



211 North Union Street, Suite 100, Alexandria, VA 22314 / Phone: 703-519-4204 / Fax: 703-519-4205 / E-mail to: [info@nora-oilheat.org](mailto:info@nora-oilheat.org)

# **Compilation of known education and training resources for the Oilheat industry**

**NORA Education Committee  
Robert Boltz, Chairperson**

**Second Edition 9/7/01**

## **RE: Compilation of known education and training resources for the Oilheat industry**

Assigned by the Education Committee of the National Oilheat Research Alliance,  
Alexandria, VA

Second Edition 9/7/01

### **Background Information**

Greystone Services was assigned to compile a listing of education and training resources for the Oilheat industry. The primary objective was to identify and catalog sources that are available to individual retail oil heating marketers for the purposes of educating personnel at the management, technical, fuel delivery and customer representative level. Given the perceived shortage of qualified technical personnel and the somewhat dispersed geography of training locations, the primary emphasis was placed on obtaining data from known resources for technical education and relevant materials, i.e., Oilheat trade associations that have training programs, manufacturer literature and multimedia items, and chapter activities of the National Association of Oil Heating Service Managers (NAOHSM) For subject areas other than technical training, we referred to private training contractors, known schools and associations, and several other resources.

To achieve this objective within a roughly 60-day time frame, we assembled a contact list of over one thousand companies known to either manufacture products, represent manufacturers, or otherwise provide a service to the Oilheat industry. These firms were obtained via the current and prospective advertising database of Oil&Energy Magazine, and the current and prospective exhibitor list for NAOHSM's annual trade exposition. Each of these companies was issued a one-page survey form that requested information on education materials available via their company. The 1,000+ survey forms were sent via first-class mail, along with an advance e-mail notice of the survey to some one hundred and sixty parties for whom we had a valid e-mail address on file. The response rate was about 8% from the manufacturing/vendor group, and about 11% overall for all groups.

In addition, all state/regional associations affiliated with the NORA program were surveyed, as were all chapters of NAOHSM, and private training contractors that were identified and/or referred to us.

All parties receiving the survey had the option of reporting by mail, or via form fill on a specially designated website. To accumulate data and compile the listings, we established June 15, 2001 as the response cutoff date, though we accepted, developed, and encouraged filing of data through to July 20.

### **How The Data Is Organized**

We have grouped the data into these components:

- A. The state association technical training schools and courses, with an addendum of known secondary schools, technical colleges, and training centers that offer courses with an Oilheat and/or HVAC component
- B. The NAOHSM chapter programs
- C. The manufacturers, product vendors and service entities that conduct business within the Oilheat industry
- D. Private consultants, training resources known to the Oilheat industry
- E. Other resources that may be of interest
- F. A supplement of a listing compiled by Home Energy Magazine of specific HVAC, energy auditing, home energy evaluation, and contemporary approaches to energy use education. (See discussion).

An index is provided by categories of products and services referenced in this document.

## Discussion

For the most part, this compilation is the end result of the responses that were generated by the survey. Each of the component groups (A through D above) received a survey form designed for their respective group; association surveys differed from those sent to manufacturers, etc.

The listings herein are quantitative only. The information is solely what was provided by the respondents. We assume that all manufacturer material is of recent creation, or is materially relevant. Editing to responses was marginal, only to clarify data and to eliminate irrelevant information.

Based on our own experience within the industry, we sense that the response is fairly reflective of the amount and nature of materials and course programs that are available at the present time. The results are reflective of the fact that:

- a) many of the business providers to Oilheat are small firms that may not have the resources to devote to education, other than instruction procedures on installing and using their specific product;
- b) with few exceptions, and as anticipated, most responses from manufacturers/vendors are dedicated to their own products and services
- c) a number of service/product firms that advertise and exhibit at trade shows, such as computer service firms, truck tank manufacturers, et. al., traditionally do not devote their own resources to training materials
- d) as with any survey, our cover letter and survey document may have been passed on to other parties within an organization; i.e., the paper shuffle factor

However, more content is likely available. Several firms are notable by the absence of a response. We suggest that as this document gets distributed and publicized, other parties with Oilheat training materials will make the effort to forward data for inclusion.

We obtained the secondary school, et. al. listing by retrieving a NAOHSM database that is on their website. The majority of listings are in Pennsylvania, followed by data for other Northeast states. Projecting forward onto known NAOHSM/NORA activities, it's anticipated that an effort will be made to geographically build upon this database in the near future. For other resources, we took it upon ourselves to identify several resources whose educational materials either relate directly to Oilheat business operations and fuel storage/handling, or are deemed to be of interest.

We have not incorporated the Home Energy Magazine listings into the body of the project because many of their listings are beyond the immediate realm of Oilheat. Home Energy Magazine reaches an audience of energy administrators, conservation and alternative energy professionals, auditors, and the like. But there are programs listed that do tie-in to Oilheat activities, and those listed in Oilheat states will be recognizable. Because synergy of total energy activity in the home is a focal point of contemporary energy education, we think it would be of value for the Oilheat industry to review some of the approaches that these schools and training centers are taking. The NORA Education Committee can advise about incorporating data for these schools into the listings, as well as other peripheral data.

Additionally, with the advancement of website technology throughout business and commerce, we suggest that there is a wealth of information accessible from both private and government parties that could be utilized as educational tools for all levels of personnel. We list the Steel Tank Institute website in this compilation as one example; another is the Energy Information Administration's collective sites one of which calculates potential savings and paybacks for locations by zip code, based on specific tactics/upgrades (e.g. new oil-fired boiler) made to the property (<http://hes.lbl.gov>).

Greystone Services, Incorporated  
5 Washington Street  
Post Office Box 482  
Beverly, MA 01915  
voice: 978-927-0188  
fax: 978-927-8862  
e-mail: [ly.greystone@verizon.net](mailto:ly.greystone@verizon.net)

# Associations/Technical Training

**Assn. Name**                    **Better Home Heat Council of NH, Inc.**  
Contact Person                Bob Garside  
Address                            PO Box 753  
   Hampton Falls, NH 03844  
Phone                              603-772-0661  
Fax                                 603-778-6495  
Email                              blendedenergy@mediaone.net  
Website address                www.nhoilheat.com

Training laboratory                NO  
Traveling Classes                    YES  
   Concord, NH  
   Atkinson, NH  
   Manchester, NH

**Education Coordinator**  
Name                                Bob Garside  
Address                              PO Box 753  
   Hampton Falls, NH 03844  
Phone                                603-772-0661  
Fax                                 603-778-6495  
Email                                blendedenergy@mediaone.net

**Independent consultant used by Assn.**  
Name                                Bob Hedden  
Address                              3125 Lilly Hill Rd  
   Pawlet, VT 05761  
Phone                                802-325-3509  
Fax                                 802-325-3437  
Email                                bhedden@sover.net  
Website                              www.oilheatassociates.com

**Schools with oil heat component known to Assn.**  
   Al Little - Prof. HVAC  
School                                Manchester Vo-Tech  
Address                              Manchester, NH 03102-8518  
Phone                                603-668-6706 Ext. 277

Claremont Vo Tech  
Rochester, NH school system

**Assn. Name**                    **Empire State Petroleum Association**  
Contact                              Thomas J. Peters  
Address                              111 Washington Avenue  
   Albany, NY 12210  
Phone                                518-449-0702  
Fax                                 518-449-0779  
Email                                tpeters@espa.net  
Website address                www.espa.net

**Education Coordinator**  
Name                                Thomas J. Peters  
Address                              111 Washington Avenue  
   Albany, NY 12210  
Phone                                518-449-0702  
Fax                                 518-449-0779  
Email                                tpeters@espa.net

**Independent consultant used by Assn.**  
Name                                John Reichard  
Address                              8 Winter Street  
   Troy, NY 12180  
Phone                                518-283-4543  
Fax                                 518-283-4543  
Email                                hasting@capital.net

## Associations/Technical Training

**Assn. Name**                    **ICPA**  
**Independent Connecticut**  
**Petroleum Association**

Contact Person                Alice Cornish  
Address                         29 S. Main Street, Suite 217-S  
                                      West Hartford, CT 06107

Phone                            860-561-1958  
Fax                                860-521-0237  
Email                             alice@icpa.org  
Website address               www.icpa.org

Training Laboratory        YES / ICPA Facility  
                                      1094 North Colony Road  
                                      Wallingford, CT 06492

Traveling Classes            NO

Description of Classes:  
Classes required for an Oil Heat Burner License in CT  
("B" Class License)  
Day and evening classes held  
Contact ICPA for schedule, availability.

1. Trade Math & Blueprint Reading
2. Basic Electricity
3. Oil Burner Controls
4. Gas Heating Systems
5. Fuel Oil & Tank Piping
6. Oil Burner Units
7. Oil Burners
8. Codes & Build Trade Safety

**Education Coordinator**

Name                             David Flood  
Address                         1094 North Colony Road  
                                      Wallingford, CT 06492

Phone                            203-269-5616  
Fax                                203-269-0057  
Email                             dflodd@icpa.org

**Assn. Name**                    **Indiana**

Contact Person:                Mike Pitts  
Address                         101 Mt. Washington St. #1338  
                                      Indianapolis, IN 46204

Phone                            317-633-4662  
Fax                                317-630-1827  
Email                             mpitts@ipco.org

Training laboratory            NO

Traveling Classes              NO

**Education Coordinator**

Name                             Mike Pitts  
Address                         101 Mt. Washington St. #1338  
                                      Indianapolis, IN 46204

Phone                            317-633-4662  
Fax                                317-630-1827  
Email                             mpitts@ipco.org

# Associations/Technical Training

**Assn. Name**                    **Massachusetts Oilheat Council (MOC)**  
Contact Person:                Michael Ferrante  
   118 Cedar Street  
   Wellesley Hills, MA 02481  
Phone:                             800-722-0623  
Fax:                                781-237-2442  
E-mail:                            mferrante@massoilheat.org  
Website address:                www.massoilheat.org  
  
Training Laboratory            No  
Traveling Training            Yes, courses vary from year-to-year on subject and location.

**Independent Consultants used by Assn.**

George Lanthier  
John Batey  
Bob Hedden

**Schools with oil heat component known to Assn.**

New England Fuel Institute

**Assn. Name**                    **MAPDA**  
   **MidAtlantic Petroleum Dealers Association**  
Contact Person                Pete Horrigan  
Address                           1517 Ritchie Hwy., Suite 206  
   Arnold, MD 21012  
Phone                             410-349-0808  
Fax                                410-349-8510  
Email:                            petegwyn@aol.com  
Website                            www.mapda.org  
  
Training laboratory            NO  
Traveling Classes            NO

**Education Coordinator**

Name                             Pete Horrigan  
Address                           1517 Ritchie Hwy., Suite 206  
   Arnold, MD 21012  
Phone                             410-349-0808  
Fax                                410-349-8510  
Email:                            petegwyn@aol.com

**Independent consultant used by Assn.**

Name                             RE Michel - Floyd Wilson  
Address                           1 RE Michel Drive  
   Glen Burnie, MD 21060  
Phone                             410-553-3710  
Fax                                410-761-3703  
Email

**Schools with oil heat component known to Assn.**

Charles County Vo Tech  
301-934-9061  
  
College of Southern Maryland 301-934-7594  
Dundalk Community College, AA degree

# Associations/Technical Training

**Assn. Name**                    **NAOHSM**  
**National Association**  
**of Oil Heating**  
**Service Managers, Inc.**

Contact Person                Judy Garber  
Address                            PO Box 67  
   East Petersburg, PA 17520

Phone                             888-552-0900  
Fax                                 717-625-3077  
E-mail                             info@naohsm.org  
Website                          www.naohsm.org

NAOHSM is the parent organization to regional chapters that focus on all aspects of Oilheat education for service management and technicians. Refer to section listing individual chapter activities.  
NAOHSM has also produced a CD geared to introducing the Oilheat industry to jr. high school and high school students who have an interest in skilled vocational training. The CD can also be used to provide a basic introduction to the Oilheat industry for virtually any viewer, from non-technical employees to the general public.

