESP Oil Heat Retreat!

Mark your calendars and book your hotel room now! Please join us for the Fall 2017 Oilheat Retreat!



This year's retreat will take place September 14-17 at the Embassy Suites in picturesque Saratoga Springs, NY.

The Embassy Suites by Hilton Saratoga Springs is situated in the heart of eclectic and historical downtown Saratoga Springs. The area has so much to offer! The hotel is just a short drive from Saratoga City Center and within walking distance of Broadway, Saratoga Springs Visitor Center, Congress Park and Canfield Casino. The Saratoga Race Course and Saratoga Casino and Raceway are also located just minutes away from the hotel. There is plenty to do for everyone!

Rates for the room are \$179/night and include a full daily breakfast as well as happy hour each night!

The general board meeting will take place on Saturday, September 16 at 10 am with committee meetings taking place throughout the day on Friday and Saturday.

For a full agenda and to register, please click [HERE](#).

To make your hotel reservations online, Click [HERE](#) or call 518-290-9090.

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Oil Heat Cares

Lola McBee of Hagerstown, Maryland made a fortuitous decision when she hired Griffith Energy Services several years ago as her HVAC company. Thanks to Griffith and the Mid Atlantic chapter of OESP, she is the latest recipient of a grant from the Oil Heat Cares (OHC) project.



Mrs. McBee lives with her husband who has struggled with medical ailments for some time. Hospitalizations and medical bills have drained the couple financially, leaving no funds for much else.

This past winter, Mrs. McBee called Griffith Energy Services after living with a leaking boiler. The boiler needed to be replaced, but there was no money to do so. Mrs. McBee had tried various charitable avenues seeking energy assistance with no success. The couple was living with no heat or hot water.

Enter Griffith Energy Services. The service technician was sent out to take a look at the McBee's boiler and learned of their financial troubles. He quickly alerted the President of the Mid Atlantic Chapter of OESP, **Mike Hodge**, who presented the situation to the Oil Heat Cares Board. Once approved for a grant, Mike approached Columbia Boiler who happily donated a boiler to the couple. Griffith Energy technicians, **Wayne Benner** and **Tony Cassidy**, completed the installation.

The McBees can once again enjoy the warmth and comfort of their home thanks to the amazing work of Oil Heat Cares.

Thank you to all who support Oil Heat Cares. For more information visit www.oilheatcares.com.



The Itsy Bitsy Job Security Spider..

By *Wayne Lawrence*



Yellow Sac Spider

.....the itsy bitsy spider hid in the burner rail, got himself real comfy, made the burner fail, along came the technician attempting a relight, but due to lack of training, we received an awful fright!.....

BOOOOOM!!!!.....
"WHAT WAS THAT... ARE YOU OK?"

I yelled up to my partner, Roy, through the many years of dust that rained down on us from the trussed ceiling and the top of a filthy suspended unit heater we were working on. "Yes I'm ok, you?" Roy yelled back, shaking the dust coating off his head. As an aside, I must add it made no difference! Grey hair, grey dust- he looked the same! (Roy you're the best and this job wouldn't be the same without you!)

We were there to perform seasonal maintenance and system start-ups on the many gas and propane units this company had. This particular heater was in a prefab garage that served as a storage area for construction machinery.

It had not been used in many years. We had just replaced the gas valve, pilot assembly, installed a new thermocouple, tubing assembly with fittings, cleaned all the ribbon burners, lit the pilot, closed the cover and started the unit.

It had a nice looking blue gas flame on the ribbon burners, with no flame lift. All looked good - from what we could see with the cover on.

We were waiting for the fan control to make the temp rise, checking to make sure the fan worked. Roy was still 15 feet above the ground at the unit heater and I was at the thermostat when we quickly became acquainted with an arachnid known as the "*Yellow Sac Spider*."

The flue pipe was now lying on the floor, just missing me as it fell. The heater's service door was open, swinging on its hinges, and the heater was once again not working. So much for "productivity" this day. Thankfully Roy was on a platform instead of using a ladder (like we have done so many times in the past) while working on these suspended "coffins."

Until now I had never known the name of the spider that likes the odor of gas, natural gas and propane; the small creature that creates many HVAC problems requiring techs. My thoughts shifted to write about this



incident as I watched one of these spiders run across my van windshield while on lunch today. The spider is likely a new tenant in my van somewhere! I suspect that he will decide to drop down from my visor next time I head to a service call. Got to keep me awake and on my toes!

