



June 2017

Eastern Energy Expo Records Another Successful Show!

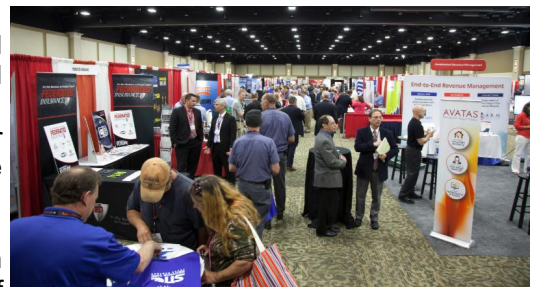
With more than 3,700 attendees, 275 exhibitors and 19 trucks on display, the 2017 Eastern Energy Expo proved to be an incredible success! The convention and trade show resulted in accolades from attendees, exhibitors and sponsors.

Three industry leaders - the Fuel Merchants Association (FMA), the National Association of Oil & Energy Service Professionals (OESP) and the Pennsylvania Petroleum Association (PPA) - joined forces to offer the annual conference. This second annual event again provided a forum that brought all segments of the petroleum marketing industry together to network and learn. Heating fuel marketers, motor fuel distributors and HVAC and oil service professionals reunited for a wonderful event!



The show featured more than 60 business programs across four tracks (Technical, Business, Motor Fuels/C-Store & Women in Energy) and included nearly 80 new exhibiting companies offering products and services for the energy and home comfort industry.

The convention also offered a variety of social and networking opportunities, including the Supplier Hospitality Night, the OESP Industry Awards Dinner, as well as the Annual Dave Nelsen Scholarship Golf



Tournament and Care to Ride events. It was great to see so many familiar faces and to welcome some new OESP members!

While there was a huge crowd at this year's event, conference organizers

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Email lstrug@thinkoesp.org for more information or call 888-552-0900.

Fall Oilheat Retreat Update

The Fall Oilheat Retreat will take place September 14-17, 2017 at the Embassy Suites in Saratoga Springs, NY.

Due to a printing error, the incorrect room rate was previously published. The correct rate is \$179/night **including full daily breakfast and happy hour each night.**

We apologize for the inconvenience.

You may make your hotel reservations online [HERE](#) or call 518-290-9090.

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

Last call for annual dues payments

This is the last call for 2017 annual dues payments. If you have not paid your dues by June 30, your membership will be dropped and you will stop receiving this OESP News and other important information from the association.

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

OESP Raises \$23,000 at the Annual "Care to Ride" Event!



We are thrilled to share that OESP raised \$23,000 for "Oil Heat Cares," during the annual "Care to Ride" event. The Care to Ride was held on Monday, May 22 during the annual Eastern Energy Expo in Hershey, PA.

There were four divisions for the fundraiser:

believe that next year's event - the premier trade show for the energy and comfort industries - will be even larger, as the venue moves back to the Foxwoods Resorts Casino in Mashantucket, CT, May 20-24, 2018.



As education is a key component of the event, organizers will be looking to further enhance the business programs for 2018, attracting even more attendees seeking learning opportunities not easily found elsewhere.

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

The EEE would not be successful without the enormous sponsorship support it receives. Thank you to all of this year's sponsors, those OESP members who assisted with the association's booth and to the 2017 sponsors:

Expo Sponsors



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F.W. WEBB COMPANY

OESP Opening Reception Sponsors



To learn more about the conference, please visit EasternEnergyExpo.com.

motorcycles, bicycles, walkers and runners.

The following OESP members were recognized as fundraising winners within their race division (as pictured above from left to right):

Highest Individual Walker:

Judy Garber

Highest Team Fundraiser:

Team Heating Help (accepted by Erin Holohan-Haskell)

Highest Individual Biker:

Roger Marran

Highest Individual Motorcycle & Overall Fundraiser:

Ralph Adams

Highest Individual Runner:

Mark Smith

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

"We are proud of our members and their families who, without the help of sponsors, raised \$23,000," OESP President **Ralph Adams** said. "We are grateful to those who spent some wonderful days in Hershey with us, raising money for this very important cause."

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

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

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

Adams notes that Oil Heat Cares has turned into an educational tool. Students have worked side-by-side with industry professionals, learned valuable skills that will benefit them for the rest of their lives, and learned what it feels like to give back to their communities.