**Assn. Name**                    **New England Fuel Institute**

Contact Person                Michael Markarian  
Address                            PO Box 9137  
   Watertown, MA 02471-9137

Phone                             617-924-1000  
Fax                                 617-924-5962  
E-mail                             mmarkarian@nefi.com  
Website                          www.nefi.com

Training Laboratory        YES / NEFI Training Center  
Watertown and Springfield, Massachusetts;  
Warwick, Rhode Island;  
Manchester, New Hampshire;  
White River Junction, Vermont

- Programs Offered:
- Basic Oil Burner Installation & Burner Technician Courses (Days/Eves. 160-hours of training; lodging facilities nearby for out-of-the-region students)
  - Oil Heating Technician "Plus" Course
  - Commercial-Industrial Oilheat Technician Course
  - Electrical Procedures (Applied Electricity) For Heating Technicians
  - Gas Heat Training for Oilheat Technicians
  - Learn to Design Residential "HVAC" Systems
  - HAZMAT Training Course
  - Heat Loss Courses

Traveling Courses        YES

**New England School of Business (Affiliated with New England Fuel Institute) -- See Listing Under Consultants/Private Training**

## Associations/Technical Training

### North Carolina Petroleum Marketers Association

Contact Person Tim Laughlin, P.E.  
Address 7300 Glenwood Avenue  
Raleigh, NC 27612  
Phone 919-782-4411  
Fax 919-782-4414  
Email tlaughlin@ncpma.org  
Web www.ncpma.org

Training laboratory YES  
Traveling Classes INQUIRE

### Assn. Name

Contact Person  
Address  
Phone  
Fax  
Email  
Website address

Training laboratory  
Traveling Classes

### NY Oil Heating Assn., Inc.

John D. Maniscalco  
225 West 34th St. Ste 1202  
New York, NY 10122  
212-695-1380  
212-594-6583  
info@nyoha.org  
www.nyoha.org

NO  
NO

### Education Coordinator

Name John D. Maniscalco  
Address 225 West 34th St. Ste 1202  
New York, NY 10122  
Phone 212-695-1380  
Fax 212-594-6583  
Email info@nyoha.org  
Website address www.nyoha.org

### Independent consultant used by Assn.

Bob Hedden  
3125 Lilly Hill Road  
Pawlet, VT 05761  
Phone 802-325-3509  
Fax 802-325-3437  
Email bhedden@sover.net

### Schools with oil heat component known to Assn.

School name NYC Technical College  
City, State Brooklyn, NY  
Phone 718-260-5757  
Website continuingstudies@nyctc.cuny.edu

School name 2 Nassau Tech (BOCES)  
City, state Westbury, NY  
Phone 516-622-6950  
Website www.nassauboces.org

# Associations/Technical Training

**Assn. Name**                    **Ohio Petroleum Marketers Assn.**  
 Contact\_Person:                Karen Dreyer  
 Address                            PO Box 490  
                                         Dublin, OH 43017  
 Phone                              614/792-5212  
 Fax                                 614/792-1706  
 Email:                             kdreyer@opmaonline.org  
 Website                            www.opmaonline.org

Training laboratory                NO  
 Traveling Classes                 NO

**Education Coordinator**                Contact **Assn.**

**Independent consultant used by Assn.**

Name                                RW Beckett  
 Address                            PO Box 1289  
                                         Elyria, OH 44036  
 Phone                               800/645-2876  
 Fax                                 440/353-6032  
 Email

**Assn. Name**                    **Oil Heat Institute of Washington**  
 Contact Person                 Glenda Thomas  
 Address                            3820 Stowe Way N.  
                                         Seattle, WA 98103  
 Phone                              206-548-1500  
 Fax                                 206-548-1515  
 Email                               info@oilheatstory.com  
 Website address                 www.oilheatstory.com

Training laboratory                YES  
                                         Gensco, Inc.—Seattle  
 Traveling Classes                 NO

**Education Coordinator**

Name                                Oil Heat Institute of Washington  
 Contact Person                 Glenda Thomas  
 Address                            3820 Stowe Way N.  
                                         Seattle, WA 98103  
 Phone                              206-548-1500  
 Fax                                 206-548-1515  
 Email                               info@oilheatstory.com  
 Website address                 www.oilheatstory.com

## Associations/Technical Training

### Assn. Name                      PA Petroleum Marketers

Contact Person                      Donald R. Welcomer  
 Address                                      Bldg 2, Suite 121  
    2001 N. Front St.  
    Harrisburg, PA 17102  
 Phone                                        717-232-5838  
 Fax    717-233-4578  
 Email                                        info@ppmcsa.org  
 Website address                        www.ppmcsa.org

Training laboratory                      YES  
 (Lease in Mt. Joy, PA)

Traveling Classes                        YES  
 Monroeville, Somerset, Altoona, State College,  
 Williamsport, Carlisle, Camp Hill, Harrisburg,  
 Lewisburg, Wilkes Barre, Allentown, Bethlehem,  
 Hershey, Grantville, Exton, Lancaster, Bensalem,  
 Ft. Washington, PA

### Education Coordinator

Name                                        Donald R. Welcomer  
 Address                                      Bldg 2, Suite 121  
    2001 N. Front St.  
    Harrisburg, PA 17102  
 Phone                                        717-232-5838  
 Fax    717-233-4578  
 Email                                        info@ppmcsa.org

### Schools with oil heat component known to Assn.

Schools                                      (Listed on NAOHSM website)  
 Thaddeus Stevens State  
 School of Technology,  
 Lehigh Valley Vo-Tech, Allentown  
 Delaware Community College

### Assn. Name                      VA Petroleum Marketers

Contact Person                        Mike O'Connor  
 Address                                      6716 Patterson Ave.  
    Richmond, VA 23226  
 Phone                                        804-282-7534  
 Fax    804-282-7777  
 Email                                        vapmacs@mindspring.com  
 Website address

Training laboratory                      NO  
 Traveling Classes                        YES  
    Hampton, VA New Horizons  
    Various hotels for silver/gold school

### Education Coordinator

Name                                        Karen Annis  
 Address                                      6716 Patterson Ave.  
    Richmond, VA 23226  
 Phone                                        804-282-7534  
 Fax    804-282-7777  
 Email                                        vapmacs@mindspring.com

### Independent consultant used by Assn.

Consultant                                Ed Besch  
 Address                                      8509 NE 129 Pl.  
    Kirkland, WA 98034  
 Phone                                        425-823-1062  
 Fax    425-823-0108  
 Email                                        EDANDVADA@Juno.com

### Schools with oil heat component known to Assn.

New Horizons Technical Center  
 Hampton, VA

## Associations/Technical Training

**Assn. Name**                    **VOHI/VFDA**  
**Vermont Oil Heat Institute**  
**Vermont Fuel Dealers Assn.**

Contact Person                 Shane Sweet  
Address                            P.O. Box 60  
   Manchester, VT 05254

Phone                                802-375-0000  
Fax                                    802-375-0009  
Email                                vtpetro@sover.net  
Website address                 www.vohi.org

Training laboratory            YES  
Hartford Area Career Development Center, since 1985

Traveling Classes              YES  
Various locations throughout Vermont

Sponsored Classes:  
On-going class notices for oil, propane, haz mat, etc,  
are available by email to anyone wishing to be on our  
lists. Contact VOHI/VFDA if interested.

### **Education Coordinator**

Name                                Shane Sweet  
Address                               P.O. Box 60  
   Manchester, VT 05254

Phone                                802-375-0000  
Fax                                    802-375-0009  
Email                                vtpetro@sover.net  
Website address                 www.vohi.org

### **Independent consultants used by Assn.**

Name                                Bob Hedden  
Address                               2135 Lilly Hill Road  
   Pawlet, VT 05761

Phone                                (802) 325-3509  
Fax                                    (802) 325-3437  
Email                                bhedden@sover.net

Name                                George Lanthier  
Address                               Firedragon Enterprises  
   132 Lowell Street  
   Arlington, MA 02474

Phone                                781-646-2584  
Fax                                    781-641-7099  
E-mail                                gl@firedragonent.com  
Website                               www.firedragonent.com

Consultant 3                        Steven Goodrich

### **Schools with oil heat component known to Assn.**

Hartford (Vt.)Area Career Development  
Lamoille County Career Development

# NAOHSM School DataBase

State	Address/sorted by zip code	Instructor	Phone	Fax	Courses*
<b>CONNECTICUT</b>					
	Bristol Technical Ed Center	Instructor	860-584-8433	860-584-0795	HVAC
	Howell Cheney	Instructor	860-649-5396	860-649-5263	HVAC
	E.C. Goodwin Vo-Tech School	Instructor	860-827-7736	860-827-7862	HVAC
	BARAN Institute of Technology	Instructor	860-688-8351		HVAC
	A.I. Prince Vo-Tech Schools	Instructor	860-951-7112	860-951-1529	HVAC
	Grasso Regional Technical	Instructor	860-448-0220	860-446-9895	HVAC
	Norwich Vo-Tech Center	David Bellinghiri	860-889-8453	860-886-4632	Oilheat
	CT Regional Vo-Tech School	Instructor	203-732-1800	203-735-6236	HVAC
	CT School of Electronics Lakeview Ctr	Dennis N. Silvestri	203-315-1060	203-315-1065	Oilheat
	Wilcox Technical School	Instructor	203-238-6260	203-238-6602	HVAC
	Vinal Vo-Tech School	Kurt Paskiewicz	860-344-7100	860-344-2622	Oilheat
	Platt Vo-Technical School	Instructor	203-783-5300	203-783-3970	HVAC
	Eli Whitney	Instructor	203-397-4031	203-397-4129	HVAC
	Bullard-Havens R.V.T.S.	William Morin	203-579-6333	203-579-6904	Oilheat
	W. F. Kaynor Vo-Tech	Instructor	203-596-4302	203-596-4308	HVAC
	Oliver Wolcott Vo-Tech	Mark Borkoski	860-496-5300	860-496-9022	HVAC
	CT Regional Vo-Tech	Bill Clark	203-797-4460	203-797-4382	Oilheat
<b>INDIANA</b>					
	Ivy Tech State College	Ronald A. Dawson	812-332-1559		HVAC
<b>MASSACHUSETTS</b>					
	Holyoke PS	David DuPont	413-534-2071	413-536-9694	HVAC
	Pathfinder Vo-Tech	Gary LaPointe	413-283-9701	413-284-0032	Oilheat
	Leominster Center-Tech Ed	Roger Melanson	978-534-7735		HVAC
	S. Worcester County Bay Path Vo-Tech	Steven Mondor	508-248-5971	508-248-4747	HVAC
	Blackstone Valley Reg. Vo-Tech	Michael Fitzpatrick	508-529-4593		HVAC
	Worcester Public Schools	John Orell	508-799-1980	508-799-1333	HVAC
	Pathfinder Vo-Tech	Charles Lyons	413-283-9701		HVAC
	Greater Lowell Vo-Tech	William J. Collins	978-454-5411	978-454-3453	HVAC
	Whittier Regional	Scott Williams	978-373-4101	978-521-0260	HVAC
	Northeast Metro-Vo-Tech	Thomas Markham, Jr.	781-246-0810	781-246-4919	HVAC
	Blue Hills Vo-Tech	Wilfrid J. Savoie	781-828-5800	781-828-0794	HVAC
	Tri County Vo-Tech	John Jones	508-528-5400	508-528-6074	HVAC
	Madison Park Vo-Tech	Kathleen Mullen	617-635-8970		HVAC
	Quincy Public Schools	Instructor	617-984-8731	617-984-8601	HVAC
	South Shore Vo-Tech	John Kosko	781-878-8822		HVAC
	Southeastern Vo-Tech	James J. Hager	508-238-4374		HVAC

\* If known to have Oilheat course of study, listing is marked Oilheat; otherwise school has HVAC training; some may have an Oilheat component. Inquire in all cases. The majority of the listings are Voc. Tech schools at the secondary education level; some are at the technical college level or private/ assn. sponsored trade education schools.

# NAOHSM School DataBase

MASSACHUSETTS (continued)							
Minuteman Vo-Tech,HVAC	758 Marrett Rd., Lexington, MA 02421	Doucette	781-861-6500				Oilheat
Waltham Public Schools	100 Summer St., Waltham, MA 02452	William A. Nolan	781-647-0309		781-647-0309		HVAC
New England Fuel Institute (NEFI)	20 Summer Street, Watertown, MA 02472	Mike Markarian	617-924-1000		617-924-1022		Oilheat
Cape Cod Tech	Pleasant Ave., East Harwich, MA 02645	F.Timothy Caroll	508-432-4500				HVAC
Greater Fall River RVTS	Stonehaven Rd., Fall River, MA 02723	Joseph Martins	508-678-2891		508-679-6423		HVAC
Greater New Bedford Vo-tech	1121 Ashley Blvd., New Bedford, MA 02745	Jeffrey E. Riley	508-998-3321				HVAC
Bristol-Plymouth Vo-Tech	940 County St., Taunton, MA 02780	Brian Sullivan	508-823-5151				Oilheat
MARYLAND							
Charles County Community College	8730 Mitchell Rd., Box 910, La Plata, MD 20646	Instructor	301-934-7765		301-934-2251		HVAC
Lincoln Technical Institute	9325 Snowden River Parkway, Columbia, MD 21046	Constant P. DeWind					Oilheat
MAINE							
Southern Maine Technical College	Fort Rd, South Portland, ME 04106	Craig Carney	877-282-2182				Oilheat
Capital Area Technical Center	RR #7, Box 2520, Pierce Drive, Augusta, ME 04330	Brian Bickford	207-626-2477				Oilheat
Technology Center College	200 Hogan Rd., Bangor, ME 04401	Wayne Jackson	207-262-7950				Oilheat
Eastern Maine Technical College	354 Hogan Rd., Bangor, ME 04401	Instructor	207-941-4630		207-941-4666		Oilheat
Washington County Technical College	RR#1, Box 22C, Calais, ME 04619	Kenneth Clark	207-454-1000				Oilheat
Northern Maine Technical College	33 Edgemont Drive, Presque Isle, ME 04769	Alan St. Peter	207-768-2700				Oilheat
NEW HAMPSHIRE							
Pinkerton Academy	5A Pinkerton St., Derry, NH 03038	Joe Steinmetz	603-778-7772		603-778-8983		Oilheat
NH Community Tech College	1066 Front St., Manchester, NH 03102	Al Little	603-668-6706		603-668-5354		Oilheat
Manchester School of Technology	530 S. Porter St., Manchester, NH 03103	Instructor	603-624-6490		603-628-6146		HVAC
J. Oliva Huot Technical Center	345 Union Ave., Laconia, NH 03246	Jerry Murphy	603-528-8693				Oilheat
Concord Regional Technology Center	170 Warren St., Concord, NH 03301	Instructor	603-225-0800		603-225-0826		HVAC
Sugar River Valley RTC	111 South St., Claremont, NH 03743	Instructor	603-543-4291		603-543-4296		HVAC
Dover Regional Center	25 Alumni Drive, Dover, NH 03820	Doug Morton	603-742-3176		603-743-3232		HVAC
Spaulding High School	140 Wakefield St., Rochester, NH 03867	Michael J. Robbins	603-335-7351		603-335-7353		Oilheat