It is amazing that such small spider, also known as "Cheiracanthium Inklusum," could have such an impact on my daily life. It is this eight legged critter that causes me to invent new curse words each season while trying to start my BBQ. It is this critter that is the cause of all the dirty looks from hungry family and friends as I try to man my grill.

After this incident, I went online to find a solution for keeping these spiders out of the many greenhouse heaters that Roy and I work on this time of year.

I learned that this critter was responsible for the job security that the Mazda Corporation was not too happy about at the start of 2012. Apparently, during that time, 65,000 Mazda 626 cars had been recalled due to a design defect which invited these spiders into the fuel vapor system and cause malfunctions. While this was unfortunate for Mazda car owners, I feel the factory service technicians should be as grateful as I am these days to have work in this very tough economy.

Roy and I learned a very valuable lesson that day. While it is a hassle to deal with these spiders each BBQ season, we took for granted what these spiders have done for our livelihood. They are able to get inside the small burner orifices and restrict the flow of gas in pool heaters, floor mount furnaces and even suspended unit heaters.

That is what happened to us while working on that suspended unit. The last ribbon burner orifice was severely restricted, as the spider laid its eggs inside. The other ribbon burners lit, all except one, and the gas was slowly pooling inside the cover until the air/ gas mix was just correct.

As a result of that day, we now remove and clean every orifice while performing seasonal maintenance whenever working on outdoor appliances. You would be amazed how many are found to be restricted. We have tried "roasting" them clean with a torch, blowing them out with compressed air, small brushes and wires to clean them. The best and most thorough way is to remove, clean, and reinstall the orifice. Any unit that happens to start with a delay or fails to relight because it blows out the pilot, a check for spiders would be first priority on my list.

There is no better teacher than experience. I am sharing this in hopes that you keep "nature's job security" in mind when working on any gas, or propane fired appliance, and remember... these spiders also bite!

Stay safe, Wayne

ECR International Expo



ECR international
EST. 1928
A Family of Heating & Cooling Brands.

ECR International invites you to attend the ECR Expo on August 24 at the Twin Rivers Casino in Lincoln, RI.

This FREE event will feature live fire demos, keynote speakers and a plated dinner. The event will run from 1 p.m. to 8 p.m. Accommodations are available at the Hampton Inn & Suites at a special ECR expo rate.

Click [HERE](#) for a full list of events and to register now!

New Hampshire & Vermont Customer Service Seminars



The Oil Heat Council of New Hampshire and Vermont Fuel Dealers Association are hosting half-day customer service seminars on August 17, 18 and 19. The seminars will be led by **Steve Coscia**, the industry's leading

customer service expert. Heating oil and propane dealers are urged to send staff members who interact with customers.

Participants will learn to maximize their first impression when serving customers, how to shift customer mindset from price to value and to double or triple referral rates!



For information, please contact **Lisa Jo Steiner** (603-415-8330 or lisajo@nhoilheat.com) at the Oil Heat Council of New Hampshire or **Matt Cota** (802-230-4722 or matt@vermontfuel.com) at the Vermont Fuel Dealers Association.

Click [HERE](#) for a printable flyer and registration form.

Show your OESP pride with a new shirt!



OESP is pleased to announce that polo shirts will be available at the Fall Oil Heat Retreat in Saratoga from September 14-17.

Sizes are available from Small - XXXL. The cost is \$20/shirt.

OESP Needs You!

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.

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! 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!

From now through December, join OESP and get the rest of 2017 and all of 2018 included in one payment!

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.

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

OESP Executive Board

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Chapter News

CT Valley Chapter

The Connecticut Valley chapter enjoyed a full house at their June meeting. **Steve Kelly** and **Rich Bruno** presented the Centrathern product line. The presentation was informative and it was great to see so many members get involved.



For more information about the Connecticut Valley Chapter, please visit <http://oesp-ctvalley.org/>

Rhode Island Chapter

More than 100 members and guests met up for the Rhode Island chapter's Clam Boil on June 27. The event was filled with activities, laughter and no shortage of food. **Dave Marcotte**, of Emerson Swan, presented on Taco pumps and **Rick Glownia**, of JAD Associates, and **Rick Pothier**, of EDOS, spoke on indoor air quality, make up air, combustion air and the new codes.



Twenty vendors joined in the fun, setting up booths and creating a mini trade show. The crowd feasted on clam cakes and chowder - all part of a proper New England clam boil throughout the day. It was a fantastic event!