For more information, please

visit www.oilheatcares.com

Dave Nelsen Scholarship Winners Announced

The winners of the 2017 Dave Nelsen Scholarships were recently announced at the EEE Conference. This scholarship was established in 1999 as a way to remember and recognize the commitment to education made by OESP member **Dave Nelsen**. The scholarship is awarded to students who are currently or planning to attend a technical college or trade school and plans to pursue a career in the oil and energy industry.

"We are very proud of the 2017 Dave Nelsen Scholarship recipients," said OESP President **Ralph Adams**. "These individuals are the best of the best and we are confident that they will continue the legacy of Dave Nelsen."

The 2017 Dave Nelsen Scholarship winners are pictured below (front row) with their sponsors:

- **Marybeth Mull:** Attends ENTECH's Advanced Energy Training and resides in Wethersfield, CT
- **Denise Montes:** Attends New York City College of Technology and resides in Bronx, NY
- **Wyatt Schwanger:** Attends Ephrata High School and resides in Ephrata, PA
- **Thomas Daros, Jr.:** Attends Pennsylvania College of Technology and resides in North Salem, NY
- **Garth Reish:** Attends Pennsylvania College of Technology and resides in Millheim, PA
- **Matthew Juliano:** Will attend Porter and Chester Institute in the fall and resides in Shelton, CT

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



Chris Montalvo was awarded this year's Dan Holohan Grant. The award was created for an instructor at either an HVAC college or technical high school who wants to continue education or purchase needed tools or books for their classroom. Pictured below (from left to right): Chris, who was unable to attend the award ceremony, receiving his plaque from OESP Vice President, **Angel Gonzalez**.

Welcome New OESP Members!

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

Jim Barber	Barber Oil and Propane
Orvil Boatswain	Trifactor Heating & Cooling
Mike Del Conte	F.W. Webb Co.
Bill Edelman	Weil McLain
Gregg Leighton	F.W. Webb Co.
Mark Lundquist	FIA, Inc.
Joseph Natale	E.F. Laudenslager
Robert Pupi	All Temperatures Inc
Fayema Schwanger	Schwanger Bros
Wyatt Schwanger	Schwanger Bros
Alireza Tavanayan	Manage Petro
Matthew Yardumian	Matt's Oil Burner Service



OESP Awards Members for National Leadership

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

In addition to the industry awards, a new award was introduced this year, The Board of Directors' Award. The OESP executive board chose an individual to recognize for his tireless dedication to the association. The recipient of the inaugural award was **Jason Mangos** of ECR International in Bath, PA.

"OESP has the tremendous benefit of countless volunteers who are committed to advancing the association, as well as the industry," said **Bob Daros** of Heritage Fuel & Propane in Croton Falls, NY, who ran the OESP awards committee. "These individuals represent the best of the best this year, and it is our privilege to bestow these national awards for their excellence and dedication to the industry."

The 2016-2017 award winners are pictured below (from L to R):

- Lou Ehrich Memorial Associate of the Year Award: **Bob Bruno**
- Manufacturer of the Year: **Boyertown Furnace**, accepted by **Rosemarie Bartchak**
- Service Manager of the Year: **James Mahoney**
- Lifetime Achievement Award: **John Beckett**
- Instructor of the Year: **Berkley Little**
- Hugh W. McKee Memorial Award: **Al Breda**
- Board of Directors Award: **Jason Mangos**

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

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!

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.

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 Executive Board

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[Ralph Adams](#)

Immediate Past President

[Al Breda](#)

Vice President

[Scott Vadino](#)

Vice President

[George Fantacone](#)

Vice President

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Education Co-Chair

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Education Co-Chair

[Jason Mangos](#)

Thank you Corporate Members

OESP would like to welcome:



F.W. WEBB COMPANY

as a new Corporate Member! Thank you to all our Corporate Members for your continued support. If you are interested in learning more about a corporate membership, please call the office at 888-552-0900 or email **Lisa Strug** at lstrug@thinkoesp.org.

AquaMotion

Penanco Tech



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

The Annual Dave Nelsen Scholarship Golf Outing, led by **George Fantacone**, was an outstanding success. Once again the outing raised more than \$20,000 for the scholarship fund which awards thousands of dollars in tuition money to deserving students each year. Since the fund's inception in 1999, more than \$300,000 has been raised.



Despite a slightly soggy beginning, the day was brisk as more than 125 golfers came together for a day of golf and fun. Congratulations to George and the entire association for an outstanding event!



Chapter News

Westchester Chapter

The Westchester chapter had an eventful meeting last month. **Rich Bruno** of Centrotherm was featured as the meeting's speaker.