# NAOHSM School DataBase

PENNSYLVANIA (continued)									
Juniata-Mifflin County AVTS	700 Pitt St., Lewistown, PA 17044	Instructor	717-248-3933	717-248-5148	HVAC				
Cumberland Perry AVTS	110 Old Willow Mill Rd., Mechanicsburg, PA 17055	John A. Pokrivko	717-697-0354	717-697-0592	Oilheat				
Harrisburg-Highspire AVTS	2451 Market St., Harrisburg, PA 17104	Instructor	717-234-2611		HVAC				
Dauphin Co. Technical School	6001 Locust Lane, Harrisburg, PA 17109	Instructor	717-652-3170	717-652-9326	HVAC				
PDE-BVTE	333 Market Street, Harrisburg, PA 17126	Instructor	717-787-5530	717-783-6672	HVAC				
Franklin County CTC	2463 Loop Rd., Chambersburg, PA 17201	Instructor	717-263-9033	717-263-6568	HVAC				
Fulton County AVTS	151 E. Cherry St., McConnellsburg, PA 17233	Instructor	717-485-5813	717-485-5450	HVAC				
Gettysburg Area High School	Lefever St., Gettysburg, PA 17325	Instructor	717-334-6254	717-334-9190	HVAC				
York County AVTS	2179 S. Queen St., York, PA 17402	Instructor	717-741-0820	717-741-9427	HVAC				
York Technical Institute	1405 Williams Rd., York, PA 17508	Patricia Trexler	717-859-5100		Oilheat				
Brownstown Vo Technical School	P.O. Box 519, Brownstown, PA 17508	Rosa Harris	717-859-5100	859-4529	HVAC				
Lancaster County CTC	1730 Hans Herr Dr., Willow Street, PA 17584	Instructor	717-464-2771	717-464-9518	HVAC				
Thaddeus Stevens Tech School	Lancaster, PA 17603	Instructor	800-842-3832		HVAC				
Williamsport Area High School	2990 W. Fourth St., Williamsport, PA 17701	Instructor	570-323-8411	570-322-4150	HVAC				
PA College of Technology	One College Ave., Williamsport, PA 17701-5799	Rick Taylor	570-326-3761	570-320-2406	Oilheat				
Lycoming Co Career Consortium	515 W. Central Ave., S. Williamsport, PA 17702	Instructor	570-327-9001	570-327-9003	HVAC				
Keystone Central AVTS	432 Railroad St., Lock Haven, PA 17745	Instructor	570-748-6584	570-748-5467	HVAC				
Columbia-Montour AVTS	5050 Sweppenheiser Dr., Bloomsburg, PA 17815	Michael	570-784-8040		Oilheat				
SUN Career & Technology Center	21st Century Dr., Box 527, New Berlin, PA 17855	Instructor	570-966-1034		HVAC				
Northumberland County AVTS	1700-2000 W. Montgomery St, Coal Township, PA 17866	Instructor	570-644-0304	570-648-1931	HVAC				
Schuylkill TCC	101 Technology Dr., Frackville, PA 17931	Instructor	570-874-1034	570-874-4028	HVAC				
Schuylkill CTC	P.O. Box 110 -15 Maple Ave., Marlin, PA 17951	Instructor	570-544-4748	570-544-3895	HVAC				
Schuylkill IU 29	P.O. Box 110, Marlin, PA 17955	Albert J. Wank	570-544-9131	570-544-6412	Oilheat				
Bethlehem AVTS	3300 Chester Ave., Bethlehem, PA 18020	Terry Lee Everett	610-866-8013	610-866-6124	Oilheat				
Better Home Heating Council	4565 Old Bethlehem Pike, Center Valley, PA 18034	Donald Debus			HVAC				
Careet Institute of Technology	5335 Kesslerville Rd., Easton, PA 18042	Instructor	610-258-2857	610-258-0805	HVAC				
Lehigh County AVTS	4525 Education Park Dr., Schnecksville, PA 18078	Kevin C. Wasielewski	610-799-2300	610-799-1314	Oilheat				
Lincoln Technical Insitute	5151 Tilghman St., Allentown, PA 18104	Admissions	610-398-5300		HVAC				
Hazleton Area Career Center	1515 W. 23rd St., Hazleton, PA 18201	Jeff Sweda	570-459-3170	570-459-3181	Oilheat				
Carbon County AVTS	150 W. 13th St., Jim Thorpe, PA 18229	Instructor	570-325-3058	570-325-4710	HVAC				
Monroe County AVTS	P.O. Box 66, Laurel Lake Dr., Bartonsville, PA 18321	Instructor	570-629-2001	570-629-9698	HVAC				
CTC of Lackawanna County	3201 Rockwell Ave., Scranton, PA 18508	Instructor	570-346-5955	570-342-4251	HVAC				
Luzerne County Community College	1333 South Prospect St., Nanticoke, PA 18634-3899	Instructor	800-377-5222		HVAC				
West Side AVTS	75 Evans St, Kingston, PA 18704	Joe Orban	570-288-8493	570-288-3126	Oilheat				
Northern Tier Career Center	RR#1, Box 157A, Towanda, PA 18848	Instructor	570-265-8111		HVAC				
Middle Bucks Inst. of Technology	2740 Old York Rd., Jamison, PA 18929	Instructor	215-343-2480	215-343-8626	HVAC				
Upper Bucks County AVTS	3115 Ridge Rd., Perkasie, PA 18944	John C. Harbove	215-795-2911	215-795-0274	Oilheat				
Pennco Technical	3815 Otter St., Bristol, PA 19007	Glen Slater	215-824-3200		Oilheat				
Chester Upland S.D.	1720 Melrose Ave., Chester, PA 19013	Instructor	610-447-3677	610-447-3658	HVAC				
Delaware Community College	Birney Hwy & Crozerville Rd., Aston, PA 19014	Bernie Devlin	610-859-8200		Oilheat				
Bucks County Technical School	610 Wistar Rd., Fairless Hills, PA 19030	Ed Moffitt	215-943-7552	215-949-2833	Oilheat				
Delaware County Technical High Schools	6th & Olive Sts., Media, PA 19063	Instructor	610-565-4880	610-565-1315	HVAC				
Eastern Center for the Arts & Tech	3075 Terwood Rd., Willow Grove, PA 19090	Instructor	215-784-4800	215-784-4801	HVAC				
Phila Wireless Tech Institute	1531-33 Pine St., Philadelphia, PA 19102	George F. Van Horn	215-546-0745	215-546-5352	Oilheat				

# NAOHSM School DataBase

PENNSYLVANIA (continued)								
Education for Employment Ofc.	324 Schuylkill Ave., Philadelphia, PA 19146	Instructor	215-875-3827	215-875-5740	HVAC			
Career Solutions Training Group	13 E. Central Ave., Paoli, PA 19301	Instructor	610-993-8292	610-993-8249	HVAC			
CAT-Brandywine	1635 E. Lincoln Hwy, Coatesville, PA 19320	Dennis McGarvey	610-384-1585	610-380-0199	Oilheat			
Chester County Intermediate Unite	535 James Hance Court, Exton, PA 19341	Instructor	610-524-5110	610-524-5081	HVAC			
Center for Technical Studies	821 Plymouth Rd., Norristown, PA 19401	Instructor	610-277-2301	610-239-9305	HVAC			
North Montco Technical Career Center	1265 Sunnyside Pike, Lansdale, PA 19446	Michael Erwin	215-368-1177		HVAC			
North Montco Technical Career Ctr	1265 Sunnyside Pike, Lansdale, PA 19446	Bernie Wagonsteller	215-368-1177	215-855-7929	HVAC			
CAT-Pickering	1580 Charlestown Rd., Phoenixville, PA 19460	Instructor	610-933-8877	610-983-0680	HVAC			
Pottstown School District	N. Washington St., Pottstown, PA 19464	Instructor	610-970-6735	610-970-1363	HVAC			
Western Center TS	77 Gratersford Rd., Limerick, PA 19468	Nick Domiano	610-489-7272		Oilheat			
Berks CTC	1057 County Rd., Leesport, PA 19533	Instructor	610-378-4884	610-378-5191	HVAC			
Reading School District	800 Washington St., Reading, PA 19601	Instructor	610-371-5629	610-373-4949	HVAC			
Reading-Muhlenberg AVTS	P.O. Box 13068, Reading, PA 19612	Instructor	610-921-7306	610-921-7367	HVAC			
RHODE ISLAND								
The New England Institute of Technology	2500 Post Rd., Warwick, RI 02886 (holds NEFI course)	Ron Como	401-739-5000	401-739-7738	Oilheat			
WASHINGTON STATE								
HVAC Assn. & Training	Spokane, WA		509-747-8810 / www.inwhvac.org		Oilheat			
HVAC Assn. & Training	Vancouver, WA		360-576-1683 / www.inwhvac.org		Oilheat			

# NAOHSM Chapter Training

## CONNECTICUT

**Chapter Name** New Haven  
Education chairperson: Mark Collins  
Phone 203-888-2535  
Fax 203-888-0594

Training Information:  
Provides own training NO  
Provides training with other groups YES  
Training Offered:  
The ICPA school performs the training statewide.

## MASSACHUSETTS

**Chapter Name** Boston  
Education chairperson: Roger Litman  
Phone 781-289-1500  
Fax 781-284-6037  
E-mail RODGNSF@aol.com

Training Information:  
Provides own training YES  
Provides training with other groups YES  
Training Offered: Seminars/NEFI training

**Chapter Name** Central Massachusetts  
Education chairperson: Chris Faucher  
Phone 508-756-4315  
Fax 508-757-2737  
E-mail store013@sidharvey.com

Training Information:  
Provides own training YES  
Provides training with other groups NO

**Chapter Name** Northeast  
Education chairperson: Steve Surette  
Phone 781-395-3407

Training Information:  
Provides own training YES  
Provides training with other groups YES  
Training Offered: Seminars

**Chapter Name** Southeast Massachusetts  
Education chairperson: Jim Harding, VP  
Phone 508-245-0138

Training Information:  
Provides own training YES  
Provides training with other groups YES  
Training Offered:  
With Massasoit Community College and Blue Hill Tech Regional High School. Seminars on power venting and hydronics. Offer (1) training class per year.

## MAINE

**Chapter Name** Paul Bunyan Chapter / Maine  
Education chairperson: Floyd Barger  
Phone 207-947-2850

Training Information:  
Provides own training YES  
Provides training with other groups (no response)

**Chapter Name** Pine Tree / Maine  
Education chairperson: Al Letllier  
Phone 207-767-2573  
Fax 207-741-2494  
E-mail heatdoctor@worldnet.att.net

Training Information:  
Provides own training YES  
Provides training with other groups YES

## MID-ATLANTIC REGION

**Chapter Name** Delaware Valley  
Education chairperson: Kurt Massa  
Phone 610-940-6956  
Fax 610-940-0266  
E-mail kmassa5936@aol.com

Training Information:  
Provides own training YES  
Provides training with other groups YES  
Training Offered:  
Manufacturer's training through local chapters. Joint sponsorship with Bucks-Montgomery Chapter, Ellen Rohr.

# NAOHSM Chapter Training

**Chapter Name** Washington Metro  
Education chairperson: Ralph Adams  
Phone 410-465-3800  
Fax 410-461-7451  
E-mail radams@bayserve.net

Training Information:  
Provides own training YES  
Provides training with other groups NO

## NH/VT

**Chapter Name** Greater Seacoast  
Education chairperson: Doug Lamprey  
Phone 603-964-6703  
Fax 603-964-5824  
E-mail dlamprey@lampreybrothers.com

Training Information:  
Provides own training YES  
Provides training with other groups NO

**Chapter Name** NH/VT  
Education chairperson: Dave McGrath  
Phone 603-783-5955  
E-mail dmcgrath@easternman.com  
gasgoddm@yahoo.com

Training Information:  
Provides own training YES  
Provides training with other groups YES  
Training Offered:  
PMAA Gold & Silver certification. Hold PMAA certified course in spring & fall, set of (3) 2-hour classes. Also, in the past we have held special classes with Bob Hedden & George Lanthier of Fire Dragon.

## NEW YORK STATE

**Chapter Name** Westchester  
Education chairperson: Bill Rod  
Phone 201-891-9550  
Fax 914-741-1992  
E-mail n/a

Training Information:  
Provides own training YES  
Provides training with other groups YES  
HAS DOT representatives, EPA people or industry professionals speak at chapter meetings. Assists a local trade school with their programs and donates scholarships to them as well.

## PENNSYLVANIA

**Chapter Name** Lehigh Valley  
Education chairperson: (none at present)  
(Ronni Davis responded)

Training Information:  
Annual training seminars - code classes  
Support ME oil dealers - 160 hour course  
Work with oil & solid fuel board

**Chapter Name** Susquehanna Valley  
Education chairperson: Alan R. Mercurio  
Phone 570-356-2806  
Fax 570-356-7634  
E-mail SVSVM98@aol.com

Training Information:  
Provides own training YES  
Provides training with other groups YES  
Training Offered:  
Works with the PPMCSA and NAOHSM national organization. Also holds training seminars in cooperation with manufacturers.

## Manufacturers/Vendors

**Company** **Adrian Steel Co.**  
Contact Tricia Benthall  
Address 906 James Street  
Adrian, MI 49221  
Phone 517-265-6194  
Fax 517-265-5834  
Website www.adriansteel.com

### Products/Services

Truck, tank & delivery products

Videos Available Charged for? NO  
CDs/DVDs Available Charged for? NO  
Materials are for use by Adrian Steel distributors.  
Installation procedures for Adrian Steel products.

**Company** **Aero Environmental Limited**  
Contact Ian D. M. Brooker  
Address 1869 Sismet Road  
Mississauga, Ontario L4W 1W8  
Phone 905-238-0100  
Fax 905-238-0105  
Email info@aeroenvironmental.com  
Website www.aeroenvironmental.com

### Products/Services

Oil fired water heaters, residential  
Oil fired water heaters, commercial  
Other products:  
Aqua boosters, indirect water heaters,  
pool heaters

Printed Material Charged for? NO  
Videos Available Charged for? NO  
Training at our factory is an ongoing process. It is done  
whenever there is a requirement. There is no cost for  
training.