For more information on the Rhode Island chapter, please visit <http://oesp-ri.org/>

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Thank you Corporate Members

Thank you to all our Corporate Members for your continued support. If you are interested in learning more about a corporate membership, please call the office at 888-552-0900 or email [Lisa Strug](mailto:Lstrug@thinkoesp.org) at Lstrug@thinkoesp.org.

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OESP Local Chapters

Looking for a local chapter meeting? So much is



Long Island Chapter

The National Oilheat Research Alliance (NORA) will be conducting an Introduction to Oilheat course from August 22 through October 31, 2017.

The class will meet each Tuesday and Thursday from 6 p.m. to 10 p.m. at 131 E. Ames Court in Plainview, New York. The tuition for this course is \$1,595.

To learn more about this offering, please contact OHI at 631-360-0200 or register online at www.oilheatcomfortcorp.com.

For more information on the Long Island chapter, please visit <http://oesp-li.org/>.

Bucks-Mont Chapter

Extremely hot temperatures could not stop the Bucks-Mont chapter from holding their training meeting of managers and technicians. A group of more than 25 members and guests gathered for the June meeting which focused on ComStar RS-44b direct drop in refrigerant for R-22 systems. The group welcomed **Nicole Elia**, from Engineering Equipment, to present on the topic. There was great information and robust discussion on the products.

The Bucks-Mont chapter would like to thank Nicole and the R.E. Michel Co. for arranging this successful program!



Garden State Chapter

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.

Message from the Executive Director

by [Lisa Strug](#)



With summer here, we hope you are enjoying some well-deserved vacation time.

The Oilheating season may be a few months away and many of the local OESP chapters are taking a break for the summer months, but things are humming at

OESP headquarters.

This summer, we are planning the fall Oil Heat Retreat. **It will be held in Saratoga Springs, New York from September 14-17.** We expect record turnout as we get ready for one of the best events of the year.

It will be amazing. The perfect venue, in the perfect season.

Come join us for training, perhaps an evening at the Saratoga Racetrack and Casino or a visit to one of the phenomenal brew pubs with your pals, as your wife and friends enjoy the many mineral spas. There is something for everyone in Saratoga!

We have also been hard at work on the new OESP website to feature new online training opportunities and easier navigation of the entire site overall. We hope to have it ready for debut at the Oil Heat Retreat. We will also be debuting a member recruitment video when we see you next.

Have you checked out our exciting new member benefits program? I'm proud to say OESP members can now get special deep discounts at **Avis, Budget, Lenovo, UPS and OfficeDepot.** We expect the list of participating businesses to grow and grow. These members' only deals are just another way that your OESP membership pays off. Visit www.thinkoesp.org, log in for details and start saving money. Promotions will be announced soon!

Do you have a friend or colleague that would benefit from membership in OESP? Bring them along to a fall meeting. It is more important than ever to continue to grow our great association and continue to educate the next generation. Now, new members can join and get the remainder of 2017 and all of 2018 included in one price!

The sun shone brightly on the Garden State chapter's 2017 Golf Outing which took place at the Farmstead Country Club in Lafayette, New Jersey. 44 golfers got in on the action and the event received a great response for sponsorships! A fantastic day was had by all.



The Garden State chapter invites you to join them on the annual, not-to-miss fishing trip. Grab your fishing rod and head to the Belmar Marine Basin on July 19 for a day of eating, drinking and fishing aboard the Suzie Girl.

The boat will leave the dock at 7:30 a.m. Cost is \$75 per person (kids 12 and under are \$55) which includes all bait, tackle, food and drinks.

Questions? Contact **Charles Holmes** at (973)673-5000 ext. 26 or (908)601-8825.

For more information on the Garden State chapter, please visit <http://oesp-gardenstate.org/>.

New York City Chapter

Twenty-five members of the New York City chapter of OESP gussied up for the chapter's summer cocktail party at Air Stage. The lucky attendees ate, drank and danced the night away to a fabulous band! The view from Air Stage is incredible as can be seen from the pictures below, and made for a beautiful evening!



The New York City Chapter wishes everyone a relaxing summer and encourages its members to stay tuned for a calendar of meetings and events in early fall.

For more information on the New York City chapter, please visit <http://oesp-nyc.org/>.

By now, you have seen plenty from our great and generous advertisers. Thank you to **Taco, Honeywell, Slant/Fin, Wohler, Sid Harvey, Carlin/Hyrdolevel and ECR International.** Your company could be in the next issue - contact us to find out how.

On behalf of **Jonathan Jaffe, Erika Handler** and the rest of the OESP management team, it continues to be a pleasure to serve you. We look forward to seeing you in September!



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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.

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