Aqueduct	F. Simonson Corp.
B.J. Terroni Co.	Powderhorn Agency
Bell & Gossett (A Xylem brand)	QHT, Inc.
Bradford White Corp.	R.W. Beckett Corp.
Carlin/Hydrolevel	Rathe Associates
Consumer Focus / ServEdge	Riello Burners of NA
Digital Dispatcher, LLC	Roth, USA
ECR International	Shiple Energy
EDOS, INC.	Sid Harvey
Emerson Swan	Slant/Fin
Energy Kinetics	Suntec Industries
Field Controls Co.	TACO, Inc.
F.W. Webb	Testo Inc.
General Filters	Thermo Pride
Grundfos	Torrington Supply
Honeywell Inc.	Toyotomi USA, Inc.
Laars Heating Systems	Universal Supply Group
Mitsubishi Electric	Venco Sales
New Yorker Boiler	Weil-McLain
PA Petroleum Assoc	Wohler USA, Inc.
PB Heat, LLC	Z-Flex US, Inc.

OESP Local Chapters

Looking for a local chapter meeting? So much is going on at OESP - don't miss out! View our [Calendar](#) now!

Click [HERE](#) to find a local chapter near you.

Click [HERE](#) to view recent photos of chapter meetings on Facebook.

Message from the Executive Director

by [Lisa Strug](#)



It was great to meet so many of you at the recent Eastern Energy Expo in Hershey, PA.

I would like to thank the volunteers who worked the OESP membership booth with us - you were invaluable in our membership recruiting of nine new members and a new Corporate Member. Welcome to F.W. Webb and all of our new members!

You displayed our badge ribbons and wore your OESP shirts with pride and we were thrilled with your participation. You turned out in record numbers and the vendors were ecstatic over the traffic in the exhibit halls.

The annual OESP Awards banquet recognized OESP members who have given countless

Rich discussed venting and the Rathe Associates product for installations. **Peter Gaspirini** led the lively roundtable discussion.



In addition, the Westchester Chapter was honored by the Saunders School and Yonkers School District for their exceptional participation in assisting the schools with furthering the education of their students. The chapter was proud to receive the 2017 Outstanding Career and Technical Partner of the Year Nominee Award. **Bob O'Rourke** attended the event and accepted the award on behalf of the chapter.



Pictured above, **Chris Montalvo** and **Bob O'Rourke**.

For more information about the Westchester chapter, please visit heatcoolpros.com.

Garden State Chapter

The Garden State chapter was proud to honor **Jim Froehlich** of All American Oil Recovery as their 2017 "Member of the Year." Jim is a regular attendee of the chapter's monthly meetings and an active participant of the offsite fundraising events including the golf outing, fishing trip, and Care to Ride. Jim is currently organizing a Comedy night in September to raise money for the Chapter.



Jim Froehlich with chapter president **Ken Patterson**

An active OESP member for many years, Jim is always available to help out a fellow member and regularly participates in the Oil Heat Cares program.

The Garden State Chapter also honored its past presidents. Chapter Past Presidents who served from the 1970's to the present were reunited! It was a fantastic

hours of their time to the industry. And, we introduced a new award - the Board of Directors' Award - given to an individual who has served OESP way beyond expectation. (Great job, **Jason Mangos**) We look forward to continuing this award for years to come.

The Dave Nelsen Scholarship awards were presented to six deserving students pursuing a career in the energy services industry.

We would like to thank our generous sponsors for their support of this worthy cause: Beckett, Weil-McLain, The South Central Pennsylvania Energy Association, the New York area OESP chapters, the New Haven OESP chapter and the Mid Atlantic OESP chapter.

The Annual Dave Nelsen Scholarship Golf outing was a huge success thank to the leadership of **George Fantacone**, raising more than \$20,000 for the scholarship fund. Congratulations and thank you to all who took part in the outing.

The Care to Ride raised more than \$23,000 for Oil Heat Cares, the non-profit foundation created by OESP to help those in need. Congratulations to all who participated in raising money for this worthy, ongoing cause.

Have you checked out our exciting new member benefits program?

I'm proud to say OESP members can now get special 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!

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 celebrated in our next issue - contact us to find out how.

While many of the local OESP chapters will be taking a break for the summer months, we will be as busy as ever at OESP headquarters here in beautiful New Jersey.

Plans are in full swing for the fall Oil Heat Retreat. It will be held in Saratoga Springs, NY, 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. It will be 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, as your spouse enjoys the many mineral spas. There is something for everyone in Saratoga!



Picture above: **Dick Brandt** of Van Doren Oil and **Jim Froehlich**.