**Company** **Aesys Technologies, LLC**  
Contact Lynn Hamrick  
Address 693 North Hills Rd.  
York, PA 17402-2211  
Phone 717-755-1081 x333  
Fax 717-755-0020  
Email lhamrick@aesystech.com  
Web www.aesystech.com

### Products/Services

Manufacturer of York Shipley Boilers and Jackson &  
Church HVAC Equipment. Educational Services Divi-  
sion provides a comprehensive, accredited training  
program for both the Boiler and HVAC industry in  
theory, safety, operations, maintenance, service and  
advanced hands-on operations and troubleshooting.  
Topics Covered —  
Hands-on boiler operation, maintenance, troubleshoot-  
ing; HVAC/R operation, maintenance and EPA certifica-  
tion; TIG/MNIGI stick welding ASME qualification.  
Training —  
Classroom, simulator, hands-on; One week, held at  
company HQ and on-site. All courses CEU accredited

**Company** **Aetna Chemical Corp.**  
Contact Val E. DeAppolonio  
Address Wallace Street Ext.  
Elmwood Park, NJ 07407  
Phone 800-345-2518  
Fax 201-796-4845

### Products/Services

Fuel additives  
Printed Material Charged for? NO

**Company** **Air Purifying Systems**  
Contact Dave Gerhand  
Address 910 Oak Lane, Suite 100  
Reading, PA 19610  
Phone 800-565-2872  
Fax 610-678-4953  
Email davegrhand@aol.com

Product/Services Air Duct Cleaning Training  
Printed Material Charged for? NO  
Training —  
Residential and light commercial cleaning techniques,  
marketing and sales. Three days; held at company HQ.  
Classes are held once a month.  
Topics Covered —  
Mechanical air duct cleaning business training program

## Manufacturers/Vendors

**Company**      **All Island Truck Supply Inc.**

Contact      Charles Bradley  
 Address      100 Secatogue Ave  
                 Farmingdale, NY 11735  
 Phone        516-454-6969  
 Fax            516-454-2807

Products/Services  
                 Truck, tank & delivery products  
 Printed Material      Charged for?    NO  
 Training Available      On site  
 Distribute manufacturers' materials.

**Company**      **Amalgamated, Inc.**

Contact      Gary Pipenger  
 Address      PO Box 8977  
                 Ft. Wayne, IN 46898  
 Phone        219-489-2549  
 Fax            219-672-8991  
 Website      www.amalgamatedinc.com

Products/Services  
                 Fuel additives  
 Printed Material      Charged for?      YES  
 Charge for postage & handling for Printed Materials.  
 Specific training on client by client basis-no charge if  
 purchasing additives.

**Company**      **Amtrol Inc.**

Contact      Raymond Alexandre  
 Address      1400 Division Rd.  
                 West Warwick, RI 02893  
 Phone        401-884-6300  
 Fax            401-885-6668

Topics Covered —  
 Product selection, sizing, application and marketing.  
 Training —  
 Technical applications; 1 or 2-day, held at company HQ.

**Company**      **Areo Power Unitized Fueler**

Contact      Louis DeBenedittis, Sr.  
 Address      103 Smithtown Blvd.  
                 Smithtown, NY 11787  
 Phone        631-366-4362  
 Fax            631-366-0905  
 Email        info@areotank.com

Topics Covered —  
 Aboveground tanks and oil/water separators  
 Training —  
 Seminar; one-hour, held at customer convenience

**Company**      **Armstrong Air Conditioning**

Contact      Jeff Rife  
 Address      421 Monroe Street  
                 Bellevue, OH 44811  
 Phone        419-483-4840 Ext. 236  
 Fax            419-483-2933  
 Email  
 Website

Products/Services  
                 Warm Air Furnaces, residential  
                 Warm Air Furnaces, commercial  
                 Humidifiers  
                 Software  
 Printed Material      Charged for? (not specified)  
 Training              On Site / Traveling Classroom

**Company**      **Apex Software**

Contact      Mark Nardone  
 Address      19 Garden Lane  
                 Wakefield, MA 01880  
 Phone        781-246-3828  
 Fax            781-224-1731  
 Email        mnardone@apexoilsoftware.com  
 Website      www.apexoilsoftware.com

Products/Services  
                 Software  
 Printed Material      Charged for?    NO  
 CDs/DVDs Available      Charged for?    NO  
 Training              On Site / Traveling Classroom

**Company**      **Assmann Corp. of America**

Contact      Doug Murphey  
 Address      300 North Taylor Rd.  
                 Garrett, IN 46738  
 Phone        219-357-3181  
 Fax            219-357-3738  
 Email        dmurphey@assmann-usa.com  
 Website      www.assmann-usa.com

Products/Services  
                 Oil storage tanks  
                 Venting products  
 Printed Material      Charged for?    NO  
 Videos Available      Charged for?    NO  
 CDs/DVDs Available      Charged for?    NO

## Manufacturers/Vendors

**Company**            **Automag Div. of KCI Industries**

Contact            Jim Specht  
Address            1111 Hill Street  
                        Jessup, PA 18434  
  
Phone              570-383-2428  
Fax                 570-383-9820  
Email              jspecht@c1mail.com  
Website

Products/Services

Zone valves  
Radiant heating panels

Printed Material    Charged for?            NO  
Training            Traveling classroom

**Company**            **Automated Wireless Environments**

Contact            Duffy Lautz  
Address            48 Horsehill Rd.  
                        Cedar Knolls, NJ 07927  
  
Phone              973-631-7990  
Fax                 973-631-7999

Topics Covered —

Wireless dispatch, wireless metered delivery,  
service, fueling

Training —

Hands-on, 1/2 day at company HQ

**Company**            **Axemen Anderson**

Contact            Peter H. Axemen, Jr.  
Address            300 E. Mt. Ave.  
                        Williamsport, PA 17702  
  
Phone              570-326-9114  
Fax                 570-326-2152

Products/Services

Boilers, residential

Training            On Site and Traveling Classroom

**Company**            **BA Controls Inc.**

Contact            Mark Crisafulli  
Address            101 Alexander Avenue  
                        Pompton Plains, NJ 07444  
  
Phone              973-835-2800 Ext. 307  
Fax                 973-835-3222  
Email              mcrisafulli@bacontrols.com  
Website            www.BAControls.com

Products/Services

HVAC Controls & Accessories  
Other products (heat exchangers)

Training            On site training

**Company**            **Bacharach Inc.**

Contact            Bob Dwyer  
Address            625 Alpha Dr.  
                        Pittsburgh, PA 15238  
  
Phone              406-752-5793  
Fax                 406-752-5793

Training —

Classroom discussion, including training binder &  
course certificate; Four hours, held at company HQ or  
sites to be arranged

Topics Covered —

Carbon monoxide safety, combustion analysis, venting  
and combustion, building pressure diagnosis

**Company**            **Bard Mfg Co.**

Contact            Training Department  
Address            1914 Randolph Dr.  
                        Bryan, OH 43506  
  
Phone              419-636-1194  
Fax                 419-636-2640  
Email              fred@bardhvac.com

Topics Covered —

Heating maintenance and service

Training —

Classroom and hands-on training lab; 4-1/2 days, held  
at company HQ

**Company**            **Besch Consultants**

Contact            Ed Besch  
Address            8509 NE 129 Place  
                        Kirkland, WA 98034  
  
Phone              425-823-1062  
Fax                 425-823-0108  
Email              edandvada@juno.com  
Website

Products/Services

Oil equipment, service and install

Printed Material    Charged for? (not specified)

Training            On Site and Traveling Classroom

# Manufacturers/Vendors

**Company**      **Benjamin Heating Products**  
 Contact          Stephen Benjamin  
 Address          PO Box 2079  
                     Spring Hill, Nova Scotia B0M 1X0  
 Phone            902-597-3796  
 Fax                902-597-3797  
 Email            heating@ns.sympatico.com  
 Website          www.benjamin-heating.com

Products/Services  
                     Boilers, residential  
                     Boilers, commercial  
                     Warm air furnaces, residential  
 Printed Material   Charged for?          NO  
 Training            On site  
 Features/benefits of oil/wood combinations.  
 Oil boiler/wet leg/balanced flue

**Company**      **Bock Water Heaters**  
 Contact          George Kusterer  
 Address          110 So. Dickinson Street  
                     Madison, WI 53703  
 Phone            888-789-8322  
 Fax                610-683-9208  
 Email            gmkusterer@cs.com  
 Website          www.bockwaterheaters.com

Products/Services  
                     Oil fired water heaters, residential  
                     Oil fired water heaters, commercial  
 Printed Material   Charged for?          NO  
 Training            On site / Inquire for off site  
 Customized seminars on water heaters (res./ comm.)  
 sizing, install, servicing & applications. No charge.

**Company**      **Boyertown Furnace  
Columbia Boiler**  
 Contact          Rosemarie Bartchak  
 Address          156 Holly Road  
                     Boyertown, PA 19512  
 Phone            610-473-8457  
 Fax                610-367-6800  
 Email  
 Website

Products/Services  
                     Boilers, residential  
                     Boilers, commercial  
                     Warm air furnaces, residential  
                     Warm air furnaces, commercial  
 Printed Material   Charged for?          NO

**Company**      **Brock Engineering Inc.**  
 Contact          Alex Courey  
 Address          4935 Bourg  
                     St. Laurent, Quebec          H4T 1H9  
 Phone            514-344-1555  
 Fax                514-342-7984  
 Email            acourey@brock-IMC.ca  
 Website          www.brock-imc.ca

Products/Services  
                     Warm air furnaces, residential  
                     Oil fired water heaters, residential  
 Printed Material   Charged for?          NO  
 Training            On site

**Company**      **Buderus**  
 Contact          Carl Dinger  
 Address          16 Industrial Way  
                     Salem, NH 03079  
 Phone            603-898-0505  
 Fax                603-898-1055  
 Website          www.buderus.com

Products/Services  
                     Boilers, residential  
                     Boilers, commercial  
 Training            On Site and Traveling Classroom

**Company**      **Burnham Corp.**  
 Contact          Glenn Stanton  
 Address          PO Box 3079  
                     Lancaster, PA 17604  
 Phone            717-397-4701  
 Fax                717-293-5827  
 Email            gstanton@burnham.com  
 Website          www.burnham.com

Products/Services  
                     Boilers, residential  
                     Boilers, commercial  
                     Baseboards & accessories  
                     Software  
 Other HVAC products  
                     Radiant pipe & accessories  
 Training Items:  
 Printed Material   Charged for?          NO  
 Videos Available   Charged for?          NO  
 Training Available: On Site and Traveling Classroom

## Manufacturers/Vendors

**Company**      **C & S Scientific Corp.**

Contact      Jerry Sava  
Address      PO Box 1056  
                 Hightstown, NJ 08520  
Phone      877-448-7037  
Fax      267-200-0430

Products/Services

Fuel additives

Printed Material    Charged for?      NO

Literature on all aspects of fuel quality and quality control and their correlation with chemical treatment.

Training      Traveling classroom

**Company**      **Cardinal Fiberglass Ind.**

Contact      Joseph Snow  
Address      PO Box 831  
                 Perth Amboy, NJ 08862  
Phone      732-826-8230  
Fax      718-852-4592  
Email      snowmann@msn.com  
Website      www.cardinalfiberglass.com

Products/Services

Oil storage tanks

Printed Material    Charged for?    NO

Training —

On site; provided on an individual basis as needed.

**Company**      **Carlin Combustion Technology**

Contact      Donna Fink  
Address      70 Maple Street  
                 East Longmeadow, MA 01028  
Phone      800-989-2275  
Fax      413-525-8306  
Email      info@carlincombustion.com  
Website      www.carlincombustion.com

Products/Services

HVAC controls & accessories

Burners, residential & commercial

Other training

Commercial/residential oil burner schools

Control & ignition training

Carlin University

Training Materials available:

Printed Material    Charged for?      NO

Training      On Site and Traveling Classroom

On Site and Traveling Classroom

On Site and Traveling Classroom

Description of each & applicable cost:

Carlin University

Residential burners 101, 201

Commercial burners 101, 201

Controls & Ignition systems 101

**Company**      **Central Illinois Mfg. Co.**

Contact      Gene Gall  
Address      201 N. Champaign St.  
                 Bement, IL 61813  
Phone      217-678-2511  
Fax      217-678-2611

Topics Covered —

Filters, tank cleaning, held at company HQ

**Company**      **Clawson Tank Co.**

Contact      Brian Shelton  
Address      4545 Clawson Tank Dr.  
                 Clarkston, MI 48346  
Phone      800-272-1367  
Fax      248-625-3066

Topics Covered Tank installation, regulators

Training —

Classroom; Varies, held at company HQ or by arrangement

**Company**      **Combustion Research Corp.**

Contact      Craig Thornton  
Address      2516 Leach Rd.  
                 Rochester Hills, MI 48309  
Phone      888-852-3611  
Fax      248-852-9165  
Email      crc4@ix.netcom.com  
Website      www.combustionresearch.com

Products/Services

Controls & accessories

Burners, commercial

Infrared heating

Printed Material    Charged for?    NO

CDs/DVDs Available    Charged for?    NO

Installation Manual: application of oil fired infrared heating systems - power and vacuum vented.

CD rom: heat loss, budget pricing, material list and CAD layout menu.

Training      Traveling classroom

# Manufacturers/Vendors

**Company**      **Control Products Inc.**  
 Contact          Chuck Guerin  
 Address         1724 Lake Drive West  
                     Chanhassen, MN 55317  
  
 Phone            952-361-4126  
 Fax                952-448-1606  
 Email            cguerin@controlproductsinc.com  
 Website         www.controlproductsinc.com

Products/Services  
 Freeze alarms, temperature & humidity controls, indicators, water alarms  
 Videos          Charged for? (1 free per branch)  
 Our video is for our freeze alarm product line only. It trains people on the various models and how they are used and installed.

**Company**      **Crown Boiler Co.**  
 Contact          Janice Cepparulo  
 Address         3633 I Street  
                     Philadelphia, PA 19134  
  
 Phone            215-535-8900  
 Fax                215-535-9736  
 Email            sales@crownboiler.com  
 Website         www.crownboiler.com

Products/Services  
                     Boilers, residential  
                     Warm air furnaces  
 Other products:  
                     Indirect water heater

Printed Material    Charged for? NO  
  
 Training            On Site and Traveling Classroom  
 We provide training at our factory or on location with a training van that has working equipment on it.

**Company**      **Crown Systems**  
 Contact          Mike Ahdab  
 Address         66 Tadmuck Rd.  
                     Westford, MA 01886  
  
 Phone            978-692-0400  
 Fax                978-692-0640  
 Email            crownsys@netzero.net

Topics Covered —  
 Fuel oil software for home heating oil dealers and software for jobbers and convenience stores  
 Training —  
 One-on-one training in a structured format; 50 hours-plus, held at customer site

**Company**      **Danfoss Inc.**  
 Contact          Peter McKernan  
 Address         7941 Corporate Drive  
                     Baltimore, MD 21236  
  
 Phone            410-931-8250  
 Fax                410-931-8256  
 Email            petermckernan@danfoss.com  
 Website         www.danfoss.com/burner

Products/Services  
                     Burner components  
 Printed Material    Charged for?          NO  
 Training            Traveling classroom  
 Fuel unit design, function, line sizing, testing procedures

**Company**      **Delavan Inc.**  
 Contact          John Jones  
 Address         PO Box 969  
                     Bamberg, SC 29003  
  
 Phone            800-982-6943  
 Fax                803-245-4146  
 Email            J.Jones@goodrich.com  
 Website         www.delavaninc.com

Products/Services  
                     Burner components  
 Printed Material    Charged for?          NO  
 Videos Available    Charged for?          NO  
 Generally a video augmented with a technical presentation on selection, application installation, care and service tips on oil burner nozzles and accessories.  
 Training            On site

**Company**      **DRM (D.R. - Micro, Inc.)**  
 Contact          David Rauscher  
 Address         279 Crowell Rd.  
                     Chatham, MA 02633  
  
 Phone            800-255-5242

Products/Services  
                     Software  
 Topics Covered —  
 Use of IBM compatible computers, proprietary as well as general accounting software.  
 Training —  
 DRM software; Oil heating industry software., held on-site or at DRM HQ.





## Manufacturers/Vendors

**Company**      **Fairville Products Inc.**

Contact      Bob Tatmall  
Address      302 Robinson Lane  
                Wilmington, DE 19805  
Phone        302-425-4400  
Fax            302-425-5661  
Email        fuelright@aol.com  
Website      www.fuelright.com

Products/Services

Fuel additives  
Other products  
Filters (treated)

Printed Material    Charged for? NO (see website)

Training —

On site (small groups - no more than 6)

Traveling classroom

Discuss fuel quality issues in general, also tank maintenance & cleaning. Understanding & dealing with fuel side problems. Charges for out of pocket travel costs.

**Company**      **Field Controls**

Contact      Customer Service  
Address      2630 Airport Road  
                Kinston, NC 28509  
Phone        252-522-3031  
Fax            252-522-0214  
Email        sales@fieldcontrols.com  
Website      www.fieldcontrols.com

Products/Services

Controls & accessories  
Other products  
Power venters, combustion air products

Videos Available    Charged for?      NO

Training provided: Traveling classroom via reps

Power combustion air & UV air purification

**Company**      **FMC Measurement Solutions /  
Smith Meter**

Contact      James Henderson  
Address      1602 Wagner Ave.  
                Erie, PA 16514  
Phone        814-898-5000  
Fax            814-899-7349  
Email        james.henderson@fmcti.com

Topics Covered —

DD Meters, turbine meters, valves, Sybertrol flow computer, Accuload II, III, electronic presets, transmitters, line accessories

Training —

Classroom: 4 to 4 1/2 days, held at company HQ

**Company**      **Frederick Geraghty Co.**

Contact      Kevin Geraghty  
Address      69 Milk St.  
                Westboro, MA 01581  
Phone        508-366-1063  
Fax            508-366-7775

Topics Covered —

Venting, conventional & mechanical draft

Training —

Seminar; Two-four hours, held at customer site

**Company**      **Fuel Advantage Marketing, Inc.**

Contact      Rick Trout  
Address      PO Box 1569  
                Derby, NH 03038  
Phone        888-584-2422  
Fax            603-437-9723  
Email        sales@fueladvantage.com  
Website      www.fueladvantage.com

Products/Services

Fuel additives

Printed Material    Charged for?      NO

Training            Traveling classroom

Discuss fuel quality issues, ways to promote fuel quality and the role of additives.

**Company**      **Fuel Quality Services**

Contact      Howard L. Chesneau  
Address      4584 Cantrell Rd.  
                Flowery Branch, GA 30542  
Phone        770-967-9790  
Fax            770-967-9982  
Email        fqsgroup@mindspring.com

Topics Covered —

Fuel related problems, microbial contamination

Training —

Instructional, correspondence, & hands-on; Varies from one hour to half-day, held at company HQ or customer's facility

## Manufacturers/Vendors

**Company**      **Gar-Ber Filters Inc.**

Contact      John Berg  
 Address      PO Box 55221  
                  Seattle, WA 98155  
 Phone        206-789-2758  
 Fax            206-789-8485  
 Email         Garber1@gte.net

Products/Services

Fuel Filters

Printed Material      Charged for?    NO  
 Videos available      Charged for?    YES  
 Training conducted: Traveling classroom

**Company**      **General Filters Inc.**

Contact      Lou Laroche  
 Address      PO Box 8025  
                  Novi, MI 48376-8025  
 Phone        248-476-5100  
 Fax            248-349-2361  
 Email         sales@generalfilters.com  
 Website       www.generalfilters.com

Products/Services

Burners, residential  
 Burners, commercial  
 Humidifiers/air cleaners  
 Heat exchangers

Printed Material      Charged for?    NO

Training —

Guidelines for stocking of service vans; Human resource training; Service management in a changing market place.

**Company**      **Gould Equipment**

Contact      Richard Tuttle  
 Address      159 Cash St.  
                  South Portland, ME 04106  
 Phone        207-767-2151  
 Fax            207-767-0769

Products/Services

Oil storage tanks  
 Fuel additives  
 Truck, tank & delivery products

Printed Material      Charged for?    NO

Videos Available      Charged for?    NO

Training

On site (with/without manufacturers Maine, NH, Vermont on special request)

Tank truck safety equipment/fuel oil delivery tank truck/chassis specifications, fuel storage tanks, safety, gauges & alarms, consumer basement tanks (275 gal) safety equipment/installation guidelines.

**Company**      **Grundfos Pumps Corp.**

Contact      Area Centers  
 Address      2555 Clovis Ave.  
                  Clovis, CA 93612  
 Phone        800-333-1366  
 Fax            800-333-1363

Topics Covered —

Pumps and circulators, electric motors, troubleshooting Training —

Sizing & selection, installation & operation troubleshooting; One-day seminars with hands-on lab, held throughout U.S.

**Company**      **GSW Water Heating Co.**

Contact      Marg Miller  
 Address      599 Hill St. W.  
                  Fergun, Ontario N1M 2X1  
 Phone        800-265-2774  
 Fax            519-787-5500  
 Email         gswinfo@gsw-wh.com  
 Website       www.gsw-wh.com

Products/Services

Oil fired water heaters, residential  
 Oil fired water heaters, commercial

Printed Material      Charged for?    NO

CDs/DVDs Available      Charged for?    NO

Training                    On site

**Company**      **Hago Mfg. Co. Inc.**

Contact      Charles Burse  
 Address      40 Laurel Drive  
                  Voluntown, CT 06384  
 Phone        877-424-6634  
 Fax            860-376-4835  
 Email         sales@hagonozzles.com  
 Website       www.hagonozzles.com

Products/Services

Burner components  
 (pumps, nozzles & solenoid valves)

Printed Material      Charged for?    NO

We have a guidebook that provides a review of the function, application, sizing, installation, and performance of burner nozzles.

Training —

On site (oil co., supply houses, etc.)

Overhead slide presentation for on-site training. PMAA certified. Generic training pamphlet, re: oil nozzles.

## Manufacturers/Vendors

**Company**      **Hamilton-Wilber Oil Company Inc.**

Contact      John H. Young Jr.  
Address      PO Box 488  
                 Moravia, NY 13118-0488  
  
Phone        315-497-0007  
Fax          315-497-3822  
Email        delvac@worldnet.att.net

Products/Services

Oil storage tanks  
Fuel additives  
Truck, tank & delivery products

**Company**      **HBD Industries**

Contact      Larry Kramer  
Address      1301 W. Sandusky Ave.  
                 Bellefontaine, OH 43311  
  
Phone        937-593-5010  
Fax          800-423-4354  
Email        info@hbdthermoid.com  
Web          www.hbdthermoid.com

Printed Material    Charged for? No  
Training —  
Lecture; Varies, held at company HQ  
Topics Covered —  
Industrial hose, including fuel oil delivery

**Company**      **Hearthstone Hydronics**

Contact      Robert Pittala  
Address      317 Stafford Ave.  
                 Morrisville, VT 05661  
  
Phone        802-888-5232  
Fax          802-888-7249

Topics Covered    Cast iron, low mass boilers  
Training —  
Lecture; One hour, held at wholesaler sites

**Company**      **Heat Controller, Inc.**

Contact      Ken Ely  
Address      1900 Wellworth Ave.  
                 Jackson, MI 49203  
  
Phone        517-787-2100  
Fax          517-787-9341

Topics Covered —  
Oil-fired forced air furnaces  
Training —  
Classroom; Varies, held at company HQ  
or dealer location

**Company**      **Highfield Mfg. (Firomatic)**

Contact      Richard Breeden  
Address      PO Box 549  
                 Bridgeport, CT 06601  
  
Phone        203-384-2281  
Fax          203-368-3906  
Email  
Website

Products/Services

Fusible (Firomatic) valves  
Printed Material    Charged for?      NO

**Company**      **Highland Tank Co.**

Contact      Robert Frey  
Address      99 W. Elizabethtown Rd.  
                 Manheim, PA 17545  
  
Phone        717-664-0600  
Fax          717-664-0617  
Email        staff@highlandtank.com

Topics Covered —

Underground, aboveground and indoor storage tank  
installation and regulations  
Training —  
Lecture; One-half to full day, held at company HQ or  
various sites

**Company**      **Honeywell**

Contact      Georgia Lee  
Address      1985 Douglas Drive N.  
                 Golden Valley, MN 55422  
  
Phone        763-954-4091  
Fax          763-954-4440  
Email        georgia.lee@honeywell.com  
Website      www.customer.honeywell.com

Products/Services

Controls & accessories  
Humidifiers/air cleaners  
Heat exchangers  
Printed Material    Charged for? YES / Inquire on this.  
Videos available    Charged for? YES  
Training —  
On Site and Traveling Classroom  
Wide range of training materials for all types of controls,  
both video and printed.

# Manufacturers/Vendors

**Company**      **Horgan Vertical Application Co.**

Contact      Ed Horgan  
 Address      350 Martine Corner Rd.  
                  Coatesville, PA 19320  
 Phone        800-800-0060  
 Fax            610-384-9120  
 Email         ehorgan@hvacsoft.com  
 Web            www.hvacsoft.com

Topics Covered —  
 Heat loss & gain calculations, equipment sizing, fuel cost analysis, flat rate labor estimating and radiant zone design

Printed Material	Charged For?	NO
Training	Software	

**Company**      **Hydrolevel Co.**

Contact      Bill Montgomery  
 Address      83 Water St.  
                  New Haven, CT 06511  
 Phone        203-776-0473  
 Fax            203-773-1019  
 Email         hydrolevel@sprynet.com

Topics Covered —  
 Low water cut-offs for hot water & steam boilers. Automatic water feeders, pump controls.

Printed Material	Charged for?	NO
Training —		

Lecture; One hour, held at company HQ, wholesaler training facilities & other sites by arrangement.

**Company**      **Istec Corp.**

Contact      Bernhard Amstutz  
 Address      415 Hope Ave.  
                  Roselle, NJ 07203  
 Phone        908-241-8880  
 Fax            908-241-7288  
 Email         sales@istec-corp.com

Topics Covered —  
 Energy metering with Btu meters, water consumption metering, cost allocation, temperature control valves.

Training —  
 Basic design & functioning, applications, installation instruction, troubleshooting; One to three hours, held at By arrangement.

**Company**      **ITT Fluid Handling**  
**Bell & Gossett**  
**McDonald & Miller,**  
**Hoffman Specialty, Domestic Pump**

Contact      Roy Ahlgren  
 Address      8200 N. Austin  
                  Morton Grove, IL 60053  
 Phone        847-966-3700  
 Email         rahlgren@fluids.ittind.com  
 Website      www.bellgossett.com  
                  www.mcdonellmiller.com

Products/Services  
                  Controls & Accessories

Other products  
 Circulators, air control/removal, low water cut offs, steam specialties, zone valves/controls  
 Printed Material      Charged for?      (Inquire)  
 Videos Available      Charged for?      (Inquire)  
 CDs/DVDs available      Charged for?      (Inquire)

Training  
 Hydronic & steam system design;  
 application troubleshooting

Training available:  
                  On site  
                  Traveling classroom  
                  Local representative programs  
 Extensive list of training items available via website and/or local representatives.