Front row (L to R): **Lou Minigiello**, **Joe Arminio** (PP 1972-74), **Frank Mondini** (PP 1997-2000), **Ken Patterson** (PP 2004-06 & Current President). Rear row (L to R): **Paul Cuprewich** (PP 2006-8, 2014-16), **Charley Holmes** (PP 2008-11), **Jim Finan** (PP 2002-04).

Don't miss the Garden State Chapter's Annual Golf Outing on June 30! The event will take place at the Farmstead Golf and Country Club in Lafayette, NJ with check-in at 12:30 p.m.

For more information about the Golf outing and the Garden State chapter, please visit oesp-gardenstate.org.

NH/VT Chapter

More than 16 members and guests gathered for the NH/VT meeting last month. Gas trainer, **Dave Newman**, of F.W. Webb began the first presentation of a series of training sessions on propane gas. He spent the evening discussing the basics of propane gas as well as how to properly install the correct regulators and tanks to supply sufficient amounts of propane. Dave illustrated to the group that the BTU ratings of regulators are not, in fact, what are 'advertised' so it is imperative that technicians look closer at the fine print. He spoke about some issues with propane that even the experienced veterans have been doing wrong.

The discussion was very helpful and it was a wonderful night of networking between companies and technicians.

For more information about the NH/VT chapter, please visit oesp-nh-vt.org.

We will also be working 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.

On behalf of **Jonathan Jaffe, Erika Handler** and the rest of your friendly OESP management team, it continues to be a pleasure to serve you. OESP is known for its mission of education and service. We are happy to be a part of that.

Mid-Atlantic Chapter



Tim Quinn of Boston Environmental

Last month, **Tim Quinn** from Boston Environmental provided training to the Mid-Atlantic chapter on Customer Service.

The training centered on the importance of customer service and how Service Techs interact with customers in their homes. Service Techs are often the face and voice of the company and can make or break the relationship for the company. Today more than ever, the tech needs to know how to speak and what to say to the customer to ensure the homeowners system is operating efficiently.

The group also recognized **Wayne Weeks** of Southern States Coop. Wayne will be retiring as the Service Manager for Southern States Coop. after working with the company for 40 years. Wayne regularly attended the Mid Atlantic Chapter meetings throughout the years and we wish him well.



Front row: Tim Quinn. Second Row (L to R) Mike Hodge-Griffith Energy, Glenn Robinson- Warthen Oil, Steve Ennis-Columbia Boiler. Third row (L to R) Mark Smith-Advanced Fuel Solutions, Bill Isenberg-Stack Sales, Wayne Weeks, Southern State Coop (Retiring) & Charles Chapman-RE Michel.

For more information on the Mid Atlantic Chapter, please visit masma.org.



Long Island Chapter

The Long Island Chapter's May meeting was hosted by Wales Darby. **Anthony Tosi** of Wales Darby spoke to the 24 attendees about Fujitsu heating and cooling products. Everyone enjoyed an informative and fun evening.



Please join the chapter at their Annual Golf Outing on Wednesday, June 21. The event will take place at the Rock Hill Golf & Country Club in Manville, NY. Registration will begin at 11:30 a.m. with a shotgun start at 12:30 p.m.

For more information on this event and the Long Island Chapter, please visit oespli.org.

Delaware Valley Chapter

Last month, the Delaware Valley Chapter welcomed **Jody Samuel** of Caleffi Hydronic Solutions. Jody is the Manager of Engineering Training for Caleffi, an Italian company which makes precision equipment that is often attached to a boiler.

Jody discussed near boiler piping, imparting great information concerning air elimination with boiler water and particulate elimination in boilers due to rust and other oxidation agents. In addition, he had examples of Caleffi products like automatic water feeders, thermostatic radiator balancers, and flow restrictors.



Jody Samuel of Caleffi Hydronic Solutions

For more information about the Delaware Valley chapter, please visit oesp-delawarevalley.org.



CALLING ALL CORPORATE MEMBERS!

OESP is announcing new opportunities for you to get more deeply involved with OESP.

New Corporate packages include:

- *Advertisements in printed and mailed newsletters*
- *Your ad on our website*
- *Your logo in our email blasts*
- *Sponsor message in newsletter*
- *Media coverage of your sponsorship*
- *Recognition at the EEE Awards banquet*
- *And much more!*

Please contact Lisa Strug in the association office to ensure that you are getting the best possible exposure for your company. Call us at 888-552-0900 or email at lstrug@thinkoesp.org.

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