**Company**      **Jeff L. Ride**

Contact      Jeff L. Ride  
 Address      421 Monroe St.  
                  Bellevue, OH 44811  
 Phone        419-483-4840  
 Fax            419-483-3557  
 Email         jeff.ride@Aac-inc.com

Products/Services  
                  Warm air furnaces, residential  
                  Warm air furnaces, commercial  
                  HVAC controls & accessories  
                  Humidifiers/air cleaners  
                  Heat exchangers  
                  Software

Printed Material	Charged for?	YES
Training	On Site and Traveling Classroom	

## Manufacturers/Vendors

**Company**      **Kerr Heating Products**  
Contact          Brennan Ferguson  
Address          P.O. Box 637  
                     Parrsboro, Nova Scotia, Canada M0M  
  
ISO  
Phone            902-254-2543  
Fax                902-254-3863

Topics Covered Hydronic & warm air systems  
Training —  
Mobile training trailer with working units; One to four hours, held at Various sites by arrangement

**Company**      **LDC Enviro Corp.**  
Contact          Dianne Karl  
Address          94 McClellon Avenue  
                     Mineola, NY 11501  
  
Phone            516-248-7233  
Fax                516-248-3890  
Email            Lehdiea2@aol.com  
Website          www.hvacweb.com

Products/Services  
                      PVC coated copper tubing  
Printed Material   Charged for?          NO

**Company**      **Napoleon Fireplaces**  
Contact          Dana Moroz  
Address          24 Napoleon Road  
Barrie, Ontario L4M 4Y8  
Phone            705-721-1212  
Fax                705-722-6031  
Email            ask@napoleon.on.ca  
Website          www.napoleonfireplaces.com

Products/Services  
                      Oil-fired stoves  
Training          On Site and traveling classroom

**Company**      **R.E. Michel Co.**  
Contact          Paul Murray  
Address          1 R.E. Michel Dr.  
                     Glen Burnie, MD 21060  
  
Phone            410-760-4000, ext. 3835  
Fax                800-806-8324  
Email            techservice@remichel.com  
Web                www.remichel.com

Topics Covered —  
Oil, gas, air conditioning & heat pump, basic electricity, controls, Manual J, Manual D, air properties & measurement, refrigeration certification  
Printed Material   Charged For?          YES  
Training —  
Technical and product training; Varies from half-day to multi-day, held at company HQ or sites by arrangement

**Company**      **Monarch Nozzles**  
Contact          Harry Beccari  
Address          500 Pedricktown Rd.  
                     Swedesboro, NJ 08085  
  
Phone            609-241-1500  
Fax                609-241-1478  
Email            nozzle@bellatlantic.net

Topics Covered —  
Spray nozzle applications & atomization  
Training —  
Videotape or speaker; One hour, held at company HQ or customer site.

**Company**      **Monitor Products, Inc.**  
Contact          Bogdan (Bugs) Blicharz  
Address          P.O. Box 3408  
                     Princeton, NJ 8543  
  
Phone            732-329-0900  
Fax                732-329-0904

Topics Covered —  
Maintenance, service & installation of Monitor vented heating systems and the KWH 124 Instantaneous Water Heater  
Training —  
Factory authorized dealer service training; Half or full-day seminars depending on topics covered, held at local distributor outlets

## Manufacturers/Vendors

**Company**      **Morgan Stanley Dean Witter**  
 Contact            Alan Levine / Elaine Levin  
 Address            1775 Eye St., NW, Ste. 200  
                       Washington, DC 20006  
 Phone              800-630-7298, 202-862-9122  
 Fax                 202-862-9185  
 Email              alan.levine@morganstanley.com

Topics Covered —  
 Hedging programs for heating oil dealers, assist customers in developing appropriate strategies and teach them how to use them effectively.  
 Printed Material    Charged For?            NO  
 Training —  
 Seminars: Three hours to full day, held at customer locations by appointment

**Company**      **National Magnetic Sensors**  
 Contact            Michael Bardoorian  
 Address            Box 64  
                       Plantsville, CT 06479  
 Phone              860-621-6816  
 Fax                 860-621-8402  
 Email              float@nationalmagnetic.com  
 Website            www.nationalmagnetic.com

Products/Services  
                       Controls & Accessories  
 Other products  
                       Remote fuel level indicators  
 Printed Material    Charged for?            NO  
 Installation procedures & troubleshooting

**Company**      **Nelson & Small Inc.**  
 Contact            Mark J. Hellen  
 Address            PO Box 1420  
                       Portland, ME 04104-1420  
 Phone              800-341-0780 Ext. 237  
 Fax                 800-743-5666  
 Email              markh@nelsonsmall.com  
 Website            www.nelsonsmall.com

Products/Services  
                       Furnaces, residential/commercial  
                       Oil fired water heaters, residential  
                       Oil fired water heaters, commercial  
                       Burner components  
 Printed Material    Charged for?            YES  
 Training            On Site and Traveling Classroom  
 On Site and Traveling Classroom  
 On Site and Traveling Classroom; Sales & product training; Service training  
 We distribute Moniron, Toyotomi and Rinnai products.  
 We provide service classes on an ongoing basis.

**Company**      **Noble Co.**  
 Contact            Drew Longnecker  
 Address            P.O. Box 350  
                       Grand Haven, MI 49417  
 Phone              800-878-5788  
 Fax                 231-799-8850  
 Email              drew@noblecompany.com

Topics Covered —  
 Freeze Flow & Burst points  
 Training —  
 Classroom; Varies, held at various locations

**Company**      **Northeastern Petroleum Service & Supply, Inc.**  
 Contact            Jerry Mello  
 Address            37 Brookley Road  
                       Boston, MA 02130-3697  
 Phone              800-442-7322  
 Fax                 617-524-1633  
 Email              jerrym@NEPSS.com  
 Website            www.NEPSS.com

Manufacturer's Rep.  
 Distributor of petroleum equipment, tank trucks, trailers, bulk plants, gas, diesel storage systems  
 Training —  
 On site training and we hold schools in conjunction with mfrs., locally or at their plants.

**Company**      **Nutley Supply**  
 Contact            Jim Goretski  
 Address            156 Chestnut Street  
                       Nutley, NJ 07110  
 Phone              973-667-6880  
 Fax                 973-667-4602  
 Email                
 Website            www.nutleysupply.com

Distributor Products/Services  
                       Boilers, residential/commercial  
                       Furnaces, residential/commercial  
                       Water heaters, residential/commercial  
                       Controls & accessories  
                       Oil storage tanks  
                       Fuel additives  
                       Burners  
                       Burner components  
                       Combustion test equipment  
                       Humidifiers/air cleaners  
                       Baseboards & accessories  
                       Software  
 Training available: On site training

## Manufacturers/Vendors

**Company** **Octel Starreon**  
 Contact Dave Daniels  
 Address 8375 S. Willow Street  
 Littleton, CO 80124  
 Phone 303-566-0529  
 Fax 303-792-5668  
 Email danielsd@octel-starreon.com  
 Website www.octel-corp.com

Products/Services

Fuel additives  
 =Printed Material Charged for? NO  
 CDs/DVDs Charged for? NO  
 Training On Site and Traveling Classroom.  
 The focus of our education is fuel quality and performance. We discuss refinery operations, how fuels are blended, stored and distributed. Fuel testing is important to identify fuel related problems. Therefore, we discuss industry standard tests. We focus on fuel problems that affect the performance of heating systems.

**Company** **Pacer Industries Inc.**  
 Contact Jan Wessels  
 Address 1450 First Avenue  
 Chippewa Falls, WI 54729  
 Phone 715-723-1141  
 Fax 715-723-7890  
 Email pacer@discover-net.net

Products/Services

Combustion test equipment  
 Other products: Anemometers, hygrometers  
 Printed Material Charged for? NO

**Company** **Peerless Heater Company**  
 Contact Jeff Alexander  
 (local reps. , refer to  
 www.peerless-heater.com)  
 Address 231 N. Walnut Street  
 Boyertown, PA 19512-1021  
 Phone 610-367-2153  
 Fax 610-369-3284  
 Website www.peerless-heater.com

Products/Services

Boilers, residential/commercial  
 Indirect fired water heaters, res./comm.l  
 Venting products  
 Printed Material Charged for? YES  
 Training available: On site training  
 Traveling classroom - Charged For  
 "Colors of Heat" training services. Costs Vary - steam 1  
 or 2 pipe, hydronics, modular/multiple boilers & other  
 custom/tailor made seminars. Inquire to Peerless.

**Company** **ProTech Systems Inc.**  
 Contact Kim Liszewski  
 Address 26 Ganesvoort St.  
 Albany, NY 12202  
 Phone 800-766-3473  
 Fax 518-463-5271, 518-463-7284  
 Email sales@protechinfo.com  
 kliszewski@protechinfo.com  
 Website www.protechinfo.com

Products/Services

Venting Products  
 Other products:  
 Chimney liners & direct vent for positive  
 pressure, sizing, codes, standards, etc.  
 Printed Material Charged for? NO  
 Videos available Charged for? YES  
 Training:  
 Venting requirements & codes  
 Chimney lining installation, sizing NFPA31, etc.

**Company** **Rectorseal / Stewart Hall**  
 Contact Jim Davis/Larry Kaiser  
 Address 2601 Spenwick Dr.  
 Houston, TX 77055  
 Phone 800-231-3345 / 713-263-8001  
 Fax 713-263-7577  
 Email jdavis@rectorseal.com  
 marketing@rectorseal.com  
 Website www.rectorseal.com

Products/Services

Fuel additives  
 Other products:  
 Boiler water treatment chemicals; soot removers and  
 burner cleaners; fuel oil deodorizers; degreasing  
 chemicals; specialty chemicals  
 Printed Material Charged for? Inquire  
 Training materials are in literature form.  
 Training Traveling classroom

## Manufacturers/Vendors

### **Company**      **R. W. Beckett Corporation**

Contact      customer service  
 Address      P.O. Box 1289  
                  Elyria, OH 44036  
 Phone        1-800-645-2876  
 Fax            440-327-1064  
 Email         vtakas@beckettcorp.com  
 Website      www.beckettcorp.com

#### Products/Services

                 Burners, residential  
                  Burners, commercial

Printed Material    Charged for?      NO  
 Videos Available    Charged for?      YES

#### Training —

On site and at periodic (annual program) Beckett “basic burner” schools held across the nation in Oilheat markets. Inquire to Beckett via phone or website or local representative for schedule. Advanced courses also held.

3 Ring Technical Binder - No Charge

#### Videos:

Pt. No. 6770 - 6 Part Comprehensive

Training Library — \$49.00

Pt. No. 6816 Pressure Washer Video — \$15.00

Pt.No. 6885 Service Man/Number One Salesman

Video — \$19.00

No. 61088 - Build With Oil Video — \$5.95

No. AFII Video — \$5.95

Training Schedule: see above, contact Beckett

### **Company**      **Radiant Technology**

Contact      Ken Walter  
 Address      11 Farber Drive  
                  Bellport, NY 11713  
 Phone        800-784-0234  
 Fax            631-286-0947  
 Website      www.radiant-tech.com

#### Products/Services

                 Controls & Accessories  
                  Software  
                  Radiant heating systems

Printed Material      Charged for?      NO  
 CDs/DVDs available    Charged for?      Inquire

#### Training —

Design, Installation, Trouble shooting; half and full day, held at Bellport, NY Training Center & at customer site by arrangement

### **Company**      **Ray Burner Company**

Contact      Customer Service  
 Address      401 Parr Blvd  
                  Richmond, CA 94800  
 Phone        800-729-2876  
 Fax            510-236-4083  
 Email         rayburner@rayburner.com

#### Products/Services

Boilers, commercial  
 Oil fired water heaters, commercial  
 Burners, residential  
 Burners, commercial

### **Company**      **Reed Institute (Mestek Industries)**

Contact      Sally Belden  
 Address      260 N. Elm St.  
                  Westfield, MA 1085  
 Phone        413-564-5879  
 Fax            413-568-9613

#### Topics Covered —

Large boiler assembly, Mills boilers, modular boilers, hydronic heating systems

#### Training —

Classroom instruction & hands-on lab; One and two day courses, held at Institute facility in Westfield, MA

Reg. Info      \$25 per person per class

### **Company**      **Rehau, Inc.**

Contact      Tim Flynn  
 Address      P.O. Box 1706  
                  Leesburg, VA 20176  
 Phone        703-777-5255  
 Fax            703-777-3053  
 Email         tim.flynn@rehau-na.com

#### Topics Covered —

Radiant floor heating, snow & ice melting and plumbing systems with PEX pipe

#### Training —

Hands-on; three days, held at company HQ and various regional training locations

## Manufacturers/Vendors

**Company**      **Research Laboratories, Inc.**

Contact      Paula Pipenger  
Address      6209 Discount Drive  
                Ft. Wayne, IN 46818  
  
Phone        219-489-2551  
Fax            219-489-9834

Products/Services

Laboratory testing (fuels)

Printed Material    Charged for?

Charge for postage & handling for Printed Materials.

**Company**      **Rheem Manufacturing Co./**  
**Air Cond. Div.**

Contact      Patsy Graham  
Address      P.O. Box 17010  
                Ft. Smith, AR 72917-7010  
  
Phone        501-648-4901  
Fax            501-648-4918

Topics Covered —

Oil & Gas furnace installation & trouble shooting, heat pump installation & trouble shooting, residential load calculation & equipment sizing

Training —

Classroom discussion and live equipment exercises;  
Three days each class, held at Richmond, VA

**Company**      **RIELLO Burners**

Contact      Robert Reid  
Address      35 Pond Park Road  
                Hingham, MA 02043  
  
Phone        781-749-8292  
Fax            781-740-2069  
Website      www.riellousa.com

Products/Services

Laboratory testing (fuels)

Printed Material    Charged for?    NO

CDs/DVDs available    Charged for?    NO

Training —

On Site and Traveling Classroom

Hands-on, in depth training on all models;  
uses PowerPoint presentation

**Company**      **Roth Industries**

Contact      Steve Wieland  
Address      1800 S. Des Plaines Ave.  
                Forest Park, IL 60130-2511  
  
Phone        708-488-1511  
Fax            708-488-1519  
Email        info@roth-usa.com

Topics Covered —

Oil tank installation, radiant floor heat applications and installation, PEX for water distribution

Training —

Seminars, hands-on, sales, technical, software; Varies,  
held at Regional

**Company**      **RTI**

Contact      Andrea Pearson  
Address      11 Farber Dr.  
                Bellport, NY 11713  
  
Phone        631-286-0900  
Fax            631-286-0947  
Email        info@rtisystems.com

Topics Covered —

Radiant heating, PEX piping systems, plumbing

Training —

Classroom; 2, 4 and 8-hour courses, held at company  
HQ and regional

**Company**      **Runtal North America**

Contact      Jon Wiberg  
Address      187 Neck Rd.  
                Ward Hill, MA 01835  
  
Phone        800-526-2621  
Fax            978-372-7140

Topics Covered —

Design & installation of radiant panels

Training —

Classroom; two hours, held at company HQ

**Company**      **Schlumberger Measurement Div.**

Contact      Jaime Sanchez  
Address      1310 Emerald Rd.  
                Greenwood, SC 29646  
  
Phone        800-833-3357  
Fax            800-833-6971

Topics Covered —

Register and meter service

Training —

Classroom; Three days, held at Factory or on-site

## Manufacturers/Vendors

**Company**      **Security Chimneys International**  
Contact        Mario Bergamin  
Address        2125 Monterey Street  
                  Laval, Quebec H7L 3T6  
Phone         450-973-5271  
Fax            450-687-9569  
Email         mario.bergamin@securitychimneys.com  
Website       www. rectorseal.com

Manufacturers Rep.

L-Vent & Class A Chimney Systems

Training        Traveling classroom

Product specifications and proper installation technique seminars are presented by distributors of our chimney systems.

**Company**      **Sid Harvey Ind., Inc.**  
Contact        Scott Matalevich  
Address        100 East Mineolla Avenue  
                  Valley Stream, NY 11580  
Phone         (516) 825-5654  
Fax            (516) 825-1558  
Email         smatalevich@sidharvey.com  
Website       www.sidharvey.com

Products/Services

Controls & Accessories  
Burners, residential  
Burners, commercial  
Venting products

Training Materials;

Training books serve as a complete guide to residential oil heating

660 Manual SH Burners & Controls  
660-1 Manual SH basic electricity  
662-1 Residential oil controls manual

*670 book of oil burners*

All books cost \$15.00

Other training: Seminars on oil heat controls

Training        On Site and Traveling Classroom

**Company**      **Siebring Mfg. Inc.**  
Contact Gordon Siebring  
Address        303 S. Main PO Box 658  
                  George, IA 51237  
Phone         712-475-3317  
Fax            712-475-3490

Products/services

Furnaces  
Topics        3:00 a.m. maintenance of an  
                  oil furnace.

Training:        Lecture, slides, hands-on, four hours,  
held at customer's choice.

**Company**      **Simpson Dura-Vent**  
Contact        Pam Nelson  
Address        PO Box 1510  
                  Vacaville, CA 95696-1510  
Phone         800-835-4429  
Fax            707-446-1876  
Email         pnelson@duravent.com  
Website       www.duravent.com

Products/Services

Venting products

Printed Material    Charged for?            NO

We offer an oil chimney for which we have product catalogs. (Refer to website for more information).

**Company**      **Slant/Fin Corp.**  
Contact        Jim Erhardt  
Address        100 Forest Drive  
                  Greenvale, NY 11548  
Phone         516-484-2600 Ext. 368  
Fax            516-484-5921  
Email         jerhardt@slantfin.com  
Website       www.slantfin.com

Products/Services

Boilers, residential/commercial  
Baseboards & accessories

Training available: On Site and Traveling Classroom  
Basic hydronics, radiant heating

**Company**      **Sparco, Inc.**  
Contact        Rich Gruber  
Address        65 Access Rd.  
                  Warwick, RI 2886  
Phone         401-738-4290  
Fax            401-738-4156

Topics Covered —

Anti-scald mixing valves, air eliminators, multiple zone valves

Training —

Classroom; 2 to 3 hours, held at company HQ or by arrangement



## Manufacturers/Vendors

**Company**      **Testo, Inc.**  
 Contact        Bill Spohn  
 Address        35 Ironia Rd.  
                   Flanders, NJ 07836  
 Phone         800-227-0729, Ext. 599  
 Fax             724-443-7701  
 Email          bspohn@testo.com  
 Web            www.testo.com

Product/service Testing and diagnostic tools for testing in and around combustion/heating systems  
 Topics Covered Combustion efficiency, combustion theory, carbon monoxide investigation, building pressure  
 Printed Material Charged for? No  
 CD/DVD        Charged for? No  
 Training —  
 Seminars; 1-4 hours, Contact company for details

**Company**      **Therma-Flow**  
 Contact        Bob Suffredini  
 Address        PO Box 416  
                   Watertown, MA 02472  
 Phone         617-924-3877  
 Fax             617-924-7271  
 Email          RS@tfi-everhot.com  
 Website        www.tfc-everhot.com

Products/Services  
                   Oil fired water heaters  
                   Residential hot water indirect storage  
                   Aqua boosters  
                   Tankless coils  
 Printed Material Charged for?            NO  
 Training —  
 On Site and Traveling Classroom  
 Domestic hot water, troubleshooting, sizing, etc.

**Company**      **Thermo Booster, Inc.**  
 Contact        Robert Maietta  
 Address        PO Box 148  
                   St. Thomas, VI 00804-9998  
 Phone         340-714-2299  
 Fax             309-422-0257-2  
 Email          rmaietta@att.net  
 Website        www.ThermoBooster.com

Products/Services  
                   Burner components  
 Printed Material Charged for?            NO  
 Training        On site  
 Installation instructions at no charge

**Company**      **Thermo Products, Inc.**  
 Contact        Steve Stultz  
 Address        5235 W. Rt 10  
                   North Judson, IN 46366  
 Phone         800-348-5130  
 Fax             219-896-5301

Topics Covered —  
 Basic gas, basic oil, basic air conditioning, heat loss-gain, duct sizing, "house as a system".  
 Training —  
 Technical; One day, held at various locations

**Company**      **Tjernlund Products, Inc.**  
 Contact        Rick Wagner, Tim Dwyer  
 Address        1601 9th St.  
                   White Bear Lake, MN 55110-6794  
 Phone         800-255-4208 x123, 651-426-2993  
 Fax             651-426-9547  
 Email          rwagner@tjfans.com  
                   fanmail@tjfans.com  
 Website        www.tjernlund.com

Products/Services  
                   Controls and Accessories  
                   Venting products  
                   Other products  
                   Side Wall & Vertical Vent systems  
                   Combustion air systems  
 Printed Material Charged for?            NO  
 Videos Available Charged for?            NO  
 CDs/DVDs Available Charged for?            NO  
 Training        Traveling classroom  
 Our mfr reps. conduct the class on draft & venting.  
 They discuss chimneys, side shots(r) and combustion air systems.

**Company**      **Turbonics, Inc.**  
 Contact        Craig McKnight  
 Address        4001 Pearl Road  
                   Cleveland, OH 44109  
 Phone         216-741-8300  
 Fax             216-741-7768  
 Email          Turb624@msn.com  
 Website        www.turbonicsinc.com

Products/Services  
                   Baseboards & accessories (fan coils)

# Manufacturers/Vendors

**Company**      **UEi**  
 Contact          Steve Schoneger  
 Address         8030 S. W. Nimbus, Bldg 7  
                     Beaverton, OR 97008  
 Phone            503-644-8723  
 Fax                503-469-2247  
 Email            steves@ueitest.com  
 Website         www.ueitest.com

Products/Services  
                     Venting products  
 Other products  
                     Combustion testing  
 Training —  
 On Site and Traveling Classroom  
 Combustion seminars; CO seminars; Combustion test  
 procedures and CO testing procedures and equipment

**Company**      **Ultimate Engineering**  
 Contact          Bob Welch  
 Address         85 Middle Rd.  
                     Dunkirk, NY 14048  
 Phone            716-366-5500  
 Fax                716-366-1209

Topics Covered —  
 Boiler installation, service, troubleshooting  
 and system sizing  
 Training —  
 In-person seminars run by factory engineers; two hours,  
 sites per arrangement

**Company**      **Utica Boiler**  
 Contact          Carl Saunders  
 Address         PO Box 4729  
                     Utica, NY 13504  
 Phone            315-797-1310  
 Fax                315-797-3762  
 Email:            training@uticaboilers.com  
 Website         www.uticaboilers.com

Products/Services  
                     Boilers, residential/commercial  
                     Boilers, commercial  
                     Warm air furnaces, res./comm.  
                     Burners, residential  
                     Burners, commercial  
                     Venting products  
                     Software  
 Other products  
                     Hot water fan coils  
 Printed Material      Charged for?      NO  
 Videos Available      Charged for?      YES  
 CDs/DVDs Available      Charged for?      YES  
 Training                On Site and Traveling Classroom

**Company**      **Veissmann Mfg. Co.**  
 Contact          Jim McCarthy  
 Address         83 Vermont Ave., Bldg 3  
                     Warwick, RI 02888  
 Phone            401-732-0667  
 Fax                401-732-0590  
 Email            mccarthy@viessmann-us.com

Product/Services  
 Hot water heating boilers and controls, also indirect  
 water heaters, both residential and commercial.  
 Topics Covered  
 Features, benefits, installation, service, control options  
 of Viessmann equipment  
 Printed Material      Charged For?      NO  
 Videos                Charged For?      NO  
 Training —  
 Combination classroom and hands-on; six hours, held  
 at company HQ and customer site by arrangement

# Manufacturers/Vendors

**Company**      **Wayne Combustion Systems**

Contact      Michael Patten  
 Address      801 Glasgow Avenue  
                 Fort Wayne, IN 46803  
 Phone        219-424-9200  
 Fax            219-424-0904  
 Email         mpatten@waynecs.com  
 Website      www.waynecombustion.com

Products/Services  
                 Burners  
 Printed Material    Charged for?      NO  
 Training —  
 On Site and Traveling Classroom  
 Burner training customized to meet needs of customer.

**Company**      **Weil-McLain**

Contact      Joe Ross  
 Address      500 Blaine Street  
                 Michigan City, IN 46360  
 Phone        219-879-6561  
 Fax            219-877-0556  
 Email         jross@weil-mclain.com  
 Website      www.weil-mclain.com

Products/Services  
                 Boilers, residential  
                 Boilers, commercial  
                 Burners, residential  
                 Baseboards & accessories  
                 Venting products  
 Other products  
                 Radiant heating products  
 Literature:      Inquire to Weil-McLain or local rep.  
 Videos         Charged for?      YES  
                         H.E.A.T. training video (Website has  
                         H.E.A.T. videos and pricing.)  
 Training         On Site and Traveling Classroom

**Company**      **Whitten Enterprises**

Contact      Scott Whitten  
 Address      PO Box 519  
                 Orange, MA 01364  
 Phone        978-544-6265  
 Fax            978-544-5679  
 Email         heating@splus.net  
 Website      www.whittenheating.com

Products/Services  
                 Boilers, commercial  
                 Warm air furnaces, commercial  
                 Oil storage tanks  
                 Burners, commercial  
                 Burner components  
 Printed Material    Charged for?      NO  
 Training —  
 On Site and Traveling Classroom  
 Waste oil burner school-hands on (5 person limit)  
 \$60 includes coffee/lunch/manuals/certificate;  
 inquire for scheduling.

**Company**      **Wirsbo Co.**

Contact      John Barba  
 Address      5925 148TH St. West  
                 Apple Valley, MN 55124  
 Phone        800-321-4739  
 Fax            952-891-2008  
 Email         jbarba@wirsbo.com  
 Web            www.wirsbo.com

Topics Covered —  
 Radiant floor heating-components, design, control,  
 zoning, piping, installation  
 Printed material    Charged for? No  
 CD/DVD            Charged for? No  
 Training —  
 Classroom; two day, one day and half-day, held at  
 company HQ or various sites by arrangement

# Manufacturers/Vendors

**Company**      **Wix Filtration Products**  
**Div. Of Dana Corp.**

Contact      Chris Greeson  
Address      P.O. Box 1967  
                 Gastonia, NC 28053  
Phone        704-869-3733  
Fax            704-853-6149  
Email        chris.greeson@dana.com

Topics Covered —  
Oil, air, fuel and hydraulic filtration, coolant system products and maintenance. Filtration system troubleshooting.  
Training —  
Seminars and classroom; 1-3 days, held at company training facility and regional locations

**Company**      **Xerxes Corp.**  
Contact      Terry Jensen  
Address      7901 Xerxes Ave. S.  
                 Minneapolis, MN 55431  
Phone        952-887-1890  
Fax            952-887-1882

Product/Services      Underground petroleum storage tanks  
Topics Covered      Underground tank installation  
Printed Material      Charged for?      NO  
Videos                Charged for?      NO  
Training —  
Seminar; 3.5-4.5 hours, held by arrangement

## Consultants/Private Training

**Name** American Contractors Exchange  
Contact Ruth King  
Address 1650 Oakbrook Dr. Suite 405  
Norcross, GA 30093  
Phone 770-729-0258  
Fax 770-729-8028  
Email ruthking@acecontractor.com

Training Laboratory NO  
Traveling Classes NO  
This company runs web-based training from their studio and possibly remote sites. It is log-on, participation approach at time of seminar.

**Name** ARL Associates  
Contact Al Little  
Address 9 Hutchins St.  
Concord, NH 03301  
Phone (603) 224-8538  
Fax none  
Email caller18@aol.com  
Training laboratory YES  
Traveling Classes YES  
Over 25 years experience as Oilheat educator

**Name** Pam Beaudry  
Address 1 Hartfield Blvd Ste 306  
East Windsor, CT 06088  
Phone 800-837-7977  
Fax 781-433-0995  
Email pbeaudry@versyss.com  
Website www.versyss.com

Services Provided:  
Motivational Training  
Training on fuel business as a whole - office personnel  
Eastern Region covered; 10-15 years experience

**Name** Ed Besch  
Address 8509 NE 129 Pl.  
Kirkland, WA 98034  
Phone 425-823-1062  
Fax 425-823-0108  
Email EDANDVADA@Juno.com

Services Provided:  
Technical product training:  
Oil burner & controls  
Sales & management training  
Safety training  
Service & selling training

**Name** Robin Brennan  
Address c/o HRH 10 State House Sq.  
Hartford, CT 06103  
Phone 860-756-7367  
Fax 860-244-8174  
Email robin.brennan@hrh.com  
Website www.hrh.com

Services Provided:  
Safety Training; Defensive Driver Training recognized by the National Safety Council; 10-15 years experience

**Name** Combustion Research Corp.  
Address 2516 Leach Rd.  
Rochester Hills, MI 48309  
Phone 888-852-3611  
Fax 248-852-9165  
Email crc4@ix.netcom.com  
Website www.combustionresearch.com

Services Provided:  
Technical Product training  
Commercial and Industrial Space Heating  
Covers entire country

**Name** Don Farrell  
Address 3621 Hill Road  
Parsippany, NJ  
Phone 973-331-9545  
Fax 973-331-9547  
Email d.farrell@oilheating.com

Services Provided: Sales & Management Training  
Product training-selling to home builders  
Entire country covered; 5-10 years experience

**Name** Carol Fey & Assn.  
Address 759 E. Phillips Dr. S.  
Littleton, CO 80122  
Phone 303/795-2679  
Fax 303/795-9350  
Email carol.fey@honeywell.com

Services Provided: Service and Selling Training  
electricity and controls; covers entire country;  
10-15 years experience

## Consultants/Private Training

**Name** **David B Gleason**  
Address 141 Spring Box Lane  
Lake Ariel, PA 18436  
Phone 800-44707355  
Fax 570-698-6555  
Email SYSTSELL@ix.netcom.com

Services Provided:  
Sales & management training  
Service & selling training  
Cover entire country; over 25 years experience

**Company** **HVACTV.COM**  
Contact Bill Everham  
Address 159 High Street  
Mineral Point, WI 53565  
Phone 608-987-4159  
Fax 608-987-4759  
Email beverham@hvactv.com  
Website www.hvactv.com

Products/services:  
Manufacturer's Rep. w/videos, charged for.  
Webcasting for training & education.  
5k - 20k per webcast.

**Name** **Bob Hedden**  
Address 3125 Lilly Hill Rd  
Pawlet, VT 05761  
Phone 802-325-3509  
Fax 802-325-3437  
Email bhedden@sover.net  
Website www.oilheatassociates.com

Services Provided:  
Technical product training

- What Oilheat technicians should know about carbon monoxide & how to reduce oilburner air pollution emissions
- Benefits of Oilheat
- Technician's role in increasing profitable heating equipment sales
- Customer relations for service tech
- How to do a proper periodic preventative maintenance tune-up
- Basic residential hydronics
- Proper installation & maintenance of oil tanks & lines, & how to reduce fuel related service calls
- (Non-CEU tech courses): Silver & Gold test preparation refresher courses
- Technical training for non-technical people
  - Motivational training
  - Sales & management training
  - Service & selling training

Covers entire country; over 25 years experience

**Name** **Ruth King**  
Address 1650 Oakbrook Dr. Suite 405  
Norcross, GA 30093  
Phone 770-729-0258  
Fax 770-729-8028  
Email ruthking@acecontractor.com

Services Provided:  
Sales & Management training  
Financial, management, business operations  
Entire country covered; 10-15 years experience

**Name** **George Lanthier**  
Address Firedragon Enterprises  
132 Lowell Street  
Arlington, MA 02474  
Phone 781-646-2584  
Fax 781-641-7099  
E-mail gl@firedragonent.com  
Website www.firedragonent.com

Services Provided:  
Technical Product Training  
HVAC Service  
Sales & Management Training  
Service and Selling Training  
Cover Entire Country; over 25 years experience

**Name** **Al Little**  
Address 9 Hutchins St.  
Concord, NH 03301  
Phone (603)224-8538  
Email caller18@aol.com

Services Provided:  
Technical Product training all aspects of oil heat (especially controls)  
Covers New England region; 10-15 years experience

## Consultants/Private Training

**Company**      **Marketing Associates  
Financial Services**  
Contact        Brian Bartkus  
Address        154 Wells Avenue  
                  Newton, MA 02459  
Phone         888-349-0659  
Fax            617-965-1843  
Email         brianb@telamonins.com  
Website       www.telamonins.com

Products/services:  
Business financial training - investment seminars, how  
to purchase insurance consulting  
Human resource training - employee benefit planning  
Printed materials/charged for?    NO  
CDs/DVDs/charged for?            NO  
Available training:                  Traveling classroom

**Name**            **National Training Seminars**  
Address        PO Box 951671  
                  Lake Mary, FL 32795  
Phone         407-302-6-73  
Fax            407-302-2613  
Email         Ntseminars@cfl.rr.com  
Website       www.ntsseminars.com

Services Provided:  
Sales & management training  
    Service & selling training  
    Service manager training  
Covers entire country

**Name**            **New England School of Business  
NESB  
(Div. of New England Fuel Institute  
Education Foundation, Inc.)**  
PO Box 9137  
Watertown, MA 02472-9137  
Phone: 617-924-1000  
Fax: 617-924-5962  
Email: school@nefi.com

This school, established in the 1980's, is dedicated to business training for the Oilheat/HVAC small business enterprise with particular emphasis on Oilheating. Classes are held periodically at the NEFI Education Center in Watertown, MA which has a bank of computers available for business software training. In addition, NESB will hold courses off-site at a company location, outside training center, etc. if enrollment is sufficient. NESB periodically conducts a "Women In Oilheat Seminar" which has a specific business focus.

NESB Course Topics Include:

- Building Your Business the Old Fashioned Way
- Business Telephone Techniques
- Business Wiring for HVAC Personnel
- Companion Computer Courses
- Contract Review and Negotiation
- Determining Your Company's Productivity
- Financial Statements for the Non-Accountant
- Futures and Hedging for Fuel Marketers
- How to Increase Profitable Heating Equipment Sales
- Invest According to Your Tolerance Level
- Leading a Quality Service Revolution
- The Power of Goal Setting
- Public Relations — Keeping in Touch W/Customers
- Service Management
- Small Companies — Hiring and Firing
- Small Companies — Beyond Hiring and Firing
- Working With People Who Resist Change
- Technical Training for Non-Technical People
- The Time of Your Life
- Will Your Business Die When You Die?

Productivity and Profits

Futures and Hedging for Fuel Marketers

Protecting Yourself and Your Company:

Hiring, Firing, and Substance Abuse

Beyond Full Service:

Managing Successful Customer Relationships

Winning the Web: Sorting Through Computer Chaos

Understanding Weather Patterns:

Making Long Range Plans For Your Business

How to Stay Cool, Calm & Collected

Operate Like a Commodity — Sell Like a Value Co.

## Consultants/Private Training

**Name** **NH Community Technical College**  
Address 1066 Front St  
Manchester, NH 03102  
Phone (603) 668-6706  
Fax (603) 668-6706

Services Provided:  
Technical Product training; oil and gas systems installation, troubleshooting and design  
New England region; over 25 years experience

**Name** **Richard Rutigliano**  
Address 436 Willis Avenue  
Williston Park, NY 11596  
Phone 800-796-3342  
Fax 516-741-6502  
Email richr@primedia-ny.com  
Website www.oil-heat.com

Services Provided:  
Sales & Management Training  
Covers entire country; 10-15 years experience

**Name** **Rood Utilities Inc**  
Address 2 Burkhart Drive.  
Auburn, New York 13021  
Phone 315 252 7204  
Fax 315 253 3073  
Email rood@flare.net  
Website www.roodutilities.com

Services Provided:  
Technical Product Training:  
#1 amp; #2 fuel oil, lp & amp; methane domestic & amp; light commercial; over 25 years experience

**Name** **Fred Simari**  
Address PO Box 1289  
Elyria, OH 44036  
Phone 312-832-1185  
Fax 312-832-1186

**Name** **Systematic Selling Inc.**  
Address 141 Spring Box Lane  
Lake Ariel, PA 18436-9698  
Phone 1 800.447.7355  
Fax 570.698.6555  
Email systsell@ix.netcom.com

Services Provided:  
Service and Selling Training  
Product Training  
Retail selling in the home & business;  
Service Tech selling  
Cover entire country; over 25 years experience

**Name** **John Vrabel**  
Address 198 Green Pond Road  
Rockaway, NJ 07866  
Phone 973-784-7783  
Fax 973-983-0682  
Email jvrabel@priceenergy.com  
Website www.priceenergy.com

Services Provided:  
Sales & Management Training  
(PriceEnergy provides a branded and automated order processing and fulfillment system for dealers of liquid fuels.)  
Entire country covered; 0-5 years experience

## Other Resources

### **Commercial Boiler Instruction**

Lewellyn Technology, Inc.  
PO Box 618  
Linton, IN 47441  
Phone: 800-242-6673 / Fax: 800-872-9397  
Web: [www.lewellyn.com](http://www.lewellyn.com)  
Conducts seminars at various locations on subjects such as Commercial/Industrial Boiler Fundamentals.

National Technology Transfer, Inc.  
P.O. Box 4558  
Englewood, CO 80155-4558  
Phone: 800-922-2820 / [www.nttinc.com](http://www.nttinc.com)  
Functions similar to Lewellyn Technology (above)

### **Futures and Options Market**

Publications Office  
New York Mercantile Exchange  
One North End Avenue, 15th Floor  
World Financial Center  
New York, NY 10282-1101  
Phone: 212-299-2777  
Fax: 212-301-4700  
Web: [www.nymex.com](http://www.nymex.com)  
NYMEX provides educational brochures on subjects such as energy trading and hedging, and conducts professional training programs and seminars

### **Oilheat Installations/Procedures, Codes, Safety**

National Fire Protection Association  
1 Batterymarch Park  
Quincy, MA 02269-9101  
Phone: 617-770-3000  
Fax: 617-770-0700  
Web: [www.nfpa.org](http://www.nfpa.org)  
NFPA has an extensive website. Provides information on NFPA 30 and 31 codes. Available to members and non-members of NFPA. Videos are available through their web-site catalog to members and non-members.

*HVAC Equations, Data, and Rules of Thumb*, an extensive reference guide. Contains information on equations, data, ASME and ASHRAE code information and more presented in "CSI Master Format."

Published by:  
McGraw-Hill  
Two Penn Plaza  
New York, NY 10121

### **Petroleum Storage Tanks**

Steel Tank Institute  
570 Oakwood Road  
Lake Zurich, IL 60047  
Ph: 847-438-8265 / Fax: 847-438-8766  
[www.steeltank.com](http://www.steeltank.com)  
Extensive resource of information regarding safe storage of petroleum products in factory-fabricated steel

above and underground tanks. Conducts AST Inspector training. Specifications, capacity, and like calculators can be found on web site.

Fiberglass Tank & Pipe Institute  
11150 S. Wilcrest Dr., Suite 101  
Houston, TX 77099-4343  
Phone: (281) 568-4100  
Fax: (281) 568-4500  
[www.fiberglasstankandpipe.com](http://www.fiberglasstankandpipe.com)  
Works to disseminate information regarding use of fiberglass tanks and piping.

### **Safety**

J.J. Keller & Associates, Inc.  
3003 W. Breezewood Lane, PO Box 368  
Neenah, WI 54957-0368  
Phone: 920-722-2848  
Web: [www.jjkeller.com](http://www.jjkeller.com)  
They supply products to assist in compliance with government regulations. This is a private company that also provides transportation safety seminars nationwide. They have an extensive selection of safety and compliance materials such as: OSHA Compliance Manual; series of videos on Ergonomics; software program to incident and accident-related recordkeeping; and Hazard communications on CD, video and in print.

American Society of Safety Engineers  
Phone: 708-692-4121  
Publishers of *Professional Safety* magazine.

### **Trucking Resources**

Web site reference:  
[www.c-design.com/c-design/page2.html#Associations](http://www.c-design.com/c-design/page2.html#Associations)  
This site lists a vast array of other pertinent trucking and transportation websites; e.g., Regional Office of Motor Carrier Addresses, Fleet Software providers, Publications, Catalogs, Consultants, Associations, Products and Services. It is a wide ranging collection of contacts for trucking- and transportation-related information.

National Tank Truck Carriers  
NTTC Represents the tank truck industry and provides its members with information on legislative, regulatory, and operational developments that affect their businesses. NTTC sponsors several industry meetings and publications and has some training resources.  
NTTC / National Tank Truck Carriers  
2200 Mill Road  
Alexandria, VA 22314-4677  
Phone: 703-838-1960 / Fax: 703-684-5753

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